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Volume 3, Issue 2 of the INDA e-FILTER Newsletter.

Welcome to e-FILTER, sponsored by INDA, Association of the Nonwoven Fabrics Industry (www.inda.org). It is sent monthly to executives within the global filtration business and focuses on the latest news, new products, patents, legislative issues and commentary in the filtration industry. Check out the information at the end of this newsletter on how to subscribe or submit your company's information for inclusion.

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P&G BEATS OUT FOUR OTHERS FOR 2002 VISIONARY AWARD

Procter & Gamble's revolutionary Swiffer Wet cleaning product was selected from among five finalists to receive INDA's 2002 Visionary Award recognizing innovative new products.

The award, presented by INDA, Association of the Nonwoven Fabrics Industry, during the inaugural Vision Consumer Products Conference in New Orleans, LA in mid-January, recognizes "visionary" new consumer products that utilize nonwoven fabrics or related technology in their manufacturing process. The Visionary Award recipient was voted on by attendees at the Conference following presentations by five finalists selected out of two dozen industry nominations.

Swiffer Wet, which was introduced in 2001 as an extension of Procter & Gamble's popular Swiffer cleaning line, is a hard floor cleaning system that "makes your mop and bucket a thing of the past." The product uses a combination of nonwovens technologies already found in diapers and feminine hygiene products.

Other finalists for the Visionary Award were:

1. Destex Nomex fire blanket, produced by Destex SA, Switzerland
2. CIF Double Action Wet Wipes, produced by Unilever, Amsterdam, The Netherlands, and PGI Nonwovens, North Charleston, SC
3. ComforTemp Nonwovens, produced by Frisby Technologies, Winston-Salem, NC
4. Cottonelle Rollwipes, manufactured by Kimberly-Clark, Dallas, TX.

LOCKHEED UNVEILS MAIL BIOHAZARD DETECTION SYSTEM

Lockheed Martin has developed a method to filter out anthrax bacteria and a variety of other potential pathogens from mail. Modular in design, the system can operate as stand-alone equipment, or it can be integrated into the enterprise.

The BioMailSolutions system includes a mail transport and sorting subsystem; a ventilation and filtration subsystem; real-time detection and particulate analysis; lightweight personal sampling devices that are wearable or that can be mounted near equipment; and a ventilated workstation where mail that needs to be prescreened can be opened.

CECO UNVEILS BIOHAZARD SAFETY TECHNOLOGY

Ceco Environmental reports that it has engineered a system for the protection of workers handling suspicious mail. Air Mail offers a double layer of protection through two individual units, which can be utilized independently, or together for improved protection. It can be used in both industrial and corporate settings.

The first unit, known as the Ceco Sorting Table, is designed for use during general mail sorting and handling. Unopened mail is placed on the desktop portion of the unit for sorting, examination and opening. Any loose contaminants on the outside of the envelopes are contained by the downdraft airflow, as are any contaminants that spill when the envelopes are opened. Contaminants measuring 0.3 microns or more are trapped by Ceco's

filtration technology at 99.97% efficiency. The unit comes equipped with a bag-in, bag-out system, for the safe removal and replacement of filters.

The second unit is the "last line of defense." It is designed around a quarantine chamber, and is used to completely isolate suspicious mail and keep any potential hazards within the confines of an enclosed system for increased protection. A mailroom worker places the suspicious letter or package into a slot at the side of the unit using gloved hands. As the suspect mail makes its way through protective flaps, any contaminants that may be present on the outside are vacuumed inwards through a HEPA filter and fan. Once the mail is inside the quarantine chamber, the worker can safely open and examine the letter manually in a negative pressure environment, from which biohazards are unable to escape and enter the ventilation system or harm any employee.

WHATMAN HEMASURE NAMED SUPPLIER TO BLOOD CENTERS

Whatman HemaSure has signed a purchase agreement with America's Blood Centers (ABC), a national network of community blood centers that collects nearly half of the nation's blood supply, to supply its LS Pre-Storage Leukoreduction Filtration System for Red Blood Cells to its members.

America's Blood Centers provides its members with pre-negotiated rates for the filters through its cooperative buying efforts offering the best possible price based on their large buying volume.

BAXTER'S HOMECHOICE DIALYSIS SYSTEMS RECEIVES FDA CLEARANCE

Baxter Healthcare has received clearance from the U.S. Food and Drug Administration to market its HomeChoice Pediatric automated peritoneal dialysis (APD) system for use with pediatric patients undergoing peritoneal dialysis, one form of dialysis usually performed in the home.

HomeChoice Pediatric is designed to meet the special needs of young patients with end-stage renal disease. The HomeChoice Pediatric dialysis system will be available for use in the United States in early 2002.

The HomeChoice Pediatric system is portable and easily stored, and has built-in safety alarms and easy-to-use controls, which set and monitor fluid levels. In addition, the therapy is performed overnight while the patient sleeps so interruptions in a child's daytime routine are minimized. The HomeChoice Pediatric system is specifically designed to deliver a lower volume of fluid to the patient during dialysis -- as little as one-quarter of what adults typically receive.

CUNO DELIVERS B2B SUPPLY CHAIN COLLABORATION WITH SEAGULL

Seagull, a provider of e-business enabling software, recently added CUNO Incorporated as a client for its Web-to-host solution to provide integrated, browser access to its enterprise applications, enabling self-service capabilities for its subsidiaries, distributors, wholesalers and consumers.

Using Seagull's J Walk, CUNO has created customized access to its mission-critical J.D. Edwards supply chain applications via the Web. CUNO is a leader in the design, manufacture and marketing of a comprehensive line of filtration products for the separation, clarification and purification of liquids and gases.

VARIAN TO ACQUIRE LIFE SCIENCE CONSUMABLES COMPANY

Varian, Inc. has signed a definitive agreement to acquire ANSYS Technologies, Inc., a U.S. supplier of consumable products for life science and other applications, for approximately \$45 million in cash and assumed net debt.

Headquartered in Lake Forest, CA, ANSYS is a privately held company that generated approximately \$23 million in sales for calendar year 2001. Its primary products include application-specific liquid chromatography columns; consumable supplies for sample preparation, flash chromatography and filtration used in pharmaceutical development; and a line of disposable products used for drug screening.

NEW ZENON PLANT IN ONTARIO BY YEAR END

The communities of Keswick and Sutton in Georgina County (Canada) will be drinking pure, clean water filtered with ZeeWeed membrane technology by year end when the new Zenon drinking water plant is scheduled for completion.

Zenon was pre-selected in October 2000 and has recently received the purchase order to complete the state-of-the-art ZeeWeed drinking water treatment plant. The new facility will provide just over 5 million gallons per day to area communities with the possibility of further expansion.

LYDALL CHOOSES CLAREON'S PAYMODE

Clareon, a provider of bank-neutral, electronic payment solutions, and Lydall recently announced that Lydall has chosen PayMode, Clareon's business-to-business payment solution, to make secure, electronic payments to its suppliers. With PayMode, Lydall seeks to strengthen its critical supplier relationships, leverage its existing investment in its enterprise resource planning system, and maximize the efficiency of its accounts payable processes.

With PayMode, Lydall can now initiate, digitally sign and transmit payments and associated remittance information to its suppliers electronically, completely within its current accounts payable environment.

OSMONICS AND SAFETY-KLEEN SIGN SUPPLY AGREEMENT

Osmonics has signed a nonexclusive supply agreement with Safety-Kleen, Columbia, SC, that allows Osmonics to sell its WasteWizard oil/water separation system more widely. Under the mutually terminated previous purchase agreement, Osmonics manufactured and sold the WasteWizard product exclusively to Safety-Kleen. The new agreement permits Osmonics to sell the WasteWizard product to multiple markets, while continuing to supply

Safety-Kleen with equipment and replaceable membranes to support its aqueous chemical cleaner business.

The WasteWizard product utilizes patented membrane technology to separate oil from aqueous chemical cleaners. It can reduce cleaner usage by up to 85%, while reducing wastewater volume and highly concentrating the waste byproduct for more cost-effective disposal. Potential applications range from point-of-use systems in service stations and machine shops to large scale manufacturing and metal working industries.

INNOVA BIOLOGICAL WATER FILTER TO BE DISTRIBUTED BY SAWYER

Innova Pure Water has entered into a strategic alliance with Sawyer Products for nationwide distribution of Innova's Personal Biological Filter and product line of Water Treatment Products.

The Innova biological filter for personal protection against waterborne illness due to questionable water quality has been extensively tested. Independent testing under normal use conditions has proven the filters' capability to exceed the requirements of the Environmental Protection Agency for the removal of both bacteria and protozoa cysts at the points tested.

H2O INNOVATION AND WATERITE IN DISTRIBUTION AGREEMENT

H2O Innovation and Waterite Technologies have signed a strategic agreement allowing the two companies to distribute, represent and sell a line of complementary water treatment products.

With this agreement, H2O Innovation will not only broaden its product line, but also gain access to new territories as its distribution network grows to include a total of 30 distributors and 15 representatives. Waterite will distribute and sell H2O Innovation's membrane filtration systems in Canadian and American markets, with the exception of Quebec and the Maritime Provinces, which will be served exclusively by H2O Innovation.

SIONIX IN PROPOSAL FOR PURCHASE

Sionix Corporation has received a purchase agreement for eight of its "Modular Dissolved Air Flotation Water Filtration Systems" from Paramount Financial Group through their leasing program. These systems are not only available through direct sales to the end user, but also through financial groups such as Paramount and their leasing programs tailored especially for the smaller municipality, water district or industrial user.

FILTRATION OFFERED AS SOLUTION TO TEXAS WATER CONCERNS

Two environmental groups recently warned that Amarillo, TX women could be at risk of miscarriage or having children with birth defects if the mothers drink city tap water, but the city's water superintendent says the report is slanted. The Environmental Working Group and Public Interest Research Group released a joint report last month saying that 26,525 pregnancies each year in Texas are at increased risk of miscarriage and birth defects.

The water is to blame, the groups contend. Chlorine is commonly used to disinfect drinking water. But when it is added to water that contains organic matter such as runoff from farms or lawns, it can form compounds such as chloroform that can cause illness. Amarillo uses a combination of Lake Meredith and well water. The organic matter in the lake water combines with the chlorine to produce the potentially dangerous compounds.

The groups have suggested that pregnant Amarillo women purchase water filtration systems and take shorter showers since some studies suggest the byproducts can be absorbed through the skin.

BBA CLOSES LEWISBURG, PA FACILITY

As part of its global restructuring program, BBA Group's Materials Technology Division will close its Lewisburg, PA nonwovens manufacturing facility effective at the end of this month. BBA purchased this facility from International Paper in mid-1998 as part of its acquisition of Veratec.

Ross McMillan, CEO of BBA Materials Technology Group, stated: "Our goal is to focus on and grow those technologies which we believe will provide our customer base with the products they require in the future. It was a tough decision to close this facility, and we appreciate the tremendous dedication and hard work of the employees there over the past few years. However, this move allows BBA Nonwovens to strengthen its remaining businesses and continue to invest in its core markets."

MCILVAINE REVISES FILTRATION FORECASTS

Industry consultant Robert McIlvaine, of McIlvaine Associates, recently sent this communication to the filtration industry:

"The filtration forecasts I presented at Filtration 2001 (held in December in Chicago, IL) are posted on the INDA web site (www.inda.org) and are already revised. A significant number of gas-fired power projects have been canceled but Ashcroft validated NSR requirements for coal-fired plants which triggered an announcement last week by PSEG that it will install baghouses. So the R.O. membrane market is lowered and the dust collector bag market forecast raised. The semiconductor market is down but pharmaceuticals are looking even better than a few months ago. Counter terrorism now does not look as if it will have much short-term impact whereas a few months ago it looked as if building owners would be rushing out to buy HEPA filters."

NEW PRODUCT: KAYDON FUEL FILTRATION SYSTEM

A line of self-contained diesel fuel filtration systems specifically designed to reduce water and sediments in stored diesel fuel was recently introduced by Kaydon Corporation. The CFI Fuel Guardian Systems reduce contaminants to less than 0.02% by volume. This exceeds the recommended levels mandated by the major diesel manufacturers. The system comes in five sizes ranging from a 1,500-gallon reservoir with a process speed of 1 gpm to a 40,000-gallon system with a process speed of 30 gpm.

EMERGENCY FILTRATION ENGAGES PRICERWATERHOUSECOOPERS

Emergency Filtration Products, Inc. recently announced the engagement of PricewaterhouseCoopers LLP as independent public accountants to audit EFP's consolidated financial statements for the fiscal year 2001. EFP also approved the termination of HJ Associates with respect to the audit for the fiscal year ending December 31, 2001.

EFP RECEIVES INITIAL SUPERSTAT ORDER FROM U.S. NAVY

In other news at Emergency Filtration Products, the company has received an initial order from the United States Navy for 100 cases of Superstat, a hemostatic collagen (an agent which arrests hemorrhaging) to which EFP holds the exclusive rights for distribution to the United States government and military. EFP expects to ship the initial \$102,500 order within 30 days and expects to obtain additional orders of equal or greater size from the U.S. Navy in the immediate future.

In a related announcement, EFP in early January revealed that the U.S. Navy had upgraded Superstat from a requested product to a required product.

Superstat is a modified collagen hemostat that provides rapid, safe, effective hemostatis for surgery, trauma and burn wound management. The Superstat gel pad is placed in the wound where it stops the bleeding and dissolves completely while allowing the wound to remain visible to the surgical team.

QUALITY FILTER REDESIGNS TWO SUCCESSFUL PRODUCTS

Quality Filters recently unveiled the redesign of two of its most successful products. The construction of the Quality Pak multi-pocket bag filters and the Quality Cell rigid cell box filter has been greatly improved to achieve greater durability and quality. These products have gone through rigorous AFIL breach testing to verify the results. For more information: 1-800-635-6820.

EPA RELEASES RULING ON WATER REGULATIONS

The Environmental Protection Agency released the following notice last month:

National Primary Drinking Water Regulations: Long Term 1 Enhanced Surface Water Treatment Rule
ACTION: Final rule.

Summary: In this document, EPA is finalizing the Long Term 1 Enhanced Surface Water Treatment Rule (LT1ESWTR). The purposes of the LT1ESWTR are to improve control of microbial pathogens, specifically the protozoan *Cryptosporidium*, in drinking water and address risk trade-offs with disinfection byproducts. The rule will require systems to meet strengthened filtration requirements as well as to calculate levels of microbial inactivation to ensure that microbial protection is not jeopardized if systems make changes to comply with disinfection requirements of the Stage 1 Disinfection and Disinfection Byproducts Rule (DBPR). The LT1ESWTR applies to public water systems that use surface water or ground

water under the direct influence of surface water and serve fewer than 10,000 persons. The LT1ESWTR builds upon the framework established for systems serving a population of 10,000 or more in the Interim Enhanced Surface Water Treatment Rule (IESWTR). This rule was proposed in combination with the Filter Backwash Recycling Rule (FBRR) in April 2000.

Dates: This regulation is effective February 13, 2002. As discussed in the supplementary information section and consistent with sections 1412(b)(10) and 1445 of SDWA, regulated entities must comply with this rule starting March 15, 2002. For judicial review purposes, this final rule is promulgated as of 1 p.m. eastern time on January 14, 2002.

FINANCIAL REPORTS

WATER PIK REPORTS 2001 OPERATING PROFIT

Water Pik Technologies recently announced sales for fourth quarter 2001 of \$81.7 million compared to \$82.1 million for fourth quarter 2000. Net income was \$5.7 million for fourth quarter 2001 as compared with net income of \$4.9 million for the same period in 2000. Net income included a workforce reduction cost of \$0.4 million after tax or approximately \$0.03 per share.

Sales for the year ending December 31, 2001 were \$281.9 million compared to sales of \$288.2 million for the same period in 2000. Net income was \$10.1 million for 2001 as compared with net income of \$10.2 million for 2000.

CLARCOR REPORTS QUARTERLY AND ANNUAL EARNINGS

Clarcor Inc. reported a slight drop in net profits for the fourth quarter but an increase for the year ended Dec. 1. For the quarter, net profits slid 0.8% to \$12.9 million from \$13.0 million in the 2000 quarter. Sales fell 1.6% to \$175.6 million from \$178.4 million.

For the year, however, net profits increased 4.1% to \$41.9 million from \$40.2 million in 2000. Sales rose 2.3% to \$667.0 million from \$652.1 million. Clarcor said its results were hurt by the fourth quarter and a year being a week shorter than their 2000 counterparts, as well as the recession and the aftermath of the Sept. 11 terrorist attacks.

U.S. MICROBICS REPORTS 2001 EVENTS, LOOKS FORWARD TO 02

U.S. Microbics, Inc. showed a loss on operations for 2001, but accomplished many breakthroughs which have resulted in a record-breaking Hard Contract Backlog of contracts in progress compared to September 30, 2000. The new product announcements and engineering services capability fine tuned in 2001 provided the foundation for additional contract awards during the first quarter of fiscal year 2002. Management expects 2002 to be the best in the Company's five-year history as an innovative environmental solutions provider.

HEARD FROM HOMONOFF

Our e-Filter columnist returns for the first time in 2002 with his outlook on the changes and challenges ahead for the filtration industry. Ed Homonoff can be reached at ech@edhomonoff.com or you can log on to ww.edhomonoff.com for more insight.

Welcome to 2002. There are so many changes taking place in our business that I believe it will be a good year for a number of filter and filter media companies.

Consolidation will continue in a number of filter segments as they either mature or market shift and business relationships change. These changes will create opportunities for a number of companies to increase their market share as sales volumes are shifted between competitors. This has already happened in at least one filter media segment and will continue to be the "modus operandi" wherever market unrest is created.

We should all remember that, since filtration is a technical business, when companies either exit the business or consolidate, this creates the opportunity for other companies to enter the business, as the customers must requalify new suppliers. This can be a significant cost, but if the customer is going to have to requalify filter media anyway, then they might as well get the best quality for the lowest price and open the business up to competition if there are no supply agreements in place.

Filtration companies that are strong in some segments may very well begin to look at other segments to grow into. In many cases, these companies will be new competitors to companies that have been serving their filtration segments well and are not looking at them as potential threats to their businesses. These new competitors may have new technologies/materials that existing processes will have difficulty competing with. Also, the new competitors may, let's say, be strong in one fluid (air, for example) and decide that they need to grow into liquid applications to leverage their technologies. And because there are a number of new businesses being regulated into existence, new market opportunities are being created with no established players, drawing the attention of those companies with the resources and ability to convert these opportunities into growth in wide-open fields.

One thing that will be constant this year will be change. In the filtration business, the government creates new opportunities as it regulates the quality of the air we breathe and the water we drink. Filtration markets are all trending towards demanding cleaner living and manufacturing environments. You can see that things will not stay stagnant. Here's wishing you much success.

MEETINGS NOTICE

NEEDLEPUNCH 2002 SCHEDULED FOR MARCH IN GREENVILLE

The biennial Needlepunch 2002 will be held at the Hyatt Regency Downtown in Greenville, SC, March 19-21 in Greenville, SC. The program will include an "Ask the Experts" Panel, Table-top Displays for networking opportunities and, more importantly, the following areas will be covered by knowledgeable leaders in the Needlepunch industry:

New products and niche markets

Innovative fibers and fiber blends

Machinery and needle advancements

Increasing line efficiency

Improving quality of fabrics

Special sessions on Automotive, Filtration Geotextiles and a Needlepunch Short Course.

Also featured at Needlepunch 2002 will be John Rich, from U.S. Trust, who will deliver the Keynote Address. Mr. Rich will enlighten attendees about how businesses are coping in today's uncertain economy and how your company can succeed in this ever fluctuating market.

INTERNATIONAL TECHNICAL TEXTILES FAIR SLATED FOR CHINA

The 5th China International Trade Fair for Technical Textiles & Nonwovens, jointly organized by Sub-Council of Textile Industry (CCPIT), China Nonwovens & Industrial Textiles Association, and Messe Frankfurt, will be held in Shanghai Everbright Convention & Exhibition Center from September 25-27, 2002.

CLAMORING FOR FILTRATION 2002 EXHIBIT SPACE

The largest, most important Filtration Event in the world is heading to the capital of the United States from December 3 – 5, 2002, Washington Convention Center, Washington, D.C. Last year's show prompted exhibitors to clamor for space in the Filtration 2002 show. Space is going quickly . . . if you want to be at the right place at the right time . . . then sign up now for exhibit space. Be a part of this incredible experience and contact Marilyn Bellinger, mbellinger@inda.org or Tracey Barefoot, tbarefoot@inda.org for more details.

FILTER PATENT REVIEW

Cross-Flow Filtration Device With Filtrate Conduit Network and Method For Making Same
Abstract: A cross-flow filtration device which receives a feed stock at a feed end face and separates the feed stock into filtrate and retentate. The device has a structure formed from a plurality of substantially parallel monolith segments of porous material, each segment having a plurality of passageways which extend longitudinally from the feed end face to a retentate face of the structure. The structure contains a filtrate conduit network comprised of both an intersegment filtrate conduit, formed by the arrangement of the segments, and at least one intrasegment filtrate conduit (14) within at least one segment.

Pub. No.: EP 1171224; Appl. Data: EP 00919321 2000 02 18; Applicant: Ceramem Corporation, Stobbe Tech Holding A/S

Gas filter, method for producing a gas filter and use of said gas filter

Assignee: Creavis Gesellschaft fuer Technologie und Innovation mBH

Abstract: A gas filter, a process for producing a gas filter and the use of the gas filter. The filtration of gases, in particular of gases which are contaminated by solids, e.g. automobile exhaust gases, is difficult since the solids which have been filtered out block the filter over the course of time. The gas filter of the invention can be used over relatively long periods of time since it is regenerable.

Patent Number: 6340379; Issue Date: 2002 01 22; Inventor(s): Penth, Bernd; Hoerpel, Gerhard; Hying, Christian

Filter Media

Abstract: The present invention is an improved material which may be used as a filter media for gas filtration systems, such as for industrial gas streams and commercial or residential vacuum cleaners. The filter material comprises a filter media support bonded to a porous expanded PTFE membrane, and further comprising a screen material bonded to the porous expanded PTFE. The screen material protects the expanded PTFE surface against damage due to impingement of particles during operation of the gas filtration system.

Pub. No.: EP 1173269; Appl. Data: EP 00926181 2000 04 20; Applicant: Gore Enterprise Holdings, Inc.

Running method and washing method for spiral wound membrane element and spiral wound membrane module

Abstract: A spiral wound membrane module comprises a spiral wound membrane element including a separation membrane having high back pressure strength. The flow rate of permeate in filtration of the spiral wound membrane element is preferably set to 0.5 to 2.0 m.sup.3.sup./m.sup. 2.sup./day, and the filtration time is preferably set to 10 to 300 minutes. The flow rate of wash water in washing is preferably set to 1.0 to 4.0 m.sup.3.sup./m.sup.2.sup./day, and the washing time is preferably set to 10 to 300 seconds. In such ranges, the ratio of the permeate volume in filtration to the permeate volume in back wash reverse filtration is set to be not more than 600.

Pub. No.: EP 1174176; Appl. Data: EP 01306091 2001 07 16; Applicant: Nitto Denko Corporation

THAT'S ALL, FOR THIS MONTH ...

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Any company with news for the INDA e-FILTER Newsletter, or any individual with something they want to say to the industry, should send an email to Michael Jacobsen, INDA Director of Publications, at [mjacobson@inda.org](mailto:mjacobsen@inda.org) or mail to 22 Paterson Avenue, Midland Park, NJ 07432; 201-612-6601; Fax 201-612-6677.