

Measuring Up To World-Class Standards

The Nonwovens Systems Group (NWSG) of Nordson Corporation will soon join the highly regarded ranks of ISO 9001 registration, the industrial world's most cherished quality achievement.

The NWSG began the preparation and implementation for registration of its Quality Management System one year ago, and the recommendation for certification was made by Det Norske Veritas Certification, Inc. on December 15, 1995.

"Externally, the registration enhances our credibility with our customers, and it will likely strengthen relationships with key suppliers," says Rita Hill, systems documentation specialist for the NWSG in Norcross, Georgia, who was assigned the job of management representative with the full-time task of achieving registration. "Since we supply products to the international market place, it is important to us that our customers recognize that we meet the requirements of an international quality assurance standard," she says. "ISO 9001 registration also provides the framework necessary to enhance our continuous-improvement efforts."

ISO 9000 is a series of quality assurance standards developed by the International Organization for Standardization, based in Geneva, Switzerland. The organization, which consists of representatives from 92 countries, was formed in 1979 to promote international quality standards. The standards cover process control, purchasing, training, statistical methods, quality management procedures and many other functions. ISO 9001 certification is granted only to those companies meeting strict universal standards in full compliance with process and product technical and manufacturing specifications.

"With this achievement, the Nordson NWSG will be registered as a world-class supplier whose products and services are

sold internationally with implicit quality assurances," says Hill.

Among the benefits already being recognized by the NWSG are improved internal documentation, better process control, increased involvement in the quality process by management and employees, and increased interdepartmental communication.

According to Irwin Professional Publishing data, of the 8,156 North American companies that are ISO-registered, less than 1% produce custom equipment. The Nordson NWSG will be included in this elite group.

As part of the preparation process, the management team was trained on the ISO requirements. Next, documentation preparation and auditor teams were selected and trained. The internal process was baselined and a gap analysis was performed to determine the elements of the required conformance.

Two levels of documentation were created: procedures and instructions, which included a total of about 100 documents, and factory test documents, which are used to record test information and data. The support group documents already existed, which included engineering services, customer service, distribution, etc.

"Since we are, largely, a custom-product design group, our engineering and manufacturing processes are meticulously planned to incorporate the proper interfac-

ing and reporting of order commitment dates, design specifications, their changes and the subsequent manufacture of the product," says Hill. "A very strong commitment was required from NWSG managers to objectively assess our practices and to make the necessary changes.

"There are many tasks that we do extremely well," continues Hill. "But, we wanted to improve in some areas. For example, interfacing and communication has been strengthened through this process. Our goal is to ensure the highest level of customer satisfaction throughout the disposable hygienic-products industry."

The following Nordson businesses have already received ISO-9001 certification:

- Packaging and Product Assembly Business Group in Atlanta, Georgia, (April, 1995);
- Packaging and Product Assembly Business Group in Amherst/Elyria, Ohio, (November, 1994);
- Liquid, Container & Powder Systems Groups, Amherst, Ohio, (April, 1994);
- Nordson Engineering GmbH, Lüneburg, Germany, (December, 1993), and
- Nordson U.K., Ltd., Stockport, England, (August, 1993).

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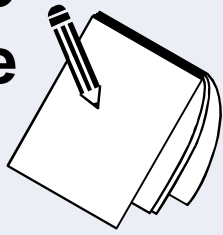
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Take Note



The Main Event

Mark your calendar for Tuesday, February 13th, through Friday, February 16th, 1996, for the biggest nonwovens show of the year. The doors will open promptly at 9:00 a.m. and remain open until 6:00 p.m. from Tuesday through Thursday. On Friday, the doors will open at 9:00 a.m., but they will close early at 4:30 p.m. to allow for a head-start on weekend activities.

Transportation

All international flights to Geneva will take you directly to INDEX '96. Exit the airport and follow the signs to the Palexpo exhibition center in Grand Saconnex, Geneva (about 500 m from the airport). To come by car, take the motorway exit for Palexpo and park in the exhibition center parking lot.

Seasonal Tips

Remember to pack appropriately. In February, temperatures average from 19°F to 52°F (-7°C to 11°C) in Geneva. Humidity ranges from 70% to 85%.

For More Information...

Contact EDANA at 157 Av. Eugene Plasky, B-1040 Brussels, Belgium. Telephone: (32) 02-7349310. Facsimile: (32) 02-7333518.

INDEX '96

A Valuable Opportunity to Gather Information about the Global Nonwovens Industry

Not sure where to find it? Look at the INDEX!

INDEX '96, the international nonwovens exhibition and congress for industrial and consumer nonwoven end-use products, overviews the latest in nonwovens technology. Bring your skis and an appetite for Swiss chocolate to Geneva, Switzerland, from February 13th - 16th, where decision makers from the worldwide nonwovens industry will gather for the next show.

What started in 1981 with an exhibition area of 5,250 m² (56,500 ft²) and 4,800 visitors has now become the most important nonwovens show in Europe. Every three years since 1981, INDEX has provided the platform for a global information exchange about nonwoven products and technologies.

INDEX has grown more than three-fold since its first year. In 1993, more than 9,600 visitors took advantage of this excellent opportunity, and the floor space more than tripled, totaling 16,200 m² (174,000 ft²). In 1996, visitors can expect to see more than 300 exhibits of raw materials, equipment and services targeted toward pro-

ducers of nonwovens and disposable products.

To coincide with INDEX '96, EDANA, the European Disposables and Nonwovens Association, has organized a nonwovens conference where experts will share the latest results of research and development work, as well as information about global nonwovens markets.

Another highlight of INDEX '96 will be the Nordson exhibit at booth #2428, where visitors will witness the first public presentation of the exciting new ProLink™ Adhesive System.

Many features that customers have asked for in the past have now become a reality with the ProLink system, which combines a new generation of highly modular hot melt tanks with high-precision, metered-gear adhesive application heads. Some of the benefits of this new concept include almost instantaneous system response at machine start, product change-over in a matter of minutes, cost savings and easy, quick and cost-effective system expansion and reconfiguration.

Too good to be true? Come and see it with your own eyes.

Or, even better, do the product change-over or upgrade the melter yourself at our hands-on displays.

Make sure you also see the new hot melt system from the Meltex® product line. The proven melters of the MX series have been technically updated. They represent a state-of-the-art design for the 21st century. The new control system and the easy-to-use operator interface are now standard in all new MX units. But also ask about the very useful new options, such as the bar graph temperature zone display and pneumatic pump bypass feature.

To make you feel at home in the Nordson Corporation 230 m² (2,485 ft²) booth, two active displays will demonstrate the ProLink system and the new MX unit with diaper and napkin applications, simulating actual production conditions. See metered Controlled Fiberization™ and bead applications on the same ProLink applicator, take a close look at the Control Coat® gun fed by a metering pump station, and watch the high-speed slot application, all at true production speeds.

About the City

Geneva, Switzerland's third largest city, is located in the southwestern part of the country, where national languages include German, French, Italian and Romansh (a Rhaeto-Roman dialect). The population is about 165,404.

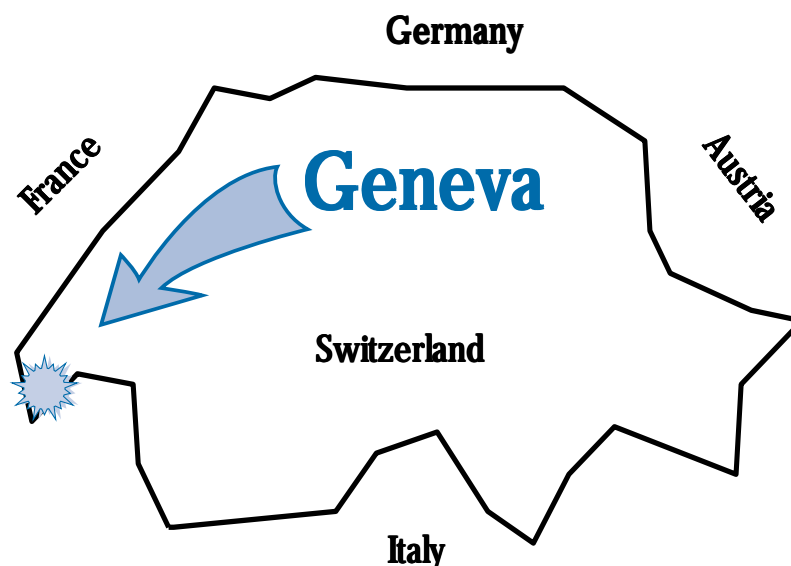
More than 150 international organizations have established headquarters in Geneva. The

International Red Cross was founded there in 1863. The League of Nations was formed there after World War I to promote international peace and security. It collapsed during World War II, but it served as a model for its successor, the United Nations, which is based in Geneva today. And in 1995, the World Trade Organization was established in Geneva, responsible for enforcing the

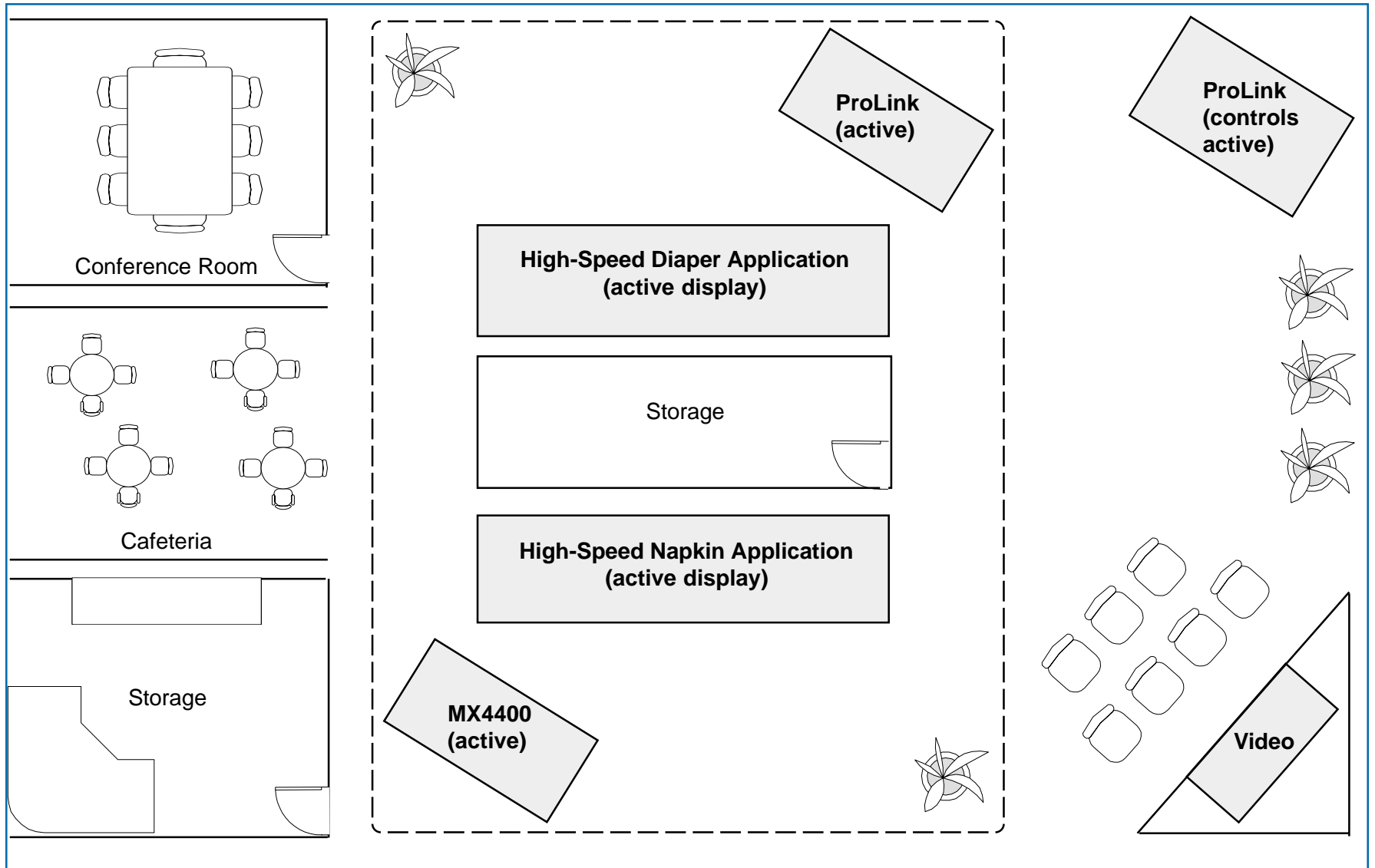
General Agreement on Tariffs and Trade (GATT), which are designed to reduce barriers to world trade.

Places to Go, Things to Do. The center of Geneva is just a 10-minute bus ride from the Palexpo. Shopping streets, ancient monuments and historic landmarks can be found on the Left Bank (Rive Gauche). Stroll along the tree-lined promenades, where public buildings and luxurious hotels with fine jewelry shops line the waterfront of Lake Geneva (Lac Lemman), Switzerland's largest lake. Although the country is known for its watches, jewelry and precision instruments, it also produces fine cheeses and chocolates, which are great for sampling or for family gifts.

The Right Bank (Rive Droite) is modern Geneva, where the United Nations, Red Cross, central train station and fabulous lakeshore parks are located.



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**Active Demonstration:
High-Speed Diaper
Applications**

Two of the high-speed diaper applications that will be demonstrated are waist foam attachment using the Control Coat process for a wide, intermittent pattern and intermittent depositions of Controlled Fiberization and beads simulating standing leg gather construction. This demonstration will feature the ProLink system with a metering station feeding the waist foam applicator and a metered head accomplishing the standing leg gather applications.

**Active Demonstration:
High-Speed Napkin
Applications**

An MX 4400 will supply three applicators for a demonstration of high-speed sanitary napkin applications. These applications include a new-style slot coater for the garment attachment adhesive and wing dots with electric guns and a new high-speed driver.

**Active Demonstration:
ProLink System**

An additional ProLink system will be available to demonstrate the operator interface and system expansion capability of this new melter.

**Static Displays:
Applicators and More**

There will also be static displays of various nozzles, modules, die sets, hoses and other equipment.

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When you have taken in enough fresh air, visit one of Geneva's many museums, such as the Musee de l'Horlogerie et de l'Emaillerie, a famous watch-making museum; the Musee des Suisses a l'Etranger, which depicts Swiss relations with the outside world from the Middle Ages to the present; the Musee d'Histoire Naturelle, which is referred to as an "outstanding" natural history museum; the



Musee Jean Tua, which exhibits vehicles manufactured from the turn of the century to 1939; the Musee CERN, a science and technology exposition; the Musee d'Histoire des Science, a science history museum dedicated to famous Swiss scientific discoveries; or the Musee Rath, which exhibits the paintings and sculptures of Russian General Simon Rath.

Visit the Musee d'Art Moderne et Contemporain,



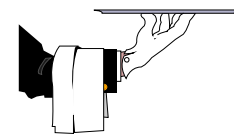
which shows contemporary art in a Soho-type setting, or the Musee du Petit-Palais, which shows surrealist, impressionist and post-impressionist art from the Paris School in a victorian palace. Also, a number of porcelain and ceramic museums, emphasizing Japanese and Chinese works, can be found throughout the city. (Some museum tours require advance reservations.)

In the evening, Geneva's cultural offerings include

musical performances and theater. And, with the city's proximity to France, outstanding restaurants are easy to find.

For the weekend, the Alps are not far away. In fact, INDEX '96 begins just as the snow-topped mountains shine the brightest of the season behind Lake Geneva.

Why not book a slope-side cottage for some skiing, and take the opportunity to discuss your next investment in Nordson equipment with your colleagues?



Eric Nord Receives ASC's Highest Honor

Eric T. Nord, chairman of the board, Nordson Corporation, received the 1995 ASC Award, given by The Adhesive and Sealant Council, Inc.

The ASC Award was established by the Council in 1980 to recognize individuals who have "...contributed original research or whose significant attainments and high standing have been of such character as to have materially aided and advanced the adhesive and/or sealant industry and whose public life and activities have been of such a nature as to reflect great credit upon the industry." It is the highest honor bestowed by the Council.

Mr. Nord was chosen as the 1995 recipient because of his pioneering and sustaining efforts in the development of hot melt application equipment which, in conjunction with his initiatives involving adhesive formulations and end-uses alike, were highly instrumental in spawning a multi-billion-dollar industry.

"Also, Mr. Nord's public life and demonstrated concern for the welfare of [the community] serve as inspiration to us all," reported a press statement released by the Council.

Under Mr. Nord's leadership, which began in 1954, Nordson evolved from a small, local business with sales of less than \$1 million, to a multinational corporation with sales of more than \$581 million in 1995. Mr. Nord is an inventor on more than 25 patents for inventions relating to the early design of hot melt application equipment and responsible for initiating a major technology

shift toward the use of hot melts.

The ASC Award was presented to Mr. Nord during a special dinner in his honor on Tuesday, October 31, during the ASC's fall convention at The Westin Hotel in Indianapolis, Indiana. Past recipients of the award include Donald M. Alstadt, Lord Corp.; Elmer L. Andersen, H.B. Fuller Co.; R. Stanton Avery, Avery International; Carl A. Dahlquist, 3M; Ralph Findley, Findley Adhesives, Inc.; Frank K. Greenwall, National Starch & Chemical Corp.; George Gregory, Products Research & Chemical Corp.; Masanao Hara, Cemedine Co., Ltd.; Robert H. Kriebel, Loctite Corp.; William E. Leuchten, Essex Specialty Products, Inc.; Remo R. Maneri, Dow Corning Corp.; Irving Skeist, Skeist Inc.; William C. Wake, scientist; and James P. Wightman, Virginia Polytechnic Institute and State University.

The Company. The Nordson Corporation, headquartered in Westlake, Ohio, is a world leader in systems that apply adhesives, sealants, and liquid and powder coatings to consumer and industrial products during manufacturing operations.

Nordson has principal product development and application engineering facilities in Amherst, Ohio; Atlanta, Georgia; and Lüneburg, Germany. The company has more than 3,300 employees and 33 direct operations worldwide. Nearly 60 percent of the company's business is attributable to sales outside of the United States.



Eric T. Nord, chairman of the board, Nordson Corporation

The Man and His Accomplishments

Eric T. Nord began his career in 1939 as an engineer with U.S. Automatic Corporation, of which his father, Walter G. Nord, was president. He later moved into the positions of production manager and then general manager with the company.

In 1954, Eric Nord and his brother Evan organized the Nordson Corporation as a subsidiary of U.S. Automatic. Eric Nord served as president of the subsidiary from 1954 to 1974, when he was elected chairman and chief executive officer. In 1983, he retired from the position of chief executive officer, and he has since continued to serve as chairman of the board.

Mr. Nord holds a bachelor's degree in mechanical engineering from Case Western Reserve University (formerly the Case School of Applied Science), in Cleveland, Ohio. In 1989, he was awarded an honorary doctor of science degree from Oberlin College in Oberlin, Ohio. In 1991, he received the Case Alumni Association Gold Medal, in recognition of outstanding technical innovation, successful business management and dedicated public service. And in 1989, Mr. Nord received the U.S. President's E Star Award for Exports, which recognizes contributions that help increase U.S. trade abroad.

Mr. Nord is a member of the board of the Nord Family Foundation and a trustee of Oberlin College. He is a former president of the Oberlin Board of Education and a former chairman of the Oberlin City Council.

Nordson Establishes Colombian Subsidiary

Nordson Corporation has established a new subsidiary organized under its Latin America North group, named Nordson Andina Limitada (NAL).

Guillermo (Willie) Rosenberg is the general manager of NAL, which was created to allow Nordson to take full advantage of long-term growth opportunities projected in Colombia for many of the

company's core markets, such as nonwovens, packaging and product assembly, and liquid and powder coating applications.

"Colombia's successful Social Leap economic plan and the easing of their trade barriers are expected to generate increased demand for Nordson application equipment for many years to come," says George Fischer, general manager, Latin America North.

The new NAL office is located in an industrial park area outside of Medellin. A small sales and service staff is currently being hired. Future plans include hiring a sales/service technician in Bogota, a major industrial center in Colombia.

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