



We orchestrate success.™



HORN

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Horn Philosophy

We consistently exceed expectations through exceptional service, industry-leading technical expertise, spirit and tenacity, all while maintaining the highest ethical standards.

Who we are

Horn is one of North America's premier distributors of specialty ingredients, raw materials and chemicals for use in a wide variety of industries. These encompass coatings, composites, building materials, elastomers, adhesives, nutraceuticals, cosmetics, personal care products, food ingredients, cleaning products and animal wellness products.

What makes us unique? It's the quality of our people, our focus on each of our specific markets and our ability to bring you the highest-level service, most informed support and best innovative solutions.

Horn was founded in 1961 by E.T. "Jack" Horn. Since 1991 Horn has continued to grow and prosper under the unique leadership of Gene Alley, CEO/Chairman and Pat Marantette, Director.

Headquartered in a new 120,000-square-foot building in Southern California, Horn has strategically located distribution centers and warehouses nationwide.

Horn's resources are as smart as they are substantial and used in endless combinations, coordinating them in the precise balance that's right for you. That's how we have created our success, by orchestrating yours.

the Foundation of Horn's Reputation

Partnership

Horn has differentiated itself through its people-focused operating philosophy and unique relationship-building strengths, linking best-in-class principals with future-focused customers.

Exceeding expectations by driving sales growth and profitability for our principals is based on both the long term view and timely market information Horn masters.

In specialty chemical distribution, we perform as a truly effective and transparent extension of our principals. Horn offers customers the depth-of-quality product portfolio, technical service and committed partnership needed from a primary raw material supplier.

Our practice of partnering with key principals is the cornerstone of our winning distribution strategy and our enduring client relationships.

We provide our partners with transparency. This was a radical idea 50 years ago when we pioneered this approach. A special bond of trust and openness between Horn and our principals has been a critical factor in making Horn one of the nation's preeminent specialty ingredient and chemical distributors.



Horn is comprised of three distinct divisions: Industrial, Ingredients and Nutraceuticals. Under these divisions operate six distinct channels to market and specialized manufacturing companies.

Industrial Division

Advanced Materials

Coatings and Building Materials

Bob Ahn | President

Bob joined Horn in 1996 and is a member of our Board of Directors. As head of the Industrial Division, Bob is responsible for the smooth operation of both Advanced Materials and Coatings and Building Materials. Before coming to Horn he worked at Dow Chemical and Kronos. Bob holds a B.S. in pre-med biology and business administration from the University of Southern California.



Advanced Materials

Advanced Materials' core customer base is in the business of formulating, compounding and processing thermoset and thermoplastic resins and elastomers. Primary chemistries include epoxies and polyurethanes, catalyst and curing agent technologies, additives, modifiers, pigments, reinforcements, and functional fillers for the formulator and processor. Key market sectors include: advanced composite prepregs and structural adhesives; PU spray, cast elastomer and polyurethane foam; FRP, RTM, pultrusion and filament winding; structural adhesives, electrical laminates, electronic potting and encapsulation; thermoplastic compounding, plastic processing and molding; and rubber and lubricant compounding.



Coatings and Building Materials

Coatings and Building Materials serves the paint and coatings, building materials, non-structural adhesives, inks, graphic arts and ceramics markets. With a dedicated outside technical sales force, support from an extensive list of best-in-class suppliers, inside technical sales support, and an unsurpassed customer service department, the group services its customers by providing experienced formulation guidance, problem-solving capabilities and superior logistics and customer service.

Ingredients Division

Care Elements

FoodTech

Animal Wellness

Mike Zarkades | President

Mike joined Horn in 2006. He was made President of the Ingredients Division and named to the Board of Directors in 2009. He championed the reorganization of the company along divisional lines; the evolution of the Personal Care group; the acquisition of Fragrance West; the conversion of Horn from Profit Sharing to ESOP and the formation of Animal Wellness. Mike has over 25 years of experience in sales management and corporate management in the chemical industry. Prior to Horn, Mike was Executive Vice President of Intarome Fragrance & Flavor Corp and Executive Vice President of Kato Worldwide LTD/Nickstad-Moeller.



Care Elements

Consumers demand cutting-edge high-performance products that are also value-driven. Our experienced technical team helps our clients profit from that demand.

Care Elements focuses on specialty ingredients for the cosmetic, personal care, home care, pet care, air care and HI&I markets. Our growing portfolio includes: high-tech ingredients used in anti-aging, anti-wrinkle, anti-inflammatory, skin-lightening, tanning and moisturizing formulations. Care Elements also carries a wide range of emollients, humectants, natural colors, specialty effect pigments, essential oils and fragrances.

Under Care Elements is Fragrance West, the West Coast's only fully operational fragrance laboratory and manufacturing facility. Fragrance West helps bridge the needs of local manufacturers while exposing Horn suppliers to a stream of new opportunities generated from the combined Care Elements/Fragrance West customer base.



FoodTech

FoodTech serves the food industry, with an emphasis in the health and wellness sector, by providing a variety of specialty food ingredients including: hydrocolloids, starches, maltodextrins, proteins, lecithin, soy flour, anti-caking agents, emulsifiers, yeast extracts, flavors, high-stability oils, gum acacia, mineral salts and natural colors. These ingredients are used in flavor blends, dry mixes, sauces, salad dressings, meats, poultry, seafood, beverages, baked goods, dairy products, confections and a variety of other applications.

The FoodTech team consists of technically trained industry professionals that service principals and customers by providing formulation, knowledge, problem-solving expertise and superior customer service.



Animal Wellness

Animal Wellness focuses on improving overall health and quality of life for animals. We supply specialty nutritional and functional ingredients used in the companion, equine and zoo animal industries. In addition to the FoodTech portfolio, Animal Wellness represents several innovative and unique nutritional ingredients. All products, most of which are human-grade, are based on sound science and are of the highest quality.

Our team's technical knowledge, passion and enthusiasm translate into the highest level of service.

Nutraceuticals Division

Nutraceuticals



Kevin Salerno | President

Kevin Salerno joined Horn in 2000 and is a member of our Board of Directors. Kevin is President of the Nutraceuticals Division and Nutri Granulations. He earned his B.A. from Marquette University and also attended Arizona State University. Previously, Kevin was the Business Development Manager for American Ingredients, LLC and has had extensive experience in the financial markets, particularly in portfolio management and bond analytics, at Aetna Annuity Operations, Security First Group and Capital Management Sciences.



Nutraceuticals is a recognized leader in North America in nutraceutical ingredients used in the nutritional supplement, medical food and pharmaceutical markets. Experienced account specialists and warehouses located in major metropolitan areas enable Horn Nutraceuticals specialists to provide customers with the support and service required to meet today's growing demand for healthy ingredients.

Nutri Granulations, a Horn manufacturing arm, works with Nutraceuticals to provide engineered granulation solutions for these products. Their state-of-the-art cGMP drug manufacturing facility provides granular calcium carbonate plus a host of other tablet-ready materials.

Partner With Horn

Whatever your product, market, industry or business need, consider Horn. Our principals, customers, industry associates and peers will tell you that Horn sets the standard, Horn fosters success, and Horn is the partner of choice.

Make Horn your first choice.
Give us a call at 800.442.4676
or visit www.ethorn.com.



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