

ASPI NEWS

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Fall 2015 Customer Alignment Meeting with Georgia-Pacific

Georgia-Pacific will be the eighth customer host of ASPI's Customer Alignment Initiative (CAI), which was launched in 2007 to assist suppliers in aligning their procedures and products with the evolving needs and requirements of their customers.



Customer Alignment meetings give ASPI members an excellent opportunity to network with their customer's senior executives. With a program focused around strategic directives, discussions go beyond day-to-day issues and provide a better understanding of broader customer issues and priorities.

The Program

Georgia-Pacific has requested an expanded program format for the Customer Alignment Meeting, extending the presentation time to a day and a half. **Jim Hannan**, CEO and President, Georgia-Pacific, will kick-off the meeting by giving an overview of Koch Industries and Georgia-Pacific. Hannan has served as CEO and President since 2007. Prior to his current role, Hannan served as President and Chief Operating Office (2006-2007), and Executive Vice President (2006).



Jim Hannan

Prior to 2006, Hannan held executive leadership positions with INVISTA Intermediates, Koch Mineral, Homestake Mining Company, and Pegasus Gold.

The Market Based Management® philosophy is “the engine that powers Georgia-Pacific.” It is a management approach that integrates theory and practice. The Fall Program includes an extended 60-minute session that will provide an overview of the principles and framework of MBM®

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Fall 2015 Customer Alignment Meeting

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and how suppliers need to embrace these principles.

Following a networking lunch at the Ritz, **Kathy Walters**, Executive Vice President – Consumer Products Group for Georgia-Pacific, will provide an overview and update of the Consumer Products Group. Walters has held her current position since 2007. Previously she was Group President of US Retail Tissue and International Consumer Products, as well as President – North American Commercial Business. Prior to joining Georgia-Pacific in 2004, Walters was President and CEO for Sappi Fine Paper North America (2002-2004), President, Away From Home Europe – Kimberly-Clark (1998-2002) and held additional various executive leadership positions within Kimberly-Clark and Scott Paper Company.



Kathy Walters

Christian Fischer, Executive Vice President—Packaging Segment, Georgia-Pacific, will then follow to give an overview and industry update of Georgia-Pacific's Packaging and Cellulose businesses. Fischer has served in his current position since 2007. Previously, Fischer was Group President-Packaging (2006-2007), Senior Vice President, Packaging Sales and Logistics (2003-2006) and

held other leadership positions in Containerboard and Market Pulp Sales.



Christian Fischer

The program will then open up for a **Question & Answers** session. Scheduled for 90 minutes, this session will offer ample opportunity for suppliers to ask questions and get additional feedback on Georgia-Pacific's businesses and MBM® program. A networking dinner and reception will follow in the evening at the Ritz-Carlton Hotel.

The second day of the program kicks off with an **Operations Leader Panel Discussion**. **Paul Frederickson**, Senior Vice President – Consumer Products Group, Georgia-Pacific, and **Michael Tuchalski**, Senior Vice President – Containerboard and Cellulose Operations, Georgia-Pacific, will lead this session of the program.

Paul Frederickson has served in his current position since 2013. Previously, he served as Senior Vice President – North American Consumer Products Manufacturing (2007-2013) and Senior Vice President – North American Consumer Products, Commercial Manufacturing (2005-2007). From 2004-2005, Frederickson served as

Senior Vice President – Strategic Planning and Development, and from 2001-2004, he served as Senior Vice President – Operations Support. Prior to joining Georgia-Pacific in 2001, Frederickson held senior leadership positions with James River.

Michael Tuchalski has served in his current position since 2009. From 2000-2008, He served as Vice President – Engineering, Technology and Manufacturing Services (Atlanta and Green Bay). Prior to joining Georgia-Pacific in 2000, Tuchalski held senior leadership positions with Fort James Corporation, Fort Howard Corporation, and Procter & Gamble.



Michael Tuchalski

After a break, attendees will hear a **Strategic Sourcing Perspective** from **Michael Adams**, Senior Vice President, Sourcing, Georgia-Pacific, and **Kevin Heath**, Vice President - Strategic Sourcing, Georgia-Pacific. **Michael Adams** has held his current position since 2009. Previously, Adams was President, Containerboard and Kraft (2007-2009), Vice-President, Packaging,

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Fall 2015 Customer Alignment Meeting

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Michael Adams

Sales, Marketing and Logistics (2005-2007), and held additional executive leadership positions with Color-Box and Supply Chain Services.

Kevin Heath, Vice President - Strategic Sourcing, Georgia-Pacific, has served in his current

position since 2005 with increasing responsibility. From 1996-2005, Heath held the role of Engineering and Maintenance Leader across several GP locations. Prior to joining Georgia-Pacific, Heath held senior leadership positions with Mead Publishing Paper and Lemforder Automotive Engineering & Design. The final presenter in the GP portion of the program will be **Tyler Woolson** – Senior Vice President, Chief Financial Officer, Georgia-Pacific. Woolson will provide an Economic Outlook. Woolson has served in his current position since 2006. From 2005-2006, he served as Senior Vice President – Strategy and



Tyler Woolson

Finance, Treasure. From 1996-2002, Woolson served as Vice President – Strategy. Woolson has also held senior leadership positions at Consolidated Container, Finegan & Gressle, Towers Perrin, and Stern Stewart & Co.

ASPI 2015 Fall Customer Alignment Meeting with Georgia-Pacific Georgia-Pacific Headquarters – Atlanta, Georgia October 12-14, 2015

Preliminary Agenda

Monday, October 12, 2015

3:30 – 5:30 PM ASPI Board of Directors Meeting (Invitation only)

6:30 – 9:30 PM **Georgia Aquarium** - all attendees, GP speakers and GP guests welcome

6:30 – 7:30 PM Reception

7:30 – 9:30 PM Welcome Dinner

Location

Georgia Aquarium

Tuesday, October 13, 2015

7:00 – 8:00 AM Continental Breakfast - all attendees, GP speakers and GP guests welcome

8:00 – 8:30 AM President’s Welcome and Self-Introductions

8:30 – 9:00 AM **Koch and GP Overview**

9:00 – 9:30 AM Break (Reception Area)

9:30 – 11:30 AM **MBM® Overview** (speaker to be announced)

11:30 – 1:00 PM Lunch

Location

Ritz-Carlton Ballroom

Georgia-Pacific Auditorium

Ritz-Carlton Ballroom

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Fall 2015 Customer Alignment Meeting

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1:00 – 2:30 PM	Consumer Products – Overview & Industry Update Kathleen Walters, Executive V.P. - Packaging Segment; Georgia-Pacific	Georgia-Pacific Auditorium
2:30 – 3:00 PM	Break (Reception Area)	
<i>(continued) Tuesday, October 13, 2015</i>		<i>Location</i>
3:00 – 4:30 PM	Packaging and Cellulose – Overview & Industry Update Christian Fischer, Executive V.P. - Packaging Segment; Georgia-Pacific	
4:30 – 5:00 PM	Questions & Answers	
7:00 – 10:00 PM	Ritz-Carlton	Ritz-Carlton Ballroom
7:00 – 8:00 PM	Reception	
8:00 – 10:00 PM	Dinner	
<i>Wednesday, October 14, 2015</i>		<i>Location</i>
7:00 – 8:00 AM	Continental Breakfast - all attendees, GP speakers and GP guests welcome	Ritz-Carlton Ballroom
8:00 – 9:30 AM	Operations Leader Panel Discussion Paul Frederickson, Senior V.P. - Consumer Group; Georgia-Pacific Michael Tuchalski, Senior V.P. - Containterboard & Cellulose Operations; Georgia-Pacific	
9:30 – 10:00 AM	Break (Reception Area)	Georgia-Pacific Auditorium
10:00 – 11:30 AM	Strategic Sourcing Perspective Michael Adams, Senior V.P. - Sourcing; Georgia-Pacific Kevin Heath, V.P. Strategic Sourcing; Georgia-Pacific	
11:30 – 1:00 PM	Lunch	Ritz-Carlton Ballroom
1:00 – 2:30 PM	Economic Outlook Tyler Woolson, Senior V.P. - Chief Financial Officer; Georgia-Pacific	Georgia-Pacific Auditorium
2:30 – 3:00 PM	Break (Reception Area)	
3:00 – 3:30 PM	ASPI Business Meeting	
3:00 – 4:30 PM	ASPI Board of Directors Meeting (invitation only)	

Monday's Reception & Dinner at the Georgia Aquarium

ASPI is pleased to host the opening reception and dinner for the 2015 Fall Customer Alignment Meeting with Georgia-Pacific at the Georgia Aquarium. The Georgia Aquarium was voted the #1 aquarium in the US

and #2 in the world by the 2015 TripAdvisor Travelers' Choice™ awards. Monday evening's dinner and reception will be held in the Oceans Ballroom with views of the beluga whales.

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Fall 2015 Customer Alignment Meeting

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Registration Limited to Members

The ASPI Board of Directors has approved limiting attendance to the fall meeting to ASPI Members Only. In addition, the number of representatives from each member company has been limited according to the following criteria:

- \$2,500 Dues Level – One Registrant
- \$3,000 Dues Level – Two Registrants
- \$3,500 Dues Level – Three Registrants

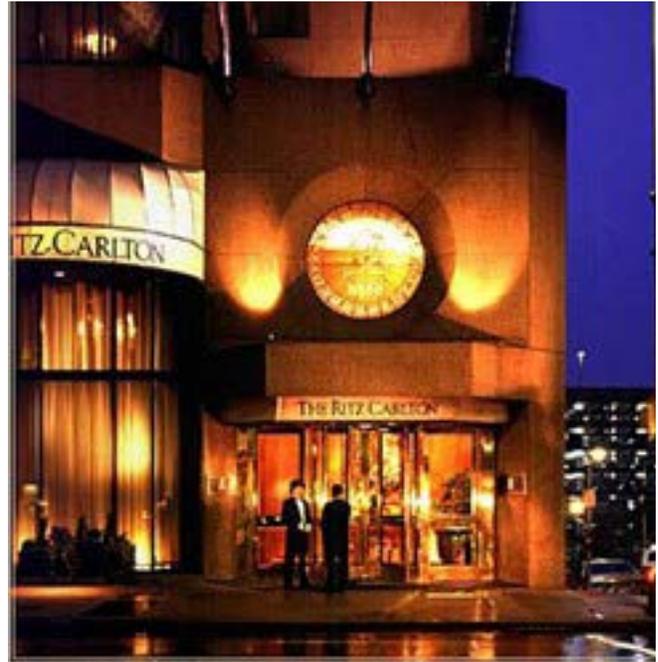
If additional capacity remains as the meeting date nears, the above levels will be increased by one registrant each. If additional space is still available, then nonmembers will be allowed to register.

Registration

ASPI Members can register at the Member Rate of \$955. Visit www.aspinet.org to register. If you need to cancel your meeting registration, the cutoff date is Friday, September 25th. See the ASPI website for details on ASPI's Meeting Cancellation policy. Registration includes all meals and events in the program.

Hotel Accommodations

ASPI has secured a special rate at the Ritz-Carlton, Atlanta hotel of \$124 (+ taxes) for attendees. The Ritz-Carlton, Atlanta hotel is downtown's premier business address and a luxurious oasis in the heart of Atlanta. Awe-inspiring interiors create an unequalled environment for work and play. Surrounded by the state's centers of



finance and government, and just minutes from the Georgia Aquarium and sports events at the Georgia Dome, Philips Arena and Turner Field, this downtown Atlanta hotel is more than ideally situated – it's perfect.

Make your reservations by Friday, September 25th to get the special ASPI rate. Visit the ASPI website at www.aspinet.org to access the link to the hotel and be sure to use the special Group Promotion code when making your reservations. ♦

Georgia-Pacific – A Century of Success

Georgia-Pacific was founded in 1927 in Augusta, Georgia as the Georgia Hardwood Lumber Company, a hardwood lumber wholesaler. Since then, Georgia-Pacific has continued to grow and has done so with a strong sustainable footprint. Below are some of the highlights of Georgia-Pacific's growth (source: Georgia-Pacific website)

1927 – Georgia-Pacific was founded and operated five sawmills in the Southern US.

1945 – GP was the largest supplier of lumber to the armed forces during World War II

1947 – Acquired a facility in Bellingham, Washington to extend their corporate footprint across the continent

1948 – Became known as the Georgia-Pacific Plywood & Lumber Company

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Georgia-Pacific – A Century of Success

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- 1956 – GP changed its name to its current form, Georgia-Pacific Corporation
- 1958 – Created the Georgia-Pacific Foundation, a community investment arm
- 1963 – Entered the tissue business for the first time
- 1968 – Exceeded \$1 billion in sales
- 1969 – Donated California redwood groves to the public, valued at over \$6 million
- 1973 – Surpassed \$2 billion in sales, doubling business in five years
- 1982 – Moved headquarters to Atlanta, Georgia from Portland, Oregon
- 1988 – Created the Georgia-Pacific Foundation Scholarship program for employee's children
- 1992 – Became the first forest products company to reach OSHA Star Level for exemplary safety programs
- 1993 – Entered into a first-of-its kind agreement with the Department of the Interior to protect endangered red-cockaded woodpecker on company lands
- 1994 – Published GP's first environmental and safety report to publicly track performance
- 2000 – Acquire Fr. James Corporation and consumer brand Brawny®, Quilted Northern ® and Dixie
- 2002 – Celebrated 75 years in business
- 2003 – Topped \$20 billion in sales
- 2010 – Completed the purchase of Alabama River and Alabama Pine pulp mills, as well as Grant Forest Products Oriented Strand Board facilities
- 2011 – Moody's upgrades Georgia-Pacific to "investment grade" ♦

ASPI Heads to Miami, Florida for the 2016 Spring Meeting

A SPI's Spring program features industry CEOs, plus ample networking opportunities, all in a relaxed, informal setting. Join us in Miami next spring to build your relationships with your customers and other supplier industry executives.

ASPI's 2016 Spring Meeting is scheduled for February 24-26, 2016 in Miami, Florida. ASPI will be honoring recipients of the 2016 ASPI Customer Executive of the Year and the 2016 ASPI Excellence in Leadership awards. Please plan to join your peers and honor the 2016 recipients. Winners of the 2016 awards will be announced in the fall.

The Thompson Miami Beach

The meeting is being held at the

Thompson Miami Beach, a recently renovated boutique hotel that resides in a beautifully restored Art Deco Tower, bringing back the charm of the 1950's Miami Beach. Thompson Miami Beach offers fantastic options for food and beverage. Enjoy a relaxing and social dinner at the Seagrape, a communal restaurant of the James Beard Foundation Award winning chef, Michelle Bernstein. Guests can also grab an artisanal drink at the 1930s House and enjoy

the historic bungalow along with a few of Michelle Bernstein's small plates. Meet a few friends by the pool with cocktails in hand and enjoy an eclectic Caribbean mix from a live DJ. For a more serene scene, take some time to enjoy the beautiful garden which is walled with native plants. The open-air rooftop spa offers body massages, facials, and body wraps along with complimentary fitness classes daily for hotel guests.

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ASPI Heads to Miami, Florida

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The Neighborhood

Thompson Beach Miami is situated close to South Beach and away from the maddening crowd. It is also located close to Lincoln Road where there are a plethora of cafes and boutiques. Whether guests wish to shop, eat, relax on the beach, or grab a drink, the surrounding area offers a number of different options for them to explore.

The Spouse Program

During this year's ASPI Spring Meeting, the spouses will be given the opportunity to tour the Vizcaya Museum and Gardens. Vizcaya is a national historic landmark that preserves the Miami estate of agricultural industrialist

James Deering. It is an oasis of green and silence beautifully preserved just south of Miami's modern skyline. The gardens are among the most elaborate in the country and are reminiscent of seventeenth and eighteenth century France and Italy.

Following a tour, enjoy lunch in a casual South Beach restaurant before returning to the hotel for an afternoon of leisure or sunning by the pool.

Registration Information

Registration will open later this fall. Registration rates for ASPI members will be \$855, and registration for the spouse program will be \$335. ♦



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TAPPISAFE

TAPPISAFE is a standardized safety orientation and verification program, backed by the ASPI as well as the Pulp and Paper Safety Association (PPSA).

At TAPPISAFE, we believe that creating a mobile workforce enables workers from different locations to work in multiple mills without requiring them to take additional safety training courses.

1. Standardization – The core safety course, TAPPISAFE Basic Orientation, is recognized throughout the industry. This means workers are able to save time by completing only site-specific courses, rather than general safety training at each site.
2. Efficiency – The TAPPISAFE database is available to the workforce and all training records follow the student. It allows mills to generate various reports for easy verification that safety regulatory requirements (OSHA) are being met. Reports include the number of hours spent on training, curriculum reports, and instant student confirmation.
3. Quality – The TAPPISAFE content is developed for the industry, by the industry through its Advisory Group, which oversees the Curriculum and Technical committees. These committees meet regularly to revise and improve the TAPPISAFE courses and improve the student and mill experience. Most recently, TAPPISAFE courses are designed with the industry student in mind, utilizing adult learning techniques such as text with audio and photos in a linear fashion. 20% of the more than 18,000 students that have taken the TAPPISAFE Basic Orientation have also taken one or more additional training course. TAPPISAFE also

works with our clients to generate cost-effective ways for gate access, whether that means working with an existing security system, or implementing the TAPPISAFE GateCheck Application.

Recently, the TAPPISAFE Basic Orientation course time was reduced from 2.5 hours to 1.5 hours by eliminating content obtained in the site-specific courses. Additionally, TAPPISAFE Basic orientation is now available in Spanish and French.

TAPPISAFE has trained over 46,000 students representing over 2800 contractor/supplier companies in the system; for 2015 over 15,000 students have taken TAPPISAFE Basic Orientation. Total courses delivered by TAPPISAFE are well over 100,000. TAPPISAFE has supported over 20 outages.

Mills in the TAPPISAFE Program

- *Bio Pappel – Prewitt, NM*
- *Burrows Paper – New York Mills, NY*
- *Burrows Paper – Pickens, MS*
- *Domtar – Ashdown, AR*
- *Domtar – Nekoosa, WI*
- *Finch Paper – Glen Falls, NY*
- *Graphic Packaging – West Monroe, LA*
- *Green Bay Packaging – Morrilton, AR*
- *International Paper – Bogalusa, LA*
- *International Paper – Courtland, AL*
- *International Paper – Franklin, VA*
- *International Paper – Mansfield, LA*
- *International Paper – Maysville, KY*
- *International Paper – Prattville, AL*
- *International Paper – Riverdale, AL*
- *International Paper – Rome, GA*
- *Knowlton Technologies*
- *Liberty Paper – Becker, MN*
- *Mondi – Pine Bluff, AR*
- *New-Indy – Ontario, CA*
- *Vereso – Wisconsin Rapids, WI*
- *PaperWorks – Philadelphia, PA*
- *Pratt Industries – Conyers, GA*
- *Port Townsend Paper – Port Townsend, WA*
- *Resolute Forest Products – Fairmont, WV*
- *Resolute Forest – Menominee, MI*
- *WestRock – Battle Creek, MI*
- *WestRock – Coshocton, OH*
- *WestRock – Eaton, IN*
- *WestRock – Florence, SC*
- *WestRock – Panama City, FL*
- *WestRock – St. Paul, MN*
- *WestRock – Stroudsburg, PA*
- *WestRock – Tacoma, WA*
- *WestRock – West Point, VA*
- *Weyerhaeuser – Columbus, MS*

Resource Trends and their Impact on the Pulp and Paper Industry

As the global population continues to grow, the demand for natural, human, and economic resources will increase, putting strains on supply. Industries must respond to the increased risks and potential opportunities. Lifestyle changes, new business models and environments, and changing consumer needs will have tremendous and unexpected impacts on resources – human, financial, raw materials, and energy.

McKinsey and Company, a management consultancy, has invested significant effort in understanding the impact and potential business opportunities created by this increased demand for resources. In 2011, the McKinsey Global Institute published “Resource Revolution: Meeting the World’s Energy, Materials, Food and Water Needs” (see link at the end of this article). In 2014, the book “Resource Revolution: How to Capture the Biggest Business Opportunity in a Century” was released by authors Stefan Hack and Matt Rogers. This book details trends in resource utilization that foretell a global crisis but also how companies are strategically leveraging themselves to take advantage of these changes. Hack teaches innovation and resource economics at Stanford University, and Rogers is a director with McKinsey & Company.

At TAPPI’s PaperCon 2015 conference in April, Peter Berg, Director of Knowledge, Paper & Forest Products for McKinsey and Company, presented some perspectives on what the resource revolution is, how it is affecting other industries, and specifically how it would affect the pulp and paper industry.

Berg opened his presentation by noting the substantial forecasted increase in the number of middle-

class households – 3 billion new middle class consumers by 2030 – and how that drives a strong demand for resources. As a result, significant shortages of resources like water and even land could be expected. That is, if we continue with the same resource consumption as today. According to Berg, a new regime of increased productivity in resource usage needs to be established, for example through waste reduction, substitution of resource intensive materials, and a more “circular” thinking in using resources.

As for the paper and forest products industry, Berg notes that the next 20 years will likely see an increase in regulation, restrictions in land and water use, requirements on reduction of CO² emissions and energy consumption, a push toward zero waste, requirements on better environmental footprints and a demand for “green” products.

The industry has made tremendous strides in these areas over the last 25-30 years. Yet more will be required to adapt to the changing world. For example in increasing fiber productivity, both old and new models need to be developed and pushed further, from increasing plantation yields to developing non-wood paper based on agricultural residues.

But the pulp and paper industry can do more than improving its own

resource footprint. Through new bio-based materials and chemicals, the pulp and paper industry can have positive impact on industries such as consumer goods, chemicals, transportation, and textiles.

But, Berg asks, will the industry be up to the challenge? Improvements in the industry’s own resource use has slowed down the past decade, with no obvious step-change on the horizon, other bio-based raw materials compete with wood and paper, and many manufacturers have trimmed down or completely eliminated R&D capacity for developing new products. The industry would need to learn and re-learn skills needed to engage in the new value chains and business models that are developing.

Berg gives a few pointers on how the paper and forest products industry can take on the challenge of the resource revolution:

Step-Change Process Development

- Think “theoretical Limits” in improving processes, not only incremental improvement
- Consider costs for the entire system/value-chain, avoiding sub-optimization
- Put more effort into developing radically new processes

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Resource Trends

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Product Development

- Take a stance; determine whether to focus on new-product development or not
- Strengthen product/market development competence
- Consider collaboration with stakeholders

Business model renewal

- Experiment with collaboration – with the right players in the value chain

- Think outside traditional tonnage/production mindset
- Try – learn - excel

Additional reading:

“*Resource revolution: Meeting the world’s energy, materials, food and water needs*,” by Richard Dobbs, Jeremy Oppenheim, Fraser Thompson, Marcel Brinkman, and Marc Zornes, McKinsey Global Institute Report, November 2011.

“*Resource Revolution: How to Capture the Biggest Business Opportunity in a Century*,” by Stefan Heck, Matt Rogers, Paul Carroll, Amazon Publishing, 2014.

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Agenda 2020 to Host Research Workshops This Fall

The Agenda 2020 Technology Alliance seeks experts for several research workshops in September and October to support the development of breakthrough technologies to achieve dramatic increases in energy and resource efficiency in manufacturing, and to develop new products from biomaterials.

These workshops represent key milestones in executing the Alliance’s Advanced Manufacturing program, supported by a 2014 National Institute of Science and Technology grant. Input gathered at these workshops will add specifics to the research roadmaps completed in 2014, in order to stimulate investigations leading to development of advanced technologies in five priority areas. The Reuse of Process Effluents Team, held its workshop in June.

“We look forward to this opportunity to learn from industry experts, including many from supplier companies,” commented Agenda2020 Technology Alliance Executive Director David Turpin. “The events will provide a good forum for them to introduce their perspectives on future technologies to

manufacturing companies—as well as gain insights into the industry’s technology priorities.”

Agenda 2020’s Vision 2030 describes the benefits that could be achieved through broad application of further advancements in industry technology.

Experts Welcome at These Upcoming Workshops

The first fall workshop, **Reduced Paper Drying Energy**, will be held September 21-22 at the Renewable Bioproducts Institute (RBI), Georgia Tech, in Atlanta. Focus areas include sheet modification to encourage drying, and press/nip modifications to prevent re-wet. This team seeks experts in fiber morphology, refining, chemical modification of cellulose, fluid-flow modeling, press fabric and roll design, forming technologies,

and other areas.

Following that, the **Cellulosic Nanomaterials** team will hold its session September 22-23, also at RBI. Focus areas are development of economically viable drying and dewatering methods that allow for redispersion, and development of enabling technologies to facilitate the use of nanocellulose in composite materials. Expertise sought includes, among others, drying and dispersion techniques; surface functionalization; chemistry and rheology; and those associated with development of a spectrum of end-use products.

Two other workshops will be held scheduled in October, locations yet to be announced, include:

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Agenda 2020 to Host

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- **“Breaking The Yield Barrier”**, October 8-9, which will focus on increasing yield in pulping and keeping it through subsequent processes. This effort will require contributors in the fields of pulping and bleaching processes and related disciplines such as chemistry and chemicals (enzymes, catalysis, surfactants, chip penetrants and activators, etc.), equipment suppliers, catalysis, and more.
- A **Black Liquor Concentration** workshop October 15-16 in Atlanta will explore the application of membrane-based technology to reduce energy consumption by traditional multiple-effect evaporation. The team welcomes experts in materials science, black liquor handling, and membrane technology for water removal from near-boiling temperature aqueous streams.

Attendance is by invitation. If you are interested in participating, please contact Executive Director David Turpin at 202-463-2742 or David_Turpin@Agenda2020.org. To learn more about Agenda 2020 Technology Alliance, visit www.agenda2020.org.

The Agenda 2020 Technology Alliance is an industry-led consortium that promotes development of advanced technologies for the pulp and paper industry. ♦

ASPI Joins Council of Manufacturing Associations

ASPI has joined the Council of Manufacturing Associations (CMA), an alliance within the National Manufacturing Association (NMA). CMA is made up of over 250 manufacturing associations which represent every part of manufacturing in the US.

Although NMA is a US-focused association, membership in CMA provides ASPI with access to NMA produced material that may be of interest to both US-based companies as well as foreign-based companies that have business in the United States. ASPI now has access to reports, postings, and webcasts delivered by NMA's experts in trade, tax, energy, regulatory, infrastructure, and human resources.

In the coming months, ASPI will be adding articles and information to the Members Only section of the ASPI website.

Another significant benefit of being a CMA member is access to a forum of other manufacturing associations like ASPI. ASPI can learn from these other manufacturing associations by learning about best practices, industry issues faced by other sectors, and member benefits. ♦

ASPI Welcomes New Members

ASPI is pleased to announce that Fabio Perini North America and B&D Industrial have joined ASPI.

Fabio Perini is a leading global supplier of tissue and converting machinery and services and packaging machines. Mark Hines, VP Sale & Marketing will be the primary contact for Fabio Perini and Dave Knutson, Sales Manager, and

Pete Augustine, President, will be alternate contacts.

B&D Industrial provides gearbox repair and precision on-site maintenance to the paper industry. Field Services include bearing and gear inspection and installation, laser

alignment, etc. Brian Davis, Vice President will be the primary contact for B&D. Whitney Prize, Director – Technical Sales & Service, and Bruce Listberger, General Sales Manager, will be alternate contacts for B&D Industrial. ♦

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