



Reps at Clarke demonstrate the Boost machine



Attendees visit Wausau Paper/Bay West's booth to see the new products



Rory Beaudette (left) and Robert Bryan display some of ACS's new products during a busy show



Anne Barnhart demonstrates a variety of products to attendees at the very green Corporate Express booth



Staff from many Las Vegas hotels display their departmental pride during IEHA's Housekeeping Olympics



The United Electric booth showcases many of the company's products

# ISSA/INTERCLEAN<sup>®</sup>

# 2008

## Success As Usual

ISSA/INTERCLEAN<sup>®</sup> North America 2008 posted an 18 percent increase in buyer firms — distributors, building service contractors and in-house service providers — and an 11 percent increase in buyer-attendee personnel over last year's show. More than 16,233 people registered.

Distributor attendance was up 6 percent over last year with a 27 percent increase in distributor companies over 2007. BSC individual participation was up 10 percent. Results indicate this was due to contractors bringing more personnel per company, as BSC firms in attendance were within 1 percent of last year. ISP attendance took the largest jump in 2008, with more than 30 percent more individuals and properties present.

Attendance beat that of 2007 by the end of the first exhibit day despite being a year where association events are experiencing a decline or stagnant attendance.

This year's show took the approach of "Business Not As Usual" and featured comedian Dr. Bill Cosby as the keynote speaker, the IEHA Housekeeping Olympics and high-flying acrobats during the Trade Show Happy Hour. Amongst the fun, attendees took in valuable education sessions and networking opportunities.

ISSA handed out awards to numerous companies, including ARCSI Book Store, Trojan Battery, Grand Technology, Tennant Co., Spartan Chemical Co., Inc., and Advance for customer service. Green awards were given to Waterhouse Solutions LLC, Ecolab Inc., and Kaivac Inc. Finally, Innovation Awards were given to Waterbury Cos., Inc., in the chemicals category; Georgia-Pacific N.A. Commercial Business in the paper/plastics category; NSS Enterprises Inc., in the power equipment category; JohnsonDiversey in the supplies/accessories category; and Rubbermaid Commercial Products Inc., in the services, technology and other products category.

Next year ISSA/INTERCLEAN North America heads to Chicago and will be held Oct. 6 to 9, 2009. 



(L-R) Mauricio Navarro, John Troy and Dave Clark of Kent



(L-R) Edward Zgrabik, Doug Elgin and Michael Wheeler of Essential Industries at their hospitality event hosted at the Paris hotel



Ed Lonergan, president and CEO, announces JohnsonDiversey's involvement in the World Wildlife Fund Climate Savers program

Employees at Stearns conduct a meeting with attendees



David Dixon (left) and Patrick Noonan of Rubbermaid Commercial Products display the DVAC 1-PASS Cleaning Solution, winner of an Innovation Award in the Services, Technology & Other Products category



Chris Killingstad, president and CEO of Tennant Co., poses with the M20 scrubber-sweeper





Brent Crawford of Core Products talks with attendees



Bob Eukovich of Pullman Holt performs a demo for an attendee



Molly Cox gets the attendees of the Women's Forum involved during her motivational presentation



Professionals from all around the industry discuss trends at the Networking Lunch



Minuteman displays its latest product innovations



Kari Weinberger of Trojan Battery talks with some attendees



Attendees learn about Buckeye's new floor-care innovations



Procter & Gamble Professional's booth features a variety of products, including the new Trusted Trio



Dr. Bill Cosby entertains the crowd during his keynote address



(L-R) Pierre Goudreault of Wood Wyant, Brian Stanaway of Windsor, Patrick Couture of Wood Wyant, Jim Lombard of Windsor and Barry Colpitts of Wood Wyant at Windsor's hospitality, held at Margaritaville



(L-R) Steven Waldman, Geoffrey R. Greeley and Michael Egerton of Host, Racine Industries



Matt Morrison of Kaivac Inc., gives a product demonstration



Dr. Bart Basi explains the importance of proper succession planning during the seminar, "Succession: Are You Ready To Pass The Mantle?"

Crown Mats and Matting representatives look on as attendees marvel at the matting systems on display



Betco reps handle a steady flow of attendees



Thomas B. Ulam, Kathy Jenkins, Dennis Rodenroth, Julie Leonard and David Swanson of STOKO



Kathleen Haggerty, Queralt Puig, Enrique Cerezalez and Manel Suarez of Proandre

Technical Concept's booth highlights their skin care mission



(Seated l-r) Terry Neal, Jim Findlay, John Harbal. (Standing l-r) Amy Seretsky, Tony Everett, John Irwin, John Daschner, Bob Culp, Kaiko Zureich, Duane Carey of Impact Products



Steve Ashkin educates attendees on green cleaning during his seminar, "Green Cleaning Fundamentals"



(L-R) Gus Demetriades, Pete Demetriades, Penny Demetriades, Beth Parrish, Richard Southerland and Randy Flowers from ETC of Henderson



Patrick Stewart (left) and Jeffrey Van Kirk discuss EnviroX's GNx2 technology unveiled at the show



(L-R) Bob Doyle, Trey Schindell and Rick Jordan of Advance

ProTeam's Matthew Wood (center) with John Thomas and Vince Sortino of Philip Rosenau Co., Inc.



Ilan Greig speaks during the BSC Peer Exchange

Attendees of Amano Pioneer Eclipse's hospitality enjoy food, drinks and live music at Piero's restaurant



Unger's booth displays a variety of product innovations



Petra Baccus, Mike Shackelford and Linda Martinez show a new Merfin product to attendees



Greg Ford of Spartan Chemical Co. (third from left) with Kevin Curtin, Tom Dougherty and Greg Bumgardner of PJP at Spartan's hospitality at the Paris hotel



(L-R) Bill Violand, Kristine Aiello and Don Radtke of CleanMax/Tacony