

ASPI NEWS

A Quarterly Publication of the Association of Suppliers to the Paper Industry

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ASPI Recognizes Bill Prish of International Paper

More than 50 executives from key suppliers to the paper industry met March 17-20, 2004, at the Annual Meeting of the Association of Suppliers to the Paper Industry. An important part of this meeting was the recognition of William A. Prish as the ASPI Purchasing Executive of the Year. Bill is the manager, capital purchases, International Paper. He was honored for his dedication and professional approach to improving the value of suppliers to International Paper.

Bill is completing his 35th year with International Paper Company. His career positions always have involved the purchase of capital equipment and services with emphasis on major construction projects. His career began in the former corporate offices in New York, N.Y., and included five relocations.

He and his group have worked continually with the company's Technology organ-

ization, participating in the evaluation of suppliers, their offerings and ability to supply International Paper's needs. They have made capital purchases for every primary mill and most converting facilities in the company. He continues to lead the effort to find and develop new and better approaches to working with suppliers and involving them more directly as true partners with International Paper in its capital investments.



Bill Prish (R) receives ASPI Purchasing Executive of the Year Award from Dave Peschell of ITT Goulds Pumps.

Bill is a graduate of the University of Notre Dame graduating cum laude in 1967, and is a veteran of the United States Marine Corps where he served in Vietnam as a combat platoon leader.

In addition to Prish's award, attendees participated in a provocative forum oriented toward change and improvement in the underlying benefits available through industry suppliers. The program was highlighted by the keynote address from Dan

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From the ASPI President

Tom Vaughn, Vice President, Sales & Marketing, Kadant, Inc.

It has been several months since our very successful Annual Meeting at Amelia Island. The following is an update on the Association's activities since that time.

Membership

More than ten new companies have joined ASPI over the past few months. The organization is now well positioned to achieve its goal of an active membership of 50-60 companies. This level will maintain our executive networking characteristic, and will allow for full support of varied programs and representation of membership in national and international forums.

We encourage each current member to introduce one prospective member to ASPI. Contact ASPI headquarters staff for materials that you may send to companies you believe would benefit by ASPI membership.

Meeting Programs

Mark your calendars for the October 7-9 Fall Meeting at Lansdowne Conference Center in Leesburg, Va. (ten minutes from Dulles International Airport). An excellent program is planned; registration and other details are being distributed. We are expecting 50-60 executives and strongly encourage you to register multiple attendees from your company.

Initiatives

At the 2004 Annual Meeting, we committed to proceeding with the ASPI Benchmarking and Customer Characterization Initiatives. You should have received the Benchmarking Survey. The Customer Characterization Initiative Survey will be sent shortly. These projects will require some time and effort from each of you (and/or your designated representatives) to respond fully. A high level of participation from our membership is absolutely critical to the validity and viability of these key initiatives.

Quarterly Newsletter

The new quarterly ASPI Newsletter is initiated with this issue. The primary purpose of this publication will be to keep membership abreast of developments within ASPI and our member companies. Additionally, the newsletter will publicize and promote ASPI to prospective member companies and the trade press. We will rely on members to support this effort with appropriate submissions, suggestions, and comments.

Upgraded ASPI Web Site

The ASPI Web site is being upgraded to more completely describe and promote ASPI to the marketplace and to serve as a

conduit to funnel Internet inquiries to member companies. If you have suggestions to improve our Web site, please contact Clay Tyeryar at ctyeryar@aspinet.org.

I look forward to seeing all of you at Lansdowne in October, and thank you for your continued support of ASPI. As always, ASPI is your association, so if you have comments and/or suggestions to improve its value to your company, please let us know. ASPI must continue to evolve and adapt to a higher level of relevancy.

Prish Honored at ASPI Annual Meeting

(continued from page 1)

Cenatempo, president, Value Resolution Group, Inc., and two well-received panel discussions.

Fred Christiansen, director of technology, Jacobs Engineering Group, moderated a five-member panel discussion on "North American Mill Optimization Opportunities" and Eli Karter, executive vice president (retired), Mead Corporation, moderated a second panel composed of mill managers and operating executives discussing the "Changing Role of Mill Management."

[Editor's Note: Bill Prish retired from International Paper in June 2004 and is relocating to Florida.]

ASPI Members' Forum

Those of us supplying the Pulp and Paper Industry know that our industry is in an unprecedented state of change. If the collective financial performance of our customers and those of us supplying them do not dramatically improve, we could experience failure.

Rather than hold on and hope, most ASPI member companies are guardedly taking the offense with their businesses for the first time since the precipitous declines of post-9/11. Following multiple cost-cuttings and attempts to redefine their organizations, product lines and business practices, the leaders of ASPI member companies now are seeking new ways to further change and improve their businesses, open up new sources of revenue, and continue to bring new financial benefits to their customers.

In this spirit, ASPI is launching a *Members' Forum*. The sole objective of this forum is to pro-actively stimulate the thinking of our member executives and how they approach the reinvigoration of their businesses. The vehicle for this forum will be the ASPI Quarterly Newsletter. This "idea interchange" initially will be composed of the following:

- In each ASPI newsletter, the ASPI Staff will pose several provocative questions focused toward the conduct of an industry suppliers' business operations.

- ASPI member companies will be encouraged to submit their answers to these questions. The answers can be submitted anonymously or be authored.

- All submitted answers or comments to questions will be published in the subsequent ASPI newsletter.

- In addition, ASPI member companies will be encouraged to suggest to ASPI Staff those subjects that they would like to see addressed in this forum.

It will be stated clearly that the questions posed by ASPI Staff as well as the authored and anonymously offered answers or comments are only personal opinions and do not represent ASPI or ASPI member company formal positions or policy. Furthermore, nothing published within the ASPI Members' Forum can be republished for any reason.

The initial ASPI Members' Forum Subject is *Field Service*.

ASPI Questions

1 Should Field Professional Services (when supplier employees or subcontractors are in a customer's facility providing their professional expertise for a price) be a product line for a product (chemicals, clothing, parts, repairs, rebuilds, machinery, and/or capital systems)supplier? As such, it would have its own P&L, accountable manager, staff and organization, and business processes.

2 Should Field Services be viewed as a veiled selling effort and generator of supplier good will, thus being supplied at no charge whether justified by a legitimate warranty claim or not?

3 Should Field Service personnel be compensated as a function of the time they are in the field?

4 Should each Field Service trip have a written report associated with it?

5 Do customers treat supplier Field Service as more consequential (support the personnel, listen to and implement their recommendations, etc.) if there is a charge for the service?

6 Is Field Service a career fulfilling position whose opportunities for advancement and compensation are comparable to that of Field Sales, Engineering, etc.?

7 Are there extraordinary growth opportunities in Field Service as a result of pulp and paper mills dramatically reducing their in-house process and mechanical expertise?

8 Should Field Service only be sold on a reimbursable time-and-expenses basis or are there opportunities in lump sum, defined scope Field Service?

What do you think? What experiences have you had with the above issues? Where do you think Field Service is going? Are there opportunities for you, for your competitors, or for your customers, in this area? Send your responses to the newsletter editor, Dawn Shiley-Danzeisen at dshiley@aspinet.org. Confidentiality of responses will be maintained. The forum topic for the November ASPI News will be "Customer Partnering." If you want to pose questions, send them to the editor.

ASPI Grows by More Than Ten New Members

Since the Annual Meeting in March, ASPI Membership has grown by 11 new members. The new members represent a wide range of product and service offerings including professional services, machine clothing, consumables, parts, semi-finished components, equipment and capital engineered systems. New members and their contact information are listed below to facilitate member-to-member networking.

Albany International Corporation

1373 Broadway
Albany, NY 12204
P: (518) 445-2200
F: (518) 445-2264
Web site: www.albint.com
Contact: Tom Curry, Vice President, North American Sales & Marketing
Email: tom.curry@albint.com

AMEC Kamtech, Inc.

3820 Mansell Road, Suite 300
Alpharetta, GA 30022
P: (770) 576-9110
Web site: www.amec.com
Contact: Bob Dresser, General Manager
Email: bob.dresser@amec.com

Banner Service Corp.

494 E. Lies Road
Carol Stream, IL 60188-9425
P: (630) 653-7500
F: (630) 653-7555
Web site: www.bargrind.com
Contact: Mark Redding, President
Email: mredding@bargrind.com

BE&K, Inc.

2000 International Park Drive
Birmingham, AL 35243
P: (205) 972-6624
F: (205) 972-6807
Web site: www.bek.com
Contact: Tom Freeland, Vice President, Sales & Marketing
Email: freelandt@bek.com

IBS of America

3742A Cook Boulevard
Chesapeake, VA 23323
P: (757) 485-4371
F: (757) 485-4473
Web site: www.ibs-ppg.com
Contact: Michael Boehmer, Vice President
Email: mboehmer@judcorp.com

John Crane Safematic

5933 Peachtree Industrial Blvd.
Suite C
Norcross, GA 30092
P: (678) 533-2380
F: (678) 533-2376
Web site: www.johncrane.com
Contact: Marcus Pillion, Director (North America)
Email: mpillion@johncrane.com

Leripa Papertech LLC

710 Ford Street
Kimberly, WI 54136
P: (920) 954-9154
F: (920) 954-9156
Contact: Dave Brown, Operations Manager
Email: lpt@athenet.net

Metso Paper USA, Inc.

211 N. Sandra Street
Appleton, WI 54911
P: (920) 749-4302
F: (920) 749-7388
Web site: www.metso.com
Contact: Kari Nettamo, General Manager & Vice President, Paper & Board
Email: kari.nettamo@metso.com

Oasis Alignment Services, Inc.

255 Pickering Road
Rochester, NH 03867
P: (603) 332-9641
F: (603) 332-0356
Web site: www.oasisalignment.com
Contact: Ray Masse, President
Email: rlmasse@oasisalignment.com

Stowe Woodward

One Technology Drive
Westboro, MA 01581
P: (508) 532-1710
F: (508) 616-9479
Web site: www.stowewoodward.com
Contact: Kevin Frank, Senior Vice President
Email: Kevin.Frank@stowewoodward.com

The Price Companies, Inc.

P.O. Box 536
Monticello, AR 71657
P: (870) 367-9751
F: (870) 367-3309
Web site: www.thepricecompanies.com
Contact: Dick Carmical, General Manager
Email: dick@thepricecompanies.com

"Initially there was some skepticism on Voith's part about this association being oriented toward American companies. This concern was not warranted. ASPI is truly a global organization. I am proud to be the third Voith executive to be a member of the Board of Directors of ASPI...having been preceded by Werner Kade and Hans Mueller, who is now the chairman of Voith."

Otto Heissenberger
President, Voith Paper Inc.

Annual Meeting Ranks High With Attendees

A SPI's Annual Meeting, held at the Amelia Island Plantation, Amelia Island, Fla., March 17-20, 2004, received very positive feedback from participants. Attendees submitted their evaluations and rated several areas on a scale of 1 to 4 (1 equals poor and 4 equals superb). Additional comments were in abundance. "I have been to a handful of APMA/ASPI meetings, but this one by far was the most interactive and engaging that I've attended," stated one member. Another concluded, "Great meeting. This organization is alive and very well. Keep charging forward."

Meeting participants again gave mix of business/social the highest rating (3.67 average). Informal information exchange garnered 3.57 average, highlighting the importance of member-to-member information exchange. All but one area rated above 3.0 with an average rating of 3.40. Members especially were pleased with the meeting site location (3.60), group social functions (3.45), and program content (3.38).

Participants rated all speakers. Keynote Speaker Dan Cenatempo's presentation on "Industry competitiveness and Innovation Imperative" rated the highest with a 3.48 average score. Also rating high were: William A. Prish's presentation (3.43); Bob Harrison's presentation on ASPI Initiatives (3.43); and the PaperLoop presentation by Kelly Ferguson (3.34).

Future ASPI Programs

Members were asked in a separate survey to help shape future programs.

Members were asked to rank several potential meeting locations. The top three locations, in order of preference, are:

- (1) East coast coastal, low key, resort or conference resort;
- (2) New England or North Carolina mountain conference center; and
- (3) Washington, D.C.

When asked about meeting format, 21 members felt that the two day meetings should be focused on pulp and paper with one day of external programming and one day of internal programming.

Meeting content is of primary importance to members and all attendees. Members were asked to rate several options related to content that will help in the planning of future meetings.

For the "Mill Operations Panel Discussions," members would like purchasing managers to be featured, then production managers. When asked about topics

for member panels, the top three chosen were:

- (1) Sales and Marketing Tools (websites, direct mail, in-house customer conferences, trade shows, advertising, giveaways);
- (2) Establishing and Operating a Field Service Operation; and
- (3) Case Histories in Developing Markets (China, India, Eastern Europe).

Members also were asked to rate ten miscellaneous topics for future programs. The top four were:

- (1) Industry Economic and Capital Spending Forecasting;
- (2) Panel of Experts on Mill Costs in North America – Mill Costs in North America Versus Other Major Pulp and Paper Regions;
- (3) Status Report and Discussion of Evolutionary Improvements to the ASPI Initiatives; and
- (4) Keynote Addresses Summarizing How Other Heavy Industries Have Evolved During their Maturation.

All ideas and the results of the survey are being used by program planners for future meetings.

Plan Ahead - ASPI 2005 Annual Meeting

Featured Speaker

Dr. Richard B. Phillips

Senior Vice President, International Paper

Dr. Phillips will discuss his vision of the future of the paper industry and the growing interdependence between producers and their key suppliers.

Key Biscayne, Florida - March 16-20, 2005

Did you miss the ASPI Annual Meeting?

The speakers were some of the best!

Wayne Bucher, President
WB Consulting, Inc.

Daniel J. Cenatempo, AVA, CMC, MBA
President, Value Resolution Group, Inc.

Fredric A. Christiansen, P.E.
Director of Process Technology
and Engineering
Jacobs Engineering Group, Inc.

Kelly Ferguson
Vice President, Editorial, PaperLoop

Warren S. Flenniken, Vice President &
General Manager, Smurfit-Stone
Container Corporation

Boyd A. Giles, Vice President &
Resident Manager, MeadWestvaco
Coated Board

Wayne H. Gross, CAE
Executive Director & CEO, TAPPI

Christer Idhammar
President & CEO, IDCON, Inc.

Elias M. Karter, Executive Vice
President (retired), Mead Corporation

Robert B. Kinstrey
Director, Process Technology
Jacobs Engineering Group, Inc.

Tom Lawson
Director of Manufacturing, Paper
Sonoco Products Co.

Sally Love, President
Paragon Worldwide

J.A. William Mahoney
Senior Vice President, GL&V, Inc.

William A. Prish, Manager
Capital Purchases
International Paper Co.

Theodora Retsina, Ph.D.
President, American Process

Register Now to Attend the 2004 ASPI Fall Meeting

The 2004 ASPI Fall Meeting will be held October 7-9, 2004, at the Lansdowne Conference Center in Leesburg, Va. Register today to attend this information-filled conference.

The meeting will commence with a Board of Directors meeting during the late afternoon of Thursday, October 7. The evening will offer dinner and member networking.

Friday's program begins with an industry financial overview. This will be followed by a panel discussion on outsourcing. Participating on the panel are Dick Carmical (The Price Companies), Glenn Davidson (Accenture), Doug Barnes (BE&K), and Aaron Braaten (PMPoland, S.A.). The panel will be moderated by David Withers, president, Coldwater Group Inc.

Two presentations will round out the morning program. First, Dr. James Frederick of IPST will discuss "Commercializing New Technology in the Paper Industry." Concluding the morning session is Otto Heissenberger (Voith Paper) with his presentation, "Identifying and Managing the Risks of Large Capital Paper Machine Projects."

The afternoon program will commence with an update on H.R. 660, a bill for Association-based Employee Healthcare. A member profile of Johnson Foils will conclude the Friday program.

Saturday's program will begin with a presentation by Rod Fisher, president, Fisher International, on "Using Mill Costs in Selling." ASPI Initiatives review and

discussion will conclude the conference program.

At 11:00 a.m. the Membership Meeting will be called to order. During the meeting nominations will be accepted for the Customer Executive of the Year Award.

Optional recreational activities and dinner are planned for Saturday afternoon and evening.

Book Your Room Today at the Lansdowne Resort



Of all the Virginia resorts only Lansdowne can combine luxury amenities and a secluded setting, yet still offer a convenient location in the Washington, D.C. area. It is located just forty-five minutes from downtown and just minutes from the Washington Dulles International Airport. Book your room by September 10, 2004, to receive the special ASPI room rate of \$214.00. This rate is also available pre- and post-conference. Reservations are accepted by calling (877) 509-8400. For more information on the resort, visit www.lansdowneresort.com.

ASPI Benchmarking Initiative Survey Underway

Now is the time for members to return their Benchmarking Initiative surveys. The ASPI Benchmarking Initiative has been developed under the direction of the ASPI Board of Directors. Members reviewed and approved the initiative at the Annual Meeting in March.

Members were sent the first benchmarking survey in early August. The data will be collected and aggregated. The purpose is to provide data that will allow individual member companies to compare their sales performance against the average and extremes of other member companies. The survey is designed to collect critical business performance information.

Companies will report on bookings and backlogs regionally

and among several product lines. The product lines are capital systems, equipment, repairs/rebuilds, parts, consumables, and services. Submissions are maintained in complete confidence. Survey results distributed to the membership will consist of the arithmetic average of all respondents and the high and low response to each category.

This first survey will cover the second quarter calendar year for 2004. After analysis, the initial data will be summarized and provided to attendees at the October 7-9, 2004, ASPI Fall Meeting. Please respond to the survey immediately. If you have questions, contact Clay Tyeryar at ctyeryar@aspinet.org.

ASPI Customer Characterization Initiative to Begin Soon

Next month, members will receive a survey that begins the Customer Characterization Initiative. The purposes of this initiative include:

- Allowing ASPI member companies to identify the policies, procedures and/or business practices that have the greatest impact on the benefits customers obtain from the products and services being supplied. The results will provide an average of ratings for the majority of our primary customers.

- Allowing ASPI member companies to characterize their customers' operations in terms of

selected policies, procedures and business practices.

- Allowing ASPI member companies to recognize those customers with policies, procedures and business practices which optimize the benefits available from their suppliers.

- Ultimately, enabling members to influence change and improvement in the value and benefits provided by suppliers to the pulp and paper industry.

All submissions will be maintained in complete confidence. Members are urged to respond to the survey when it is received. Questions may be directed to ctyeryar@aspinet.org.

Were you unable to attend the ASPI 2004 Annual Meeting?

You missed several relevant presentations!

"Industry Competitiveness & The Innovation Imperative"

"The Changing Face of Mill Operations"

"NA Mill Optimization Opportunities"

"Unlock the Potential"

"Member Profile – ITT Goulds Pumps Inc."

"PaperLoop Presentation"

"TAPPI Presentation"

ASPI Calendar

ASPI Pavilion at China Paper 2004: Sept. 7-9, 2004, INTEX, Shanghai, China. Contact: Clay D. Tyeryar, CAE, at ctyeryar@aspinet.org.

PLP&D Fall Workshop: Sept. 30-Oct. 1, 2004, Landsdowne Resort, Leesburg, Va. Contact: Clay D. Tyeryar, CAE, ctyeryar@asmii.net.

ASPI 2004 Fall Meeting: Oct. 7-9, 2004, Lansdowne Conference Center, Leesburg, Va. Contact: Clay D. Tyeryar, CAE, at ctyeryar@aspinet.org.

ASPI 2005 Annual Meeting: March 16-20, 2005, Sonesta Beach Resort, Key Biscayne, Fla. Contact: Clay D. Tyeryar, CAE, at ctyeryar@aspinet.org.

Building on Success in 2003, ASPI Will Be Featured in a Pavilion at China Paper Shanghai 2004

China Paper Shanghai 2004 is the 12th international exhibition and conference for the pulp, papermaking and paper products industries in China. Because of the success of the ASPI Pavilion at China Paper/China Forest 2003, ASPI decided to organize a pavilion for the 2004 show.

China Paper Shanghai 2004 will be held Sept. 7-9, 2004, at

INTEX, in Shanghai, China. Exhibitors will meet thousands of qualified customers, including general managers and owners of paper mills and related companies; paper wholesalers and distributors; paper merchants and importers; large-scale printers; and managers, chief engineers and technical personnel of paper and pulp mills. Most attendees are top-level buyers

who have the authority to purchase products and services.

ASPI will have a general information booth that highlights ASPI members and membership benefits. In addition, several member companies will participate in the pavilion or literature display. Member participants are featured in ASPI's advertisement in the official show guide.



ASPI Members Exhibiting at the ASPI Pavilion – China Paper Shanghai 2004

Acrowood Corporation
ASPI
ITT Goulds Pumps
The Johnson Corporation
Voener FloGard Corporation



Manufacturers Alliance/MAPI Survey Finds Higher Level of Enthusiasm in Global Business Climate

Business leaders share a more optimistic view for global business growth in the immediate future, according to an annual Manufacturers Alliance/MAPI survey. Reasons for their optimism, as well as more detailed findings, are reported in the "Survey on Global Business Outlook, 2004," which highlights market opportunity information derived from the survey of some 109 executives from leading manufacturing firms.

Survey participants were asked to indicate their companies' business prospects for the immediate future as compared to the previous year and responses were elicited for the markets in the major trading regions of the world.

Some of the key findings include:

- Optimism about the business climate is high for the United States, China, India, and Mexico;

also, enthusiasm about the overall global business climate is marginally improved over 2003. India jumped from tenth place in last year's survey to fourth place in 2004 in rankings of markets with greatest potential for long-term growth.

- A majority of this year's respondents predict that the business climate in all three North American countries will improve in 2004.

- The highest level of respondent optimism, albeit less than a majority sentiment, in Central and South America was generated by Brazil.

- In addition to China and India, at least half of the respondents predict business will improve in 2004 in two other Asia/Pacific nations – South Korea and Thailand.

- Respondents remain moderately positive about near-term business prospects in Russia.

In April, all NAM Council of Manufacturing Associations members were given the opportunity to distribute the MAPI survey to their members. ASPI is a member of the Council and its members were given the opportunity to participate. It is MAPI's intent to offer this opportunity in 2005 to non-members through the Council. ASPI staff will provide the 2005 survey to members when it is available.

The cost for the report is \$50 for Manufacturers Alliance/MAPI members and members of associations that participated and \$75 for all other purchasers. Survey participants receive the report for free. Visit www.mapi.net for more information or to order the report.

ASPI to Annually Recognize Customer Excellence

The membership of the Association of Suppliers to the Paper Industry (ASPI) annually will recognize customer excellence. Each fall, at the Fall Membership Meeting, ASPI member companies will select one or more Customer Executives of the Year. Nominations for this recognition are accepted throughout the year.

Members will be nominating paper industry executives that are characterized as "influencing his or her paper

company and their key suppliers in a manner that has resulted in maximizing the collective benefits available through the purchase of various products and/or services. The continuous efforts of the recipient of this award will be viewed as having a material personal impact on his company's relationship with their suppliers becoming a key competitive advantage.

The 2004 recipient of this prestigious award was William A.

Prish, manager, capital purchases, International Paper.

For more information, contact Clay Tyeryar at ctyeryar@aspinet.org.



Association of Suppliers to the Paper Industry
- Since 1933

Report from Washington

This quarterly column will provide brief highlights of activities at the Department of Commerce, Office of the United States Trade Representative, and other departments, which could influence the business climate. In depth analysis will not be provided, but links to information on the topics will be available to those that wish to pursue the topic.

Commerce Department Announces New Manufacturing Council

– The Department of Commerce has formed the Manufacturing Council to provide manufacturers across America with a stronger voice. The chairman of the council is Don Wainwright, chairman and CEO of Wainwright Industries. For more information, visit www.commerce.gov/opa/press/2004_Releases/June/15_Evans_manufacturingcouncil_release.htm. To see the government's report, *Manufacturing in America*, visit www.manufacturing.gov.

Bush Administration Sends Annual Trade Report to Congress

– The Bush Administration's Annual Trade Report to Congress covers free trade agreements, regional initiatives, trade strategies for different world regions, trade

enforcement activities, and trade policy development. Most useful is Annex III, which lists all current trade agreements. A copy of the report is available at www.ustr.gov/reports/2004.html.

Doha Talks Back on Track as World Trade Organization (WTO) Agrees on Negotiating Framework

– The WTO has finally agreed on a framework that provides structures and direction to the ongoing trade talks, which are designed to promote global economic growth and development in developed and developing countries. A fact sheet describing the agreement is available at www.ustr.gov.

Dominican Republic Joins Five Central American Countries in a Free Trade Agreement (FTA) with the United States

– On Aug. 5, 2004, an agreement was signed

with the Dominican Republic that adds it to the Central America Free Trade Agreement (CAFTA). Learn more by visiting www.ustr.gov.

Senate and House Pass U.S.-Australia Free Trade Agreement

– An unprecedented 99 percent of Australia's tariffs on American manufactured goods will disappear instantly on January 1, 2005, following Congressional passage of the FTA this month. For a brief summary of the agreement, visit www.ustr.gov/Document_Library/Fact_Sheets/2004/Section_Index.html.

Editor's Note . . . If you have ideas, suggestions, news updates or corrections for ASPI News, or if you would like to write an article for a future issue, please contact the editor at (703) 538-1787 or dshiley@aspinet.org. Information also may be mailed to the address on the first page.

ASPI News welcomes news items of interest to the ASPI membership. News items should be brief and to the point, with information on how to obtain additional information. Perhaps you would like to share a short "how to" tip, offer a new resource, or summarize a successful program. Feature articles should run no longer than 750 words. Member company news and press releases are also welcome.

I look forward to hearing from you. – Dawn M. Shiley-Danzeisen, editor.

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ASPI Board of Directors

Class of 2006

Robert Harrison
President, Rharrison, Inc.

Carl Howe
Vice President, Corporate
Sales, The Johnson
Corporation
(ASPI Secretary)

Class of 2005

Otto Heissenberger
President, Voith Paper Inc.

David Peschell
Marketing Manager
ITT Goulds Pumps Inc.
(ASPI Vice President)

David Withers
President
Coldwater Group Inc.
(ASPI Treasurer)

Chuck Wunner
President, Vooner FloGard
(ASPI Past President)

Class of 2004

Rod Fisher
President
Fisher International Inc.

Dale Libby
President, Sulzer Process
Pumps (US) Inc.

Edward Ryan
President, Sandusky
International, Inc.

Thomas E. Vaughn
Vice President of Sales &
Marketing, Kadant AES
(ASPI President)

ASPI Annual Meeting Highlights



ASPI Treasurer Dave Withers (left) and ASPI Secretary Carl Howe (right), welcome new members from Leripa Papertech LLC. Leripa's representatives at the meeting were Rudiger Keinberger, CEO, (center left) and Dave Brown, operations and sales manager (center right).



ASPI Board Member Bob Harrison discusses meeting topics with Bill Prish of International Paper, one of the speakers.



At the Annual Meeting, officers were elected. They are (left to right): Chuck Wunner, past president; Dave Peschell, vice president; Tom Vaughn, president; Dave Withers, treasurer; and Carl Howe, secretary.