

BTG acquires US niche leader IPI

Integration of IPI's innovative range of metering rods, rod beds and headbox sheet applications reinforces BTG's position as a one-stop shop for top quality film application technologies.

BTG has acquired US-based IPI, a niche market leader in the development and manufacture of chrome- and ceramic-plated smooth and profiled rods, beds and headbox sheets, with a world-class US manufacturing capability and a 90% share of its primary North American market.

IPI's product line will be seamlessly integrated into BTG's Duroblade® range of coating and creping blades and rods to create a formidable portfolio of products to meet every customer's need. The addition of the IPI range means BTG can now act as a single source for customers in the area of metering devices, offering both blade and rod solutions to the film application industry.



IPI Durorods

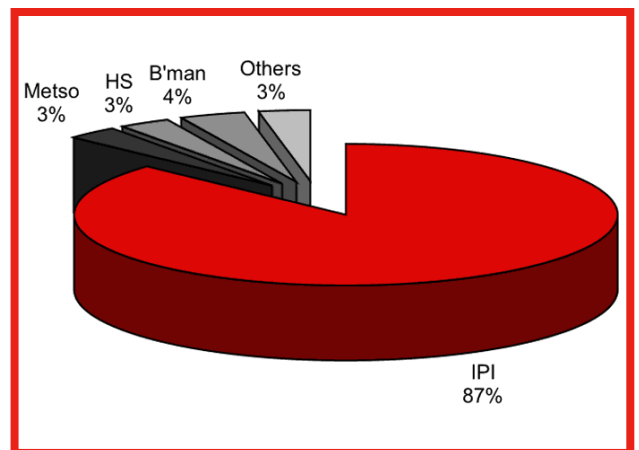
"IPI's focus on quality, its commitment to service and its belief in the need to maintain a close working relationship with its customers makes the two companies a perfect fit," Frank Grossmann, President, BTG HOLDING INC..

"Like BTG, IPI has been very focused on reducing customers' total cost of operations. Like us, they have always believed in the importance of manufacturing top-quality products in-house, where key variables can be carefully controlled. And like us, they've nurtured a corporate culture focused on constant innovation to better serve evolving customer needs," he added.

Expanded production capabilities

The acquisition gives BTG a new state-of-the-art manufacturing facility at De Pere Wisconsin, which boasts sufficient production capacity to meet current global demand for both smooth and grooved metering rods.

A highly efficient operation, the De Pere facility produces chrome-plated rods in a continuous process that ensures consistent rod and plating quality. Products can be tailored to special customer requirements, and rods are also manufactured with a range of thermally-sprayed surfaces, such as ceramic (chrome oxide) coatings. IPI is also the only North American producer of cast polyurethane rod beds.



N.A. Market share

Shared approach

The new deal will leverage considerable synergies through both companies' commitment to

- boosting customer productivity
- cutting customer costs
- driving new product innovation
- delivering exceptional quality and customer service

BTG customers will not only benefit from a wider range of industry-leading products, but from a dynamic new team of professionals who will further strengthen BTG's customer care and leadership in new product innovation.

About BTG

BTG is a leading international supplier to the pulp and paper industry, specializing in raising productivity.

The company has R&D and manufacturing facilities in Switzerland, Sweden, Germany and the US, and sales and service operations in more than 20 countries worldwide.

A major name in pulp and paper technologies for more than 80 years, BTG's product portfolio addresses every facet of pulp and paper operations, from digester and bleaching plant through pulping and wet end processes to final coating, creping, printing and converting.

BTG is a wholly-owned subsidiary of UK-based Spectris plc.

Long History of Innovation

1921 Founding of AB Källe Regulatorer, Sweden

1968 Founding of AB Inventing, Sweden

1969 Källe Regulatorer becomes Eur-Control, Sweden

1981 Müttek GmbH, Germany is founded

1983 Founding of Inventing SA, Switzerland

1985 Founding of Duroblade SA, Switzerland

1987 Consolidation of Eur-Control and Inventing SA to become BTG

1988 Duroblade SA becomes BTG Eclépens SA, Switzerland

To learn more about how BTG can help you raise your productivity, visit www.btg.com.