

NONWOVENS TRAINING COURSE: ABSORBENT HYGIENE



COURSE AGENDA: MAY 22-24, 2018

DAY 1

8:00AM	CONTINENTAL BREAKFAST	2:30PM	В
8:45AM	WELCOME AND INTRODUCTION Dave Rousse, President, INDA Terry Young, Lead Instructor	3:00РМ	D Te F
9:00AM	UNDERSTANDING WHAT WILL SELL YOUR AHP PRODUCT Terry Young, Lead Instructor The Current Marketplace: Baby Diapers by Region, with an overview of manufacturers, brands and features.	4:00РМ 4:15РМ	B U Te
10:30AM	Break		te te
11:00AM	<i>The Current Marketplace:</i> Feminine Hygiene Products by Region, with an overview of manufacturers, brands and features.	5:15PM	ai M
	The Current Marketplace: Adult Incontinence Products by Region, with an overview of manufacturers, brands and features.	6:30рм Day 3	O
11:45AM	Глисн	8:00AM	С
12:45PM	DESIGNING AHP COMPONENTS THAT PERFORM Terry Young , Lead Instructor Topics include the acquisition-absorbent system (topsheet, acquisition system and absorbent core)	8:30AM	U Te Te
	and chassis containment systems (cuffs, wings, fasteners, stretchy bands and barriers).	10:00AM 10:30AM	B T
2:15PM	Break		C A
2:45PM	DESIGNING MATERIALS TO ENHANCE AHP COMPONENTS ^(cont'd) Terry Young, Lead Instructor Focus: Nonwovens.		m lir al
4:00PM	Break		รเ
4:15PM	DESIGNING MATERIALS TO ENHANCE AHP COMPONENTS (cont'd) Terry Young, Lead Instructor Focus: Nonwovens (cont'd).	12:00РМ	ai co Li
5:15PM	MATERIAL REVIEW / GROUP Q&A	1:00РМ	U
6:00PM	RECEPTION		Te
DAY 2			S To b
8:00AM	Continental Breakfast	1:45PM	В
8:30AM	DESIGNING MATERIALS TO ENHANCE AHP COMPONENTS (cont'd) John Tate , Director - Technical Services, GP Cellulose, LLC Focus: Fluff pulp	2:00PM	U Te
10:15AM	Break		A
10:45AM	DESIGNING MATERIALS TO ENHANCE AHP COMPONENTS ^(cont'd) Matt O'Sickey, Ph.D., Senior Global Product Manager, Tredegar Corp., Instructor Focus: Films	2:30PM	st A Te

12:00РМ LUNCH 1:00РМ DESIGNING MATERIALS TO ENHANCE AHP components (contid) Jim Robinson, BASF Corp. (Ret'd), Instructor Focus: SAP

 Terry Young, Lead Instructor Focus: The use of color and printing 4:00PM BREAK 4:15PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont(d) Terry Young, Lead Instructor Topics include performance testing in the lab, performance testing by the consumer, how to obtain prototypes and test products, the concept of "spend a little - learn a lot and marketing claims. 5:15PM MATERIAL REVIEW / GROUP Q&A 6:30PM OPTIONAL GROUP DINNER DAY 3 8:00AM CONTINENTAL BREAKFAST 8:30AM UNDERSTANDING AND TESTING YOUR PRODUCT (cont(d) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. 10:30AM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. 12:00PM LUNCH 1:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont(d) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont(d) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM LUNDERSTANDING AND TESTING YOUR PRODUCT (cont(d) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR EN	 Terry Young, Lead Instructor Focus: The use of color and printing DPM BREAK UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Topics include performance testing in the lab, performance testing by the consumer, how to obtain prototypes and test products, the concept of "spend a little - learn a lot", and marketing claims. MM MATERIAL REVIEW / GROUP Q&A OPTIONAL GROUP DINNER Y 3 CONTINENTAL BREAKFAST UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. DOAM CONTINENTAL BREAKFAST UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. DOAM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. DOPM LUNCH UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). PM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. DPM HEREAK DP	2:30РМ	BREAK
 4:15PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include performance testing in the lab, performance testing by the consumer, how to obtain prototypes and test products, the concept of "spend a little - learn a lot and marketing claims. 5:15PM MATERIAL REVIEW / GROUP Q&A 6:30PM OPTIONAL GROUP DINNER DAY 3 8:00AM CONTINENTAL BREAKFAST 8:30AM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. 10:00AM BREAK 10:30AM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. 12:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include performance testing in the lab, performance testing by the consumer, how to obtain prototypes and test products, the concept of "spend a little - learn a lot", and marketing claims. MATERIAL REVIEW / GROUP Q&A OPTIONAL GROUP DINNER Y 3 CONTINENTAL BREAKFAST UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. MATERIAL REVIEW / GROUP Q&A THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. MUNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). M BREAK UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). M BREAK UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. A LITERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	3:00РМ	
 Terry Young, Lead Instructor Topics include performance testing in the lab, performance testing by the consumer, how to obtain prototypes and test products, the concept of "spend a little - learn a lot and marketing claims. 5:15PM MATERIAL REVIEW / GROUP Q&A 6:30PM OPTIONAL GROUP DINNER DAY 3 8:00AM CONTINENTAL BREAKFAST 8:30AM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. 10:00AM BREAK 10:30AM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. 12:00PM LUNCH 1:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next?? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next?? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Sate changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Sate p changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor <	 Terry Young, Lead Instructor Topics include performance testing in the lab, performance testing by the consumer, how to obtain prototypes and test products, the concept of "spend a little – learn a lot", and marketing claims. MATERIAL REVIEW / GROUP Q&A OPTIONAL GROUP DINNER Y 3 CONTINENTAL BREAKFAST UNDERSTANDING AND TESTING YOUR PRODUCT (cont(d) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. BREAK M THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. MUNDERSTANDING AND TESTING YOUR PRODUCT (cont(d) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). M BREAK M UNDERSTANDING AND TESTING YOUR PRODUCT (cont(d) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). M BREAK M UNDERSTANDING AND TESTING YOUR PRODUCT (cont(d) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. M ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	4:00PM	Break
6:30PM OPTIONAL GROUP DINNER DAY 3 8:00AM CONTINENTAL BREAKFAST 8:30AM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. 10:00AM BREAK 10:30AM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. 12:00PM LUNCH 1:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components.	 OPTIONAL GROUP DINNER OPTIONAL GROUP DINNER OAM CONTINENTAL BREAKFAST DAM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. DAM BREAK THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. DPM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). DPM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. DPM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	4:15PM	Terry Young, Lead Instructor Topics include performance testing in the lab, performance testing by the consumer, how to obtain prototypes and test products, the concept of "spend a little – learn a lot", and marketing claims.
 DAY 3 B:00AM CONTINENTAL BREAKFAST B:30AM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. 10:00AM BREAK 10:30AM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. 12:00PM LUNCH 1:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 CONTINENTAL BREAKFAST DAM UNDERSTANDING AND TESTING YOUR PRODUCT ^(cont'd) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. DAM BREAK THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. DPM UNDERSTANDING AND TESTING YOUR PRODUCT ^(cont'd) Terry Young, Lead Instructor So Your AHD Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHD's appeal (and SKU numbers). DPM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT ^(cont'd) Terry Young, Lead Instructor So Your AHD made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHD's appeal (and SKU numbers). DPM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT ^(cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. DPM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	5:15PM	MATERIAL REVIEW / GROUP Q&A
 B:OOAM CONTINENTAL BREAKFAST B:JOAM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. IO:OOAM BREAK IO:JOAM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. I2:OOPM LUNCH I:OOPM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). I:45PM BREAK 2:OOPM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, what Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). I:45PM BREAK 2:OOPM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 CONTINENTAL BREAKFAST UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. BREAK THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. MUNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). BREAK UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	6:30РМ	OPTIONAL GROUP DINNER
 B:30AM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. IO:00AM BREAK IO:30AM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. I2:00PM LUNCH I:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). I:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, what Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). I:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Topics include softness, claims and demonstrations. DOAM BREAK THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. DPM LUNCH UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). PM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contid) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. DPM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	DAY 3	
 Terry Young, Lead Instructor Topics include softness, claims and demonstrations. 10:00AM BREAK 10:30AM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. 12:00PM LUNCH 1:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, what Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 Terry Young, Lead Instructor Topics include softness, claims and demonstrations. BREAK THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). PM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). PM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. DPM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	8:00AM	CONTINENTAL BREAKFAST
 10:30AM THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. 12:00PM LUNCH 1:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 THE CONVERTING MACHINE Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). PM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor So Your AHP made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). PM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. DPM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	8:30AM	Terry Young, Lead Instructor
 Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. 12:00PM LUNCH 1:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, what Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure consistent product performance. DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). PM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. DPM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	10:00AM	BREAK
 UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). BREAK UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	10:30AM	Christopher Nelson, Sales Engineer, Curt G. Joa, Inc. A look into the converting machine: your design, your machine and tradeoffs you'll encounter. You'll identify limitations and opportunities for innovation. Learn more about packaging equipment, quality and logistics of supplying materials, roll sizes and price. Includes a look at steps you can take both on-line and off-line to ensure
Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). 1:45PM BREAK 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components.	Terry Young, Lead Instructor So Your AHP Made a Splash in the Market, What Next? Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). PM BREAK DPM UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. DPM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components.	12:00РМ	LUNCH
 Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). BREAK UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 Topics include continuing improvement, cost saving and broadening your AHP's appeal (and SKU numbers). BREAK UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	1:00PM	
 2:00PM UNDERSTANDING AND TESTING YOUR PRODUCT (cont'd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	 UNDERSTANDING AND TESTING YOUR PRODUCT (contd) Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 		Topics include continuing improvement, cost saving and
Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components.	 Terry Young, Lead Instructor Market Disruptors A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components. 	1:45PM	
A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. 2:30PM ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components.	A deep look into market disruptors like new benefits, step changing of current benefits and major cost drops. ALTERNATIVE MATERIALS FOR END-OF-LIFE ISSUES Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components.	2:00РМ	Understanding and testing your product ^(cont'd) Terry Young, Lead Instructor
Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components.	Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal and/or reuse of AHP product components.		A deep look into market disruptors like new benefits,
	OPM COURSE ADJOURNS	2:30PM	Terry Young, Lead Instructor Explores new breakthroughs and issues in the disposal
STOOPM COURSE ADJOURNS		3:00РМ	