



Blake Nezvesky (left) and John Rogers of DDI System explain their software to attendees



Robyn Suberi discusses the latest Waterbury products with attendees



Attendees check out the latest products from Atlas Paper Mills

# ISSA/INTERC SUCCESS AS USUAL

ISSA/INTERCLEAN® 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) Marion Carpenter, Harry Myers, Ken Bucher, Kevin Caswell of Warsaw Chemical



Gojo's products attract numerous attendees during the show



Attendees learn about Buckeye's new floor-care innovations



(L-R) Greg Powers, Linda Van Eynde, Bob Potvin, Brian Gallagher, Andrea Jackson, Craig Schmelder, Dan Klein of Claire Mfg. Co.





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



(Front row, l-r) Richard Rones, Marilyn Beck, Murray Beck, Gail Rones; Leonard Shutzberg; Mike Kuhlman. (Back row, l-r) Joan Tetler; Doug Evenson of Americo



(L-R) Denise Hunter, Russell Keller, Tammy Kelly of APC Filtration/Janitized



(L-R) Andrew Reavill and Larry Larsen from Beta Technologies

# LEAN<sup>®</sup> 2008:



Tom Bernier (left) and Lee Gilbertson at the Bro-Tex, Inc. booth



Todd P. Griffin, national sales manager for Bissell



(L-R) Larry Carr, Scott Willingham, Tim Dennin and Greg Kerley from Carroll Co. pose with this year's presidential candidates

The Berk family of Berk Wiper: (L-R) Joe Berk, Marcy Berk, Jeff Berk, Beth Berk and Larry Berk



President Robert "Bob" Gail of Continental Commercial Products



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



(L-R) Carlo Zarrillo, Suzanne Blanchet, Dennis Lion and Jocelyne Pinsonneault pose with a wax Angelina Jolie and Brad Pitt during the Cascades Tissue Group's hospitality event at Madame Tussauds Wax Museum



At the Athea Laboratories booth, Steve Hipp speaks with attendees



## ISSA/INTERCLEAN PHOTO GALLERY



Deb SBS's booth emphasizes their full line of products and skin care system



Reps at Dema Engineering field questions about their products



The team from The Dial Corp. take a break from the busy show



(L-R) William Berrett, Donna Marie Brown, Jamie Ellis, Judith Heath and Greg MacDonnell of Dow Chemical



John Ormsby (left), vice president of sales & marketing for Legend Brands; Michael Suszek, business development manager for Dri-Eaz



Rochester Midland's booth offers a variety of product innovations to attendees



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



Pat Ryan of EcoSMART Technologies



Peter Zhang (left) and Aling Shu of Draco Hygienic Products



(Back row) Paolo Scapinello, Bruno Zorzo, Igor Pegorin, David Dickman. (Front row) Francesca Zorzo, Cheryl Thompson from Filmop



(L-R) Val Osakada, Luke Bobek, Kelly Vlahakis-Hanks of Earth Friendly Products



(L-R) Christian Weaver, Mike Dominguez, Haruo Miyagi, Bill Blair of F-Matic



The Fuller Brush booth showcases their line of dusters



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





Christopher J. Raffo (left) and Michael W. Lindstedt of Universal Business Systems, Inc.

Golden Star celebrates their 100th Anniversary at the show



"Mo" poses with Bill Sleeper, President, GP Professional - Washroom and Wiper Solutions at the Georgia Pacific booth



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



(L-R) Dale Heidbrink, Alice Andrews, Jan Haviland, Joyce Dudenhoeffer from Haviland Corp. with Skip McDowell of JJ Jans and Associates



(L-R) Jeff Kolbe, Dirk Stone, Susan Kistler, Sam Waites and Michael Gluhanich from Geerpres

# S Spring Grove™



## Just what the customer ordered.

Your customers want products that get the job done without a lot of fanfare. They demand quality materials, but don't want to pay top dollar. Spring Grove™ Towel & Tissue meets their needs.

## Quality. Performance. Value.

Available across the country from all nine Saalfeld distribution centers, Spring Grove Towel & Tissue delivers the right balance of quality, performance and value.

Every Spring Grove product is backed by Saalfeld's personal service commitment.

To order Spring Grove Towel & Tissue products, or to learn more about the Spring Grove brand, contact your Saalfeld representative.

### TOWELS

- 8" roll towels
- C-fold towels
- Multifold towels
- Center-pull towels
- Kitchen roll towels

### TISSUE

- Conventional toilet tissue
- Jumbo roll toilet tissue
- Facial tissue

[saalfeldredistribution.com](http://saalfeldredistribution.com)



## ISSA/INTERCLEAN PHOTO GALLERY



(L-R) Jo-Ann Pelletier from Rovic, Inc., Deanna Anderson and Mike Klem from HOSPECO discuss Saniguard. Behind them is the product's inventor, David Morgan of DEM Technology LLC



Members of the national sales team for Lambskin Specialties



Marina Nava, business development manager for Hygiene-Technik Inc.



(L-R) Brigitte Auteri, Rosanna Capriati, Iole Ciriaco and Toni D'Andrea at the Italian Trade Commission and afidamp Servizi SRL booth

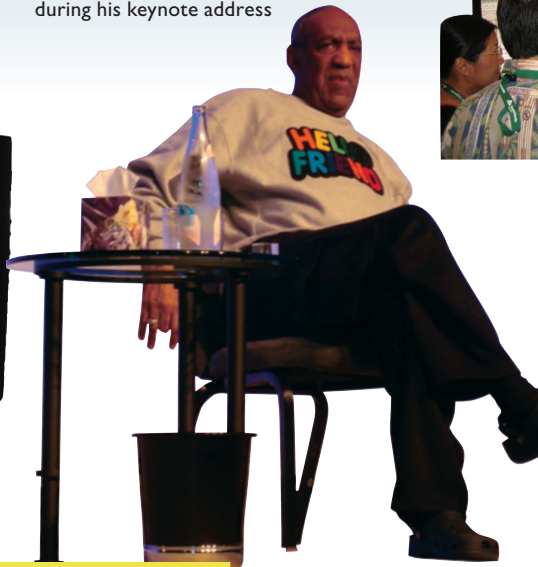


Bill Smith of National Chemical Laboratories Inc., demonstrates a floor scrubber



IPC Eagle Corp. showcases their floor-care equipment

Dr. Bill Cosby, entertains the crowd during his keynote address



Ed Mazur from Activant Solutions Inc., meets with show attendees



(L-R) Al Riley and Dean Stickler of WizKid



J&M Technologies' John Manzoian (sitting on left) speaks with Roger Sage Jr. from Baxter Sales Co.



(L-R) Laura Wheeler, Michele Budreaux and Lillian Pelletier of KleenRite Equipment



Announcing raffle ticket winners at Tao Nightclub during the LaGasse Sweet hospitality

(L-R) Phillip H. Morgan, Pete Maglocchi, Bernie Samaniego and T.J. Curbelo of Hydro Systems







(L-R) Patrick J. Kelley, Stacey Pfeifer, Kim Fiorello and David L. Hutson of the Malish Corp. celebrate their company's 60th anniversary



Kevin Demming demonstrates one of Motsenbocker's Lift Off's products



Linda McDermott of Jay Manufacturing



Chris Derline of Millennium Mat Co.

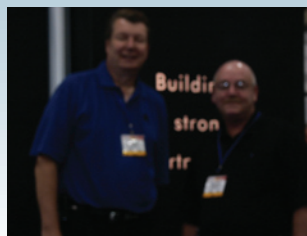


Staff at the Midlab booth field questions



Minuteman displays their latest product innovations

Barry T. Hentz, senior vice president redistribution (left) and Mark Basher, division president east of R3



(L-R) Rich Bucher, Kristin Foth, Chris Plotz of ITW Dymon



Jill Lambrecht (left) and Jay Riley at the National Tissue booth



Mark Mavec (left) and Rusty Heinsman from North American Salt

# Just

the right  
amount of

# curve

from 18 to 54 inches

## HAVILAND CORPORATION

Call 573-897-3672 or 800-325-3915  
[www.havilandcorp.com](http://www.havilandcorp.com)



## ISSA/INTERCLEAN PHOTO GALLERY



The Chase booth displays the company's line of products



(L-R) Michelle Harrison, Paul O'Dell, Ronda Pulley, Tya Hotelling and Rick Phillips from O'Dell Corp.



(L-R) Eloisa Thurman, Vickie LeCompte, Scott Andersen and Amanda Schwartz of the Andersen Co., in front of their Waterhog eco matting system



Alisa Steele, Jennifer Bradford, Dana Dotson and Shannon Burasco at the Novus Products Co., booth



(L-R) Greg Kampschroer, Sandy Egelhoff, Chris Wirth and Wynter Maxey of Palmer Fixture



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



(L-R) Jeff Davis, Alex Pratt, Frank Mauro and Carl Hubble from Quest Chemical Corp.

(L-R) Kevin Isom, Michael B. Schumpp, John Siegel, Carol Butler, Brian Owens, Michael Feenan and Gordon Eanes of Saalfeld Redistribution at the company's hospitality at Caesar's Palace



(L-R) Gary Carlson, Stacy Schneider, Rod Laible and Todd Davis of RD Industries



Liz Anderson of United States Pumice Co.



Staff at Tornado are prepared to field floor-care questions from attendees



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



Attendees stop by the Step 1 Business Products booth



Ed Thompson (right) shows off one of Seko's many product offerings to Fritz Gast and Joe Patane of P.B. Gast & Sons Co., Inc.



Dan Bunch (left) and Mark Algaier for Odorite

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

