

Representing The Wiping Materials, Recycled Clothing, New Textile By Products and Fiber Industries

SMART AND MEGATEX '06



This fall the city of Atlanta will host a SMART Regional Meeting and MEGATEX '06 - the premier international exhibit of textile equipment and services.

MEGATEX '06

You will double the value of your time and money by attending SMART's Atlanta Regional Meeting on Wednesday, November 1st at the Embassy Suites Hotel. Just across the street at the Georgia World Congress Center two major textile organizations are co-locating their trade shows from October 31 – November 3.

The ATME-I 2006 and the IFAI Expo 2006 together will feature over 800 exhibiting companies from 26 different countries. The exhibition will give you the opportunity to see new technology solutions and meet industry professionals from the global textile industry. This show will include demonstrations of new equipment and a range of industry seminars.

SMART will register you for a free pass to the giant MEGATEX '06 Trade Show when you sign up for the association's final Regional Meeting of 2006.

The deadline to register for SMART and get a FREE PASS is Wednesday, October 18th. On-site registration for the MEGATEX Trade Show will cost \$50 per person. You can register for SMART's Atlanta Regional Meeting after October 18, but SMART cannot guarantee you a free pass to MEGATEX after that date.

The Trade Shows hours are:

Tuesday, October 31	10 a.m. – 5 p.m.
Wednesday, November 1	10 a.m. – 5 p.m.
Thursday, November 2	10 a.m. – 3 p.m.
ATME-I	10 a.m. – 5 p.m.
Friday, November 3	
ATME-I only	10 a.m. – 3 p.m.

You can find out more about the MEGATEX '06 show by going to the web site www.megatex06.com.

SMART's Atlanta Regional Meeting

During SMART's November 1st Atlanta Regional Meeting at the Embassy Suites Hotel, there will be lots of time for time for networking and discussion about the issues of most concern to those in attendance. This CASUAL, ENJOYABLE DINNER MEETING will be held from 5 p.m. to 9 p.m. Registration fees are \$150 for SMART members and \$180 for non- members. Please contact the SMART office at 301-656-1077 ext. 103 for more details.

Initial plans included a series of SMART Chapter meetings on Thursday, November 2nd. However, those meetings have been cancelled due to limited interest at this time. Issues that would have been discussed during these meetings will be included on the agenda of the Regional Dinner Meeting on November 1st.

SECONDARY MATERIALS AND RECYCLED TEXTILES

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President's Column

Bill Schapiro

“If You Want Me, Please Marry Me”

I find it very challenging, even fun, to get new members. First, I know how important it is for all of us: strength in numbers means more funds to fight our battles (i.e. EPA and U.S. Customs) and more companies with whom we can network. And our \$1,000 incentive program is still in effect and is a powerful recruiting tool.

But sometimes the challenge can be both interesting *and* frustrating. In mid- August someone I know in the business had a very bad week. His container of used clothing was assessed a duty and penalties of \$6,000 because U.S. Customs, under present interpretations, determined the clothing he imported was not “worn enough” to be imported duty free under Harmonized Code #6309 as “worn clothing.”

My friend simply was inconsolable. “How can this be?” he said. “If this merchandise is not considered worn, then what is it? It clearly isn't new and yet it is being assessed a duty as if it were, how can U.S. Customs be so wrong,” he was screaming at me on the phone. I had to remind him that he was preaching to the choir.

I went on to explain to my friend that SMART has brought our case on this issue before U.S. Customs and lost it against all reason. Since we also were denied on appeal, our next move was to approach Congress and eventually have legislation introduced to resolve this problem. I told him this is an important battle and that is why we are lucky to have an organization to represent this often misunderstood industry.

Next, my friend was even angrier and more frustrated because he felt a well-known shipping company had taken advantage of his misfortune at customs and overcharged him for demurrage. In his words, e-mailed to the offending company, “This is simply and purely the attitude of a gangster or robber...I will tell the association (called SMART) that influences a big part of the used clothing business in the United States and Canada to tell their members to avoid dealing with your company if they have the choice...”

And here is the great irony! This is from a **non-member**, evoking the name of our great organization!!!

Now this e-mail shows how vital it is that we all have an association to represent us. As you can see as soon as the small guy feels abused by the system, he wants to turn to strength in numbers. He wants and needs SMART.

Yes, Bernie and I have both called and written my poor and angry friend in the hope he will join. But it amazes me sometimes how hard we have to work to convince the many prospects I know are out there, how crucial it is that they join us in our important mission of promoting and protecting our industry.

Unlike the case of my friend, let's hope it doesn't take a disaster to get these prospects on board with us. We have 222 members...only 78 left to reach our goal. With those numbers, SMART can fight our fights and have all the networking opportunities we could want.

I want to thank all of you who are out there helping us get our new recruits. You are doing the new member and SMART a great service.

Update on Proposed Wiper Rule



After more than 22 years of working on a rule intended to make Federal requirements regarding disposal of industrial wiping more similar to those which apply to industrial laundries that process rental shop towels, the U.S. Environmental Protection Agency (EPA) has once again decided to go back to the “drawing board.” Specifically, senior EPA officials have decided to restudy certain issues that were raised by the INDA/SMART coalition, and others, in response to the proposed version of the rule that was published in 2003. EPA is also facing criticism from the two laundry associations—TRSA and UTSA. As a result, the Agency is redoing a risk assessment study that was originally done in the 1990's and is now predicting that the rule will not be finalized until sometime in 2008.

For the most part, EPA is not discussing the details of the work being done, but has indicated an interest in examining how developments in landfill technology over the past ten years or so could impact a finalized version of the rule. At the same time, EPA is gathering data from the launderers, disposable wiper manufacturers, and industries that use wiping products to determine if solvent-usage

practices have changed since the original risk assessment was conducted. Beyond that, however, it is not clear who has been contracted to do the work or what the full scope of the study will be. Nevertheless, the Agency expects the study to be completed by the end of this year and that public comment on its findings will be solicited in early 2007.

There are still many unanswered questions concerning labeling, what type of containers (if any) EPA will require to transport solvent laden shop towels, and what products might be excluded from the definition of hazardous waste. There also needs to be clarification on how solvent left on wipers and shop towels is to be measured. Will EPA allow hand-wringing as proposed by INDA/SMART, or will there be another testing mechanism?

Another issue that might be delaying the rule is EPA's priority that solvent extracted from shop towels and wipers be collected before laundering or disposal. As proposed, however, solvent on used shop towels could simply be flushed down the sewer in laundry wastewater. Certainly one of EPA's main goals is to see that meaningful amounts of the solvent are recaptured and recycled.

INDA/SMART are continuing to work toward a common sense rule that will be used in all states to protect the environment and bring greater understanding of the handling of wipers. A ruling by EPA touting the benefits of treating both shop towels and wipers in a similar manner will benefit both wiper suppliers and users.

(Please see related article on page 6)

New Manifest Form Required for All Hazardous Waste Handlers

On September 5, 2006, all hazardous waste generators and treatment, storage, and disposal facilities must use EPA's standardized hazardous waste manifest form. Since 1980 the manifest form has provided a complete paper trail of a waste's progress from generation to disposal. It also identifies the type, amount, and toxicity of hazardous waste being shipped. The standardized form that is being implemented today, will save waste handlers and

regulators time and money, while guaranteeing the continued, safe management of hazardous waste.

The standardized form reduces or eliminates many of the variables in state requirements. EPA's new manifest form also provides check boxes and adds fields that allow for better tracking of complicated shipments, such as container residues, rejected wastes, and interstate shipments.

The new form also makes it easier to collect data for hazardous waste reporting. EPA has ensured uniformity by authorizing printers and providing them with precise specifications. Like the old form, each standardized form carries a unique preprinted manifest tracking number. The standardized form also allows multi-state waste handlers to register and use their own manifest forms everywhere they do business.

EPA estimates about 139,000 businesses in approximately 45 industries ship about 12 million tons of hazardous wastes annually. These businesses use between 2 and 5 million hazardous waste manifests.

For more information please contact Roxanne Smith, (202) 564-4355 / smith.roxanne@epa.gov and/or go to the Standardized Manifest Form: <http://www.epa.gov/epaoswer/hazwaste/gener/manifest/>

SBA Second Quarter Reports...

The U.S. Small Business Advocacy Office reports that American economy moderated its growth during the second quarter of 2006, growing 2.5 percent, down from 5.6 percent in the first quarter. Slower growth in real gross domestic product (GDP) mirrored similar slow-downs in real personal consumption and real gross private investment. Real exports grew faster than real imports, though both figures were lower than in the first quarter.

Overall business and consumer confidence has fallen, according to the National Federation of Independent Business (NFIB) Optimism Index and the University of Michigan's Consumer Sentiment Survey.

Come to Hawaii – Enjoy the Spirit of Aloha



Winter is on the horizon – it is getting dark earlier each night and the temperature is dropping. That means only one thing – SMART will be in Hawaii soon!

The 2007 Annual Convention is scheduled for the fabulous Hyatt Regency Resort and Spa, February 11 – 14, 2007 in Maui.

Now is the time to start dreaming and planning. A terrific program of meetings, receptions and breakfasts is balanced with blocks of free time so you can enjoy everything the island has to offer. You can check out the hotel by going to www.maui.hyatt.com and there are several websites that have lots of information on the island's beauty and memorable activities waiting for you: www.mauinfo.com; www.gohawaii.com; www.visitmaui.com; www.mauimapp.com.

Join the Group and Have Some Fun

SMART has several optional programs ready for anyone interested in enjoying Hawaii with fellow SMART members. On Monday, February 12 a snorkeling trip complete with picnic lunch departs from the hotel and takes SMART members to the beautiful coral reefs nearby. Later that evening SMART members will receive VIP seating at the hotel's renowned Drums of the Pacific Luau.

This unique event includes an open bar, an all-you-can eat buffet and remarkable Hawaiian entertainment. Finally, on Tuesday, February 13, members can register for a glass walled submarine excursion that drops you below the surface of the water so you glide through the beautiful swirling rainbow of fish.

Look for optional activity registration forms in the SMART brochure that will be arriving by mail in the next few weeks.

Don't Forget Your Clubs

The beauty of Hawaii's golf courses is yours to enjoy when you sign up to play in SMART's 2007 Annual Golf Tournament on Tuesday, February 13 from 10 a.m. to 2 p.m. The Kannapali Course is just steps from the hotel.

The challenging North Course will welcome serious players and newcomers alike. The ever popular box lunch will be delivered to the course at noon for each player. Of course, prizes will be awarded during that evening's celebration of SMART's 75 Anniversary.

75th Anniversary Celebration

The entire convention will be a celebration of SMART's 75 years of service to the industry. However, on the evening of Tuesday, February 13, convention attendees will gather under the stars in the Napili Gardens for a special dinner and evening of delightful entertainment and music.

Transitions:

New Address:

Easiwipes, Ltd.
Europa House, Trident Close
Medway City Estate
Rochester Kent ME2 4ER, U.K.
Tel: +44-(0)845-456-7577; Fax: +44-(0)845-456-7587
E-mail Address sales@easiwipes.com
E-mail Address 2 enquiries@easiwipes.com
Web site: www.easiwipes.com

SMART Welcomes New Members:

SOEXWESTUSA LLC
Walter Levoff, President
3294 E. 26th St.
Los Angeles, CA 90023
Tel: 323/264-8300; Fax: 323-264-8067; Email:
info@soexwestusa.com
Profile: Graders, packers, exporters, institutional, credential rags, shoes, wipers, vintage clothing, and used clothing

JMD Corporation—*Sponsor - Hassan Hamdani*
Ajay Khanna, President
290 Ukraine Road
Mississauga, Ontario, Canada L5B 3W6
Tel: 905/279-2689; Fax: 905/272-3827;
Email: jmdcorporation@rogers.com
Profile: Highway trucking; Canada to U.S.A and U.S.A. to Canada; Customs clearance

Save on Utilities Through APPI

DeSales Trading Company, Inc.
Joe Murray, President
PO Box 269
Burlington, NC 27216
Tel: 336/227-0200; Fax: 336-227-0118;
Email: jjmurray@desales.com
Profile: yarn brokers

United American Line
Capt. M. Tahir
499 Ernston Road
Suite. B-13
Parlin, NJ 08859
Tel: 732/727-1700; Fax: 732-727-1933;
Email: ualus1@aol.com
Profile: Worldwide freight services; shipping and forwarding of used clothing from various U.S. and Canadian locations and ports.

Universal Wiper & Textile Co., Inc.
dba Universal Gold, Inc.
Jonathan Weitzner, President
110 King Philip Road
East Providence, RI 02916-3500
Tel: 401/431-0990; Fax: 401/431-0090
Email: jwitzner@ugoldinc.com
Profile: Sales & distribution of wiping cloths, paper, janitorial & packaging products.

OTRAC Limited
Chandan Sharma, General Manager
Suite 1102, No. 333 Chengdu Road
Shanghai, China 200041
Tel: 86/2152-981-177; Fax: 86/2152-980-118
Email: sharma@otraclimited.com
Profile: Export trading: general merchandise, food products & used textiles.

SMART Joins CCA

SMART has become a member of the Canadian Council on Africa to supplement efforts to maintain markets in this critical area. SMART's Canadian Members will have the opportunity to attend seminars, participate in trade missions, and most importantly, gain access to Canadian trade negotiators. For more information on CCA's activities please go to <http://www.ccafrica.ca>.

Illinois

Final auctions in early September will finalize and set January 2007 electricity prices for most Illinois businesses. APPI is advising Illinois businesses not to sign any electricity price offers until these rates are known and published. Contact APPI to learn more about the upcoming market changes and ways your company can benefit.

Texas

Price to Beat (PTB) rates end on December 31, 2006. This means that beginning on January 1, 2007, electricity rates will be market-based, reflecting the changing conditions of the energy markets. Protect your business, find current savings, and secure budget-certainty by contacting APPI today.

Delaware, Maryland, and New York

If you have business locations in DE, MD, or NY you may be able to decrease electricity costs and remove the threat of future electricity price increases. Peak hurricane season continues through October. NOAA has adjusted projections to three or four major hurricanes this season. Recall the devastating impact on energy prices from last year's hurricanes. Now is the time to consider a locked-in fixed electricity price to protect your business from future price increases. Contact APPI for more details.

All States: Lower Utility Costs

Members in all states can lower operating expenses through APPI's Utility Audit Service. The audit includes a thorough analysis of energy (electricity and natural gas), water, waste removal/recycling, freight, and telecommunications (voice and data) services. APPI analyzes all fees, tariff rates, and service plans to find savings. There are savings found in one or more of these areas for most companies, with savings ranging from 10 to 25%.

Fax last month's utility bills to (410) 749-8769 and APPI will take care of the rest.

About APPI

As member benefit provided by SMART, the APPI Savings Solutions Program you may be able to help you cut expenses. Managed by Affiliated Power Purchasers International (APPI), an independent utility consulting firm, the program provides energy and utility savings solutions for your business. APPI's services protect your business and your bottom line. APPI reviews pricing and product options, and then presents you with the most competitive utility rates. You choose whether to implement APPI's solutions.

Contact APPI--(800) 520-6685 phone ▪ (410) 749-8769 fax; info@appienergy.com ▪ www.appienergy.com

Midwestern Laundry Pleads Guilty To Clean Water Violation

Last month, a Midwestern industrial laundry pled guilty to violating federal governmental laws. The company admitted improperly disposing of its wastewater, investigators said. According to prosecutors, the company did not use pretreatment system for its wastewater, which could be contaminated with oil and other chemicals. The company faces a fine of up to \$500,000, and the president of the company could be sentenced to prison.

C-TPAT Deadline Extended

The deadline for members of the Customs-Trade Partnership Against Terrorism (C-TPAT) to submit their supply chain security profile data on the new Internet application and communications portal (C-TPAT Portal) has been extended to Oct. 1, 2006 (from August 1). Submission is mandatory, no further extensions will be granted, and members who fail to provide their security profiles by this deadline stand to lose all program benefits.

Bolivia: New Extension for Lift of Ban on Used Clothing

While Bolivia has a ban on all used clothing, for the past several years, the ban has been lifted to allow certain used clothing.

In Supreme Decree 28761, issued June 21, the GOB extended its lift of the ban on certain used clothing until April 20, 2007, and would allow sales of used clothing only through February 28, 2008. The Decree further noted that there was no possibility of additional extension of the lift of the ban. The GOB renewed its existing bans on old or damaged clothing, intimate apparel, and bedding and the requirement of certificates of disinfection issued at both origin and destination for imports of all allowable used clothing.

Additional information regarding imports of used clothing into Bolivia may be found through the Export Advantage website.

Office of Textiles and Apparel (OTEXA)
U.S. Department of Commerce
Washington, DC 20230
Phone: (202) 482-3400 | Fax: (202) 482-0858
ExportAdvantage@ita.doc.gov

**Be Sure You Are Registered
for SMART's November 1
Regional Meeting in Atlanta!**