



WIPES Academy

July 21-22, 2025 Instructors: Heidi Beatty, CEO, & Paul Davies, Consultant, Crown Abbey LLC

COURSE AGENDA

Monday, July 21

- 7:30 am Breakfast
- 8:00 am Introductions
- 8:20 am Module 1: History of Wet Wipes
 - How KFC helped launch the wipes category
 - How Consumers habits have changed with wet wipes in their lives
 - Market data: quantities & volumes
- 9:30 am Break

Module 2: Key Definitions and Terms

- Let's define a wipe
- Different types of wipes
- Terms used in the industry
- Plastic is plastic...right?

11:15 am Break







Module 3: What is the Wipe Part of the Wipe?

- Fibers that can be used in wet wipes
- Plastic versus Natural the great debate!
- The different substrates
 - Types of nonwovens
 - How do you choose a nonwoven for your wet wipe?
- 12:45 pm Break

1:45 pm Module 4: The Lotion → From a Formulator's Perspective

- How to select the right ingredients for the wipe lotion
 - What are all the ingredients you find on the back of the pack?
- Serious about consumer safety
 - Whether it be for a baby's bottom or for hospital disinfection.
- 2:30 pm Break
- 2:45 pm Module 5: Packaging → From Sachet to Bucket
 - What options are there for wipes?
 - Packaging lines and why it makes difference which format you choose
- 4:05 pm Break
- 4:20 pm Module 6: Take a Walk with Us Down a Wipes Production Line
 - How the formula, the nonwoven and the packaging all come together
 - Why is it so hard to make a small number of packs?







Module 7: Are We in Control of Our Quality?

- Tools & tests we have during development
- Quality control during production
- How different regulations play a role

Module 8: Test Driven Development \rightarrow from Concept to Launch

- How to put together a timeline and include the key milestones?
- What are the key risks and watchouts to look out for?
- How easy is it to make changes?
- 5:20 pm Recap of the Day
- 5:30 pm Class Adjourns
- 6:30 pm WOW 2025 Welcome Reception

Tuesday, July 22

- 7:30 am Breakfast
- 8:00 am Module 9: Flushability
 - What does flushable mean and when can we flush a wipe?
 - What is GD4, IWSFG, F2F and more!







Module 10: The Art of the Possible \rightarrow How do Brands Choose Claims?

- What claims can you make about your wet wipe?
 - How are Face wipe claims different to surface cleaning wipes?
- How do you navigate the regulations, the testing and the safety aspects?
 - How other regions differ
- What is single use plastic and why do we care?
- 10:15 am Break
- 10:30 am Module 11: Trends that will Define the Next 5 Years, and a Few That Won't!
 - What is driving the current market and how to look at the opportunities for the future.
 - What is changing about our consumer?
 - Sustainability and wet wipes what does that even mean?

Module 12: Is a Facial Mask a Wet Wipe? And Other Challenging Questions that are Hot in the Industry!

- Single Use Plastic: EU's SUPD, Litter, Beaches explained!
- Fatburgs: a problem just for London's aging sewers?
- Reusable versus Disposable: a key threat or opportunity for our industry?
- 11:45 am Recap, Questions & Close-Out
- 12:00 pm Course adjourns

