

FROM THE OFFICE OF DAVID E. ROUSSE

If you're in the world of nonwovens, it makes sense for you to be an INDA member. Our organization brings you exactly what you need to stay ahead in this exciting industry.

As a member of INDA, you'll experience educational events that are laser-focused on topics and details specific to nonwovens. Just look at some of the events we hold: The WIPES Academy; the Elementary, the new Intermediate and the new Advanced Series of Nonwovens Training Courses, and the Nonwoven Filter Media Training Course. Where else can you access classes that are so relevant to your business?

INDA's conferences and expositions bring together nonwovens experts and associates from across the world. There is no better place to exchange ideas, meet professional peers, and become immersed in the happenings of our industry.

INDA is also an advocate for nonwovens in Washington, DC. We're helping create test methods on topics such as flushability. And we're keeping our members in touch with developments as they happen, with news-driven communications and informative web resources.

INDA provides monthly, quarterly, and annual statistical reports on pricing, the economy, and capacity utilization for members with additional reports for purchase that are discounted for members.

Please read through the information in this folder to learn more about membership in INDA. Find out what we can do for your organization and your business. Then, call or email us about membership. Be a part of the association that's taking nonwovens to new places.

Sincerely,



Dave Rousse

President

› CONFERENCES AND EXPOSITIONS

INDA members are part of a well-run operation. Our association continues to operate efficiently and our activities are well attended, thereby reducing the need to increase dues. In fact, our association dues are only about 26% of INDA's annual operating budget; a very low reliance on dues for a manufacturing company association. This is because INDA generates non-dues revenue from conferences, expositions, and publications that provide value and are therefore supported.

Our world-class conferences and expositions bring the nonwovens industry together for new opportunities. These events include:

- › IDEA® International Engineered Fabrics Conference & Exposition
- › RISE® (Research, Innovation & Science for Engineered Fabrics Conference)
- › WOW (World of Wipes® International Conference)
- › CAB™ (Converting and Bonding Conference)
- › FILTRATION® International Conference & Exposition
- › The INSIGHT + VISION® Conference - Dedicated to Absorbent Hygiene and Personal Care Markets

INDA EXPOSITIONS ARE AN EXCELLENT WAY OF SOURCING PRODUCTS AND MINIMIZING BUSINESS TRAVEL.

At these events, exhibiting companies reach qualified buyers for products, meeting them all in one place at one time. They are also the ideal place to launch new products and gain international attention and press coverage. Here, attendees can touch, see, and feel the latest cutting-edge nonwoven innovations, whether it is in roll goods, machinery, raw materials, or other related markets.

INDA events are the place to meet face-to-face with nonwoven professionals, take advantage of advanced educational opportunities, **expand your professional network, broaden business options** with new ideas, get inspiration, improve operations and products, build partnerships and new relationships, and keep **abreast with the latest technology trends and advancements.**

INDA MOBILE APP

Now, you can stay abreast of INDA's activities on your smartphone and tablet for multi-event engagement all year long.

- › Receive the latest INDA news announcements directly from INDA
- › Download conference agendas, information on exhibitors and speakers, programs, and directories of all members with contact information
- › Save time on the conference floor

The INDA mobile app will be your go-to source for conferences. The app provides event-goers with a map that details where sessions are located. Attendees can also use the app to build and personalize their own event schedule.

Download the new app to your mobile device via iTunes App Store or Google Play.

INDA.org: YOUR SITE FOR SUCCESS.

INDA's website provides a wealth of information to members. It has up-to-the-minute listing of events, INDA news items, and the ability to register for all activities and purchase any reports.

Member News is an area of the INDA website exclusively for members of INDA. Its sole purpose is for **members to share their press releases with the nonwovens industry.** You may submit your news electronically via the INDA website.

INDA: YOUR SOURCE FOR INDUSTRY CONNECTIONS.

INDA is continuously providing members with connections to resources they need - from employee/management talent to technical resources to suppliers - to assist members in their day-to-day operations and long-term goal achievement. One call can connect you to the world of nonwovens.

› TRAINING & EDUCATION

INDA is renowned for its educational opportunities. Whether it's a conference, exposition, or a training course, this international association provides the educational platforms aimed to make professionals and their organizations more successful. Discounted rates are available to members on all conferences, expositions, and training courses.

For research on a particular subject, INDA's website provides subject matter presented at INDA's past conferences and in the *Journal of Engineered Fibers and Fabrics*. Visit the abstract portion of the INDA website (<http://www.inda.org/store/abstract-search/>) to complete a search. Presentations and articles that were given on a keyword, subject, individual, or company are displayed. Choose the articles you like and contact the INDA office for the article. Members of INDA are able to secure any article free of charge, while non-members are required to pay a set fee for each article.

INDA and North Carolina State University's Nonwovens Institute (NWI) jointly organize a portfolio of six nonwovens short courses for you and your organization's training needs with **The Professional Development Series**. This portfolio harmonizes and unifies each organization's separate nonwoven training courses into a single series, starting with the nonwoven's basics, increasing to intermediate and capping with an advanced series on product development, nanofibers and microfibers, fabric property development, and spunbond and meltblown technology. The series gives industry professionals targeted and flexible short course opportunities to gain knowledge in the field of nonwovens and advance career development goals.

In addition, INDA offers a **Nonwoven Filter Media Training Course** and the **WIPES Academy**.

- › **The Elementary Nonwovens Training** is designed for professionals who are new to nonwovens. Attendees get the basics about nonwovens in simple, clear, concise language, as they learn about processes, attributes, uses, and trends to understand their organization's nonwovens products and marketplace.
- › **The Intermediate Nonwovens Training** is designed for industry professionals familiar with nonwovens or those with a more technical background. This 3.5-day course combines INDA's Advanced Course with elements of NWI's Introduction to Nonwoven Products & Processes. It includes sessions at INDA's office in Cary, NC, and at NWI's state-of-the-art pilot lines and analytical characterization labs at the NC State University campus in nearby Raleigh, NC. Both INDA's and NWI's instructors and guest speakers contribute to the course's educational content.
- › **The Advanced Series:** Created for industry participants looking for deeper knowledge in specific nonwoven areas, the Advanced Series is held at the NWI at NC State University and is taught by NWI instructors. This series consists of 3.5-day courses in **Fabric Property Development and Characterization, Introduction to Spunbond and Meltblown Technology, and Nonwoven Nanofiber and Microfiber Fundamentals and Applications**. There will also be a 5-day **Capstone Course on Nonwoven Product Development** led by NWI instructors.
- › **The Nonwoven Filter Media Training Course** is designed for professionals who want to learn more about the development, testing, and application of nonwovens in filtration. Air and liquid filter media, along with nanotechnologies, are covered in this complete course.
- › **The WIPES Academy** is specifically for the wipes industry. Developed at the request of members, the WIPES Academy presents the latest information on wipe technology, from substrates to packaging, for those interested in an advanced and fresh understanding of wipes manufacturing.

INDA offers a broad spectrum of **handbooks, primers, and videos** as tools to succeed in the world of nonwovens. Several of these publications are complimentary to INDA members and are available on the Members' Only section of the INDA website.

➤ GLOBALIZATION

Part of INDA's global outreach effort is to advance partnerships with like-minded associations and organizations. INDA has multiple programs and alliances that extend the organization's reach and enhance member and industry access to international markets. Below are some of the global activities and cooperative efforts in which INDA has played a significant and prominent role.

Europe: INDA and EDANA, the European nonwovens association, have worked together on numerous projects to benefit their respective members and the nonwovens industry for decades. Joint projects include:

- › The OUTLOOK™ Plus Latin America conference, which is focused on absorbent hygiene and durable nonwoven applications in the growing and dynamic South American region
- › Worldwide nonwovens outlook market research and statistics
- › Harmonized test methods
- › Transatlantic trade and investment (to eliminate European import tariffs)
- › Support for our respective global nonwoven trade shows

China: The alliance between INDA and the China Nonwovens and Industrial Textiles Association (CNITA) establishes a structure for various activities, benefitting nonwovens companies who are looking to do business - or already are doing business - in China. Two such activities were the China International Nonwovens Conference, which INDA co-organized with CNITA, and the Asia-Pacific Nonwovens Symposium, which both entities sponsored. These two events provided INDA members and the industry a unique opportunity to learn more about Chinese market drivers and technological advancements developing in this vibrant region.

Harmonized Test Methods: The harmonization of test methods on a global scale is of critical interest to INDA members and the nonwovens industry in general. Nonwoven test methods can vary from region to region. INDA works with global organizations to harmonize test methods, so nonwoven manufacturers will be able to sell one product into a market instead of multiple versions of the same product depending upon the requirements of each region. INDA works with ISO (International Standards Organization), ASTM (Association of Standard Test Methods), and EDANA to ensure that more and more test methods are the same for every region. The next edition is scheduled to publish in early 2015.

Training Courses: INDA is renowned for its training courses. We're committed to enhancing nonwoven professionals' knowledge base, so they have more business options both professionally and personally. INDA feels strongly that the need for knowledge is global in scale, and we strive to make training just as robust in other countries as it is in the United States. Our Elementary Nonwovens Training Course has been licensed to a representative in India to instruct the next generation of nonwoven professionals in the basics of nonwovens from A to Z. INDA has also brought the Intermediate Nonwovens Training Course to China to educate their nonwoven professionals in the industry's production processes and materials.

➤ ADVOCACY FOR THE NONWOVENS INDUSTRY

To give you and your organization a presence in the nation's capital, INDA employs a full-time representative in Washington, DC. Jessica Franken is INDA's Director of Government Affairs. Franken serves as an appointed advisor to the U.S. Department of Commerce's Industry Trade Advisory Committee on Textiles and Clothing (ITAC-13). She is also active in a number of textile industry and general business coalitions and is a frequent speaker at various industry events on governmental issues. Franken is supported by INDA's Associate Director of Government Affairs Dawnee Giammittorio. Giammittorio has worked in private law firms in the Washington, DC, area with a specialty in corporate litigation. Collectively, the pair has more than two decades of professional government relations and public policy experience.

Franken and Giammittorio author the *INDA Washington Alert* newsletter. This monthly newsletter keeps members around the world informed on legislative and regulatory activities that impact their business. Topics range from recent and proposed legislation, to review and analysis of regulations, and other U.S. and world policy issues. This newsletter is available via email and in the Members' Only section of the INDA website.

Franken and Giammittorio also write a monthly feature for *Nonwovens Industry* magazine. The feature, entitled *Capitol Comments*, provides insightful, relevant commentary on the most recent activity in (and often outside of) Washington, DC. *Capitol Comments* is also available in the Members' Only section of the INDA website.

INDA on the Issues is an exclusive feature in the Members' Only section of the INDA website. In this online column, INDA's Washington representatives detail government affairs issues impacting the domestic and global operations of INDA member companies. Here, you can access regular updates and expert analysis provided by INDA's Washington, DC office through valuable links to legislative and regulatory resources. Also provided are details on INDA's positions regarding current affairs and the association's actions to date on a range of topics including environmental issues, human resources, taxes, international trade, healthcare/medical, and product safety policy.

INDA Members may contact Jessica Franken directly with any questions, concerns, or general inquiries at jfranken@inda.org

➤ PRODUCT STEWARDSHIP AND MARKET OVERSIGHT

INDA protects markets that are important to its members by representing the industry on critical regulatory, product performance, and safety issues. By providing a unified voice, INDA manages and helps resolve issues that may arise from external forces.

For example, we're currently helping our members overcome regulatory challenges by providing **clear industry guidelines on flushability**.

- › The first Flushability Guidance Document was issued in 2008. This is a “living document” that is revised as various stakeholders continue to clarify their needs through constructive engagement among the groups.
- › Technical experts from INDA member companies and wastewater association representatives continue to work together to develop the definition of flushability, technical assessments, and test methods to determine flushability.
- › **INDA's overarching goal is to reduce the amount of non-flushable material in the wastewater stream.** Therefore, it's important that products that are likely to be flushed, though not designed to be, and products that do not meet these guidelines are labeled “Do Not Flush”. To assist in the reduction of non-flushable materials in the wastewater stream, INDA has developed a voluntary Code of Practice document, which includes a “Do Not Flush” logo for companies to use on product packaging. Clear communication on packaging will help educate consumers on the proper disposal route for products, and will help prevent costly problems at home and at wastewater treatment facilities.

INDA also provides thought leadership to the industry in critical Product Stewardship areas such as **product safety, sustainability, social issues, chemical regulations, and product standards**. These issues need to be addressed to prevent regulations and legislation at the state or federal level and to protect INDA's members. For example, INDA served as a catalyst to advance the completion of the Environmental Protection Agency's long-awaited (30-year) solvent-contaminated industrial Wiper Rule.

➤ RECOGNITION OF EXCELLENCE

INDA promotes and honors excellence and performance in our industry on a personal, professional, and corporate level via multiple avenues.

The INDA Hall of Fame features the recipients of the annual Lifetime Technical Achievement and Lifetime Service Awards, and the triennial INDA Lifetime Achievement Award.

The annual **Lifetime Technical Achievement Award** is based on nominations received from the industry, member companies, and other interested stakeholders. INDA's Technical Advisory Board votes with the selection criterion that includes nonwoven technology involvement, INDA membership, and at least 20 years of industry service based on advancing the technology of the industry, culminating with commercial successes.

The annual **Lifetime Service Award** is given to individuals who have a long established record of service to INDA, specifically, and the nonwovens industry as a whole. Basic requirements include 20 years of service in nonwoven related functions, and he/she must be a current or retired INDA member in good standing and possess a record of participation in INDA activities.

The triennial **INDA Lifetime Achievement Award** is presented to an individual who has contributed to the advancement of the nonwovens industry for at least 20 years. The award is announced every three years at the IDEA show.

➤ THOUGHT LEADERSHIP

INDA is the ultimate source for business and market intelligence, keeping members aware of drivers of change, insights, disruptors, threats, and analysis in the nonwovens industry.

INDA's **market research and trend reports are trusted around the world** for their accuracy and reliability. The insightful information provided in these reports helps companies strategize and grow business on an international scale. In addition, INDA publishes global **harmonized test methods** and **flushability guidelines** to address the needs of nonwoven R&D professionals and other stakeholders.

INDA's **Annual Meeting & Leadership Conference** calls together our members' senior leadership, giving them the opportunity to meet key executives in one location at one time. INDA actively seeks senior leadership from members to serve on its Board of Directors, ensuring that our priorities meet the needs of member companies.

INDA members enjoy a unique networking opportunity - participation in **INDA Committees**. Committees provide a platform for INDA members to network with their peers on an informal basis, shaping the direction and scope of INDA events, harmonized test methods, and key issues facing the nonwovens industry. Committee opportunities include those in Product Stewardship, Industry Service, and Event Conference Planning.