



## PRESS RELEASE

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### **HARCROS CHEMICALS, INC., TO INSTALL CHEMPAX, DATACOR, INC'S ERP SOFTWARE SOLUTIONS**

**Florham Park, N.J.** – May 2012 – Datacor Inc., the leading developer and provider of ERP software solutions for chemical distributors and manufacturers is proud to announce that they have been chosen by Harcros Chemicals, Inc., to enhance their entire business operations software. Datacor's ERP software solution, Chempax, will provide the operational efficiencies and increased functionality that will take Harcros to the next level. Chempax will replace Harcros's home grown software system in its entirety.

Datacor's Chempax provides a fully integrated, robust ERP solution to manage critical business areas such as manufacturing, distribution, customer relationships, financial control, planning, and regulatory compliance. The optimization of data creates a pathway for information flow that streamlines the entire business process for improved efficiency and cost savings. Chempax is the optimal choice for chemical distributors and manufactures because it's specifically designed for the way chemical companies do business.

"Harcros Chemicals, Inc., is an ideal customer for us as they are both a chemical distributor and a manufacturer," said Datacor President Sean W. O'Donnell. "They have a quality chemical distribution and a sophisticated specialty chemical manufacturing business. Pairing that with Datacor's industry knowledge and expertise will help ensure a quick and successful implementation."

“Datacor understands our industry and could address a list of concerns and questions we had when reviewing other software packages,” said VP of Information Systems, Daniel Larsen. “We did not want to spend months with a generic software vendor paying for them to learn our business and adapt their software to our industry requirements. From day one we felt comfortable that Chempax spoke our language and could address 99 percent of our unique chemical needs. Datacor is unique in the market in that they are leaders in both chemical distribution and process manufacturing software. Usually software companies are only strong in one or the other but they have both.”

“We expect Chempax will minimize the risk of having a heavily modified in house package that we have been using for the past 20 years” said Larsen. “Today, we have only one or two individuals that know and are able to support our systems. We are looking forward to being on support and maintenance and being part of a large community that does what we do.”

Harcros is looking forward to moving to the 21st century with the windows interface. “The easy access to information and all the increased functionality that we get right out of the box compared to our legacy systems is going to pay dividends almost immediately,” said Larsen. “It will be challenging replacing a system we have tweaked for 20 years, but in the long run it is best for the business and our operations.”

“We are looking forward to working with such a highly respected and well run organization as Harcros,” said O’Donnell. “There is tremendous synergy between us as we both know the chemical industry and put a big premium on our relationships with customers and vendors and most importantly are committed to each other’s success.”

#### About Datacor:

Datacor, Inc., is recognized for practical software that enhances operations for more than 600 chemical process manufacturers and distributors. Datacor delivers fully integrated enterprise resource planning (ERP) and customer relationship management (CRM) solutions complete with installation, implementation, on-site training and continued support. Backed by over 30 years of experience in the chemical and process industries, Datacor creates advanced technology that solves industry challenges, raises productivity and drives profitability. Chempax serves more than 10,000 users world-wide on a daily basis.

About Harcros Chemicals, Inc.:

Harcros Chemicals, Inc., is a major distributor and producer of specialty and industrial chemicals serving many diverse industries including agriculture, food processing, industrial and institutional cleaning, leather processing, oil field services, paints and coatings, petrochemicals, pulp and paper, UV/EB coatings and water treatment. Harcros Chemicals, Inc., formerly known as Thompson-Hayward Chemicals, was founded in 1917 and is headquartered in Kansas City, Kansas. With twenty-eight distribution and two manufacturing locations in twenty states, Harcros delivers excellent geographic coverage nationally. Harcros's international business continues to grow world-wide. The Harcros Organics Division produces surfactants, emulsifiers, defoamers, and a myriad of specialty products. For more information about Harcros Chemicals, Inc., visit their website at [www.harcros.com](http://www.harcros.com) or call (913)321-3131.

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