



July 10, 2003

VISION News Consumer Products e-Report

Published by INDA, Association of the Nonwoven Fabrics Industry and organizer of the annual Vision Consumer Products Conference.

Welcome to Volume 2, No. 10 of the VISION News Consumer Products e-Report. VISION is sent monthly to executives within the consumer products and nonwovens industries. Vision reviews the news and events of each month in the disposable diaper, adult incontinence, feminine hygiene, household wipes/cleaning products and filtration markets, among other end uses that utilize nonwoven fabrics.

In This Issue:

Time Is Now To Nominate Products For 2004 Visionary Awards

Industry News

K-C Introduces New Kotex Products
Paragon Ruling Upheld; Weyerhaeuser Seeks Immediate Review
Tredegar Closing NC Films Plant
PGI To Cut 30 Jobs At Benson Site
Tufco To Upgrade Wet Wipes Capability
DuPont Acquires Cleanroom Apparel Line
Freudenberg Buys Frisby Comfortemp Brand

Financial Report

Past Discounting Haunts Playtex

International News

P&G Puts Mexican Diaper Market at \$700 Million
Filipino Diaper Firm To Set Up Production Facility
Buckeye's Stac-Pac Patent Reaffirmed In Europe
Concert Names Heredia President
Koster Partners With Parafix

New Product

**Colgate Disposable Dishcloth
Anscott Launches Xpel Protective Technology**

Patent Review

LEAD ARTICLE

TIME IS NOW TO NOMINATE PRODUCTS FOR 2004 VISIONARY AWARDS

The nomination process has begun for the 2004 Visionary Awards, which in its three years of existence have become the most prestigious awards in the nonwoven and consumer products industries.

The awards, presented by INDA, recognize consumer end products that utilize nonwoven fabrics or employ nonwoven technology during their manufacturing process. They will be presented as part of the Vision 2004 Consumer Products Conference, January 25-28, 2004 in Las Vegas.

INDA will be accepting nominations for the 2004 Visionary Awards **until September 1**. The nominees will then reviewed by an INDA selection committee and five finalists will be selected to make presentations at the Vision 2004 Consumer Products Conference. Conference attendees will then vote on the recipient of the award.

Last January at the Vision 2003 Conference in New Orleans, FMJ ChemBio received the 2003 Visionary Award for its Civilian Quick Escape Mask. Procter & Gamble's Swiffer cleaning system received the inaugural Visionary Award in 2002.

The criteria for the 2004 Visionary Awards 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 2002-2003.

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.

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.

The Vision Consumer Products Conference, which attracted more than 500 people to New Orleans in January, is headed to a new location in its third year. INDA announced last month that Vision 2004 will be held in Las Vegas, Nevada at the Mandalay Bay Hotel from January 25-28. For more information on Vision 2004 Consumer Products Conference: www.inda.org.

INDUSTRY NEWS

K-C INTRODUCES NEW KOTEX PRODUCTS

Kimberly-Clark recently unveiled three new feminine hygiene products that will hit store shelves in August. The company also announced improvements across its entire range of Kotex Ultra Thin and Thick pads.

- ✓ Kotex BodyFit Ultra Thin pads allow women to wear their favorite style of underwear, all month long. It has a tapered design at the back of the pad and adjustable wings with strips by Velcro USA Inc. Kotex BodyFit pads incorporate K-C's Leak Lock System, a proprietary technology consisting of new absorbent structures that give the pads a dual-layer design. The pads contain more absorbent material in the center to help prevent leaks.
- ✓ Kotex Ultra Thin Long pads with Wings build on the success of the Kotex Ultra Thin Long pads. Like Kotex BodyFit pads, it features the Leak Lock technology and the added benefit of Wings. K-C is also updating two existing ranges of Kotex products with the Leak Lock System: Kotex Maxi pads and Kotex Ultra Thin pads. The new Leak Lock technology in Kotex Ultra Thin products reduces the chance of leakage by more than 25%. In addition to the Leak Lock technology, Kotex Maxi pads have a new Flexi-Groove channel.
- ✓ Kotex Lightdays Ultra Coverage Purse-Paks liners are billed as the largest size liner available in the category for maximum coverage and protection. K-C is also rolling out improvements to its Kotex Lightdays Purse-Paks liners. Both feature a softer cover and more flexible materials for shape retention; and an improved "Secure Hold" adhesive coverage to help keep the pantliners in place. The products come individually wrapped in five-count pouches that keep the pantliners clean and handy inside a handbag, locker or drawer.

In addition to its new products and improvements, K-C is rolling out new packaging that will help increase everyday usage by getting feminine care products out from under the bathroom sink and onto countertops. Starting this August, Kotex Lightdays pantliners will be available in a new Deco Box, a decorative box with attractive graphics for distinctive tastes. In addition, Kotex Security tampons will be available in a new appealing, 10-count package designed to attract young consumers.

PARAGON RULING UPHELD; WEYERHAEUSER SEEKS IMMEDIATE REVIEW

A U.S. Bankruptcy Court Judge has ruled in favor of Paragon Trade Brands, allowing it to proceed with a trial against Weyerhaeuser to recover damages estimated at more than \$400 million, related to patent-related troubles that ultimately led to Paragon filing bankruptcy in 1999. Judge Margaret Murphy has denied a motion filed by Weyerhaeuser to reconsider a summary judgment issued in favor of the estate of Paragon.

Meanwhile, Weyerhaeuser said that it would seek an immediate review of the decision. In its filing for reconsideration, Weyerhaeuser said Judge Murphy's finding was inconsistent with a ruling by the Federal Circuit Court of Appeals, the court of last resort for most patent cases, holding that Kimberly-Clark's patents do not cover the type of diaper design used by Paragon. Paragon stopped paying royalties to Kimberly-Clark following the Circuit Court ruling.

Review of the decision is discretionary with the U.S. District Court at this stage of the litigation because no damages have been awarded, but Weyerhaeuser will seek an early review because it believes the bankruptcy court's decision on liability is wrong as a matter of law. Weyerhaeuser has consistently maintained the claims brought against it by the bankrupt estate are without merit and will take every step available to defend itself.

A trial is tentatively set for October to determine the amount of damages Paragon is entitled to recover from Weyerhaeuser.

TREDEGAR CLOSING NC FILMS PLANT

Tredegar will close its films plant in New Bern, NC, in mid-2004. The company expects to realize at least \$7 million in annual savings as a result of the plant closing and other cost reduction efforts at corporate and division levels. A key part of Tredegar's strategy in its films business is to provide regional manufacturing capacity for its global customer base. In April, the company announced that it plans to build a new plant in Guangzhou, China, to meet growing demand for its products in Asia.

Upon completion of the New Bern shutdown, which employs 80 people, Tredegar Film Products will have four production facilities in the U.S., two in South America, three in Europe and two in China.

PGI TO CUT 30 JOBS AT BENSON SITE

Polymer Group Inc., which posted a small loss in its first month out of bankruptcy protection, is trimming about 30 jobs at a North Carolina textile plant as it presses ahead with streamlining its U.S. operations. The specialty fabrics maker notified workers at its Benson, NC, facility last month that it is cutting both management and production jobs over the next several weeks. The layoffs represent 15% of the labor force at the 469,000-sq. foot plant.

Earlier last month, the company discontinued a line at its fiber mill in North Little Rock, AK, a move that eliminated 20 positions. At the same time, the company

transferred production from its Guntown, MS plant to other sites, but kept the Mississippi facility open as a distribution center.

Separately, Polymer Group reported a net loss of slightly less than \$1.5 million for March, its first month out of bankruptcy protection. Sales were \$64 million for March and \$133 million for the previous two months, when Polymer Group was still reorganizing. Stacked against the same period last year, total first-quarter revenue increased 3%.

TUFCO TO UPGRADE WET WIPES CAPABILITY

Tufco Technologies will install a wet wipes solution-blending/mixing facility at its plant in Ashwaubenon, WI. The on-site blending equipment will give Tufco the capability to produce a variety of solutions for its wet wipes customers. The new equipment should be operational by the end of the first quarter of 2004.

DUPONT ACQUIRES CLEANROOM APPAREL LINE

DuPont Nonwovens has acquired a nonwoven cleanroom apparel line from White Knight Engineered Products, Charlotte, NC. Included in purchase are bouffant/caps, shoe covers, lab coats, frocks, coveralls and face masks under brand names including DuPont Tyvek, IsoClean and Proclean protective apparel and brands, the Summus garment line for barrier and comfort, the SureStep shoe range and Gripper boot covers, Sierra facemasks and Sontara engineered wiping products.

FREUDENBERG BUYS FRISBY COMFORTEMP BRAND

Freudenberg recently acquired the Comfortemp brand and its C logo from Frisby Technologies. Comfortemp is a line of climate control materials for insulation, home furnishings and linings for apparel and footwear. In July 2001 Freudenberg initially partnered with Frisby to manufacture Comfortemp Nonwovens. Under an agreement made by the two companies, Freudenberg manufactured the nonwoven material while Frisby manufactured and sold it.

FINANCIAL REPORT

PAST DISCOUNTING HAUNTS PLAYTEX

(From various news reports) Playtex recently cited unfavorable growth trends and the impact of the poor weather on certain business categories as reasons for softer than expected results, and blamed discounts in previous quarters that pulled demand forward. "Tampon shipments began to mirror consumption levels in the month of June so it appears that the promotional inventory impact is largely behind us," said Michael Gallagher, Playtex's CEO. "The lower earnings trend resulting from our defensive efforts and near-term shipment levels have necessitated that we amend the terms of our credit agreement."

The consumer products company now expects second-quarter revenue to be 10% lower than the sales of \$201.6 million in the year-ago period. Analysts expect \$199.7 million.

INTERNATIONAL NEWS

P&G PUTS MEXICAN DIAPER MARKET AT \$700 MILLION

Mexicans spend nearly \$700 million annually on disposable diapers each year, said Alejandro Galindo, Corporate Director of Procter & Gamble for Latin America. At the launch of Pampers Total Protect last month, he confirmed that although the figure seems high, it is only half of the total potential sales. "Only 5 billion diapers are sold in Mexico," said Galindo. "It is less than half than we could sell. It is a huge market with an even greater growth potential."

Galindo recalled that during 2002, P&G in Mexico had sales of \$1.5 billion, while exports added \$300 million to that figure. "At global level, Mexico is the second largest subsidiary of P&G in the world outside the United States, behind England," he added.

FILIPINO DIAPER FIRM TO SET UP PRODUCTION FACILITY

A Filipino distributor of baby diapers plans to establish a production facility in the country. Unitrade Merchandise Inc. Managing Director Ferdinand Adriano said the company expects to reach P3 billion (\$56 million) in sales this year. Adriano said while other industries have floundered and reflected negative growth in the Philippine market, the baby diaper business has grown into a P7 to P8 billion industry shared by over 10 major players.

The two major players in the local market are Procter & Gamble and Kimberly-Clark. The other Filipino diaper distributor in the country is Fiberline. Unitrade and sister company East Valley Enterprises that now sell baby Pro-kids and EQ. They are also distributing feminine protection Charmee, nursery baby wipes, nephia facial tissues and adult diapers such as Dr. P. and Caress.

"We are a very strong number two market player and we expect to become number one next year," Adriano said. Prokids, which cater to the high-end market, now provides air ventilation and extra cool comfort, soft cottony magic tape, soft foam waistband and wetness indicator.

BUCKEYE'S STAC-PAC PATENT REAFFIRMED IN EUROPE

Buckeye Technologies announced last month that the Opposition Division of the European Patent Office (EPO) reaffirmed the validity of Buckeye's Stac-Pac European Patent 0 910 542 B1. The EPO rejected the oppositions by Concert GmbH and others, reaffirming the European Patent's validity in its entirety. While this decision is appealable, Buckeye is confident that the EPO Board of Appeal will also confirm its validity.

Stac-Pac is a system for folding and packaging high-loft nonwoven materials into compressed rectangular units or bales. This patented packaging system offers Buckeye's customers significant reductions in freight and storage costs as the compressed bales nest more compactly than rolls in trucks and containers. Stac-Pac packaging also allows the efficient supply of extremely narrow widths and enables

Buckeye's customers to feed high-speed feminine hygiene and diaper production lines with an uninterrupted flow of materials.

CONCERT NAMES HEREDIA AS PRESIDENT

Concert Industries has appointed Raoul F.J. Heredia president. Heredia, previously CFO of Peerless Carpet, Canada's largest carpet manufacturer, assumes overall responsibility for Concert's worldwide operations from Dieter Peter, who will retain his functions with Concert Industries as Chairman of the Board. Peter will continue to be actively involved in the development of Concert Industries with its customers and suppliers, and will work closely with Heredia.

KOESTER PARTNERS WITH PARAFIX

From Nonwovens Industry: Koester GmbH, Altendorf, Germany, and Parafix, Valinhos, Brazil, are cooperating to produce and distribute adhesive and mechanical closure systems for baby and adult diapers and double-sided adhesive tapes for feminine hygiene and medical operating room drapes. Both companies have supported each other in the promotion and sale of their products in their respective markets. Koester distributes Parafix's products, namely adhesive diaper tapes, worldwide under the Koester brand name, with the exception of Latin America where the tapes will keep the Parafix name. Parafix will act as a sales agent for Koester products in Latin America.

NEW PRODUCT

COLGATE DISPOSABLE DISHCLOTH

Colgate-Palmolive has introduced Palmolive Dishwipes, disposable cloth-like wipes that give consumers a simpler, cleaner way to wash their dishes. To wash dishes, the cloth only has to be treated with water to the wipes, which are pretreated with Palmolive dish liquid. Each wipe is designed to wash an entire load of dishes. Packaged in a plastic tub, the wipes come in two fragrances, original and lemon grove. One 20-count package will retail for \$3.49 when the wipes hit store shelves in August.

ANSCOTT LAUNCHES XPEL PROTECTIVE TECHNOLOGY

Anscott Industries has launched its Xpel Fabric Protector, an aqueous fluoropolymer treatment that forms a protective shield around fibers and fabrics giving them repellency against oil and water stains. This protective coating allows fabric to breathe rather than clogging up the spaces of the weave.

Xpel Fabric Protector can be applied to reusable materials for clothing, diapers, gowns, scrubs and other material supplies for hospitals, nursing homes, clinics, dental and physician offices. Xpel Fabric Protector opens new markets such as hotels for Anscott, with applications for non-apparel items including table cloths, blankets, bed spreads, comforters, mattress covers, drapes, upholstery, flags, tents, awnings and even sails for boats.

PATENT REVIEW

Method for creping nonwoven webs

Pub. Number WO 2003054269

Appl. Data US 0213344 2002 04 26

Applicant: Kimberly-Clark

Inventors: SAYOVITZ, John, Joseph; SUDDUTH, Gregory, Todd; EDMUNDSON, Charles, Edward; WELCH, Howard, Martin; CAMPBELL, Stephen, Michael; TAKKEN, Wendy, Marie; MORGAN, James, Randall; EVERHART, Cherie, Hartman; HADLEY, Jason, Douglas; SHAWVER, Susan, Elaine

Abstract The present invention provides a method for creping a nonwoven web using a hot melt adhesive as the creping adhesive. As a second aspect of the present invention, an internal adhesive is added to the polymers used to produce the nonwoven web during the nonwoven web forming process and this internal adhesive adheres the nonwoven web to the creping roll. Using the processes of the present invention, more energy efficient methods are provided for creping nonwoven webs. The creped nonwoven webs of the present invention are useful in a wide variety of application including as wipes, liners, transfer or surge layers, outercovers, other fluid handling materials and looped attachment materials for hook and loop fasteners.

Highly efficient absorbent article for use with menstrual

Patent Number: 6582411

Issue Date: 2003 06 24

Assignee: Procter & Gamble

Inventors: Carstens, Jerry Edward; Hines, Letha Margie; Ahr, Nicholas Albert; Farris, Diane Dunn; Redwine, Nona Jane; Schmitz, Deborah Catherine; Alvis, Cynthia Lee; Noel, John Richard; McFall, Ronald Ray; Osborn, III, Thomas Ward

Abstract: Highly efficient absorbent articles for wearing by a human female such as sanitary napkins, panty liners, and adult incontinence pads. In use, the absorbent articles preferably maintain contact with and cover at least a portion of the inside surfaces of the wearer's labia, the exterior surfaces of the wearer's labia, and the supporting garment. The absorbent articles are highly flexible, having flexure resistance of less than or equal to about 100 grams. The absorbent articles may be flat or cup-shaped.

Disposable wearing article with tape fastener

Pub. Number: WO 2003051263

Appl. Data: JP 0213195 2002 12 17

Applicant: Uni-Charm

Inventors: ITO, Kyoko; SAITO, Kyota

Abstract: A disposable wearing article, such as a disposable diaper, has a first surface opposed to the skin of the article wearer, and a second surface opposed to the clothing. The second surface has a tape fastener attached thereto. The tape that forms the fastener is folded so that it is expandable in the lengthwise direction, and has a first tape positioned in the upper region and a second tape positioned below the first tape. The first tape has a free end and a first end that are lengthwise

opposed to each other, and a adhesive agent is applied to the inner surface so that the first tape is releasably bonded to the second tape. The second tape has a fixed end unreleasably bonded to the second surface, and a second end lengthwise opposed thereto and connected to the first end of the first tape. The first end of the first tape has an extending portion extending beyond he second end of the second tape, the extending portion being releasably bonded to the surface of the second tape.

Tampon, in particular for feminine hygiene or medical

Pub. Number: WO 2003051257

Appl. Data: EP 0214346 2002 12 16

Applicant: Johnson & Johnson GmbH

Inventors: O'DONNELL, Kathleen; HENGESBERGER, Corinna; GROVER, Rajiv

Abstract: The invention refers to a tampon, in particular for feminine hygiene or medical purposes, comprising at least one piece of uncompressed or partially compressed absorbent material, wherein said tampon is flexible and substantially flat or sheet-like at least in its center part and is drapeable around a finger using the stiffness of the finger to aid insertion.

THAT'S ALL FOR THIS MONTH

The next issue of the Vision Consumer Products e-Report from INDA will be sent August 11. In the meantime, feel free to contact editor Michael Jacobsen at 201-612-6601 or email at [mjacobson@inda.org](mailto:mjacobsen@inda.org).

If you do not wish to continue receiving this email newsletter, please respond to mayers@inda.org and you will be removed from the list.