

4th Edition of...

How to Make the 'Right' Disposable Hygiene Product ?



December 06-08, 2017
Hotel Roseate House, Aerocity
New Delhi, India

Event
Organized By:



Why Participate...

- Network with the entire disposable hygiene industry of India in 1 shot!
- Learn from global experts on latest innovations on products, processes, raw materials and machinery
- Meet your direct customers/suppliers and greet your competition over relaxed cocktails on both days
- Building on the successes of previous events, this will be the 4th edition of the BCH hygiene event after very successful events in 2006, 2008, and 2014
- All efforts will be to help you do better - *what you are already doing or planning to do!*



The idea...

The Indian Disposable Hygiene Industry growing at 20 % CAGR has in the last 2 years, seen a large number of domestic manufactures (convertors of sanitary napkins, baby & adult diapers, underpads and wipes) enter this market. This event is focussed to guide these existing and potential manufacturers to manufacture “Right” and sell “Right” in order to further grow the industry. This event is also the perfect platform for networking for all stakeholders of the disposable hygiene industry.

	Baby Diapers	Sanitary Napkins	Adult Diapers
Market penetration rate	8%	24%	1%
CAGR estimate	20%	17%	40%

Major Drivers			
Population 1.38 Bn	Rising middle class- 266 Mn	Improved standard of living	Increasing working women population



Baby Diapers



Adult Diapers



Sanitary Napkins



Panty Liners



Underpads



Wipes

If you wish to participate... ...Ask yourself

Demand for hygiene products is increasing day by day in India and as manufacturers we need to ask ourselves whether we are heading in the right direction or not?

- Do we really know what we should make and most importantly how we should make?
- Is the quality of our product the right one to sustain in a global competitive environment?
- What right technology & raw material to use? Is our product praise worthy & our investment strategy long term?

Participants/Delegates

The 150+ attendees would mainly comprise of:

- The manufacturers (convertors) of feminine hygiene products, baby diapers, adult incontinence products & wipes
- New entrants (convertors) who will be operational soon
- Aspiring entrants (convertors) who are looking at this industry
- Other stakeholders from the disposable hygiene industry

Expert panel of speakers:

Speaker Companies	Leaders in Providing...
BCH	Services to the technical textile & nonwoven industry
Bostik (Shanghai) Management Co.	Adhesives to the disposable hygiene industry
Curt G. Joa, Inc.	Converting machinery for baby/adult diapers & sanitary napkins
Fameccanica	Converting machinery for baby/adult diapers & sanitary napkins
Fibertex Personal Care	Spunmelt nonwovens for different applications
Glatfelter	Advanced ultra thin absorbent systems for hygiene products
H.B. Fuller	Adhesives to the disposable hygiene industry
Lenzing AG	High quality wood based cellulose fibers
Loparex India	Silicone release liners, used in disposable hygiene products
Nordson India	Precision dispensing equipment that applies adhesives
Optima Nonwovens	Filling & packaging machines for the disposable hygiene industry
Osprey Corporation	Engineering air-system solutions
Res Pharma Industriale	A range of ingredients designed for needs of the wet wipes industry
Sandvik Hyperion	Smart cutting solutions for baby care, femcare, adult care
SB Packagings	Supplier of packaging material for disposable hygiene products
Teknoweb Converting	Converting machinery for the manufacture of wet wipes
Tredegar Corporation	Plastic films and laminates for the disposable hygiene industry

Time

Programme

07.30 - 09.00

Tabletop Exhibition Build Up

09.00 - 09.30

Registration - Welcome Tea/Coffee

Opening of the Tabletop Display Exhibition

09.30 - 09.40

Opening of the Conference & Welcome

Session 1 - Technology

09.40 - 10.10



The Indian Market for Disposable Hygiene Products- Current Status and Trends

- Demographics outlining current demand & supply for disposable hygiene products
- Currents trends and future potential for disposable hygiene products
- Market evolution
- Government initiatives

Ritika Gupta, *Executive Director, Business Co-ordination House (BCH)*

10.10 - 10.50



Feminine Hygiene Article Manufacturing and the Evolution of Production Equipment

- Short history of Curt G. Joa, Inc.
- Highlights of current state of the hygiene manufacturing equipment capability
- Feminine hygiene global market trends
- Considerations for a new producer
- Considerations for a growing producer
- General material and product design considerations
- Q&A period and discussion

Chris Nelson, *Senior Sales Engineer, Curt G. Joa, Inc.*

10.50 - 11.30



Solutions for Ultrathin Diapers

- General market trend towards thinner diapers in the different geographical areas
- Opportunities and solutions for ultrathin fluff-filled diapers with high percentages of SAP
- Solutions for the case where the SAP is targeted in specific zones of the absorbent core
- New opportunity of Fameccanica fluffless core which combines the objective of thinner cores with appropriate softness and the highest core integrity achieved ever

Alessandro D'Andrea, *Marketing & Innovation Manager, Fameccanica*

11.30 - 12.00

Tea/Coffee Break - Networking

Session 2 - Technology

12.00 - 12.40



How to Avoid the Most Classical Mistakes in the “Air-System – Design” for the Very Specific Needs of the Hygienic - Production & Nonwoven & Tissue - Industry

- Short introduction where “Air” is used in hygienic production plants
- Explanation of the most critical “Physics around Airflow”
- Impact on airflow - design on process consistency, product quality, electrical power consumption, environment, and health & safety aspects.
- Typical mistakes in air - flow system design and their avoidance & correction
- Detailed system specifications for an efficient air system to “Save Money from Day-1”

Christoph Ritter, *Technical Sales Engineer Europe, Middle-East & Africa, Osprey Corporation*

12.40 - 13.20



Optimized Packaging of Disposable Hygiene Products

- What kind of package for which product
- Counting and grouping
- Product and stack handling
- Bag filling and closing

Wilfried Laser, *Senior Sales Manager, Optima Nonwovens*

13.20 - 14.50

Lunch Break - Networking

14.50 - 15.30

Award Ceremony: Through this **award ceremony** BCH on behalf of the industry will be acknowledging the efforts of the **top performing convertors** of the disposable hygiene products industry in India. Distinguished converting companies will be awarded for their significant contribution and excellence in performance.

15.30 - 16.10



Cutting Costs by Cutting Well

In the ever evolving and competitive hygiene market, the initial investment for new equipment often takes a major importance in the final decision, while it actually has a small impact on the total cost of ownership of a production line. Sandvik Hyperion can help identifying the main drivers to generate savings in the daily operations linked to a cutting unit and give effective recommendations to improve the machine productivity.

- Hyperion in the hygiene industry
- Cutting concept
- Generating savings
- Case studies and measured savings
- A glimpse to the future cutting solution

Paolo Ocleppo, Segment Manager Rotary Cutters, Sandvik Hyperion

16.10 - 16.40

Tea/Coffee Break - Networking

Session 3 - Wipes

16.40 - 17.20



Biodegradability of Wood-Based Cellulose Fibers

- World of fibers: actual situation and future development
- Synthetic fibers vs. wood based fibers
- Sustainability - biodegradability - compostability
- Flushability - marine litter
- Definitions - certifications - labels
- Lenzing fibers in wipes - naturally positive

Wolfgang Plasser, Vice President Global Business Management Nonwovens, Lenzing AG

17.20 - 18.00



5 Key Factors to Choose the Right Equipment for Wet Wipes Manufacturing

- Buying less, buying better. Consumers are the first who might make the real difference
- The right answer to your needs, the right machine for your production
- The solution that makes you earn more money than your competitors, production increase and costs reduction
- Product type, annual volume, operators expertise: organization and competition, looking towards cost saving
- The occasion to show a more sustainable industry, reduction of spaces and consumption

Guido Conio, Chief Commercial Officer, Teknoweb Converting

18.00 - 18.40



Resconcept: Solutions for Personal Care Wet Wipes

- Concentrated emulsions and ingredients for the easy production of personal care wet wipes
- Formulation suggestions according to market trends

Paolo Siragusa, Technical Manager, Res Pharma Industriale Srl

19.00 - 22.00

**Cocktails & Dinner - Networking
at Inner Courtyard, Roseate House, New Delhi**



09.00 - 10.00

Tea/Coffee - Networking
Table Top Display Exhibition Open

Session 4 - Raw Materials & Technology

10.00 - 10.40



Selecting the Best Adhesive for Your Hygiene Business

- Market trends in India and the Asia Pacific region
- Latest market and consumer needs in the local market
- How to select the best adhesive to meet market needs
- Bostik's adhesive solutions to enable your success

Sophia Shen, *Regional Marketing Manager, GNW, Bostik (Shanghai) Management Co.*

10.40 - 11.20



Adhesive Application Technologies for the Winning Teams

- Whether one is a first-time player or a seasoned veteran in the manufacture of disposable hygiene products, one of the most critical success factors is the efficient application of hot melt adhesives
- Numerous technologies are available, and many of them are evolving rapidly
- The choice of the correct application technology can deliver the product features the customer needs at the lowest possible cost
- Once the equipment has been chosen, it is critical to know how to run it well and to have it supported by a competent technical team
- The constant management of process variations can significantly reduce waste & add to profits

Andreas Bornkessel, *Market Development Manager–Nonwoven, Europe, Nordson India*

11.20 - 12.00



Improving the Quality of Hygiene Articles without Increasing Cost: The Contribution of Adhesives to This Process

- Features of diapers sold in the Indian market – results of a recent study of baby diapers
- The link between consumer experience, article quality and adhesive performance
- Assessing adhesive performance and trouble-shooting
- Getting it right – the basics of good adhesive application – what to do and more importantly, what not to do!

Dr. Robert Hodgetts, *EIMEA Hygiene, Strategic Account Manager, H.B. Fuller*

12.00 - 13.30

Lunch Break - Networking

Session 5 - Raw Materials

13.30 - 14.10



Innovations in Feminine Hygiene Products

- Global market trends
- Perception of product performance: absorbency, fit & comfort
- Future product development needs & challenges

Ahmed Makhani, *Global Product Manager, Tredegar Corporation*

14.10 - 14.50



Backing Your Product, Backing Your Business

- Silicone release coating system
- Coating methods & equipment
- Hygiene liner selection
- Loparex introduction

Manish Jain, *Managing Director, Loparex India*

14.50 - 15.30



High Performance Nonwovens for Hygiene Products

- Always Innovating... helping to manufacture comfortable, super soft, attractive & high performing hygiene products
- Manufacturers are increasingly focusing on developing stylish premium products with high levels of softness, absorbency and many other features to distinguish their products
- Fibertex Personal Care continuously innovates to deliver cost competitive high performance nonwovens with specific functional and aesthetic properties
- Demand for super soft nonwovens with distinctive patterns and print designs is growing and there is a global trend towards the use of bicomponent spunbonded materials to achieve ultra-softness combined with functional performance in lofty topsheets and backsheets

Belle Lim, *R&D Manager – BD*, **Mr Ajay Sahni**, *Country Manager India*, **Fibertex Personal Care Sdn Bhd**

15.30 - 16.00

Tea/Coffee Break - Networking

16.00 - 16.40



Advanced Absorbent Systems for Hygiene Products

- Overview of different concepts for liquid management and their individual strength/weakness
- Specific requirements for ultra-thin absorbent systems
- Odor control and skin care for incontinence absorbent core systems

Henning Röttger, *Director, Product Innovation, Advanced Airlaid Materials Business Unit*, **Glatfelter**

16.40 - 17.10



Evolving Landscape of Hygiene Packaging in India

- Basic packaging in the past
- Evolution over the years
- Current scenario
- Future trends
- Government regulations: Waste management

Amit Banga, *CEO*, **SB Packagings**

17.10 - 18.00

Panel Discussion and Wrap Up

18.30

Depart for Olive Bar and Kitchen Restaurant, Kalkadas Marg, Mehrauli, New Delhi

19.00 - 22.00

Cocktails & Dinner - Networking at Courtyard, Olive Bar & Kitchen, Mehrauli, New Delhi



Interactive Workshop to Optimize your Production...

...With Better Know How

The workshop will be led by the BCH Panel of consultants of the disposable hygiene industry (Experts from the global and the Indian disposable hygiene industry) The successes and the failures in the recent past in India will also be discussed as case studies in order to reflect upon the various aspects of running a successful disposable hygiene business.

09.00 - 09.30

Registration

Tea/Coffee - Networking

Session 1 - Project Planning

09.30 - 11.00

This session will focus on those aspects of the business which are undertaken at the planning stage like business planning and selection of product, raw material and machinery.

11.00 - 11.30

Tea/Coffee Break - Networking

Session 2 - Production Optimization

11.30 - 13.30

This session will focus on methods to increase overall efficiency of the plant while making a consistent superior quality product. Methods of safety planning and bringing about cost efficiency will also be discussed.

13.30 - 15.00

Lunch Break - Networking

Session 3 - Logistics and Marketing

15.00 - 16.30

This session will focus on efficient logistical planning for a bulky product categories such as diapers and feminine hygiene products. The importance of effective distribution and targeted marketing to also be discussed.

16.30 - 17.00

Tea/Coffee Break - Networking

Session 4 - Troubleshooting

17.00 - 18.00

Common hygiene plant problems from around the world to be discussed in an interactive session with the panel. Global best practices for various processes to also be discussed.

18.00

Closing

2017 Award Ceremony

Distinguished converting companies will be awarded for their significant contribution and excellence in performance. The winners of the awards will be chosen by a special jury and the awards will be given out for various categories that are instrumental for the healthy growth of the disposable hygiene industry in India.

Highlights from the 2014 Edition

- 150 delegates participated from the hygiene industry including 4 MNC's and over 30 domestic manufacturers
- Speakers were all global experts from the hygiene industry
- First ever award ceremony held in the hygiene industry to recognize and applaud the work of the top achievers

2017 Programme at a Glance

Day 1 <i>6th Dec</i>	Conference + Tabletop Exhibition + Award Ceremony <i>Networking evening over cocktails and dinner</i>
Day 2 <i>7th Dec</i>	Conference + Tabletop Exhibition + Panel Discussion <i>Networking evening over cocktails and dinner</i>
Day 3 <i>8th Dec</i>	Disposable Hygiene Product Workshop <i>(Manufacturing efficiency/ product quality/ business growth/ key problems and troubleshooting)</i>



Wednesday, 6th December, 2017
 19.00 - 22.00
BCH COCKTAIL PARTY
at Inner Courtyard, Roseate House, New Delhi
 Relaxed networking over cocktails & dinner
 Dress: business casual



Thursday, 7th December, 2017
 19.00 - 22.00
BCH COCKTAIL PARTY
at Olive Bar & Kitchen, Mehrauli, New Delhi
 A fun filled evening of celebration
 Dress: business casual
 18.30 buses will depart from the Hotel Roseate House & will be there to bring the guests back to the hotel.

We value your participation

Please send us the registration form, duly completed as early as possible. Also special rates have been worked out with the hotel for your stay. BCH team will be pleased to offer any kind of assistance to make your participation convenient. For any assistance & info, please contact:

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Event details are also available at www.bch.in