



# Croatian Wings Newsletter

*"All our dreams can come true; if we have the courage to pursue them."*

— Walt Disney

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# Cortec® Corporation European Sales and Strategy Meeting in the Heart of the Mediterranean!

European Sales and Strategy Meeting was held in one of the most beautiful European cities, Split, welcoming over 70 attendees. The meeting was held from October 11th to October 13th, in 5-star, Radisson Blu Resort & Spa. Luxurious Radisson hotel is overlooking the Adriatic Sea and the Dalmatian Islands as we wanted our guests to have full Mediterranean experience. Our friends and partners came from all over Europe as well as USA and MEA to join us for this legendary three day event. The meeting started with the traditional welcoming party at the hotel. On Thursday morning, all the participants gathered for busy day of sessions. After the kick-off presentation and welcoming speech of Cortec's CEO, Boris Miksic, numerous presentations followed including VP of sales for Europe, Ivana Radic, Cortec's VP of Sales, Cliff Cracauer, Dijana Zrinski, General



Manager of EcoCortec® and many more. Presenters shared their forecasts, new projects and achievements as well as exchanged experiences from the last 2 years. We learned about many interesting case histories and engaged in various discussions. Cortec® European team was very pleased to welcome new distributor Jakob Schober from Germany who gave their first presentation.

Our attendees were taken on a tour of CorteCros® production facility and warehouse in harbour near Split.



**Our attendees were taken on a tour of CorteCros® production facility and warehouse in harbour near Split.**



Global trends and future plans were also discussed with great interest. All of the participants had the opportunity to ask questions and cover more topics live as well as exchange experiences on different subjects. Very special part of the agenda was the awards ceremony: “Best European Distributer Award”. Our long time Swedish distributor, Tribotec, won first place award for Cortec® and EcoCortec®. They were followed by Presserv and Carte Dozio for both companies. We congratulate our winners, keep up this great work! Later, our guests were given the tour of solar powered CorteCros® facilities located in harbor near Split. They got an overview of new expanded production facility, lab and warehouses. Of course, there was a room for fun and socializing as well as enjoying Croatian restaurants with authentic



**Congratulations to our Swedish distributor Tribotec for winning best distributor award.**



Dalmatian meals. Our crew didn't skip traditional singing of Croatian songs which is a favorite part of our CEO Boris. Especially emotional moment was Boris' birthday celebration with cake and fireworks. Everybody sang “Happy birthday” and wished him many more happy years with his dear wife Ines. Many guests took their time to explore Split and enjoy it's unique mix of architecture and history on every corner. We hope everybody enjoyed this special time in Croatia and see you next year at our World Sales Meeting.



**Ines and Boris cutting Boris's birthday cake.**



# New Cortec® Corporation European Operations and EcoCortec® Global Sales and Marketing Offices in Zagreb

Our Zagreb team has recently moved to new office location: Cortec® Corporation European Operations and EcoCortec® d.o.o. Global Sales and Marketing. Our sales, marketing and product development teams in Zagreb are now located in the elite part of the city situated on green hills above the city center. The offices are located on 350 m2 of an urban villa which houses a small corporate hotel on the upper floor. This onsite lodging also serves for our colleagues and

partners who visit us in Zagreb and are now able to stay close to our offices. The villa houses a kitchen area and modern conference room for business meetings. Medieval castle of Medvednica mountain located nearby allows our guests to enjoy Zagreb's most attractive locations in addition to the complete peace and privacy of the villa's own park and forest. These new offices mark a new phase in the growth of the Croatian Cortec® family.





# New Lab Equipment to Expand our Testing Capabilities

Our plant has recently added new laboratory equipment to expand our testing capabilities. The main purposes of installing new equipment is to expand our lab, our testing capabilities and provide better onsite technical service, as well as to conduct testing in accordance with certain ISO, ASTM, and NACE standards. EcoCortec’s new equipment for 2023 consists of an FTIR, Gamry Potentiostat, GC-MS, Sieve Shaker, salt spray chamber, humidity chamber, UV chamber, dart drop impact tester, polishing machine, and moisture tester. We are very pleased that our plant will now be able to conduct 25 tests in house.

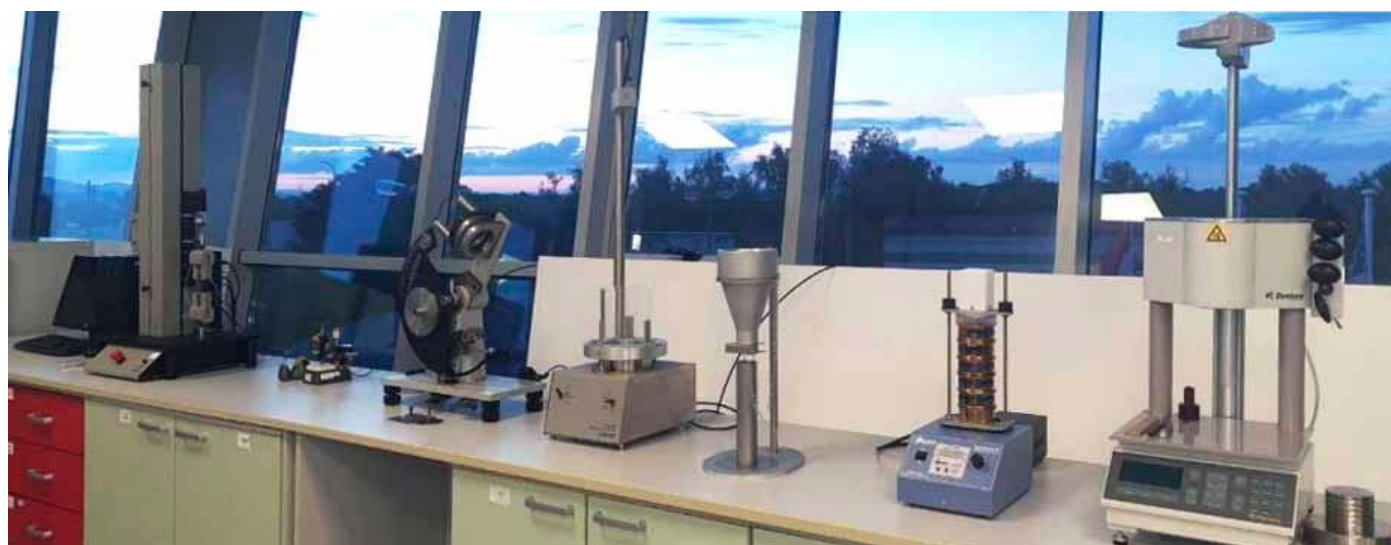
In order to improve our internal resources as well as provide more quality services to our customers in EU and beyond, our laboratories at EcoCortec® and CorteCros® are now used for testing requests coming from customers.

Beli Manastir lab is responsible for technical support of packaging product lines. We are proud that EcoCortec® lab applied for ISO 17025 certification. Group of our experts is also responsible for the new



**Plug polisher for VIA testing according to NACE TM-0208 or Cortec® method.**

product development using innovation ideas. We have many new innovative products in development and are excited to share them with you in the future!



**Left to right ; Oakland Instrument MT-1528 for Tensile Strength/Elongation, Elmendorf Tearing Tester, Oakland Instrument for Dart Drop Impact (new), SCITEQ bulk density tester, Gilson Company Performer III 3” Sieve Shaker SS-3 (new), Dynisco D 4002 Melt Flow Indexers.**



# 'Circular Economy' at EcoCortec® - New Plastics Recycling Center

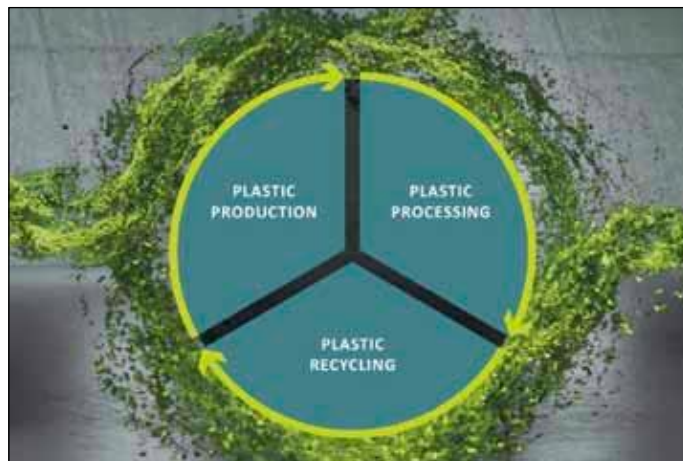


## New Erema regranulation machine reprocesses plastic scrap and waste onsite.

Recently, our team installed a state-of-the-art Erema regranulation machine to reprocess plastic scrap and waste onsite. Our customers and other local businesses are invited to bring their used plastic bags to Beli Manastir for recycling into new materials. Main goal of this initiative is focusing on "circular economy" and prolonging the lifetime of materials made at the plant.

We have started reprocessing plastic waste from four main sources: 1) Scrap from in-house production 2) Used packaging from incoming shipments at EcoCortec® 3) Used packaging from incoming shipments at several local companies who have previously agreed to collect packaging waste

for us 4) Used VpCI® Films and Bags from EcoCortec® distributors and end users who can earn reprocessing credits by sending the materials back for regranulation. Our team adds the recycled content back into VpCI® Films and Bags and will add 30% recycled content back into our VpCI® Films upon request. The plan is to extend this high level of recycled content to all standard VpCI® Films as the volume of recyclable materials increases. Following this, we are on our way to achieving the



European goal of incorporating 35% recycled content into plastic packaging by 2030. Our whole team is super excited for this project and we invite everyone to take advantage of the opportunity and become part of our new program. By extending the life of materials in our products we want to provide circular economy model at the highest level. Our efforts were also recognized by largest financial Institutions. We are proud that "Privredna Banka Zagreb", member of Intesa Sanpaolo Group has supported EcoCortec. As Vedrana Jelušić, a

board member of PBZ, stated: "When you need to engage in much more technical discussions, you become really interested in learning how the company's new production will impact the environment. When we learned about the new technology – which would increase the capacity

of production, serving to increase product life, but at the same time reduce waste – we were very excited by the opportunity to work together with the company to design the financing that would suit them best." EcoCortec's General Manager, Dijana Zrinski gave a presentation on this topic at Intesa Panel. She also gave podcast interview with Giuseppe Ferraro, Head of ISB Corporate & ESM Department about the project and Intesa Sao Paolo efforts to support circular economy.



# Delegations with Prefect of Osijek-Baranja County Visit EcoCortec® and CHQ

Mayor of Beli Manastir, Tomislav Rob and prefect of Osijek-Baranja County, Ivan Anušić visited our plant and were given the tour of new expanded facilities and overview of new company's investments. EcoCortec's team and its owner Boris Miksic always had good relations with local government of Baranja and are fully supported by municipalities and regional government. "We planned to visit Mr. Miksic's investment in Croatia for a long time. I am truly



impressed as this company demonstrates that it is possible to achieve excellent results with innovative projects and dedicated work. This is the first American investment in our region and more are coming. EcoCortec® is truly an example of how entrepreneurship should function. Innovation, care for the environment and the future, as well as care for employees and the community are the basis of its business.

EcoCortec® offers high-quality, unique product on the world market. I am proud that these investments are here, because the employees are extremely satisfied with their workplaces and the plant leadership takes great consideration towards the community. The example of how Mr Miksic's company operates should be followed by many other entrepreneurs in our country, especially when it comes to providing good working



Delegation with prefect of Osijek-Baranja County toured the plant and met our team.



conditions which is why they don't have a problem with a lack of labor force. This is a problem that more and more companies are currently dealing with in Croatia. A lot can be learned from Mr. Miksic, his companies and a way of leadership", said prefect, Ivan Anusic.

In September, during his official visit to the United States, he also visited Cortec's headquarters in St. Paul, Minnesota, where he particularly highlighted the role of Croatian-American entrepreneurs in strengthening the Croatian economy. Our COO

Kornelija Zvecevac also visited CHQ in September. The goal of this mission was to encourage economic development and positive relations between Croatian Baranja region and the U.S. Delegation met with investors informing them of the attractive opportunities for development in the region and opened new exciting opportunities for mutual academic engagement. The prefect of Osijek Baranja County, Ivan Anusic, led the trade mission, joined by his deputy, secretary, chief of staff, county head of education, and embassy economic advisor. Later the group expanded to include Mykola Megits from the Minnesota Trade Office and Andrea Neumann, the current Croatian consul in Minnesota. The delegation toured HQ plant and discussed opportunities for potential further development in the Baranja region. They also made plans for exchange program for students from Beli Manastir and Cambridge. This trip is a valuable example of cooperation between two countries as well as cooperation between companies and governments for mutual benefit.



**L to R: Mykola Megits (MN Trade Office), Branka Pazin (Embassy Economic Advisor), Ivan Hampovcan (Baranja County Secretary), Cliff Cracauer (EVP Sales & Marketing), Ivan Anusic (Osijek-Baranja County Prefect/Governor), Kornelija Zvečevac (EcoCortec® COO), Pjer Šimunović (Croatian Ambassador), Tim Bliss (CAF Production Manager).**





# EcoCortec® Plant is Solar Powered!

We are more than proud that EcoCortec® plant has become 70 % solar powered! New solar panels for energy production are currently being installed and the plant is now generating electricity from the panels. The solar panels are used to power EcoCortec's manufacturing facility. By using a solar power system, EcoCortec® is able to achieve significant savings from energy costs. Panels enable a practical way to produce electricity for many applications. This renewable energy system can provide power for upwards of three decades if properly maintained. One of our main missions is utilizing environmentally responsible technologies and therefore we use sustainable resources in product development and our operations wherever possible. This green transition to carbon neutral plant and adjustment to our own energy resources is EcoCortec's latest step in our circular economy model.



Installing solar panels on the roof of EcoCortec® plant.

## Šejla Zukić,- New “Product and Market Development Specialist” for Europe

We are more than happy to present new addition to our growing Cortec/EcoCortec® family, Šejla Zukić, our new Product and Market Development Specialist for Europe. Šejla will be responsible for development of new products for EU market (with focus on green and biobased solutions), research and development of EU market needs and technical support in German for DACH region. She is also part of our technical support team from Croatia for the European market. Her goals include finding best solutions



for developing biobased & green products, to applying her skills in practice. Šejla graduated from Faculty of Chemical Engineering and Technology in Zagreb as Master in Material Science and Engineering. She

has experience in coating industry and is skilled in coating formulations for decorative products and products for metal (water-based & solvent-based). She also has a wide practical experience and technical knowledge of material characterizations, coloristic measurements, rheological characterization & electrochemistry. Šejla is passionate about connecting theoretical knowledge with engineering mindset and especially about connecting with customers and end-users to find best solutions for

both sides. Her great practical and communication skills from previous years will help to do that in fastest way possible. Welcome Šejla and we are happy that you became part of Cortec® family!



# Gala Dinner Event in Honor of 25 Years of AmCham Croatia

Boris Miksic and his wife Ines attended Gala dinner event in honor of 25 years of AmCham Croatia. The American Chamber of Commerce in Croatia celebrated 25 years of operations. They have been connecting business leaders, advocating for competitive business environment and contributing to development of Croatian economy and society for the last 25 years. Gala celebration was held on October



4th at the Vatroslav Lisinski concert hall with a performance by the Zagreb Philharmonic Orchestra. Boris and Ines attended the event and spent a nice evening among most prominent people in Croatian public life. AmCham is strongly integrated into the Croatian business community, therefore this was an excellent opportunity to socialize and start interesting conversations. Most of AmCham's work today relates to the work of committees on proposals for improving the business climate. They are important voice for business and help in making Croatia more competitive and innovative. As a part of this community we find many opportunities very useful and will continue to be an active member of American Chamber of Commerce.



# EcoCortec® - Fourth in "20 Top Global Projects Made in Croatia"!

More good news for our EcoCortec® team came from Lider Business Magazine. Our plant has been listed fourth recently among "20 top global projects, made in Croatia" by Lider magazine. Lider is one of the most prestigious business magazines in Croatia, therefore this recognition comes with even more value. Our enthusiasm and dedication for creating and producing green innovative, technologies for corrosion protection as well as our business model has been an example for many other Croatian companies. This is such a wonderful confirmation for our hard work and motivation for the future.

TEMA, TJEDNA

## 20 vrhunskih globalnih projekata 'made in Croatia'

U Ogulinu će uskoro raditi najveće svjetske tvornice laminata i gelata, kod Velike Gorice je najveća europska tvornica baklava, JGL-ov Aqua Maris zauzima devet posto svjetskog tržišta, specijalna stočna hrana iz Petrijana nema konkurenciju, kod Slatine je jedinstveno postrojenje za preradu bobica i proizvodnju biljnih proteina, Nevera je najbrži električni automobil na svijetu...

ODI: SOFIAN LETKIN  
PRIS: ANTONIJE KRALJIC

**H**rvatska je poznata po svojim jedinstvenim proizvodima poput maslinovog ulja, masla, proizvoda od lanca, pačnog sira, raznoiranih narđevica i marmela, tradicionalne odjeće, znanstvenih stakala, likera i vina. Ti proizvodi odavno su prešli granice kulture i postali su dio našeg života. To je odgovor jednog od alata iz područja proizvodnje koji su među liderima na svjetskom tržištu, ili su originalni i jedinstveni. Našim AI partnerima, spomenuli smo najveću europsku tvornicu baklava kod Velike Gorice, jedinstveno postrojenje za proizvodnju biljnih proteina kod Slatine, gradnja najveće tvornice drvenih podova na svijetu, koja se gradi u Ogulinu. Kao što pitati za sličnu prijavu, dobili smo odgovor: "Zao mi je, ali nisam uspjela pronaći druge primjere hrvatskih tvrtki s jedinstvenim proizvodima ili velikim inovacijama. Međutim, i sad je uslijedila prijava s početka korone sa hrvatskim percipira kao zemlja mesa i stana koje je uspješno prošlo kroz maslinov ulje, pačkom sira, lanca i suncobranu. Tako smo poslali u hrvatskim tvrtkama proizvodima morali istražiti pronaći starije, posebno zabavljivi pravilna strela - na onem oimaleg ređa, međutim pronašli smo nekoliko arhiva i starije razgovore s inovacijama i kolegama.

**Hrabrost i izvoz**  
Dobili smo dvadeset vrhunskih projekata. Neki su od njih svojim porijeklom sa globalnim ili regionalnim tržištem, a neki su lokalni i regionalni. S druge strane, to su kompleksi

inovacija i inovativni, nego originalni. Šta takve tvrtke stvare sa svojim resursi, uslojem previle zaradom i razvojem i razvojem i ekonomijom? - Znači, mnogi su pokušali da postave nešto, ali nisu prave gospodarske inovacije. Tvrtka je završila i jedna aktivnost koja za jedinicu na dugi rok pruža više koristi od početka. Na dugi rok mijenja filozofiju nije to najjednostavnije od razvoja proizvod koji im daje granicu koristi veća. Ili barem jednaku cijenu koji sa njega mogu platiti, dobivajući osvajaju ekonomsku korist i poruku proizvod i usluga tih tvrtkana, djelujući dobivaju plaću, kreditni limit na odobrenje kreditne država javna, a vlasnici dobivaju, inčeje dila i laska plaća svojih bionica koji su kredit - odgovore korekturne. Andrej Grubičić iz tvrtke Grubičić i partneri i dođer:

### DVADESET VRHUNSKIH PROJEKATA IZ HRVATSKE

<p><b>1. ZINTEC</b> Institut za nuklearna istraživanja, aktiviraju tvrtka u velikom Duku i Zrinjevac, u velikom je prvi u svijetu u istraživanju tehnologija za upotrebu nuklearne, u kojima se nalaze tri staze i veličina, a raditi u području proizvodnje u Hrvatskoj, više u dijelove tvrtki u koje ne mogu. Uspjeh zbog visokog stupnja razvoja.</p>	<p><b>2. RIMAC GROUP</b> Nevera i Bugatti hrvatske su tvrtke, razvija se proizvodnja baterija, i grupa koja razvija u Milanu, Bredam i grupama razvija proizvodnju i razvijaju, automatski električni vozila (bez vozača). Bude li sve prava stvar, Zagreb će biti među prvima gradovima s takvim pripremom.</p>	<p><b>3. NEW BAKERY</b> Britanska tvrtka od 2014. u Lukovcu osvojila od velike Gorice proizvodnju baklava. Prvi dvoje godine obrata je novi pogon kojim je postala najveća tvornica baklava u Europi, s globalnim proizvodnjom od 25 milijuna komada baklava, od kojih se više od 95 posto izveze.</p>
<p><b>4. ECOCORTEC</b> Prikladnije otvaranje pogona za preradu polimera u Bionu Marušić, kompanija Bionu Marušić, sustavima njegovim američkoj Corintex, postala je najveća tvornica za proizvodnju stakala i stakala u Europi.</p>	<p><b>5. DMCO CROATIA</b> Tvrtka iz Huma na Sutli koja posluje u sklopu britanskog Dmco najveći je svjetski proizvođač stakala za izradu staklene arhitekture.</p>	<p><b>6. KLIMAOPREMA</b> Tvrtka Tomislava Rakavine i prije pandemije radila je nula u Bionu s velikim prostorom (svoji koha). Danas je jedna od najvećih europskih kompanija u osvajanju velikih prostora.</p>
<p><b>7. OPREMA</b> Tvrtka iz Bionu iz Lučice je među top pet proizvođača aparata za hladnjače i hladnjače preko na svijetu.</p>	<p><b>8. DECEUNINCK</b> Jedna od vodećih svjetskih proizvođača PVC profila otvorena je novi poslovni proizvodni pogon u Drenju (Bionu), zajedno najveća tvornica za laminaciju PVC profila u ovom dijelu Europe.</p>	<p><b>9. SPIDER GRUPA</b> Tvrtka iz Bionu iz Lučice otvara u Kladanu novi Pitanje najveća tvornica u Europi i najviša jedna od najvećih u Europi.</p>

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