

THE CUSTOMER POINT

OBER

OBER SA Indústria e Comércio is a company that uses funds that are 100% Brazilian. Its head office holds 75,000 sq. m² of build-up area in an industrial site of an extension of 300,000 sq. m². They are located in a town called Nova Odessa in the state of Sao Paulo. Every year more than 40,000 tons of raw material are utilized for the manufacturing of products of the following divisions:

1. Blankets, bedding and table cloths
2. Fabrics and nonwovens for domestic and industrial cleaning
3. Nonwovens treated with resin for the protection of mattress springs
4. Blankets and high-loft for stuffing bedspreads and quilts
5. Nonwovens for technical and industrial applications such as footwear, furniture, geosynthetics, geotextile, impermeabilization, automobiles, domestic use, medical-clinical use, and coverings, among others
6. Carpets, mats and coverings
7. Elements media and bag filters for industrial use

Their knowledge of nonwoven textiles uses the highest technology for production and conversion of nonwovens, using natural, artificial and synthetic fibers. OBER is one of the largest manufacturers of nonwovens in South America.

OBER SA was founded in 1962, and since then it has dedicated itself to the innovation and evolution of its products.

OBER SA's philosophy is, "To be a prosperous company seeking the satisfaction of its external and internal customers and partnerships with its suppliers."



Daniel Berggren -
Direction Assistant,
Mr. Oscar Jorge
Berggren - Director,
President, Clesio
Marcos Fugolin -
Industrial Manager
and Gilberto
Fardo - Basseto

4

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Needle News provides information on markets, technical aspects, quality issues and much more. We hope you look forward to receiving this bi-annual publication.

Inside This Issue

Page 1

The Main/Technical Point
The Nisert

Page 2

The Agent Point
Tecnoeuropa

ITMA Asia

Upcoming Events

Page 3

The Employee
Point
Meet Julie
Stuckmann

INDEX

Mission Statement

Page 4

The Customer Point
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THE MAIN/TECHNICAL POINT

The Nisert

Niserts are Foster Needle's unique and patented needleboard insert. Made of tempered carbon spring steel the Nisert holds felting needles firm and straight in the needleboard. Each Nisert has two spring arms, the outer one holds the insert in the needleboard hole while the inner arm holds the shank of the needle.

The Niserts are designed to fit into any needleboard drilled to take standard plastic inserts, i.e. a needleboard hole of 3/16 inch or 4.7mm diameter.

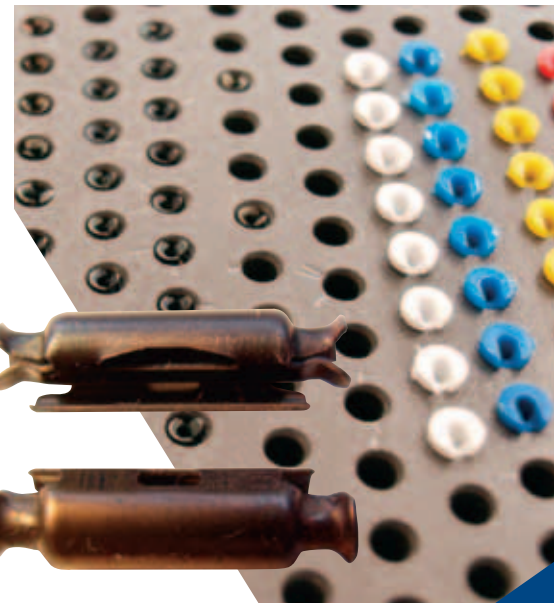
The Niserts are made to high engineering tolerances, unlike cheaper plastic inserts. They give a higher accuracy of needle alignment; this alignment is equal to the accuracy of the drilled hole. Niserts provide such a high accuracy of needle alignment that they are the insert of choice for paperfelt-making companies.

It is well known that over a relatively short period of time, repeated inserting and removing of needles in plastic inserts wears away the side wall of the inserts. Needles become loose in the boards, and needle breakage can result. The only remedy is to replace the plastic inserts. Because needle shanks are secured in Niserts by action of a spring arm, repeated insertion/removal of needles does not wear away the Nisert.

Because of this, Niserts are a much more cost-effective needleboard insert.

Niserts can be used on any needleboard type, including wood, alloy and those with plastic laminates. It is important that Niserts are fitted correctly into the needleboard. A special low-cost tool is required to press the Niserts into position, and it is important that the Niserts are not hammered into the needleboard holes.

Niserts are a result of research in collaboration with needlepunching companies, and provide a cost effective means of holding needles in any needleboard.



THE AGENT POINT

Tecnoeuropa S.A. de C.V.

Tecnoeuropa was founded in 2006 by Jaime Cattori. Since its founding, Tecnoeuropa has been the sales agency for Foster Needle in the Mexican territory. Although the company is new, Jaime has had previous experience with Foster Needle. He was the Sales Manager for Barnatex, the agency for Foster Needle sales in Mexico for more than 20 years.



Tecnoeuropa is located in Mexico City, in an area called Santa Fé, the new financial center of the city.

Jaime has devoted the past ten years of his life gathering specific knowledge about nonwovens and technical textiles. Apart from Foster Needle he also represents several European machinery manufacturers in nonwovens. Among them are DILO System Group (TEMAFA, Spinnbau and DILO), Schott & Meissner, Hansa mixer and Coatema. He is also active as an agent for PP fiber producer Beaulieu from Belgium and recycled fiber producer BMT Corp., based in New York.

Jaime lives in Mexico City, is married and has two boys and one baby girl

Jaime enjoys his career working in the nonwoven industry and he stays very close to his customers. Every day poses new challenges for new applications becoming available in the market, from natural fibers, like coconut and tequila, to the fine denier synthetic fibers used for hygienic applications. Customers use very different types of raw materials and technologies to produce a vast scope of products.

The future of nonwovens in Mexico is still growing in terms of new applications and niche markets. There are many opportunities to develop this market, and Jaime's experience will surely help Foster Needle be successful here.

ITMA ASIA, Shanghai China



Foster Needle and China Sales Team: Ken, George, Barry, Dana, Abel, Joyce, Russ, Leo and Perk



Shinya Tsubaki, Barry Roberts, Mr. Murabayashi of Panasonic in Malaysia, Russ Krause and Perk Foster

UPCOMING EVENTS

India ITME
Bangalore, India
Nov. 15-22, 2008
Hall 3, Stand B103

Filtration Conference
Philadelphia, PA.
Dec. 9-11, 2008

NT&TT Expo
Sao Paulo, Brazil
March 10-13, 2009

Needlepunch Conference
Myrtle Beach, SC
March 24-26, 2009

Techtextil North America
Las Vegas, NV
April 21-23, 2009

ANEX/SINCE Expo
Shanghai, China
May 20-22, 2009

Techtextil Europe
Frankfurt, Germany
June 16-18, 2009

Meet Julie Stuckmann



Julie began her career with Foster Needle in 1984. She was hired as a Final Inspector for finished needles in our Heat Treatment, Inspection and Packaging Department. Her ability to consistently and rapidly view thousands of needles in a short time period,

while recognizing any needle faults, provided continuing job advancements at Foster Needle.

In 2003 she was promoted to Manufacturing Area Manager – Hardening/Inspection/Packaging. This promotion was a great testimonial to Julie’s skills and abilities, because there are only two area managers at Foster Needle covering all needle manufacturing functions.

Her organizational and leadership skills have proven to be exceptional. Julie’s areas of responsibility have been and continue to consistently meet and exceed the quality, efficiency and cost goals. A close knowledge of customer requirements and Foster

Needle capabilities have enabled Julie to ensure that our needles and our delivery service are as close to perfection as currently possible—and constantly improving!

During her years with Foster Needle, Julie has traveled to visit customers in the USA, Brazil and England.

When not “looking at needles,” you can find Julie enjoying Mother Nature and her love for outdoor photography. She owns and lives on unique property located several miles outside of the city along the Manitowoc River. She also enjoys motorcycling, snowmobiling, sports of many types (especially the Green Bay Packers) and traveling.

INDEX, Geneva, Switzerland



George Swarbrick meets with Mr. Yogesh Agarwal of Shri Amica, India, and his two daughters, Jyotika and Anuja



Marco Boshetto, Yusef Azrak, Perk Foster, George Swarbrick, and Jean Paul Remy



Russ Krause visits with Mr. Deng, Mr. Li and Fujian Nanfang sales team



Florence Wissler of Landolt, France, meets with George Swarbrick, Jean Paul Remy and Russ Krause

Foster Needle Company Mission Statement

Foster Needle is and will continue to be the world leader in the production and sale of world quality felting needles by providing customers the best value and service, generating profits that protect and enrich Foster Needle’s future, caring for the development and well being of all our employees.