

Cortec VpCI™ Liquids

Clean, Preserve & Protect Valuable Parts

Before



After VpCI 426, VpCI 416, VpCI 377



Background:

The Thomas Simone Company in Ohio implemented their Clean, Preserve, Protect (“CPP”) program several years ago after identifying a key market for Cortec liquid products. After years of experience preventing corrosion, they realized that a large portion of customer concerns for corrosion occur *after* there is a rust emergency or product rejection at a customer’s site. Once a product is rusted, customers are forced to make very costly and time-consuming decisions, none of which are very pleasant.

Problem:

Multiple customers had parts and equipment (very small to very large) that had severe corrosion. These customers needed a method to remove the rust, clean the metal surfaces and preserve the parts for subsequent shipment or storage. However, these customers did not always have the resources, time or space to conduct this CPP process onsite. The customers required reliable, fast and cost effective outsourcing of their rust problem.

The program implemented by Thomas Simone Company was in response to their specific customers’ needs. They had the ability to offer this service both onsite and offsite. A similar strategy can be implemented by distributors and customers based on their individual needs. You need not have the ability to offer services at your own facility to be able to offer the CPP program.

Solution(s):

Cortec designed a turn-key CPP program with the Thomas Simone Company that can be used by customers globally. Additionally, this program can be mimicked by other distributors/applicators/contractors or even be installed at the customer's facility. The result is clean, rust-free parts without the need for rework, sandblasting, or scrapping the parts.

Products Used in Typical CPP Program:

Step # 1: Rust Removers Selected From Below

VpCI 422: Liquid citric-acid based rust remover ideal for dip tanks/baths, spraying or cleaning by hand.

VpCI 423: Gel version of VpCI 422 ideal for vertical surfaces. Clings to metal surfaces allowing dwell time without dripping off. Typically not used when spraying or dipping.

VpCI 426: Fast-action rust remover. More aggressive than VpCI 422 or VpCI 423. Ideal for fast processes. Not recommended when dwell time is not/cannot be monitored. Exceptional results on stainless steel and aluminum.

Step # 2: Neutralizers and Cleaners Selected From Below

VpCI 414: Liquid cleaner/neutralizer ideal for spray, dip, automated or manual. Available in bulk, EcoAir and other forms. Not recommended for spray applications where liquid is reclaimed or recirculated due to foaming. Specifically designed to offer the best cleaning ability of the foaming cleaners.

VpCI 415: Liquid cleaner/neutralizer specifically designed for large equipment. The most versatile "foaming" cleaner we offer—when in doubt with foaming cleaners, VpCI 415 is a great choice.

VpCI 416: Liquid cleaner/neutralizer specifically designed for longer flash corrosion protection. When cleaning is required in combination with the longest possible flash corrosion protection, VpCI 416 excels.

VpCI 417: Low-foaming POWDER cleaner ideal for applications requiring less foam, such as ultrasonic cleaners or when exotic metals (Magnesium, Titanium castings) are being cleaned.

VpCI 418: Non-foaming POWDER or LIQUID cleaner ideal for parts washers where water is recirculated. Reduces or eliminates foam and cleans effectively at ambient conditions. See additional information on the September email.

Step # 3: Preserve with Rust Preventatives

Notes: Since the specific rust preventative used would be based on the customers needs for indoor/outdoor, long-term/short-term, installation/additional processing, many products could be used. The most frequently specified products are listed below, however please contact Cortec for precise customer recommendations.

VpCI 377: Zero-VOC, water-based two-year indoor rust preventative. Our flagship indoor RP product. Can be sprayed, dipped, brushed, even incorporated into the final rinse cycle. Used most frequently at 5-15% by weight in water (very cost effective). Can be designed to leave a virtually undetectable film.

VpCI 389: Low-VOC, water-based two-year outdoor rust preventative. Leaves a slightly tacky film that is more noticeable than 377. Excellent choice when replacing oil-based temporary RP's for customers.

VpCI 368: Solvent-based three-year outdoor rust preventative. Ideal product for extremely harsh outdoor exposure or when replacing cosmoline-like products. Leaves a waxy-type film on the surfaces.

VpCI 369: Oil-based three-year outdoor rust preventative. Ideal for harsh outdoor exposure when self-healing properties are desired (handling after application, etc.).

Typical Markets Served:

- 1. Automotive OEM and Vendors/Suppliers:** Supplying automotive OEM's is becoming a very competitive market, so vendors to OEM's are increasingly concerned with the quality of products going into customers. One rejected shipment of parts that cannot be quickly replaced, can jeopardize their agreements.

- 2. Large Equipment OEMs:** Many large equipment OEM's (forestry, construction, agricultural) have severe issues with product rejections. An excellent example is a tractor attachment that is manufactured by the OEM and sent to dealers. They simply cannot interrupt production to reprocess or rework any rejections, so having an effective off-site source to CPP is beneficial.
- 3. Metal Parts Fabricators:** Nearly every metal parts manufacturer will have rusty parts that need CPP program at some point. By presenting this program before they need it, you will increase the probability that you will get the call when they do need it. Also, many manufacturers rework or reject parts because they haven't been presented with this more cost effective alternative.

Initial Steps:

- **Start by presenting the above information in case-history format**
- **Identify key existing customers that have:**
 - **Parts already rusty**
 - **Recurring "rust season" issues**
 - **Experience periodic rejections due to rust**
- **Present the CPP program first as a method that your customer can implement at their own facility.**
- **Offer to coordinate offsite CPP if needed. In some situations, warranties on the protection are offered to contacts would be plant managers, sales managers (as they experience the rejections from customers), quality managers.**

November 2004 Quick Facts

22,000,000: Northwest Airlines World Perks Miles accrued by Cortec HQ sales team.

100,000,000: Cortec's sales goal by 2009

20/20/20: Cortec's vision for continued 20% growth in sales, 20% reduction in cost and 20% new product introduction.

300: Test reports conducted by Cortec Laboratories each year.

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