

# NEWS ALERT



## Face to Face in Southeast Asia



Nothing quite compares with a real face-to-face visit! That's why Jay Zhang (Director of Business Development) and Eric Uutala (Technical Sales & Product Manager – Asset Preservation and CorroLogic®) flew nearly 20 hours for a multi-week tour to support Cortec® distributors and end users in Southeast Asia last month. With the partnership of enthusiastic and loyal distributors, they were able to turn a whirlwind trip into a profitable time of training, meetings, and onsite visits.

Training started with education on VpCI® flagship products for a distributor in Singapore. It continued with the opportunity for Eric to present CorroLogic® for ASTs (aboveground storage tanks) at the "Technology Update (5th Edition): Innovations for Your Facility Integrity Needs" seminar hosted by Wilson Walton Indonesia. Another profitable training session occurred when Jay and Eric visited a Petrofac facility in Thailand to share preservation strategies for equipment and systems in an oil and gas construction yard.

The IPA (Indonesia Petroleum Association) convention in Jakarta served as a great venue to talk with one of our Indonesian distributors and mingle with reps of big-name companies like ExxonMobil, BP, Baker Hughes, and more. Meetings continued into the night as Eric and Jay spent time dining and doing business with another regional distributor. Near the end of the trip, Jay and Eric parted ways so that Jay could touch base with five Cortec® distributors in China, and Eric could head back to Malaysia.

Onsite visits played a significant role in the trip, taking Eric to four Petronas facilities total. Adam Adlin of VCI Technology SDN BHD, Malaysia, joined Eric and Jay for the first visit, a walkthrough of a Petronas facility to discuss asset preservation. By the end of the trip, Eric had visited three more Petronas locations, focusing mainly on CorroLogic® for AST floors.

All told, Eric and Jay visited five countries (Indonesia, Thailand, Malaysia, China, Singapore) and 15 Cortec® distributors/partners during the month of May. Though they had to spend several days in the sky to make the journey, the face-to-face visits were worth the effort, and we are thankful for the time we were able to spend with many of you in the region! [Contact us to learn more about our business and technical support in Southeast Asia.](#)

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Cortec® Corporation is the global leader in innovative, environmentally responsible VpCI® and MCI® corrosion control technologies for the Packaging, Metalworking, Construction, Electronics, Water Treatment, Oil & Gas, and other industries. Headquartered in St. Paul, Minnesota, Cortec® manufactures over 400 products distributed worldwide. ISO 9001 and ISO 14001 Certified, and ISO 17025 Accredited.

