

INDA NEWS

PUBLISHED BY THE ASSOCIATION OF THE NONWOVEN FABRICS INDUSTRY

WINTER, 2003

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Message From The President

INDA Writes Its 'Blueprint For The Future With An Aggressive Long-Range Plan

INDA has adopted a "blueprint for our future" through a series of steps and processes all aimed at making this plan as clear and ambitious as possible. It is a time-consuming, interesting and extremely necessary process that began last summer, when the INDA staff scheduled a two-day retreat during which we stepped away from everyday activities and focused on the long term.



Out of that retreat came the initial draft of our Strategic Plan, which was then reviewed by the INDA Planning Committee, comprised of members of INDA's Board. The next step was presenting the plan to the Board of Directors for their review and approval, which was given at its November meeting.

It is this document that clearly defines the path forward for our association for the next five years.

One of the key sections of the strategic plan is titled "Critical Factors of Success." These CFS are derived from our membership surveys and input from our active committees, as well as from the Board of Directors. They provide markers as to what is important to our members and, once recognized, become the elements that are used to measure staff performance. The CFS for the 2003 plan are:

- 1. Meetings/Educational Programs**
 - Provide forums for education, business opportunities, and networking.
- 2. Membership Development and Communications**
 - Expand the breadth and depth of INDA membership.
- 3. Government Affairs**
 - Promote and defend the Nonwoven/Engineered Fabrics Industry.
- 4. Information Resources**
 - Be the premiere resource for industry information and statistics.
- 5. Technical Services**
 - Facilitate the exchange of technical information and influence industry standards.
- 6. Global Presence**
 - Promote the growth of the global nonwovens/engineered fabrics business and enable our members to better compete worldwide.

For each of these CFS, specific goals are set for this year consistent with our long-range direction. Using this process of studying the long term and setting specific short-range steps helps make certain the association is focusing on what our members value most.

Another section of our plan takes a forward look at the business environment in the nonwovens industry and can be particularly useful in the planning process of many INDA members. Copies of our complete strategic plan are available by contacting any of our staff.

(Continued on page 4)

Technical Update

As we enter the new year, we can finally catch our breath. The past several months have been hectic in the technical area.

STANDARD TEST METHODS

INDA's STM committee met in early September. We had a special guest, Jean-Luc Wertz, Technical Director of EDANA. He addressed the committee and gave an update of the various standards activities taking place in Europe.

Key to INDA is EDANA's efforts at harmonizing test methods. A special task force is dealing with a review of our recommendations of INDA test methods that could be candidates for harmonization. The task force has recommended accepting four INDA test methods for acceptance as EDANA test methods. This recommendation now goes to EDANA's Technical committee for their acceptance.

Carl Palenske, of Palenske Consulting, reviewed a study he conducted comparing two global tensile tests, ASTM 5035 and ISO/CEN 29073. His results show an excellent correlation between the two methods but also vividly showed the variability in round robin testing. Carl presented his paper at INTC-02. If you would like more details, contact Cos Camelio at ccamelio@inda.org.

INDA STM representatives attended their first meeting of ISO TC38 WG9 that was convened by EDANA. This is the first time that representatives of the two organizations have worked together to prepare standards for the global nonwoven industry.

Finally, the INDA Standard Test Methods book and CD combination are now available for sale. In addition to the CD and book, purchasers receive an updated copy of the Glob-

al Comparisons, which cross references IST with EDANA, ASTM and ISO/CEN.

TECHNICAL ADVISORY BOARD

TAB met for the final time of the year in November. The main thrust of the meeting was to review and revise the strategic plan for the committee. Gary Wilson led this effort. The final plan will be published by the end of the year and will set the direction for the TAB for the next five years.

The TAB also elected Bill Ferry of Exxon Mobil as Vice Chairman. Bill has been a major contributor to the success of the TAB.

INTC CONFERENCE

INTC 02, the technical conference sponsored jointly by INDA and TAPPI, was held in September in Atlanta. Participation exceeded 2001 numbers and the conference program was excellent. Participant feedback has been extremely positive, with many good recommendations that will be incorporated into next year's program. Many thanks to Chairman Norm Lifshutz of Hollingsworth and Vose and Co-Chairs Tom Ryle of Clopay and Michelle Mlynar of Rohm and Haas.

FILTRATION 2002

The Filtration 2002 International Conference and Exposition was held December 3-5 in Washington, DC. Despite six inches of snow, participation in both events was excellent.

This was the first time we presented an advanced tutorial (Filtration 201) in addition to the basic Filtration 101. This was done in response to recommendations made by participants in last year's conference. Both were well attended, which reinforces the need for an advanced tutorial.



We extend our sincere appreciation to Steve Quinn, Filtration 2002 Chairman and President of R.P. Fedder, and to Lutz Bergmann, Filter Media Consulting, along with the rest of the committee (pictured above on Day 1 of Filtration 2002) for putting together an excellent program.

The Committee has also completed a primer on how to pick a filter for your home. This is now on INDA's website as a service to consumers.

OTHER TECHNICAL NEWS

- The Home Furnishings and Bedding Committee and INDA are represented on a task force to help develop the revisions for TB117, flammability standard for upholstered furniture, in California. Steve Ogle and Cos Camelio are representing INDA. The first meeting was held in mid-November in Sacramento. The task force is made up of representatives of several associations and will work closely with state officials to come up with a test that meets the requirement of the state as well as the industry.

- The first Product Development course held jointly by INDA and NCRC was completed in October. This course offered both class study and hands on practical experience on NCRC's state-of-the-art pilot plant at NCSU. Participants were divided into four groups of six and were required to make four fabrics for four different market segments. Feedback has been so positive that the course will be held twice in 2003.

INDA Meetings Update

FOUR NONWOVENS TRAINING COURSES SCHEDULED FOR 2003

Don't miss out on this comprehensive three-day training course. Ed Vaughn, Professor at Clemson University, School of Textiles, will lead attendees in this informative basics class that covers raw materials for nonwovens to web forming/bonding technologies ... and much more.

If you need to learn the ABCs of nonwovens or just need a refresher course, then this is the place to be. Not to mention the fact that attendees will get to tour the Nonwovens Cooperative Research Center's new facility.

Choose from these four dates:

- February 18-20
- May 13-15
- August 12-14
- September 23-25

Register now for the time that will best suit your schedule. Call Jessica Christiano (919) 233-1210 ext. 126.

IDEA 2004 IS TAKING SHAPE ... FAST!

April 27-29, 2004, Miami Beach Convention Center, Miami Beach, Florida — these are definitely dates to remember! The IDEA 2004 Committee is in the process of planning outstanding conference sessions. End-use by end-use, the Committee is geared to make certain that the topics are hot, hot, hot and that the speakers will draw those important end users. The IDEA 2004 Committee is way ahead of the game and incredibly excited about the sessions and topics. Stay tuned for more information as the sessions take shape.

NOT TOO LATE TO REGISTER FOR VISION 2003

The Vision 2003 Consumer Products Conference is all set for January 26-29, 2003 at the New Orleans Marriott Hotel in New Orleans, Louisiana. You might think you are too late to sign up . . . but you are way wrong.

Come on down and sign up on-site. Get into the networking with all the major players and all the top dogs in the industry. Don't let this fabulous opportunity pass you by – there are incredible networking opportunities at every turn. If you let this chance go, you just might get absorbed by the competition.

For more information, call Jessica Christiano at (919) 233-1210 ext. 126 or visit www.inda.org.

NEW NONWOVEN ENHANCEMENTS CONFERENCE TO DEBUT IN JUNE

Something new is on the horizon — the Nonwovens Enhancements Conference, scheduled for June 17-19, 2003 at the North Raleigh Hilton, Raleigh, North Carolina. This

VISION ATTENDEES WILL VOTE ON VISIONARY AWARD RECIPIENT

One of the highlights of the Vision 2003 Consumer Products Conference will be presentations by seven finalists for the prestigious 2003 Visionary Award, presented annually by INDA to recognize recently introduced consumer products that utilize nonwoven fabric technology. Vision 2003 attendees will have the opportunity to select the recipient of the prestigious award among these finalists:

1. CIVILIAN QUICK ESCAPE MASK, FMJ ChemBio, San Diego, CA
2. THERMASILK INTENSIVE CONDITIONING HEAT-ACTIVATED HAIR WRAP, Helene Curtis/Unilever, Chicago, IL
3. HUGGIES SUPREME DIAPERS, Kimberly-Clark, Dallas, TX
4. THE NEAT SHEET, Kimberly-Clark, Dallas, TX
5. THERAPATCH DERMAL PATCHES, LecTec Corporation, Minnetonka, MN
6. THERMACARE, Procter & Gamble, Cincinnati, OH
7. PURO PLEAT & PURO PLEAT ULTRA, Purolator Air Filtration, Henderson, NC

Also scheduled: A presentation by 2002 Visionary Award recipient Procter & Gamble taking a look at its award-winning Swiffer cleaning system one year later.

conference brings new technology to the world of nonwovens in an easy-to-understand format.

INDA has partnered with AATCC (American Association of Textile Chemists and Colorists – RTP, North Carolina) to develop a top-notch conference that will cover coloring and finishing from A to Z.

There will also certainly be many opportunities to network in the midst of all the learning. This conference program is being prepared by industry leaders as well as AATCC and INDA. For more information call (919) 233-1210 ext. 0 or visit www.inda.org.

PRODUCT DEVELOPMENT COURSE IN 2003

Get Hands-on experience in designing nonwovens with the partnership of the Nonwovens Cooperative Research Center at NCSU, Raleigh, North Carolina. INDA and NCRC have developed a hands-on comprehensive nonwovens product development course.

You will learn everything from selecting the proper fiber size to desired properties and processes. This course was held in October 2002 and was a big hit.

This course will be offered twice: June 2-6 and October 6-10. Need more info? Call (919) 233-1210 ext. 0 or visit www.inda.org. Come experiment with us!

Strength In Numbers For New INDA Members

In 2002, many long-time INDA member companies were forced to shelve their INDA membership for a year or two due to major budget cutbacks in their organizations. But taking up the slack was new member recruitment, which was extremely strong in 2002, with more than 35 new companies joining our association.

As an advocate for the industry, it is important that INDA continue to grow its membership. Programs and platforms designed to grow and protect the entire nonwovens industry are much more powerful when there is strength in numbers!

Welcome to these latest INDA member companies who joined us during the fourth quarter of 2002.

BASOFIL FIBERS, LLC
CAROLINA FILTERS, INC.
NSW, LLC
PERCOR MANUFACTURING, INC.
WEB INDUSTRIES, INC.

IDEA 2004 Is Closer Than You Think

The first worldwide mailing of the new IDEA 04 Exhibit Brochure incorporating Technical Textiles has just been completed and countless inquiries on reserving booth space for the expanded expo have already been received!

DOES YOUR COMPANY HAVE A RESERVATION FOR SPACE AT IDEA 2004 YET?

If you have not yet done so, reserve your company's IDEA 04 booth now. Contact Marilyn Bellinger at 919-233-1210 Ext. 118 or mbellinger@inda.org.

Hear the Latest Statistics on Nonwovens! Nonwovens Statistics Seminar 2003

Two Seminars Scheduled • April 17, 2003 • May 29, 2003

INDA Headquarters
Cary, North Carolina

MESSAGE FROM THE PRESIDENT

(Continued from page 1)

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Government Relations Update

INDA LAUNCHES CAPITOL HILL EDUCATIONAL EFFORT

Capitalizing on the recent Republican gains in Congress, and with the endorsement of its Board of Directors, INDA's government affairs staff in Washington, DC has recently expanded its efforts to focus on legislative affairs and is preparing an outreach program intended to introduce our industry to key members of the United States Congress.

Although INDA has had an active regulatory program with government agencies such as the Environmental Protection Agency (EPA) and Consumer Product Safety Commission (CPSC) throughout most of our history, we have generally been less involved in legislative matters. Recent contacts with Bush Administration officials have indicated, however, that Congress is eager to learn more about nonwovens.

To that end, INDA's Washington staff has identified Congressional offices that have INDA members in their districts, and is in the midst of compiling relevant industry information to be disseminated to these elected officials. While we intend to start with these Members of Congress, our overall goal is to make contact with every member of the U.S. Senate and House of Representatives during the 108th Congress. If you or your company is interested in getting involved, please contact Jessica Franken at 703-538-8805 or contact her by email at jfranken@aol.com.

U.S. CALLS FOR WTO MEMBERS TO ELIMINATE MOST TARIFFS BY 2015

On December 3 the United States offered an ambitious proposal to the World Trade Organization that would require all WTO member countries to eliminate tariffs on all virtually all non-agricultural items—including textiles—by the year 2015. If agreed to, the plan stipulates that items which carry a tariff of 5% or less would be reduced to zero between 2005 and 2010, while goods with higher duties would see tariffs to less than 8% by 2010, and then be systematically reduced to zero by 2015. INDA has written to the Office of the United States Trade Representative in support of this proposal.

Since the proposal was announced, however, it has received a mixed reaction. On the domestic front textile groups other than INDA and U.S. apparel manufacturers have said that the plan would harm their industries. Developing countries within the WTO have also complained that adoption of the proposal would deny their nations a significant source of revenue. Many U.S. exporter and industry groups, on the other hand, have expressed support for the plan. INDA, for instance, supports the effort because U.S. duties on nonwoven roll goods were unilaterally eliminated during the most recent round of global trade negotiations and, since then, we have consistently supported the need for our trading partners to do away with their tariffs on these goods as well. INDA, therefore, is encouraging U.S. trade negotiators to vigorously pursue the proposal.

COURT CONSIDERS PROHIBITION OF MEXICAN TRUCKS ON U.S. HIGHWAYS

In what could lead to even greater trouble for those who trade goods between the U.S. and Mexico, the United States Court of Appeals for the Ninth Circuit announced on December 6 that it will consider a request to overturn President Bush's November 27 decision to lift the prohibition on Mexican-domiciled trucks traveling on U.S. highways that has been in place since the mid-1990's.

The Court's ruling came in response to a joint filing made by a coalition of environmental, labor and trucking groups who allege that U.S. rules governing the entry of Mexican trucks that were adopted earlier this year violate the Federal Clean Air Act and the National Environmental Policy Act.

Under NAFTA, commercial trucks and buses from Mexico were supposed to have been given unlimited access by the year 2000, but this was delayed by the Clinton Administration in what has widely been perceived as an effort to appease U.S. labor and transportation interests. So long as Mexican trucks are refused entry to the U.S., Mexico has maintained a reciprocal prohibition. The end result is that cargo moving in either direction must be transferred near the border – a circumstance that adds time and money to U.S./Mexican trade, and will now continue due to this legal challenge. No word is available on an expected decision from the Court of Appeals.

The Winter 2002 issue of the INTERNATIONAL NONWOVENS JOURNAL
is now available on-line at

www.inda.org

INDA Publications Update

HYDROENTANGLING TECHNOLOGY PRIMER NOW OFF-PRESS

This new publication on hydroentangling technology covers everything from the early beginnings of hydroentangling to a breakdown of markets (including worldwide volume and major end markets). Also find out about the performance characteristics derived from this type of technology and the kinds of fabrics used in hydroentangling. And then there are the success stories.

Visit <http://www.inda.org/pubs/hydrotoc.pdf> to view the table of contents and access the ordering form. Questions? Please call Brooke Boyle (919) 233-1210 ext. 120.

INDA'S MEGA-DIRECTORY AVAILABLE

INDA has just published its latest and greatest International Nonwovens Directory, containing more than 12,500 contacts. It is a must-have in your office.

As a bonus, when you order the Directory you receive access to the on-line version, which is continuously updated in real-time. Nowhere else will you get this kind of deal.

Have questions? Feel free to call Brooke Boyle at (919) 233-1210 ext. 120. Visit <http://www.inda.org/pubs/directorypromo.pdf> to get the order form.

CHECK OUT STANDARD TEST METHODS 2002

INDA recently released the latest version of the incredibly popular Standard Test Methods Manual. Want to know about

absorption tests? Binder Properties? Repellency? Tensile? If you order this comprehensive STM 2002 version, not only will you get the hard copy, but you will also receive a CD! For a period of one-year, anyone purchasing the STM Manual will also receive updates to the Standard Test Methods 2002 publication free of charge.

Visit <http://www.inda.org/pubs/tests/stmtoc.pdf> to check out the methods that are available in the STM 2002. Brooke Boyle (919) 233-1210 ext. 120 will be happy to take your questions or your order.

PRE-ORDER THE AIRLAID HANDBOOK!

The Airlaid Handbook is set for a February 2003 publication date. Pre-order now to reserve your copy. The Handbook will contain the history of airlaid, the end markets and the success stories. Call Brooke Boyle (919) 233-1210 ext. 120 to reserve your copy.

MEXICO ANALYSIS COMING SOON

The Mexico Nonwovens Industry Analysis is in the process of being updated and prepared for a March 2003 publication date. This thorough analysis of this very important market for nonwovens covers nonwovens markets, disposables, durables and nonwoven process technologies.

Pre-order now to make certain your copy is reserved and shipped to you as soon as it steps off the press. Call Brooke Boyle (919) 233-1210 ext. 120 to order.

Mark Your Calendar!

**Annual Meeting
2003**

•
May 1-3, 2003

**Harbor Court Hotel
Baltimore, Maryland**

**Network The
Technical Way!**

INTC 2003

•
Sept. 16-18, 2003

**Renaissance Harborplace
Hotel
Baltimore, Maryland**

Filtration 2002 Held In Snowy Nation's Capital Last Month

It was cold and snowy outside but the mood was much warmer in the Washington, DC Convention Center for the Filtration 2002 International Exposition and Conference, held December 3-5.

The early numbers indicate that the 2002 event lived up to its billing as the largest filtration industry event of the year. A total of 128 exhibitors showcased the newest materials, equipment and fabric, and already more than half of the exhibitors have signed up for the Filtration 2003 Expo, to be held next year prior to Thanksgiving on November 18-20 at Navy Pier in Chicago.

A theme of this year's event was the role filter products are playing in everyday personal and business life. Many of the products on display during the two days of the Exposition were designed to protect people from air- or waterborne contaminants.

Note To Filtration 2002 attendees who braved the record cold weather and 6-8 inches of snow in Washington, DC in early December: Exactly one year earlier, the weather was 72 degrees and sunny in our Nation's Capital.



Technology helped move attendees into the exhibit area.

From left: Keynote speaker Kimberly Kelly-Wintenberg, of Atmospheric Glow Technologies (AGT); Day 2 of the DAILY FILTER show daily newspaper, the Pore Man's Guide To Filtration 2002; Making the trip for Filtration 2002 all the way from China were Kang-Jie Yin, Wang Yanxi and Gilliam Lim, of CTNA and ANEX.



Best Booth recipients (from left): First Place, Large Booth (more than 200 sq. feet): BBA Nonwovens – Joe Zazeski and Beverly Kelley accept the award from judge Ron Cox of K-C; First Place, Small Booth: Crane & Co. – Bruce Andrews, Matt Miller and Cathleen Chittenden; Awards judge Mitch McCreary, of BBA Nonwovens (left), presents the award for Best Booth for a First-Time Exhibitor to Evren Yazici (center) and Volkan Ayhan of Mikropor.



INDA Board

Executive Committee

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GM, Freudenberg Nonwovens

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

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

C.K. Wong, *Vice Chairman-Finance*
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William Vogel, President,
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ness Development, Molnlycke Health Care

.....

INDA Staff

Theodore R. Wirtz, President, INDA

Wayne Black, INDA Legal Counsel, Keller
& Heckman

VISION 2003 SET FOR NEW ORLEANS IN JANUARY

Arrangements for INDA's Vision 2003 Consumer Products Conference are complete and members will be excited to learn that the January 2003 conference will focus what is on every consumer product company's mind — the consumer!

With sessions devoted to consumer understanding, marketing and value, Vision 2003 is the one conference you simply should not miss this year. Plus, you get to vote on the recipient of the 2003 Visionary Award! (See story on page 3.)

Vision 2003 is set for January 26-29, 2003 at the New Orleans Marriott Hotel, New Orleans, Louisiana. Mark your calendars!



INDA
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