

CORTEC Vision

January 2013



Phase VI Expansion Complete

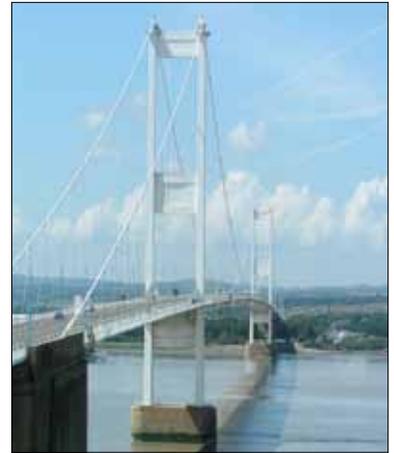
**The World's Largest
VpCI®/MCI® Synthesis Plant
Just Got Bigger!**

Cortec® Nomination The MP Readers Choice Corrosion Innovation of the Year

Once again Cortec® has a nomination in the “MP Readers Choice Corrosion Innovation of the Year Award”.

This year’s submission, Cortec’s PTC Emitters have proven to have had a significant positive impact on the prevention and mitigation of corrosion. PTC Emitters contain Migrating Corrosion Inhibitor (MCI®) powder for corrosion protection of post tensioning cables, ferrous and non-ferrous metals in recessed areas, interior cavities, and voids. The pouches are constructed from breathable Tyvek® which allows the MCI® molecules to pass through the membrane to form a molecular layer on metal surfaces there by providing corrosion protection.

The 10 innovations with the highest number of online votes will be announced at the NACE International CORROSION 2013 Conference and Exhibition in Orlando, Florida and recognized in MP magazine.



PTC Emitters were distributed around the cables of the Severn Bridge as needed.

AWT 2012 Introduction of CorrBlock

The Association of Water Technologies (AWT) 2012 annual convention and exposition was held September 19-23 at the Palm Springs Convention Center, Palm Springs, CA, USA. AWT has conducted the Annual Convention and Exposition since 1988. The event has grown steadily in size, professionalism, and importance since that time.

Cortec® was represented at the Convention by Ming Shen, Cortec's Laboratory Research and Development Engineer. She presented the research paper entitled “Slow Release Corrosion Inhibiting Block” written by Boris Miksic, et al. The presentation introduced Cortec’s new product CorrBlock, a time-release, biodegradable corrosion inhibitor block for water treatment industries which is friendly to marine ecosystems.

The Exhibition booth, manned by Ed Bertges, showcased both Cortec® and Bio-netix water treatment products and solutions. It provided the perfect opportunity to engage with attendees to impart valuable technical information regarding the latest Cortec® advances that are changing the water treatment business. AWT members consistently rate the exposition as one of the top benefits of attending the annual convention; where you can meet face-to-face with a diverse group, all under one roof, to build business relationships that count.



Cortec's booth at Fachpack in Nurnberg, Germany.



Left to Right:
Ivana Borsic (Tech. Sales Rep. East Europe), Boris Miksic (President and CEO of Cortec®), and Ines Miksic at Fachpack in Nurnberg, Germany.

New Global VpCI® Paper Sales Manager Congratulations Ken Motsinger

Effective October 1st, Cortec® Corporation, the global leader in corrosion control solutions, has appointed Ken Motsinger as the Global VpCI® Paper Sales Manager. With 30 years of experience working within the paper industry, Ken has worked for Cortec® for over 17 of those years as a Vice President and in other positions. Boris Miksic, President/CEO of Cortec® selected Ken for this position because of his expertise and knowledge. “We are the market leader in VpCI® packaging solutions” Miksic says, “and Ken will be the champion for our VpCI® paper business.”



Working with our current sales representation and distribution network, the goal is to aggressively pursue growing Cortec’s paper sales worldwide, thus capturing the lion’s share of the global VpCI® paper market; leaving our competitors in the dust. Ken will be working with our sales team focusing on promoting the unsurpassed technology, quality, and cost advantages that Cortec® products offer to the consumer.

With the continued investments in Cortec® Coated Products facilities, production efficiencies have been boosted, ensuring a plentiful supply of Cortec’s high quality, bio-based products made from sustainable resources. Broader markets in the containerboard industry will be targeted now that our capabilities have increased to a 100 inch/2.5 meter width coated sheet of linerboard which will adapt more readily to processors equipment.



Cortec’s plan is to increase VpCI® paper sales by 50% in 2013 and over 100% within the next 3-5 years. Ken will be contacting you in the near future, if he hasn’t already, to speak to you about how you can participate in this new and exciting program for the Cortec® Sales team.

PACK EXPO International 2012 Largest Packaging and Processing Trade Show in the World

Cortec® Corporation, along with other packaging professionals, gathered in Chicago to exhibit at PACK EXPO International 2012, the largest packaging and processing trade show in the world. The event spanned four days, from Oct. 28–31 and covered more than 1.1 million square feet (102,193 square meters) in McCormick Place with 1,965 exhibiting companies and 45,300 attendees from around the world.



Despite super storm Sandy preventing maximum conference attendance, traffic to see Cortec’s Vapor phase Corrosion Inhibitor (VpCI®) packaging products was strong and many contacts were made with potential to further Cortec’s success. We look forward to returning for PACK EXPO 2014!

Come Visit Us!

World of Concrete 2012

February 5 - 8, Las Vegas, NV

worldofconcrete.com

Booth # S10754



MIGRATING CORROSION INHIBITORS
FROM GREY TO GREEN

Cortec® Corporation South American Sales Meeting Vitoria, Brazil, September 10-11, 2012

The Cortec® Corporation South America Sales and Strategy Meeting was held September 10-11, 2012 in Vitoria, Brazil.

Thirty-two attendees came from Argentina, Brazil, Chile, Colombia, and Ecuador. Cortec's Anna Vignetti and Dario Dell'Orto, Vice President of International Sales also attended.

The meeting offered the opportunity to introduce to Cortec® South America Distributors and Representatives and several Brazilian Company attendees to the newly formed Presserv do Brasil, a joint venture between Cortec® Corporation (USA) and Presserv (Norway). Presserv do Brasil, located in Vitoria, will focus on the Oil & Gas market in addition to traditional Cortec® business in several industrial sectors of the Brazilian market.

The sharing of sales results and the exchange of technical experiences and case histories across South America was particularly useful and appreciated by all attendees, especially the new Brazilian network of distributors.

A specific session was devoted to strategic plans and future actions essential to maintain and increase the relevant growth already achieved, as well as to enhance Cortec's South American footprint in excellent corrosion prevention.

As part of the Latin American joyful spirit, the group celebrated old and new friendships. The richness of the multicultural and colorful -Spanish, Portuguese, 'portuñol', English- blend of languages and the exquisite Brazilian gastronomy were enjoyed by all.



Attendees at the Cortec® Corporation South American Sales Meeting have a night on the town in Vitoria Brazil.



Francisco Hidalgo and his wife Milana Hidalgo of Codemet Company receiving top South American Distributor Award from Cortec's Anna Vignetti and Dario Dell'Orto.

LatinCorr 2012 The 8th NACE Latin America Corrosion Congress

The 8th NACE Latin America Corrosion Congress "LATINCORR 2012" was held in Lima, Peru July 10-13th and attracted over 500 attendees from South America, Central America, Mexico, USA, and Europe. Cortec® Corporation was present at the technical exhibition featuring VpCI® and MCI® lines of Corrosion Inhibitor based products for multiple industrial applications. Cortec® also contributed with a paper "Corrosion Inhibitors Derived From Agricultural By-Products In Water Treatment Applications" presented by Dario Dell'Orto. One of the possible applications, the "float coat" to be used while hydrotesting large oil tanks, was particularly appreciated by a Colombian Oil and Gas consulting engineering firm.

The Congress presented the opportunity to meet and share views with the organizers and officials from NACE - Latin America, Peru, Chile, Presidents and Directors, the Scientific-Technical Committee, as well as the representatives of several Peruvian and international companies attending. LatinCorr 2012 presented all attendees an excellent scientific program enriched by high-level research works and interesting "corrosion map" projects underway in Peru, Mexico, and Chile. As a charming tradition, LatinCorr offered some entertaining experiences, notable music, and folk dancing groups representing different Peruvian regions and traditions.



Cortec's Dario Dell'Orto was presented, at LatinCorr 2012, with the Silver Sponsor Award by the President and Scientific Technical-Director of NACE Peru.

Cortec® Corporation Asia Pacific Sales Meeting

Jeju City, Korea, November 15-16, 2012

Cortec® had record attendance for its Asia Pacific Meeting held in Jeju City, Korea. The meeting included over 50 participants from over a dozen countries and focused on sharing of technical success and global best practices, while celebrating the record sales growth in the region.

In the past two years, Cortec® preservation products and services have been used on many infrastructure, oil/gas, heavy industrial, automotive, and manufacturing projects throughout Asia Pacific. In total, well over \$1 billion USD in client assets have been preserved turn-key in the last six months alone, where Cortec® provides the “supply and apply” service. Much of the technical program was focused on the logistics and technical development to prepare for the next 10 years’ worth of exponential growth in key sectors in the region.

Following technical training, case studies, and strategic discussions, Cortec® Korea branch office hosted plenty of entertainment and sightseeing to the many natural wonders that Jeju provided. Not the least of which was Cortec’s version of Gangnam Style karaoke!

Cortec® wishes to thank all attendees and award winners on their accomplishments and a special thank you to the hosts—the Cortec® Korea branch office team for a wonderful experience for all!



#1 Distributor in Asia for 2012

At the 2012 Asian Sales Meeting, Cortec® Korea was recognized as the #1 Distributor in Asia for 2012. In February 2003, Cortec® Korea became an official Cortec® field office with the high expectations and even higher goals; to be the best selling Asian distributor of Cortec® products. By matching Cortec’s vision of providing quality, service, and environmentally friendly corrosion control products, they have accomplished those very goals!

Cortec® Korea is located in the industrial city of Ulsan, South Korea and was chosen to be one of a number of Cortec® offices, located all over the world in key locations as part of Cortec’s progressive strategy to have a stronger commercial and brand presence in various world markets.

With their 10th anniversary around the corner, it makes this milestone that much better. Please join us in congratulating Cortec® Korea on a monumental and successful 10 years of sales with many more to come!



Cortec’s Anna Vignetti congratulating Cortec® Korea for being Cortec’s #1 Distributor in Asia for 2012.

New Products: **MCI® Product Line**

MCI® POWR and MCI® 2018 POWR

MCI® POWR and MCI® 2018 POWR are Cortec's latest additions to our water repellant line. Both offer a unique combination of water repellency and oil and stain resistance for concrete and masonry substrates. This combination of attributes makes them our most advanced sealers to date.

MCI® 2018 POWR consists of 100% active silane where the ultimate in performance is needed, while MCI® POWR is a water-based, 40% active silane. Both products penetrate the concrete and provide water repellency by chemically reacting with cementitious substrates under proper application. These modified silane system offers invisible protection and low volatility. Treated substrates are hydrophobic and retain their original appearance.

Compared to conventional systems, MCI® POWR and MCI® 2018 POWR also contain Cortec's patented migratory corrosion inhibitor (MCI®) technology. MCIs penetrate to embedded reinforcement where they form a protective, monomolecular, corrosion inhibiting layer.



High Performance Coatings

VpCI®- 390

VpCI®-390 is the newest addition to Cortec's line of high performance coatings. Specifically designed as a high performance, high gloss, thin film industrial coating; VpCI®-390 exhibits fast dry, excellent salt fog resistance and early water resistance. It is HAP's free and VOC compliant to 2.5 lbs/gal. It is a water reducible alkyd enamel that can be used in a multitude of application processes such as: electrostatic spray, flowcoat, Nordson coater boxes and dip tanks. It is applicable to air dry, force cure and bake systems (<300° F).

VpCI®-390 as a DTM coating has a 90+ gloss and will pass 500 hours Salt Spray, (ASTM B-117). For additional performance it can be used in conjunction with a primer, (contact your Cortec representative for suggested primers). Typical applications for VpCI®-390 would be: industrial machinery, heavy equipment, rail cars, gas cylinders, utility trailers, etc. Custom colors are available.



Ines Miksic and Angelica Stottmeister of our German distributor CorPac GmbH enjoying autumn afternoon by Eibsee under mighty Zugspitze.



Munchkin's entourage...
Left to Right:
Karen Brasile, Ines Miksic,
and Susan Ellenwood

Phase VI Expansion

Expansion To The World's Largest VpCl®/MCl® Synthesis Plant

Cortec® has finished construction of the Phase VI Expansion to our World Headquarters. This new architectural feature knits together the existing two main structures, allowing sheltered passage. The breezeway was built to provide year round access connecting the Production and Warehouse facilities



The intersection promotes better organization by expanding the warehouse square footage and providing an efficient and safe way to transport materials between Receiving, Production, and Shipping. This transformation will increase our manufacturing capacity and speed allowing us continued growth; while allowing flexibility for future development.

The Jack of All Sprays

After a year of market research and testing, Cortec® Spray Technologies aerosol customer is hitting the automotive retail racks BIG in 2013! The Jack of All Sprays was developed and branded from an industrial customer contract packaging line. In the industrial chemical business, when you have a good product that performs as it is intended, is cost effective, and good for the environment, you need to hit the retail market.

In this case, it was a easy decision, low investment for this company to introduce a retail line. Cortec® Spray Technologies assisted the customer in design and direction to launch this new retail product. In a year and a half the sales doubled and in 2013 it should quadruple.

Our customer went the extra retail mile with an extensive marketing approach, product research, and bio-based product certifications. The Jack of All Sprays product has many lubrication applications for around the home, garage, and office.

This long time Cortec® Spray Technologies customer has partnered with this Cortec® Division for the long haul and is now looking to private label Cortec® formulas from the www.bull-frog.com product line to give them an edge against competition in the market place and be able to immediately launch new products under the Jack of All Sprays family line.



AMERICAN
OIL Since 1895®

*Jack
of all
Sprays*

Look for this product in local retailers!

This note from Russell Miller of ATK Outers, expresses the fact that our team at CST really has done an excellent job in helping develop this customer to 100% satisfaction.

Sent: Wednesday, January 23, 2013 3:36 PM

That's great!!! Thanks everyone for your help getting the product produced! My boss was very happy to hear they are shipping tomorrow.

Cortec® Around the World: The Kanoo Group

Cortec® Corporation and its distributor in the Middle East - The Kanoo Group, have been chosen among fierce competition by one of the leading natural gas processing companies in UAE, for preservation project of their manufacturing plant located on the shores of the Arabian Gulf.

The manufacturing plant produces an additive for unleaded gasoline - allowing cleaner, more complete burning, thereby reducing emissions. The plant was shut for an indefinite period due to the shortage of feed supply. Cortec® and the Kanoo Group were able to capitalize this opportunity and provide highest quality corrosion protection to the plant that is also safe for the environment.

Among serious bidders and cutthroat competition for the project, the Kanoo Group was selected, because of the Cortec's products strength and superior effectiveness, technical expertise and the techno-commercial offerings.

Kanoo Group's engineers discussed with the customer the possibilities of corrosion occurrences while the plant is down. A series of presentations were made and they offered the customer a complete system of lay-up and mothballing solution for long-term corrosion protection.

The total mothballing area estimated to 80,000 sq mt out of which around 30,000 sq mt of insulated pipes and columns. The Corrosion under insulation (CUI) application was a major challenge but was achieved successfully thanks to Cortec's custom engineered, integrated solutions to control corrosion in a variety of applications within the most aggressive corrosive environments, including insulated piping.

Thanks to Cortec's high-performance and environmentally safe products, along with the help of skilled team and good project management the entire project was completed within 7 months, much earlier than planned.

Personnel at all levels within the plant appreciated efforts in successful completion of the project and expressed great satisfaction the way project was being conducted. The Kanoo Group also received appreciation letter for their efforts. Since the products and technical support met all of the client's expectations, the project was awarded.

Cortec's patented products used in this preservation project conform to NACE Standard RP 0487-2000, Military specification MIL-PRF-3420 and are RoHS compliant.



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