# NEWS ALERT

CORTEC CORPORATION
Enviromentally Safe VpCI®/MCI® Technologies

ECO Cortec d.o.o.

Beli Manastir, May 11th 2011.

www.cortecvci.com
info@cortecvci.com

www.ecocortec.hr
info@ecocortec.hr

# You can't afford not to use VpCI®–377!

Decades of devoted research in Cortec's Laboratory resulted in products like VpCI®–377. This water-based, environmentally responsible, and low cost concentrate is designed as a complete replacement for oil-based preventives for indoor protection of equipment and components. VpCI®–377 is a corrosion preventative liquid that meets the toughest antipollution requirements. Using this product you will get a completely safe alternative that is dramatically lower in cost than classic mineral oils; while at the same time you will be eliminating all expensive disposal costs associated with oils.

What is the total cost of utilizing rust prevetatives in a manufacturing environment? It is easy to look at the price per liter of one product versus another. This however, is only a small part of the total cost in using a rust preventative. You also have to consider the hidden costs associated with chemical use and disposal. These include product coverage, dilution rate, transportation costs, air permits, and disposal costs

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CORTEC CORPORATION
4119 White Bear Parkway, St. Paul, MN 55110 USA
Phone (651) 429-1100, Fax (651) 429-1122
Toll Free (800) 4-CORTEC, E-mail info@ cortecvci.com

ECO Cortec d.o.o.

EcoCortec d.o.o.
Bele Bartoka 29, 31 300 Beli Manastir, CROATIA
Tel.: +385 31 705 011, Fax.: +385 31 705 012
www.ecocortec.hr ; info@ecocortec.hr

*Costs associated with OIL BASED Rust Preventatives:*

| **Product Cost** | Perceived Cost | Actual Cost |
|---|---|---|
| Cost of Conventional Oil-based RP:<br>**(Coverage Rate: 30 $m^2$/L)** | $7/L<br>($0.23/$m^2$) | |
| Transfer Efficiency = 50%<br>**(Actual coverage: 15 $m^2$/L)** | | **$14/L ($0.47/$m^2$)** |
| **Transportation Cost** | | |
| Shipping Cost of 208 L Drum<br>(based on 500 km transport for hazardous goods) | $150/drum<br>($0.50/L) | |
| Product Concentration: 100% | | **$150 ($0.75/L)** |
| **Disposal** | | |
| Wasted Product (based on 50% waste)<br>(overspray and housekeeping) | | **$65/drum ($0.32/L)** |
| Removal of RP prior to subsequent processing<br>(based on removal with solvent requiring disposal) | | **$65/drum ($0.32/L)** |
| **Air Permits** | | |
| Price/ton of VOC<br>(based on 400 g/L VOC) | | **$50/ton ($0.10/L)** |
| ***Total Cost for Solvent RP*** | | ***$15.49/L ($1.03/$m^2$)*** |



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*Costs associated with VpCI®–377 WATER BASED Concentrate:*

| **Product Cost** | Perceived Cost | Actual Cost |
|---|---|---|
| VpCI®–377 Water-based RP Concentrate: | $8/L | |
| VpCI®–377 at 10% concentration<br>**(Coverage Rate: 40 m²/L)** | | **$0.80/L**<br>**($0.02/m²)** |
| Transfer Efficiency = 80%<br>**(Actual Coverage: 32 m²/L)** | | **$1/L($0.024/m²)** |
| **Transportation Cost** | | |
| Shipping Cost of 208 L Drum<br>(based on 500 km transport for hazardous goods) | $50/drum<br>($0.25/L) | |
| Product Concentration: 10%<br>(1 drum concentrate makes 10 drums of product) | | **$5/drum ($0.025/L)** |
| **Disposal** | | |
| Wasted Product (based on 20% waste)<br>(overspray and housekeeping) | | **$10/drum ($0.04/L)** |
| Removal of RP prior to subsequent processing<br>(no removal needed for most processes) | | **$0** |
| **Air Permits** | | |
| Price/ton of VOC<br>(based on 0 g/L VOC) | | **$0** |
| ***Total Cost for VpCI®-377*** | | ***$1.06/L (0.026/m²)*** |

When you look at the TOTAL COST, it is easy to see that VpCI®–377 is far more economical. When you combine this with improved environmental and worker safety, there really is no comparison.

VpCI®–377 provides dramatically better corrosion protection at a fraction of the cost.



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| | VpCI®- 377 | Best selling ORP |
|---|---|---|
| Product Base | Water - Based | Oil - Based |
| VOC (volatile org. compound) | None | 400 g/L |
| Film Quality | Dry/Clear | Wet/Oily |
| Corrosion Resistance (ASTM D-1748, 1010 CS) | 500+ hrs | 196 hrs |
| Removal | Not required (paintable and weldable) | Required, cleaner oil solvents |
| Applied Coverage | 32 $m^2$/L | 15 $m^2$/L |
| Storage | Non - Hazardous | Hazardous |
| Transport | Non - Hazardous | Hazardous |
| Disposal | Non - Hazardous | Hazardous |
| **Applied Cost** | **$ 0.026/$m^2$** | **$ 1.03/$m^2$** |



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