

**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 **March 19th and 20th, 2007**. 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 Julie Winters (Fax: 651-429-1122 or Email: jwinters@cortecvci.com). The deadline for registration is March 12th, 2007.

Cortec Sales & Product Training Agenda Registration

March 19th & 20th, 2007

Please FAX this information to 651-429-1122 Attn: Julie Winters

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

Please register me at the Holiday Inn Express (651-484-2400) \$82/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, March 19, 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 (choose one)
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>
OR		
MCI Room	<input type="checkbox"/>	Introduction to Cortec MCI Products – 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.</i>

11:00 – 11:15 p.m.		
Training Room	<input type="checkbox"/>	Cortec® Customer Service Team - Vanessa, Christie, Tessa, Sharon, 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>
11:15 – 11:45 p.m.		SESSION II (choose one)
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>
OR		
Training Room / MCI Room	<input type="checkbox"/>	Marketing MCI – Jessi Meyer <i>Learn how best to use Cortec's® website, from the basics to the most sophisticated. Also get the most out of the Cortec® MCI CD ROM and MCI® PowerPoint presentations. This session will also provide training on ARCAT – a product specification website/tool designed for use by architects and engineers.</i>
11:45 - 12:30 p.m.		LUNCH BREAK

Monday, March 19, 2007 (Afternoon Session)		
Location		Seminar
12:30 - 4:30 p.m.		SESSION III (choose one)
Training Room	<input type="checkbox"/>	VpCI Packaging – Cliff Cracauer/Bob Boyle <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>We will continue our discussion of MCI® products, competition, and benefits. 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, March 20, 2007 (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 – Brian Wuertz <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 (choose one)
MCI Lab	<input type="checkbox"/>	Water Repellants & MCI – Jessi Meyer <i>This session will give you hands on experience with several MCI products. We will demonstrate and discuss proper mixing and application instructions for several of our MCI® repair products. This session will discuss the various types of water repellants and its most appropriate use.</i>

		OR
Training Room	<input type="checkbox"/>	Surface Preparation & Metalworking Basics – Brian Wuertz <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	

Friday, January 19, 2007 (Afternoon Session)		
1:00 - 2:30 p.m.	SESSION IV (choose one)	
Training Room	<input type="checkbox"/>	Electrical/Electronics Corrosion Control Program – John Wiermaa <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 – Brian Wuertz <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 – 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.</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 (choose one)	
Training Room	<input type="checkbox"/>	Cortec Spray Technologies – John Wiermaa <i>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"/>	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>