

# CORTEC Vision

July, 2011



WORLD SALES  
MEETING  
2011

September 22nd - 23rd, St. Paul, Minnesota, USA

## Cortec® Draws Interest With Bio Products At Interpack

Interpack, the world's leading trade fair for the packaging sector, held in Düsseldorf, Germany May 12th to 18th, 2011 closed as one of the most successful events since the founding of Interpack in 1958 with a visitor count of 166,000. Cortec's booth in the US Pavilion, attended by Boris Miksic, Ines Miksic, Dario Dell'Orto, and Ivana Borsic, was strategically located and captured over 100 leads from 33 different countries.

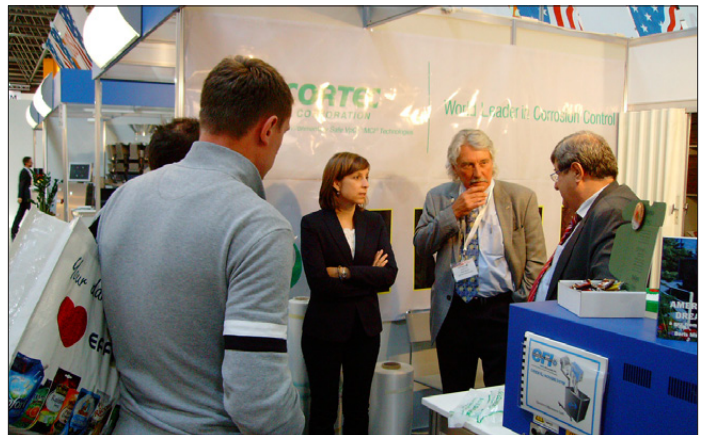
As expected there was a predominant interest for Cortec's Bio products including EcoWorks® resin and film, Ecofilm®, Eco-Corr Film®, and BioCushion®. We received several inquiries for Corrtainer®, CorrTube™, the new Bio Wrap™ paper, EcoEmitter®, and with some visitors it was possible to go beyond and expand to the whole range of Cortec® products including surface preparation, high performance coatings, and the unique EcoLine® cleaners and degreasers, rust removers, and lubricants.

We were joined by many sales partners of Cortec® Corporation and wish to thank them for their participation and presence as attendees. It was good to see the following companies represented – Carte Dozio, Corpac Germany, Corpac Switzerland, Deyap, Foldy Pac, Nefab, Tart and Tribotec. Also joining us was special guest, Prof. Mladen Serčer, Professor at the University of Zagreb, Faculty of Mechanical Engineering.

The next Interpack will take place three years from now, from 8 to 14 May 2014, at the Düsseldorf Trade Fair Centre.



Ivana Radic Borsic and Dario Dell'Orto



Boris Miksic, Ivana Radic Borsic speaking with conference attendees



Boris Miksic speaking with conference attendees (right to left) Radim Usel, Gerhard Stottmeister, and Regina Horn



Helmut Förest, Ines Miksic, and Dario Dell'Orto



# New Products

## VpCI®-380 Railcar Coating

VpCI®-380 Railcar Coating is a unique, direct to metal (DTM), fluoropolymer modified water-based acrylic. Designed specifically for the railcar industry, the coating also demonstrates excellent adhesion to a wide variety of substrates including ferrous and non-ferrous metals and certain engineered plastics. The complex mixture of nontoxic, organic inhibitors offers protection that can compete with most primer / topcoat systems.

VpCI®-380 provides a fast-drying thixotropic coating that exhibits alkyd-like gloss, flow and leveling properties with good resistance to sag. The hardness and moisture resistance properties make it an excellent choice for air-dry / force-dry industrial finishes. It gives optimal outdoor performance without cracking or chipping upon prolonged exposure to sunlight.

*This product will be available for sale in July.*



**Corrosion Resistance Data\***  
(on carbon steel 1010 Q-panels)

	Dry Film Thickness Mils (Microns)	Hours to Failure
ASTM B-117 (Salt-spray)	4.0-4.5 (100.0-112.5)	1000 +
ASTM D1748 (Humidity)	4.0-4.5 (100.0-112.5)	1000 +
ASTM D870 (Water Immersion) Adhesion		300 hours 5B after 24 hours of recovery

## MCI®-2018 V/O

Cortec® Corporation is introducing MCI®-2018 V/O water repellent for vertical and overhead applications. MCI®-2018 V/O is a higher viscosity version of MCI®-2018. This line of repellents is 100 percent active organosilane. MCI®-2018 V/O works by chemically reacting with concrete surfaces to form a strong bond with the substrate. The product creates a hydrophobic layer that repels water and keeps chlorides out without affecting the moisture vapor transmission of the concrete. The migratory corrosion inhibiting molecules contained in MCI®-2018 V/O travel through the pores to adsorb on embedded metal reinforcement and protect from corrosion. AMEC tested MCI®-2018 V/O and certified that it complies with the Alberta DOT standards for type 1B and 1C penetrating sealer.

MCI®-2018 V/O can be spray, brush, or roller applied. The increased viscosity of MCI®-2018 V/O makes it easy to apply to any vertical or overhead concrete structure such as bridge supports, garage pillars, or building walls without wasting product through spillage. MCI®-2018 V/O also dries without affecting the appearance of the surface.



## New Products

### S-7 Oxygen Scavenger Liquid

Cortec's S-7 Oxygen Scavenger Powder is already well accepted in the market and, as there is a need for an oxygen scavenger in liquid form, S-7 Oxygen Scavenger Liquid has been created to fill that need. S-7 liquid is a bisulfite-based oxygen scavenger which will rapidly remove oxygen from feed or boiler water. S-7 Liquid can also be used in softening treatments and reverse osmosis systems. S-7 Liquid is easy to use - it can be fed directly from container.

A sufficient amount of S-7 liquid will maintain a sulfite ( $\text{SO}_3$ ) residual of 20 - 40 ppm in the boiler water, feeding 20 ppm per 1 ppm of oxygen. To monitor the level of oxygen, a test kit can be purchased from companies such as the HACH Company.



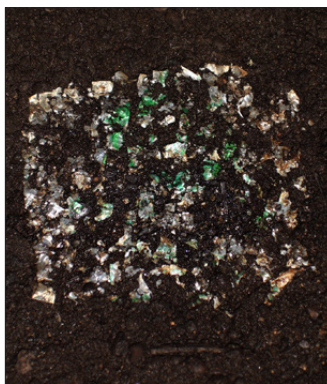
### Cortec's 1st Surveillance Audit for ISO 17025 Completed

The laboratory continues to improve its ISO 17025 quality system. Cortec's laboratory is recommended for continued accreditation to ISO 17025.

### Italy Solidifies Ban on Polyethylene Bags

The Italian government has finally passed the ban on non-biodegradable single-trip plastic carrier bags. Although Italy is not the only country that has put this sort of restriction in place, it may become the catalyst for a much larger ban. The European Commission might soon investigate the possibility of a similar ban across the European Union. As studies have shown, biodegradable plastic bags outperform paper in almost every measure of environmental impact. This data has led the Italians to adopt biodegradable plastic bags as a substitute to polyethylene bags.

*Source: Plastics News: March 21, 2011*





# Cortec's new European Sales Office

## Zagreb, Croatia

Cortec's New European Sales Office in Zagreb, Croatia had the pleasure of welcoming Cortec® Corporation President/CEO, Mr. Boris Miksic and his wife Mrs. Ines Miksic. Our new advanced office is located at the Technology Transfer Center; Croatia's most developed technological and engineering facility near the Faculty of Mechanical Engineering and Naval Architecture. The close vicinity to other important city locations, such as the Zagreb City Airport and the National Library makes this a remarkable location for our operations and will enable us to provide even better services to our clients.

On this occasion Ivan Juraga, Dean of Faculty, Mechanical Engineering and Naval Architecture visited Cortec's European office. Discussed was future cooperation opportunities and joint projects between Cortec® and the Faculty, with whom we have been successfully collaborating for over a decade. This cooperation has resulted in the highest quality technical support and consultancy with experts in the field of corrosion prevention.



## Setting Sail on Blue Oceans

New ventures have always been faced with a choice between new and existing markets. Existing markets are known as red oceans and new markets blue oceans. The majority of new ventures created enter red ocean markets even though blue ocean markets show 22% more profit growth. Some of the most successful brands have entered into new markets only to be imitated by many others. The advantages of blue oceans are not just in profit, they also offer benefits with customer retention because they are seen as the original brand which makes everything else inferior. Blue oceans also foster innovation and development while red oceans leave the dreamers behind with cost-cutting and profit focused growth. The “newness” of blue oceans makes it very hard to capture them from their creator no matter what size the invading company is. With new entrants always being seen as imitators and getting the leftovers from the original, many business leaders wonder if they want to explore new waters or stay in the maelstrom.

*Source: Perspectiva: August 2005*



**Left:** The legend of corrosion inhibitor science and engineering, Harry Byars, visiting Boris and Ines Miksic at Cortec's booth at NACE 2011, in Houston, Texas.

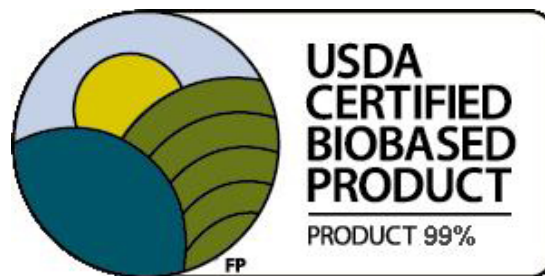
**Right:** Boris with Prof. Sercer in front of EcoCortec's offices in Zagreb, Croatia. Professor Sercer is Boris' mentor for his Ph.D thesis entitled "Processability of Biopolymers for Production of Flexible Packaging."

## **Cortec® Products** Certified for USDA BioPreferred<sup>SM</sup> biobased labeling

In January 2011, the U.S. Department of Agriculture (USDA) BioPreferred<sup>SM</sup> program launched a new labeling initiative to identify (commercial or industrial) biobased products or packaging, whose main ingredients are renewable plant, animal, marine, or forestry materials. The BioPreferred program is now comprised of two parts: a biobased product procurement preference program for federal agencies and a voluntary labeling initiative for the broad-scale marketing of biobased products. The new USDA biobased product label indicates that a product has been independently certified to meet or exceed BioPreferred standards for biobased content (ASTM Test Method D6866). This new labeling will also promote the increased sale and use of biobased products. Federal agencies and their contractors are required to give preferential consideration to these designated products when making purchases. The new label will make identification of these products easier for Federal buyers, and will increase awareness of these high-value products in other markets.

The following Cortec® products have been awarded USDA BioPreferred<sup>SM</sup> designation:

- BioClean 610
- BioCorr®
- Bio-Pad®
- EcoAir® 422
- EcoAir® 423
- EcoClean Disperant 600
- EcoLine® All Purpose Lubricant\*
- EcoLine® Cleaner Degreaser
- EcoLine® CLP
- EcoLine® Cutting Fluid\*
- EcoLine® Food Machinery Grease\*
- EcoLine® Long Term RP
- EcoLine® 3220
- EcoLine® 3690\*
- MCI®-2005
- S-14 Bio
- VpCI®-411\*
- VpCI®-422
- VpCI®-423



Cortec® Corporation's EcoLine® 3220 Label

More detailed program information and additional resources are available at: [www.biopreferred.gov](http://www.biopreferred.gov)

For more information, please contact Cortec® at 1-800-4-CORTEC.

\*Federally Preferred Products (FP)



The Norwegian Family Lilland Apres Skiing, Keystone, Colorado.



Two next generation Cortecians, Ines Miksic and Jens Stottmeister at Cortec's booth at Interpack, the largest packaging trade show in the world.



## EcoLine® CLP

### The “green way” to fight corrosion

Cortec's EcoLine® CLP is a “green” multifunctional cleaner/lubricant/penetrant (CLP) that will maximize the life of machine parts by reducing friction and wear, while providing corrosion protection. It can be used to loosen frozen or rusted parts and is also an excellent mold release. EcoLine® CLP is nonflammable, non-toxic, freeze stable, and is easily removable with common detergents. Because EcoLine® CLP is safe for use on all metals and most plastics, it is ideal for industrial, shop, and home applications whether they are indoors or out. This EcoLine® product is an 89% biobased, utilizing a combination of canola oil and canola methyl ester. Because of this, EcoLine® CLP provides excellent lubricity and biodegradability; eliminating the need for hazardous mineral oils and other hydrocarbon based solvents. EcoLine® CLP is environmentally friendly and leaves behind a persistent layer that protects against corrosion for up to 24 months.



*Cortec® EcoLine® CLP is a USDA Certified Biobased Product.*

## Chemicals to be added to concern list

Proposals have been published by the European Chemicals Agency (ECHA) to identify seven chemicals as “Substances of Very High Concern”. Based on their potential risk to human health, authorization would be required for the use or sale of these chemicals. Mentioned in the proposal are corrosion-resistant pigment; strontium chromate ( $\text{SrCrO}_4$ ), and corrosion inhibitor; hydrazine ( $\text{H}_4\text{N}_2$ ).

*Source: Materials Performance: April 2011*

## New members of team Cortec®



Meet Marta daughter of Blazenko Maric, EcoCortec®.



Meet Cora daughter of Tera Ziesmer, Cortec® Advanced Films.

## Sister City Process Initiated for Beli Manastir, Croatia and Spooner, Wisconsin

Mr. Boris Miksic, President/CEO of Cortec® Corporation has launched a formal affiliation leading to the official designation of “sister cities” between Beli Manastir located in the region of Baranja, Croatia and Spooner, Wisconsin, USA. City leaders were informed about this initiative and are strongly supportive of the project.

This relationship is the result of long-term successful business of two Cortec® manufacturing facilities, EcoCortec® in Beli Manastir and Cortec® Spray Technologies in Spooner. The idea for sister-ship of the two cities occurred from the fact that Cortec® greatly contributes to both of their local economies and communities. The concept of establishing cooperation between cities in the form of sister-ship is very developed worldwide as a way of promoting economic, human, cultural, educational, and commercial relations between nations. This type of city connection is also valuable in encouraging a better mutual understanding, which makes an excellent base for more structured functioning of local community and strengthening its development strategies.

“The municipal government of the town of Beli Manastir has accepted with pleasure,” said Office Manager of EcoCortec®, Predrag Zvecevac. Representatives of the town of Beli Manastir will visit Spooner and Saint Paul, Minnesota during the World Sales Meeting event organized by Cortec® Corporation in September and will have the opportunity to present information about Beli Manastir as well as investment opportunities in the business zone of Baranja, Croatia. We are convinced these contacts will bring an interest for entrepreneurial investment in the areas of Slavonia and Baranja, as well the establishment of friendly relations between the cities of Beli Manastir and Spooner which is the key link for further networking and development of long-term dynamic and diverse cooperation.

When interviewed by Glas Slavonije the Mayor of Beli Manastir, Ivan Dobos, confirmed his acceptance of this initiative. “Our goal is to connect economically the city of Beli Manastir and American entrepreneurs. Mr. Miksic of EcoCortec® claims that interest from American businessmen exists, so therefore we will present the potential of our business areas during our visit. In return we plan to invite Spooner officials for a visit to Beli Manastir on November 11th for the celebration of the Day of the City” said Mayor Dobos, pointing out that after the first business meeting there will be no problem to sign a memorandum of sister-ship.



EcoCortec® in Beli Manastir, Croatia



Cortec® Spray Technologies in Spooner, Wisconsin USA

# Save the Date!

**2011 World Sales Meeting  
September 22-23, 2011  
St. Paul, MN**



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