



# Croatian Wings Newsletter

*"Good, better, best. Never let it rest. 'Til your good is better and your better is best."*

*St. Jerome*

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# Welcome Mercamer Oy- New Distributor in Europe for Finnish Market!

EcoCortec is happy to announce new distributor in Europe. Finnish company, Mercamer Oy has signed a distributor agreement with Cortec® Europe for the Finnish market. With 28 M EUR turnover Mercamer Oy is one of the leading brands in packaging business. Their large success is mostly based on their ability to fulfill customer's individual needs. The company has long term customer and supplier relationships and highly skilled and motivated personnel. Mercamer Oy offers customers total packaging services and their portfolio covers services from designing, analyzing to standardizations. From materials from corrugated carboards, PE-films, PE-bags, packaging shields and supplies, straps, tapes, to machines. During mid-February, Mercamer's



## MERCAMER OY

leadership: Juha Pietila - Sales Director, Sami Hietanen - Managing Director and their Category Manager- Mikko Lindevall spent few days in EcoCortec' plant in Beli Manastir where our team has showed them the plant and demonstrated EcoCortec's manufacturing processes, products and assortment and gave them an overview of Cortec's packaging products and solutions. We are happy Mercamer Oy's Management team recognized the quality of EcoCortec® and our VpCI® packaging and we wish them a warm welcome to our Cortec® Family!



Mercamer's Management in EcoCortec's laboratory located in the plant's facility in Beli Manastir.



*New Improvements in Croatian Plant:*

# EcoCortec® Offers Rapid-Response Shipping!

EcoCortec is pleased to offer rapid response, same-day shipping for most of its standard VpCI® products. EcoCortec's clients can now place an order for any of the standard products from the plant's rich assortment of environmentally safe VpCI® solutions providing premium corrosion protection. EcoCortec's customers simply need to submit their orders before noon and request same-day shipping of any of standard EcoCortec's stock items.



Our clients are EcoCortec's priority and we are working hard on improving our shipping services. Our plant continues to grow and export its products to EU, Asia and USA. Rapid-Response Shipping is our latest step taken to ensure our clients enjoy premium customer experience and have their products delivered immediately to protect their valuable assets from corrosion. We are happy to be able to provide customers with rapid response shipping of stock corrosion solutions for packaging, oil and gas, water treatment, renewables and numerous other industries.





# BIOCOMPACT Project: EcoCortec® at GAST Fair in Split



Tourism is one of the most propulsive industries both in the world and in Croatia. There are numerous examples of developmental and different challenges, and the need for new content that is year-round and sustainable has already launched many new activities and projects. As part of the BIOCOMPACT project EcoCortec was present at GAST Fair in Spaladium Arena in Split. This most significant gastro event in Croatia has been heavily expanding for the past few years. The conference program includes three panels and EcoCortec was present at the panel: “The future of plastic-free tourism” which is one of the main messages of this year’s GAST 2020 fair as well as the topic of the third panel. Discussion took place by representatives of the Tourism and Maritime Administration of the County Chamber of Commerce, CCE - Split County Chambers, Public Institutions of RERASDZ, EcoCortec, Institute for Organic Technology Chemical of the Faculty of Technology and the company Purity and Radisson Blu. We also presented our environmentally safe packaging at the fair.

BIOCOMPACT is €1.95 million European project, a project which is supported by the Interreg CENTRAL EUROPE Programme, and funded under the European Regional Development Fund. The main goal of the project in which 10 international partners are taking part, is to prevent the hazardous environmental impact of conventional plastic materials discarded in the environment, as well as to promote sustainability and innovative technologies.





EcoCortec® Signed a Contract for EU Funded Project:

# Establishing a Complete IT System for Monitoring of Business Processes



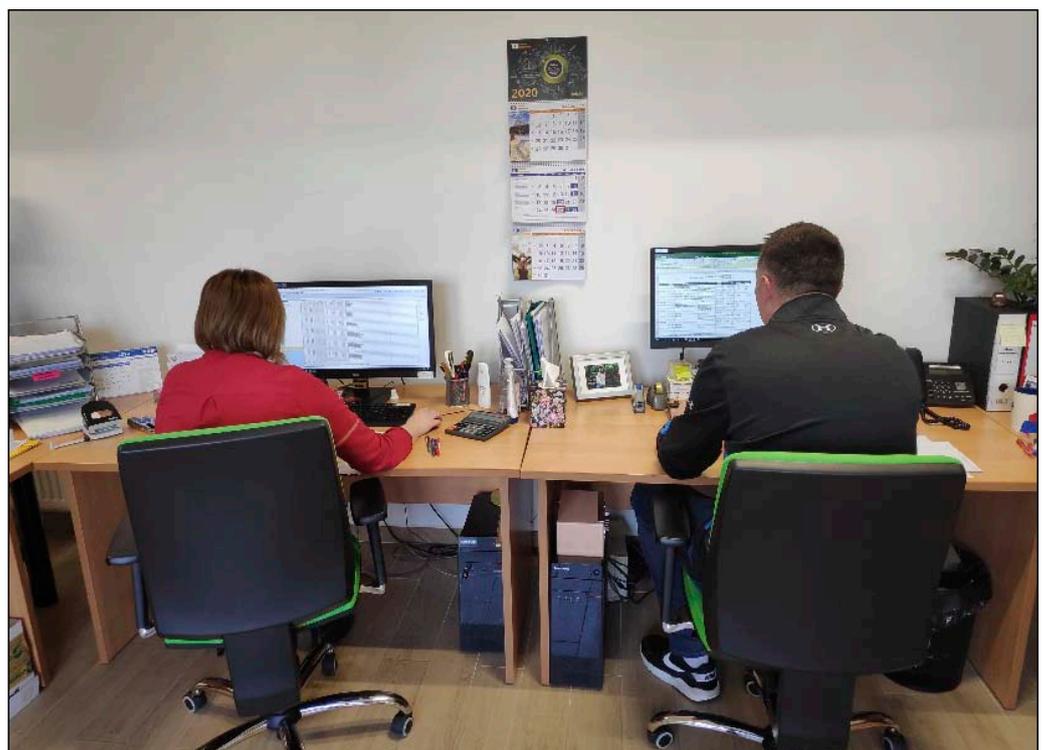
**Trends and Opportunities**



## Project funded by the EUROPEAN UNION

EcoCortec’s Management has signed a grant agreement for project funded by EU funds in the 2014-2020 financial period. The goal of this project is improving the competitiveness and efficiency of SMEs through information and communication technologies (ICT). The implementation of the project will improve the existing and introduce a new ICT solution to optimize business processes. In this way, EcoCortec will contribute to the development of micro, small and medium-sized enterprises in the area with developmental features of the Republic of Croatia, which fulfills one of the priorities of the Operational Program Competitiveness and Cohesion. The project is also coordinated with local, regional and national strategies and their priorities. More efficient production creates the opportunity for additional employment. We are very

happy with this new developments as we want to be more efficient and utilize higher level of IT solutions.





# New Product Development Upon Customer Request!

EcoCortec has developed a new product Cortec® VpCI®-126 FR upon a request of a large customer.

Cortec® VpCI®-126 FR combines the market's top quality VCI film with the added benefit of flame resistance for dual protection of metals during storage or shipment. Newly manufactured metal parts or valuable equipment on standby are already at risk for corrosion in the presence of oxygen, salt, excessive humidity, condensation, moisture, and aggressive industrial atmospheres. In some environments, the risk for fire is also elevated. When both concerns are present, an excellent solution is to package metals in VpCI®-126 FR sheeting, tubing, or bags to resist both fire and rust. VpCI® -126 FR adds another dimension to basic VpCI® - 126 packaging



by the inclusion of flame-retardant additives. Some situations, such as warehouse settings or environments with flammable materials, require extra precautions against fire. In these cases, personnel can wrap their metal parts and assets in VpCI®-126 FR for flame resistance. This not only reduces the risk of packaged items being destroyed by fire but also reduces the risk of fire spreading in a warehouse full of flame-resistant packages. VpCI®-126 FR has been thirdparty tested and found to pass NFPA 701-2010 "Fire Test for Flame Propagation of Textiles and Films," Test Method 2 (Flat Configuration). With its fire-resistant properties, users of VpCI®-126 FR also have the opportunity to fight the flames where a higher risk of fire is of concern!



# Cortec® Europe Academy: Distributor Training Held in Zagreb, Croatia!



Cortec® Europe team hosted a training session for the new members of Presserv Scotland. Team of five visited Zagreb, Croatia for a three day training to extend their knowledge of VpCI solutions and products. Through different sessions and topics presented by Cortec's VP of Sales for Europe, Ivana Radic, attendees had a chance to learn about company organization and global sales, VpCI technology and testing methods, VpCI packaging concepts, basics on film extrusion and more. Mr. Ivan Rogan, General Manager of CorteCros gave the presentation covering CorteCros' operations and applications in the oil and gas industries. Marketing Manager, Ana Juraga introduced Cortec's marketing activities and demonstrated how to navigate Cortec's website while Customer Service Manager, Tihana Vidovic, presented EcoCortec operations and future expansion plans for our manufacturing facility in Beli Manastir. Our guests also visited University of Chemical Technology and Engineering where professor Sanja Martinez talked about major forms of corrosion in the oil & gas production industries, corrosion inhibitors and corrosion monitoring of the crude oil corrosion. During the last day the attendees visited Materials Protection laboratory at University of

Mechanical Engineering. During the laboratory visit, professor Ivan Stojanovic gave a presentation on the effect of VpCI® chemical pre-treatment on adhesion of organic coatings followed by practical workshop that included humidity chamber testing, salt spray chamber testing procedures, immersion test and VIA tests. We welcome our new partners to Cortec family and we hope that training program will greatly help them in their better understanding of VpCI® technology, applications and their work in general. We wish them a lot of success in the future and happy selling!





# Field Visit to Beli Manastir Facility: *Students from Faculty of Mechanical Engineering and Naval Architecture Visit EcoCortec® Plant!*

Last week EcoCortec® was happy to welcome students from the Department of Production Engineering at the Faculty of Mechanical Engineering and Naval Architecture of the University of Zagreb. Students visited EcoCortec's plant in Beli Manastir as part of their field class. This field visit was part of the course on "Mechanisms of Corrosion Protection." During the one-day visit students were given a tour of the



Our team introduced preparation of raw materials, process of extrusion as well as converting of extruded VpCl® products to students. Our young guests also had the opportunity to learn about the regranulation process in which scrap material generated in production is reprocessed and re-used in extrusion processes. After the tour of the facility, students visited EcoCortec's ISO 17025 certified in-house laboratory, which performs quality control of each batch produced. It was a great pleasure to

welcome young enthusiastic students and introduce Cortec's technology and our plant to them. EcoCortec® proudly cherishes its long-term cooperation with scientific community and these kind of student visits are also a great way of sharing corrosion solutions with future engineers. We are certain that they have found this visit interesting and educational and we hope to maybe see some of them as future EcoCortec employees!





# American Dreamers- Zvecevac Family Exploring Disney Parks in Orlando: Where Imagination Meets Nature!

Every year individuals who have demonstrated excellence in their roles over the long term are considered for Chairman Award. EcoCortec's Office and Operations Manager, Predrag Zvecevac was this year's receiver. He received it for excellence in purchasing and vendor relationships. This winter he and his family went to an amazing trip to Orlando Florida and had a blast. The family of five has stayed at 5 star Hilton Grand Vacations Club located near famous SeaWorld Park. They spent a week full of adventures, exploring beauties of Florida including Disney Parks and famous theme and marine zoological park Sea World. Rides and coasters, infinity falls and captivating world of sea mammals left them with impressions with stories to tell for a long time. They will always cherish this amazing trip deciding definitely to come back to Florida again!

