

# INDA NEWS

PUBLISHED BY THE ASSOCIATION OF THE NONWOVEN FABRICS INDUSTRY

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## Message From The President

### INDA Receives Coveted Industry Award, But That's Only The Beginning

Over the past several years, the INDA staff has worked incredibly hard to improve our value to our members. Feedback we get at our meetings and seminars gives us one indicator that you like the track we are on.

You've also told us we're performing well through our periodic membership surveys conducted by an outside agency. These positive indicators are gratifying, but we know we can't become complacent. Seeking further validation, last summer we decided to test our performance against other associations on a national scale.

Each year the American Society of Association Executives sponsors a national "Gold Circle" competition among trade associations and professional societies in the U.S. In the most recent competition there were about 750 entries. For the first time, INDA entered, in two categories — Membership Recruitment Campaign and Non-dues Revenue Programs. ASAE announced in December that we won FIRST PLACE in both categories. All of us on the INDA staff were elated on hearing these results. By win-

ning this competition at ASAE, INDA has been recognized for outstanding achievement by our peers — and that is particularly rewarding. Since INDA members played a key role in this competition, all of you are invited to join in our celebration.

And, thanks to our members' input, we continue to evolve and improve.

In the last INDA News, I mentioned that INDA members have asked us to become increasingly involved in global issues. Taking that lead, in January we announced publication of worldwide statistics and held the initial meeting of INDA's newest committee — International Trade. Carl Lukach, Business Director of DuPont's Sontara unit, is chairing this committee. Peter Mayberry, INDA's Director of Government Affairs, is the primary staff liaison.

At this inaugural meeting the committee defined its mission: The International Trade Committee is responsible for identifying and pursuing opportunities that will enhance international trade of non-wovens.

*(Continued on page 3)*

## Mark Your Calendar

### INDA Annual Meeting

April 25–27, 2002

*Hyatt Regency Grand Cypress Hotel, Orlando, Florida*

## Technical Update

There has been a fair amount of committee activity since our last report.

### Standard Test Methods Committee

The Standard Test Methods Committee had its first formal meeting of the year on February 26-27 at INDA's offices in Cary, North Carolina. The first day consisted of a half-day meeting where a number of industry experts were asked to make a presentation to the committee on the use of anti-microbials in nonwovens. The reason for this presentation was to bring the committee up to speed on this technology, since EDANA has asked INDA to participate in TC 38, WG 9. This work group will have input to WG 23 that deals directly with anti-microbials.

During its regular meeting the next day, the STM approved the adoption of 12 EDANA standards that deal with the testing of superabsorbents. These standards have already become ISO standards as written and this is another step toward harmonizing standards on a worldwide basis.

Speaking of harmonizing standards, EDANA has now set up a task force that is headed by Martin Selbey of Kimberly-Clark, U.K. The task force will work directly with INDA's STM in achieving the harmonization of some 26 standards, including the superabsorbent standards previously mentioned.

### Filtration Committee

The Filtration Committee had its first meeting of the year on January 9, followed by a teleconference on February 11. The main focus of both meetings was the organization of the Filtration 2002 Conference. The committee, following some of the recommendations from attendees to

Filtration 2001, has decided to leave more time for networking, along with less overlapping of the conference and exhibition. Another new idea is to provide an advanced course in filtration techniques.

Filtration 2002 is scheduled for December 3-5 in Washington, DC.

### Technical Advisory Board

The INDA Technical Advisory Board also met in mid-February. Among the many agenda items, the Committee reviewed the INDA Strategic Plan for 2002 to 2006 and began a revision of the TAB Strategic Plan.

The committee also reviewed the INTC papers and voted on those papers that will be recommended for publication in the *International Nonwovens Journal* during 2002.

### Automotive Committee

The INDA Automotive Committee

is on a mission to spread the word on the use of nonwovens in auto interiors. To this end, the committee has been invited to present a half-day session at the next Auto Interiors show in Detroit in May.

Committee members, along with INDA staff, will present the advantages of using nonwovens in today's car interiors and also showcase the value of future products in interior construction.

### INTC Committee

The International Nonwovens Technical Conference Committee met in mid-February to lay out the conference schedule for INTC 2002 and to review the submitted abstracts. The committee reviewed the comments from attendees to INTC 2001 and has incorporated many of the recommendations into the program for 2002. INTC 2002 is scheduled for September 24-26 in Atlanta.

Learn the ABCs of Nonwovens!

## Nonwovens Training Course 2002

May 14-16, 2002  
August 13-15, 2002  
December 10-12, 2002

INDA Headquarters  
Cary, North Carolina

## Hot Off the Press: INDA Worldwide Outlook

The nonwovens industry is now a leading global industry, with an estimated worldwide production in 2001 of 3.9 million tons, equivalent to 93 billion square meters. In terms of tonnage, worldwide nonwovens roll goods' growth over the 1991-2001 decade averaged 7.5% per year.

The conservative forecast is that this growth will continue over the next five-year period and industry roll good sales will exceed \$20 billion in 2006. The volume in square meters is expected to grow faster than tonnage during this five-year period, reflecting to a large part the move towards lighter weights of cover stock materials.

Those facts are courtesy of a landmark INDA report designed to fulfill

our mission to promote the growth and profitability of the nonwovens industry. This new report of the worldwide nonwovens industry provides a benchmark on the business, tracking the nonwoven industry's growth, in tons and square meters of production output, from 1991 to 2001 as well as providing a forecast to 2006.

The report reviews nonwoven production growth by each major technology in the traditional three markets as a whole — U.S., Europe and Japan — and four other regions as well — Latin America, Mid East, Asia-Pacific and the Rest of World. Production output by technology is detailed and includes spunbonded, melt blown, carded thermal/resin bonded, hydroentangled, needlepunched, air

It's All Good At  
**INTC 2002**  
September 24-26, 2002  
*Renaissance Waverly Hotel*  
*Atlanta, Georgia*

laid pulp and wet laid.

The dollars of investment required to build new production capacity by region to meet the forecast 2006 volume by region is estimated. Finally, the report provides an outlook of the staple fiber and resins that will be consumed by the industry in five years through 2006.

For more. log on to [www.inda.org](http://www.inda.org).

## An Award-Winning Association

*(Continued from page 1)*

ITC key objectives are:

- Serve as the premier resource for INDA members seeking information on international trade-related issues.
- Identify tariff and non-tariff barriers to trade that discourage U.S. exports of nonwovens, and seek ways to eliminate those barriers.
- Ensure that members have a conduit by which they can express their interests during trade negotiations involving the U.S.
- Publish statistical information regarding exports from, and imports to, the United States of nonwoven fabrics.
- Create international trade-related educational opportunities for INDA members.

Action items of the International Trade Committee include:

- Monitoring, reporting and taking action (as needed) on legislation, regulations and negotiations involving international trade-related matters.
- Ensuring that INDA member interests are articulated to officials of the U.S. government involved in international trade nego-

tiations such as the World Trade Organization's (WTO) "Doha Round" and the Free Trade Area of the Americas Agreement.

- Serving as a liaison between INDA members who are doing business in China and U.S. officials responsible for monitoring China's compliance with its WTO commitments.
- Creating educational opportunities and resources for INDA members involved in international trade or interested in pursuing international trade opportunities.

At staff level we have taken two steps. First, we have prepared a "first-pass" on import-export data and trends for nonwoven roll goods, which is now being refined for future publication. Second, we developed an e-newsletter (now available on the INDA website) to keep our members apprised of all of this activity. Check out what's going on and sign up if your company wishes to participate.

Lastly, I am pleased to report that INDA is now a full partner in the Nonwovens Training Course originally developed by our kindred organization in Europe – EDANA. This advance has been in discussion for months and marks the first notable step toward the increasing cooperation between our two associations.

— Ted Wirtz, INDA President

### Did You Know That . . .

- 64% of INDA's members are Small Businesses?
- The Spotlight Program highlights a member each quarter on the INDA homepage?
- You can have your company listed for free in the INDA Directory?
- INDA offers free technical services to members?
- INDA's website offers an on-line bookstore as well as on-line registrations?

## INDA Prepares For 'Doha Round' of WTO Negotiations

As you may be aware, INDA has recently formed an International Trade Committee (*see article on next page*). During the first meeting of this committee, a mission statement was adopted that includes, among other things, a charge that the interests of all INDA members have the opportunity to be represented during key trade negotiations involving the U.S.

In adopting this portion of the mission statement, the committee was especially looking toward the "Doha Round of global trade negotiations begun earlier this year by the World Trade Organization (WTO). During these multiyear negotiations, duties and quotas will be adjusted by countries all over the world. Some will go up, others will go down, and some will be eliminated altogether.

As the Doha Round progresses, INDA intends to work with the Office of the U.S. Trade Representative (USTR) to monitor these negotiations as they relate to the entire value chain of the nonwovens industry, and to weigh in on those issues of interest to our members whenever possible.

To that end, we are attempting to develop a complete list of all Harmonized Tariff Schedule (HTS) Codes for all items that would be of interest to our industry during the WTO talks. HTS codes are the internationally recognized categorization for goods exported and imported through WTO member countries and are routinely used to identify materials subject to negotiation during WTO negotiations. While INDA has a good grasp of the HTS codes used to designate nonwoven roll goods, we are less certain about the appropriate codes for converted goods, raw materials, machinery and other items of interest to you.

With that in mind, please take a look at this brief form asking you to list the HTS codes for any goods imported or exported by your company. Please take a moment to complete this survey and fax it back to INDA's office in Virginia. All responses will be held in the strictest confidence and no company-specific data will be shared.

Indeed, once we have received the completed surveys, INDA will compile the results and generate a non-company specific "master list" of HTS codes. This list, in turn, will be forwarded to the USTR with a formal request seeking the opportunity to weigh in on negotiations involving any of the listed goods. It is critical, therefore, that our list is as comprehensive as possible and we are counting on your participation in this survey to ensure that it is.

So please take a few minutes to complete the form, or forward it to the appropriate person within your company. Without your input it will be impossible to ensure that the goods your company imports and/or exports are represented.

### Harmonized Tariff Schedule Codes of Interest Survey

Please use the lines below to list the HTS codes for any raw materials, converted items, machinery or other goods imported or exported by your company. These codes can be found on shipping documents or by contacting the import/export broker used by your company.

HTS Code

Item Description:

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Name: \_\_\_\_\_ Company: \_\_\_\_\_ Phone: \_\_\_\_\_

*Thank you. When complete, please fax to Jessica Franken at 703-538-6305. Please also feel free to call either Peter Mayberry or Jessica Franken at 703-538-8805 should you have any questions or need additional information.*

## Government Relations Update

### Where's the Fat Lady? EPA's PM 2.5 Micron Standard Back in Court

Early last year, the U.S. Supreme Court handed down a decision thought to end legal challenges to EPA's 1997 standard limiting emissions of particulate matter to no more than 2.5 microns in size. But now the parties are back in court.

In legal arguments before the U.S. Court of Appeals for the District of Columbia Circuit heard on December 18, 2001, lawyers for those challenging the standard asked the Court to invalidate EPA's PM 2.5 standard on grounds that the Agency should have considered a less stringent alternative, and then explain why it was not adopted. Lawyers for the U.S. government responded that EPA had studied less stringent standards and determined that a lesser approach could not be justified.

The government's argument was supported in legal briefs filed in the case by the American Lung Association. While EPA continues to implement the 2.5 PM standard as this latest challenge plays itself out, it will likely take quite some time for the courts to resolve the matter. This is especially true considering that – despite the verdict reached in the case by the Court of Appeals – the losing party can be expected to appeal to the Supreme Court once again. In the meantime, EPA is predicting that it will survive the current challenge.

### Government Mandates NCC Changes

After nearly three years of consideration, the Surface Transportation Board (STB) of the U.S. Department of Transportation issued a decision on November 20, 2001 designed to help manufacturers become more involved

in classification procedures used by the National Classification Committee (NCC) of the National Motor Freight Traffic Association.

NCC classifications are used by trucking firms to establish rates they charge for transporting goods on the nation's highways and the STB's action was taken after the board determined that NCC procedures are "too single-handed" and precluded shippers from having "any real impact" on the classification process. INDA, along with the Secondary Materials and Recycled Textiles Association (SMART) and the American Textile Manufacturers Institute (ATMI), has been intimately involved in this issue over the past few years and applauds the STB action. STB-required reforms include:

1. Better notification to interested parties and their trade association of issues under consideration by the NCC.
2. Access to NCC data underlying proposed changes.
3. Establishment of an arbitration process for those who wish to contest a final decision from the NCC.

It is now up to the NCC to file a formal response to the STB decision, and the Committee is expected to claim that elements of the decision will be impossible to implement. It could take up to six months, therefore, for final action.

### FTC Designates New Generic Fiber

In a February 1, 2002 Federal Register notice, the U.S. Federal Trade Commission (FTC) announced that it will designate "PLA" from Cargill Dow as the first generic fiber name and definition of the new century. Based on this action, PLA – which had previously been known solely by the trade name Natureworks™ – will now serve as the

universally-recognized name for a synthetic fiber manufactured from a polylactic acid or poly lactate derived from naturally occurring sugars, such as those in corn or beets.

Cargill Dow originally petitioned the FTC to call this fiber "Synterra," but the name was rejected by the government because it could be confused with other products already on the market.

In a somewhat related move, the FTC also published notice on February 15 that it is considering a generic designation for "a specifically proposed subclass of polyester fibers" from DuPont with the suggested name "elasterell-p." The FTC will accept comments on this proposed designation through April 19, 2002. For more information, call Neil Blickman, in FTC's Division of Enforcement, Bureau of Consumer Protection, at 202-326-3038.

### INDA's International Trade Committee Up and Running

Having convened its first official meeting on January 14, 2002, INDA's new International Trade Committee has now been officially formed. During the inaugural meeting, the ITC – which is chaired by Carl Lukach of DuPont – took a number of important steps, including the development of a draft mission statement and a list of short-term goals.

One immediate reflection of the ITC's efforts is the establishment of a special portion of the INDA Website ([www.inda.org](http://www.inda.org)) dedicated to the "ITC Bulletin." Included here are regularly updated summaries of important actions in the area of international trade. This information can be accessed through the "Global Activities" link on the homepage of [www.inda.org](http://www.inda.org), by clicking on "International Events."

## Expand Your Horizons At Industry Meetings

### Three More Chances To Attend The Nonwovens Training Course

INDA will be offering its ever-popular Nonwovens Training Course three more times this year. During each course, instructor Ed Vaughn of Clemson University will spend two-and-a-half days thoroughly reviewing the technical aspects of the nonwovens industry in his plain-speaking format that is perfect for entry- and mid-level nonwoven professions. Space is limited, so register early.

Classes will be held May 14-16, August 13-15 and December 10-12, 2002. For information or to register: [www.inda.org](http://www.inda.org), or call Jessica Tyner at 919-233-1210, ext. 126.

### INTC 2002 Is Taking Shape

More than 70 papers are scheduled to be presented at the International Nonwovens Technical Conference (INTC) 2002. Four new sessions have been added to round out the conference, making it one of the largest technical conferences of the year.

New topics this year include Automotive Interiors, Biological Barriers, Prometrey, and Process Modeling.

The 2002 conference will be held in Atlanta, Georgia at the Renaissance Waverly Hotel, September 24-26,

2002. For updated information about INTC 2002, visit the INDA website at [www.inda.org](http://www.inda.org).

### Filtration 2002 In December

The Conference ... What a wonderful conference Filtration 2002 will be. Scheduled as part of the Filtration 2002 Conference and Exposition, December 3-5 in the Washington Convention Center in Washington, DC, the conference sessions will focus on HEPA/HVAC, Respiratory Protection, Nuclear Air and an Industry Forecast.

Of course, back again will be the popular Filtration 101 Short Course, which will feature a number of test machines to demonstrate the basic principles of filtration. In addition, a Filtration 201 Short Course expanding on the fundamentals presented in the Basics course is also being offered.

The Exhibits ... Exhibit sales for the Filtration 2002 Exposition, the World's Largest Filtration Event, are well under way.

Any company involved in any aspect of filtration that is looking for a cost-effective way to promote products, develop new business relationships and enhance their profitability should definitely exhibit at Filtration 2002. All of this can be done under one roof in only two days!

Don't miss your chance to meet over

1800 current and potential customers from around the world.

For information on exhibiting: Marilyn Bellinger at 919-233-1210 Ext. 118; [mbellinger@inda.org](mailto:mbellinger@inda.org), or Tracey Barefoot at 919-233-1210 Ext. 129; [tbarefoot@inda.org](mailto:tbarefoot@inda.org). A Filtration 2002 Exhibit Brochure is also available on the INDA website: [www.inda.org](http://www.inda.org).

### IDEA 2004 .... It's Closer Than You Think!

Many IDEA exhibitors turned in their Space Reservation Forms for IDEA 2004 while still at the IDEA01 event last year. Many more have booked space since that date. And still many more have not yet made their reservations.

That means space is rapidly becoming very limited and the time to get on board is NOW.

A trade show is all about location and the longer you wait the less chance you will have to book a prime location for your company.

Don't let your company be out in "left field" at the largest nonwovens trade show in the world in 2004. Call or e-mail Marilyn Bellinger at 919-233-1210 Ext. 118; [mbellinger@inda.org](mailto:mbellinger@inda.org), or Tracey Barefoot at 919-233-1210 Ext. 129; [tbarefoot@inda.org](mailto:tbarefoot@inda.org).

### Deadline Approaching For Listing In Directory

Nonwoven companies now have the opportunity to complete their Directory Questionnaires electronically on the INDA website. The questionnaires will be used to compile this year's International Nonwovens Directory, which is expected to be four times larger than the previous directory.

Companies wanting to be included in the hard-copy Directory must submit their questionnaires by June 1, 2002. Your company will be listed by the products/services it provides to the nonwovens industry. Don't miss your opportunity to be included in THE reference tool for the nonwovens industry.

Please visit <http://www.inda.org/cgi-local/dq/dq.cgi> to

electronically submit your listing or to download the questionnaire. Contact Tracey Barefoot —[tbarefoot@inda.org](mailto:tbarefoot@inda.org)— to have the form e-mailed or faxed to you.

The world-renowned INDA Directory has just got bigger ... four times bigger. And your company has a chance to be an even bigger part of it by advertising in this industry-wide resource manual. Better yet, your company can advertise in two different formats ... for one price.

This year's International Nonwovens Directory will consist of a hardcopy book and a one-year subscription to the On-Line Directory. A special section is available in the On-Line Directory for the displaying of all advertisements.

Please contact Cindy Garcia at [cgarcia@inda.org](mailto:cgarcia@inda.org) for an Advertising Kit.

## P&G's Swiffer Wet Receives Inaugural Visionary Award

In one of the highlights of the inaugural Vision 2002 Conference in New Orleans, 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, 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." One of the Swiffer Wet key features is its uniquely designed pad

that cleans and then adsorbs the wash solution from the floor.

The product uses a combination of nonwovens technologies already found in diapers and feminine hygiene products, according to Karl Ronn, who accepted the award on behalf of P&G. "Recognition from our peers is very motivating," he said

"The Visionary Awards were created for the industry to recognize the companies that are utilizing nonwoven technology in the development and commercialization of unique consumer products," according to Ted Wirtz, INDA president. "Procter & Gamble's Swiffer Wet, as well as the other four finalists that presented at the Vision Consumer Products Conference, certainly have exhibited the vision to take our industry forward."

Other finalists for the Visionary Award were:

- Destex Nomex fire blanket, pro-



*Procter & Gamble's Karl Ronn (right) accepts the Visionary 2002 Award from INDA President Ted Wirtz.*

duced by Destex SA, Switzerland.

- CIF Double Action Wet Wipes, produced by Unilever, Amsterdam, The Netherlands, and PGI Nonwovens, North Charleston, SC.
- ComforTemp Nonwovens, produced by Frisby Technologies, Winston-Salem, NC.
- Cottonelle Rollwipes, manufactured by Kimberly-Clark, Dallas, TX.

### Vision 2002 Conference A Resounding Success

Proving that it does, indeed, have a vision for the future of the industry, INDA held the incredibly successful Vision 2002 Conference in New Orleans, Louisiana in late January and experienced impressive attendance and great reviews. More than 360 persons from around the globe attended the three-day meeting, the first of its kind in North America.



*Networking at the evening receptions was a key component of Vision 2002.*

These attendees heard presentations from representatives of such consumer products giants as Procter & Gamble, Kimberly-Clark, 3M and Johnson & Johnson. In addition, networking opportunities — not to mention the entertainment of pre-Super

Bowl Week New Orleans — made for an unforgettable event.

Plans are already being made for Vision 2003, also to be held in the same time frame in New Orleans. Stay tuned for more details.

### Get To The Point With New Needlepunch Primer

Purchase your copy of the newly released Needlepunch Nonwoven Primer. This handbook gives an overview of the history of needlepunching, as well as discusses all of the many aspects of the needlepunch processes. In addition, market information on needlepunching is also included.

To purchase your copy or view the table of contents visit us at [www.inda.org/pubs/np\\_printoc.html](http://www.inda.org/pubs/np_printoc.html) or contact Tracey Barefoot at [tbarefoot@inda.org](mailto:tbarefoot@inda.org).

## INDA Board

### Executive Committee

Lee Sullivan, *Chairman*  
GM, Freudenberg Nonwovens

Leo Cancio, *Past Chairman*  
CEO, Clopay Plastic Products

Dennis R. Tavernetti, *Vice Chairman-Planning*  
Global Vice President, BBA Nonwovens

C.K. Wong, *Vice Chairman-Finance*  
President/CEO, U.S. Pacific Procurement

Walter Jones, Co-CEO & President,  
Precision Fabrics Group, Inc.

Carl J. Lukach, Business Director,  
Sontara, DuPont Company

David F. Whitley, Business Manager,  
Wellman, Inc.

### Directors

C. Allen Bodford, Vice President,  
First Quality Nonwovens

Bruce Brazelle, Sr. Vice President-  
Marketing, Leigh Fibers Inc.

John L. Cleaver, President,  
Cleaver Associates, Inc.

Peter P. Donnelly, President,  
Atlantic Mills, Inc.

John P. Erspamer, Vice President-Prod.  
Dev. Nonwovens, Buckeye Technologies

George P. Kappler, Jr., President,  
Kappler Protective Apparel & Fabrics

J. Michael Long, VP/GM, SI Corporation

David L. Lunceford, President,  
HDK Industries Inc.

Klaus G. Maitre, Executive Vice President,  
Dilo Systems Group

Marvin Mitchell, VP/GM,  
Johns Manville Corporation

Ben Russell, Manager, Nonwovens,  
Metso Paper USA Inc.

Karl-Michael Schumann, Director, New  
Platform Technologies, Procter & Gamble

Basil "Sonny" Walker, Vice President-  
Sales/Marketing, DuPont-Akra

### INDA Staff

Theodore R. Wirtz, President, INDA

Wayne Black, INDA Legal Counsel,  
Keller & Heckman

## INDA's Membership Diversifies

INDA has come a long way since it was established many, many years ago as an association comprised mostly of roll goods producers. Today's INDA members are evenly divided among roll goods producers/manufacturers, raw material and other industry suppliers, equipment/machinery manufacturers, converters and end users. As more and more traditionally textile-aligned companies look for new market niches for their products, the diversity of our members will continue to grow.

If you know of any company that you feel would benefit from membership in INDA, please contact Marilyn Bellinger at 919-23-1210 Ext. 118; mbellinger@inda.org.

With that, we welcome 2002's newest INDA members:

Butler Automatic Inc.  
Ceco Environmental  
Ciba Specialty Chemical  
Milliken Coated Products  
Molnlycke Health Care  
Paper Converting Machine Corp. (PCMC)  
Sheepscot Machine  
Tufco

INDA  
P.O. Box 1288  
Cary, NC 27512

Bulk Rate  
U.S. Postage  
PAID  
Permit No. 198  
Midland Park, NJ 07432