



**Thornhill Consulting assists F&F companies with international business development in the US and Asian markets. The company supports and advises on M&A activities, due diligence, business development, new product development and launches, setting up Asian distributor networks and alliances, advising management boards and strategic planning. Thornhill Consulting helps identify product and technological gaps in the market and helps clients meet the needs of a changing marketplace.**

**Our founder, Dr. John Cavallo, is a strategic expert and business leader with a strong technical and commercial background which includes:**

- 30 years of experience in the food, cosmetic and F&F industry.
- Commercial and technical expertise, Ph.D. in Physical Chemistry and MBA.
- Expertise in nano and microemulsion delivery systems.
- Held key senior management roles at leading flavor and fragrance companies.
- Author of extensive list of publications and speaker at numerous global symposiums.

#### **Flavor, Fragrance and Aroma Chemical Awareness**

- Past President of the Flavor Extract Manufacturers Association (FEMA).
- FEMA GRAS advice and process assistance and regulations.
- Executive Committee member of the International Federation of Essential Oils and Aroma Trades (IFEAT) and Chair of the IFEAT Science Committee.
- Support on regulations related to Classification, Labeling and Packaging (CLP) and REACH.
- Relationships at leading F&F and CPG companies in the US.

#### **Technical and R&D**

- Partnering with F&F and CPG company's development staff and advising creative solutions.
- Strategic approach to nutraceuticals products and Flavor with Modifying Properties (FMPs).
- Market intelligence-based approach to citrus oil market needs.
- Delivery systems for flavors, functionals and animal drugs for bioavailability enhancement.

## **Strategic Support and Advisory**

- M&A activities and business consolidations.
- Strategic perspective on past industry acquisitions, both positive and negative.
- Insight into acquisition targeting and ongoing support.
- Board level participation and strategic advice.
- Interfacing with Private equity group during the public offering of a Top 4 F&F company.

## **International Support and Partnering**

- Key contacts and relationship China, Thailand, and other key Asian and SEA markets.
- Extensive relationships with distributors in China and Southeast Asia.
- Establishing trading and manufacturing companies in China and Singapore.
- Oversight of construction, equipment, and staffing for lab and production facilities in China.
- Access to international talent and ingredient sourcing.

## **How does Thornhill Consulting Operate?**

Partnership development is the key. Thornhill Consulting establishes confidential business relationship with clients to provide customized conventional and “out-of-the-box” approaches to business problems many customers encounter. Thornhill Consulting works transparently with all clients and ensures a professional and ethical approach is followed. Relying on years of industry experience and “know-how”, Thornhill Consulting provides point-of-difference commercial and technical solutions to meet the needs of its clients. Consistent client interaction is carried out via face-to-face meetings, video conferencing and/or monthly reporting to update established goals. Global clients have benefited from the approach and interaction Thornhill Consulting provides in both commercial and technology areas (Chinese communication can be offered). Thornhill Consulting welcomes the opportunity to engage with new domestic and international clients.



**Contact Thornhill today. Our mission is to help you achieve your business objectives efficiently, whether they are domestic or international.**

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