

BLOWN AWAY BY



Chicago's very own Blues Brothers put on quite a show during the ISSA Happy Hour, following show hours on Friday.



Betco's Andy Haberly demonstrates one of the company's popular machines.



An attendee gives Unger's products a whirl.



(l-r) W. Scott Whitley, vice president of sales, United Electric, and Sharon Smith, sales manager, United Electric met with Steve Santrizos, vice president and general manager Wessel-Werk, and Holger Mueller, director of sales, Wessel-Werk.



Royce Rolls Ringer Co. employees (l-r) Angie Tant, Bill Swartz and president, Charlie Royce.



(l-r) Ed Whartnaby, vice president of sales, Technical Concepts; with New Systems of St. Louis executives: Amy Roper, president; Ted Barklage, vice president of marketing; Eric Hickman, equipment specialist; and Jon Questell, owner.



Gareth Mason, president of NaceCare Solutions (left), was awarded the YES Industry Special Achievement Award during the annual YES Networking Reception.

THE WINDY CITY

ISSA
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ISSA/INTERCLEAN® USA 2006 posted impressive attendee numbers on its first two days: 4,200 attended Rudolph Giuliani's keynote speech the first day, and the show itself drew nearly 10,000 unique visitors that day.

Attendance for the Chicago show dropped off as the weekend neared, but the final tally showed 16,637 distributor, building service contractor and facility service provider visitors over the four-day event. The total also reflects DistriPak USA registered attendees; the show, held by the NPTA alliance for the paper and packaging markets, was co-located at McCormick Place, and attendees had access to both shows.

There were a total of 683 exhibitors at ISSA/INTERCLEAN and 97 exhibitors at DistriPak USA. For the second year in a row, 17 percent of ISSA/INTERCLEAN's exhibitors were new participants and 45 percent of last year's exhibitors returned to this year's show.

ISSA attributes some of the drop-off in attendance to the final day falling on a Saturday, and says it will avoid that schedule in the future. "We will move back to a Tuesday through Friday format for the foreseeable future," said ISSA Executive Director John Garfinkel. He added that he is excited about the Orlando venue in 2007.



Rudolph Giuliani's keynote address on "Leadership" drew more than 4,200 attendees the morning the show opened.

Attendee Breakdown

ISSA continues to ramp up efforts to draw more people to the trade show. FSPs, including building service contractors and in-house service providers, were 2,824 strong. The show drew 5,412 distributor attendees — about the same as last year, according to ISSA.

International attendance accounted for 10 percent of this year's total, with 1,705 attendees from 69 countries.

Show Highlights

This year's show featured a number of events designed to foster networking and facilitate education. The Fifth Annual Women's Forum, and the All-Industry Networking lunch, brought together attendees from every supply chain segment, while the ISSA Education Theatre — new this year — provided educational opportunities throughout the show.

In addition to the DistriPak show, several other associations made appearances at ISSA/INTERCLEAN, including: The International Executive Housekeepers Association (IEHA), which celebrated its 75th anniversary at its conference that was held during the show; the Association of Residential Cleaning Services (ARCSI), held its third annual conference at the show; and attendees were allowed to attend the Club Industry show, a fitness industry show that was held at McCormick Place during the same time as ISSA/INTERCLEAN.



Rubbermaid invited Chicago's King College Prep High School band to entertain the crowd that gathered around the company's booth.



Thomas M. Cochran, president of Misco's Majestic division, meets with Rick D. Mazzioli, vice president of sales, Triple S, and Todd Northey, vice president of sales, Misco, during Misco's hospitality, held at the Sheraton.



LagasseSweet welcomed its guests for a late night of fun at Joe's Bar.



(l-r) Ted Moon, Trey Vick, Mark Whitt, Timm Sasser, Sean Smith and Michael Gluhanich at Geerpres's hospitality, held at the Best Western River North.



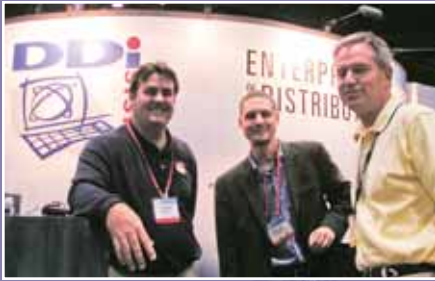
North American Salt presents awards to distributors: (l-r) Todd Spencer, national sales manager, Jan/San, North American Salt Co.; Mark Mavec, customer service representative, North American Salt Co.; David Inscoe, JMZ Distributing Co., \$1,000 winner; T.J. Winfield, Lower Huron Chemical & Supply, \$100 & \$500 off invoice; Charles Moon, Sheppard Re-Distribution, \$500 off invoice; Gina Rambet, Lansing Sanitary Supply, \$1,000 Winner; Rusty Heinsman, regional sales manager, North American Salt Co.



Jeff Heeren, marketing director for R.J. Schinner; Shaun Mulholland, partner for Team One Sales and Marketing; and Earle P. Wanzer, director of sales, east for Chase discuss business at Chase's booth.



Bob East and Raymond Jordan from Siamons Intl. take a moment for the cameras.



DDi System LLC employees John Rogers, sales director, (left) and Dan Banks, project manager, catch up with John Hanson, general manager, Litin (right).



(l-r) Brent Crawford, president of Core, and James (Fry) Watson, production manager, Core, both say this year's show was a hit.



JohnsonDiversey employees assemble for a group picture: (front l-r): Rosemary Christenson, marketing service specialist; Roxanne Sobanski, trade show manager; Jennifer Ostermann, sales coordinator; (back l-r): Darin Gleason, director distributor marketing; Chris Warner, senior technology consultant; Cameron Adams, director of marketing-government and education; Thomas Seitz, director of environmental programs; John Ravaris, BSC corporate accounts.



Hospeco employees gather for a picture: (front l-r): Andie Reitman, regional manager; Kathy Metzger, vice president; Beth Richman, vice president; Lisa Dare, national account manager; Rob Lippucci, marketing; (back l-r) Bill Hemann, president; Brett Snow: regional sales manager; Shane Hufnagle, east sales manager; Hal Yost, regional sales manager; Frank Bordonaro, regional sales manager.



Penny Demetriades, ETC of Henderson's executive vice president, welcomed more than 200 guests to the hospitality she organized at Tommy Guns Garage.



Rob Wolsfon, marketing director for Waterbury Cos., displays the company's "Deal or No Deal"-themed booth.



Representatives from Reckitt Benckiser relax with LagasseSweet employees at Reckitt Benckiser's hospitality, held at the Field Museum.



Karen Kilgore of Minuteman (left) welcomes Esther Ann Horwitz, vice president, comptroller, Colorado Springs Cleaning Supply, and David Horwitz, president, Colorado Springs Cleaning Supply to Minuteman's hospitality at Riva at Navy Pier along with Rudy Gutmann, Minuteman's new CEO (right).



ONYX executives take a break from a busy show for a picture.



Clark employees dressed in Blues Brothers garb ham it up for the cameras.



John Becker and Phil Verne of Ettore discuss business with John Underwood and Ron Underwood from Advantage Maintenance Products.



(l-r) Geoffrey R. Greely, director of marketing & training, Host; and Ernie Middleton, vice president of sales, Host; speak with David D'Orazio, president of Capital City Cleaning & Supply Inc.



Caption goes here

The ISSA Education Theatre featured 17 sessions throughout the show ranging from green cleaning to management benchmarking to fill-rate economics. The sessions were presented by cleaning, environmental, and facilities management associations and certification groups.



(l-r) Ed Thompson, Luigino Colasanti, and Sam Wiley at SEKO Dosing Systems' booth.



Chris Raffo (left) and Michael Lindstedt of Universal Business Systems.



Simoniz sales manager Dennis Joy (second from left) with his sales team.



(l-r) Richard Weiss, president and CEO of United Receptacle; Layton M. Dodson, vice president of sales and marketing for United Receptacle; and Sam Weiss, founder of United Receptacle, mingle with Steve Tilkin, president, Tilkin & Cagen Inc., and Lori Tilkin, vice president Tilkin & Cagen Inc.



Buckeye's booth provided a comfortable environment for attendees.



ITW Dymon's booth featured the company's extensive product line.



BruLin Corp.'s Chris Jones, director of international operations (left) and John Ward, director of sales.



Patrick Stewart, president of ENVIROX, displays his green products.

Chris Torry, Northeast regional sales manager (left), and Pete Maglocchi, senior vice president of business development and marketing, show off some new products Hydro Systems showcased this year.



A show attendee gets a product demo at The Super booth.



ACS employees Richard Johnson, Western division manager; Rory Beaudette, national sales manager and Mark Pighills, technical director.



Ed and Ludmilla Goldstein of Padco Inc. kept busy at their booth demonstrating the company's new products.



Dial employees Celeste Rosenburg, assistant brand manager for the diversified & emerging markets division, and Jeff Huffman, brand manager with the diversified markets division, pose with the Innovation Award that was presented to Dial.



Alice Haviland (right) explains the benefits of the company's products to an interested show attendee.



Guests dance at the Hard Drive at the Hyatt Regency Hotel during Spartan's hospitality.



Entrance mat to the Nilodor, Andersen and Golden Star hospitality, held at the Hilton Chicago.



Tim Ames, general manager, and Susan Kennedy, director of marketing, invited guests to the Sloan hospitality, held in the Hilton Chicago.



Marjorie Brody offered bits of advice for businesswomen at the 5th Annual Women's Forum and Networking Breakfast. Her mantra for the more than 100 attendees: market yourself to make things happen.



(l-r) Harmut Jenner, managing director, Kärcher; Dennis Meagher, CEO of Windsor; Dr. Hagen Gehring, corporate development, Kärcher; and Markus Asch, category manager, commercial/industrial products, Kärcher, at the Windsor hospitality.



Mark Callahan, president of Callico with Kathy Calkins Lindahl, senior vice president of RMC at the Crystal Gardens at Navy Pier.



Bill Gradinger, Golden Star; Facunda Villanueva, Dust-Text Worldwide; Frederico Villanueva, Dust-Text Argentina; Fernando Villanueva, Dust-Text Argentina; Sergi Ranera, Mesdi S.A. Barcelona; Ivan Ivakhoff, National Services, Buenos Aires; and Gary Gradinger, Golden Star.



Bob Armbruster, vice president of sales for Impact and Errol Goldberg, director of Pall Mall Mfg. Co., at the Crystal Gardens at Navy Pier.



(l-r) Royal employees Byron Masson, Eastern U.S. & Canada regional sales manager; Dan Fielding, account manager commercial sales; Mike Corder, division manager; Ron Smith, division manager; and Mark Appelbaum, Western regional manager take a moment of their busy trade show to pose for a picture.



Steve Rodman: regional manager, NSS Enterprises Inc., invites guest into his company's outdoor patio-themed booth.



Tornado had a very busy booth once visitors to the show realized so many new products were displayed.



The Chicago gangster-themed ISSA Innovation Award Program kicked off with a dance number. The show featured products in five product and service categories, and attendees were invited to vote for their favorites.

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SpecTech's Mike Kasbohm (right), the company's president, demonstrated the "Trash Bag Cinch."



International guests at Essential Industries' hospitality (l-r) Eiji Suzuki, JSP Co.; Naoko Uchida, JSP Co.; Michael Wheeler, Essential Industries; Ramon Ortega, Essential de Mexico; and Masamichi Nakajo, JSP Co.



An estimated 500 distributors, building service contractors and in-house cleaning professionals gathered for the "All-Industry Networking Lunch."



Guests at the International Trade Commission's breakfast.



Greg Gildea, Daley Intl.'s regional sales manager, and distributor Andy Carney of Allegheny Supply, chat with Patrick Daley, director of marketing for Daley.



Billy Mitchell, director of marketing, demos one of the new products ProTeam featured at this year's show.



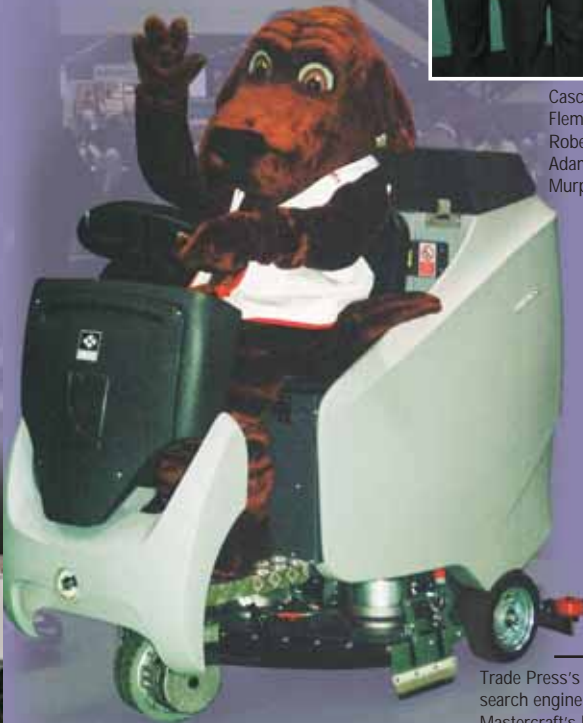
Janitized/APC Filtration's Bill Becker, sales manager.



Cascades sales team, clockwise from back left: Shawn Fleming, Tim Kincaid, Nancy Messercola, Shane Pitt, Jim Robertson, Paul Stewart, Rookie Murphy, Stephanie Gali, Adam Odrobina, Marc Gregoire, Walt Womack and Bill Murphy.



Pat Marsh, IPC Eagle's president (left), and Stefano Vidoni of Tecnica International.



Trade Press's own CleanHound (mascot for the vertical search engine www.cleanhound.com) takes a spin on Mastercraft's latest machine, the Pristal.



Bland Murphy, international sales for Jones Yarn/speeds.



NuSource's Alan Slenk, vice president of sales, and Mike DeBoer, a sales representative.