

AICC Meeting Session to Focus on Family Businesses

Mario Fidanzi, director of the Family Enterprise Center will lead the discussion at an early morning eye opener session on Oct. 12, during the AICC Annual meeting in Minneapolis. This interactive session will address the challenges and opportunities that businesses face during transition, succession of leadership and implementation of strategies.

Topics to be discussed include:

- Issues, challenges and opportunities that a business face during transition;
- Succession plan for leadership within the company;
- How multiple generations of family members from different eras, shorter business cycles and global competition add to the timing, complexity and leadership skills that are required for a successful transition; and
- Critical role of formalizing a strategy for succession planning and setting clear expectations

Fidanzi has been a senior executive with a number of family controlled businesses including Rand McNally and Scholastic. He has led sales, manufacturing, distribution and operations nationally and internationally in the printing, packaging, and retail industries.

For more information on the meeting or to register, visit www.aiccbox.org/meeting.

FASTEST GROWING COMPANIES

Alpine Waste & Recycling Makes Inc. List

Alpine Waste & Recycling, the largest privately-held waste and recycling collection company in the Denver area, was named recently to the *Inc.* 5,000 list of Fastest Growing Companies.

A perennial member of the Denver area's Top 25 list of fastest growing companies since its inception in 1999, Alpine has built its client base via unparalleled service and attention to customer demands.

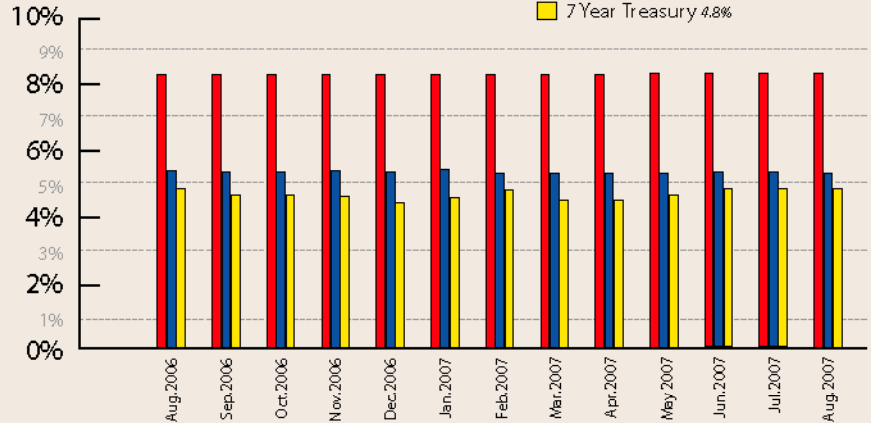
"It tells me that we are listening to our

Equipment Interest Rate Index

Current monthly payments for 100 percent financing for 84 months on \$1.0 million range from \$14,990 to \$15,835, depending on credit strength and equipment being purchased

Current Rates

- Prime 8.25%
- Libor 5.32%
- 7 Year Treasury 4.8%



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Average Sheet Prices

Based upon a survey of sheet plants. Per 1000 sq. ft., 50,000 sq. ft. single item orders, including delivery charges.

Sheets	Northeast	East Central	Southeast/ South Central	North Central	West
32 ECT	\$41.15	37.63	38.87	39.63	46.18
44 ECT	55.98	48.79	54.72	54.90	62.75
48 ECT	65.50	62.36	65.66	66.18	76.75
51 ECT	70.34	67.26	68.90	66.45	81.44

Source: Official Board Markets



customers at all levels, from pick-up to processing to billing, and we are responding appropriately to those customers' special needs," says John Griffith, president of Alpine Waste & Recycling.

For more information about the *Inc.* 5,000 list of the nation's fastest growing private companies, visit www.Inc.com/Inc5000.

NEWBIZ SOFTWARE

Amtech Sells to Interstate Container

Amtech sells its NewBiz, the sales force automation and workflow software to Interstate Container — Lowell, Lowell, Mass. NewBiz provides a sales force solution combining industry standard tools with an easy-

to-use Outlook platform. NewBiz software is comprised of three distinct modules with the portability and functionality of operating either in a connected or disconnected mode. The Sales Force Automation module provides sales reps with all the tools they need to securely keep track of their customers, prospects, sales opportunities and sales activities. NewBiz Workflow module integrates the sales, design, and customer service departments into one electronic process for entering and acting upon requests for design, samples, and pricing. NewBiz Customer Relationship Module gives sales reps and their managers real-time access to their sales, order bookings and backlog, inventory levels, and quote history. For more information, visit www.amtechsoftware.net.