

INDA's Small Business Newsletter

Covering Issues That Affect You

September 18, 2006

INDA SMALL BUSINESS E-REPORT

Welcome to the INDA Small Business e-Report. This monthly e-publication provides INDA members with insight and advice on operating a successful small business in today's nonwovens industry.

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LAST CALL FOR NOMINATIONS FOR IDEA07 ACHIEVEMENT AWARDS

There are only two weeks left to submit your nominations for the IDEA07 Achievement Awards, and small companies in particular should make sure they are under consideration for these prestigious awards. The deadline is October 15 and all companies are strongly urged to turn in their nominations ... companies can (and should) nominate their own -- or their customer's -- products for these prestigious awards. This is a great opportunity for smaller companies to compete on the same stage as their larger competitors and to gain recognition throughout the nonwovens and engineered fabrics industry.

The IDE07 Achievement Awards – being sponsored for the third consecutive IDEA show by INDA and *Nonwovens Industry* magazine – are designed to award innovation within the nonwovens and engineered fabrics industries. Smaller companies have traditionally played a major role in these awards, winning a number of them at both IDEA01 and IDEA04.

The IDEA07 Achievement Awards will be presented during the Opening Keynote Session at IDEA07, April 24-26, 2007, at the Miami Beach Convention Center in Miami Beach, FL.

All members of the global engineered fabrics industry are eligible for the IDEA07 Achievement Awards. **NOMINATIONS ARE OPEN NOW AND WILL BE ACCEPTED THROUGH OCTOBER 15.** These nominations can be made through a number of outlets, including the INDA website at www.inda.org and through the *Nonwovens Industry* site at www.nonwovens-industry.com. A Selection Committee will then choose three finalists in each category, and in early 2007 members of the industry will have the opportunity to vote on the recipient in each category.

The IDEA07 Achievement Awards will be presented in six categories:

- ☒ IDEA07 Equipment Achievement Award ... Given to the company with the best equipment new product introduction since IDEA04.
- ☒ IDEA07 Roll Goods Achievement Award ... Given to the company with the best roll goods new product introduction since IDEA04.
- ☒ IDEA07 Raw Material Achievement Award ... Given to the company with the best fiber/raw material new product introduction since IDEA04.
- ☒ IDEA07 Short-Life Product Achievement Award ... Presented for the best new disposable product utilizing engineered fabrics introduced since IDEA04.
- ☒ IDEA07 Long-Life Product Achievement Award ... Presented for the best new durable product utilizing engineered fabrics introduced since IDEA04.
- ☒ IDEA07 Entrepreneur Achievement Award, for the company founded since IDEA04 that has made a significant impact on the engineered fabrics industry.

Nominations can be made online at www.inda.org or www.nonwovens-industry.com. Anyone with questions can contact project coordinator Michael Jacobsen at 201-612-6601; [mjacobson@inda.org](mailto:mjacobsen@inda.org).

INDA ON-LINE DIRECTORY AVAILABLE FOR FREE TO MEMBERS

As an additional service to increase communications among companies in the nonwovens and engineered fabrics industry, INDA is now making access to its On-line International Nonwovens Directory free to its members around the world.

The industry's most comprehensive Nonwovens Directory is accessible to all employees of any INDA member company and can be an invaluable research tool for smaller member companies. The On-line International Nonwoven Directory was previously purchased for an annual subscription of \$140 for INDA members. Access will still cost \$200 per year for non-members of the association.

In addition to being accessible at no charge to INDA members, the on-line directory has been revamped with an improved software package, simplifying both the navigation and search functions. Making the on-line resource even more user-friendly, data can now easily be exported into a readable Excel document or in a PDF form.

The On-line Directory allows users to sort by State, Country, Product Listing and more. Updated daily, the Directory includes listings of more than 12,500 buyers and sellers from 65 countries in the entire nonwovens supply chain, as well as more than 500 product listings.

The On-line International Nonwovens Directory can be accessed at INDA's Login Page <https://imisw.inda.org/iMISCM/source/Security/Site-Logon.cfm>. Users log in using their email address and personal password, then click the On-Line Directory button at the top. Users can then make their report selection at the left of the page and from there select searches by country, state, zip and also select an export format.

SMALL BUSINESS TIP: WHERE TO FIND EMOTIONAL HELP

When an entrepreneur or small business owner faces either personal or business problems, he or she often has no place to turn for emotional help. Bankers can help take care of money problems, lawyers can handle the paperwork and accountants can take care of the books, but what does a small business owner do for himself in times of crisis?

An answer may lie in one of the country's many Employee Assistance programs, which for a fee helps small business owners and their workers with family issues, stress and substance abuse. The four listed below (courtesy of Fortune Small Business) cater to small businesses and offer 24-hour hotlines, personal counseling and networks of professionals such as psychiatrists, financial advisors and lawyers.

Your advocate, Rockville, MD (www.youradvocate.com)
Employee Services, Wellsville, NY (www.theeap.com)
Mines & Associates, Littleton, CO (www.minesandassociates.com)
Southwest, Little Rock, AR (www.southwesteap.com)

SMALL BUSINESSES CAN BENEFIT FROM INDA GOVERNMENT AFFAIRS WEBSITE

Smaller companies need a voice in Washington, D.C., but can't afford the investment in their own representatives. That's where INDA and its D.C. offices come to the rescue.

Smaller INDA members will be interested in the information resources offered in the continuously evolving Government Affairs section of the INDA, Association of the Nonwoven Fabrics Industry's website: www.inda.org.

"The Government Affairs section of the INDA website helps explain the workings of the federal and state governments, and how the actions of our legislative, executive and judicial branches of government impact INDA member businesses," according to INDA's Director of Government Affairs Peter Mayberry. "This site provides the timely information our member companies need to help in their business decisions. Basically, we have done the research for our member companies to make it easier for them to navigate the complexities of our government agencies."

One highlight is the area of the Government Affairs Website devoted to describing and updating members on the status of INDA's ongoing Congressional Outreach Initiative, which was launched in 2003 to raise awareness about the nonwoven fabrics industry among critical policy decision makers on Capitol Hill. In addition to listing those Congressional offices that have already been visited by INDA staff and its members, the section also helps provides information about how INDA members can secure appointments with their elected lawmakers.

Among other features included in this "Members Only" site:

- 📄 Internal INDA correspondence dating back to 2004 addressing various public policy matters related to the nonwoven fabrics industry;
- 📄 Previous editions of Nonwovens Industry's "Capitol Comments" column;
- 📄 An archive of INDA Washington's monthly International Trade Bulletin
- 📄 Annual U.S. Import/Export statistics for nonwoven roll goods and other trade related information impacting the nonwoven fabrics industry.

INDA always welcomes input from its members on ways that the Government Affairs Website may be expanded and improved. To provide input or suggestions, please contact Misty Ayers at 919-233-1210, ext. 112, mayers@inda.org; or Peter Mayberry or

Jessica Franken in the INDA Government Affairs office in Washington, D.C. – (703)538-8805; pmayberry@inda.org or jfranken@inda.org.

PERSONAL TIP: HOW MUCH DO YOU NEED TO RETIRE?

You love your small business, but admit it, you look forward to when you can retire and forget your personnel problems and concentrate on whether to go fishing or golfing today. But that takes money. To have an idea of what you will need, here's the accepted formula used by retirement planning experts these days.

- ☞ You will need 70% of your current income to live as well as you do now.
- ☞ By age 65, you should have put away \$25 for every \$1 you expect to spend annually from your savings during retirement.
- ☞ Count on inflation of at least 3%. So what costs you \$50,000 now will cost more than \$67,000 in 10 years, and more than \$90,000 in 20 years. Plan for it.
- ☞ At age 50, you can save an extra \$1000 in your IRA and an extra \$5000 in your 401(k) annually. Do it for 10 years, at an average rate of return of 8%, and you'll be on your way to meeting the above steps.

NEEDLEPUNCH 2006 NEXT MONTH TO FOCUS ON TECHNOLOGY

Any smaller company involved in the host of applications that utilize needlepunch nonwovens will want to attend Needlepunch 2006, a unique three-day conference sponsored by INDA, October 17-19 in Charlotte, N.C.

Technical developments within the needlepunch business, as well as new products and marketing programs, will be covered during the one-of-a-kind event. Speakers will also focus on end-use markets ranging from automotives, filtration and, home furnishings to military, security and wipes.

Among the featured sessions will be talks from current and future executives at Ford Motor Co. and Nissan, a presentation from the U.S. Army Natick Solider Center and an important look at new flammability standards from the U.S. Consumer Product Safety Commission.

For more: www.inda.org.

INDA CALENDAR OF EVENTS 2006-07

2006

📅 INTC 2006, International Nonwovens Technical Conference, September 25-28, 2006
Hilton Americas – Houston, Houston, Texas

📅 Nonwovens Training Course, October 3-5, 2006
INDA Headquarters, Cary, NC

📅 Needlepunch 2006 International Conference, October 17-19, 2006
Hilton Charlotte Center City, Charlotte, NC

📅 Filtration 2006, International Conference & Expo, November 28-30, 2006
Pennsylvania Convention Center, Philadelphia, PA

2007

📅 Annual Meeting 2007 (For INDA Members Only), February 25-27, 2007
Marriott Marco Island Resort, Golf Club & Spa, Marco Island, Florida

📅 IDEA 2007, International Conference & Expo, April 24-26, 2007
Miami Beach Convention Center, Miami Beach, FL

To learn more about any of these meetings, go to www.inda.org.

THAT'S ALL, FOLKS

We would love to hear from you. Just email us at [mjacobson@inda.org](mailto:mjacobsen@inda.org) to let us know how you are getting along.

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INDA Small Business e-Report