

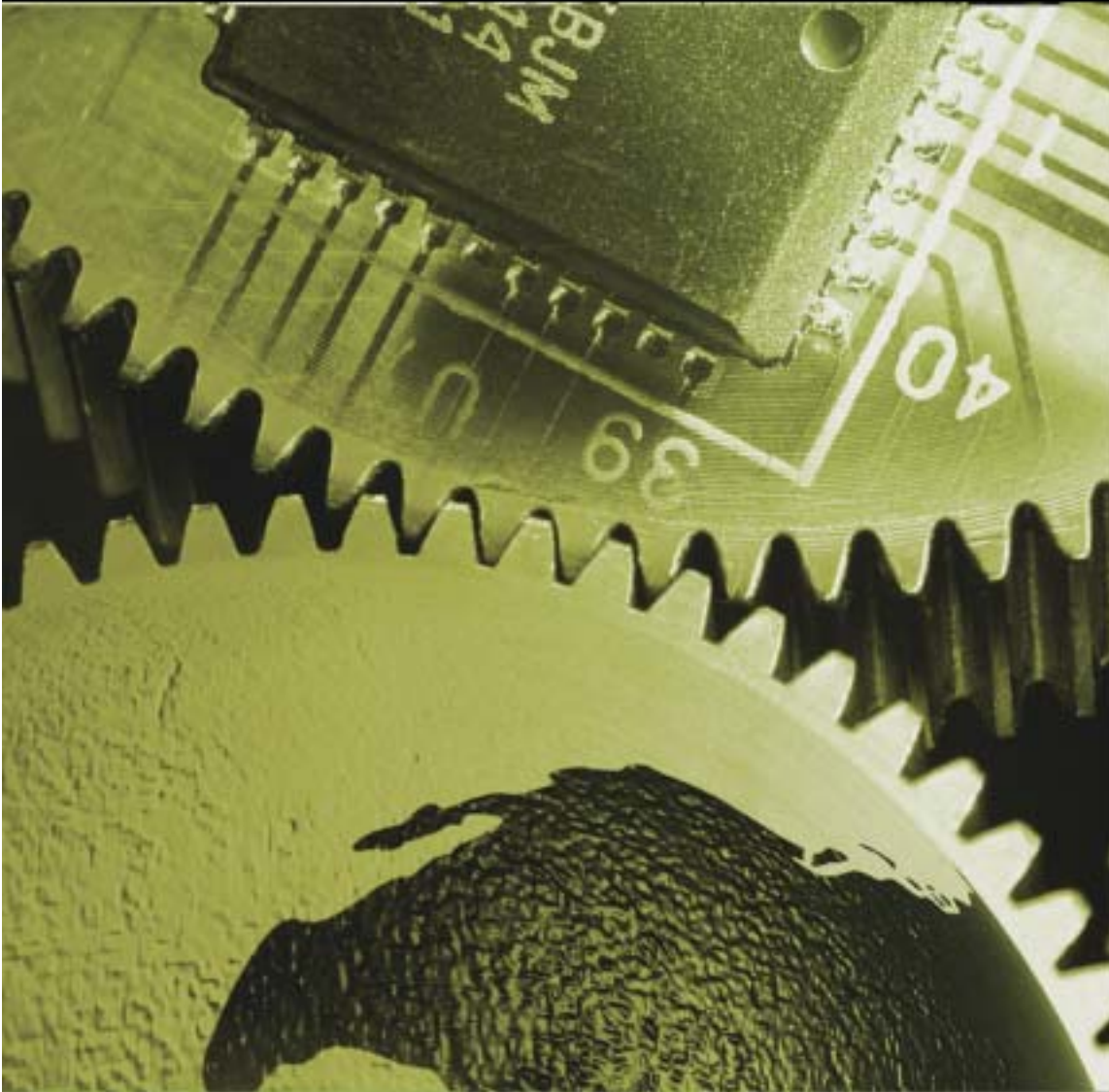


# CORTEC *Vision*

**Cortec Wins!**  
Minnesota Governor's  
International Trade Award

**News From the Web**  
Cortec's Sites are Upgraded

**Lights, Camera, Action!**  
World Sales Meeting 2003



## In this Issue...

- 1 Cortec Wins Minnesota International Trade Award
- 3 News From the Web  
Cortec Web Sites are New & Improved
- 4 Lights, Camera, Action!  
World Sales Meeting 2003
- 5 'Rusty' Award Winners
- 6 New Products
  - 6 Eco-Corr Anti-Stat
  - 6 EcoWorks
  - 6 146 Creped Paper
  - 7 Polycoated Paper
  - 7 Reinforced Paper
  - 7 EcoShield VpCI Linerboard
  - 8 EcoShield Linerboard
  - 8 SilverBrite
  - 9 MCI-2311 & MCI 2702
- 7 Cortec MCI-2020 is Extending the Service Life of the Pentagon
- 8 Cortec Coatings Protect NASA Space Shuttles
- 9 MCI Products Achieve UL Approval
- 9 Mark Your Calendar
- 10 New Cortec Team Members

# OUR VISION

By: Boris Mikšić

**"Vision is the ability to see things that are invisible"**

As CEO of the Cortec Corporation, it is my job to help create and to champion our company's vision. Vision is important because without it, nothing grows. These visions have always been created with the conclusion in mind, which have involved the growth of Cortec as the ultimate ending. Sometimes, the ending may not be quite what I initially envisioned it to be, but these visions usually help take us to the next level. I believe that we would all agree that it is easy to view the past and difficult to see the future. Looking to the future is not easy because it takes courage, risk and commitment, not just by me, but also from every member of the Cortec family. Your commitment needs to start with faith (belief without evidence) that we are the best at what we do and we provide the best to our customers.

Today, we are ready to take our company to the next level of growth. We need to have everyone working as a team in order for us to reach our corporate vision, as well as our personal goals. We all win when we work efficiently together. We need to continue to produce breakthrough products and applications. We need to focus on increasing our sales and reducing our expenditures. Your actions will continue to keep our products competitive in today's world market. It's a challenge, but you can do it! It will be fun. Think about this as the vision of Cortec:

- World Class Product Offerings  
*An innovator and designer of leading edge products*
- World Class Customer Service  
*A positive, long-lasting impression through every link of our company*
- An Ethical and Respectful Company Culture  
*Respect and treat our colleagues, customers and vendors as we would our own family members*
- A Company Atmosphere which Fosters Continuous Improvement and Open Communication  
*Teach each other. Make it better. Improve at your job.*
- Achieve Profitable Sales Growth  
*Nothing will grow without your cooperation.*
- HAVE FUN!  
*"If you choose a job you love, you will never work a day of your life"  
I love to see people that do a great job and have fun doing it! These are the real company Heroes.*



# Minnesota Governor Awards Cortec for Outstanding International Trade

Cortec is honored to receive this year's Minnesota Governor's Trade award. This award recognizes a Minnesota company that has excelled in the international marketplace. Cortec was nominated by Mae Schunk, former Lt. Governor of the State of Minnesota. Some of the reasons Cortec received this award are as follows:

- Technical products that are market leaders in corrosion control. Publications, patents and cooperative research with academic institutions in Minnesota, China, Japan, Europe, Canada, Australia enhance a technical reputation.
- Manufacturing plant and process based on ISO 9001/14001 quality and environmental process, now in the ninth year.
- A multilingual sales and office staff in St. Paul that is fluent in 13 languages (English, French, Swedish, Japanese, Italian, Chinese, Portuguese, Croatian, Russian, Spanish, Korean, German, Hindi).
- A Website available in 36 countries and MSDS sheets in over 20 languages.
- A sales management staff that travels extensively. In the first three months of 2003 sales management spent 39 days in customer contact in eight different countries.
- An annual international sales meeting in St. Paul. Last June the 17th annual meeting at the St. Paul Hotel hosted about 130 people, with 21 countries represented.
- Licensees in 15 countries.
- Distribution in 70+ countries. Warehouse and joint venture in South East Europe.

Thanks to all of Cortec's employees and representatives worldwide. This honor is a direct result of your commitment and professionalism.



*Minnesota Governor Tim Pawlenty gives the Minnesota International Trade Award to Boris Miksic*



# Go Hog Wild!



## Win a 2004 Harley-Davidson XL 1200C Sportster® or \$10,000

Make a donation to the NACE Foundation and be entered to win your choice of a Harley-Davidson motorcycle or \$10,000. In addition to the grand prize, \$100 will be awarded each month from now until CORROSION/2004 to a name drawn from all entries received. All proceeds benefit the NACE Foundation and Scholarship Fund to advance corrosion education.

\$100 Donation = 25 Chances to Win

\$50 = 10 Chances to Win

\$25 = 3 Chances to Win

\$10 = 1 Chance to Win

The grand prize drawing will take place at CORROSION/2004 in New Orleans.

Winner need not be present to win. To enter the drawing, or for further information about this or other NACE Foundation programs, please call 281/228-6210.



Sponsored By:

**CORTEC**  
CORPORATION

Environmentally Safe (ECOFRIENDLY) Technology

World leaders in vapor phase corrosion inhibitors.



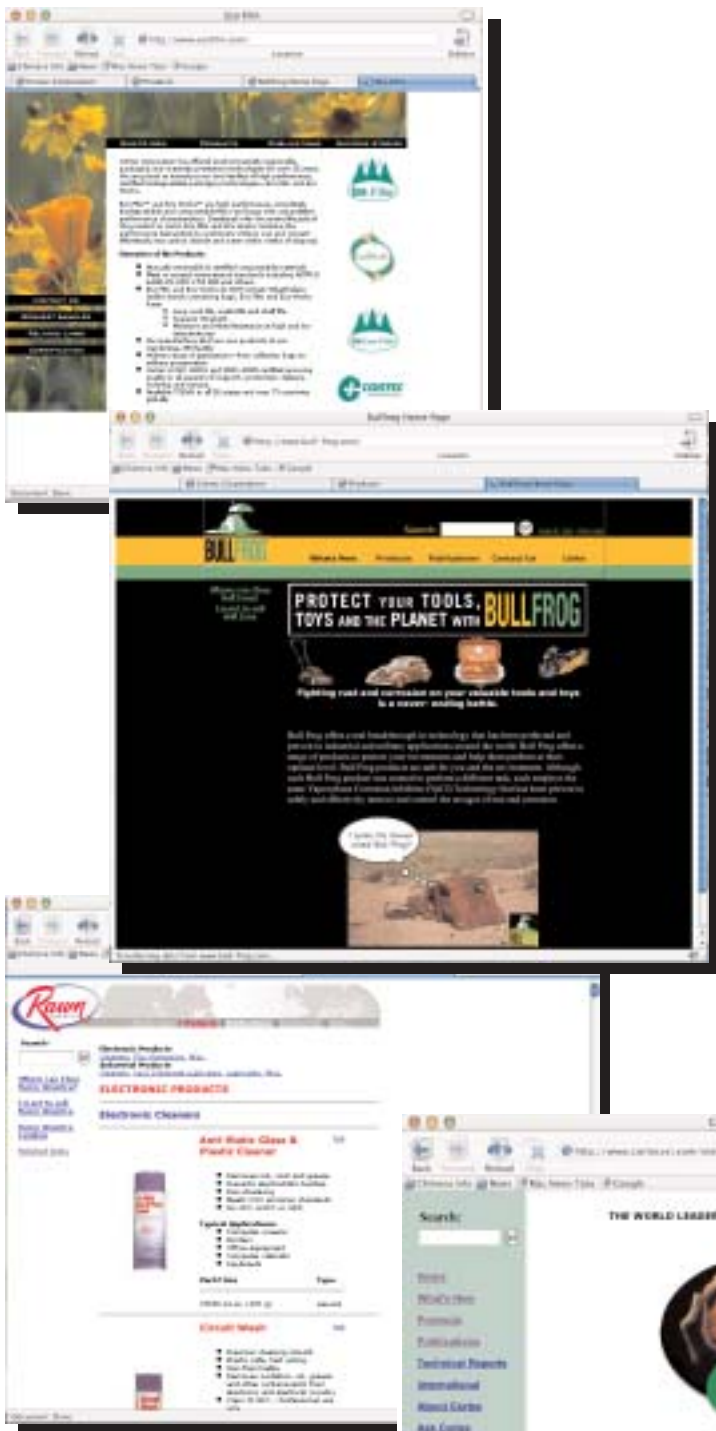
**NACE FOUNDATION**

[www.nace-foundation.org](http://www.nace-foundation.org)



# News From the Web

## Cortec's Sites are New and Improved



Internet surfers have probably noticed changes on some of Cortec's sites. The Bull Frog ([www.bull-frog.com](http://www.bull-frog.com)), Rawn America ([www.rawnamerica.com](http://www.rawnamerica.com)) and EcoFilm ([www.ecofilm.com](http://www.ecofilm.com)) sites are all brand new. These sites offer intuitive navigation, a search engine and of course a wealth of information. Product Data Sheets, Material Safety Data Sheets, technical papers, brochures, industry articles and more are available on each of these sites. The Rawn and Bull Frog sites also include a distributor listing for potential customers. If you would like to be included in the distributor listing for these sites please email [info@cortecvci.com](mailto:info@cortecvci.com).

Our dedicated in-house web design and development staff have also upgraded the main Cortec site ([www.cortecvci.com](http://www.cortecvci.com)). A search engine has been added which locates keywords not only in the actual web pages, but in the linked PDF documents as

well. The Cortec site is now almost entirely database-driven, which means that web pages now load faster and new information appears on the site sooner. The new format makes it easier for Cortec to keep all of the web sites accurate, up-to-date, easy to search and easy to navigate.

On [www.cortecvci.com](http://www.cortecvci.com) a list of all of Cortec's products can be found at the top of every page within the 'Products' section of the site. Selecting a product from the drop down menu will bring the user directly to a short product and packaging description including links to the product data sheets, material safety data sheets and other documents (technical papers, competitive reports, case histories, etc.) related to that particular product.

Frequenting the Cortec web sites is the best way to stay informed, all of our important updates can be found within the 'What's New' section of all the company sites. The web sites are the first place Cortec releases industry news, and company announcements such as new product releases. Due to the speed and worldwide access that the Internet allows the Cortec's information rich web sites have become one of our most powerful sales tools.

*If you have any questions or comments regarding our sites feel free to contact us at [info@cortecvci.com](mailto:info@cortecvci.com) or 800-4-CORTEC.*





# *Lights, Camera, Action!*

Cortec's 2003 World's Sales Meeting Lights Up the Stage

This year's World Sales Meeting was like a night at the Oscars where the big winners were recognized for their roles in corrosion protection. In addition to honoring the VpCI/MCI superstars the Cortec family offered training and advice to all sales people striving for leading roles in Cortec's sales force. Seminars on both days cover everything from VpCI basics to specific product lines and chemistries. After a decadent lunch at the Landmark Center in downtown St. Paul and an afternoon of seminars at Cortec world headquarters everyone met back at the Historic St. Paul Hotel for the annual cocktail reception. Hor'durves were served followed by a chance to entertain the group with karaoke. The vocal stylings of Cortec friends and family were great fun; however, I recommend that everyone keep their day job!

After a second educational day at the beautiful St. Paul Hotel guests enjoyed dinner and dancing on the scenic St. Croix River Cruise. Those who stayed for Saturday's events tested their athletic abilities at either the Cortec Golf or Tennis Challenge. Shopaholics also had the opportunity to exercise their shopping savvy at the World's largest indoor mall, Mall of America. As it is every year, this World's Sales Meeting was a fun and inspiring time for Cortec sales people and representatives. We hope to see everyone again next year along with some new faces.

*...and the award for Environmentally Friendly VpCI/MCI technologies goes to...  
Cortec, of course!*





*Cortec World Sales Meeting 2003 attendees at the historic Landmark Center in beautiful downtown St. Paul*

# 'Rusty' Award Winners



## **Cortec® Top 10 Distributors** *And the winners are...*

**First**  
Corpac

**Second**  
Great Lakes Packing Systems and ICI

**Third**  
BS Coating

**Fourth**  
Cortecos

**Fifth**  
Band-all Packaging

**Sixth**  
Wurzburg

**Seventh**  
Greto Corporation

**Eighth**  
Schwarz Paper

**Ninth**  
Century Corrosion Technologies

**Tenth**  
RIG Packaging

## **Cortec Best Supporting Distributors** *And the winners are...*

Connecticut Packaging

Ship Pac

Corrosion Sol'ns

Gulf Corrosion Control

Quimilock, S.A.

Packnet, Ltd.

Presserv AS

Itochu Plastics

## **The Cortec Life Time Achievement** *And the winner is...*

Francoise Berger

**Congratulations Award Winners!**



### Eco-Corr Anti-Stat Film

Cortec is leading the biodegradable film industry with its newest release: Eco-Corr Anti-Stat. This film is 100% compostable/biodegradable and provides both anti-static and corrosion inhibiting protection. Eco-Corr Anti-Stat is completely stable in atmospheric conditions. It will not begin to break down until exposed to compost or soil conditions where it will convert to water and carbon dioxide in 6-7 weeks. Eco-Corr offers contact, vapor and barrier corrosion protection giving customers a complete corrosion inhibiting packaging film.

Eco-Corr Anti-Stat film satisfies strict compostability and biodegradability requirements of ASTM D 6400-99 and DIN V 54900 and meets MIL-PRF-8175D with respect to static decay. It also fulfills surface resistivity Section 4.6.8 of Performance Specification MIL-PRF-81705D. Eco-Corr Anti-Stat has a static decay rate time of 0.02 seconds when exposed to 5000 volts, well below the limit of 2 seconds. Its surface resistivity is 109 Ohm/sq, easily within the required range is 105 to 1012



*EcoCorr Anti-Stat is anti-static and anti-corrosion*

Eco-Corr Anti-Stat has no special disposal requirements; the film can simply be discarded after use. One of the major advantages to Cortec's VpCI technology is that it does not require removal. Unlike traditional corrosion inhibiting and anti-static coatings, metal protected by Eco-Corr Anti-Stat is immediately ready for use. Eco-Corr Anti-Stat has a two-year shelf life plus an additional two years of static and corrosion protection once in use.

### Cortec Laboratories Introduces High Performance, Bio-based and Biodegradable Film—Eco Works™!

Eco Works™ is the latest innovation in Cortec's expanding line of biodegradable films. Eco Works is a unique blend of high performance and naturally derived biodegradable polyesters that allow the physical properties of the end product to be customized for a wide variety of applications. Some of the customizable features include clarity, transmission rates (oxygen and moisture), rigidity and strength. Additionally, the improved strength of Eco Works allows for a variety of convenience features available on traditional bags including the drawstring for easy handling.

Eco Works also complements Eco Film allowing sales people to replace even more non-degradable films for customers. Whereas Eco Film is elastic and silky, Eco Works is rigid and resembles high-density polyethylene. Those who attended the World Sales Meeting this year have already received a sample of Eco Works. The Cortec trade show bags are now made from Eco Works film.



Eco Works is ideally suited for collection bags requiring longer curb-life, and applications requiring a more rigid film, like food packaging and agricultural uses. Eco Works

has a couple sales advantages over Eco Film; Eco Works costs slightly less and is derived from corn material therefore allowing preferential government purchasing.

### New Products from Cortec Coated Products Division

Our family of premium VpCI papers is always increasing. These unique, high performance protective papers combine our field-proven VpCI technology with specific physical properties. Cortec's wide range of VpCI papers increases the number of applications where Cortec can offer corrosion protection solutions. These products offer Cortec customers excellent quality at very competitive prices.

### VpCI-146 Creped Paper

Cortec Coated Products is proud to introduce VpCI-146 Creped Paper, the newest addition to our popular VpCI-146 papers. This paper is ideal for applications where stretchability and flexibility is key in cushioned packaging and protective wraps. VpCI-146 Creped Paper offers excellent mechanical and anti-corrosion protection to wrapped metal items. Available in 35%





*VpCI-146 Creped Paper combines stretchability and flexibility in a cushioning packaging paper.*

stretchability, VpCI-146 Creped Paper may be incrementally configured in 10 to 50% ratios.

### Cor-Pak VpCI Polycoated Paper

This product has gives 2-sided corrosion protection. The first side is coated with our superior VpCI coating solution. The opposite side is covered with a glossy layer of impervious low-density polyethylene. What a combination! On one side moisture, oil and grease are barred from migrating through the package, while on the other side; the best vapor phase corrosion inhibitors available on the market are protecting corrosion-sensitive parts. VpCI Polycoated Paper can be used to package dry or oiled metals during storage, transit and overseas shipment.



*Cor-Pak VpCI Polycoated Paper protects metals with VpCI anti-corrosion technology while keeping moisture, oil and grease away.*



*Cor-Pak VpCI Reinforced Paper is extra tough and durable.*

### Cor-Pak VpCI Reinforced Paper

VpCI Reinforced Paper combines the outstanding anti-corrosion properties and the moisture-oil-grease imperviousness found in VpCI Polycoated Paper with a reinforcing fiberglass scrim. It can be used to package metal parts with pointed, odd shapes or

sharp edges where puncture would be an issue with non-reinforced papers. VpCI Reinforced Paper is extremely durable. It is excellent for applications where damage during shipping is a concern. Like all Cortec VpCI papers, it provides corrosion protection to all ferrous and non-ferrous metals

### EcoShield VpCI Linerboard

In addition to its superior anti-corrosion qualities, EcoShield VpCI Linerboard offers barrier protection. It is coated with an impervious layer that reduces the transmission of moisture through the linerboard. Additionally, EcoShield VpCI Linerboard has moisture vapor transmission rates similar to those of polycoated



*EcoShield VpCI Linerboard protects products from corrosion and moisture.*

## MCI 2020 is Extending the Service Life of the Pentagon

The Pentagon's concrete walls were experiencing spalling due to corrosion and Cortec's MCI® 2020 was chosen to come to the rescue. Carbonation was lowering the pH of the concrete, causing the embedded rebar to corrode. The Pentagon needed a new coating system that would last 20 years, reduce or stop corrosion and stop water absorption without altering the appearance of the walls. Cortec's MCI 2020 effectively deters corrosion caused by carbonation as well as corrosive attack from sulfur dioxide, car fumes,

air-borne salts and sea water. Research shows that MCI 2020 can increase the service life of a concrete structure up to 70% compared to a control, in some cases by more than 30 years.

MCI 2020 provided an ideal solution to the Pentagon's corrosion problem. As a part of the ongoing Pentagon renovation MCI 2020 will repair 200,000 square feet of spalled areas and an additional 1,000,000 square feet of wall surface will be treated with MCI 2020 V/O. This will provide corrosion protection to the Pentagon's exterior walls for years to come.



*MCI 2020 will repair 200,000 square feet, and an additional 1,000,000 square feet of wall surface will be treated with MCI 2020 V/O.*



*EcoShield Linerboard is fully recyclable (repulpable).*

and waxed papers. The barrier layer includes our patented VpCI technology, which is the industry's forerunner in corrosion protection. Both ferrous and non-ferrous metals are protected from corrosion. EcoShield VpCI Linerboard offers the unique advantage of being fully recyclable (repulpable). This eliminates the need for expensive processes to separate the paper base from the coating. EcoShield VpCI Linerboard protects metal parts for storage and shipments in either box, interleaving or insert formats.

### **EcoShield Linerboard**

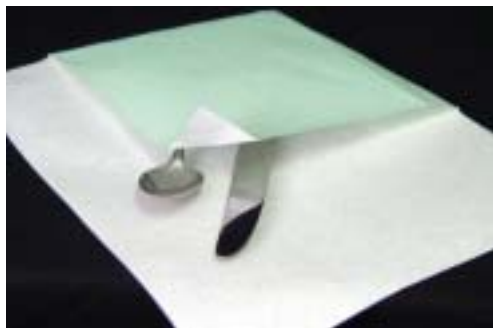
EcoShield Linerboard was created for applications requiring only moisture barrier properties. It uses the same superior barrier coating found in EcoShield VpCI Linerboard. Like its VpCI counterpart,

EcoShield Linerboard is fully repulpable while displaying barrier properties similar or better than those of wax or polyethylene coated linerboard. There is no need for costly processes to separate the paper base from the coating. In addition to being environmentally friendly, EcoShield Linerboard is in compliance with FDA and USDA regulations. It can be used in applications where direct or indirect food contact may occur.

EcoShield Linerboard can be made into boxes or end caps to provide protection to moisture-sensitive items.

### **SilverBrite VpCI Paper**

SilverBrite VpCI paper is a new product from Cortec Corporation specifically for the protection and packaging of precious metals such as silver, gold, tin and copper. SilverBrite offers a cost effective and easy



*Silver Brite VpCI paper was created to protect precious metals from tarnish and corrosion.*

to use method of corrosion protection for valuable metals. This unique paper contains a hydrogen sulfide scavenger and saturation indicator on the outside of the paper that automatically turns to a darker color when a substantial amount of hydrogen sulfide has been absorbed. This indicator tells customers when the paper should be replaced. In addition, SilverBrite VpCI paper is effective in aggressive environments, including humidity, sulfur dioxide, galvanic corrosion from dissimilar metals and harmful contaminants in air. The vapor phase corrosion and tarnish inhibitors in SilverBrite VpCI paper vaporize and deposit an invisible, molecular layer of corrosion and tarnish inhibitor over the entire surface of the precious metal. SilverBrite VpCI paper will eliminate the need for coatings and tarnish removers that often are associated with precious metals. When removed from SilverBrite VpCI paper, precious metals will look exactly as they did before they were protected with SilverBrite. Typical applications include electrical components, controls, silverware, jewelry box linings, shipping container linings and wrapping. SilverBrite VpCI paper is non-toxic and contains no nitrites, phosphates, silicones, chromates or other heavy metals. SilverBrite VpCI paper is available in standard and custom sizes.

# **CORTEC COATINGS PROTECT NASA SPACE SHUTTLES**

NASA is now using Cortec's VpCI® temporary coatings in its post flight operations. Cortec's patented VpCI technology is applied to almost all parts of the shuttle, including major components and hundreds of small parts. After flight the surfaces are stripped down to bare metal as part of the disassembly and refurbishment phase.

Cortec's coating is vital to the protection of those metal parts as they can be exposed to corrosive environments. Keeping these components corrosion free is crucial for NASA and Cortec is proud to be chosen for this important mission.





### MCI Repair Mortar

Cortec is introducing two new repair mortars to the MCI (migrating corrosion inhibitor) line! MCI 2311 and MCI 2702 are one-component repair mortars. Produced in cooperation with STO Corporation, experts in the manufacture of repair mortars, these repair mortars integrate Cortec's proprietary migratory corrosion inhibitors to create state of the art concrete repair materials.


MCI 2311 is a single component, full depth repair mortar designed for horizontal repairs from 0.5 to 4 in (1.27-10.16 cm) in depth. It can be extended with aggregate for deeper applications. MCI 2311 features low shrinkage, high abrasion resistance, and is thermally compatible with concrete (preventing delamination caused by temperature changes). It also features an early recoat time. Coatings may be applied 72 hours after application of the mortar.

MCI 2702 is a single component, vertical and overhead repair mortar designed for application depths of 0.24 to 2 in (0.64-5.08 cm).

It can be applied in lifts for deeper applications. It features polymer modification, non-sag, low slump, low shrinkage, and is also thermally compatible with concrete.

### UL Approval

We are proud to announce that six of Cortec's MCI products have recently received an UL approval. After completion of engineering evaluation UL has found all of these products are in compliance with requirements for product classification in accordance with ANSI/NSF Standard 61 (potable water applications).

	MCI-2005
	MCI-2005NS
	MCI-2006
	MCI-2006NS
	MCI-2020
	MCI-2020M

## Mark Your Calendar

### AWT

Phoenix, AZ  
September 17-19

### AISE

Pittsburgh, PA  
September 29-October 1

### EuroCorr (ICC)

Budapest  
September 28-October 3

### FACHPACK

Germany  
October 8-10

### NACE Central Conf.

Houston, TX  
October 5-8

### SCANPACK

Goteborg, Sweden  
October 21-24

### MidPak

Minneapolis, MN  
October 15-16

### ICE

Philadelphia, PA  
November 12-14

### Cortec Training

St. Paul, MN  
November 10-11

## BULLFROG NEW RELEASES

*The Bull Frog Product Line is Expanding!*

Business has been hopping at Bull Frog! As a result Bull Frog will be releasing several new corrosion protection products for the retail market. Extreme Lube will be the first to debut on store shelves soon. This new lubricant comes in an convenient ready-to-use grease syringe which makes accurate application quick and easy. As it's name suggests, Extreme Lube was developed for extreme conditions. It combines superior lubrication and long-term corrosion protection. Extreme Lube is saltwater resistant making it excellent for fishing and marine applications. It is also a first-rate lubricant for firearms, tools, machines, wheels/bearings, chains/cables, locks, hinges and more!

Other new Bull Frog products are currently in development, visit our web site often for the latest information.

Stay Up-to-Date at:

[www.bull-frog.com](http://www.bull-frog.com)



# New Additions to the Cortec Team



**Angela (Angie) McGillivray**  
Angie has been our Controller since the end of July. As many of you know, Angie has worked here as a consultant since December through Johnson West, and brings a very strong financial background to our company. Angie understands Cortec's accounting procedures and systems, and has already established a very positive working relationship with our accounting staff. We are fortunate to have her on the team!



**Donna Overton**  
Donna Overton has been on our accounting staff since April. She has extensive payroll experience and currently does Cortec's payroll along with accounts receivable. A native Minnesotan, Donna lived in San Diego for a number of years before returning to her home state in 1993.



**Bob Cook**  
Bob has just completed his first week as our newest employee. Bob is our powder mixer in the production area. Before coming to Cortec he worked at Rock-Tenn Company in St. Paul. He has been a machine operator at other plants in St. Paul and Stillwater. In his spare time, he enjoys working on remodeling his house.



**Jessie Lantz**  
Jessie Lantz joined Cortec on May 19 and works in document production. Jessie has just returned to the United States this spring after having spent the last four years in England and Germany. She has been employed as a nanny, and most recently as an administrative assistant at TIME magazine in Dusseldorf Germany.



**LeAnn Peterson**  
LeeAnn has returned to Cortec as a member of our Customer Service team. LeeAnn is very familiar with Cortec, having previously worked here as our AS400 Operator. LeeAnn is excited about her return to Cortec and is looking forward to learning new and different skills in customer service.



**Mary Bragg**  
Mary has been the Human Resources Manager since May 12. Before coming to Cortec, she was the HR Manager at a software-marketing firm in Minneapolis. She has 10+ years of experience in HR and training & development. Prior to moving into the HR field, she was an operations manager for Radisson Hotels. She has managed at hotels in Minneapolis, Chicago, Nashville, and St. Paul.



**Mike Gabor**  
Mike joined our Cortec Midwest office in Columbus, Ohio. He had sold Cortec products for 6+ years. He has an excellent knowledge of the Cortec product line and is very excited about once again working with Cortec. He loves to play golf, and is an avid Ohio State Buckeye fan!



**Lorna Grant**  
Lorna joined Cortec as a full time employee in document production at the end of August. Lorna is familiar to many of you because she has worked for Cortec in the past as a part-time, on call employee in our document production area. During the fall, Lorna is an active participant at the Renaissance Festival.



**Predrag Mrvic**  
Predrag Mrvic is computer engineering student working as an intern in Marketing. He joins us from Osijek, Croatia, where he is a senior at the Faculty of Electrotechnical Engineering.

Visit us online at: [www.cortecvci.com](http://www.cortecvci.com)

Cortec Corporation service marks and trademarks in this publication are registered trademarks of the Cortec Corporation. All other company trademark and product names are trademarks of the company or manufacturer respectively. For more information about Cortec and it's products please call 1-800-4-CORTEC or e-mail to [info@CortecVCI.com](mailto:info@CortecVCI.com). Send your address corrections to: Cortec Corporation, 4119 White Bear Parkway, St. Paul, MN 55110 USA. Any ideas or need reprints? Fax your requests to: 651-429-1122.

© Copyright 2003 Cortec Corporation.  
All rights reserved.



4119 White Bear Parkway  
St. Paul, MN 55110 USA  
E-mail: [info@cortecvci.com](mailto:info@cortecvci.com)  
651-429-1100 • 800-4-Cortec  
E-mail: [info@cortecvci.com](mailto:info@cortecvci.com)  
[www.cortecvci.com](http://www.cortecvci.com)

