

INDA NEWS

PUBLISHED BY THE ASSOCIATION OF THE NONWOVEN FABRICS INDUSTRY

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Inside This Issue:

- INDA and EDANA Harmonizing Standard Test Methodspage 2
- INDA History Is Made: Membership Reaches 300page 3
- Government Relations Report ..page 4
- INTC 2004 Is Headed North of the Borderpage 5
- Free Trial Of Online Directory Now Available To Memberspage 6
- Vision Conference Returning To New Orleans In Januarypage 6
- One More Look At IDEA04, Achievement Awardspage 7



INDA

Association of the Nonwoven Fabrics Industry

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Message From The President

INDA Continues To Work Hard For Its Members As IDEA04 Gives Way To New Events

INDA is the hardest working Association in the World! This is the simple, straightforward I announcement I made to our members at our annual meeting in February. Here are some facts to reinforce my opinion.

I thought that our schedules would slow down after IDEA04 in Miami Beach during the last week of April. I was certainly wrong. We have continued at our furious pace since we have returned.

First, a quick review of our IDEA04 Conference and Exposition. These were indeed the "Most Important Three Days for the Nonwovens and Engineered Fabrics Industry in 2004!"

INDA President Rory Holmes meets with IDEA04 keynote speaker Cathy Newman of the National Geographic Society during IDEA04 in April.



We had 370 companies represented on the Exposition floor, 123 from foreign countries. We had just under 6000 exposition attendees, about the same as 2001.

I have been asked how many of the attendees were exhibitors and how many were shopping. Well our registration records show that 72% of attendees were shopping and only 28% were exhibitors.

The most frequent comments from exhibitors included: the quality of attendees was excellent, the attendance was good but could be better and most people liked the Miami Beach location.

The IDEA04 Conference and Keynote Address were well attended, too. Our invitation to the Technical Textiles Industry produced 21 exhibitors and more than 500 attendees, most of whom were first-time visitors. One-third of our attendees were first timers.

In other INDA post-IDEA efforts, our collaborative effort on Short Courses with North Carolina State University through NCRC is accelerating. We completed two more short courses in June, with more planned throughout the rest of the year. Feedback has been great and we are fine-tuning each course based on each class's recommendations. We now issue Continuing Education units (CEU's)

(Continued on page 2)

Technical Update

INDA and EDANA Take Major Steps To Harmonizing Global Standard Test Methods

There is good news from the Standard Test Methods area! INDA and EDANA have decided to take a major step in harmonizing global standards.

As you may know, INDA and EDANA have been working on harmonization of standard tests between the two associations for quite some time and with reasonable success. Now, INDA and EDANA have agreed to publish a common book of Standard Test Methods under the combined logo of the two organizations. The work will begin shortly and will involve representatives of INDA's Standard Test Methods Committee and EDANA's Harmonization Committee.

It would be unrealistic to think, however, that there will be 100% harmonization across the board. There will be cases where, due either to instrumentation or precedent, a test method will need to have options. It is then up to the customer and producer to agree upon the option to use. This is not an unfamiliar occurrence and we see this arrangement in both ISO and ASTM methods today.

Our goal is to have the new standards format completed by the end of the first quarter, 2005 and will be available for the INDEX-05 exhibition, which will be held in Geneva, April 12-15, 2005.

In other Standard Test Methods news, ISO TC38 WG9 on nonwovens held its last meeting in Miami just prior to the opening

The Summer 2004 issue of the INDA International Nonwovens Journal is available online at the INDA website at www.inda.org. Just click on the link for the INJ.

of IDEA04. Work Group 9 is convened by EDANA and includes representatives of other nonwovens associations, including INDA; ABINT, the Brazilian Nonwovens Association; ANNA, the All Nippon Nonwovens Association; and CNTA, China Nonwovens Technical Association. This array of nonwovens associations represents the ultimate in harmonization, since any test method that receives ISO approval becomes a worldwide standard. INDA presented four test methods at this meeting for consideration by

the Work Group that, hopefully, will become ISO standards in the near future.

If your company is not an active member of INDA's Standard Test Methods committee, it should be. This committee is responsible for bringing forth test methods that could eventually become ISO standards. You and your company need to be a part of this procedure since these standards affect the whole industry. If you're interested in being a member of the STM, please contact Cos Camelio at ccamelio@inda.org or call 919-233-1210 x114.

Message from The President

(Continued from page 1)

with each course. Our three-day Nonwovens Training Courses are well attended at each of the four sessions offered during the year.

Promotion and conference recruiting are continuing for our Needlepunch Conference in Savannah, GA, set for October 25-27, 2004. Our Filtration Conference and Exhibition is in Philadelphia from December 7-9, 2004. And the International Nonwovens Technical Conference (INTC), our joint program with our friends from TAPPI, will be in Toronto, Canada from September 20-23, 2004.

Our updated "Analysis of the Nonwovens Industry in North America" has just been shipped. Brand new data and updated trends are available on our website today. The World Wide report will be available later this summer.

All in all, we continue the hard work that is the foundation of our reputation. I hope we can squeeze in some vacation time, too.

Have a safe and profitable summer! — Rory Holmes, INDA President

INDA History Is Made: Membership Reaches 300

In an economy where other associations are losing members faster than ever before, INDA's membership has reached an all-time high of 300!

This impressive record speaks well for the job the association is doing for the worldwide growth of the nonwovens and technical textiles industry and for the strategic planning that allowed our association the prerogative not to raise its dues in almost 10 years!

Please welcome these companies that helped set our record by becoming our newest Association Members:

Al Khodair Co. for Industrial Trading

Butterworth Consulting

Joseph F. Baigas, Jr.

HeNan Nonwovens Association

Betone S.A. de C.V.

M/K Systems

Needlepunch 2004 Set For October

Needlepunch 2004 will be held at the Savannah Marriott, Savannah, GA, from October 25-27, 2004. At Needlepunch 2004 networking opportunities abound, giving attendees the chance to meet with customers, competitors and suppliers.

The special Keynote Speaker will be Andrew Acho, Worldwide Director of Environmental Outreach and Strategy for Ford Motor Company. He will provide his insights to the business on Wednesday, October 27.

Sessions for the conference include:

Advanced Needlepunch Topics

Competitive Technology

Geotextiles

Needlepunch Market Review

Wipes

Government Needs

Filtration

Bedding

Automotive

Fibers

EXHIBITING OPTIONS AT INDA EVENTS

Would you buy something sight unseen? Nine times out of 10 people do not want to buy something without seeing it first. Companies that are looking for new products are no different. They want to see and touch something they are interested in buying and they want to have a selection so they can make the best choice for their company.

Trade shows offer buyers the option of seeing and touching various products all in one place. That's why buyers come. If your company is not there to be seen and touched, what's a buyer to do?

DON'T LOSE BUSINESS THAT COULD BE YOURS! EXHIBIT AT INDA TRADE SHOWS & TABLETOP DISPLAYS!

Contact Marilyn Bellinger (mbellinger@inda.org/ Phone: 919-233-1210 Ext. 118) to find out how little it will cost you to be seen and touched at:

- INTC 2004 Tabletop Displays, September 20-23, Toronto Westin Harbour Castle, Toronto, Canada
- Filtration 2004 Expo, December 7-9, Philadelphia Convention Center, Philadelphia, PA
- Needlepunch 2004 Tabletop Displays, October 25-27, Savannah Marriott, Savannah, GA

INDA 2004/2005 Meetings

Nonwovens Training Course • August 10-12

INDA Headquarters • Cary, NC

Fabric Properties & Characterization Course •

August 23-27 • INDA Headquarters • Cary, NC

INTC 2004 • September 20-23

Westin Harbour Castle • Toronto, Canada

Needlepunch 2004 Conference • Oct. 25-27

Savannah Marriott • Savannah, GA

INDA/NCRC Manufacturing Process

Fundamentals Course • November 1-5

INDA Headquarters • Cary, NC

Nonwovens Training Course • November 16-18

INDA Headquarters • Cary, NC

Filtration 2004 • December 7-9

Pennsylvania Convention Center • Philadelphia, PA
2005

Automotive Product Development Course •

Jan. 31-Feb. 4 • INDA Headquarters • Cary, NC

Annual Meeting 2005 • March 20-22

Hyatt Regency Grand Cypress Resort • Orlando, FL

Filtration 2005 • November 15-17

Navy Pier • Chicago, IL

Government Relations/Global Activities Update

U.S. Counties Fail to Meet EPA PM 2.5 Standards

A recent announcement from the U.S. Environmental Protection Agency (EPA) may result in a significant increase in demand for nonwoven fabric filters. On June 29, the agency announced it has preliminarily designated 243 counties in 21 states (and the District of Columbia) as "nonattainment" areas because they failed to meet the agency's air quality standards governing PM 2.5, or particles smaller than 2.5 microns in diameter.

Now that the preliminary designations have been made, states will have the opportunity to challenge the EPA's findings before the agency finalizes the list of nonattainment areas this November. Those states still appearing on the nonattainment list will have three years to develop a State Implement Plan (SIP) that, among other things, must include enforceable measures for reducing air pollutant emissions leading to the formation of PM 2.5. Once the SIPs have been submitted, states will be required to achieve attainment between 2010 and 2015.

Although the measures adopted to control PM 2.5 will likely vary from state to state, final implementation of this regulation could represent a boon to our industry since EPA has specifically designed fabric filtration devices as a means of meeting the new standards.

CA Bureau Chief Resigns

Lynne Morris, head of the California Bureau of Home Furnishings, abruptly announced her resignation in late April, within days of her scheduled presentation during INDA's IDEA04 show in Miami Beach. When asked for comment on her departure – and its potential impact on California flammability

standards for mattresses and upholstered furniture – staff at the California Bureau informed INDA that:

1) California still intends to begin enforcing its new mattress flammability standard (TB 603) on January 1, 2005.

2) The Bureau still considers development of a "bed clothes" standard (TB 604) to be a priority, and intends to make an announcement with "substantive details" about the new standard in the near future.

3) The Bureau's update of California's upholstered furniture flammability standard (TB 117) has been put on hold.

According to Bureau staff, California intends to work with the U.S. Consumer Product Safety Commission to ensure the swiftest possible development of national upholstered furniture standards under development within CPSC. Until a permanent replacement is identified, Brian Stiger will serve as Acting Chief for the Bureau. Mr. Stiger can be reached by telephone at 916-574-2069.

INDA Hosts Second Reception for Textile Caucus

On the evening of May 19, INDA successfully hosted its second annual reception for members of the U.S. House of Representatives Textile Caucus – an informal group of lawmakers who have textile interests in the Congressional districts they represent. Members of Congress and staff from 11 Congressional offices came to mingle with nearly 30 INDA members and to learn more about the nonwoven fabrics industry. The May 19 reception was part of INDA's Congressional outreach program which kicked off in January 2003, and included a similar reception last June.

With two successful House Textile

Caucus receptions under our belt, INDA's Washington staff is now seeking input on whether our efforts should be altered, beginning next year, to reach an even broader Congressional audience. To that end, we are considering the possibility of expanding the reception to include House members that are not part of the Textile Caucus, or perhaps moving the 2005 event to the Senate. Be sure to keep an eye out for information about next year's reception, which we anticipate will be held in the spring.

In the meantime, INDA continues to advance its effort to conduct one-on-one educational meetings with as many Congressional offices as possible during the 108th session of Congress. Since the last edition of INDA NEWS was published in April, INDA government affairs staff has visited 15 offices, including those of Rep. J.D. Hayworth (AZ-5); Rep. Henry Bonilla (TX-23); Rep. Henry Waxman (CA-30); Rep. Jack Kingston (GA-1); Rep. Harold Ford (TN-9); Rep. Brad Sherman (CA-27); Rep. Nathan Deal (GA-10); Rep. James Langevin (RI-2); Rep. Jeb Hensarling (TX-5); Rep. Jeb Bradley (NH-1); Rep. Jim Gerlach (PA-6); Rep. Jeff Miller (FL-1); Rep. James Walsh (NY-25); Rep. Ileana Ros-Lehtinen (FL-18); and Rep. James Greenwood (PA-8).

As always, INDA welcomes the involvement of our members to help us advance our legislative outreach program, and we encourage you to contact INDA's Washington office if you would like to discuss setting up a meeting with your elected representative or senator.

For more information, contact Peter Mayberry, INDA's Director of Government Affairs at pmayberry@inda.org, or Jessica Franken, jfranken@inda.org. Both can also be reached by phone at 703-538-8805.

INTC 2004 Headed North of the Border

INDA and TAPPI members have partnered to develop INTC and the 2004 event promises to be the best ever. INTC 2004 will be held at the Westin Castle, Toronto, Canada, September 20-23, 2004.

Conference highlights include:

- **INTC 2004 Keynote ...** Robert Balke, Vice President and Chief Marketing Officer at Eastman Chemical Company will provide the keynote speech. Balke will share his experiences with changing the corporate mindset from a product-driven company into a consumer-driven company.
- **Modeling Short Course ...** A four-hour short course delving into the complexities of creating and using computational fluid dynamics in the design and development of fabric production.
- **Product Development Tutorial ...** This four-hour tutorial will cover various aspects of product development. The

areas to be covered include product development methodology, experimental design, intellectual property management and others. Various company representatives will be discussing their real-life experiences in product development.

- **Indoor Air Quality Panel Discussion ...** Indoor Air Quality (IAQ) is a topic of significant interest to the insulation and binders industries. Three IAQ experts will share their knowledge and take audience questions about the role insulation plays in indoor air quality.
- **New Technology Showcase ...** Fifteen companies will be on hand to provide attendees with information about new products, services and technologies available to them. After the Showcase, plan to network with more than 30 corporate and university representatives at the table-top event and reception.

Filtration 2004 International Conference and Exposition Returning To Philadelphia In December

Filtration 2004 will be held December 7-9, 2004 at the Pennsylvania Convention Center, Philadelphia, PA. Filtration end uses will be the focus of INDA's Filtration 2004 conference. End users will be on hand to tell you what they want, expect and need from their filtration products.

Conference Sessions Include:

- Emerging Markets
- Homeland Defense
- Automotive Filtration
- Filtration Media

For more on Filtration 2004, go to the INDA website at www.inda.org.

Bell, Philadelphia Eagles and great Italian Food!!!!

Don't wait too long to reserve your

space. Contact Marilyn Bellinger at mbellinger@inda.org today to make your statement at Filtration 2004.

FILTRATION²⁰⁰⁴

INTERNATIONAL CONFERENCE & EXPOSITION

FILTRATION 2004 Conference discounts are available for members of:

American Filtration & Separations Society
American Institute of Chemical Engineers
EDANA

Filter Manufacturers' Council
Filtration Society of Europe/Asia

GEO-Institute of American Society of Civil Engineers
INDA

Institute of Environmental Sciences and Technology
National Air Filtration Association
Society of Automotive Engineers
TAPPI

Time To Book Booth Space For Filtration 2004

Now that booth assignments have been sent to the many companies that rebooked at Filtration 2003, sales have commenced for Filtration 2004. This year, the World's Largest Filtration Show will return to the Pennsylvania Convention Center in Philadelphia, home of the Liberty

Free Trial of Online Nonwovens Directory Available

INDA is extending an invitation to the nonwovens industry to use the International Nonwovens Directory at no charge for three months. We are confident that once you see the advantages of our directory you will take the opportunity to purchase an annual subscription.

Benefits of the Directory:

- Locate 12,500 buyers and sellers worldwide ... the whole nonwovens chain!
- Find companies by product (More than 500 product category listings)
- Identify companies by geographic location
- Check out the competition
- Develop contacts and mailing lists

Don't miss your chance to see to use the most comprehensive nonwovens directory in the world. Get your login today by contacting Brooke Boyle at bboyle@inda.org. Start enjoying the benefits immediately.

Go Online For Filtration Journal

The latest issue of the FILTRATION JOURNAL is now available online in the members' only section of the INDA website. Here's the url:
http://www.inda.org/members/filtration_journal/index.html

VISION 2005 RETURNING TO NEW ORLEANS IN JANUARY

It's official! The highly anticipated Vision 2005 Consumer Products Conference is returning to its original home in New Orleans, LA. After a successful one-year trip to Las Vegas earlier this year for Vision 2004, Vision 2005 is now set for January 16-19, 2005 at the beautiful Sheraton New Orleans Hotel.

The Vision Committee is hard at

work putting together a world-class program that will focus on all aspects of the global consumer products and nonwovens businesses, including new product development, global challenges, retail opportunities and raw material advances.

Stay tuned for more information or log on to www.inda.org for registration and sponsorship information.

Act Now To Nominate A Product For the 2005 Visionary Award

INDA Accepting 2005 Visionary Award nominations Until September 1

The nomination process has begun for the 2005 Visionary Award, which in its four years of existence has become the most prestigious award in the nonwoven and consumer products industries.

The award, presented by INDA, recognizes consumer end products that utilize nonwoven fabrics or employ nonwoven technology during their manufacturing process. They will be presented as part of the Vision 2005 Consumer Products Conference in January in New Orleans, LA.

INDA will be accepting nominations for the 2005 Visionary Award until September 1. The nominees will then

be reviewed by an INDA selection committee and five finalists will be selected to make presentations at the Vision 2005 Consumer Products Conference. Conference attendees will then vote on the recipient of the award.

Last January at the Vision 2004 Conference in Las Vegas, the Brillo Scrub 'n Toss from Church & Dwight was selected by attendees as the recipient of the 2004 Visionary Award. Other previous winners include FMJ ChemBio for its Civilian Quick Escape Mask (2003) and Procter & Gamble's Swiffer cleaning system in 2002.

The criteria for the 2005 Visionary Award are simple:

1. The finished consumer end product must contain a nonwoven fabric or utilize a nonwoven technology during its manufacturing process.

2. The consumer product has to have been introduced to the trade or to consumers in 2003-2004.

3. The product can not have been selected as a finalist in any previous Visionary Award competition.

Products will be judged on their novel use of nonwovens technology, as well as on their consumer and trade acceptance. Eligible consumer product categories include disposable diapers, feminine hygiene product, adult incontinence products, household wipes and home filters, among others.

Companies can nominate their own products. While any number of products can be nominated, only one product per company will be selected as a finalist.

To nominate a product, email an explanation of the product to Michael Jacobsen, Visionary Awards coordinator, at [mjacobson@inda.org](mailto:mjacobsen@inda.org) or call 201-612-6601 with any questions. For more information on Vision 2005: www.inda.org.

One More Look At IDEAO4 In Miami Beach

A successful expansion into technical textiles, the awarding of the prestigious Achievement Awards and impressive domestic and international attendance were hallmarks of the successful IDEAO4 International Engineered Fabrics Conference and Exposition this spring in Miami Beach, FL.

Attendance at IDEAO4 – held April 27-29, 2004 at the Miami Beach Convention Center – held steady from the previous IDEA show in

2001, also held in Miami Beach. Significant international attendance, particularly from Asia and South America along with the traditional strong attendance from Europe, contributed to attendance of 6000 industry executives. About 2000 were first-time attendees.

There were a total of 370 companies exhibiting in 400,000 square feet in the Miami Beach Convention Center. There were 47 countries represented at IDEAO4.



The INDA booth was certainly a center of attendee and exhibitor activity all week during IDEAO4.

IDEAO4 Achievement Awards Presented To Six Companies

Six companies from around the world were presented with prestigious IDEAO4 Achievement Awards during IDEAO4 recognizing outstanding contributions to the global engineered fabrics industry. The Awards were sponsored by NONWOVENS INDUSTRY magazine and INDA.

The Achievement Awards recognized new product introductions in nonwovens and engineered fabrics since IDEAO1 in 2001. Companies and products were nominated by the

Showing off Sonobond's IDEAO4 Equipment Achievement Award at the company's IDEAO booth is president Janet Devine.



industry late last year and three finalists in each category were voted on through Internet balloting during the month of March.

The recipients were:

- Raw Materials/Fibers – H.B. Fuller: Hydrolock
- Machinery/Equipment – Sonobond Ultrasonics: Ringmaster
- Roll Goods – DelStar Technologies: DelPore Filter Media
- End Use-Short Life – Unilever, Dove Cleansing Pillows
- End Use-Long Life – BBA Fiberweb: Typar House Wrap
- Entrepreneur – Saudi Arabian Advanced Fabrics

"These companies represent the best of the best in motivation for the engineered fabrics industry and it is appropriate that their accomplishments were recognized during IDEAO4, the largest and most important industry event of the year," says Rory Holmes, President of INDA.

"All of the finalists were winners for having made it so far in an extensive nominating process," Holmes adds. "The efforts of all these companies are leading the business of engineered fabrics into the future."

In addition to these six Achievement Awards, an IDEAO4 Lifetime



H.B. Fuller's Sharf Ahmed (far left), Pat Kellogg and Gordon Little accepted the company's Raw Materials IDEAO4 Achievement Award.

Achievement Award was presented to Ted Wirtz, former INDA President. Wirtz retired last year after more than 30 years in different segments of the nonwovens industry.

"I give credit to Ted Wirtz for bringing INDA into the 21st century in terms of technology, business practices, strategic planning and global reach," says former INDA Chairperson Lee Sullivan, of Freudenberg Nonwovens.

IDEAO7 will be held April 24-26, 2007 at the Miami Beach Convention Center, Miami Beach, FL USA. Nominations for the IDEAO7 Achievement Awards will be held during the first half of 2006.

INDA EXECUTIVE COMMITTEE AND BOARD OF DIRECTORS

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Global Vice President, BBA Nonwovens Group

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INDA Staff

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Wayne Black, INDA Legal Counsel, Keller & Heckman

Did you know that ...

... INDA offers both basic and advanced nonwoven training courses?

... INDA's Standard Test Committee is working to harmonize standard tests with EDANA? *(see page 2)*

... technical and marketing research assistance is offered free to members?

... for every dues dollar, your company receives four times in member services? *(It's true!)*

... INDA staff would like to visit your company? Just call us! We are very friendly.

... INDA's website offers a Job Mart to help you find people and seek positions?

... nominations are now being accepted for the prestigious 2005 Visionary Award? *See page 6 for details.*

INDA
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