



## NEWS FOR IMMEDIATE RELEASE

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### **E.T. Horn Company Wins Fourth Consecutive Dow Award For Excellence In Distribution**

La Mirada, CA - August 29, 2008 – The E.T. Horn Company, a leading distributor, supplier, marketer, and manufacturer of specialty chemicals, announced that Dow Epoxy, a business unit of The Dow Chemical Company and its affiliates ("Dow"), has named it the recipient of the 2007 Distributor Performance Award in North America.

E.T. Horn distributes epoxy resins and hardeners from Dow that are used in various products and industries, including: aerospace composites, structural adhesives, paints and coatings, flooring systems, boat building, and many more. Dow Epoxy chooses its top distributors based on significant contributions in various evaluation categories, including: overall volume and sales growth, margin contribution, breadth of Dow epoxy resin products sold, the number of accounts serviced, and strategic support.

"This is the fourth year running that we have recognized E.T. Horn with our Distributor of the Year award," said Patrick Ho, business president of Epoxy & Specialty Chemicals for Dow. "This highlights the tremendous contribution that E.T. Horn has made to our business success. We value the knowledge, dedication and commitment from the management and the many hard working people of E.T. Horn. This is truly a win-win partnership. I am pleased to again recognize E.T. Horn as our top distributor of the year."

E.T. Horn Vice President Jay Fitzpatrick attributed the award to the commitment and determination of his group to partner with the finest suppliers, and to help meet the technical needs of a demanding marketplace.

"When we began planning our fiscal year after we had won the 3rd consecutive Dow award, we knew in our minds that complacency could not be part of our vocabulary," Fitzpatrick said. "The team worked out extensive goals, and the strategies to achieve them, so winning this award again gives us affirmation that our comprehensive marketing efforts are working. We are thrilled to accept the award and once again thank Dow for their continuous support."

#### **About E.T. Horn Company -**

The E.T. Horn Company is one of the nation's largest distributors, marketers and manufacturers of raw materials and chemicals for use in coatings, building materials, elastomers, lubrication, nutrition, cosmetics, personal care, and food products. Founded in 1961, the company has focused on providing formulation solutions, superior customer service and technical expertise in distributing products from only the finest manufacturers. For additional information contact the company at 800-442-HORN or visit [www.ethorn.com](http://www.ethorn.com).

*E.T. Horn – Dow, press release, cont.*

**About The Dow Chemical Company –**

With annual sales of \$54 billion and 46,000 employees worldwide, Dow is a diversified chemical company that combines the power of science and technology with the "Human Element" to constantly improve what is essential to human progress. The Company delivers a broad range of products and services to customers in around 160 countries, connecting chemistry and innovation with the principles of sustainability to help provide everything from fresh water, food and pharmaceuticals to paints, packaging and personal care products. References to "Dow" or the "Company" mean The Dow Chemical Company and its consolidated subsidiaries unless otherwise expressly noted. More information about Dow can be found at [www.dow.com](http://www.dow.com).

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