

# HAR EQUIPMENT SALES (HES) YOUR INNOVATIVE PARTNER EQUIPMENT SOLUTIONS BEYOND YOUR IMAGINATION



# AWARD WINNING COMPANY

## HAR Equipment Sales

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

## HAR Adhesive Technologies

- 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



# FROM THE HES MANAGEMENT TEAM

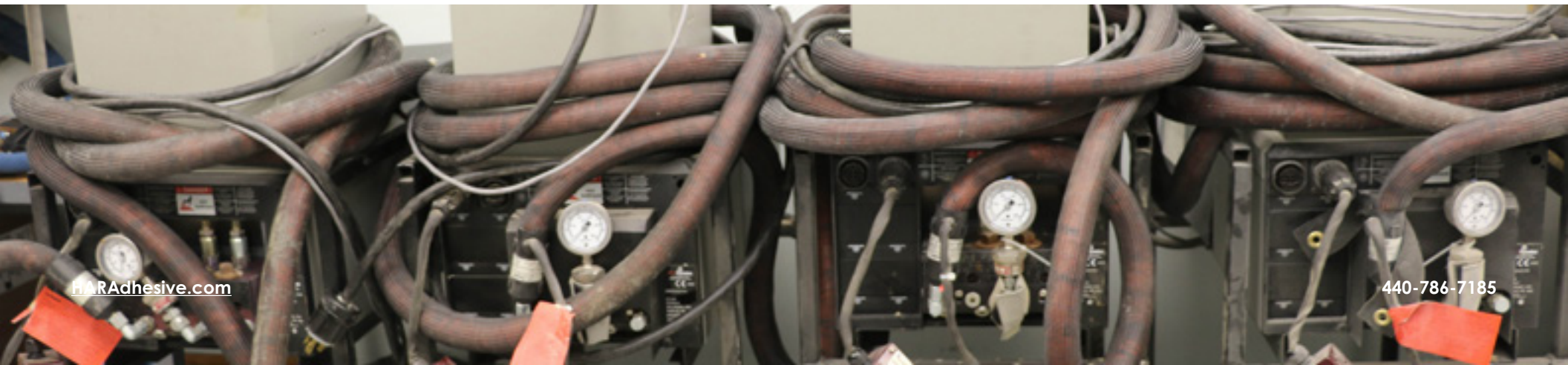
HAR Equipment Sales (HES) is truly grateful you have chosen us to support your adhesive equipment systems! We do not take this responsibility for granted and understand that we have a critical role to play in your company, by ensuring your adhesive equipment is continuously performing optimally. As a retired Marine Corps pilot, with a decade of experience in the adhesive equipment industry, I lead a team that brings a high level of commitment and expertise to ensure our customers have reliable support that they can trust. Here are just a few examples of how we make a difference:

- Knowledgeable and helpful Sales and Customer support staff
- Trained technicians for equipment repairs and preventative maintenance
- Engineering support for customer engineered solutions
- Large inventory of spare parts with same day shipments
- Large fleet of rental units for surge capacity or back-up
- Supported by the staff of HAR Adhesive Technologies

Manage your business and let HES help you manage your adhesive application process.



**CHAZ DOWNING -**  
General Manager HAR Equipment Sales



# MEET THE HAR MANAGEMENT TEAM

**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. You have my promise that we will continue to work hard every day to earn your business.

If you are new HAR Equipment customer, I am honored that you have decided to allow us to serve your application equipment needs. I hope you will quickly learn that we are different. We do not just sell, we service and support with a knowledgeable Sales and Customer Service team, trained technicians and engineered solutions.

**SCOTT LEPARD -**  
National Sales Manager



I have enjoyed 25+ years in the adhesive industry and am proud of my 23 years spent with HAR Adhesive Technologies. Our evolution into the Adhesive

Application Equipment business has allowed HAR to solidify many relationships. Our adhesive customers appreciate dealing with one reliable and knowledgeable source for all of their adhesive and adhesive application equipment needs.

If you are an equipment customer, I would welcome an invitation along with your HAR Equipment salesman to meet you and your team to discuss how an adhesive solution specifically designed for your application can possibly taking your process to the next level.

**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.

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 EQUIPMENT partner with your company. If you are not already a HAR Adhesive customer, we welcome you to experience "adhesive service and support beyond your imagination".




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

# ABOUT HAR

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

- A long established leader in our industry
- A recognized distributor of adhesive equipment that also provides comprehensive technical support and repair services
- Provides engineered solutions for a wide variety of applications
- 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 and adhesive equipment 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. Our service team is also available to conduct on and off-site repair services.

## 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
  - HB 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  
[parts@haradhesive.com](mailto:parts@haradhesive.com)

## Customer Service

Peggy Lapidus  
440-786-7185 ext. 14  
[peggy.lapidus@haradhesive.com](mailto:peggy.lapidus@haradhesive.com)

Mike Ricci  
440-786-7185 ext. 30  
[Michael.ricci@haradhesive.com](mailto:Michael.ricci@haradhesive.com)

## Accounts Receivable

Debbie Voso  
440-786-7185 ext. 29  
[debbie.voso@haradhesive.com](mailto:debbie.voso@haradhesive.com)

## Account Payable

Kim Mudery  
440-786-7185 ext. 17  
[kim.mudery@haradhesive.com](mailto:kim.mudery@haradhesive.com)

## Adhesive Sales

Laura Walsh  
440-786-7185 ext. 19  
[laura.walsh@haradhesive.com](mailto:laura.walsh@haradhesive.com)

## Credit Reference

### **HB Fuller**

1200 Willow Parkway  
St. Paul, MN 55110  
**Name:** Diogo Ramos  
**Email:** [diogo.ramos@hbfuller.com](mailto: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](mailto: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](mailto:katrinaowens@franklininternational.com)  
**Phone:** 800-877-4583  
**Fax:** 614-455-1334



[HARAdhesive.com](http://HARAdhesive.com)



440-786-7185



**HAR**   
Adhesive Technologies