

# CORTEC*Vision*

September 2017



THE SPECIAL 40<sup>TH</sup>  
ANNIVERSARY EDITION





# CORTEC® CELEBRATES 40<sup>TH</sup> ANNIVERSARY AND WELCOMES FRIENDS AND FAMILY TO THE 2017 WORLD SALES MEETING!



**A**s Cortec® Corporation approaches its official 40<sup>th</sup> Anniversary in October 2017, the company welcomes distributors, reps, and affiliates from around the globe to celebrate with them at the 2017 World Sales Meeting, September 13<sup>th</sup>-15<sup>th</sup> in Saint Paul, Minnesota.

This special three-day educational, networking, and celebratory event will start with an International Meeting Wednesday afternoon at the historic Saint Paul Hotel in Downtown Saint Paul, not far from Cortec® World Headquarters. This will be followed by an evening welcome reception at the same venue.

Thursday morning will be packed with special introductory sessions, 2017 sales updates, awards, and other enjoyable surprises. After lunch, guests will be shuttled to Cortec® Headquarters for tours and a trade fair setting where they can talk personally with Cortec® staff from various departments including Sales, Marketing, Cortec® Laboratories,

Technical Service, Compliance, and more! Thursday evening will end with an Oktoberfest at the Gasthaus Bavarian Hunter.

Friday will be a day full of learning as attendees take advantage of a wealth of informational sessions on topics ranging from VpCI® Technology and troubleshooting to sales tips. The day will also feature keynote addresses by a special guest from the oil and gas industry and by Dr. Behzad Bavarian of California State University, Northridge. The three day meeting will conclude with a special Mississippi River excursion on the Anson Northrup Riverboat with dinner and live music.

Cortec® welcomes its many friends and family to this special bi-annual event and looks forward to connecting, growing, and celebrating Cortec's 40<sup>th</sup> Anniversary together!



# Cover Story

## Forty Years in Review

The last forty years are full of important milestones for Cortec® on its journey from a fledgling company started in the home of CEO Boris Miksic to a multi-million dollar corporation with a network of plants, laboratories, warehouses, licensees, and hundreds of distributors worldwide.

### Important milestones in Cortec® history:

- **1977:** Cortec® Corporation started in Boris Miksic's garage (first sale of 1,200 VpCI® emitters)
- **1981:** Patenting of Corrosion Inhibiting Articles
- **1986:** VpCI®-386 Water-Based Coating Technology invented
- **1990:** Bestselling VpCI®-126 Blue Film created
- **1992:** New Cortec® World Headquarters open near Saint Paul, Minnesota
- **1994:** Cortec's first ISO 9001 certification
- **1995:** Bull Frog® retail branch launched
- **1996:** Miksic publishes first edition of autobiography, *"American Dream: A Guy from Croatia"*
- **1997:** Cortec® Advanced Film plant acquisition
- **1998:** Founding of CorteCros® in Croatia
- **1998:** Cortec® Spray Technologies plant acquisition
- **1998:** Cortec's first ISO 14001 Certification
- **1990s:** Started partnering with NASA on reusable rocket and space shuttle program
- **2001:** Cortec® World Headquarters expansion
- **2001:** Cortec® Coated Products plant acquisition
- **2004:** Miksic runs for president of Croatia
- **2005-06:** Miksic invests in EcoCortec®, first Croatian bioplastics plant
- **2009:** Miksic runs for president of Croatia
- **2010:** Cortec® Laboratories' first ISO/IEC 17025 certification
- **2010:** MCI®-2005 used in world's tallest building, Burj Khalifa
- **2011:** Bionetix® International acquisition
- **2013:** Official launch of Global Services
- **2015:** Cortec® Biotechnology plant starts
- **2016:** Launch of EcoSonic® ESD Paper powered by Nano VpCI®
- **2017:** Launch of Cortec®/EcoCortec® customer VpCI® Film recycling partnership, expansion of Cortec® Advanced Film plant, and Cortec's 40th Anniversary

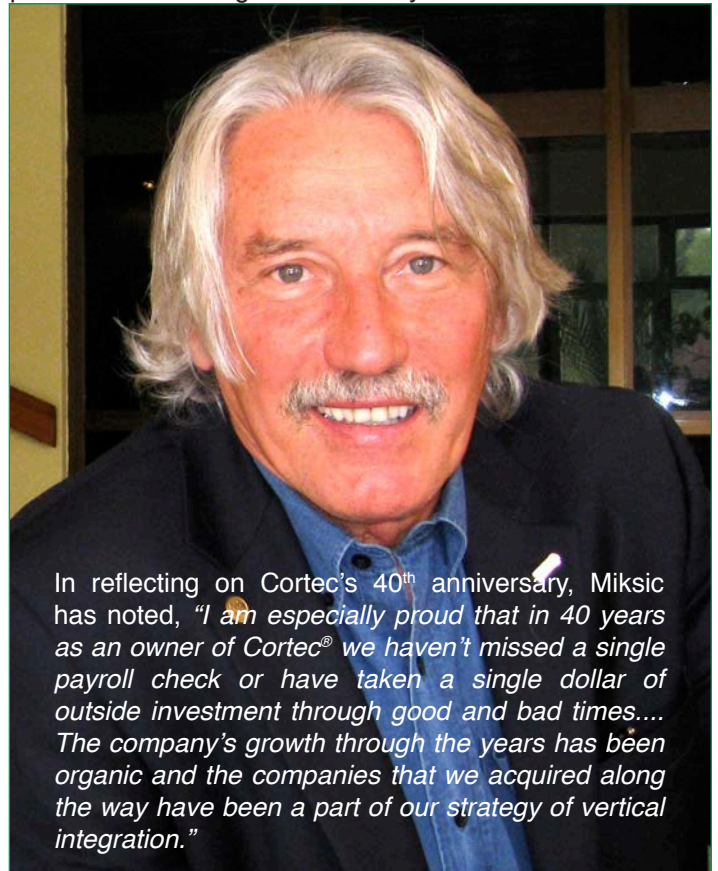
Starting with an order for 1,200 VCI emitters, Cortec's corrosion solutions have grown to a line of more than 400 different products, many of which are inspired by specific real-life needs of end users. Cortec® also excels in turnkey preservation for major corporations around the globe.

Cortec® R&D innovation has led to the acquisition of the industry's largest portfolio of 63 patents over the course of 40 years, more than 100 registered trademarks around the world, and regular publication of technical papers.

### Cortec® also holds three important ISO certifications:

- ISO/IEC 17025 Laboratory Testing Accreditation (unique in the industry)
- ISO 9001 Quality Management System Certification
- ISO 14001 Environmental Management System Certification

As evidence of Cortec's leadership in corrosion control, Cortec® and its Founder, Boris Miksic, have received several awards from NACE International, *"The Worldwide Corrosion Authority."* In 2000, Miksic received the NACE Fellow Award. In 2004, he received the NACE Frank Newman Speller Award for Contributions to the Practice of Corrosion Engineering. Cortec® received the NACE International Distinguished Organization Award for excellence in corrosion protection technologies the same year.



In reflecting on Cortec's 40th anniversary, Miksic has noted, *"I am especially proud that in 40 years as an owner of Cortec® we haven't missed a single payroll check or have taken a single dollar of outside investment through good and bad times.... The company's growth through the years has been organic and the companies that we acquired along the way have been a part of our strategy of vertical integration."*

After 40 years, Cortec's commitment to providing world class, environmentally responsible VpCI® and MCI® corrosion solutions remains. Cortec® invites its valued partners to join us in remembering the journey of the last 40 years, celebrating our mutual achievements in the field of corrosion protection, and gaining new energy and vision for what can be accomplished in the future!

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# Noteworthy Developments



**C**ortec® continues to develop in many different ways through internal growth, new programs, new partnerships, and external certifications. Here are some noteworthy happenings from 2017.

## New Equipment

At Cortec® Advanced Films (CAF) in Cambridge, Minnesota, continuing efforts are underway to maximize the efficiency and safety of VpCI® film making processes. As part of these efforts, CAF installed a new high-tech ink jet printer on its busiest extrusion line for improved quality, reduced ink usage, and a cleaner work place. The new printer reduces ink by up to an estimated seventy-five percent. A new state-of-the-art winder with automatic roll to roll transfer was also added to the line to increase safety. CAF is also involved this year in a major expansion of office and warehouse space and the creation of a new plastics recycling complex.

Cortec® Coated Products, Cortec's branch for coated VpCI® paper products in Eau Claire, Wisconsin, installed a new box-making machine early this year for in-house production of Cortec's shipping boxes and, more recently, CorrTainer® corrosion inhibiting boxes made from VpCI® linerboard.

At the Cortec® Biotechnology Campus (CBC) in Sarasota, Florida, Cortec® has added a new 5,000 gallon (18,927 L) liquid blending line that will cut production time of water-based products such as MCI®-2005 approximately in half from previous capabilities, allowing CBC to fill orders more quickly and reduce lead time.

## New Programs

Cortec® officially launched its VpCI® film recycling partnership in March as it began to reprocess 12,000 pounds of used VpCI® plastic film that had been baled and sent from a major heavy industry manufacturer. Instead of paying thousands of dollars for disposal, customers can now send used VpCI® bags back to Cortec®, who pays shipping and gives customer credit in exchange for the benefit of an additional source of repro. A similar program is also available in Europe at EcoCortec®.



## New Partnerships

A renewed focus on Cortec's line of VpCI® additives has led to the formation of important partnerships with regional distributors. For the CASE market (coatings, adhesives, sealants, and elastomers) in the Southeastern United States, Cortec® recently renewed its agreement with Majemac Enterprises for distribution of corrosion inhibitor additives in Florida,

Georgia, Alabama, North Carolina, and South Carolina. For the Midwest and East Coast of the United States, Cortec® has selected EMCO Chemical Distributors, Inc. as an exclusive distributor of Cortec's corrosion inhibitor additives. Biesterfeld Spezialchemie is taking on distribution of Cortec's VpCI® additives for paints and varnishes for Europe.



## Certifications/Recommendations

In March, Cortec® passed its ISO 9001:2008 Quality Management System surveillance audit with no non-conformances. Bureau Veritas Certification, the external auditor, also found Cortec® to be making excellent progress in its transition to the latest ISO 9001: 2015 standards. By holding itself to ISO 9001 standards, Cortec® seeks to instill confidence in its customers and ensure they get what they expect in terms of quality, delivery time, and cost.



Two Cortec® products were recertified this year to bear the DIN CERTCO "seedling" logo, a distinguishing mark of compostability around the globe. When placed in an industrial compost setting, Cortec's Eco Film® and Eco Works® film and bags will fully biodegrade into carbon dioxide and water within a matter of weeks, with no eco-toxicity to the soil, plants, or microorganisms involved in the process. The recertification covers the following Eco Film® and Eco Works® products:

- Compostable Film (reg #7P0090)
- Compostable Waste Bags (reg # 7P0091)
- Compostable Shopping Bags (reg # 7P0343)



In Europe, Cortec® was pleased when its EcoCortec® plant received an AA+ certificate of credit rating excellence, one of the highest credit ratings that establishes the company as a very reliable, stable institution for business partnership.



Cortec® was also named a top player in the 2017 Global Organic Corrosion Inhibitor Market in a recent report by Fior Markets.





# Highlights from Headquarters

## On the Road with Cortec®

Cortec® reps and affiliates are constantly busy on the road, attending trade shows, visiting customers, and taking in educational opportunities. Here's a look at some of those activities that have gone on in the last six months or so.

In February, two Cortec® Regional Sales Managers attended the **Underground Corrosion Short Course** at Purdue University in Indiana. The course offered a new perspective on Cortec's innovative VpCI® treatments versus conventional methods and opened opportunities to explain the possibilities of Cortec® coatings and MilCorr® for protecting pipes and tanks awaiting installation.

Cortec® was honored by a special invitation from the Air Force Corrosion Office to present corrosion solutions at the **JSWAG-JFOWG** (Joint Services Wiring Action Group and Joint Fiber Optic Working Group) conference February 28<sup>th</sup>-March 2<sup>nd</sup>. At this invitation-only event, Cortec® was able to present several simple preventative maintenance tools to protect against common aircraft corrosion issues and talk to a range of decision makers and end users.



Mid-March, Cortec® MCI® shared concrete repair ideas and built relationships at the **ICRI (International Concrete Repair Institute) Spring Convention** in Montreal, Canada. A common topic of discussion was the use of MCI® to extend service life of existing parking garages.

March 26<sup>th</sup>-30<sup>th</sup>, Cortec® saw a huge contingent of almost 20 Cortec® employees and affiliates making significant contributions to NACE International's **CORROSION 2017** conference in New Orleans, Louisiana. The Cortec® team again dominated the Volatile Corrosion Inhibitor symposium and presented seven technical papers on many corrosion inhibiting topics.

The **Latin American Sales Meeting** was a time for Cortec® to gather with distributors from Argentina, Brazil, Chile, Colombia, Ecuador, and Peru March 31<sup>st</sup>-April 1<sup>st</sup> in Lima, Peru. The two-day meeting was a time to discuss regional business and learn about the successes, challenges, and opportunities across these countries.

Following the sales meeting, Dario Dell'Orto (VP Inter-

national Sales, Central & Latin America) traveled to Colombia to **visit Energia Integral Andina**, a longtime Cortec® distributor since 1983! The company has recently been using Cortec® products in two high-profile corrosion protection projects: 1) Protection of metallic structures at terminals of the first submarine digital cable between the island of San Andrés and continental Columbia, and 2) Protection of electronics/electricals on buses and in the operation center for the Centralized Public Transportation System of Cali.



In May, Cortec® headed to two energy sector conventions: OTC (Offshore Technology Conference) and the **LMN Gas Power Conference**. Together, these two conferences gave opportunities to share corrosion solutions for offshore corrosion issues and to understand the pulse of the power generating industry.

Also in May, Cortec® Europe was able to join Italian partner Carte Dozio at the **IVS Industrial Valves Summit**, where the team was able to share the advantages of VpCI® protection with experts and specialists from the valves industry.

At the end of July came a special opportunity for Jessi Meyer, VP of MCI® sales, to present a paper on "Organic Corrosion Inhibitors – New Build & Existing Structures Performance," at the **Brian Cherry International Concrete Symposium** in Melbourne, Australia. The symposium was presented by the Australasian Corrosion Association and featured numerous high caliber international speakers on concrete corrosion and repair topics.

During the week of September 3<sup>rd</sup>-7<sup>th</sup>, Cortec's paper on "Economic and Environmental Impact of Traditional Rust Preventives as Compared to Novel Biobased Temporary Coatings" was presented at EUROCORR 2017, the European Corrosion Congress held in Prague, Czech Republic.

These activities only begin to scrape the surface of the constant efforts and activity that is going on with Cortec® affiliates around the globe!

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# Product News

## Product Releases

**EcoAir® Mold Release** provides dual protection for metal injection molds by combining lubrication with a bio-based corrosion inhibitor for injection molds and other metal surfaces. When sprayed on the mold, EcoAir® Mold Release leaves a clear thin non-staining silicone coating that makes it easier to release rubber, plastic, or metal castings from their molds. The corrosion inhibitor component forms a molecular passivating layer to guard the mold surface against aggressive species, protecting it from corrosion during operation and storage. EcoAir® Mold Release is packaged in Cortec's environmentally friendly EcoAir® spray cans powered by compressed air.



**EcoCorr™ Water-Based Rust Preventative (RP)** is a Cortec® breakthrough in water-based RP technology. It reduces applied cost by 40% compared to a bestselling oil-based RP and is a complete replacement for oil-based RPs used for temporary indoor protection of equipment and components. It is convenient to use and easy to clean. When applied to the metal surface by dipping, brushing, or spraying, EcoCorr™ forms a clear dry film that is suitable for robotic assembly of precision machined components. In most cases, the dry film does not interfere with use and does not need to be removed.



**EcoClean® Biodegradable Scale and Rust Remover** is now a USDA Certified Biobased Product! This means the product has been third party certified as containing 100% USDA certified biobased content. The product also qualifies for federal purchasing under the USDA BioPreferred® Program. EcoClean® Biodegradable Scale Remover is effective and easy to use for dissolving heavy scale, corrosion, and naturally occurring oxides off metals. This helps improve flow in pipes and improve heat-transfer efficiency in heat-exchanger equipment while protecting against flash rust.



Custom-made **CorrTainer®** boxes powered by Nano VpCI® are now available on demand from Cortec® Coated Products. With the installation of its state-of-the-art box making machine, Cortec® was able to overcome the previous challenges of outsourcing, which required large minimum order sizes. Now Cortec® can fill custom quantity and size orders of this unique corrosion inhibiting box. VpCI® molecules coated on the linerboard fill the enclosed space within the box and form a protective layer against corrosion on metal parts packaged inside the CorrTainer®, making it a practical and convenient packaging option for metal parts.





# Product News

**EcoWeave®** is another demonstration of Cortec's ingenuity, innovation, and persistence with the recent successful quest for in-house production of this durable tarp-like film. EcoWeave® can be used to protect expensive, heavy raw metal materials and finished products against corrosion. EcoWeave® is extremely durable, yet lightweight and versatile. With its new in-house production capabilities of EcoWeave®, Cortec® will have more flexibility to serve specialized user needs for custom sizes or smaller orders than were previously possible when Cortec® only outsourced production of a few standard stock sizes of EcoWeave®.



**EcoAir® Graffiti Remover Enhanced with Nano VpCI® Technology** is a semi-viscous liquid used to remove graffiti, inks, and paints from metal, concrete, and wood. The liquid contains a corrosion inhibiting compound to prevent flash rusting and discoloration of metal surfaces after graffiti removal. Because it is packaged in an environmentally-friendly EcoAir® bag-on-valve spray can, the product is dispensed by compressed air without the use of CFC or HCFC propellants that would affect the ozone layer.



## In the Media

### Publications

Cortec® experts have been busy writing white papers this year that go into more detail about Cortec® technologies in a range of applications:

- [Power of Diminishing Particle Sizes](#) (i.e., Nano VpCI®)
- [Prolong Reinforced Concrete Service Life with MCI® Admixtures](#)
- [Seawater Rinsedown Testing of EcoShield® 386](#)
- [Saturn V Rocket Engine Conservation](#) (using FlashCorr® and VpCI®-377)
- [Cortec® S-15 as an Alternate to Hydrazine Treatment in Steam Generating Systems](#)

Cortec® corrosion solutions have also appeared in a number of recent trade publication articles:

- [Uncovering Hidden Aspects of Electronics Corrosion Protection](#) (Electronics World, March 2017)
- [Implementing Corrosion Inhibiting ESD Paper into the EMS Process](#) (Electronics Connecting Industry, April 2017)
- [Turning the Tables on Valve Corrosion](#) (ValveMagazine.com, May 2017)
- [Battling Corrosion with Vapor Corrosion Inhibiting Coat-](#)

[ings](#) (CoatingsTech, June 2017)

- [A Clean Start](#) (World Pipelines, July 2017)
- [Corrosion inhibitors: protecting your space](#) (The Australian Pipeliner, July 2017)
- [Aiming for Extended Service Life with Migrating Corrosion Inhibitors](#) (Shotcrete, Summer 2017)
- [Preparing Structural Steel Surfaces for Painting, Coating Standards](#) (The Fabricator, August 2017)

Several white papers presented by Cortec® affiliates at the NACE International CORROSION 2017 conference were also published in a supplement to the NACE Materials Performance magazine in June 2017. They can be read online at the following address: [https://www.cortecvci.com/Publications/Papers/June17\\_CortecSupp\\_FullProof\[6\].pdf](https://www.cortecvci.com/Publications/Papers/June17_CortecSupp_FullProof[6].pdf)





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## New Brochures and Websites

Cortec® continues to produce new brochures that highlight Cortec® product lines, programs, or places. Here are some of the brochures and websites that have been released or updated this year.

### Brochures

Cortec® Corporate Brochure: [https://cortecvci.com/About/worldleader/corp\\_broch.pdf](https://cortecvci.com/About/worldleader/corp_broch.pdf)

MCI® Technology Brochure: <https://www.cortecvci.com/Publications/Brochures/MCIBrochure/MCI.pdf>

Cortec® VpCI® Additives: [http://cortecadditives.com/wp-content/uploads/2017/04/Additives\\_Brochure\\_04-2017.pdf](http://cortecadditives.com/wp-content/uploads/2017/04/Additives_Brochure_04-2017.pdf)

VpCI® Additives for Cleaners and Degreasers: [https://www.cortecvci.com/Publications/Brochures/VpCI\\_Additives\\_CleaningDegreasers.pdf](https://www.cortecvci.com/Publications/Brochures/VpCI_Additives_CleaningDegreasers.pdf)

CorteCros® Brochure: [https://www.cortecvci.com/Publications/Brochures/CorteCros\\_Brochure.pdf](https://www.cortecvci.com/Publications/Brochures/CorteCros_Brochure.pdf)

VpCI® Additives for Coatings and Paints: [http://www.cortecvci.com/Publications/Brochures/VpCI\\_Additives\\_Coatings\\_03-2017.pdf](http://www.cortecvci.com/Publications/Brochures/VpCI_Additives_Coatings_03-2017.pdf)

VpCI® Plastic Recycling Service: [http://cortecrecycling.com/wp-content/uploads/2017/07/Recycling\\_Brochure.pdf](http://cortecrecycling.com/wp-content/uploads/2017/07/Recycling_Brochure.pdf)

VpCI® Additives for Plastics, Elastomers, and Adhesives: [http://www.cortecvci.com/Publications/Brochures/VpCI\\_Additives\\_Plastics\\_Elastomers\\_Adhesives.pdf](http://www.cortecvci.com/Publications/Brochures/VpCI_Additives_Plastics_Elastomers_Adhesives.pdf)

VpCI® Additives for Deicing Salts and Fluids: [https://www.cortecvci.com/whats\\_new/announcements/VpCI\\_Additives\\_Deicing\\_Salts\\_and\\_Fluids.pdf](https://www.cortecvci.com/whats_new/announcements/VpCI_Additives_Deicing_Salts_and_Fluids.pdf)

VpCI® Additives for Fuels, Crude Oil, and Natural Gas: [http://www.cortecvci.com/Publications/Brochures/VpCI\\_Additives\\_Fuels\\_CrudeOil\\_Natural%20Gas%20.pdf](http://www.cortecvci.com/Publications/Brochures/VpCI_Additives_Fuels_CrudeOil_Natural%20Gas%20.pdf)

VpCI® Building Blocks and Additives for Water Treatment Formulations: [http://www.cortecvci.com/Publications/Brochures/VpCI\\_Additives\\_Building\\_Blocks\\_Water\\_Treatment.pdf](http://www.cortecvci.com/Publications/Brochures/VpCI_Additives_Building_Blocks_Water_Treatment.pdf)

### Websites

Cortec® Additives Website: <http://cortecadditives.com/>

New Perspectives in Corrosion Protection from Cortec® MCI® Website: <https://www.cortecmci.com/>

## Cortec® Snapshots



State-of-the-art warehouse Cortec® Middle East uses to store Cortec® products in Dubai.

# Cortec® Snapshots

## Cortec® University



Cortec® University is intended for the Cortec® distributor salesperson or Cortec® employee that is ready to take the next step to being a Cortec® champion. Attendees came from as far as the UK to be part of the Cortec® University Class of July 2017 at Cortec® Headquarters, where they learned more about Cortec®, its product lines, and what makes Cortec® stand out as an industry leader. The program included Cortec® history, technical sessions, sales pitch practice, hands-on problem solving, and manufacturing and lab tours, among other sessions. (For more information about the next Cortec® University, contact Lara Nichols: [LNichols@cortecv-ci.com](mailto:LNichols@cortecv-ci.com).)

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## Cortec®, Ecocortec® and Cortecros® activities at Eurocorr 2017



Ivan Rogan (center) represented Cortecros® at EUROCORR



Cortec® was pleased to participate in EUROCORR 2017, which took place in Prague, Czech Republic, September 3<sup>rd</sup>-7<sup>th</sup>.



# Cortec® Snapshots



Dr. Behzad Bavarian gives a presentation at EU-ROCORR on VpCI® Alternatives to Hydrazine.



Ivana Radic Borsic and Ana Juraga greet guests at EUROCORR.



Ivana Radic Borsic and Ana Juraga greet guests at EUROCORR.



Regional Sales Managers Bob Dessauer and Jessica Carpenter-Glanz at the Purdue University Underground Corrosion Short Course in February.



Jessi Meyer, VP of MCI® Sales, presents a 19 page paper on organic corrosion inhibitors for concrete structures at the Brian Cherry International Concrete Symposium in Melbourne in July.



Ivana Radic Borsic (center) with Cortec's Italian partner Carte Dozio at the Industrial Valves Summit in Bergamo, Italy.

# Tradeshows



## SEPTEMBER

*ISSA/INTERCLEAN North America (Bionetix®)*

September 11-14, 2017

Exhibits: September 12-14; Booth #1370

Las Vegas Convention Center

Las Vegas, Nevada

<http://show.issa.com/issa-2017-save-the-date/#prettyPhoto>

*AWT 2017 Annual Convention and Exposition*

September 13-16, 2017

Devos Place and Amway Grand Plaza Hotel

Grand Rapids, Michigan

<https://www.awt.org/annualconvention17/>

*Cortec® 2017 World Sales Meeting*

SEPTEMBER 13-16, 2017

Saint Paul, Minnesota USA

<http://www.cortecwsm.com/>

## NOVEMBER

*2017 ICRI Fall Convention*

November 15-17, 2017

Hyatt Regency New Orleans

New Orleans, Louisiana

<http://www.icri.org/event/2017FallConv>

## DECEMBER

*POWER-GEN International*

December 5-7, 2017; Booth #9406

Las Vegas Convention Center

Las Vegas, Nevada

<http://www.power-gen.com/index.html>



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