



**Cortec Corporation
World Sales Meeting
June 11 & 12, 2009**

Thursday, June 11, 2009 (Morning at St. Paul Hotel)

7:30 - 8:00 Coffee
8:00 - 8:30 Welcome to Cortec's World Sales Meeting ~ Boris Miksic
8:30 - 9:00 State of the Company Address ~ Boris Miksic
9:00 - 9:30 Introduction of Attendees
9:30 - 10:00 Technical Service Intro
10:00 - 10:15 Coffee Break
10:15 - 10:30 Customer Service Intro and Awards
10:30 - 10:45 Sales Department Intro
10:45 - 11:00 2008 Sales Results and "Rusty Rockstar" Awards
11:00 Adjourn General Session
11:45 Box lunches

12:00 p.m. SHARP! Buses leave for Cortec® World Headquarters, Cortec® Advanced Films,
Cortec® Coated Products, and Cortec® Spray Technologies

Cortec Headquarters (Afternoon)

1:30 - 2:45 Seminar Session I - Cortec®
3:00 - 4:00 Seminar Session II - Cortec®
4:15 - 5:15 Seminar Session III - Cortec®

Please refer to attached Seminar Schedule

5:30 p.m. - Buses leave Cortec® Headquarters for St. Paul Hotel

6:15 p.m. - Buses leave St. Paul Hotel for James J. Hill House

6:30 p.m. - Cortec Cocktail Reception - James J. Hill House

Friday, June 12, 2009 (St. Paul Hotel)

8:00 - 8:30 Coffee
8:30 - 9:30 Seminar Session I - St. Paul Hotel
9:45 - 10:45 Seminar Session II - St. Paul Hotel
11:00 - 12:00 Seminar Session III - St. Paul Hotel
12:00 - 1:00 Luncheon - Landmark Center
1:30 - 2:45 Seminar Session IV - St. Paul Hotel
3:00 - 4:15 Seminar Session V - St. Paul Hotel
5:00 p.m. Buses leave for Dinner in Minneapolis
10:00 p.m. Buses leave Minneapolis to go back to St. Paul Hotel
1:00 a.m. Late bus leaves Minneapolis for St. Paul Hotel



Please choose one seminar per time period

Seminar Registration

Name: _____ Company: _____

Please return this form by May 30, 2009
Fax: 651-407-2740 or email Vanessa@cortecvci.com

Thursday, (afternoon) June 11, 2009

12:00 – 4:00 p.m.			Choose 1 Tour – Buses will leave directly from the St. Paul Hotel
Cambridge, MN	<input type="checkbox"/>	Cortec Advanced Films Plant Tour – Tim Bliss	
Eau Claire, WI	<input type="checkbox"/>	Cortec Coated Products Plant Tour – Mike Galatowitsch	
Spooner, WI	<input type="checkbox"/>	Cortec Spray Technologies Plant Tour – Ed Bertges	

Thursday, (afternoon) June 11, 2009 (Cortec Headquarters)

Location	Session I	Seminar
1:30 – 2:45 p.m.		
Croatian Cultural Center	<input type="checkbox"/>	Prospecting for New Opportunities – Bill Harrod <i>This session is designed to provide information on what has been successful in searching for new opportunities. It will focus on identify potential accounts in a given geographic area and by industry.</i>
Outside	<input type="checkbox"/>	Milcorr Shrink Wrap Demo –Larry Mudd <i>View a Milcorr shrink wrap demonstration.</i>
Upstairs Lab	<input type="checkbox"/>	Surface Preparation–Cliff Cracauer <i>This session will cover the basics in surface preparation. The focus will be on Cortec's® star products and applications as well as our successes in the field.</i>
Sales Conference Room	<input type="checkbox"/>	Packaging Concepts and Basics – Bob Boyle & Eric Uutala <i>An overview of key concepts and product line-up available from Cortec. Attendees will leave with an understanding of how VpCI technology works in packaging, key factors to achieve desired protection levels and the basic market segments using Cortec packaging.</i>
Conference Room	<input type="checkbox"/>	MCI: GalvaPulse Training – Jessi Meyer <i>This session is a must for anyone who may be involved with using Cortec's GalvaPulse equipment in field testing. We will cover the background on the equipment and provide detailed instructions for how it is used. Attendees will use the equipment themselves to develop their corrosion testing abilities!</i>
Marketing Department	<input type="checkbox"/>	Cortec® Marketing Arsenal – Cortec's Marketing Team <i>Learn how to get the most out of Cortec® CD ROMs and Cortec® PowerPoint presentations, literature and marketing tools. Cortec® now has most all of our manuals on CD!</i>
Location	Session II	Seminar
3:00 – 4:00 p.m.		
Conference Room	<input type="checkbox"/>	MCI: Lab & Field Testing Procedures – Jessi Meyer, Andrea Hansen <i>Here is your chance to see lab and field tests with Cortec MCI Products. We will perform the step-by-step testing proven to be useful in showing the presence of MCI's and how they work. We will also show demonstrate the proper mixing & application of several MCI products.</i>
Sales Conference Room	<input type="checkbox"/>	A Practical Look at Types of Corrosion and What Went Wrong – Cliff Cracauer <i>When a customer calls and says they have rust, what do you do? This session will detail the common reason that corrosion occurs in industrial applications, and what can be done to prevent a repeat occurrence.</i>
Upstairs Lab	<input type="checkbox"/>	Metalworking – Mike Morin & Eric Uutala <i>This session will cover the basics in Cortec's metalworking products. The focus will be on our "star" products and new field applications.</i>
Marketing Department	<input type="checkbox"/>	The Cortec® Website as a Resource – Cortec's Marketing Team <i>Learn how to best use Cortec's® websites, from the basics to the most sophisticated. This will be a comprehensive overview on how to best utilize www.cortecvci.com and our other websites!</i>

Please choose one seminar per time period

Lab	<input type="checkbox"/>	Test Methods & Laboratory Tour – Margarita Kharshan & Laboratory <i>This course will demonstrate the various test methods used by Cortec®. These methods include ASTM testing and corrosion protection analysis. You will see Cortec's® state of the art laboratory for research, testing, quality assurance, and also the sophisticated equipment Cortec® uses for testing. 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>
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Thursday, (afternoon) June 11, 2009 (Cortec Headquarters)

Location	Session III	Seminar
4:15 – 5:15 p.m.		
Lobby	<input type="checkbox"/>	Cortec® Headquarters & Plant Tour – Cortec Staff <i>This tour of the Cortec® plant and office will show you a world class company and state of the art production facility that we can all be proud of.</i>
Croatian Cultural Center	<input type="checkbox"/>	Clean, Preserve, Protect - Jeff Mitchell & Tom Simone <i>Combining Cortec's® patented VpCI products to reduce corrosion with specific application methods have increased the life and productivity of many metal parts. Through a four-step system, parts are cleaned, preserved and protected. Learn from the team who developed it!</i>
Sales Conference Room	<input type="checkbox"/>	New Products & Successes in MCI Applications – Jessi Meyer, Matt Drew <i>This session will cover Cortec's latest MCI products and their applications. Case histories, test data and competitor comparisons will be presented.</i>
Upstairs Lab	<input type="checkbox"/>	High Performance Coatings Basics – Bob Boyle & Angel Green <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 and take the mystery out of application!</i>

Friday, (morning) June 12, 2009 (St. Paul Hotel)

Location	Session I	Seminar
8:30 – 9:30 a.m.		
Casino North	<input type="checkbox"/>	Cortec MRO, Electronics and Small Packaging Products – John Wiermaa <i>A practical look at the MRO, electronics and small packaging products produced by Cortec. Key topics will include where to look for business, types of products offered and opportunities for private labeling and toll producing at our new & improved filling facility.</i>
Hill	<input type="checkbox"/>	Basic Training & Selling VpCIs – 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, VpCIs in the industries we work in and also where to find the information! We keep it simple, practical and successful! You will also 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>
Summit	<input type="checkbox"/>	New Case Histories in Unique Applications – Mike Gabor, Jessica Scott, Bill Harrod & Michael Gonzales <i>A look at new packaging successes that have been developed in the last two years. It will focus on why the changes were made, and what was unique about the changes.</i>
Hill South	<input type="checkbox"/>	Opportunities in Power Industries – Jim Holden <i>This session will focus on our success in various power industries with a focus on why certain products have been successful. Come and learn about our latest success in Wind Energy, and other emerging industries.</i>
Casino South	<input type="checkbox"/>	Selling the Environmental Benefits of Cortec Products – Boris Miksic & Bob Boyle <i>An introduction to BioCortec and how it can set you apart from all competitors.</i>

Please choose one seminar per time period

Friday, (morning) June 12, 2009 (St. Paul Hotel)

Location	Session II	Seminar
9:45 – 10:45 a.m.		
Casino North	<input type="checkbox"/>	Cortec MRO Industrial Products/Eco Product – 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>
Hill	<input type="checkbox"/>	OEM and Third Party Packager Update – Mike Gabor <i>A look at the successes and growth that has taken place in these markets, and how these successes developed. This session will cover a variety of markets including automotive, steel and third party packagers.</i>
Hill South	<input type="checkbox"/>	Global Supply Chain Solutions – Bob Boyle <i>In a global market, being able to act locally and still communicate a global message is critical. Our global presence is growing, and is an advantage. Come and discuss strategies to tackle multi-national accounts with Cortec in a more formalized way.</i>
Summit	<input type="checkbox"/>	Basics of the Oil, Gas and Petrochemical Industry – Jim Holden <i>Oil, gas and petrochemicals remain the largest potential market for VpCI technology. This session will focus on opportunities in this \$107 billion dollar market and a look at our new technology Eco Flow.</i>
Casino South	<input type="checkbox"/>	Biodegradable Films Overview and Basics – Mike Morin <i>An overview of the increasingly large range of certified biodegradable films, bags and retail packs from Cortec. A global perspective is taken by including presenters from around the world with unique applications.</i>

Friday, (morning) June 12, 2009 (St. Paul Hotel)

Location	Session III	Seminar
11:00 – 12:00 noon		
Casino North	<input type="checkbox"/>	New Chemical Products & Case Histories – John Wiermaa <i>New products are a key to our growth. This session will focus on successes that have been developed with our new products in the areas of coatings, metalworking and surface preparation products. Case histories will be presented, and key selling features of our new products will be detailed.</i>
Hill	<input type="checkbox"/>	MCI®: Technical Basics – Matt Drew <i>This session will cover everything you need to know about MCI to get started in the industry! We will delve into the "who, what, when, where and why of MCI!" The chemistry behind MCI material...what they are and how they work, as well as when and where to use products in the line will be presented.</i>
Hill South	<input type="checkbox"/>	Military – Larry Mudd and Hi-Tek <i>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. Military Case Studies from around the world will be presented.</i>
Summit	<input type="checkbox"/>	
Casino South	<input type="checkbox"/>	Global Packaging Competition – Dario Dell'Orto & Bob Boyle <i>This session will focus strictly on the packaging competition that exists on a global basis. It will be meant as an open forum to discuss trends that are taking place and how we compete.</i>

Please choose one seminar per time period

Friday, (afternoon) June 12, 2009 (St. Paul Hotel)

Location	Session IV	Seminar
1:30 – 2:45 p.m.		
Casino North	<input type="checkbox"/>	High Performance VpCI Additives –Eric Uutala, Andrea Hansen & 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>
Hill	<input type="checkbox"/>	MCI®:Round Table Discussion – Jessi Meyer, Matt Drew <i>This session will be an open discussion covering marketing, competition, and sales techniques all over the world.</i>
Hill South	<input type="checkbox"/>	New VpCI Packaging and Emitting Products – Mike Morin, Bob Boyle <i>Cortec will introduce new packaging products introduced within the past two years.</i>
Summit	<input type="checkbox"/>	VpCI Lay-up, Preservation, Mothballing – Jim Holden, Marco Dozio & Dario Dell’Orto <i>One of Cortec’s® greatest sales growth areas is in the temporary and permanent lay-up of equipment and facilities. Each of us has experienced applications that did not work; this session will address which products to use and when. 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.</i>
Casino South	<input type="checkbox"/>	Cortec® VpCI Chemistry – Kristy Gillette <i>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.</i>

Friday, (afternoon) June 12, 2009 (St. Paul Hotel)

Location	Session V	Seminar
3:00 – 4:15 p.m.		
Casino North	<input type="checkbox"/>	.
Hill	<input type="checkbox"/>	MCI®: LIFE 365 – Jessi Meyer <i>This session will provide an overview of the LIFE 365 service life prediction model for concrete: an essential tool for showing the value added benefits of using MCI’s in concrete structures. Laptops are welcome so that you may follow along with examples.</i>
Hill South	<input type="checkbox"/>	Global Roundtable – Cliff Cracauer & Bob Boyle <i>This session will be an open discussion on marketing, competition and any other issues from around the world.</i>
Summit	<input type="checkbox"/>	Water Treatment –Jim Holden & Andrea Hansen <i>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!</i>
Casino South	<input type="checkbox"/>	Open



Cortec Corporation's

21st World Sales Meeting

World Headquarters

St. Paul, Minnesota, U.S.A.

June 11 & 12, 2009

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

Name:

Company:

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

☐ Please book my room at the St. Paul Hotel **or** ☐ Hotel not needed
We would be happy to make your hotel reservations for you!

Please fully complete and email or fax this Registration Form:

Address:

Credit Card Type: Exp. Date / /

Credit Card Number:

Credit Card Holder's Name:

Please register me at **The St. Paul Hotel** (651 -292-9292)

Since the St. Paul Hotel has limited rooms available, reservations are on a first come, first served basis.

I will need reservations for:

☐ Wednesday, June 10 ☐ Single @ \$169 + tax # of rooms

☐ Thursday, June 11 ☐ Single @ \$169 + tax # of rooms

☐ Friday, June 12 ☐ Single @ \$169 + tax # of rooms

☐ Saturday, June 13 ☐ Single @ \$169 + tax # of rooms

Other

Please FAX or EMAIL this information to Vanessa Thompson

Deadline for registration is: May 12, 2009

Phone: (651-429-1100) FAX: (651-407-2740) E-Mail: vanessa@cortecvci.com