

CORTEC*Vision*

July 2012

EcoLine® 3220

Featured on USDA BioPreferred Product Web Page



KEEPING IT SIMPLE
CORTEC® SMS
SELL, MANUFACTURE, SHIP
The clear, straightforward way Cortec® does business.

Twin Cities Business Magazine Small Business Success Story Award

Twin Cities Business Magazine, in collaboration with Associated Bank awarded Cortec® Corporation as one of the winners of the 2011 “Small Business Success Stories”, January 12, 2012 at the Radisson Plaza Hotel Minneapolis.

This award is given in recognition of distinctive Minnesota small businesses, run by people with unique talents, addressing specific market needs, examples of entrepreneurial insight: the ability to detect opportunities not perceived by others, along with perseverance, energy, marketing savvy, and managerial skill. Cortec® has spent 35 years growing and becoming the company it is now; trusted globally to provide materials protection technologies that meet individual customers’ needs.

The award winners and runners up have been printed in the January issue of Twin Cities Business magazine



Cortec® Middle East The Launch of a New Entity

The Middle East and North Africa regions are widely embracing Cortec’s MCI® and VpCI® corrosion control solutions. In order to better serve these markets Cortec® Corporation is very pleased to announce the formation and launch of a new entity named Cortec® Middle East. The region will be supported with service centers in the United Arab Emirates, Saudi Arabia, and Jordan along with distributors such as The Kanoo Group. Cortec® Middle East is a joint venture with regional Cortec® distributor United Corrosion Technologies.

The establishment of Cortec® Middle East is a logical step in Cortec’s efforts to strengthen our growing global platform to better serve our customers around the world with outstanding R&D, engineering, products, and people. Understanding the unique nature of corrosion challenges in the Middle East, we’re strengthening our commitment to work closely with the engineering community to mitigate the detrimental effects of corrosion in the Middle East and North Africa.

CORTEC®
MIDDLE EAST

Environmentally Safe VpCI®/MCI® Technologies

IPAC-IMA 2012 Carte Dozio and Cortec®

Cortec® and Carte Dozio, with assistance from other Cortec® Distributors, exhibited at IPAC-IMA 2012 held at Fieramilano Exhibition Center, Milan, Italy February 28th – March 3rd. This event, held every 3 years, has a global reach; offering leading technology and solutions for the Processing, Packaging, and Materials handling sector.

The impressive Cortec®/Carte Dozio booth received a good number of visitors from all over the world. The intent for attending was to promote Cortec® products, make profitable business agreements, and explore market news. The goal was met, giving further proof of Cortec’s leadership and its ability to cater to global market needs.

The “Com.Pack” (Compatible Sustainability) magazine distributed at the show published product information on Cortec’s Eco-Corr®, 100% biodegradable and compostable film utilizing Cortec’s patented VpCI® technology.



Left to Right: Ugo Spada, Dario Faraci, Carte Dozio, and Fabio Grenna, NEFAB with Italy Sales Team

Marine Clean Presentation in Chamber of Commerce

The conference entitled "European Marine Clean Project - a successful cooperation between industry and university institutions" organized by the Croatian Chamber of Commerce, Faculty of Mechanical Engineering and Naval Architecture, and EcoCortec® was held on Wednesday, April 18th in the Hall of the Croatian Chamber of Commerce. A number of experts from companies, industrial facilities, universities, environmental agencies, and funding organizations gathered to learn more about the newest trends, innovations, and achievements in the field of bioplastics, while also sharing their own experiences.

Zlatan Fröhlich, President of the Croatian Chamber of Commerce – Zagreb, held a welcoming speech during which he strongly supported the initiative for use of bioplastics in Croatia and the region, emphasizing the importance of necessary reindustrialization and Greenfield investments. Boris Miksic, President/CEO of Cortec®-USA and EcoCortec®-Croatia, held a presentation on global trends in bioplastics, where he spoke about market developments in bioplastics. Mr. Miksic briefly showed the history of the bioplastics market and explained why it is growing rapidly; he also indicated the advantages of bioplastics when compared to synthetic polymers. Finally, Mrs. Ivana Radic Borsic - Director of EcoCortec®, took the opportunity to give an overview of EcoCortec's achievements in the field of compostable and biodegradable packaging products.



Boris Miksic and wife Ines with Zlatan Fröhlich, President of Croatian Chamber of Commerce - Zagreb, Croatia

Grafem d.o.o. Cortec's Licensee

We are proud to inform you that the Grafem company, from Maribor, Slovenia has received a supply contract that enables development and production of one of the most economical packaging solutions on the market – CorrTainer® - a brand new Vapor phase Corrosion Inhibitor (VpCI®) barrier coated moisture resistant container, all in one box! It is non-toxic, fully recyclable, and repulpable. The CorrTainer® contract is a product of successful cooperation between EcoCortec® and Grafem.

This cooperation started three years ago when EcoCortec® recognized a quality business partner in Grafem, targeting the market of Central and Eastern Europe. Grafem, a well organized family owned company, manufactures high quality products such as CorrTainer® and is successfully placing it on the market in cooperation with Cortec's European distributors and business partners that have been developed over the last 30 years.

CorrTainer® saves a lot of precious time and manpower, no prior preparation or secondary packaging is needed; and more importantly it is low in cost, which makes it an ideal packaging choice for our customers. We are thrilled that our cooperation with Cortec® has resulted with this remarkable product and hope that its good market acceptance will be encouragement for future projects between the two companies" said Mr. Jozef Cvetko, CEO of Grafem d.o.o.

In 2011, Grafem moved into a new facility and increased their manufacturing capacity. Their state of the art laboratory is designed specifically for quality testing of CorrTainer®. One of the first customers for CorrTainer® is a major supplier of oil field equipment from Romania that buys the product from Cortec's longtime partner and distributor Cortrom, Romania.



Featured Product: **EcoLine® 3220**

At the USDA BioPreferred Product Web page, July is the month of Bio-based Corrosion Preventatives. Cortec's EcoLine® 3220 is the featured product!

The purpose of the USDA BioPreferred® program is to promote the increased purchase and use of biobased products. It has two major initiatives:

Product Labeling

USDA certifies and awards "USDA Certified BioBased Product" labels to qualifying products.

Federal Procurement Preference

USDA designates categories of biobased products that are afforded preference by Federal agencies when making purchasing decisions.

For more info, please see: <http://www.biopreferred.gov/>



New Products: **MCI® Product Line**

MCI®-2018 Sealers Getting Tracers

MCI®-2018 is a silane-based concrete sealer containing time-proven Migrating Corrosion Inhibitors (MCI®). For vertical surfaces this product is available in a more viscous form MCI®-2018 V/O. Previously both of these products when applied on concrete surfaces formed an invisible film, which in some applications the invisibility made it complex to calculate the coverage rate and to check uniformity of the application.

Two approaches were used to solve these problems; the addition of

1. Fugitive dye
2. UV tracer

Fugitive dye is a dye whose color fades to neutral in a few days with exposure to the ultraviolet light. Fugitive dye to temporarily color these sealers so that coverage to the concrete surface can be observed. When applied on the concrete the red color will fade in 7 to 30 days, depending on sunlight exposure. The use of the dye didn't change the properties of the MCI®-2018 / 2018 V/O.

For those customers who do not want to see any appearance changes to the concrete we developed a product containing UV additives (MCI®-2018 UV). The UV tracer added to MCI®-2018 does not change the appearance during and after the application but product can be observed on the surface by using a UV lamp.



Cortec® Laboratory News:

- Our laboratory is recertified for ISO/IEC 17025 (Accreditation)
- We published in Materials Performance magazine in May and June editions
- Our papers are accepted for AWT conference (professional water-treatment conference), Eurocorr, Latincorr, and NACE 2013
- We have 3 students for Internship, two of which are from Croatia. These young people have done extraordinary work in the laboratory

New Products: **MCI® Product Line**

MCI® Super Remover

MCI® Super Remover is a multifunctional product, which is specifically designed to remove calcium carbonate, including hardened concrete residue and hard water scale. The second major application of this product is removing rust from carbon steel

The typical applications for MCI® Super Remover include:

- Drum Mixers
- Ready-mix trucks
- Batching Plants
- Construction equipments
- Water treatment facilities during periodical cleanings
- Descalers/delimers

MCI® Super Remover is based on acid replacement technology that uses low pH organic salt to replace traditional mineral and organic acids. This product is biodegradable and doesn't contain VOCs.



New Water-Based Coating

VpCI-392

A new self-crosslinking waterborne dispersion aliphatic urethane coating designed for industrial applications requiring excellent gloss, flexibility, and adhesion to a variety of substrates. Designed with VpCI® technology it can be used as a DTM (direct to metal) coating or over a primer such as VpCI®-375, 395, or 396. This coating will crosslink at ambient temperatures and offers a unique balance of UV and chemical resistance. Being a single component package this product doesn't have the complications associated with pot life of a two component mixture. In addition this coating exhibits excellent adhesion to the difficult substrates such as aluminum, brass and copper.

Advantages:

- Excellent exterior durability, when used over a primer.
- Water based
- Excellent adhesion
- Excellent UV resistance
- Excellent gloss and clarity
- Single component package
- Could be used in construction applications
- Can be used direct to metal, concrete and wood



Boris Miksic Cortec® President/CEO with Cortec's Long Term Partner and Brannon Award Winner at NACE 2012 Mr. Hartley Duncan".



Products Coming Soon: Cleaners

Aluminum Cleaner/Brightener

Economical and effective aluminum oxide/hydroxide remover

Applications include:

- Aluminum truck brightening
- Air conditioning fin cleaner
- Aluminum pontoon / boat cleaner
- Wheel cleaner
- Building restoration
- Specialized de-scaling (removes aluminum silicate deposits)

Thixotropic Sprayable Tire Treatment

The product available in EcoAir® packaging. This product shines and restores tires in a few minutes: just spray on the tire and leave it without additional buffing or other mechanical help.

Impressive Developments for Cortec's Engineered Corrosion Solutions

The engineered system approach utilizing Cortec® vapor phase corrosion inhibitor (VpCI®) chemistry to control corrosion as developed by the Cortec® Engineering & Field Service (CEFS) group is proving to be very successful. In support of this approach, CEFS is continually developing its CorroLogic™ family of systems, services, and products. The impact and acceptance of CorroLogic systems in the marketplace is growing significantly in 2012.

CorroLogic™ System for ASTs

The first application of Cortec® VpCI® chemistry into the interstitial space of double bottom aboveground storage tanks (AST) was completed in 1999 with great results. Today a large and growing number of Oil & Gas companies are embracing the CorroLogic™ system approach for their ASTs. Data from the real-time corrosion rate monitoring equipment that is installed in each tank along with the VpCI®, undeniably proves the long-term effectiveness of this solution.

CEFS is also working diligently to develop solutions for ASTs constructed on oiled-sand that are very common in the Middle East. We completed a pilot project for Saudi Aramco on an AST with an oil-sand tank pad at one of their critical Arabian Gulf oil export terminals. Preliminary results are very interesting. Saudi Aramco and Cortec® have partnered to write a paper on this project. The paper will be published and presented at the NACE International annual conference in 2013.



For more information go to <http://www.cortecvci.com/Publications/Papers/2011-06-MP-AST.pdf>



CorroLogic™ System for Cased Pipelines

In 2011 the Cortec® Team reacted quickly to a request by a major pipeline company for development of an alternative product designed to fill the annular space of cased pipeline crossings. The excellent Cortec® chemists developed an awesome product that is applied as a liquid into the annular space between the carrier pipe and the casing, that quickly sets into a gel. CEFS worked to develop the equipment and process for application of this product. Fast forward to mid-2012: product and equipment modifications have been made and this exciting new solution is ready to go. The CorroLogic System for Cased Pipelines consists of two alternatives. Options for corrosion rate monitoring have been added. Cortec® is providing the Oil and Gas industry with unique and tremendous choices for carrier pipe corrosion control.



For more information go to

<http://www.cortecvci.com/Publications/Papers/MP/2012-MPCorrosion-Inhibitor-Solutions.pdf>

CorroLogic™ System for Insulated Pipe

Corrosion under insulation (CUI) is a significant worldwide problem. Cortec® research chemists are devoting significant resources in 2012 to refine their knowledge of CUI and refine the VpCI® products used to mitigate CUI in a wide variety of environments. CEFS has worked with a major manufacturer of corrosion rate monitoring systems to develop equipment capable of producing real-time measurements at the surfaces of insulated pipe. Special equipment and processes for application of VpCI® chemistry onto insulated pipe are also under development.



Most CUI mitigation solutions require that the insulated pipe be stripped of insulation, recoated then re-insulated. In the very near future Cortec® will be well prepared to make a huge impact on mitigation of CUI with no service disruption, no recoating and no insulation removal.

This once again illustrates CORTEC's capabilities and focus on maintaining its commitment as the Global Leader in development and application of engineered corrosion control solutions.

Cortec® 2012 Interns:



Left: Zana, Antonio, and Rachel interns in the Laboratory. Zana and Antonio left on July 16th. Rachel is here until August.

Right: Maja, who is now interning in the Marketing Department

We wish them all the best in the future!

Cortec® Around the World



A group of Ecuadorian engineers at Cortec Headquarters, March 29-30, 2012; The visit was spearheaded by Francisco Hidalgo of Codemet/Tedex SA.



Gerhard and Angelica Stottmeister with Nina Miksic (far left) and Ines (far right) at the wedding of their son Jens to Sabrina, in the Johanneskirsche in Untergruppenbach near Stuttgart, Germany.



Meet the granddaughter of Mark Ritchler, Cortec's distributor from Canada and this is the first hat of any kind that she has allowed to be left on her head, any other sunhat, bonnet etc....off it goes!



"Corrosion in action, never stops even when we have fun down in Caribbean!"

Come Visit Us!

EuroCorr

Sept. 9-13
Istanbul, Turkey
www.eurocorr2012.org/

AWT

Sept. 19-22
Palm Springs, CA, USA
www.awt.org

FachPack

Sept. 25-27
Nuremberg, Germany
www.fachpack.de/en/



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