



- 1** (L-R) Carl Rosa and David Parkes of Electrolux Home Care Products North America.
2 Rubbermaid Commercial Products displayed a variety of new products. Their Ladder Cart (not shown) won an ISSA Innovation Award in the "Other Janitorial Supplies" category.

ISSA/INTERCLEAN® again proved why it's the leading jan/san trade show. Check out these pictorial highlights

ISSA/INTERCLEAN® 2005, held October 18-21 in Las Vegas, broke attendance records with 17,579 registered attendees — the highest turnout in the trade show's history.

The show featured 689 exhibitors, 5,499 distributor personnel, 2,376 building service contractors and 2,015 in-house service providers. Facility service provider attendance hit a record high, beating the previous mark set in Chicago in 1999 by 20 percent.

"More significant than the total attendance was the ratio of customers to exhibitors, which was 2-to-1 this year compared with 1.4-to-1 in the prior two years," said ISSA Executive Director John Garfinkel. "The historical ratio used to be less than 1-to-1 when the show was in the old format — available only to distributors."

High points

Highlights of this year's convention included a keynote speech by Jim Collins. The best-selling author of *Built to Last* and *Good to Great* drew 4,000 attendees to his Wednesday talk.

Over two days, BSCs and in-house service providers were not only motivated, but they also received solid business tips from the educational seminars sponsored by *Contracting Profits* and *Housekeeping Solutions* magazine.

For the second year in a row, Wednesday's Facility Service Provider Networking Lunch was sold out. The event drew 600 participants from around the world to discuss such topics as green cleaning and business growth strategies.

This year also saw some new additions to the show, including a sports bar, a happy hour, and the ISSA Innovation Fashion show. The latter, which ran hourly for the first two days of the show, featured 49 products paraded down the runway by ornately costumed Vegas showgirls. Attendees' votes decided winners in six categories. Award-winning products came from the following companies: Spartan Chemical, CastleRock Industries, Georgia-Pacific, Impact Products, The Bullen Cos. and Rubbermaid Commercial Products.

Next year, the show travels to Chicago, and is scheduled for October 4-7, 2006. **cp**



3 (L-R) Don Radtke, Andi Maerz and Andrea Maerz of Cleanfix. 4 (L-R) Clarke representatives Rick Quinn, Erich Terwege, Scott Lindroth, Joe Gambacort, Keith Willey and Frank McAlpine. 5 Clint Swindall presented two seminars this year as part of the Facility Service Provider Educational Conference. 6 Pacific employees Jeffrey R. Wright and Paul J. Penacoli stand behind their floor machines. 7 Sloan Valve launched its jan/san product line at the show with odor-control products, soap dispensers and an automatic flush valve. 8 Jim Peduto (left) and Dave Frank educated BSCs and in-house service providers with their seminars. 9 (L-R) Rory Beaudette (front right) and Jeff Oakes (back right) of ACS Scrubblle chat with Issa Quraa and Nasri Quraa of Shine & Bright.

10 Paul Lewis demonstrates Johnson Diversey's new Fastrip floor stripper. 11 Scott D. Boyd (left) and Fred Werth of Buckeye Intl. Inc. 12 NSS Enterprises Inc. won a Best Customer Service Award with its customer cafe. 13 Tennant's soon-to-be CEO Chris Killingstad (left), along with Steven Coopersmith and Jeffery T. Buysse, make a night of it at their company party at the Voodoo Lounge at the Rio Hotel. 14 Sal Banchitta, CEO of Akemi North America and Bellinzoni North America, speaks with trade-show attendees.



(L-R) Mike Weber, principal scientist, and Craig Monsell, jan/san marketing manager, for Procter & Gamble.



15 (L-R) Christopher DeBolt of the DeBolt Co., Inc. and Torben Anderson of Pioneer Eclipse. 16 A Vegas showgirl models a new Kent product during the ISSA Innovation Fashion Show. 17 Pat Fragomeni, a representative from Concepts IV, demonstrates Unger's restroom products to trade-show attendees. 18 The Betco Corp. booth featured much of the company's extensive product line. 19 (L-R) Gregg Budgell, Rich Antonino, Timm Butts, and Howie Korn, all from Sanitor Services; and Frank Trevisani, Spartan Chemical Co., Inc., during Spartan's hospitality at the Venetian Hotel.

20 Kimberly Clark's Professional Team poses by KC's racecar at the company's booth.

21 Walter Bond teaches attendees the "winning attitude." 22 Mikki Williams gives an inspiring presentation at ISSA's Fourth Annual Women's Forum.

23 A Minuteman Intl. representative fields questions from booth visitors on the show floor. 24 An Advance representative leads a demonstration of the company's new floor machine, the Adhancer. 25 Paul Stephenson of Whittaker demonstrates the ease of use of one of the company's carpet cleaners. 26 (L-R) ProTeam's Matthew M.

Wood, Mark Reimers, Rich Steinberg, and Matt Reimers enjoy their company's hospitality held at the Hilton.



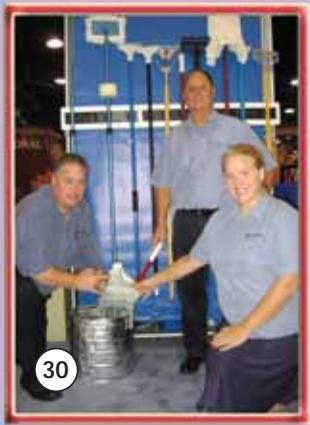
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27 The Facility Service Provider Networking Lunch was attended by 600 BSCs and in-house service providers. **28** (L-R) Brent Crawford, James "Fry" Watson and Carl Sherman of Core Products. **29** SCA Tissue's booth featured all the comforts of away-from-home products. **30** (L-R) Geerpres representatives Ted Moon, Jeff Kolbe and Megan Schihl. Geerpres is currently holding a contest to track down the oldest Geerpres wringer still in use. **31** Jim Collins, ISSA's 2005 keynote speaker, explains how attendees can move their companies to the next level of business success.