



August 20, 2008

Hello All,

It's that time again! We are pleased to invite you to the Cortec® Asian Sales and Strategy Meeting. This year our meeting will be held in beautiful Vietnam, in the city of Ho Chi Minh. The dates are Friday and Saturday, December 12th and 13th. We have arranged to have rooms available at the Marriott Renaissance Riverside Hotel Saigon.

Please follow the link below to review agenda and registration. As you can see, we will do our usual Sales & Product review, strategy discussions, and seminars on the "hottest" Cortec® topics.

Please confirm your hotel reservation and seminars you will attend with Kären Brasile. You can contact Kären at: [kbrasile@cortecvci.com](mailto:kbrasile@cortecvci.com) or 651-429-1100. Looking forward to seeing you there.

Sincerely,

A handwritten signature in green ink that reads 'Boris A. Miksic'.

Boris Miksic  
Cortec Corporation  
4119 White Bear Parkway  
St. Paul, MN 55110  
Phone: 651-429-1100 x152  
Fax: 651-429-1122



Agenda and Registration Form

**Cortec Corporation Asia Sales and Strategy Meeting**  
**12 & 13 December, 2008**  
**Ho Chi Minh City, Vietnam**

**Thursday – December 11 – Marriott Renaissance Riverside Hotel Saigon**

6:00 pm           Cocktail reception

**Friday - December 12 – Marriott Renaissance Riverside Hotel Saigon**

8:00 am           Coffee Get Together – Compliments of Cortec

8:30               Introduction & State of the Company Address – Boris Miksic

9:00               Introduction of Attendees

9:30               Sales Review and Rewards!

10:00             Break

10:15             International Sales Strategy – Progress & Plan

11:00             Asian Sales and Marketing Strategy

12:30 pm         Luncheon – Compliments of Cortec

1:30               New Product Introduction – Cortec Sales Team

3:30               Break

3:45 to           Session I: Choice of Five Training Sessions:  
5:00               1. *Surface Prep* – Jessi Meyer  
                      2. *Basic Training* – Anna Vignetti  
                      3. *Packaging* – Bob Boyle  
                      4. *Mothballing/Layup* – Boris Miksic  
                      5. *Power Gen* – Cliff Cracauer

7:00               Dinner – Compliments of Cortec

**Saturday – December 13 – Marriott Renaissance Riverside Hotel Saigon**

8:00 am           Coffee Get Together – Compliments of Cortec

8:15               Session II: Choice of Five Training Sessions:  
                      1. *Additives* – Jessi Meyer  
                      2. *VpCI Chemistry* – Bob Boyle  
                      3. *Metal Working* – Cliff Cracauer  
                      4. *Water Treatment* – Boris Miksic  
                      5. *Selling* – Anna Vignetti

9:30               Break

9:45               Session III: Choice of Five Training Sessions:  
                      1. *Electronics/Bullfrog/Rawn* – Bob Boyle  
                      2. *Military* – Anna Vignetti  
                      3. *High Performance Coatings* – Cliff Cracauer  
                      4. *Process Industries* – Boris Miksic  
                      5. *MCI* – Jessi Meyer

11:00             Roundtable Discussion

12:30 pm         Luncheon – Compliments of Cortec

1:30               Outings - Golf / Emperor Jade Pagoda / Vietnam History Museum

**Cortec Corporation's**  
Asia Sales Meeting  
Ho Chi Minh City, Vietnam  
December 12 & 13, 2006

☐ Yes, I will be attending the Cortec Asia Sales Meeting!

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Email: \_\_\_\_\_

(Please make a duplicate copy if registering more than one attendee)

*We would be happy to make your hotel reservations for you!*

☐ No Hotel (No need to fill out the rest of this form)

☐ Yes Hotel (Please fully complete this Registration Form)

Address: \_\_\_\_\_

Credit Card Type: \_\_\_\_\_ Exp. Date \_\_\_\_/\_\_\_\_/\_\_\_\_

Credit Card Number: \_\_\_\_\_

Credit Card Holder's Name: \_\_\_\_\_

Please register me at **Marriott Renaissance Riverside Hotel Saigon**

I will need reservations for:

☐ Thursday Dec. 11      Single @ \$175+ tax per night      \_\_\_\_\_ # of rooms

☐ Friday Dec. 12      Single @ \$175+ tax per night      \_\_\_\_\_ # of rooms

☐ Saturday Dec. 13      Single @ \$175+ tax per night      \_\_\_\_\_ # of rooms

\_\_\_\_\_ Other

Saturday December 13<sup>th</sup> 1:30 pm Outing (Choose One)

☐ Golf      ☐ Emperor Jade Pagoda      ☐ Vietnam History Museum

Please FAX or email this information to K\_ren Brasile

Deadline for registration is: November 20, 2008

Phone: (651-429-1100) FAX: (651-429-1122) E-Mail: kbrasile@cortecvci.com

# Cortec Corporation Asia Sales Meeting: Registration Agenda

Name: \_\_\_\_\_ Company: \_\_\_\_\_

**Please return this form by November 20, 2008**

Session I Choose One		Friday December 12, 2008
Location	3:15 p.m. - 5:00 p.m.	Seminar
Room 1	<input type="checkbox"/>	<b>Surface Preparation</b> – This session will cover the basics in surface preparation/metalworking. The focus will be on Cortec's star products and applications as well as our successes in the field. Also focused will be on Cortec's new products in this line, along with the top performing products.
Room 2	<input type="checkbox"/>	<b>Basic Training</b> – 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, VpCIs in the industries we work in and also where to find the information! We keep it simple, practical and successful!
Room 3	<input type="checkbox"/>	<b>Packaging</b> – A foundation in packaging chemistry, concepts and solutions is critical for understanding the benefits of VpCI technology in general. This session will describe the benefits, applications and basic technology behind VpCI packaging as well as relating it to customer needs and sales strategies. A major focus of this session will be answering the fundamental questions "How does Cortec VpCI packaging work?" and "How does Cortec technology differ from the competition?".
Room 4	<input type="checkbox"/>	<b>Mothballing/ Layup</b> – 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 for lay up.
Room 5	<input type="checkbox"/>	<b>PowerGen</b> – To be Determined

Session II Choose One		Saturday, December 13, 2008
Location	8:30 a.m. – 9:30 a.m.	Seminar
Room 1	<input type="checkbox"/>	<b>VpCI Additives</b> – 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.

Room 2	<input type="checkbox"/>	<b>VpCI Chemistry</b> – This presentation will be teaching a "layman's" approach to Vapor phase Corrosion Inhibitors. This class is a must for new and old members of the Cortec Corporation. Don't let the chemistry confuse you, come to this session and obtain a simple and clear answer on how, what, when, where, and why VpCIs work.
Room 3	<input type="checkbox"/>	<b>Metal Working</b> – This session will cover the basics in Cortec's metalworking products. The focus will be on our "star" products and new field applications.
Room 4	<input type="checkbox"/>	<b>Water Treatment</b> – A very specialized area for specialized sales people. From water treatment to oil processing, let the experts tell you how Cortec has already been successful in this product area and how we will get the sales really going! Also, get introduced to a great "new" line of lay-up products!
Room 5	<input type="checkbox"/>	<b>Selling VpCIs</b> – 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!

Session I I I Choose One		Saturday, December 13, 2008
Location	9:45 a.m. - 11:00 a.m	Seminar
Room 1	<input type="checkbox"/>	<b>Electronics / Bullfrog / Rawn</b> – Product training as well as selling strategies into OEM and Maintenance driven markets. Learn how to identify the correct product system for a specific application. Emphasis on identifying the application and getting the sale using a "pull through" technique. Cross-selling for new business opportunities.
Room 2	<input type="checkbox"/>	<b>Military</b> – VpCI products began in the preservation of military equipment, vehicles and weaponry. Selling to the military is a whole new dimension in sales. Come to learn how our experts sell to the military and Cortec's plan for a new military sales program. View a MilCorr shrink wrap demonstration.
Room 3	<input type="checkbox"/>	<b>High Performance Coatings</b> – 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 and take the mystery out of application!
Room 4	<input type="checkbox"/>	<b>Process Industries</b> – Oil, gas, and petrochemicals remain the largest potential market for VpCI technology. This session will focus on opportunities in this vast market.
Room 5	<input type="checkbox"/>	<b>MCI</b> – How to increase your profitability through better MCI marketing and sales strategy will be discussed to help you maximize your time and profit. We will discuss the benefits of the MCI products, competition and several scenarios concerning Engineers, Ready-Mix Producers and Contractors. This technical session will discuss the process of corrosion of metals in concrete and how MCI Admixtures, Surface Treatment, and Repair Products can help control this damaging process.