

YOUR INNOVATIVE PARTNER ADHESIVE SOLUTIONS BEYOND YOUR IMAGINATION



AWARD WINNING COMPANY

HAR Equipment

- 2020** – ITW Dynatec –
Distributor of the Year
- 2021** – ITW Dynatec –
Distributor of the Year

HAR Adhesive

- 2018** – HB Fuller Distribution Award
for Outstanding Growth
- 2020** – HB Fuller North American
Distributor of the Year
- 2021** – HB Fuller Regional
Distributor of the Year



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A THOUGHTFUL LETTER

FROM JOE CERINO, PRESIDENT OF HAR ADHESIVE TECHNOLOGIES

Dear Valued HAR Customer,

Welcome to HAR Adhesive Technologies.

It began with an idea. A vision to be different. To be better. To be relationship-driven at a time when building relationships in our industry, like so many others, was moving in the total opposite direction. Focused on this vision like a laser, while constantly working to enhance our capabilities to meet market demands, we have been rewarded over the years with cherished new relationships and steady growth. Today we are proud to be recognized as an innovator in our industry. We will work hard to make a positive difference in your business.

My father owned and operated a neighborhood grocery store where I worked as a young boy during summers and on weekends during the school year. I would often travel to the Central Produce Market with my father to purchase fresh vegetables and fruits to be sold at the store. I was always amazed at how my father seemed to know everyone and how everyone seemed to know him.

On the morning when we traveled to the market to purchase fruits and vegetables for our customers Christmas Holiday we found lettuce in short supply. I wondered what were we going to do, but then my father said, "I have been doing business with the same lettuce wholesaler for over 20 years. When he has an oversupply, he knows I will always take a few extra cases to help him out. When there is a shortage, I know he will always have some put aside for me." When we approached the lettuce vendor he yelled out, "I have 20 cases of lettuce put aside for you!" The vendor then turned to me and said, "Your father is very loyal to me and always treats me honestly and fairly. He knows that I will always make sure your store never runs out."

This experience left a lasting impression on me. I was touched by the warm smiles that silently reflected the pride and satisfaction that came from two men sharing such a simple yet priceless relationship. I was impressed by the comfort, confidence, and success that can be gained when both sides win.

And this is why HAR Adhesive Technologies exists today - to be dependable, to deal honestly and fairly, and most of all to build and attend to each individual relationship like it is special. We have learned that mutually beneficial relationships are priceless and we value them!

On behalf of myself and the entire HAR team, we are so pleased you have decided to trust us to serve you.

Sincerely,

Joe Cerino
President of HAR



MEET OUR MANAGEMENT TEAM

DENNIS GROSEL -
General Manager



From your very first order, we believe it is a special opportunity for us to validate you choosing HAR as your adhesive supplier. We feel privileged to serve some amazing companies like yours and we are determined to show your company that you are valued and important.

As General Manager of HAR, I have actively participated in a nearly 20 year focus on HARnet, our front end customer centric technology that truly sets us apart from our competition and allows us to specifically tailor a level of service and communication for you that we hope will meet your needs with every order you place.

Our culture for innovation leads to winning solutions for our customers. We encourage our employees to think outside the box and have empowered them to create an environment that will allow consistent performance which leads to repeatable successful results.

Thank you for deciding to let HAR partner with your company.

SCOTT LEARD -
National Sales Manager



I have enjoyed 25+ years in the adhesive industry and am proud of my 23 years spent with HAR Adhesive Technologies. Since arriving at HAR in 1999, I have witnessed a small local adhesive company grow into a highly respected large-scale manufacturer and supplier of nearly every adhesive technology imaginable. From my days as a Regional Technical Sales Representative, to my current role as National Sales Manager, it has been a fulfilling experience to provide our many customers with adhesive solutions and support beyond their imagination. Today, I consider it an honor to lead a sales team that brings over 150 combined years of adhesive experience, insight, and knowledge to our valued customers.

Thank you for choosing HAR

[Here is a link](#) to the rest of our team and where you can find contact information for your sales rep.

CHAZ DOWNING -
General Manager HAR Equipment Sales



HAR Equipment Sales greatest successes have come from leveraging the relationships we have with existing adhesive customers.

If you are already a HAR Equipment customer, I want to personally thank you for showing so much confidence in your HAR Equipment relationship that you are now choosing HAR Adhesives for your adhesive needs.

If you are not a HAR Equipment customer, I would welcome an invitation along with your HAR Adhesive salesman to meet you and your team to discuss taking your adhesive application equipment technology and process to the next level.

ABOUT HAR

At HAR, we provide adhesive solutions and support beyond your imagination.

- A long established leader in our industry
- A recognized innovative manufacturer of adhesives for packaging, converting and product assembly
- Manufacturing locations in Cleveland, OH and Buffalo, NY and Regional Distribution Centers
- HB Fuller's "National Distributor of the Year" in 2020 and "Regional Distributor of the Year" in 2021
- ITW Dynatec's Distributor of the Year in 2021 and 2020

By being responsible, dependable, honest, and fair, we strive to make a positive difference in the lives of all we touch.

Our mission is to be uniquely connected through our employees, our customers, our suppliers, and our neighbors.

WHY HAR

TRUST

Trust is invaluable. You must be able to know and trust the person and company offering you and your business recommendations. The culture of HAR has always been to ask questions, learn about the customer's real needs, and provide a plan that will benefit the customer.

EXPERIENCE

HAR has amassed some of the most experienced, knowledgeable, and caring team members. We have seen the problems you are facing. We can and have offered solutions to those problems.

PERSONAL CONTACT

Most adhesive companies cover a large geographical territory but have few Technical Sales Representatives available to help. Our Technical Sales Representative's territories are small and personal. Our reps can often come to your facility on the same day you call them.

CREATIVE WAYS OF DOING BUSINESS

From the simplest to the most complex requirements, we uniquely offer adhesive technologies, application equipment, and engineering solutions.



WHY HAR

OUR SOLUTIONS

EQUIPMENT

- Application Equipment
 - Adhesive Feeders
 - Adhesive Supply Units
 - Cold Glue Systems
 - Drum Adhesive Melters
 - Pattern Controllers
 - Automatic Applicators
 - Roll Applicators
 - Manual Applicators
 - Padding Presses
- Replacement Parts
 - Automatic Applicators
 - Adhesive Nozzles
 - Adhesive Modules
 - Hot Melt Hoses
 - Other Replacement Parts
- Equipment Services
 - Repairs & Maintenance
 - Standard & Customized Systems
 - Rentals
- Equipment Financing
- Engineering Solutions
- Reconditioned Items For Sale

ADHESIVES

- Adhesive Technologies We Offer
 - Cyanoacrylates & Anaerobics
 - Hot Melt Adhesives
 - Primers & Sealers
 - Reactive Chemistry Adhesives
 - Solvent-Based Adhesives
 - Water-Based Natural & Synthetic Polymers
 - Silicone Adhesives & Sealants
 - Industrial Tapes
 - Greases & Other Lubricants
- Industries We Serve
 - Bookbinding, Graphic Arts, Padding & Collating
 - Case & Carton Sealing
 - Tube Winding, Paper Straws & Corner Board
 - Container Labeling
 - Envelope & Direct Mail
 - Door Manufacturing
 - Flexible Packaging
 - Foam Packaging
 - Multi-Wall & Specialty Bags
 - Product Assembly
 - Woodworking & Cabinets
- Manufacturers We Distribute
 - HAR
 - H.B. Fuller
 - 3M
 - ITW Dynatec

WE'RE HERE FOR YOU

Mailing/Remit to Address

HAR Adhesive Technologies

60 South Park Street
Bedford, OH 44146
440-786-7185

Placing Orders

All orders should be sent to
harnetinfo@haradhesive.com

Customer Service

Laura Walsh
440-786-7185 ext. 19
laura.walsh@haradhesive.com

Accounts Receivable

Debbie Voso
440-786-7185 ext. 29
debbie.voso@haradhesive.com

Accounts Payable

Kim Bulanda
440-786-7185 ext. 17
kim.bulanda@haradhesive.com

Equipment Sales

Peggy Lapidus
440-786-7185 ext. 14
peggy.lapidus@haradhesive.com

Credit Reference

HB Fuller

1200 Willow Parkway
St. Paul, MN 55110
Name: Diogo Ramos
Email: diogo.ramos@hbfuller.com
Phone: 651-236-5949
Fax: 800-528-6079

Kaufman Container Company

1000 Keystone Parkway
Cleveland, OH 44135
Name: Nancy Bonanno
Email: bonanno@kaufmancontainer.com
Phone: 216-898-2000
Fax: 216-898-8940

Franklin International

2020 Bruck Street
Columbus, OH 43207
Name: Katrina Owens
Email: katrinaowens@franklininternational.com
Phone: 800-877-4583
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HARAdhesive.com



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