Magazine for the European Self-Adhesive Tape Industry

November 2006
nr. 2

Afera News

Association des Fabricants Européens de Rubans Auto-Adhésifs

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PRESIDENT'S PAGE

I have had the pleasure of attending two excellent events organised by our industry over the past few weeks that have given me the opportunity to meet many new contacts and exchange ideas with colleagues from around the world. At the beginning of October I, like many of you, enjoyed a wonderful stay in Nice and this was followed later in the month with a similarly enjoyable visit to PSTC's Annual Membership Meeting in Palm Beach at the kind invitation of John Pufahl and Glen Anderson.

This year's Afera Annual Conference was one of the best attended events we have ever organised with over 180 participating. It was pleasing to see so many members present and also to welcome so many visitors from further afield. We were joined by friends from the United States, Japan, China, Taiwan, Canada and the United Arab Emirates who's presence added greatly to the value of the conference. The quality of the papers was also extremely high and contributed to the best working programme for many years. I believe this conference offered great value to all those who participated and will help us to bring more people into the Afera family in the future.

My visit to the United States was an opportunity to present the Afera message to our colleagues in the United States following in the footsteps of Peter Rambusch a few years earlier. Louise and I were made to feel most welcome by our hosts and being in such warm company made my speech a lot easier. I learned a great deal from this visit and hope to use some of this knowledge to the benefit of our organisation. In addition to setting out the actions that your Steering Committee has taken to restore Afera to its rightful position as the voice of the tape industry in Europe I also had the chance to put forward and discuss some new ideas regarding the increasingly global nature of our industry.

As you will have seen from the figures presented in Nice, Afera together with its fellow bodies striving for global technical harmonisation, PSTC and JATMA, account for only 50% of the world's tape output. The remainder being produced in China, Korea, Indonesia and other South East Asian countries that do not have the established trade bodies that we enjoy. So, at the same time as we reach out to smaller businesses within the European tape industry, it would seem as if it is also time to more formally recognise tape's global status. I envisage as a first step the creation of some form of World Tape Forum with participation from all of the key regions and their representative organisations. Such a body would help to ensure greater collaboration at the world level, supporting the excellent work already done on international standards as well as reaching agreement on standard segmentation for market reports. I was encouraged that these ideas found great resonance with PSTC and look forward to discussing these thoughts further with others.

In fact the precursor of a World Tape Forum perhaps started to take shape in Nice where Dr Yan Zhang kindly represented China in the Annual Global Test Methods Committee Meeting. This may yet be another reason that leads us to look back on our Nice conference as one that was particularly memorable.

IN THIS ISSUE

BACK BY POPULAR DEMAND: 3RD TAPE COLLEGE TO BE HELD IN 2007

Afera's Technical Committee is organising the 3rd Tape College on 18th-20th April 2007 at the Brussels Marriot Hotel in the city centre. This expanded, 14-lecture event is intended to build upon the immense success of Afera's 1st and 2nd Tape Colleges held in March 2004 and Aril 2005. Unique to Europe and modelled after the PSTC's Tape University 101, the event attracts a wide range of participants from around the globe for 3 days of introductory technical lectures and networking.

Open to all tape industry professionals, the Tape College was designed to offer anyone in the European tape business the chance to polish their fundamental industry knowledge by 'going to school' with the experts, exploring the basics of design, manufacture, application and testing with tape industry authorities. The target audience is first-time attendees: Afera members; members of affiliated members; an expanding section of Afera's registered participant base, converters; and outside industry participants including customers of tape manufacturing companies, such as distributors and end-users.

The Technical Committee Subgroup responsible for organising the Tape College is working hard to create a programme line-up for the 3rd Tape College that will expand on the original format and include 10 of the same speakers as the 2005 event. 4 new speakers have been approached. Lectures will cover tape product fundamentals, coating technology for water-based adhesives, tape backings, hot melt PSAs, physical tape testing, release liner selection, radiation curing, UV anti-oxidants, surface treatment, coating and slitting equipment, rheology, and REACH & IPPC.

The 4 Session Chairman are Lutz Jacob of ExxonMobil Chemical Europe Inc., Chrétien Donker of Eastman Chemical B.V., Peter Broschk of tesa AG and Ralf Roenisch of Henkel KGaA.

The Association is confident that both newcomers to the tape industry, as well as those who want to expand their knowledge and increase their effectiveness, will benefit from this educational course. Whether you are affiliated with a manufacturer, raw material supplier, distributor, converter, or end-user, this course will provide a basic overview of the technologies of the PSA tape industry. R&D, technical service, quality control, manufacturing and engineering personnel in particular will greatly benefit from this course.

The Tape College's curriculum and setting are so popular because the event is styled after a university seminar. Participants attend 'classes' in an informal, classroom-style setting. 14 Afera members have been recruited to participate as 'professors', lecturing for 50 minutes on their area of expertise within the tape industry. The venue floor plan is arranged in a manner conducive to class participation and active learning. Participants have the opportunity to ask questions for 10 minutes following topic presentations.

Participants experience a genuine sense of completion at the conclusion of the event when an informal, American-style graduation ceremony is held and the 'graduates' are individually recognised and awarded certificates of completion by Afera's Technical Committee Chairman and the Secretary-General.

The Tape College will provide ample opportunity for networking outside of classes. In addition to 3 buffet lunches, a special conference dinner with musical entertainment is planned at Restaurant Le Manufacture in Brussels centre on the second evening of the TC.

The registration deadline is 28th February 2007. Updated programme- and registration details will be available shortly at afera.com.

AFERA'S 49TH ANNUAL CONFERENCE IN NICE

Presented by the 'Western Europe' Region of Afera's membership, this year's Conference took place in the beautiful Riviera resort city of Nice, bringing together the self adhesive tape industry's creative minds and decision-makers for an annual industry meeting.

OVERVIEW

Hosted at the Hotel Palais de la Mediterranée on the famous Promenade des Anglais, from 4th-7th October 2006, this year's Conference boasted a record number of attendees: 151 delegates and 28 partners from 15 European countries and regions plus the U.S., Canada, U.A.E., Turkey, Japan, China and Taiwan! The Annual Conference's 3-day working programme focussed on the collaboration of Afera's members and various committees, and included 12 lectures covering the latest trends in the tape industry. This year's schedule of events also included the Annual Global Test Methods Committee Meeting. Together with an inspiring social programme, great weather, 5-star seaside accommodation and delicious French cuisine, the 49th Annual Conference was, once again, deemed Afera's most professional and successful Conference to date.

FEEDBACK

The participant survey conducted at the conclusion of the Conference yielded extremely positive responses in both areas of 'hotel facilities and service' and 'adequate time for networking'. Feedback also included a resounding 'YES' to the question, 'Did this Conference meet your expectations?' Although all of the presentations received consistently favourable marks, the highest-rated paper was "2005 Pressure Sensitive Tape Production in Europe & Asia Pacific" by Wolfgang Roessing (ExxonMobil, Germany), closely followed by "Successfully Navigating the Raw Material Supply Chain" by Tom Brewer (Hydrocarbon Resin Service DeWitt & Company, U.S.A.), and "China: Trends in PSA Tape Manufacturing" by Dr. Yan Zhang (Kensinger Group, Inc., U.S.A., and China National Adhesive Industry Association). *See reviews of these presentations below.*

Everyone agreed that the setting, the Hotel Palais de la Mediterranée on the famous Promenade des Anglais, with its period façade and breathtaking ocean view, was ideal. The partner tour programme was a hit, especially the perfume creation course in the medieval village of Eze and the tour of the Villa Euphrussi de Rothschild & Greek Villa Kérylos. The group visit, wine tasting and dinner at the renowned vineyards of Bellet was inspired in its choice of picturesque setting. Because of the poor acoustics of the banquet room, however, the evening's entertainment, a French chanteuse, could not be fully appreciated. Friday night's customary concluding event, the Cocktail and Gala, was held at the world-famous

Negresco Hotel, known for its award-winning cuisine.

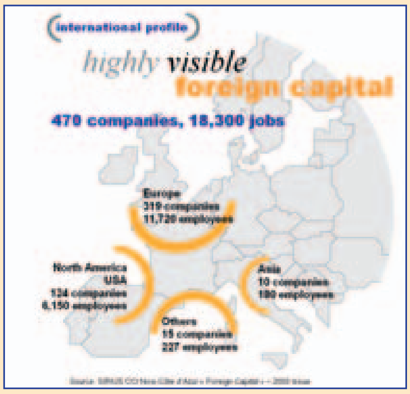
THURSDAY'S PROGRAMME

The Côte d'Azur's Economy

After the opening of the Conference on 5th October by Afera President Mike Ayres of Advance Tapes International Ltd. (U.K.), Ségolène Pin of the Côte d'Azur Economic Development Agency delivered the first lecture entitled "The Côte d'Azur: Creativity in Action?. Ms. Pin presented a strategic overview of the French region. The Côte d'Azur's key economic figures include 421,400 jobs, a GDP of €19 billion and a turnover of €46.5 billion. Claiming 1% of the world's tourism, private tourism and business travel make up one of the Region's most important industries, with €5 billion in tourist-related expenditures a year.

Other industries integral to the Region's economy include the nautical, high tech and space sectors. Foreign capital is an important factor in the Côte d'Azur's economic profile. Most outside companies and jobs come from other European countries and the U.S.

Finally, the Côte d'Azur offers an incomparable standard of living with regard to its natural beauty, productive environment, cultural heritage and prestigious events. Who can resist 300 days of sunshine a year, 115 kilometres of Riviera coastline and beaches, 18 golf courses, 14 ski resorts, 125 various sporting possibilities and 3,000 restaurants?



Chinese Trends in Tape Manufacturing

Chinese trends in PSA tape manufacturing was second on the working programme agenda, a very popular paper prepared by Mr. Wu, W-Q and Dr. Yan Zhang of the Kensinger Group, Inc. (U.S.A.) and presented by Dr. Zhang on behalf of the China National Adhesive Industry Association.

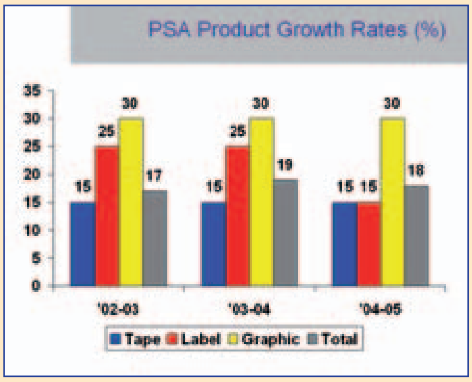
Dr. Zhang explained that the total PSA production volume in China was over 450,000 metric tons in 2005, with emulsion (72%), solvent (14%), N. rubber (7%) and hot melt (7%) types of PSAs consumed. The total output of PSA products in China in 2005 was over 7 billion square meters (bm^2), up 15% from 2004. The total market value of Chinese PSA products in 2005 was approximately \$2 billion. The export value of BOPP tape was \$300 million, and the total export value of all PSA products was \$500 million. Dr. Zhang pointed out that China has become the largest BOPP and PVC tape producer and the second largest PSA product producer world-wide (behind the U.S.).

According to the speaker, the Chinese PSA market is projected to expand at an annual pace of 12-15% through 2010. Packaging tapes will continue to account for over two-thirds of the aggregated volume due to China's expanding manufacturing industry. The significant growth of Chinese industry has been caused by three factors: China's emergence as the world's manufacturing centre, rapid Chinese economic growth, and favourable industrial conditions created by significant amounts of foreign investment.

There are over 500 coating lines with over 7 bm^2 of PSA product output. These coating lines are mainly distributed over three geographical areas: Southern China (50%), Eastern China (37%) and Northern China (5%). PSA manufacturers in China are foreign (20%), focusing on high end market applications (BASF, R&H, U.C.B., National Starch, Soken, etc.), Taiwanese (25%), focusing on middle market applications (Eternal, Hontex, Runyi and Southern Resin), and domestic (55%), focusing on adhesive self-supply (over 100 producers).

Dr. Zhang said that among other types of tapes, the best opportunities lie in specialty tapes, such as high performance double-sided tapes, which have a projected growth rate of 10%-15% going forward. These tapes are increasingly important in fastening and bonding applications such as building construction, motor vehicle assembly, and electronics and telecommunications.

The strong demands in housing and motor vehicle markets in China, in addition to healthcare, electronics and furniture markets, will definitely drive the PSA tape industry forward. These factors are expected to fuel the current high levels of growth for a reasonably long period of time in China.



Environmental Regulation

The third lecture of the day was "REACH: The Final Stages & BREF: New Permits", presented by returning lecturer Paul Verspoor of Sitmae Consultancy (Netherlands). Under this complex, expensive, yet revolutionary, European Chemicals Policy, all substances present in a preparation at or above one tonne need to be registered in a central database, irrespective of whether they are classified or not. A technical dossier will need to be prepared once the quantity of a substance alone or in a preparation exceeds the 1 tonne threshold per importer per year and a CSR (chemical safety report) if the quantity exceeds the 10-tonne threshold. If the quantity exceeds 100 and 1,000 tons per annum, much more extensive testing will be required.

The use of very hazardous chemicals will be subject to an authorisation system. This concerns substances in the categories: CMR categories 1 & 2 (substances that cause cancer, genetic mutations or reproductive problems), PBT (persistent, bioaccumulative and toxic) and vPvB (very persistent and very bioaccumulative). The number of tests required for the registration of the 1-to-10 and 10-to-100 tonne category has been greatly reduced, as existing data and OSOR ("one substance – one registration") can be utilised.

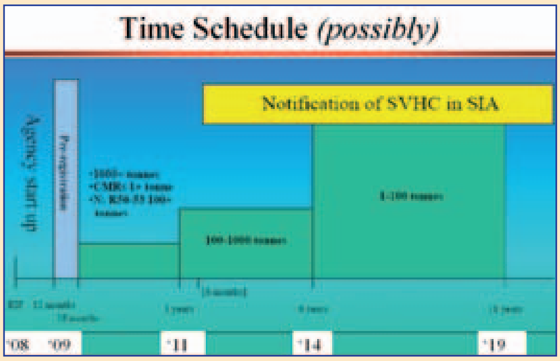
The European Council's Common Position on the legislation will be discussed in the Second Reading in the Parliament in Autumn 2006; a plenary vote is scheduled for 23rd-26th November 2006. After final adoption of REACH, which is expected by the end of 2006, it will probably enter into force around April 2007 through REACH implementation projects (RIPs). The new European Chemicals Agency has to be fully operational 12 months after the legislation enters into force.

Mr. Verspoor feels that REACH will adversely effect downstream users and EU imports. The legislation will unavoidably lead to the removal from the market of a number of substances. It will also oblige the users of chemicals to apply over-restrictive and non-workable safety measures in the workplace, to comply with expensive storage requirements, and to live with exaggerated new environmental requirements. Tape makers outside Europe, however, will not have this disadvantage. The best remedy for European tape producers would be an 'early warning system' to warn customers before a substance can be taken off the market.

Mr. Verspoor dedicated the remainder of his presentation to the subject of the Integrated Pollution Prevention and Control (IPPC) Directive. The second draft of the Best Available Techniques Reference Document (BREF) for the reduction of solvent emissions within the framework of the IPPC Directive is finished. It will be issued in November 2006 and presented at an official meeting of industry and Member States in December 2006. Following a few months of inter-service consultations by the European Commission and the translation of the executive summary into the EU languages, official publication will take place in mid-2007.

The BREF on Surface Treatment Using Solvents is over 600 pages, covering a total 275 environmental techniques for 18 different industries. The content of the document is based on collaboration among Member States, industry and NGOs. Around 60.000 installations will be required to operate with IPPC permits by the end of October 2007.

Permits will cover all emissions, whole plant, including air, water, energy, waste, storage, etc. of plants utilising more than 200 tonnes of solvent per year. The current status of the document will not effect the requirements of the IPPC Directive that Member States and industry will need to fulfil before October 2007. Mr. Verspoor pointed out that all the emission ranges specified in the BREF are a bit lower than those in the Solvent Emissions Directive (SED).



The PSTC

Next, the “2005 North American PSA Tape Outlook” was discussed by John Pufahl of Adchem Corporation (U.S.A.) and PSTC’s current president. Mr. Pufahl’s lecture emphasised one of PSTC’s key objectives: to strengthen global relations to build global standards. On this note, the PSTC is very pleased to be welcoming Afera President Mike Ayres to its annual meeting in October 2006 in Florida. For more detailed information on Mr. Pufahl’s lecture, see “PSTC Data Study – A Model for the Tape Industry”, page 11.

Business Innovation

The last lecture of the day covered “Innovation that Matters: It’s a Great Time to be an Innovator” and was delivered by Erwin Knuyt of IBM Business Consulting Services (Belgium). How and where do you start innovating your business? Mr. Knuyt shared some of the knowledge gleaned from IBM’s research and analysis, including thousands of client conversations and engagements.

Earlier in 2006, IBM released a study analysing the responses from interviews with 765 CEOs from companies representing a variety of different geographic areas, a range of annual revenues, and everything from SMEs to large, global enterprises. Two-thirds of the CEOs said they would like to innovate, but they didn’t agree on what. Many believe that the cutting edge business model is the source of a company’s competitive advantage. Others focus on updating products and services, thinking innovations in process and business models are too short-lived.

87% of CEOs predicted they need to enact moderate to major change in their organisations in the next two years to address the pressures and opportunities before them, such as commoditisation and competition. Innovative realities were conveyed as follows: 1) Business model innovation is key, 2) External collaboration is indispensable, and 3) Innovation must come from the top!

In order to succeed, a company has to differentiate itself. A variety of modern elements which drive innovation are now available to enterprises of every size, in every field of endeavour. These include ‘smart objects’ (computing components), interconnectedness, supercomputing, information put to work, collaboration and co-creation, marketplace for expertise, and the virtual corporation. Innovation will result when these elements are integrated into products, operations and corporate culture.

As corporations innovate in multiple dimensions, broader implications are created—for privacy, piracy, digital rights, intellectual property, global trade, etc. In our increasingly interconnected world, innovation leads to impacts on policy and society, including the entire ecosystem of players and participants: academia and government; researchers and advocates; employees, managers and shareholders alike. It will effect practises in the workplace, education and responsibility in the supply chain; as well as intellectual property, trade and financial regulations, safety and security, etc.

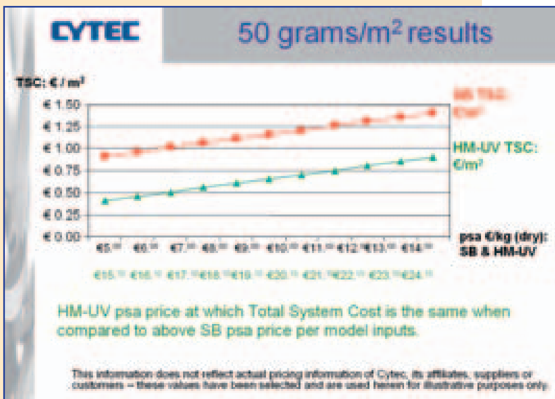
Mr. Knuyt left his audience with five recommendations for expanding their innovation agendas for the future: 1) Think broadly, act personally and manage the innovation mix. Create and manage a broad mix of innovation that emphasises business model change. 2) Challenge your business model to be different fundamentally. Find ways to change substantially how you add value in your current industry or in another. 3) Ignite innovation through business and technology integration. Use technology as a catalyst for innovation by combining it with business and market insights. 4) Defy collaboration limits. Collaborate on a massive, geography-defying scale to open a world of possibilities. 5) Force yourself to look outside…every time. Push the organisation to work with outsiders more often, making it systematic at first and ultimately part of your culture.

FRIDAY’S PROGRAMME

Solvent Acrylic PSA vs. Hot Melt UV PSA

The first presentation of the morning was “A Total System Cost Comparison of Solvent Acrylic PSA Versus Hot Melt UV PSA”, given by Alex Konya of Cytec Industries, Inc. (U.S.A.). Mr. Konya explained that there are a number of market-driving factors for producing HM-UV PSAs: 1) environmental (no VOC emissions); 2) performance (they achieve the previously unmet needs of the specialty tape market; and 3) cost reduction (higher run speeds and total lower system cost).

HM-UV PSAs are achieving greater coating deposition and are approaching (and surpassing) performance achievable with commercially available merchant acrylic solvent PSAs. In addition, lower coating temperatures are being achieved (warm melt), and new chemistries and hybrid systems are being designed around end-market customer needs that have been previously unmet.



A 'total system cost' is produced by an interactive model designed to calculate the value of the adhesive based on inputs, which can vary considerably from coater to coater, or for an existing coater versus an organisation investing in its first coater. The model compares the areas where there are major cost differences between solvent coating and HM-UV coating. It is not intended, however, to represent all the costs incurred by a coating operation.

Mr. Konya reported that, according to his model, at a level of 50 gpm^2, a €5.00/dry kg solvent acrylic PSA is equivalent in value to a €15.10 HM-UV PSA. A €15.00/dry kg solvent acrylic PSA is equivalent in value to a €25.10 HM-UV PSA. At a level of 125 gpm^2, a €5.00/dry kg solvent acrylic PSA is equivalent in value to a €11.90 HM-UV PSA, and a €15.00/dry kg solvent acrylic PSA is equivalent in value to a €21.90 HM-UV PSA.

The presenter noted that the costs do not take into consideration other value the coater will receive (i.e. insurance, regulatory, consolidation, facilities, etc.), and multi-pass operations for solvent acrylics greater than 125 gpm^2 versus single pass operations for HM-UV PSA. Lastly, it was noted that value does not equal price. Mr. Konya's model shows the theoretical price a HM-UV PSA would need to be, based on a given set of assumptions, for the total system cost to be equal to that of a coater using a SB coating system.

European & Asian Pacific Trends in Tape Manufacturing

Next, the highest-rated presentation of the Conference was delivered by veteran presenter Wolfgang Roessing of ExxonMobil Chemical Europe, Inc. (Germany), covering "2005 Pressure Sensitive Tape Production in Europe and Asia Pacific". According to Mr. Roessing, world PSA tape production was at an estimated 27 bm^2 in 2005, an increase of 6.5% from 2004.

The Asia Pacific region, including Australia and New Zealand and excluding Japan, was the production leader with 13 bm^2, representing about 50% of global production volume. China, with 5.5 bm^2, and Taiwan, with >3 bm^2, were top in the region, both with a growth rate of around 9%. The Americas and Europe, together with approximately 6 bm^2 of tape produced, represented slightly less than 25% of world production, with Japan at 1.3 bm^2 accounting for the remaining 5%.

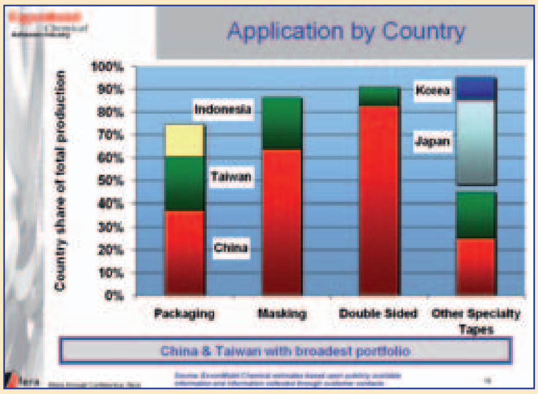
The global annual production growth rate of 6.5% was boosted by the outstanding growth (9.5%) in Asia Pacific. Production in Europe declined by about 1.5% to slightly more than 6 bm^2, reflecting the sluggishness of the Western European economies, further strengthening of the exchange rate of the euro versus the U.S. dollar, and initial constraints on raw materials. Within Europe, no growth was reported from any one country or group of countries in 2005.

Following many years of stagnation, Japanese production volume grew by 3%, reflecting the beginnings of economic recovery in the country. After growing by more than 5% in 2004, American production volume grew by only about 3.5% in 2005. Referring to the production trend line of the past 15 years, the annual average growth of about 1% over the last 5 years is below the growth rate of the first 5 years of the previous decade and very different from the 7% Europeans were enjoying during the second half of the nineties.

The packaging tape segment, representing the bulk (>70%) of tape production volume in Europe with 4.5 bm^2 produced, continues to be the leading application segment of the industry. The 2.5% decrease in production volume of packaging tape in 2005, according to the presenter, was due to industry restructuring, reduced export opportunities because of the strengthening of the euro against the U.S. dollar, and raw materials supply-demand issues. In Asia Pacific, the packaging tape production volume of more than 11.5 bm^2, mainly using bi-oriented polypropylene as substrate, represented about 80% of the total Asian production.

Up 2% in growth from 2004, solvent technology primarily based on natural rubber (and/or acrylics in the case of specialty tapes) remained the most-used coating technology in Europe with 2.8 bm², accounting for 45% of total production volume in Europe. Hot melt technology receded in use last year because of the globally limited SIS supply as of the first quarter of 2005. European producers reduced their volume using HM technology by 6% to less than 2.4 bm² and opted for solvent coating in order to fill the gap. In Asia, a bit less than 70% of tape volume (~9.5 bm²) is coated using water-based acrylics.

Mr. Roessing said that tape production in industrialised regions is expected to continue growing inline with GDP, while that of the Asia Pacific region, with China as the key driver, will exceed GDP. The latter will result from the ongoing industrialisation process with increasing exports of finished goods and the trend of packaging tape penetrating other box closing systems. The tape industry is expected to see further intensified global competition with the key challenges of 1) raw materials returning to a balanced supply-demand situation, and 2) the exchange rate of the U.S. dollar versus the other leading regional currencies evolving.



Account Management

How can we improve account management in the self adhesive tape industry? This question was explored in the lecture delivered by Steven Deroy of Vivens4CRM (Netherlands) entitled "Today's Account Management Demystified". Recent years have yielded tons of concepts on sales and account management, yet Mr. Deroy has noticed that many countries still struggle to get their sales organisations right. Training, processes or customer relationship management (CRM) technologies alone do not produce results unless all three elements are synchronised. Taking into account the various characteristics of the tape industry, the presenter illustrated the initiatives to be deployed at each stage of the selling cycle to improve CRM.

The strategic framework for successful sales integrates the principles of 'skills support', 'methodology support' and 'systems support' for a more customer-intimate approach to account management in a B2B environment. The lifecycle of the tape customer consists of the steps of 'engagement', 'transaction', 'fulfilment', 'service' and 'overall management'.

In terms of driving demand, the tape industry is technical and highly fragmented, with expensive and limited external sales resources. The challenge is to enhance customer service through improving the technical capabilities of support people, effectively targeting markets and utilising external sales. The presenter discussed a targeted approach to campaign management through, for example, trade shows, direct mail and advertising. Leads generated through the campaign should be followed up through improved systems support such as focussed technical call scripting combined with customer contact screens.

Six additional challenges were mapped out in a similar fashion, followed by Mr. Deroy's call for realism: How can a realistic plan be developed to move things forward more quickly? The tape industry business environment requires a more professional customer interaction process. Isolated measures won't work; a customer-centric strategy should be used as the basis of an integrated approach, improving skills and behaviour, methodologies and processes and systems. Think hard and move quickly! Success breeds success!

Taiwan: Partner in Exploring the Chinese Market

The fourth presentation of the programme was given by Joe Tang of Achem Corporation (Taiwan) and Chairman of the Board of the Taiwan Regional Association of Adhesive Tape Manufacturers. Entitled "Your Ideal Partner to Explore Within the Growing Chinese Market", Mr. Tang's top-rated lecture detailed Taiwan's PSA tape and label industries, Taiwanese investments in China, China's present and future, and Taiwan's role.

Described as a dynamic, vibrant and diversified market, the Taiwanese tape industry includes over 36 PSA manufacturers from various fields, with a tape product range including WOPP (1.83 bm²), SOPP (790 bm²), SPVC (224 bm²), crepe masking (260 bm²) and D/S (53 bm²). The Taiwanese label industry is characterised by about 20 manufacturers of aluminium foil, PVC, PET, PP; synthetic film stickers, laser/inkjet labels; and holography labels. The market size is rather small with a high demand for customer service.

The China-Hong Kong region makes up 30%—the bulk—of Taiwanese PSA product exports. Mr. Tang described China as a "wild west" consumer market, with 1.3 billion people, 10% GDP annual growth over the last 15 years, rapid growth in consumer spending in the coastal region, and a rise in demand for quality over price (especially from the foreign-owned value-added industry). Taiwanese investors play an important role in the Chinese PSA industry, with holdings in 19 companies, 25 plants and 40 sales and distribution offices in the Bohai Gulf and Yangtze and Pearl Deltas.

The Chinese market is characterised by many investment advantages and risks. Mr. Tang emphasises that Taiwan can help foreign companies profit in the Chinese market, for the following reasons: Taiwan's industries are well-connected domestically and internationally; Taiwan has integrity and respect regarding intellectual property; Taiwan shares the same language and culture with China; Taiwan has much experience with investments and operations in China; Taiwan has better financial means than its Chinese counterparts; and lastly, Taiwan has GUANXI—relationship—the magic word in doing business in China.

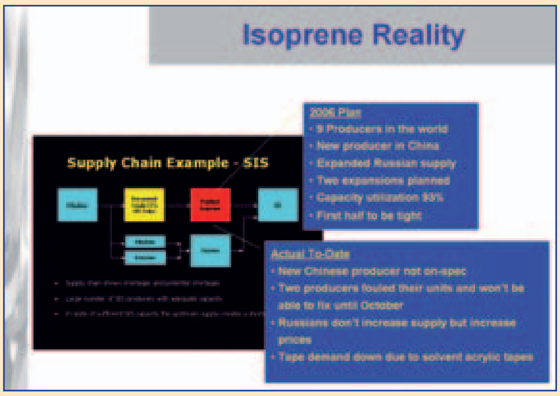
Taiwan's business network in China includes more than $60 billion from Taiwan (the unofficial amount being far greater), over 50,000 Taiwanese-owned businesses and over 500,000 businessmen from Taiwan on a long-term basis. Mr. Tang concluded by saying that the Taiwanese business network in China is solid socially, politically and economically, thus making partnership with Taiwan in the Chinese PSA industry ideal.

The Raw Material Supply Chain

Next, Tom Brewer of Hydrocarbon Resin Service DeWitt & Company (U.S.A.), in his very well-received lecture, attempted to address important raw materials supply and utilisation issues by providing a fundamental understanding and tools to successfully navigate the PSA supply chain over the long-term.

According to Mr. Brewer, the last 12-18 months have been characterised by global supply problems which probably greatly effected every PSA professional sitting in the audience. Understanding the chemical industry is important to successfully navigating the supply chain. Known as a cyclical business, the chemical industry is entering a dynamic period with higher industry capacity utilisations in the down cycle.

Because of 2005 capital investments by the chemical industry totalling in value below depreciation, the Western world is deploying a "hunker down" strategy: improved profitability by lower costs, fewer investments in capacity and higher capacity utilisations. All are actions which are dangerous to the industry outlook as they imply less reliability and more supply disruptions. So your expectation for any improved product supply over the next 2-3 years should be low.



Expansion projects for chemical capacity in the Middle East and Asia to serve the high growth Asian markets may divert exports from Europe to this region. However, over-saturation of the Asian market could redirect capacity to the Western world. If this scenario plays out, then it has implications for the American chemical industry: It might depress capacity utilisations and lower prices or make offshore products cheaper.

Mr. Brewer suggested using capacity utilisations to predict supply changes, such as in the case of isoprene, which goes into SIS polymers. This involves determining and analysing the relationship of supplier capacity utilisation (%), industry capacity utilisation (%) and annual demand growth rate (%) variables in order to conduct product development planning or tactical or strategic purchasing.

How can you avoid product deficits and price hikes? The presenter suggested 'swimming way up the supply chain'—such as in the case of ethylene—looking three to four steps up the chain to avoid 'hidden storms'. You must look past your suppliers to *their* producers to assess the supply vulnerability.

A strategy of resourcing, intimacy and relationships (RIR) must be employed to stay ahead of a company's raw material supply. This involves resourcing the raw material purchasing activity so it generates competitive advantage. Maintain an intimacy with the chemical industry 'as if you loved it', and develop relationships with your suppliers 'as if they were your wife or family'.

In terms of SIS polymer supply, industry projections suggest there are no supply issues on the horizon. Yet the supply of isoprene and crude C5's supply will be short through 2007. Because of this SIS supply problem, there are many formulation changes to move to alternate polymers systems, such as the SBS polymer butadiene being used in place of isoprene. US domestic butadiene supply is expected to be adequate for 3-5 years. Globally, there will be sufficient butadiene to for an additional 5 years.

How does a company get started in tackling these raw material supply chain issues? Be active in obtaining the information you need. Subscribe to online services to get current information and press releases. Get data from suppliers, and then validate it. Attend chemical conferences where you can get industry projections. Purchase industry studies on relevant chemicals. Read industry journals. Cross-check your data with other resources. Build a supply chain map and understand the weak links. Finally, Mr. Brewer emphasised, develop a raw material acquisition strategy that gives your company a competitive advantage.

JATMA & Japan Tape Market Trends

A profile of JATMA and Japanese Tape Market Trends was given by visiting speaker Akira Katakura of Teraoka Seisakusyo Co. Ltd. and Communications Liaison for JATMA, the Japanese Adhesive Tape Manufacturers Association. Established in 1961, JATMA currently consists of 19 PSA tape manufacturers and 69 'support' companies; its structure and activities are comparable to those of Afera.

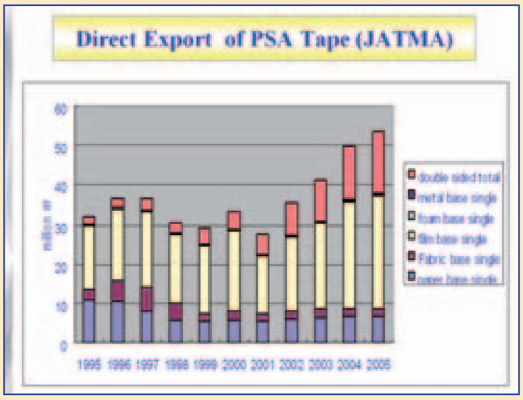
According to JATMA's shipment data, its companies' total production increased from 1960 to 1991, and after the bursting bubble of Japan's economy in the mid-nineties, production has continued to decrease into the 2000s. Mr. Katakura explained that Japanese companies' sales channel is limited to Japan's domestic market—that they are not competitive within the international tape market. The last two to three years have seen an upward turn in total PSA sales, but this will not rise significantly if Japanese exports do not expand dramatically.

For the last decade, the total volume of paper-, cloth- and film tape has accounted for more than 90% of production, according to JATMA data. In the same period, paper- and cloth-based tape sales have decreased and film-based and double-sided tape sales have increased by 150% in volume. Film-based and double-sided tapes revenues have increased by more than 250%. Since 2001, imports have expanded by 135% and exports by 220%, according to Japanese Tariff Association data. Exports total 5.9 times imports. The top three exports are PET, PVC and PP, while the top three imports are PVC, PP and paper. Exports to Korea, China and Taiwan have greatly increased.

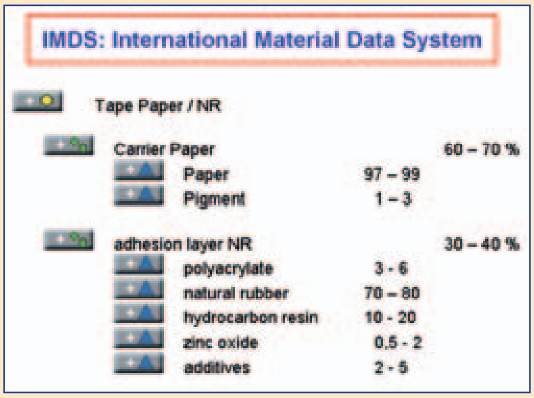
In the film tape field, the production share of PVC and Cellophane has decreased while PP has increased. In the paper field, production remains unchanged, Kraft with 90% and rice paper with 10% of the total. The Japanese market tends to focus on production of its original products: Kraft adhesive tape, rice paper adhesive tape, cloth adhesive tape and cellophane adhesive tape.

The key market sectors and materials in Japan for PSAs are: Flat Panel Display (FDP): liquid crystal, phase, brightness improvement film, PSA sheet and protection sheet. Semiconductor: Silicon wafer fixation and protection sheet. Auto: sealing, VHB, masking and fixation. Medical: drug delivery system, taping tape. Construction: explosion-proof, UV shield and waterproof tape. Label: IC tag. Equipment trends focus on cleanness, thin coating, wide coating and decreased VOC emissions. There is also focus on solvent-free, high transparency and removable adhesives.

Mr. Katakura concluded by saying that while Japan's exports have increased remarkably lately, it is important that the



country develop a competitive advantage to maintain this upward trend. If Japan would introduce to the export market a technically superior product, its sales figures would jump.



Latest IMDS Development on Self Adhesive Tapes

The last paper of the Conference was delivered by Rainer Weber of Henkel KGaA (Germany) and Industrieverband Klebestoffe e.V. (German Adhesives Association), entitled "Latest IMDS Development on Self Adhesive Tapes". Mr. Weber, a product safety specialist who holds the I.V.K.'s mandate to negotiate tape materials manufacturing enhancements with the automotive industry, presented a short survey of standardised tape formulations established in the international automotive material database "IMDS".

The International Material Data System was established as a universal material information system covering all materials used in the automotive industry. Since its creation in 1999, IMDS has become an obligatory part of the materials information demanded by nearly all automotive manufacturers.

OEMs demand of their suppliers: entry of every material supplied, disclosure down to basic chemical substances, relaying of all material information along the supply chain, and control of correctness of all materials information within the supply chain. For the tape industry, this means that OEMs must publish all basic materials in the manufacture of self adhesive tapes and any adhesive and sealant materials.

The mandatory system carries the risk to suppliers their confidential information such as product know-how or formulations could leak unmonitored into automotive in-house database systems linked to IMDS. For this reason and for purposes of legal compliance, both suppliers and manufacturers in the automotive industry developed product group categories with generic names and standard formulations. This practise limits the wide range of different trade products with a similar chemical substance base and simplifies data entry into IMDS.

The first group categories which have been agreed upon among suppliers and car manufacturers recently were lacquers and bulk adhesives. Following a period of negotiation between the I.V.K. and the automotive industry, some standardisation enhancements were agreed upon concerning self adhesive tapes. Mr. Weber then presented a slide containing these new tape formulations to the audience, emphasising that these enhancements allow the tape manufacturers to use standardised formulations for their tapes delivered to the automotive industry. The materials and parts having been completely published, from the supplier's side, IMDS has ultimately enhanced communication with OEMs and encouraged co-ordination of activities among the suppliers' associations world-wide.

ANNUAL GLOBAL TEST METHODS COMMITTEE MEETING

After the closing of the Annual Conference by Mr. Ayres, followed by a business luncheon, a two-hour Annual Global Test Methods Committee Meeting was held to discuss global harmonisation of PSA test methods and specifically, the status of the ISO procedure for certification of 4 harmonised TM. Participants included members of the Afera, the PSTC and JATMA Technical Committees, plus a representative of the China National Adhesive Industry Association and one of AFNOR, the French Standards Association. Details concerning the meeting proceedings can be found in the "Activities of the Committees" on page 14.

SPONSORS

Afera's 49th Annual Conference once again provided a platform from which members could conduct business-to-business marketing by sponsoring the event. Afera had the privilege of organising the event with the support of the following sponsors: Gold Sponsors: 3M, Rohm & Haas Company, tesa and Trocellen GmbH. Silver Sponsors: certoplast Vorwerk & Sohn GmbH and Hexion Specialty Chemicals, Inc. Bronze Sponsors: Evotape SpA, ExxonMobil Chemical Europe Inc. and Novacel.

SLIDES, NOTES & ADDITIONAL INFO.

The proceedings of the Conference programme were distributed to the participants, and the corresponding slide presentations can be found on afera.com (members-only section). A detailed 49th Annual Conference programme, as well as this article, can also be found at afera.com.

NEXT YEAR'S ANNUAL CONFERENCE

Hosted by Afera's 'Iberian Peninsula' Region of membership, Afera's 50th Annual Conference is set to take place in at the Hotel Majestic in Barcelona from 3rd-6th October, 2007.

GENERAL ASSEMBLY REPORT 2006

The annual General Assembly was the first item on the agenda of the first official day, 5th October, of the 49th Annual Conference in Nice. Attended by approximately 60% of Afera's membership, this year's General Assembly was called to order by Afera President Mike Ayres, who then conducted the first vote resulting in the approval of the GA 2005 Minutes recorded at the Annual Conference in Vienna. The current and future activities of the Committees were then presented by the Chairmen in turn, as laid out in the "Activities of the Committees" on pages 12-14.

After a review of the financial balance sheet of 2005 and the latest estimate for 2006, the GA voted to approve the budget for 2007, as well as to keep membership fees the same for the 6th consecutive year. The composition of the Steering Committee remained unchanged, with all Representatives intending to serve out their terms through 2007. According to Afera's management rotation schedule, Joaquim Puig, SC 'Iberian Peninsula' Regional Representative, will assume the Presidency for the term of 2007-2009. Mr. Ayres concluded by announcing the date and venue of the 50th Annual Conference: 3rd-6th October 2007 at the Hotel Majestic in Barcelona, Spain.

PSTC DATA STUDY – A MODEL FOR THE TAPE INDUSTRY

JOHN J. PUFAHL
PRESIDENT, PRESSURE SENSITIVE TAPE COUNCIL
CO-CEO – PRESIDENT, ADCHEM CORPORATION

The Pressure Sensitive Tape Council (PSTC) was grateful for the opportunity to share the results of our high-altitude analysis of the 2005 pressure sensitive adhesive (PSA) tape industry for North America at the October Afera Annual Conference in Nice, France. We continue to welcome input from Afera, as well as other global tape organizations, as we put forth this study as a model for capturing a true global picture of the tape market.

PSTC worked with The Martec Group, a strategic technical market research and consulting firm with offices around the globe, to design and conduct the research. Martec is experienced in the PSA tape market, having worked with many of our individual member companies. The challenges to broad data collection programs should not discourage us from attempting to get our arms around the whole picture; instead, we should acknowledge the challenges and do our best to rein them in. We identified four challenges up front.

Unified System for Tape Classifications. The first challenge was how to define PSA tape categories for data collection and then further identify the tapes that fall into those categories.

Ability and Willingness to Share Data. We felt market domination, niche markets difficulties and complacency with established company methods were among the potential stumbling blocks to good, accurate reporting.

Individual Company Tracking System Differences. While some companies track in square meters, other companies in the USA still use system measurements tracking in yards. There is also intra-industry private labeling, which potentially duplicates data collection for the same product.

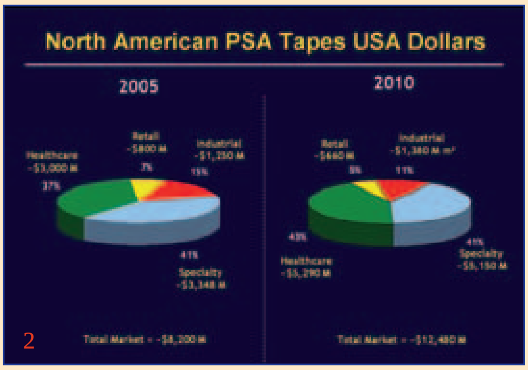
Raw Materials Usage. When data is collected from only suppliers, it is difficult to differentiate between raw materials going for PSA tapes vs. PSA labels.

Recognizing these challenges, Martec developed an excel sheet template with production data stating the high range vs. the low range for each category. Martec then telephoned each PSTC manufacturer and supplier member company to respond to consistent questions.

STUDY RESULTS

Figures 1 and 2 show overall 2005 measurements and estimates of market change by 2010 for the four identified categories: industrial, specialty, healthcare and retail.

1



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The data collected allowed us to classify agreement of total dollars by the stated categories for 2005 production. For example, in the industrial category, 2005 production broke out as follows:

76% - Packaging
11% - Masking
9% - Cloth
4% - PVC Electrical

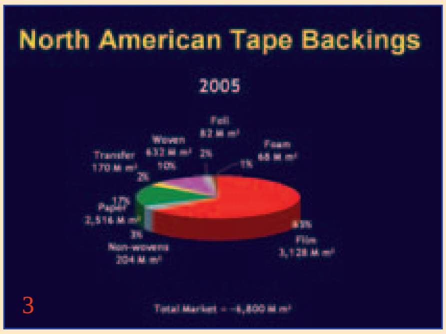
Market trends and drivers in the industrial category included:

- Rising corrugated box sales have been fueling an otherwise mature market
  - Strong global economy and expanding international trade
  - Growth of Internet-based retailers like Overstock.com, E-bay, etc.
- PVC tapes continue to be imported from China/Taiwan; most production in United States is limited to higher grades of PVC tape
- Exports of OPP masking tape; proliferation of specialty grades

Based on the above, we anticipate a 2 percent compound annual growth rate in the industrial category.

Additionally, we were able to share some data on tape backings and adhesives – see figures 3 and 4.

NEXT STEPS



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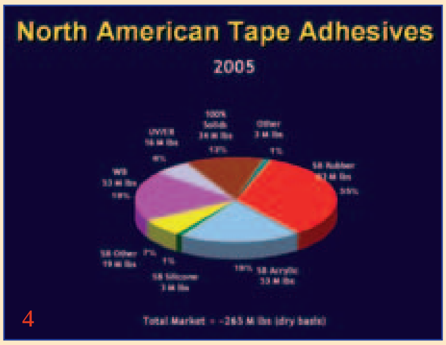

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PSTC acknowledges the need to work further with its marketing committee and to reach out to Afera's marketing committee to properly and consistently define segments, categories and other information as we discuss this initial study and plan for the future. The goal is that with this effort, we can all better understand the annual global volume for PSA tapes. PSTC committees and staff will do this work throughout the remainder of this year and into 2007 and beyond.
We invite Afera member companies to further discuss our study in your committee meetings as well and to come back to PSTC to offer comments, recommendations and input.

It is PSTC's vision to be a world class North American trade association dedicated to building global alliances and bringing increasing value to its membership and the tape industry. This study is one way we are working toward that vision.

Please send your thoughts to contactus@pstc.org.

ACTIVITIES OF THE COMMITTEES

Afera Committee Meetings
When: *3rd October (MC), 4th October (SC+TC), 6th October (AGTMCM) 2006*
Where: *Hotel Palais de la Mediterranée, Nice, at the event of the 49th Annual Conference*
Purpose: *As the lifelines of the Association, Afera's Committees meet at least twice yearly to discuss and develop their action plans for carrying out Afera's mission: To represent the interests of the self adhesive tape industry in the broadest sense.*

At the start of each meeting, Afera's policy for member compliance with competition law is reviewed, and the minutes of the respective former meetings are approved.

STEERING COMMITTEE UPDATE

Special Guest
- Afera President Mike Ayres welcomed Afera external consultant Paul Verspoor of Sitmae Consultancy (NL).

Finances
- Continued financial success in 2006 was highlighted.
- Afera's overall costs have remained in-line with the annual budget.
- A fund of €50,000 has been earmarked for Afera's 50th Anniversary projects. The remainder of 2006's surplus will be put toward next year's Annual Conference.
- Future budgets will include REACH consultation fees, *Afera News* copy journalism fees and new annual tape segment survey production costs.
- 2007 membership fees will remain unchanged for the 6th consecutive year.

New Members since January 2006
- Active Member — ATP Adhesive Systems AG, Switzerland
- Associated Member — F.lli Maris S.p.A., Italy
- Other Participant (Converter) — GWK Klebetechnik GmbH, Germany
- Other Participant (Converter) — Miarco SL, Spain

Membership
- The 2 participants in Afera's Converter Survey offered useful insights into Afera converter-participant needs and preferences. Afera's management will incorporate their input into the Association's working plans going forward in order to raise the value of converter participation within Afera.
- The working overview of current member fees versus benefits for all categories of Afera membership has been updated and will be submitted to Afera members.
- The SG continues to develop a database of tape producers in the Middle East and Africa to assess the interest level of the market players of these regions in Afera membership.
- Emilio Angeli, SC 'Eastern Europe' Regional Representative, has attempted to form an Eastern European regional group of tape producers without success, due to lack of interest. The initiative will be renewed new year. Turkish tape producers are apparently reluctant to organise themselves for fear of revealing competitive information within their region.
- In 2007, Afera will weigh the proposal to create an alternative membership region to include North Africa, the Middle East and Eastern Europe.
- As the entire SC is up for re-election in 2007, a taskforce (incl. Peter Rambusch, Filippio Antonelli and Emilio Angeli) is drafting a plan to restructure the SC in 2007. Ideas include formation of a more balanced SC with 3 multinational and 3 SME members.

Co-operation with ADCCAT
- Afera has agreed upon a special financial membership-participation construction in which ADCCAT as an association, as well as smaller converter companies within its membership, will enjoy member privileges of Afera.

Next SC Meeting
- Thursday, 8th February 2007, 13h-18h, Jolly Carlton Hotel, Amsterdam

MARKETING COMMITTEE UPDATE

New MC Members & Special Guests
- MC Chairman Eric Pass of Nitto Europe N.V. welcomed new members Greg Robinson of 3M and Frederic Bodino of Rohm and Haas (formerly on the committee through Cytec Industries, Inc.); and visitors Glen Anderson, Executive Vice President of the PSTC, and Chris Urheim of Rohm and Haas France.

Afera's *European Specialty Tape Market & End-User Survey*
- 59 copies of he March 2006 *Survey* have been sold compared to 68 copies sold of the 2003 edition.
- Feedback and discussions have revealed that the parameters of the existing study are too generalised. Although very helpful to newcomers in the industry, the *Survey* covers each segment very superficially.
- The MC is therefore looking into the possibility of conducting a more specific, comprehensive study of one tape segment each year, such as 'Asian import threats and growth opportunities', 'automotive sub-segments', etc. Each specific survey would be conducted by an agency or consultant specialised in the topic to be researched. The SG will conduct a member survey shortly to gather topic ideas.

PSTC North American PSA Tape Industry Report
- The PSTC has engaged the Martec Group, a global technical market research and consulting firm for strategic, market-based research and consulting services, to conduct a low-cost, high-level analysis of the 2005 PSA tape industry for North America.
- The PSTC is interested in working with Afera and JATMA to facilitate the production of a global report. With the three international bodies working in unison—using the same nomenclature—the global figures produced would be the most accurate to date.

Brand Recognition
- Afera's logo-link and by-line "Member of Afera" is now available for publication on member websites.

Assogomma's Blue Booklet
- Assogomma's publication *Recommendation Regarding Choice, Storing and Use of PSA Tapes* will be published shortly in the members-only section of afera.com.

Release Liner Manufacturers
- Afera will incorporate release liner manufacturers, which formerly belonged to the organisation RLME, managed by L.A.M., into the Association, because Afera's tape producers purchase liners from these manufacturers. Many are already Afera members. Those who are not will be asked to join.

50th Anniversary Projects
- The MC is planning the 2008 production of a glossy magazine or book featuring high-quality graphics and texts on the diverse uses of tapes and Afera's role in the industry. Available for sponsorship by members, the publication is meant to be distributed to industry newcomers, students and end-users, including membership clientele.
- Planned for 2007's 50th Annual Conference Gala are entertainment acts involving special uses of tapes.
- Also in the works is an industry DVD presentation on 'selling the sizzle of tape'.
- The task force for these projects: Eric Pass, Frederic Bodino, Oliver Nickel of FiberMark, Jörg Busch of Lohmann GmbH Co & KG, Arrigo Righetti of NAR SpA and the SG.

ICE, 27th-29th March 2007
- Afera will not participate in ICE 2007 as an exhibitor but will consider advertising in the event's magazine and newsletter and/or distributing Afera image brochures to attendees.

Afera News
- The SG is seeking Afera member company internal distribution lists in pdf-format.

- June 2007 issue plans include engaging a journalist to interview and write one or more pieces focusing on various tape market sub-segments or captains of industry—their experiences and outlook.

Website

- Afera's overhauled website will be launched in late November 2006.
- Cutting-edge features of the new site: online conference registration, online surveys with automatic reports, search tools, e-newsletters, an interactive forum, an online payment system and more detailed web statistics.

Membership

- Afera currently numbers 56 Active Members, 51 Associated Members, 7 Affiliated Members, 3 Honorary Members and 10 Other Participants.
- The MC is researching all industry shows and other events for opportunities of co-operation for Afera.
- Recruiters will target Afera member companies offering converter courses for increased exposure of the Association during seminars.

Newly-revamped Afera website will serve as a perfect tool for recruiting action.

Other Projects

- The MC concluded there is no need within the tape industry or among end-users for development of a Low Noise Test Method (TM).

Annual Conferences 2006, 2007

- The 2006 Annual Conference had the highest attendance rate to date with 151 delegates. The event received rave reviews from participants. Wolfgang Roessing of ExxonMobil Germany received the highest-ratings for his presentation on "2005 Pressure Sensitive Tape Production in Europe & Asia Pacific". See "Afera's 49th Annual Conference in Nice", pages 4-10, for a full review of the event.
- Hosted by Afera's 'Iberian Peninsula' Region of membership, the 2007 Annual Conference will be held from 3rd-6th October at the Hotel Majestic in Barcelona, Spain.

Next MC Meeting

Thursday, 8th February 2007, 9h-13h, Jolly Carlton Hotel, Amsterdam

TECHNICAL COMMITTEE UPDATE

New TC Members & Special Guests

- Chairman Lutz Jacob of ExxonMobil Chemical Europe welcomed new members Jürgen Pomorin of Degussa AG and Michael Raidt of FiberMark; and visitors John Pufahl of Adchem Corporation (U.S.A.) and PSTC president, PSTC Executive VP Glen Anderson and MC member Greg Robinson of 3M U.K.

Test Methods - Global Harmonisation

- The ISO certification process of the three globally harmonised test methods (EN1939-Peel Adhesion, EN1943-Shear Adhesion, and EN14410-Breaking Strength and Elongation) continues. The TMs, which were developed by Afera and the PSTC and approved by JATMA, were submitted by Europe, via the CEN/TC253 and the AFNOR Secretariat. The ISO Technical Management Board (TMB) then agreed to fast track the TMs.
- The ISO will distribute the TM documents to its voting bodies in Autumn 2006. According to DIN, the German Institute for Standardisation, Germany's voting deadline was 18th September, while the other countries were to have submitted their votes by 29th September 2006. 12 ISO countries world-wide each cast 1 equal vote. 2/3 approval is required for certification of each TM. Abstentions are excluded. Each disapproving country must explain the reason for its no-vote. Barring any difficulties, the documents should be ratified as ISO norms in 2007. The new edition of the *Afera Test Methods Manual* will include the certified TMs in the ISO layout.
- The test method EN1942-Thickness is on track for integration into the ISO certification process. First it must be approved by the CEN; its members are currently voting on this TM. Thickness is expected to enter into the ISO certification process in June or July 2007 and become a certified procedure by January 2008.
- Afera's Peter Lloyd has taken up the chairmanship of CEN/TC 253 for the next 3 years, ensuring the representation of Afera's interests. During this time, TC 253 will search for an appropriate successor.
- In the future, Afera will entreat the involvement of JATMA, China and Taiwan in the earlier stages of the international standardisation process to ensure a smoother ISO voting process.
- In February 2007, the PSTC and JATMA will submit lists of TMs to Afera to be studied and prioritised for ISO certification. A final, globally-prioritised list of TMs is set to be drafted by the next Annual Global Test Methods Committee Meeting in Orlando, Florida in May, 2007. The TM candidates for global standardisation must first be approved by the ASTM and CEN before entering the ISO certification process.
- PSTC TM 171-Width & Length of Tape will be on the prioritised list of TMs for ISO certification. A TC subcommittee (incl. Peter Broschk of tesa AG, Herman Delsiene of Nitto Europe N.V., Lutz Jacob of ExxonMobil Chemical Europe and Mike Konieczko of Advanced Tapes Intl. Ltd.) has been formed to ensure the clarity and uniformity of specifications of types and tolerances of tapes used, as this TM tends to have the most discrepancies with customers. The PSTC has agreed to incorporate the Afera TC results.
- Considered a relevant and very accurate TM, Tack Rolling Ball will be on the prioritised for ISO certification but must be further honed in its description of ball size, weight, cleaning, tape length, etc.
- TM Insulation Resistance at High Humidity will not be pursued by Afera for ISO certification.
- As stated above, the MC concluded there is no need within the tape industry or among end-users for development of a Low Noise TM.

Waste Management Initiative?

- The SG developed and distributed a questionnaire regarding waste management within the tape industry with the idea of setting up a Europe-wide system for waste collection. Results indicated that European national laws are rigid and diverse. In addition, the waste byproducts of tapes production are too diverse for such large-scale categorisation at this stage. Afera will not move forward with the initiative at this time.

Co-operation with FEICA

- Afera holds a seat on the European Technical Board (ETB) of FEICA (Association of European Adhesives & Sealants Manufacturers). The two associations enjoy important working ties.
- FEICA will be located in Brussels as of 1st Jan. 2007 on the premises of the European Chemical Council (CEFIC). Formerly closely associated with the IVK, FEICA has been restructuring itself since January 2006 and now offers direct membership to European adhesives and sealants manufacturers as well as national associations. The Association focuses on substances/chemicals while Afera focuses on tape products.
- FEICA and Afera have plans to co-operate on a number of issues: 1) In the area of adhesives for food-related applications, the determination of an acceptable method on the measurement of migration through the EU Project on Migresives II. 2) As part of the European Chemicals Policy, participation in RIP 3.2.2: 'Exposure Scenario Exemplification Studies' for REACH and input into the Globally Harmonised System of Classification and Labelling of Chemicals (GHS) legislation, which will take effect alongside REACH. 3) Launch of international postgraduate adhesives education courses for industry professional and end-users.

3rd Tape College

- 18th-20th April 2007, Renaissance Hotel Brussels
- 14 1-hour lectures with 10-minute Q&A sessions each
- Discounted registration fee available until 28th February 2007
- The event will be promoted via press release (January 2007), direct mailing and afera.com
- 4 Session Chairs: Lutz Jacob of ExxonMobil Chemical Europe Inc., Chrétien Donker of Eastman Chemical B.V., Peter Broschk of tesa AG and Ralf Roenisch of Henkel KGaA
- For additional information, see "Back by Popular Demand: 3rd Tape College to be Held in 2007", page 4.

Environment - REACH

- The first reading of the REACH legislation in the European Parliament took place on 17th November 2005. Following its political agreement on 13th December 2005, the European Council adopted its Common Position on 27th June 2006. The European Commission Communication stating the Commission opinion on the Common Position was adopted on 12th July 2006.
- The European Council's Common Position on the REACH legislation will be discussed in the Second Reading in the Parliament in Autumn 2006; a plenary vote is scheduled for 23rd-26th November 2006. After final adoption of REACH, which is expected by the end of 2006, it will probably enter into force around April 2007 through REACH implementation projects (RIPs). The new European Chemicals Agency has to be fully operational 12 months after the legislation enters into force.

- In dealing with REACH, the best remedy for tape producers would be an 'early warning system'. The Parliament has proposed such a system: the intended uses of the substances to be included in the pre-registration and an obligatory two-year advance warning to customers before a substance can be taken of the market. Whether the Council accepts these amendments remains to be seen.
- Afera is a member of the CheMI platform and most recently, DUCC (Downstream Users of Chemicals Co-ordination), organisations lobbying REACH.
- Afera has participated with FEICA in the RIP 3.2.2 'Exposure Scenario Exemplification Studies' to test description of use and exposure registration scenarios as downstream users (DUs). Afera's involvement in the project has been co-ordinated by Dr. Dirk Lamm of tesa AG.
- Members must be informed on the relevant requirements of REACH for their businesses. Afera plans to engage a specialised consultant to advise and assist Afera members in implementing REACH.
- For more information on REACH and its significance to the tape industry, see the summary of Afera consultant Paul Verspoor's environmental report in "Afera's 49th Annual Conference in Nice", pages 4-10.

Environment - GHS

- A draft proposal for a regulation to implement the Globally Harmonised System of Classification and Labelling of Chemicals (GHS) into E.U. law was published on the internet by the Commission services on 21st August 2006. A public stakeholder consultation then took place until 21st October 2006. FEICA and DUCC have both given their input into the draft regulation regarding downstream legislative consequences at national levels and the necessary transition period for substances. The new legislation will replace, after a transitional period, the currently existing provisions on classification and labelling of chemicals.

Environment – IPPC

- The second draft of the Best Available Techniques Reference Document (BREF) for the reduction of solvent emissions within the framework of the IPPC Directive, is finished.
- The document will be issued in November 2006 and will be presented at an official meeting of industry and Member States in December 2006. Following a few months of inter-service consultations by the European Commission and the translation of the executive summary into the EU languages, official publication will take place in mid-2007.
- Around 60,000 installations will be required to operate with IPPC permits by the end of October 2007. Permits will cover all emissions, whole plant, including air, water, energy, waste, storage, etc. of plants utilising more than 200 tonnes of solvent per year.
- For more information on the IPPC BREF and its significance to the tape industry, see the summary of Afera consultant Paul Verspoor's environmental report in "Afera's 49th Annual Conference in Nice", pages 4-10.

Environment – Other Issues

- Afera is actively monitoring the legislative processes of ELVs (End-of-Life Vehicles) and IMDS (International Material Data System), to name a few. Information on these and other public affairs issues going forward will be available on the newly restyled afera.com in the 'Public Affairs' section.
- For more information on IMDS, see the summary of Rainer Weber's (of Henkel KGaA and the I.V.K.) report in "Afera's 49th Annual Conference in Nice", pages 4-10.

Next TC Meeting

- Wednesday, 7th February 2007, Jolly Carlton Hotel, Amsterdam

3RD ANNUAL GLOBAL TEST METHODS COMMITTEE MEETING

Attendees

Afera:

- Lutz Jacob, ExxonMobil Chemical Europe Inc., Afera TC Chairman
- Hubertus von Voithenberg, tesa AG, TC Member
- John Türk, BASF Aktiengesellschaft, TC Member
- Peter Broschk, tesa AG, TC Member
- Chrétien Donker, Eastman Chemical B.V., TC Member
- Herman Delsiene, Nitto Europe N.V., TC Member
- Jürgen Pomorin, Degussa AG, TC Member
- Peter Lloyd, CEN/TC 253 Chairman, ISO Certification Process Advisor
- Astrid Lejeune, Afera Secretary-General

PSTC:

- John Pufahl of Adchem Corporation (U.S.A.), PSTC President
- Glen Anderson, PSTC Executive VP
- Kiran Malhota, Adchem, PSTC Test Methods Committee Chair

JATMA:

- Akira Katakura, Teraoka Seisakusyo Co. Ltd., JATMA Communications Liaison

CNAIA:

- Yan Zhang, Kensinger Group, Inc., U.S.A., Senior Advisor of the China National Adhesive Industry Association

AFNOR:

- Frédérique Louise-Alexandrine, Dept. of Management & Consumer Services

ISO Standards of Harmonised Test Methods

- AFNOR Rep. Frédérique Louise-Alexandrine reviewed the status of the 3 TMs (Peel Adhesion, Shear Adhesion, and Breaking Strength and Elongation) in the fast track ISO certification procedure, as described above in the MC report under "Test Methods - Global Harmonisation".
- Time schedule of TMs:
  - Stage 40.00: Distribution of the proposed documents as an enquiry draft (DIS): 30th September 2006
  - Stage 50.00: Distribution of the proposed documents as final draft International Standard (FDIS): 31st March 2007
  - Stage 60.00: Publication of ISO standards: 30th September 2007.
- Following the publication of the TMs as ISO standards, they will enter a maintenance stage in which the standards must be reviewed for modification every five years.
- JATMA Rep. Akira Katakura shared some observations concerning the surface roughness of the test plates used for EN1939-Peel Adhesion TM: Chemsultants (on behalf of the PSTC) and Nihon Tact (on behalf of JATMA) created a BA panel to run some tests on surface roughness. Results were varied. JATMA would like to study surface roughness in more depth, including how to measure the roughness of the Afera BA panels and peel adhesion by the individual BA panels, especially with low peel adhesion tapes. When the TM is reviewed during the ISO maintenance phase, a measurement requirement for surface roughness could be added or modified. JATMA was promised 12 additional Afera test panels with which to conduct further research.
- EN1942-Thickness: Some editorial changes were applied to clause 6 of the Thickness TM, concerning the diameter of the smaller plane surface of the micrometer and the range of the pressure exerted by the foot.
- The CEN/TC is currently voting on the submission of the EN1942 systematic review. Once the TM is confirmed, the CEN/TC 253 will issue a resolution to inform members of EN1942's status. Then the new EN1942 will be put forward by the ISO for adoption as a New Work Item Proposal (at DIS stage). Best case scenario: ISO submission by June or July 2008 and final publication by the ISO in January 2008.
- Expenses for the ISO certification for this TM (~?25,600/3/3) will be shared among Afera, the PSTC and JATMA.

Future Global harmonisation of PSA Tape Test Methods

- Must internationally, industry-recognised TMs undergo ISO certification? Why? The international tape organisations agreed that ISO recognition is necessary to better ensure that they are globally accepted and used. Prior to submission to the ISO process, all TMs must be approved by the ASTM (U.S.A.) and CEN (Europe).
- PSTC Rep. Glen Anderson pledged to supply Afera and JATMA with a prioritised list of TM for potential international harmonisation.
- CNAIA Rep. Yan Zhang will discuss current and future TMs in the context of ISO certification, as well as China's potential role in future harmonisation processes, at CNAIA's annual meeting in November 2006.
- Afera, the PSTC and JATMA, hopefully with the support of CNAIA and the Taiwan Regional Association of Adhesive Tape Manufacturers, will work globally on answering the following questions:
  - Which TMs should be harmonised?
  - Which TMs will be submitted for ISO certification?
  - Which TMs will each counterpart use strictly for its own regional purposes?

Next ITMC Meeting

- May 2007, Hosted by the PSTC during its annual meeting, Orlando, Florida, U.S.A.

NEWS OF THE INDUSTRY

BASF AG - GERMANY

BASF to increase prices for dispersions

Effective November 1, 2006, BASF will increase its prices for acrylate and XSB copolymer dispersions in Europe by ?60 to ?80 per metric ton. The products are used as polymers for adhesives, fiber bonding, architectural coatings and construction. This is the company's reaction to considerably increased raw materials, energy and transportation costs that can no longer be compensated by efficiency improvements.

CALEMARD - FRANCE

Our New GEMINI II can improve converters Flexibility, Productivity, Quality and therefore costs !

Flexibility:

- Complete line or stand alone unit
- Each spooling position is independently driven and tension controlled.
- All production parameters can be preset in recipe

Productivity:

- High spooling speed (200 m/min)
- Maxi spool dimensions 500 x 600 mm
- Cantilevered shafts for easy loading/unloading

Quality:

- Perfectly straight product path without any distortion to preserve the product characteristics. The spool is moving back and forth, the product remains fixed.

Perfect and low tension regulation thanks to pneumatic preloaded dancers controlling «brush-less» motors.

DEGUSSA - GERMANY

Degussa, market leader for UV silicone release coatings, has improved the properties of its cationic curing silicone release coatings. The silicone polymers TEGO® RC 1403 (easy release) and TEGO® RC 1412 (tight release) now offer a possible cure speed,
that differs by a factor of two to three compared to the predecessor products TEGO® RC 1402 and 1411. The increase in cure speed is that efficient, that the addition level of TEGO® Photocompound 1465 N to the silicones can be reduced from 2 % to 1.5 %.

For more information pls contact Yvonne Weidner at Degussa, Goldschmidt GmbH in Essen (++49-201-173-2490; yvonne.weidner@degussa.com) or visit the relevant website http://www.tego-rc.co
.

EASTMAN CHEMICAL B.V. - NETHERLANDS

Eastman Chemical Company announced the appointments of two General Managers for the European, Middle East & African regional Businesses. The appointments are effective October 1st, 2006.

- **Erwin Dijkman** has been named **General Manager Adhesives EMEA.** Dijkman is currently Business Director PCI EMEA.
- **Rene Smit** has been appointed **General Manager Coatings EMEA.** Smit is currently General Manager Adhesives EMEA.

Erwin Dijkman, 37, joined Eastman in 2003 as Sales Manager Intermediates EMEA. He has held various commercial and business development positions at companies in both The Netherlands and Latin America. Dijkman has a Bachelor degree of Business Administration from Nijenrode University, the Netherlands School of Business and a MBA from Emory University in Atlanta, USA.

Rene Smit, 49, joined Eastman, through the acquisition in 2001 of the Resins business from Hercules Incorporated, a US Chemical Company. Within Hercules he spent 19 years in various sales and marketing positions and at last, as vice president for Europe. When Eastman acquired Hercules' resins business in 2001, Smit became General Manager of Eastman's European Adhesives organization. Smit has a BSc degree in Chemical Engineering.

Technical Information:

Tape manufacturers are looking for alternative polymer systems due to the impact of Isoprene availability on the supply of SIS (styrene- isoprene- styrene) block copolymers. These polymers are an essential part of most hot melt pressure sensitive adhesive formulations.
Eastman Chemical developed a concept using a blend of SIBS and SBS block copolymers in HMPSA tape formulations, thus minimizing the amount of Isoprene monomer needed. Such a blend needs a specially developed aromatically modified C5 hydrocarbon resin, the newly developed Piccotac 7590-N Hydrocarbon Resin. This concept offers good opportunities for cost reduction while maintaining adhesive performance

GHEZZI & ANNONI - ITALY

Company News:

Ghezzi & Annoni S.p.a is currently producing machine #1000.
It is with great satisfaction that G&A is able to announce the construction of it's thousandth slitter-rewinder which has been sold to a major corporate in the USA.
This RSE 180 is a new generation high speed sliter-rewinders that has completed the current range of machines G&A produces. These new machines will enable G&A to reach new goals difficult to imagine just a few years ago by offering it's customers ideal solutions for their specific production needs.

Technical Information:

G&A's new high speed RSE 180 has the capacity of 14 second cycle time with a rewinding speeds up to 600 m/min. These results have been obtained with new tension control systems that allow a significant increase in the rewinding speed preventing machine down time due to web breaks.
The RSE can be supplied with widths up to 2100 mm, it has the capability of rewinding rolls with a maximum OD of 180 mm.
The success of this machine has also been consolidated because of the new ATI 30 Accordion Tower & Individual roll shrink wrapper, that together with the high speed LS 55 for flat packs, now fulfill the needs of high speed slitting.

Market information:

"2006 sees a growth in the market", says Eliseo Annoni (president of G&A) , who proceeds to confirm that markets such as

East Europe, Central & South America as well as AISA have grown in 2006. This market trend seems to be confirmed for 2007 but there could be some variations in function of the Euro / USD exchange rate that may occur and open more sales in the USA that is currently suffering the difficult exchange rate with the Euro.

ICAP-SIRA CHEMICALS AND POLYMERS S.P.A. - ITALY

New Acris 700 series PSAs from Icap-Sira for Graphic Arts and Technical Tapes.

ICAP-SIRA Chemicals and Polymers S.p.A, is pleased to announce the launch of it's latest generation of Pressure Sensitive Adhesives, the Acris 700® series.

The Acris 700® series are a family of high molecular weight and self cross-linking solvent based acrylic Pressure Sensitive Adhesives exhibiting superior adhesion and cohesion properties at extreme temperatures.
Their long term durability and excellent shrinkage make Acris 700® series the preferred choice for outdoor, heavy-duty applications.

These properties make the Acris 700® series ideally suited to:
1. High Performance Technical Tapes: double-sided tapes and transfer tapes for: assembly, automotive, building, communications, DIY, electronic, furniture and graphics applications.
2. Graphic Arts: laminates for digital printing, computer cut sign and marking films, vehicle marking and full coverage of cars, buses and train wagons, and several additional applications.

The Acris 700® series include four totally new products:
Acris 700® is the premium permanent PSA especially designed for Graphic Art, where long term most demanding application conditions are requested.
Acris 700® main features are:
- excellent anchorage to PVC films (calendered monomeric/polymeric and cast)
- excellent shrinkage resistance
- excellent ageing
- excellent conformability
- excellent die cuttability
- easy repositionability
- clean removability
- optically clear

Acris 720® is the universal grade permanent PSA especially designed for Graphic Art and High Performance Technical Tapes, where cost effectiveness is the driving request for the specific application.
Acris 720® main features are:
- excellent anchorage to PVC, PET, PE and PP Corona treated films
- good shrinkage resistance
- good ageing
- excellent die cuttability
- good conformability
- easy repositionability
- clean removability
- optically clear

Acris 750® is especially designed for High Performance Technical Tapes, showing superior adhesion and cohesion at very wide service temperatures.
Acris 750® main features are:
- excellent anchorage to PVC, PET, PE and PP Corona treated films
- optically clear
- compatible with UV absorbers and UV developing agents

Acris 770® is a tackified acrylic pressure sensitive adhesive especially designed for High Performance Technical Tapes in application with non polar substrates.
Acris 770® main feature is:
superior adhesion and cohesion performances on low surface energy films and substrates for a wide range of coat weight levels, up to 100 g/m² and more.

Further Information Contact

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ICHEMCO SRL - ITALY

A second plant for the production of speciality hot-melt adhesives has been confirmed and will be put on stream by year end. Further to that, a resolution for expanding activities to a new range of specialty water based, solvent-less and UV curable adhesives has been taken.
This decision will require important investments for new plants and modifications of some production/warehousing departments; deadline: July 2007.
For more information about new products, pls contact dr Luca Toscani at ltoscani@ichemco.it or at ichemco@ichemco.it.

Technical Information:

A) The hot-melt p.s.a. production range has been added with:
TACKMELT A45: suitable for PU foams (polyether and polyester)
TACKMELT A47 M4: very good resistance to high temperatures (120 °C)
TACKMELT A43 A: high quick-stick and tack, mainly for labels
B) The UV-curable acrylics available now are:
UVACRIL P1: permanent p.s.a. for labels
UVACRIL P2: permanent p.s.a. for medical applications
UVACRIL R1: removable p.s.a. for labels
C) New water based special p.s.a.:
TACKWHITE AP15: for protective films with outstanding water resistance
TACKWHITE A623 SF2: very good wettability of siliconized paper, for permanent labels
D) New release agents:
RELEASE PP 100 D: special 100% powder non silicone release agent, particularly purified version, suitable for most delicate printed PE protective films
RELEASE W40 G2: very good cost/performance release agent for general purpose masking tapes
E) Testing equipment
We are introducing two new peel adhesion testers form ChemInstruments, the leader producer of lab equipment for testing PSA products: the PA-1000-180, performing 180° peel¸ while the PA-1000-90 does 90° peel; perfect for “quick stick” tests. Rather cheap machines, the PA series is perfect for testing on production lines. Nonetheless, they offer great precision and can be connected to the ChemInstruments „EZ-Lab“ software to make graphs and statistics, exactly like their bigger version AR1000, previous market leader.

LOHMANN GMBH & KG CO - GERMANY

The 21st forum of the “Australian Flexographic Technical Association” (AFTA) took place in the middle of August in Melbourne. The company

Lohmann/Germany, one of the worldwide leading manufacturers of plate mounting adhesive tapes, was represented there also. The Lohmann Liaison Office in Australia and the distribution partners Flexcor and GMS Pacific presented the new standard of performance for the compressible mounting of flexographic printing plates. The next "AFTA"event Lohmann will attend is the 5th Conference of the "Asian Flexographic Technical Association" (AFTA) in Shanghai from 7-11th November 2006. Lohmann will combine this conference with a customer and distribution partner meeting.

Technical Information:

After having reviewed every single material component of its successful product series DuploFLEX and DuploFLEX plus, the pressure-sensitive tape manufacturer Lohmann/Germany has implemented a multitude of additional and significant improvements. The adhesive system is a completely new development capable of holding the plates firmly in place during the entire press run even when using small diameter cylinders. The most significant advance has been achieved through the development of a new generation of highly resilient polyethylene foams for the DuploFLEX 5.11 – 5.41 ultra series.

MONTA KLEBEBANDWERK GMBH - GERMANY

Monta Klebebandwerk GmbH, the German worldwide well-known ISO-certified producer of high quality adhesive tapes has changed ownership structure in July, 2005. Mr. Gerhard Spilger, sales manager and longstanding partner of Mr. Johann Amoser at 50 %, retired from the active business after having worked in Monta for more than 25 years. His business shares were taken over by Johann Amoser who is now the sole shareholder and managing director of Monta Klebebandwerk GmbH.

Extensive investments especially in a new coating line as well as new slitting machines will improve quality and service of this traditional company existing for more than .... years.

Further state-of-the-art technologies will be implemented within the next years in order to satisfy customers' special demands even in the future.

Monta is now looking forward to work to capacity and to respond a 100 % to the market's requirements.

NEENAH GESSNER GMBH - GERMANY

Neenah Paper Completes Purchase of FiberMark's German Operations

ALPHARETTA, Ga., Oct 11, 2006 - Neenah Paper, Inc. today announced that it completed the previously announced purchase of FiberMark's German subsidiaries for $218 million. The transaction was financed through $160 million of available cash and $58 million of new debt drawn against the company's existing senior credit facility.

The acquired businesses will operate as part of Neenah Paper's technical products business under the name Neenah Germany. Neenah Germany will be comprised of two subsidiaries, Neenah Gessner and Neenah Lahnstein. These businesses, with three mills located near Munich and Frankfurt, produce a wide range of products, including auto and other filter media, non-woven wall coverings, masking and other tapes, abrasive backings, and specialized printing and coating substrates. In 2005, combined net sales from these units were approximately $221 million.

"This acquisition, coupled with the sale of our Terrace Bay pulp operation in August, makes Neenah Paper a much different and stronger company than we were at the start of the year, as we continue to execute our strategy to transform into a leading premium fine paper and technical products company," said Sean Erwin, Chief Executive Officer and Chairman of the Board. "With today's closing, our integration plans can now move forward quickly; and we are more excited than ever about opportunities in Neenah Paper to create value both for our customers and our shareholders."

NOVAMELT GMBH - GERMANY

The new plant of Novamelt-Jowat LLC located in North Carolina, USA, started production on time at of February. Novamelt also opened their new technical service centre at the same location, which will enable US customers to coat Novamelt products on a pilot coating line simulating label stock, tape and any other self adhesive coating processes.

Novamelt is furthermore pleased to announce the appointment of Peter Hölzle as a Business Manager. Peter's responsibilities are to grow and support the company's business in pressure sensitive hot melts with particular focus in the German and Eastern European markets.

Technical Information:

Novamelt has developed a new range of UV-curable pressure sensitive adhesives based on thermoplastic rubber chemistry. This new technology combines many benefits of the standard thermoplastic rubber based and UV-acrylic based hotmelt pressure sensitive adhesives such as high heat resistant and good tack and shear values even with very high coating weights. A further feature of this new technology is the plasticizer resistance.

Market information:

The market for adhesive raw materials continues to be volatile. The availability problems with isoprene based polymers as well as C 5 based hydro carbon resins tackifiers have led to shortages and the situation will remain difficult for the foreseeable future combined with soaring costs. Furthermore, rosin ester tackifiers are in short supply too, as paper mills have stated to burn tall oil as an alternative to heating oil. Nevertheless Novamelt, with careful planning, still remains confident that they will meet the demands of their customer's ensuring where possible all products are delivered on time.

PLANATOL MILKER ADHESIVE GMBH - GERMANY

Being Director of Development and Application Techniques at PLANATOL Milker Adhesive GmbH, Dr. Heinz-Peter Michels decided to leave the company with effect from 31st October 2006 in order to face new tasks. Dr. Michels leaves on amicable terms. New contact person for application techniques is Dr. Rainer Fasolt, Director of Development at the PLANATOL group of companies of many years with big PSA expertise. First contact person for all business partners remains Sales Director Dr. Jörg Dietrich. The adhesive specialist PLANATOL took over the company Dr. Milker Klebstoff in 2005 to strengthens its market position. In addition to the PUR, EVA und PSA based hotmelts and PVAC-based dispersions, solvent-borne PSAs and water based, pressure-sensitive adhesives can now be offered. With the purchased turnover, the production and sales volumes in the PLANATOL group of companies is increased to 10 000 tonsof special adhesives per year. In the adhesive segment, PLANATOL now sees itself as a complete range supplier. More information: info@planatol.de.

POLYMERLATEX GMBH - GERMANY

PolymerLatex starts production of Lipaton® and Plextol® acrylic dispersions in Jebel Ali Free Zone, Dubai, United Arab Emirates (U.A.E.) to strengthen support of customers in the Middle East and Africa

- PolymerLatex has established a production set-up in Jebel Ali, U.A.E.

- Increased proximity and flexibility as a commitment to local and regional customers

- Acrylic Lipaton® and Plextol® grades produced in line with highest German quality standards for customers in the construction, paints and adhesive industry

- PolymerLatex has started the manufacturing of dispersions in Jebel Ali Free Zone. The TÜV certified facility (acc. DIN EN ISO 9001:2000) is ready to phase up production in June 2006.
  Out of this new facility, PolymerLatex is offering a range of Lipaton® and Plextol® grades to the customers in the paints and construction as well as in the adhesive industry. Our proximate sales representatives will support you in approving and applying the well established grades being used in Europe for more than 30 years.
  "We do see the local production in Jebel Ali as a consequent second strategic step to strengthen our position in this region. After setting up our branch office in Dubai last year, PolymerLatex is going to increase its support of the local and regional customers with the new production. We are happy to offer our rewarded product quality and flexibility together with our well known services" said Stefan Brandt, Vice President Marketing, Sales and Application Technology.

SEKISUI ALVEO AG – SWITZERLAND

On June 1, 2006, ALVEO was formally renamed SEKISUI ALVEO. ALVEO has been a member of the worldwide SEKISUI Chemical group, headquartered in Japan, since 1973. SEKISUI and ALVEO foam technologies have evolved from the original SEKISUI patents to bring crosslinked polyolefin foams of unsurpassed quality.
Global economic forces continue to push manufacturing companies to move closer to their markets. SEKISUI ALVEO will continue to invest in its staff in Europe and in its manufacturing plants in Roermond, Netherlands and Merthyr Tydfil, England. We will continue our efforts to work smarter and faster for our customer, develop the best products for each particular need, find the most cost-effective solutions, and serve the local and global needs for foams and related services.

STOKVIS TAPES B.V. - NETHERLANDS

Three businesses purchased by Stokvis Tapes

In order to strengthen its international position, Stokvis Tapes has purchased three tape businesses in three different countries.

1. England
   In England, Stokvis Tapes has purchased Chiltern Adhesive Products. Chiltern is active in the conversion and distribution of technical self-adhesive tapes and the production of glue dots. The activities of Chiltern will be incorporated into those of Stokvis Tapes UK. As a result Stokvis Tapes UK will be able to offer its customers a highly extensive range of tapes as well as all conceivable conversion activities. All Chiltern employees will be taken over by Stokvis Tapes UK. The company will be managed by the former owners of Chiltern, Ann and David Worrall. Stokvis Tapes expects to purchase additional businesses in England in the years to come in order to further strengthen its position in that country.
2. India
   In India, Stokvis Tapes has purchased Prostick Adhesive Tapes. Prostick is a leading converter and distributor of technical tapes. Prostick is prominent in the automotive industry, consumer electronics, plastics and the optical industry, among other sectors. In order to cater for the expected growth, the sales organization has been expanded considerably in recent months and building work has begun on new business premises, which will eventually house all the business activities. The machinery will be expanded with the addition of new cutting, laminating and die-cutting machines.

- Estonia
  In Estonia, Stokvis Tapes has purchased Fixus. Fixus was active mainly in the building industry. Fixus has now moved to new premises covering an area of 1600 m2. The organization has expanded considerably and the business now has cutting machines, flatbed die-cutters, rotary die-cutters and a quality control department. Besides activities in the building industry, the branch in Estonia will focus on consumer electronics and other segments.

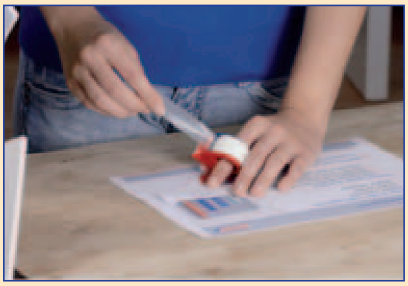
Stokvis Tapes is an international, independent tape specialist that currently has branches in sixteen countries. Stokvis Tapes has its own laboratories, and all branches are ISO 9001-2000 certified. In four countries the company is also certified in accordance with the TS 169494 standard, which is important in the automotive industry. Stokvis Tapes aims to further reinforce its international position by means of strong autonomous growth as well as further acquisitions in existing and new countries.

TESA AG - GERMANY

Technical Information:

tesafilm® Mini Dispenser

The new tesafilm® Mini Dispenser lets you master everything. It is small and handy and can simply be slid over one finger. This allows the tesafilm® tape to be unwound from the roll and leaves both hands free for repairing, creating or wrapping.



For additional information please contact
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E-Mail: reinhart.martin@tesa.com

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CALENDAR

NOVEMBER 2006

7 – 8	Introduction to Pressure-Sensitive Adhesive Technology Workshop, Amsterdam, The Netherlands
9 – 10	AWA European Self-adhesive graphic arts conference 2006 Amsterdam, The Netherlands
11 – 13	China International Specialty Printing & RFID Expo, Hangzou, China
18 – 20	Print World 2006, Toronto, Canada
20 – 24	Emballage, Paris, France

JANUARY 2007

24 - 25	Pharmapack, Paris, France
30 – 1 Feb	International Sign Exhibition, Amsterdam, Netherlands

FEBRUARY 2007

19 – 25	Graphispag, Barcelona, Spain

MARCH 2007

6 – 8	Dansk Emballage Messe, Odense, Denmark
13 – 15	Middle East Coatings Show 2007, Cairo, Egypt
13 – 16	Propak Africa 2007, Nasrec, Johannesburg, South Africa
27 – 29	ICE International Converting Exhibition, Munich, Germany
29 – 1 April	Cosmopack, Bologna, Italy

APRIL 2007

10 – 14	Print China, Guangdong, China
18 – 20	Afera Tape College, Brussels, Belgium

MAY 2007

7 – 10	European Coatings Show, Nürnberg, Germany
14 – 18	Week of Learning, Orlando, FL - U.S.A.
15 – 18	Total Packaging Show, Birminham, UK
30 - 1 June	FINAT/VskE Joint Congress, Berlin, Germany

COLOPHON

AFERA News November 2006, No. 2
Afera News is published twice a year exclusively for the Afera and the PSTC (Pressure Sensitive Tape Council-U.S.A.) Members.
Afera is the European Association promoting the interests of the self adhesive tape industry.

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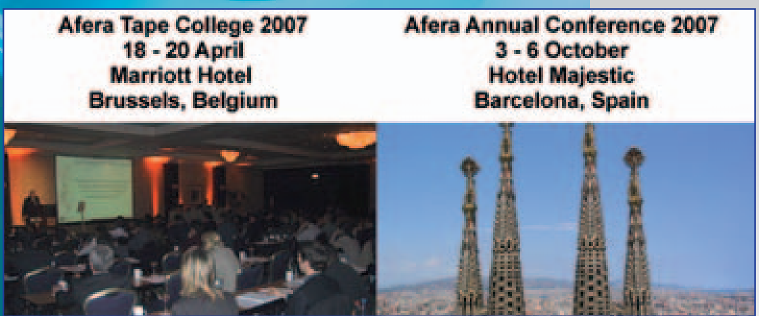

ADVERTISEMENTS NEXT ISSUES, JUNE & NOVEMBER 2007

Afera is offering advertising opportunities in the 2007 issues of Afera News. The Newsletter is aimed to keep its members abreast of the latest developments within Afera and the greater tape industry. Cover themes such as 'Coating Technology', 'The Environment with Relation to the Tape Industry' and 'Tape Converting Equipment' adds additional flavour.

Prices
Price per issue: 1.500 Euro for 1 full colour page and 750 Euro for 1/2 full colour page. The print run amounts to 1000 copies per issue.
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