Inter — Brush
Brossa Expo
2004
Interbrossa, Joint Venture Partners of Brush Expo, and Messe Freiburg Cooperate for New Tradeshow in 2004

14 September 2001. Malmo, Sweden. In the year 2000, the Brush, Broom, Mop, and Paint Brush Industry had two exhibitions: Brush Expo—held in Luxembourg—and Interbrossa—held in Freiburg, Germany. The Industry was divided, and there were many opinions. The strongest opinion, voiced by many, was that: TWO TRADE EXHIBITIONS WERE UNNECESSARY.

Many buyer-attendees and exhibitors alike had stated that if there would be two competing Industry shows come 2004, that they would attend neither.

Having listened to what the Industry had to say, the principals from both Brush Expo and Interbrossa have come to a compromise. Therefore, it is with great pride and enthusiasm that the organizers of Interbrossa and Brush Expo announce the formation of one tradeshow for the Brush, Broom, Mop, and Paintbrush Industry. Starting in 2004, this new show will be held for the next two decades at the Messe Freiburg in Freiburg, Germany. It will be known as INTER – BRUSH. The first show dates are 21-23 April 2004.

In a desire to have input from the Industry, it was further decided that an Advisory Board would be formed. In this way, the Industry can help to shape the future of our one and only trade exhibition. The Advisory Board will meet soon and announcements made accordingly.

So, you can look forward to attending one trade show in 2004: Inter-Brush!

For further information, please contact Ken Hutton of ABMA at +(215) 564-3484 and email at khutton@fernley.com or Klaus Seilnacht of Messe Freiburg at +49 761 70370 and seilnacht@messe-freiburg.de.

ABMA joins the entire world in offering prayers and condolences to all of the victim’s of the September 11th attacks on America. Our thoughts and support are with the valiant rescue workers and with our country’s leaders as they determine the best course of action during this difficult time.

God Bless America
ABMA MEMBERSHIP DIRECTORY

The 2001-2003 ABMA Membership Directory is at the printers and will shortly be mailed to each member company. 
Watch your mail!

Manufacturers’ Identification Marks

During the Safety and Standards Committee meeting in Savannah, it became apparent that ABMA does not have a listing of the various manufacturers’ identification marks used to comply with ANSI B165.1. The Committee felt that it would be desirable to have such a listing for assisting in any compliance issues. Having such a listing would also enable ABMA to return brushes that are shipped to headquarters when no other address is available.

If you have not already done so, please send the manufacturing identification marks for your company to the ABMA staff, who will then compile a listing (i.e., drawing or sample). That listing will be retained at ABMA Headquarters for all to reference.

ABMA’s Safety and Standards Committee appreciates your assistance in this project.

Distribution of Anti-dumping Duties

For years, members of ABMA’s Paint Applicator Division focused their energies and dollars on importation of natural bristle paintbrushes from China. This focus eventually resulted in a substantial anti-dumping duty. However, as is always the case in such actions, the duties collected do not go to the petitioners within the damaged industry.

As the delegates attending ABMA’s Paint Applicator Division learned last March, that all changed in October 2000. At that time, the Continued Dumping and Subsidy Offset Act of 2000, also known as the “Byrd Amendment,” was enacted. The law is intended to offset continued dumping and subsidization—after an order is imposed—by distributing collected anti-dumping and counter-vailing duties to affected domestic producers.

The Customs Service recently published a notice of intent to distribute such duties collected during the 2001 Federal Fiscal Year (October 1, 2000 – September 30, 2001). Affected domestic producers need to provide specific information in order to file a claim in this distribution. King & Spalding, ABMA’s legal counsel for anti-dumping action, is coordinating the Division’s claims. As agreed during the Division meeting, the distribution of any funds to Division members will be based on ABMA dues units.

Any questions on these procedures should be directed to Stephen Jones of King & Spalding at (202) 626-2950 or by e-mail at sajones@kslaw.com.
The world has changed for everyone since our last newsletter. In just a few short moments on September 11th, we all came to realize that what we were witnessing would have a dramatic impact on every aspect of our lives, both business and personal. Our thoughts and prayers are with the victims of these cowardly attacks. We unite with the rest of the nation in supporting our country’s leaders during this difficult time.

As you can see from this newsletter, there are many other events and issues going on in the world and within ABMA. I am pleased to say there will only be one tradeshow for the broom, brush and mop industry in 2004. A special thank you goes out to Ken Hutton and the rest of the negotiation team for compromising to form one tradeshow, Inter-Brush, that will take place in Freiburg, Germany. We’ll be hearing more details shortly.

ABMA is gearing up for the Annual Convention in St. Petersburg, Florida. I hope everyone plans to attend. The newly revised Bylaws will be presented to the membership for approval at the 2002 Annual Meeting.

Again, I strongly encourage everyone to participate in the ABMA in one way or another. Each standing committee is described within this newsletter. Pick one that interests you and contact Headquarters with your choice. The Association will benefit from your input and you will find it a rewarding experience.

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**Broom and Mop Truth in Packaging**

For quite some time, the U.S. broom and mop industry has discussed the creation of a labeling system as an informational aid for consumers. Such a system would help purchasers of broom and mop products understand the true content of the product being sold at various pricing points.

After much discussion and careful consideration, ABMA’s Broom and Mop Division recommends adoption of the following standards for all mops sold in the United States:

- The true weight in ounces (within one [1] ounce) will appear on every mop package along with the mop logo.
- A mop could be labeled a “cotton mop” if the content is 80% or more cotton.
- A mop could be labeled a “rayon mop” if the content is 50% or more rayon.
- A mop could be labeled a “blended mop” if the content is mixed fibers of less than 80% cotton and less than 50% rayon.

Similarly, ABMA’s Broom and Mop Division recommends adoption of the following standards for all corn brooms sold in the United States:

- A logo would appear on every corn broom package.
  - A corn broom would be labeled “100% Broom Corn” if it is made of only pure broom corn.
  - A corn broom would be labeled “Mixed Fiber” if it has natural fiber and is less than 100% broom corn.

To facilitate this process, ABMA’s Broom and Mop Division has organized a task force of industry volunteers to work with ASTM. The first meeting of this group will occur in October. The industry intends to proceed so that consumers are not CONFUSED (deceived) about the broom and mop products which they purchase. One of the principal concerns of the Association is how to best enforce whatever standards the Task Force finally determines. Member input on that subject is welcomed and should be directed to staff executive, Ken Hutton.
The following companies have hotlinked to www.abma.org:

HAVE YOU?

Hotlinks are for a one time fee of $100. Complete the attached hotlink form and send it to ABMA Headquarters to get your company website hotlinked to abma.org.

Be sure to check out the latest…

For dates/location of the 2002 Annual Convention, as well as hotel and Tampa Bay information, visit http://www.abma.org/2002convention/index.html.

For highlights of the 2001 Annual Convention, visit http://www.abma.org/01conventionhighlights.htm.

For more information on the Sound Dollar Coalition and how you can help, visit http://www.abma.org/members/dollaralert.pdf.

For the most recent ABMA publications, visit http://www.abma.org/members/index.html.

Contact ABMA Headquarters if you are unsure of the Members' Only userID and password at 215-564-3484.
ASSOCIATION OPPORTUNITIES

Some of the benefits available to you through your ABMA membership include:

- **University of Industrial Distribution (UID)** -- The University of Industrial Distribution is a concentrated educational program focused on the unique needs of the industrial wholesale distribution industry. Known worldwide for excellence in education, UID is sponsored by the leading industrial distribution professional associations, as well as ABMA. The next UID opportunity is October 21-24 at Indiana University/Purdue University in Indianapolis, IN. Visit [http://www.abma.org/members/uid.pdf](http://www.abma.org/members/uid.pdf) for more details.

- **NAM Virtual University** -- The NAM Virtual University brings manufacturing training options to members via the internet. ABMA’s partnership with NAM allows ABMA members to have their employees learn new skills at their own pace and in a wide variety of subjects without the expense of travel. Visit [www.namvu.com](http://www.namvu.com) and check it out!

- **Freight Newsletter and Manual** -- Enjoy yet another ABMA member resource, another association program return on your dues investment! Your Association’s freight transportation consultant, Donna Behme, compiles a monthly newsletter and has compiled everything you needed to know about the Motor Carrier, Air Freight, and Postal industries in a manual. Visit the Members’ Only section of [www.abma.org](http://www.abma.org) for more information.

- **How To Marketing Brochures** – These handy and informative brochures are available to download off the Members’ Only section of the ABMA website. A spiral bound copy of these brochures is also available for purchase.

- **HR Issues** – If you are looking for assistance on human resource issues, visit [http://www.hrenterprise.com/](http://www.hrenterprise.com/), which is run by Nancye Combs, a speaker from the March 1999 ABMA Educational Institute.

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**ABMA BYLAW AND INTERNATIONAL MEMBERSHIP TASK FORCE**

The ABMA Bylaw and International Membership Task Force has been hard at work this summer revising the bylaws to reflect the changes approved by the membership at the March 2001 Convention. The approved changes included the following:

1. Change the scope of the association from a United States focused organization to a North American focused (Canada, Mexico, and the United States) organization.
2. The dues unit structure will be based on North American sales.
3. Add a new class of membership. International members are manufacturers with an interest in the industry and do not have a manufacturing facility in North America. An International member would also pay dues based on their North American sales.
4. Associate members will now be termed Affiliate members and have full voting rights.
5. The Board will consist of 12 Directors and 3 Officers. 6 Directors will be Brush Manufacturing members and 6 Directors will be Affiliate members. Both the brush manufacturer and the affiliate members may hold an office.
6. The Advisory Committee was abolished.
Osborn International Appoints New Product Manager

Osborn International in Cleveland, Ohio recently appointed Vageesh Bakhshi as Product Manager for its North American business. He will be responsible for developing marketing plans to support and grow Osborn’s brush product lines.

Vageesh joins Osborn from Transtar Industries, a distributor of automotive kits and components. He has an MBA from Cleveland State University, having majored in Marketing.

Osborn International is the world’s largest manufacturer of power brushes and maintenance products. They have manufacturing facilities in thirteen countries, on four continents and sales in over 90 countries. Osborn is a Unit of Jason Incorporated.

Sandy Knapp Retires

Charles A “Sandy” Knapp has announced his retirement effective August 3 from the DuPont Company after 38 years of service in various areas. From the time that Sandy joined the DuPont Filaments business 17 years ago, he has become well known as a very attentive and responsive account manager to customers in the toothbrush and cosmetic markets.

His competitive nature is widely known not only in business but also on the golf course where he often mixed work and pleasure to the joy of his customers. His sincere interest in the people with whom he worked as well as in his customers and their families has led to long term friendships that will survive long after his retirement. Sandy and his wife, Ronnie, will spend much of their time at their home along the warm coast of South Carolina in the Southeastern U.S.A.

Weiler Corporation Announces Acquisition of Anderson Products

Weiler Corporation, a leading ISO 9002 manufacturer of industrial brushes, abrasives and maintenance products, announces the recent acquisition of Anderson Products in a transaction with JET Equipment & Tools. Both Weiler and Anderson have a long tradition of quality and commitment to the surface conditioning industry.

Weiler intends to operate Anderson as a stand-alone organization under the leadership of Dick Gommel, President/CEO with an independent sales force. According to Gommel, “We strongly believe in the brand equity of both Weiler and Anderson. Our intent is to operate the organizations as independent companies, each having well-known and well-respected brand names in the marketplace. By combining the market shares of both companies, the acquisition strengthens Weiler’s leadership position in the surface conditioning industry.”

“While Anderson and Weiler will operate independently in the marketplace, we clearly expect to gain synergy from both organizations…and build on each other’s strengths,” added Karl M. Weiler, Chairman of the Board. “Our distributors and end users should continue to expect top-quality products and service excellence.”

Bob Levine, Vice President of Sales/Marketing for Anderson, reports that everyone at Anderson is very excited about the acquisition. “The acquisition of Anderson by Weiler puts us in an excellent position to meet the demands of the marketplace and grow market share. As we work through our strategic positioning, it’s business as usual.”

Anderson Corporation was founded in 1928 in Worcester, MA as a manufacturer of industrial brushes. Over the years, Anderson expanded its product mix to include maintenance and abrasive

Welcome New Member

The Hill Brush Company Inc.
811 Rolyn Avenue
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Email: championbrush@starpower.com
Contact: Philip W. Coward, pwc@hillbrush.com

continued on page 7
products. In 1984, Anderson became Anderson Products, a Division of Wilton Corporation. Wilton acquired Anderson because of its excellent customer base and distribution channels. In April of this year, JET Equipment & Tools acquired Wilton. As part of the deal, JET and Weiler signed a letter of intent for Weiler to acquire Anderson’s assets.

Weiler’s history dates back to 1898 when Joseph E. Weiler began manufacturing industrial brushes for the jewelry industry in Pforzheim, Germany. Karl E. Weiler, Joseph’s eldest son, began manufacturing in the U.S. in 1944. To meet the demands of the marketplace, Weiler continually expanded its product offering to include a broad range of power brushes, abrasives and maintenance products. Today, Weiler is situated in a 200,000 square-foot facility in Cresco, PA. In December 2000, it was voted one of the best 50 companies to work for in Pennsylvania, by the State’s Department of Community and Economic Development. Weiler’s most recent accolade was winning the 2001 American Eagle Award for corporate and community educational programs sponsored by the American Supply and Machinery Manufacturers’ Association.

“We’ve had an extremely exciting year,” noted Karl Weiler. “Winning the American Eagle...being voted one of PA's best...and now the acquisition. As we look to the future, we will continue our commitment to providing continuous improvement of our products and services – adding value to the end user.”

DuPont Offers New Filaments to Help Boost Toothbrush Sales

Wilmington, DE – Two recent additions to the palette of DuPont™ Tynex® filaments give toothbrush manufacturers more ways to tailor brush performance to consumer preferences and perception.

New Tynex® filaments with DuPont™ Teflon® brand fluoropolymer glide easily into hard-to-reach areas between teeth. Tiny particles of Teflon® PTFE, one of the slipperiest materials known, are integrated into the nylon filament’s physical structure.

In toothbrush testing conducted by a leading dental research center, Tynex® with Teflon® delivered a 9 percent increase in interproximal access efficacy compared with standard round filaments.

These filaments are available in fine gauges for interdental specialty brushes and larger diameters for conventional toothbrushes. Available sizes range from 2 to 10 mil (0.051 to 0.254 mm). Tynex® filaments with Teflon® have a distinctive soft white appearance. Opaque custom colors are also available.

The other new filament entry from DuPont, Embossed Tynex®, plays to the consumer’s perception of what makes an effective scrubbing agent. Each filament is embossed along its length with a regular pattern of tiny protrusions on one side and indentations on the opposite side. The bumps provide help in scrubbing while the hollows help carry toothpaste to the teeth and gums.

Embosed Tynex® filaments have a sparkling appearance, too. That attracts shopper attention and distinguishes them from other toothbrush filaments. Natural and translucent colors are available.

For more information, contact DuPont at 800-931-2946 (304-863-4870 from outside the U.S.A.) or visit www.dupont.com/filaments on the web.

DuPont is a science company, delivering science-based solutions that make a difference in people’s lives in food and nutrition; health care; apparel; home and construction; electronics; and transportation. Founded in 1802, the company operates in 70 countries and has 93,000 employees.
Get Involved with Your Association!

Join a Committee!

If you would like to serve on an ABMA Committee, please tell us! Committees meet in conjunction with the Annual Conference (Committees arrive a day early and meet on Wednesday) and some committees meet in May and November or via conference call. Committee members are responsible for all of their own expenses related to meetings (except for Directors). Contact ABMA Headquarters if you want to get involved.

**Convention Committee:**
The mission of the Convention Committee is to plan, promote, and deliver an Annual Convention tailored to member needs, including a Suppliers’ Display and appropriate networking opportunities to give members a chance to meet each other and exchange ideas and doing so within the Board-approved budget.

**Education Committee:**
The Education Committee recommends pertinent manuals, texts, films, and seminars for general employee training purposes and recommends educational approaches to best transfer industry-specific training and knowledge. The Committee also recommends educational programs for the Annual Convention which are designed to meet the needs of the members.

**International Trade Show Committee:**
The International Trade Show Committee is charged with determining what, if any, financial opportunities exist for ABMA with International Trade Shows.

**Membership Committee:**
The Membership Committee’s mission is to encourage eligible companies to join ABMA as well as oversee membership retention efforts. The Committee makes suggestions, observations, and recommendations about Membership activities to the Board of Directors. The Committee also maintains contact with eligible prospective members through correspondence and personal solicitation.

**Public Relations Committee:**
The mission of the Public Relations Committee is to create for the industry a strong image that will enhance its marketing position. The goals are to achieve favorable public recognition for the members’ businesses, the industry, and profession; increase existing markets and create new demand; as well as stimulate interest in the ABMA among the press, customers, potential and current members. One tool is the Association’s webpage for which the Committee has the creative and maintenance responsibility.

**Safety and Standards Committee:**
The Safety & Standards Committee has a threefold mission: 1) recommend changes to existing standards; 2) review proposed new standards; and 3) develop means to assist members in coping with their product liability problems. The Committee, when necessary, refers members to a consultant for assistance in any of these matters and maintains a liaison with other industry organizations pertaining to safety and technical matters.

**Statistical Committee:**
The Statistical Committee helps the Association Staff determine what surveys, studies, and other activities are helpful to members in the conduct of their businesses. The Committee also helps to encourage membership participation through promotion of management information and techniques. While it reviews existing statistical activities for content and value, the Committee does not have access to members’ confidential figures submitted in any Association survey.
Dear Ken,

I am first writing on behalf of the FEIBP, as acting President, to send our sincere sympathies to the ABMA and the American people following the barbaric attack on your country. We were all totally shocked by the events of last week, and as you can imagine the Congress was a much more subdued affair because of this.

Please be assured that the American people have our full support and we hope that the perpetrators of these dreadful acts will be apprehended as quickly as possible. We all need to stand together to fight against the evils of terrorism, which are a threat to all of us in the free world.

With best regards,

Philip W Coward - Acting President FEIBP