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## Markets Served

Horizon Solutions serves a broad range of markets and customers:

### Industrial



We provide manufacturing facilities with automation, cutting tools and abrasives, safety equipment and a complete line of industrial and electrical MRO supplies. Our specialists deliver Technical and Supply Chain solutions to ensure our industrial customers thrive in today's competitive marketplace. We drive efficiency and the lowest total cost of ownership to help manufacturing companies succeed. And Horizon offers the training needed to support our customers' quest for reduced downtime, improved processes and greater employee safety.

### Contractor



For both residential and commercial contractors, Horizon has the products and experience to help get your job done on time and on budget. We furnish the finest lines of contractor supplies at the lowest installed costs. Our staff trains continually on the latest in labor-saving products and we offer full EDI capabilities. For larger projects, Horizon provides a strategic account manager to coordinate all necessary resources, furnish a single point of contact, and keep pricing consistent. We can also maintain onsite trailers with consigned stock, as well as in-house consigned stock in our warehouse.

### Commercial



We serve commercial customers in the health care, education, institutional, property management, and hospitality markets. Horizon has the MRO supplies to keep your commercial facility running smoothly. From lighting to janitorial supplies, we can help ensure you have what you need, when you need it, without tying up money in excess inventories. Our Supply Chain Solutions, which have increased efficiency for some many of Industrial customers, also deliver strong value for the Commercial market.

## OUR LOCATIONS





# Services & Solutions

- AUTOMATION
- CONSTRUCTION
- CUTTING TOOLS/ABRASIVES
- ELECTRICAL
- INDUSTRIAL MILL SUPPLIES
- MATERIAL HANDLING
- SAFETY
- SUPPLY CHAIN

## KNOWLEDGE IN SUPPLY

Horizon Solutions is the applications expert in electrical and industrial distribution. Our exceptional technical, supply chain, and business knowledge enables solutions that reduce costs, increase throughput, accelerate time to market, and improve asset utilization. Our problem-solving capabilities are augmented by a system of embedded metrics. Horizon's solutions deliver measurable supply chain performance improvement, reduced risk, and the lowest total cost of ownership.

**HORIZON**  
Solutions



# Supplying Superior Knowledge, Services, and Products

Horizon Solutions is the best source for meeting your automation, cutting tool, and safety requirements, as well as your maintenance, repair, and operation (MRO) needs. Our broad lines of products and services are the first choice for engineers, electrical contractors, designers, facility managers, and purchasing professionals throughout the northeastern U.S.

But we supply more than just premium products. Years of hands-on experience enable us to also provide application expertise. You get targeted technical solutions that reduce costs, increase throughput, accelerate time to market and improve asset utilization.

We also add value to the products we supply by providing critical supply chain solutions, including vendor-managed inventory, asset management, and integrated supply. Our training solutions are targeted for your people's educational needs, from convenient online training to hands-on technical education to custom courses held at your facility. In contrast to other suppliers, Horizon is your single source for all these vital functions. This synergy represents a competitive advantage that can be critical for your business.

For major projects, we can establish a unique set of internal and external metrics and reports to evaluate performance. We will work with you to measure total cost of ownership and validate supply chain benefits, enabling continuous improvement.

Horizon Solutions is committed to maintaining the closest possible relationships with our world-class partners and our customers. Our strategic alliances with the best manufacturers ensure our ability to deliver long-term quality, consistency, responsiveness, and reliability. And it means that if we don't have an answer, we will connect you with a partner that has the resources you need.

## Turning Our Know-How to Your Advantage

These Horizon Solutions advantages enable you to

- Lower costs for each supply transaction
- Produce higher-quality products and services
- Reduce labor and manufacturing costs
- Accelerate time to market
- Make products and employees safer
- Increase yield and employee productivity
- Cut downtime, risk, and total cost of ownership
- Improve asset utilization
- Generate greater supply chain efficiencies
- Enable faster knowledge transfer and problem-solving



## Automation Solutions

Horizon Solutions understands the importance of providing the very best technical solutions, service, and support for the products that we offer.

Call on our comprehensive resources and our team of specialists to solve your toughest electrical automation challenges. We provide a full line of automation products, including:

- Drives
- Programmable logic controllers
- Motor controls
- Software
- Operator interfaces
- Sensors
- Motion control

Professional services. Our team of specialists offers a high degree of technical expertise, and will work with you directly to provide the automation services you need. In addition, Horizon maintains long-term partnerships with worldwide suppliers such as Rockwell Automation. We also work with a network of local engineering companies to provide a wide variety of additional services. Result: Horizon delivers value far beyond what you expect from a traditional supplier.

With our partners' support, there's virtually no project for which we can't offer an engineered solution. Rely on us to meet all your requirements for:

- Applications support
- Full system design and configuration
- Software development and programming
- Panel fabrication
- System startup
- Warranty work
- Exchange/repair programs

Additionally, Horizon supplies all the complementary electrical products you need for your automation application and the MRO supplies to keep your business running smoothly.

## Cutting Tool and Abrasive Solutions

Horizon Solutions is dedicated to bringing the latest technology to meet your needs for cutting tools and abrasives. Our sales team provides you with shoulder-to-shoulder expertise utilizing both our own highly trained product specialists and factory representatives to deliver the value you need.

To meet your challenges head-on, Horizon is your leading source for industrial products including:

- Solid cutting tools (HSS, Cobalt, Carbide)
- Indexable cutting tools
- Abrasives
- Band saws
- Toolholders
- Precision measuring tools and equipment
- Work holding

Additionally, Horizon supplies the hand tools, MRO, and personal protection used in these applications every day.

Horizon specialists, teamed up with vendor experts, bring you proven experience and the newest technology. We'll examine your operational processes, and our process engineering support team will recommend solutions — including programming — to save time and money. Horizon's Industrial resources and experience allow us to offer engineered solutions for manufacturing applications to help you:

- Increase available machine time
- Optimize your machining processes
- Analyze operating programs and data
- Offer turnkey tooling packages for new machines
- Manage upgrading outdated technology
- Reduce your total tool inventory



### Installed Base Evaluation.

We analyze your operation and supply details on inventory management, critical spares, inventory controls, and carrying costs — so you can make informed decisions and plan significant improvements.



## MRO Solutions

From Bangor to Buffalo, Horizon Solutions supplies its Industrial end users, Industrial OEM, Contractor, and MRO customers with quality products and exceptional service. Over the years, this business approach has built a reputation that has driven dramatic growth. Today, our company has become a regional powerhouse and a dominant player in the markets we serve. The scope and scale of our organization allows us to attract the top manufacturers and product lines, driving savings to your organization.

We're focused on supplying your every day Maintenance, Repair and Operational needs. With over \$15 million in local inventories, Horizon is uniquely positioned to service your electrical and industrial supply requirements. Daily operating shop and plant floor supplies, such as pipe, wire, fuses, terminals, lamps, ballasts, connectors, gloves, hand tools, taps, drills and mills, chemicals, and rope, represent a major part of our business. At a time when supplier consolidation is an essential business strategy, Horizon is the preferred choice to fulfill all of your MRO needs.

## Material Handling and Storage Solutions

Horizon uses all of its extensive in-house expertise to give you turnkey systems for your manufacturing, warehousing, and plant expansion needs. Our workflow planning helps speed delivery, efficiently utilize your scarce manufacturing and storage space, improve productivity, and reduce any need to handle the same part multiple times. And our in-house specialists can assist at every step, from design and layout to installation.

## Safety Solutions

Unlike other vendors, Horizon offers both electrical and industrial products and solutions for safety. You work with one source, ensuring your employees the safest possible working environment. From personal protection equipment to machine guarding solutions, Horizon Solutions is your source for the right safety products, training, and expertise.

In our Safety Partner Programs, we team with industry leaders to provide unique products and services for employee safety. Onsite inspections and safety consultations ensure less downtime and more productivity. Our safety experts inspect your site, evaluate hazards, and recommend improvements. Machine guarding programs safeguard employees and ensure compliance with state and federal regulations. And our Personal Protective Equipment (PPE) products meet all your employees' safety needs, including hand, head, face, eye, and ear protection, general protective clothing, and ergonomic supports and tools.





## Lighting Solutions

To meet your lighting needs, Horizon Solutions provides quality products and services from commercial and industrial lighting design to energy audits. You increase safety, decrease energy consumption, and comply with environmental regulations — at significant cost savings.

When Horizon experts don't have the answer, we call on quality lighting partners that do. For instance, we work with the region's leading energy service companies (ESCOs) to help you understand your current energy consumption, and reduce energy costs while increasing workplace safety and comfort.

Since 86% of your total lighting costs are for energy consumption, we also help ensure your ROI with the most energy-efficient lighting systems available.

Finally, our added-value Intelligent Lighting Program can furnish efficient management of your lighting assets. We feature top Sylvania lighting products and guarantee your pricing on an annual basis. Our design and audit services optimize your lighting projects while targeting cost-saving opportunities.

In addition, Horizon helps you set up a convenient, cost-effective system to recycle used lamps. We have partnered with a leading environmental services company to provide a wide range of recycling options for fluorescent lamps and ballasts.

## Supply Chain Solutions

Horizon's unique portfolio of supply chain and asset management offerings sets us apart from traditional suppliers. From construction job site trailers to fully staffed and managed industrial warehouses, our solutions help you reduce costs at critical points in your supply chain, while generating greater efficiencies. And because we offer electrical, industrial, and safety products, you eliminate the need to deal with three different suppliers for your core stockroom requirements.

With our partners, Horizon can supply a range of targeted MRO programs. Among our solutions:

**Storeroom & Inventory Management System (SIMS).** Leave your inventory to us. Our unique vendor-managed inventory service organizes your stockroom, monitors consistency, and automates reordering. SIMS helps eliminate order entry errors and reduce stock-outs, while driving costs out of your business.

**Asset Management Services.** Proactively managing your MRO process spare parts inventory can reduce unplanned downtime, extend equipment life, and minimize repair and carrying costs while increasing your return on net assets (RONA) and overall equipment effectiveness (OEE).



Our trainers not only update your staff on the latest technology; they also show them how to apply our products in your environment for maximum efficiency, savings, and productivity.



“Great job with the Webinar on V16! Nicely done. I didn’t have to leave the office, I saved travel time, and I was able to pick up some great information quickly. Well done.”  
— Rob

## Training Solutions

The best products and systems are useless unless your people possess the knowledge to use them effectively. Horizon offers extensive training options, from convenient online seminars to multiday, hands-on, onsite courses.

Our trainers not only update your staff on the latest technology; they also show them how to apply our products in your environment for maximum efficiency, savings, and productivity.

**Seminars.** Your people can train at our location in the operation and maintenance of just about every type of product we supply. Each 2- or 3-hour session may feature hands-on workshops, and can highlight technical details of PLCs, cutting tools, drives, motion control, safety, energy conservation, and similar subjects. Some seminars feature an informal breakfast or lunch where you can network with peers and talk with Horizon staff. For our contractor customers, we also offer early-morning or evening events, which won’t interrupt critical workflows.

**Technical training.** This 1-day or 2-day format typically zeroes in on a specific product and its application in your facility. Hands-on workshops are a vital feature. Through our world-class partners, Horizon can also offer a host of accredited technical courses in one of the nation’s largest industrial training programs.

**Online training.** Your people don’t have to leave their desks to receive targeted training from our experienced engineers. On a year-round basis, Horizon offers quick 1-hour technical product updates in an online meeting format. These webinars are accessible via major Internet browsers. They’re also archived on our Web site for viewing anytime by Horizon customers.

**Custom courses.** For your most flexible training option, choose custom training at your own site. Developed by Horizon with our world-class supplier partners, these courses can be tailored to specifically focus on the area or product you most need to cover.

Whatever the training need, Horizon can put together a class for you. From technical information to regulatory compliance, we are the source for all of your training requirements. Contact us today to discover why thousands of customers turn to Horizon Solutions each year for skills development and education.

