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CORTEC MIDDLE EAST | PROFILE

LEADING THE WAY



Cortec, headquartered in Minnesota, US, the leading manufacturer of the VpCI® Technology, celebrates its 40th anniversary in 2017.

"The company has evolved from a US centric corporation to the leading manufacturer of VPCI's in the world," said Regional Manager Philip Horsford.

Unlike a lot of US companies that try to manage different international regions remotely from American headquarters, Cortec has recognised that to provide true value to clients, one needs to be present on the ground in person, to secure a more personal approach.

"Cortec maintains a distributor network in the Middle East but invested in a regional office - Cortec Middle East - in Dubai which supports customers, distributors and service providers across the MENA region," said Mr Horsford.

The regional office currently employs around 20 people but Mr Horsford confirmed that staff numbers are expected to grow.

"As our office provides training and supervision of application of our product, we are constantly adding people," he said. Furthermore, in response to market demand, Cortec Middle East has also established a Site Supervision Group: Cortec Middle East Field Services.

"This has successfully supported clients for upstream and downstream projects with many more exciting opportunities in the pipeline," noted Mr Horsford.

Pioneering solutions

Cortec pioneered the application and distribution of VpCI® Technology into many industries such as oil and gas, military, construction and power and water worldwide to solve their corrosion and preservation challenges. VpCIs - vapour phase corrosion inhibitors - protect multi-metals in enclosed environments.

Cortec is a world leader in corrosion protection technology, specialising in environmentally conscious products. Following its philosophy of staying close to customers, the company opened a Middle East branch in Dubai several years ago. Romana Moares spoke to Philip Horsford, Regional Manager of Cortec Middle East, about the company's recent development, market challenges and plans for the future.



Today the company offers a wide range of products (currently over 500) and the focus on research and development is strong.

"Cortec Middle East has developed an innovative solution for aboveground storage tank (AST) called the Corrologic Dispensing System for the protection of tank bottoms against soil-side corrosion," revealed Mr Horsford. "The system is designed to be integrated into the foundation structure of new tanks, as well as tanks undergoing complete floor replacement."

The fully automated and modular design of this system ensures uniform distribution of vapour-phase corrosion inhibitors (VpCI®) under the tank. The system can be used to provide soil-side corrosion protection during construction and precommissioning. Cortec VpCI® technology, being synergistic with cathodic protection systems, makes the Corrologic AST system an appealing option for tank owners to implement during tank operations in order to minimise future repairs and extend the service life of tank bottoms.

"The Corrologic Dispensing System represents a unique, revolutionary solution that we have patented. Used in crude oil storage tanks it ensures prevention of corroding and

environmental leakage and now has been adopted by some of the leading upstream and downstream providers in the region. We are very proud of this innovative and environmentally friendly product," affirmed Mr Horsford.

Environmental trends

Cortec Middle East has invested in a partnership with the Infrastructure and Sustainability Assessment Centre at the American University in Dubai. This partnership aims at tackling the unique corrosion challenges in the Middle East environment. In addition, Cortec sponsors a lab and research at the centre.

Mr Horsford affirmed that environmental focus is something that the company has been trying to root in the Middle East region with considerable success. And not only in the oil and gas sector.

"Sustainable construction cannot be claimed when structures do not survive their intended service-life. Technology today, such as Cortec's MCI corrosion inhibitors, allows pushing the limits of what was previously possible towards building timeless cities. As the ▀

CORTEC MIDDLE EAST | PROFILE



Rust removal before and after



architect of the Dubai Creek Harbour Tower, Santiago Calatrava, once said: 'What we build today will last centuries.' Cortec has been conducting research with the American University in Dubai and local authorities over the last eight years to improve the understanding and ability to deliver sustainable construction towards a timeless Dubai."

Mr Horsford further explained that the market is trending towards biobased, waterbased and environmentally conscious products.

"Cortec is leading the way with waterbased coatings and is the first company to have a waterbased coating with Salt Spray Resistance of over 1,000 hours in ASTM B1117 Test, which is a tremendous success! The product used was Cortec's Ecoshield 386 applied at one mil."



Forward thinking

An area in which Cortec plans for further investment in the Middle East is field services; Mr Horsford said the company will position its supervisors within the region and continue to provide education and local support to clients. That said, education and awareness represent their own set of challenges.

"We are a very forward thinking, forward leading company with pioneering products and many patents. We draw upon our rich heritage of successfully delivering complex projects and invest in new and innovative products such as a revolutionary version of VpCI-337 to be launched later this year. I am proud to say that we have been very successful in this."



Philip Horsford, Regional Manager

Mr Horsford was also keen to highlight Cortec's ability of transferring knowledge from region to region, which also has contributed to the company establishing itself as a world leader.

"Top quality staff is very important. Dubai is a melting pot of nations and we have people from every continent working in our office. We are a very diverse company and will continue to invest in a diverse workforce as this brings a clear advantage."

Mr Horsford confirmed that the UAE and Saudi Arabia will continue to be the two most important markets for his regional office. "That said, Egypt also has great potential and in 2017, we were proud to support BP and Bechtel for preservation activities for West Nile Delta Project and believe we have a strong future here too," he added.

"In the near future, we will focus on growing the service delivery and growing the corrologic range. Innovation and growth are the key factors to stay ahead. We are going to secure this by a fast response to client requirements and offering bespoke products for unique challenges, capitalising on the upcoming work and projects under development."

CORTEC
Corrosion control solutions...

MIDDLE EAST

Cortec Middle East is a leading manufacturer of environmentally friendly corrosion inhibitors providing effective solutions for corrosion challenges in the Oil and Gas sector.

We have supported our clients for 40 years with best-in-class technology, project management, supervision, engineering, design, application, and training services to ensure low-cost and effective industrial preservation programs.

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