

**EcoCortec® - first Croatian Bioplastics plant™**



## Croatian Wings Newsletter

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# CORTEC VpCI® PAPERS AVAILABLE IN EUROPE

*Cortec Corporation®  
premium VpCI® paper products  
available from the stock  
at EcoCortec, Croatia!*



EcoCortec®, a subsidiary of Cortec® Corporation, is the premiere European supplier of Cortec's patented Vapor phase Corrosion Inhibiting (VpCI®) packaging products. To sand up to our name we now have available at our European warehouse in Beli Manastir, Croatia wide selection of Cortec VpCI® papers. Our premium papers outperform all our competitors' offerings, in price and function, time and time again.

Our standard stock program includes European sizes of both VpCI®-146 and VpCI®-144 64g/m2 paper rolls: 1 m and 1,2 m width. We also carry several VpCI paper sheet sizes with VpCI-146 sheet sizes 1200 mm x 800 mm and 1200 mm x 800 mm coated two sides, being items with higher stock quantity. To meet customers' increasingly complex roll converting and packaging needs we offer slitting and rewinding services including exceptional turn-around time, integrated process controls and an experienced staff at our state-of-the-art manufacturing facility. We are able to convert paper rolls of widths up to 1550

mm, weighing up to 600 kg into rolls of minimum 200 mm width. We offer the flexibility to fulfill both small and large volume projects and can handle diverse substrates. We would be glad to receive your suggestions regarding sizes to be kept on stock in Croatia in order to help us all grow our paper sales in Europe.

Cortec VpCI® paper products are made from the highest quality neutral, natural Kraft paper that are specifically developed for optimum corrosion inhibiting. They are recommended for protection of ferrous and non-ferrous metals including iron, steel, cast iron, copper, brass, galvanized and zinc. All our VpCI® papers meet the stringent RoHS and REACH requirement. Unlike most of our competitors, all of our offerings are biobased, nitrite free, environmentally safe, fully recyclable and repulpable, biodegradable and non-toxic. These differences make our VpCI® Papers an excellent environmental choice.

Cortec's VpCI® papers are produced in Wisconsin, United States of America, at our Eau Claire plant, Cortec Coated Products (CCP), the most modern and efficient coating and converting facility for the production of VpCI® papers in the world. In addition to our wide selection of low cost VpCI® papers, the experts at Cortec have more than 37 years of experience solving complex corrosion issues for the world's leading manufacturers packaging needs. Our vast experience and knowledge will ensure that you receive the proper product and cost savings for your specific application.







# “Little School of Transport”

*Transport is very important part of our business.  
We all depend on it, and it can have a big influence  
on end cost of product.*



EcoCortec has established an excellent network of forwarders, in order to offer you the best possible price of transport. Since Croatia became part of European Union, many things have changed in transport; prices decreased in combined transport (for deliveries of couple of pallets, with transit time usually from 5-7 working days). Direct transport is faster as there is no custom clearance for deliveries within European Union.

We have good relationship with our forwarders, based on mutual trust and confidence. They are reliable, punctual, and ready to help and advise us in anything we and our customers might need.

All the products, VpCI Films and bags, VpCI papers and chemical products from our warehouse are custom free for our distributors. EcoCortec stock program is custom cleared and customers within EU do not have to go through sometimes cumbersome custom clearing procedure and do not need to pay additional custom fees.

In organizing transport we all came in contact

with INCOTERMS. The International Chamber of Commerce created “INCOTERMS” in 1936. INCOTERMS are designed to create a bridge between different members of the industry by acting as a uniform language they can use.

Each INCOTERM refers to a type of agreement for the purchase and shipping of goods internationally. There are 11 different terms, each of which helps users deal with different situations involving the movement of goods.

It is essential for shippers to know the exact status of their shipments in terms of ownership and responsibility. It is also vital for sellers & buyers to arrange insurance on their goods while the goods are in their “legal” possession.

In our deliveries we mostly use these two INCOTERMS: EXW (Ex-Works) and DAP (Delivered At Place).

We at EcoCortec are constantly working on improving services offered to our distributors and we would be glad to receive your suggestions on how to improve in the future.

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## **EXW (EX-Works)**

One of the most basic shipment arrangements places more responsibility on the buyer. In an EX-Works transaction, goods are basically made available for pickup at the shipper/seller's factory or warehouse and “delivery” is accomplished when the merchandise is released to the consignee's freight forwarder. The buyer is responsible for making arrangements

with their forwarder for insurance, export clearance and handling all other paperwork.

## **DAP (Delivered At Place)**

DAP term is used for any type of shipments. The shipper/seller pays for carriage to the named place, except for costs related to import clearance, and assumes all risks prior to the point that the goods are ready for unloading by the buyer.





# New Lab equipment: Karl Fischer titrimetry

Our laboratory at EcoCortec has the capacity to perform mechanical properties testing of polymeric films including tensile strength, tear propagation, impact resistance, coefficient of friction, cling peel, static decay, and surface resistivity. Common test methods employed include ASTM D882, D1922, D1709, and D1894, among others.

EcoCortec laboratory is fully equipped with an extensive array of testing equipment to evaluate the properties of our VpCI films. Our most recent addition is new Aquatest for Karl Fisher titration.

Karl Fischer titrimetry is an accurate method of measuring moisture that utilizes the quantitative reaction of water with iodine. Karl Fischer titration method uses coulometric titration to determine trace amounts of water in a sample.

New Aquatest device is a full-featured, user-friendly operating system, simultaneously interfacing both a balance and a computer. Quick and accurate moisture analysis, provides maximum isolation of tested samples from atmospheric moisture.







# Think Green – Work Responsible

*EcoCortec® d.o.o. – first Croatian bioplastic plant, always taking care of the ecology.*

EcoCortec®, in Beli Manastir, Croatia, specializes in manufacturing Cortec's innovative Vapor phase Corrosion Inhibitor (VpCI®) films and offers customers complete converting, extruding, and printing capabilities. Our moto from the beginning of our operations is Think Green – Work Responsible.

The first step in film manufacturing is the extrusion process, where raw resin is being processed into film. Printing station is in-line with our extrusion process. Extruded film might end up in converting department to produce heat-seal or zip-lock bags. All these processes generate scrap – which is being regranulated in our facility. Regranulated material goes back into the production process, closing the production loop.

EcoCortec promotes sustainable development policy in every day practice concerning packaging, ink manipulation and ancillary chemical aids in the printing process. Supply of printing materials must comply with the ADR transport in accordance with



the rule of the Republic of Croatia and the European Union. All packaging of chemical product is being returned to the supplier. We focus on the most efficient and productive use of our raw materials and natural resources, minimizing the adverse impacts on workers and the natural environment.





## Distributor Corner

Our Italian partners are fighting corrosion on all fronts. Ugo Spada, Sales Manager at Carte Dozio, our champion in selling Cortec VpCI® products for over 20 years keeps pleasantly surprising us with wide

variety of interest. After successful acting endeavors Ugo is taking up on playing guitar. Band name of course is: Small Rusty Band. Good luck Ugo and hope to hear you performing soon!

*Small Rusty Band*

*Silvia Di Marco*

*Ugo Spada*

**BALLOON**  
Viale Romagosa 23, MILANO  
Giovedì 29 maggio 2014  
Ore 21,30





# Spring at Peach Hill Eco-Farm – Nature at its best!



*This rich natural oasis abounds in varieties of organic fruits and vegetables.*

The 2,5 acres of land in Peach Hill is home to an organic peach orchard and many other organic fruits and vegetables. We look forward to the time when peach, apple and cherry trees bloom, because we know that spring is here.

This is the busy time of the year when 400 peach trees needs to be rarified, some fruits need to be picked in order to allow other to grow big and juicy. First sweet cherries are ready to be picked and their flavor in the mouth makes the work easier. As one passes Peach Hill wooden gate it gets overwhelmed with spring colors of variety of flowers, and sound of bees working diligently.

We continue with our mission to grow food in a sustainable, ecologically friendly, and collective manner.

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