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The Flushability of Wipes

FERTILE GROUND AHEAD FOR AGROTEX

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Japan leverages its natural
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Tech Talk:
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The Fiber Year:
Deceleration along the textile chain

Student Spotlight:
Reusable textiles for liquid
and virus repellency



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Site selection – when you can't afford to get it wrong

Few actions that a company executive or board will take are as significant as the decision of where to locate a new facility or to implement an expansion. Make the right decision, and the resulting productivity and synergies will maximize the benefits for your company. Get it wrong, and the results can be far from maximum or, at worst, ruinous.

A site selection process is even more difficult because while corporate executives are very experienced and well versed in the operations of their company, most have relatively little, if any, experience in the site selection processes for new or expanded facilities. Even fewer executives have any experience in maximizing the benefits of financial incentives, which can lessen the cost of a new facility or expansion.

For all of these reasons, when a company is considering where to locate a new facility or at which existing facility to undertake an expansion, it is highly advisable to engage the services of a team which has experience in site selection projects and the negotiation of financial incentives.

As an initial step in the process, the site selection consultant will meet with the company representa-

tives to frame the project. This will involve delineating a timeline to meet the company's needs, learning about the company's processes and markets, and outlining details of the new facility or expansion project.

In this initial meeting the consultant will elicit input from the company that will ensure that all relevant information for locations under consideration is available to the corporate decision makers in their deliberations as to where to construct a new facility or undertake an expansion. This information will be tailored to the needs of the company and the individual project, but the major items that will be third-party verified include:

- ✓ Suitability of buildings or sites
- ✓ Labor force availability, quality and cost
- ✓ Labor union environment
- ✓ Infrastructure service (water, sewer, electric and natural gas) availability, quality and cost
- ✓ Taxes
- ✓ Transportation connections (road, rail, air, ports)
- ✓ Logistics
- ✓ Supply chain analyses
- ✓ Construction costs



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✓ Other operating costs as defined by the project

In addition to gathering information on all site selection criteria as defined by the company, a site selection consulting firm can assist in evaluating the competing locations. This can also include the development of financial models to compare costs of doing business at competing locations.


Fully evaluating all of the above relevant business considerations is essential, but it is also very important to ensure the company has taken advantage of all available financial incentives.

Most states and localities provide cash grants, tax credits and in-kind assistance to entice companies to locate new or expanded operations in their area. These financial incentives can be quite substantial. No company wants to leave money on the table by failing to avail itself of all of these forms of assistance.

Very few corporate executives are familiar with and up to date

on state and local incentives. So without assistance from a site selection consulting team which is familiar with such matters, a company can fail to tap all sources of incentives, or at worst, end up being disqualified from receiving certain incentives.

An experienced site selection consulting team will ensure that the company receives the benefit of all off-the-shelf incentives and will be able to craft unique incentives to maximize the benefits for the company. The cost of utilizing these professional services will be far exceeded by the benefits gained from that assistance, ensuring a high return on investment.

When you cannot afford to get it wrong in a site selection project for a new or expanded facility, and do not want to leave money on the table, contact an experienced site selection consulting group, before making any contacts with local or state economic development officials. 

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MOVERS & SHAKERS

Elsner acquires Paco Winders Manufacturing

ELSNER, a leading manufacturer of automation machinery to convert papers, films, foils, plastics and nonwovens, has acquired the Intellectual Property of Paco Winders Manufacturing from OX Industries. The purchase includes all IP and drawings in relation to Paco machinery and parts. The previous Paco plant, located in Philadelphia, will remain closed as the business shifts to the ELSNER corporate headquarters located in Hanover, PA.

"We've been a local resource, making parts for Paco customers for the past five years. The Paco plant was shuttered in December, and since then we have realized there is a need in the marketplace to provide continuity of service to Paco customers," said Bert Elsner II, President and CEO of ELSNER.

elsnereng.com

SGS-IPS Testing adds ISTA 6-Amazon.com test methods

SGS-IPS Testing of Appleton, Wisconsin, has announced the expansion of its packaging testing lab and services. The

company now offers the full suite of International Safe Transit Association (ISTA) packaging tests including ISTA 6-Amazon.com test methods.

Under ISTA, there are a series of performance and development standards for product packaging that should be met for packages to safely make it through the transit process, from the originating distribution channel to the recipient's doorstep.

SGS-IPS Testing, an ISO 17025 accredited and ISO 9001 certified organization, has received certification to perform all of the tests specified in ISTA's 7-part series.

To add these high-demand testing services, the SGS-IPS Testing lab has installed the equipment necessary to simulate the distribution and delivery process for all types of packages – small parcels, individual shipping cartons, palletized products, insulated shipping containers and more. ipstesting.com

Bast Fibre Technologies announces \$4.5M equity financing for natural fiber technology

Bast Fibre Technologies Inc. (BFTi), a natural fiber engineering firm focused

on the nonwovens industry, announced the closing of a \$4.5M CAD equity financing. The investment, which was led by the Lightburn group and Natural Products Canada (NPC), includes significant participation from existing investors and from new individual investors.

According to BFTi, its fibers are completely natural, plastic free, fully compostable, sourced from an annually renewable crop, and provide a net reduction in greenhouse gas emissions. In addition, BFTi says its proprietary fibers offer enhanced performance characteristics when compared with traditional synthetic and semi-synthetic fibers.

bastfibretech.com

INDA announces WOW and RISE conferences will be all-virtual in 2020

INDA, Association of the Nonwoven Fabrics Industry, announced its World of Wipes and RISE (Research, Innovation & Science for Engineered Fabrics) will be presented in an all-virtual format for 2020 in deference to corporate travel policies and individual concerns about travel.