



April 12, 2004

To: European Distributors, Representatives and Licensees

RE: EUROPEAN STRATEGY & SALES MEETING

As promised, attached you will find our meeting agenda. Please join us in learning and expanding your knowledge of Cortec products and how to sell them! This meeting will also be a fundamental step in building the strategy for the European market.

Again, the meeting will be held on September 20 & 21, 2004.

WHERE: Hotel Park & CorteCros
Hatzeov Perivoj 3
Split
Croatia

There are still a number of rooms available at Hotel Park. See the attached reservation form, fill out and return to Ivana Radic Borsic with your information.

Please let us know if you have any questions or ideas!

We look forward to seeing you in September in Split!



4119 White Bear Parkway • St. Paul, MN 55110 USA
Phone (651) 429-1100 • (800) 4-CORTEC • Fax (651) 429-1122
E-mail info@cortecvci.com • Internet <http://www.cortecvci.com>

**Cortec Corporation European Sales & Strategy Meeting
20 & 21 September, 2004
Split, Croatia**

Day One - Park Hotel

- 8:00 a.m. Coffee Get Together - Compliments of Cortec
- 8:30 a.m. Introduction & State of the Company Address - Boris Miksic
- 9:00 a.m. Introduction of Attendees
- 10:00 a.m. Coffee Break
- 10:15 a.m. International Sales Strategy
- 11:00 a.m. New Product Introduction
- 12:00 p.m. Luncheon - Compliments of Cortec
- 1:15 p.m. Sales Strategy in Europe
- 3:00 p.m. Break
- 3:15 p.m. to 5:00 p.m. Choice of three training sessions:
- 1. *Basic Training - Dario Dell'Orto*
 - 2. *MCI - Boris Miksic*
 - 3. *Packaging - Cliff Cracauer*
- 7:00 p.m. Dinner - Compliments of Cortec

Day Two - Park Hotel - Scheduled individual private meetings as requested throughout the day

- 8:00 a.m. Coffee Get Together - Compliments of Cortec
- 8:30 a.m. Choice of three training sessions:
- 1. *Surface Preparation/Metalworking/Coatings - Cliff Cracauer*
 - 2. *Military - Ivan Rogan, Ugo Spada, Dario Dell'Orto, Anna Vignetti & others*
 - 3. *Water Treatment/Process Industries/Additives - Ashish Gandhi*
- 10:15 a.m. Coffee Break
- 10:30 a.m. Choice of three training sessions:
- 1. *Electronics/Bullfrog/Rawn America - Cliff Cracauer*
 - 2. *Additives - Ashish Gandhi*
 - 3. *VpCI Chemistry - Anna Vignetti*
- 12:15 p.m. Luncheon at CorteCros
- 1:45 p.m. CorteCros Warehouse Tour
- 2:15 p.m. Cortec/CorteCros Sales & Logistics
- 3:00 p.m. Tour of Split
- 7:00 p.m. Dinner - Compliments of Cortec



Cortec Corporation's
Europe Strategy & Sales Meeting

**Hotel Park
Split, Croatia**

Phone: +385 21 406400

September 20 & 21, 2004

Please **FULLY** complete and fax or e-mail this Registration Form:

Name _____ Company _____

Address _____

E-mail _____

_____ Yes, I will attend the Meeting

_____ Sorry, I cannot attend

Please register me for:

_____ Meeting on Monday

_____ Meeting on Tuesday

Hotel room is approximately \$100 for a single or \$ 130 for a double room.

Please let them know you are with the Cortec Meeting.

Please **FAX OR E-MAIL** information to Ivana Radic Borsic

Deadline for registration is: April 26, 2004

Phone: (651) 429 1100

Fax: (651) 429 1122

E-mail: ivana@cortecvci.com