

INDA's e-Filter Newsletter

The Filtration Industry's Information Hub

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Welcome to e-FILTER, sponsored by INDA, Association of the Nonwoven Fabrics Industry (www.inda.org). It is sent every other month 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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INDA NEWS

FILTRATION 2006 RETURNING TO PHILADELPHIA IN NOVEMBER

With the successful 2005 in Chicago last November paying off for exhibitors and attendees alike, INDA has scheduled Filtration 2006 for November 28-30, 2006 in the Pennsylvania Convention Center in Philadelphia. Many companies that exhibited at Filtration 2005 have already turned in their re-booking forms for Filtration 2006. Booth assignments are already being made and companies will be sent their assignments for approval prior to contracts being mailed.

If your company has not yet rebooked your booth space for Filtration 2006 – or if your company is interested in exhibiting for the first time – please contact Marilyn Bellinger at 919-233-1210 X118; mbellinger@inda.org or Tracey Barefoot at 919-233-1210 X129; tbarefoot@inda.org.

IDEA 2007 IS NEXT YEAR!!!

The world of filtration – from suppliers to converters to end-users – will once again be a key component at IDEA07, set for April 24-26, 2007 at the Miami Beach Convention Center in beautiful warm, trendy Miami Beach, Florida. While many companies have already reserved their IDEA 2007 space, many wait until the year prior to the show before they determine their space needs and send in their requirements. That's now!

Companies that have exhibited at IDEA in the past know that it is not to their advantage to wait too long or prime locations will be long gone. Make sure your company gets a prime location, get your group together, decide on your booth size requirements (10 x15 feet [150 square feet] is the smallest booth size available). Unlike most other expositions, booths on our initial floor plan are not "fixed." Please note that we can design a booth for you of any size up to 100,000 square feet as long as increases are made in 5-foot increments.

Contact Marilyn Bellinger at 919-233-1210 x118; mbellinger@inda.org with your IDEA07 booth requirements today!

INDUSTRY NEWS

PGI PLANNING NEW CORPORATE HQ IN CHARLOTTE AREA

Polymer Group, Inc. recently announced that it will establish a new corporate headquarters in the Charlotte, N.C. region. According to the company, the new headquarters will bring together the company's senior leadership, finance, purchasing, human resources, sales, customer service and other administrative functions, currently located in several locations in the U.S., into one central site with approximately 100 employees.

The relocation from the current headquarters in North Charleston, S.C., is planned to take place by August. About one dozen executive management positions have been based at the North Charleston site since 2003. Additionally, employees will be relocated from sites in Dayton, N.J. and Mooresville and Raleigh, N.C.

The move puts PGI closer to its Mooresville, N.C., manufacturing site, where the company is in the process of a \$40 million expansion. The plant expansion is expected to be completed by the middle of this year and will add approximately 50 jobs, in addition to the positions being relocated from the headquarters consolidation.

AHLSTROM FACILITATING ITS CHINESE BUSINESS

Looking to better service its growing customer base in China, Ahlstrom is now providing its Chinese customers with a local logistics platform. Based in Wuxi, this will offer warehousing, converting and packaging for all filtration customers. It allows Ahlstrom to meet customers' specific requirements as well as increase flexibility and reduce lead times. Ahlstrom expects the service to be up and running by mid-year.

H&V PURCHASES MEXICAN FILTER PLANT

Filter and nonwovens media supplier Hollingsworth & Vose Company recently announced the acquisition of the minority interest in the filtration materials mill in Apizaco, Mexico. The Mexico mill was originally established in 1981 as Hovomex, a joint venture with Morodo Santistaban S.A. de C.V.

This transaction is part of H&V's multi-year capital campaign to strengthen service and supply capabilities to customers worldwide. This includes recent investments in the United States, the United Kingdom and Germany and the establishment of a greenfield site in China.

According to Val Hollingsworth, president and CEO of H&V, "This is an initial step in a process of continued investment in our Apizaco, Mexico mill. The investment is aimed at supporting our regional and global engine and industrial filtration customers. We greatly appreciate the leadership that Enrique Morodo and the Morodo family have provided over the past 25 years. They have been outstanding joint venture partners."

K-C ENHANCES RELATIONSHIP WITH U.S. GREEN BUILDING COUNCIL

In an effort to help commercial buildings improve their indoor air quality, Kimberly-Clark – a member of the U.S. Green Building Council (USGBC) – has taken a number of steps designed to support the tenets of the USGBC's LEED (Leadership in Energy and Environmental Design) Programs.

"Like the USGBC, Kimberly-Clark is committed to advancing buildings that are environmentally responsible, profitable and healthy places to work," explains Dave Matela, CAFS, market manager, Kimberly-Clark Filtration Products. "Proper use of our products may help achieve LEED credits and certainly help to improve IAQ."

When used as part of a proper air filtration system, Kimberly-Clark Filter Media can help buildings improve indoor air quality and reduce HVAC system energy consumption.

In addition to its air filtration products, Kimberly-Clark offers IAQ educational materials – including a "Filtering Out Confusion" pamphlet series with tips on

proper filter selection and maintenance, upgrading an air filtration system, reducing HVAC system energy costs, and improving the health and productivity of building tenants via the proper air filtration strategy. The company also offers an energy efficiency calculator on its web site at www.kcfiltration.com, which allows buildings to analyze their HVAC operating costs and estimate the energy savings available with various air filtration technologies.

“Because of its importance, indoor air quality is one of the five main categories of USGBC’s LEED® Green Building Rating System,” said Rick Fedrizzi, President, CEO & Founding Chair of the U.S. Green Building Council. “Superior air filtration and IAQ are major contributors to the overall health of a building and its occupants, and are a vital feature of all green buildings.”

INDUSTRY MEETINGS REPORT

LITTLE GUY TRUMPS BIG FOR 2006 VISIONARY AWARD

It wasn’t a filter product, but the triumph of a novel nonwoven media from a smaller producer over much larger consumer products competitors in the annual Visionary Award competition that gives hope to smaller producers everywhere.

Back in January, Chicopee’s Disaster Relief Blanket was selected as the recipient of the prestigious 2006 Visionary Award over consumer products giants Procter & Gamble, Kimberly-Clark and Johnson & Johnson.

The Visionary Award was presented at the successful Vision 2006 Consumer Products, held January 15-18 in Denver. Strong attendance (more than 400 people attended from around the world), stellar speakers and the highly competitive Visionary Awards competition highlighted the four-day conference sponsored by INDA. The fifth annual event brought together companies from both the consumer products and engineered fabrics industries

The highlight of the Conference was the selection of the Disaster Relief Blanket from Chicopee as the recipient of the 2006 Visionary Award. Vision 2006 attendees chose the Disaster Relief Blanket over four other finalists – the Mr. Clean Magic Reach from Procter & Gamble; Johnson & Johnson’s Stayfree Advanced Protection; the Disposable Mitt with Body Wash from Kimberly-Clark; and Cotton Enhanced Baby Wipes from PGI Nonwovens.

P&G WELCOMES IDEAS FROM SMALL COMPANIES

In another highlight of the Vision 2006 Conference in Denver, none other than Procter & Gamble reached out to all companies -- suppliers and competitors alike -- to further its product development agenda. It appears any company – in filtration, consumer products or any business where P&G dips its big toes – is welcome to submit product ideas.

P&G has certainly come a long, long way from its days as an insular, “my-ideas’-only” company that looked down on outside ideas. Today, as P&G’s Larry Huston told the audience at Vision 2006, the company not only is looking for outside ideas from companies of all sizes, it believes its success depends on it.

That has given birth to its groundbreaking “Connect & Develop” concept, which now dominates its product development efforts globally. “P&G has moved to a connections model, rather than its previous inventions model,” Huston said.

That means outside ideas and product development are the keys to P&G’s mandate of \$4 billion in annual sales growth, a target the company readily admits is unattainable by inside talent and resources alone. Hence, its acceptance of the unique “Proudly Found Elsewhere” concept.

In 2000, less than 10% of the company’s products in the market came from ideas outside of the company. Today that number is 35%. Referring to its immensely successful Swiffer product, which was brought to the U.S. in cooperation with Asian rival Unicharm, Huston said “we no longer see competition as competition. We see our competition as an extended part of our enterprise.”

Stressing that P&G is very specific on its needs and on what type of outside ideas it is seeking, he strongly urged all Vision attendees (and, of course, readers of this newsletter) to contact him with their ideas; indeed, he wanted to add everyone to his database as P&G openly welcomes new ideas. “We assume that for every need we have there is a solution out there,” he said.

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, at mjacobsen@inda.org; 201-612-6601; Fax 201-612-6677.