

News Release

For Immediate Release

New sales executive and manufacturers agent aim to strengthen Schwartz Chemical retail, wholesale business

PICKERING, ON (July 10, 2013) — Schwartz Chemical Corporation has moved to strengthen its retail and wholesale business in Canada by appointing Scott Chisholm its Business Manager – Retail/Wholesale Channel and by hiring manufacturers agent T&F Sales and Marketing.

Scott Chisholm appointment

“We are pleased to announce the appointment of Mr. Chisholm,” says Jeffrey Caron, Vice President, Schwartz Chemical. “His responsibilities as our new Business Manager – Retail/Wholesale Channel will include raising the firm’s profile and increasing market share for our plumbing, coating and adhesive business in Canada.”

Mr. Chisholm brings to the position a track record of introducing home improvement products to large retail companies and of finding growth opportunities for the products and companies he has represented.

In the new position, Mr. Chisholm will manage the relationship of T&F Sales and Marketing with Schwartz Chemical. “During the 13 years I spent as a sales agent, I learned the value of a sales agency in promoting sales and growth,” he says.

“Personally,” he adds, “I view this assignment as an exciting opportunity to bring new growth to a company that has proved itself in business for decades—and to help show why this company should be considered a leading chemicals solution supplier in Canada.”

T&F Sales and Service named new manufacturers agent

“We are also pleased to announce we will be working with T&F Sales and Marketing to expand our reach and renew our commitment to our customers, particularly those who use our retail plumbing products,” Mr. Caron continues.

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“Schwartz Chemical has been in the plumbing business for more than 40 years, and we feel that T&F Sales and Marketing will help us as we begin a new phase in our growth,” says Mr. Caron. “To increase our market share we are looking at improving our products, expanding our product lines and improving our customer relationships.”

T&F Sales and Marketing presents products to buyers in retail head offices across Canada. Its in-store sales and service representatives teach retail employees product features and benefits. Its merchandisers check product shelves to help ensure products are in stock and displayed correctly.

“Our company opened its first office in 1996,” says Tony Sasso, President, T&F Sales and Marketing. “Today, we have relationships with Canada’s main retailers, coast-to-coast. We believe our experience, relationships, presence and technology will help us grow the market shares of Schwartz Chemical products.”

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Schwartz Chemical Corporation

Schwartz Chemical Corporation operates a 38,000 sq. ft. Class 1 Division 1 facility in Pickering, Ontario, where it formulates, manufactures and packages solvent-based, water-based and UV/radiation cure, bake and air dry coatings and adhesives for a wide range of applications. Operating in Canada since 1969, Schwartz Chemical has developed products for domestic and multinational customers, including manufacturers, distributors and consumers. Notable strengths are its R&D capabilities, manufacturing facilities and customer service.

For more information, contact:

Jeffrey Caron, Vice President, Schwartz Chemical Corporation
Telephone: (905) 683-0411 Write: jcaron@schwartzchem.com

**Schwartz Chemical Corporation — www.schwartzchem.com
777 McKay Road — Pickering, Ontario, Canada — L1W 3A3**