

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

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## THE QUALITY POINT

### Quality Objectives: Focusing On The Customer

All companies that are registered to the ISO 9000 standard have in place a "Quality Policy." Developing this policy is the first step a company will complete toward building a working Quality System. It is a short statement expressing the general objective of and commitment to the Quality System.

When our policy was established in 1995, we felt the guidelines used for establishing a Quality Policy did not meet ALL of the needs of our customers. We believed that a Quality Policy was not "enough" of a statement or a commitment toward our goals for our customers. The decision was then made by our upper management to develop "Quality Objectives."

Quality Objectives are statements founded on commitments made by the management group that provide a foundation of support to the Quality System and the Continuous Improvement of the Foster Needle Company. The Quality Objective statements work above and beyond our Quality Policy and have been integrated into our Quality System with you, our customer, in mind. Foster Needle has a mature, healthy Quality System that supports our quality objectives in every part of our process at Foster Needle, from ordering raw material to delivery of our finished felting needles. Listed below are the Foster Needle Company main

Quality Objectives as they relate to our customers:

- **Respond to Customer Needs**—Our focus is on our customers. Our aim is to provide them with continuous improvement of all products and services that meet and exceed their current and future expectations.
- **Long-Term Commitment**—Our primary emphasis in all decision-making is to continuously provide the best quality products and services of unsurpassed value to our customers that help ensure that long-term relationships are established and maintained.
- **Encourage Cooperation**—Teamwork and an atmosphere of teamwork based on mutual respect is encouraged throughout our organization. Communication between management and employees facilitates a means of achieving a totally unified effort directed toward continued quality improvements.

**Quality Objectives**—An integral part of the Foster Needle Quality System that allows Foster Needle Co., Inc. to exceed all competition when it comes to Quality, Reliability and Continuous Improvement of our products and services.

## THE MAIN/TECHNICAL POINT

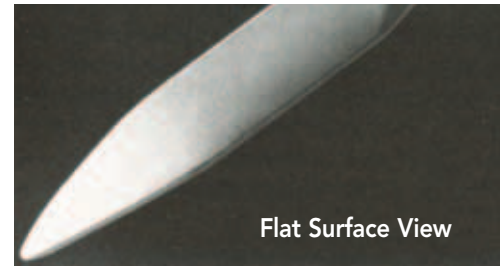
### The Chisel Point™

A very successful design and development of the past has seen a new vitality in the past year. The emergence of products utilizing backings of foams or films has brought new sales to this unique Foster Needle design.

In response to customers' problems and requests, Foster Needle developed the Chisel Point to be used in specialty applications. The Chisel Point is very different in appearance and performance as compared to any standard needle point. The Chisel Point is produced by effectively slicing away the front tip of the needle to leave a pointed end with a profile shape exactly like that of a chisel.

The main surface of a Chisel Point is a flat diagonal rather than the cone shape of a standard point. As such, it allows a needle to actually slice in a knife-like action.

This slicing action has proven to be a giant improvement when needle punching into a support base or backing of foam. Standard cone-shaped points tend to create problems by producing a buildup of foam, or fiber and foam, on or near the point end of the needle. The Chisel Point eliminates or greatly reduces this buildup which causes frequent board cleanings and loom downtime.



## THE AGENT POINT

### Tessilmarket S.r.l.

Tessilmarket S.r.l. was established in 1977 and is located in the northeast of Italy in the city of Biella. Biella has for many years been a main textile centre of Italy, and to this day is still home to several well known Italian textile companies.

Tessilmarket S.r.l. started representing many major textile accessory companies, and now after 30 years, has established a supply and distribution base that employs 28 people working as a successful team covering the activities of all textile industries throughout Italy, from fibre preparation to weaving.

The Managing Director and son of the Company founder, Luca Romanello, said, "Our aim is to provide technical support and solutions to our customers, and the cooperation between ourselves and the Foster team is decisive in achieving these goals."



Foster Needle and Tessilmarket S.r.l. became partners in 1995, after Marco Boschetto, who had previously been selling Foster Needles in the Italy market since 1983, joined Tessilmarket S.r.l.

Besides the Foster brand, Tessilmarket S.r.l. also offers a comprehensive service to the nonwoven industry throughout Italy by manufacturing and supplying Lattices under the Tecar brand, a company they acquired in 2002, and also as representatives of Habasit.

Tessilmarket S.r.l. looks forward to continuing their long association with Foster Needle and to further development of the Foster brand within Italy.

L-R Luca Romanello, Mr. Romanello, Marco Boschetto.

## UPCOMING EVENTS

**Techtextil North America**  
Atlanta, Georgia  
April 1-3, 2008

**INDEX 2008**  
Geneva, Switzerland  
April 15-18, 2008

**ITMA ASIA 2008**  
Shanghai, China  
July 27-31, 2008

**CINTE TECHTEXTIL CHINA**  
China  
October 20-22, 2008

**FILTRATION**  
Conference  
December 9-11, 2008

## Meet Barry Roberts



Barry Roberts, International Sales Manager, has been in Needle punch Nonwovens for more than 25 years. Raised in Boston, Massachusetts, USA, Barry started his career

in Nonwovens in 1982 when he joined Hobbs Bonded Fiber of Mexia, Texas. In 1986 Barry and his family relocated to High Point, North Carolina to work for Fiber Dynamics, Inc. In addition to a vast array of Needlepunch Products and processes, Barry was also exposed to High Loft, Stitch-bond, Thermal Bond, Saturate Chem-bond and multiple coating technologies.

All Foster Needle salespeople have one thing in common—they all have vast needlepunching experience. This is a great asset to the companies we call on.

In 1990 Barry joined Foster Needle Co., Inc. and moved his family to Manitowoc, Wisconsin.

Barry concentrates his sales activities in Asia, Australia, and Central and South America. Barry has visited Needlepunch Nonwoven customers in 36 countries since joining Foster Needle. Barry is also involved in running customer trials at the Manitowoc, Wisconsin facility, as well as assisting in the development of new needle types such as Twin Crown and Star Conical.

In addition to visiting customers around the world, Barry takes pleasure in his time spent at home with his wife, Laurie. Whenever possible, Barry enjoys time with his grandsons, Titus and Colby. While at home, you can typically find Barry gardening, or watching his beloved Boston Red Sox.

## ITMA 2007, Munich

- 1 Perk Foster, Russ Krause, Mike Pate, Randy Blasczyk, Barry Roberts, George Swarbrick
- 2 Randy Blasczyk, HK Lee, Russ Krause, Shinya Tsubaki
- 3 Roy Valentine, Noel Kamrajh, Andrew McCarthy, Earl Valentine, Perk Foster
- 4 Mr. Samuel, Mr. Elton, Barry Roberts, Gilberto Fardo
- 5 Jusuf Azrak, George Swarbrick, Mr. Sisman, Dr. Levent Dandik, Bozkkurt Barlas



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## SINCE 2007, Shanghai

- 1 Dennis Li, Barry Roberts, Mr. Xu Jianqiang, Mr. Xu, Mr. Chen Qichao, Mr. Chen
- 2 Russ Krause, Perk Foster, Barry Roberts



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## 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.

# THE CUSTOMER POINT

## Zhejiang Jinyi



Zhejiang Jinyi Nonwoven Co., Ltd., is one of the largest Synthetic Leather manufacturers in China. Located in the Shuige Industrial Zone, the company is in a beautiful area in Lishui of Zhejiang Province. Zhejiang Jinyi has five full needlepunch lines and two finishing lines. They have the capacity to produce more than 10 million meters of fabric per year. Their main products include Synthetic Leather as well as fabrics for the Filtration and Automotive markets. With unique techniques and much experience in producing synthetic leather substrates with Island-in-Sea fibers, Zhejiang Jinyi has become one of just a few domestic

companies that has the capability to produce these specialty fabrics. After many years of dedication and determination working with different materials and process adjustments, Zhejiang Jinyi has become a very well known manufacturer in this industry and has earned the respect and reputation to compete with the domestic and foreign producers based on their own product performance and quality. Foster Needle Company is proud to be a supplier of their felting needle requirements.



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