

**CORTEC WORLD HEADQUARTERS
IS PLEASED TO ANNOUNCE...**

SALES & PRODUCT TRAINING

This is to advise you that Cortec will be holding a two-day Sales and Product training on **February 18th and 19th, 2008** at **Cortec Headquarters** in **Saint Paul, Minnesota**. You are invited to attend and learn!

We welcome Representatives and Distributors who would like additional training or an introduction to our products! Please be sure to advise any Representatives or Distributors you know who may be interested in attending.

Attached is a new and improved agenda for your review. We have agenda options to choose from both days, including additional MCI sessions.

To register, FAX or EMAIL the registration form to Kären Brasile (Fax: 651-429-1122 or Email: kbrasile@cortecvci.com). The deadline for registration is February 11th, 2008.

Cortec Sales & Product Training Agenda Registration February 18th and 19th, 2008

Please FAX this information to 651-429-1122 Attn: Kären Brasile

Name: _____ Company: _____
 City: _____ State: _____
 Phone/Fax: _____ Email: _____

Please register me at the Holiday Inn Express (651-484-2400) \$89/night: YES / NO (Circle One) I need transportation from the hotel to Cortec: YES / NO (Circle One)

Check In Date: _____ Check Out Date: _____

Credit Card Type: _____ Expiration Date: _____ / _____ / _____

Credit Card Number: _____

*Hotel Shuttle will leave at 8:15 a.m.

PLEASE INDICATE THE SESSION'S YOU WILL BE ATTENDING

Monday, February 18 th , 2007 (Morning Session)		
Location	Time	
Training Room	8:30 – 9:00 a.m.	Tour Cortec[®] <i>This tour of the Cortec[®] plant and office will show you a world class company and state of the art facility we can all be proud of.</i>
Training Room	9:00 - 10:00 a.m.	Cortec[®] Basic Training – Anna Vignetti <i>This course is meant to give you a good basic foundation to build your Cortec[®] product sales. With this, you will know about Cortec[®], the competition, VpCI in the industries we work in and also where to find the information! We keep it simple, practical and successful!</i>
10:00 - 10:15 a.m.		BREAK
10:15 - 11:00 a.m.		SESSION I
Training Room	<input type="checkbox"/>	Selling Cortec[®] VpCI's – Anna Vignetti <i>Learn how to sell Cortec's[®] high tech corrosion protection solutions. Knowing the Cortec[®] system selling approach and why it works will help you close that sale. Bring your hardest questions and situations. Let's discuss them</i>
11:00 – 11:30 p.m.		
Training Room	<input type="checkbox"/>	Marketing – Brian Johnson, Shannon Garrow and Kären Brasile <i>Learn how to best use Cortec's[®] website, from the basics to the most sophisticated. Also get the most out of Cortec[®] CD ROMs, Brochures and Cortec[®] PowerPoint presentations. We now have most of our manuals on CD!</i>

11:30 – 11:45 p.m.		
Training Room	<input type="checkbox"/>	Cortec® Customer Service Team – Vanessa, Christie, Katie, Tessa, Tony, Brenda and Barb <i>Often your main contact at Cortec, the Customer Service Team will lead you through all ordering issues, from basic to complex! Domestic and International contacts, custom and stock items, samples and sales leads - Customer Service does it all!</i>
11:45 - 12:30 p.m.		LUNCH BREAK

Monday, February 18th, 2008 (Afternoon Session)

Location		Seminar
12:30 - 4:30 p.m.		SESSION III (choose one)
Training Room	<input type="checkbox"/>	VpCI Packaging – Bob Boyle/Mike Morin/Eric Uutala <i>What is new in Cortec® VpCI packaging, as well as an overview of the basics of Cortec® packaging. Four (4) basic packaging groups and lead products, competitors/differentiation of Cortec® products, basic concepts to sell VpCIs, market opportunities, case studies, questions and discussions will make this session valuable. This session will also describe Cortec's newest advances in biodegradable packaging technologies.</i>
OR		
MCI Room	<input type="checkbox"/>	MCI Training & Architect Presentation - Jessi Meyer <i>This course will provide a solid introduction to the Cortec MCI products. Learn the chemistry behind the MCI product line, its benefits, and how it compares to the competition. Product applications and case histories will be shown. This session will also provide training on LIFE 365 service life prediction software – an essential tool for showing the added benefits of using MCI's in concrete structures. This session will go over a typical, technical presentation on MCI products to Engineers and Architects, slide by slide, for you to see and learn.</i>

*Hotel Shuttle will leave at 7:45 a.m.

Tuesday, February 19th, 2008 (Morning Session)

Location	Time	Seminar
8:00 – 9:15 a.m.		SESSION I
Lab	<input type="checkbox"/>	Laboratory Tour – Margarita Kharshan & Laboratory <i>This tour will show Cortec's® state of the art laboratory for research, testing and quality assurance. Come and visit our professional chemists and engineers in the laboratory for a first hand view. We boast the best corrosion laboratory and professionals in the business.</i>
9:15 - 9:30 a.m.		BREAK
9:30 – 10:30 p.m.		SESSION II
Training Room	<input type="checkbox"/>	High Performance Coatings Basics/ Metal Working – Angel Green/Bob Boyle <i>Here is a good general overview of Cortec's® coatings. You'll also see a good hands-on demonstration to help you in your sales efforts. Our coatings have been developed for a variety of conditions. Let us tell you about them!</i>
10:30-12:00 p.m.		SESSION III
Training Room	<input type="checkbox"/>	Surface Preparation & Metalworking Basics – Eric Uutala/Bob Boyle <i>This session will cover the basics in surface preparation/metalworking. The focus will be on Cortec's® star products and applications.</i>
12:00 - 1:00 p.m.	LUNCH BREAK	

Tuesday, February 19th, 2008 (Afternoon Session)

1:00 - 2:30 p.m.		SESSION IV (choose one)
Training Room	<input type="checkbox"/>	Electrical/Electronics Corrosion Control Program – John Wiermaa/Eric Uutala <i>Product training as well as selling strategies into OEM and Maintenance driven markets. Demonstration oriented covering emitting systems and spray products. Learn how to identify the correct product for a specific application. Emphasis on identifying the application and getting the sale using a "pull through" technique. Cross-selling for new business opportunities.</i>
OR		
Conference Room	<input type="checkbox"/>	High Performance VpCI Additives – Angel Green <i>Cortec[®] has the best VpCI masterbatch concentrates and additives for the production of films, coatings, metalworking, cleaning and other polymers in the business! For those who have a potential customer for VpCI additives, this is the course for you</i>
2:30 - 2:45 p.m.		BREAK
2:45 - 3:45 p.m.		SESSION V (choose one)
Training Room	<input type="checkbox"/>	Cortec MRO Industrial Products/Eco Products/Cortec Spray Technologies – John Wiermaa <i>Product training emphasizing selling into the industrial maintenance market. Identifying and selling emitting systems and Cortec's MRO chemicals for specific applications. Value added, "pull through" selling. Problem solving, solution based approach to corrosion control. Selling VpCI's through demonstration. Who and why you need to approach selling the Eco product line. Also an overview of Rawn and Bullfrog. How Cortec's technologies (Bullfrog) need to be sold to the retail sector. Opportunities and sales channels regarding Rawn, Bullfrog and contract packaging. New products for Bullfrog.</i>
OR		
Conference Room	<input type="checkbox"/>	VpCI Powders (Lay-up, Preservation, Mothballing) – Andrea Hansen <i>One of Cortec's[®] greatest sales growth areas is in the temporary and permanent lay-up of equipment and facilities. This practical, hands on course will have you understanding what "mothballing" really is with Cortec[®] products. Come learn about the one and only of its kind preservation during lay up.</i>
3:45 - 5:00 p.m.		SESSION III
Conference Room	<input type="checkbox"/>	Water Treatment/Process Industries – Alla Furman/Margarita Kharshan <i>From water treatment to oil processing, let the experts tell you how Cortec[®] has already been successful in this product area. Process Industries focuses on the major user of mild steel and the world's largest industry. Oil, gas and petrochemicals remain the largest potential market for VpCI technology. There will be a presentation on flagship products as well as key additives used in water treatment, hydrocarbon, and chemical processes.</i>