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Independent Suppliers Group Hosts Successful Industry Week '21 in Orlando, Florida

Rosemont, IL - November 18, 2021 – For the first time since 2019, Independent Suppliers Group held its annual meeting for members and suppliers last week in Orlando. Industry Week '21 included several insightful panels, multiple educational seminars, and much more.

Industry Week '21 kicked off with Pinnacle One-on-One Member/Supplier Meetings, Peer Exchanges, and a Giveback Event. The charitable occasion gave those in attendance the opportunity to support several local non-profit organizations. Attendees designed tote bags, canvas murals, cuddle buddies, and superhero capes, benefiting local children and veterans.

The Industry Week '21 General Session highlighted the current state of the industry from ISG President and CEO Mike Gentile. It also featured a thought-provoking panel discussion and the NAOPA Awards led by OPI's CEO Steve Hilleard and OPI Director Janet Bell, respectively.

ISG Members met for their private “member only” meeting, where they heard from Mike Gentile and ISG Board of Directors Chairman, Jordan Kudler. The pair gave their own respective thoughts into the operations of the group during the COVID-19 pandemic. ISG EVP of Sales and Marketing Charles Forman presented, “Our Co-Op, Our Success” which featured an overview of ISG programs. Janet Collins, of TurningPoint Strategy, lead a member panel discussion, “The Art of the Pivot” which focused on how businesses shifted and adapted to the current business climate.

A Welcome Reception was held for everyone attending Industry Week '21 featuring music, food and networking. The reception provided fundraising opportunities for City of Hope with interactive activities including corn hole toss and mini golf.

S.P. Richards and Essendant held their own General Sessions focused on new initiatives, insights, and updates. BSA conducted a Forum that featured a members-only meeting and open sessions regarding what the future holds for the industry.

Matt Dodd presented on behalf of City of Hope outlining their mission and organization. ISG presented its Supplier Awards, and BSA presented its Industry Awards, followed by the Industry Week '21 Tradeshow. The Tradeshow offered exhibitors the chance to display all the latest and most innovative industry-leading products.

The week concluded with the "A Night in Havana" party. This festive celebration of the week displayed all the tastes and sounds of Cuba, along with awarding prizes from the tradeshow raffles and \$5,000 to one lucky "Tickets to Treasure" grand prize winner.

“I want to thank the organizers for putting Industry Week '21 together,” ACCO SVP of Sales, Jed Peters said. “We at ACCO are proud to help sponsor this successful event. The dealer community is very important to ACCO and having the opportunity to have strategic in-person conversations with so many of the principals at one setting is extremely valuable.”



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“I am extremely pleased with the outcome of our inaugural Industry Week, powered by ISG.” ISG Board of Directors Chairman Jordan Kudler said. “I have had nothing but positive feedback from many members and suppliers who attended this past week’s event. It was great to see people engaged in meetings, peer exchange and seminars. All three General Sessions (ISG, S.P. Richards and Essendant) were well-attended. The Tradeshow floor was busy, and members seemed genuinely excited to be in Orlando,” he said. “This event exceeded our expectations. I want to congratulate the ISG staff for all of the hard work and effort in putting this together.”

About the Independent Suppliers Group

Founded in 1977, Independent Suppliers Group is a leading global organization providing sales, marketing support, and purchasing power for the community-based independent office products dealer. The organization’s members are located throughout the U.S. and in 6 foreign countries. Collectively, Independent Suppliers Group members produce \$7 billion in end-user sales. For more information, contact Independent Suppliers Group headquarters (Phone: 847-699-3330); or visit the Independent Suppliers Group website at www.isg.coop.

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