

January 2007

# **CORTEC***Vision*

**1977**



**2007**

**30**

**Years of Business**



## Growing Fast!



Boris Miksic, Ernst & Young Master Entrepreneur of the Year 2000.

Boris Miksic founded Cortec® Corporation in 1977 with a \$40,000 bank loan and the ambitious goal of creating marketplace demand for environmentally friendly anticorrosion products. An engineer and new immigrant from present-day Croatia, he was navigating uncharted terrain. "In those years, people couldn't care less about corrosion," Miksic says. Now, it's recognized as a \$350 billion problem for the United States economy...

Hitachi was Cortec's first customer. Miksic fulfilled a \$3,000 order from the Japanese electronics manufacturer without ever letting on that his company was a one-man operation located in the garage of his Hugo home. His primary piece of manufacturing equipment was his wife's coffee grinder, in which he produced finely ground "vapor-phase corrosion inhibitors." VCI's are organic chemicals that condense on metal surfaces, creating an invisible barrier to moisture. Nearly 30 years later, Hitachi is still a customer. So are the U.S. military and National Aeronautics and Space Administration, plus scores of companies in 70 countries across multiple industries. Cortec® has long since moved out of Miksic's garage and into five manufacturing facilities, including two Wisconsin plants that make aerosol applications and coatings, and a Cambridge facility that produces biodegradable plastic bags and films. Cortec® recently added 5,000 square feet of production capacity to its White Bear Lake headquarters, and built a 17,000-square-foot plant in Croatia. That facility will make Cortec's biodegradable films and bags for European markets, where environmental regulations could work to the company's advantage...

Soon, Cortec® will start construction on a sixth plant, in Beijing. Miksic says having its own manufacturing infrastructure is a key component of our success. Cortec® tries to maintain at least a product-generation's lead over the competition, and has initiated R&D projects with universities in China, Germany, Russia, and the United States. Its biodegradable plastic was the product of a decade-long collaboration with the University of Minnesota...

Cortec® has come a long way—geographically and financially—from Miksic's garage. Sales this year are nearing \$50 million, and Miksic expects to wind up with an 18 percent increase in sales and a 15 percent increase in profits for 2006 over 2005. "Our next checkpoint is \$100 million," Miksic says. "We have a strategic plan in place to reach \$100 million in sales about three years from now."

Abstract from Twin Cities Business, December 2006

Small - Business Success "Combating Corrosion Worldwide" by Andrew Bacska

### Linda Moran's Birthday

at John Dominis Restaurant, Waikiki, HI  
Clockwise top right :

Boris Miksic, Anna Vignetti

Linda Moran, and Richard Moran



# 1978

- Cortec's 1st plant "The Finch Building" downtown St. Paul.
- Introduction of VpCI™ -110 Emitter



# 1979

- Introduction of VpCI™ -309 powder

"We measure everything. If it can be measured, then it can be improved."

—CEO Joel Ronning of Digital River; Ernst & Young Entrepreneur of the Year 2000



## Sales Meetings

### European Sales Meeting

Cortec's European Sales & Strategy Meeting held early October in Dubrovnik, Croatia, was a wonderful success! Many factors contributed to what can be reasonably billed as the "European Event of the Year"!

The first factor in our success was the numerous and enthusiastic Cortec® distributors and licensees that attended over 70 people operating in 37 countries! We need to praise and congratulate the professional commitment and attitude of all the Cortec® sales partners. Thanks to their diligent, creative and hard work in close cooperation with Cortec® HQ and among each other, they have achieved a remarkable business result with double-digit sales growth.

Another reason for this year's meeting was to cover a variety of subjects in specific seminars, including a whole series of new products now being introduced in the market place for a vast array of applications. More than ever, at this particular meeting, there was a terrific opportunity for all attendees to envisage and learn about new technologies. Attendees enjoyed the opportunity to see the highlights of the new materials and the environmental protection afforded by the biobased products Cortec® offers.



### Asian Sales Meeting

Cortec's Asian Sales & Strategy Meeting (Nov. 13-14 in Bangkok, Thailand) was a success from the very beginning. The participation was better than ever with more than 40 customers, distributors, and colleagues from 13 different countries attending! We would like to thank everyone for bringing their enthusiasm. The turnout of both new and experienced Cortec® distributors brought a feeling of continuity and continuous development to the meeting.



## Trade Shows

### Pack Expo

Cortec's Innovative Corrosion Inhibiting & Biodegradable Technologies were a huge hit at Pack Expo 2006 which took place at the McCormick Center in Chicago, Illinois (Oct. 29 - Nov. 2). Cortec® Specialists from around the world joined together to welcome Pack Expo attendees.

Pack Expo is the largest packaging trade show in North America and has long been the strategic launching pad for new products developed by Cortec® Corporation. With increasing interest in sustainable packaging within the last several years, Cortec® enjoyed its busiest booth ever at Pack Expo!



# 1980

• Riverview Industrial Park plant opened

## COSTRUTEC 2006

QUIMILOCK S.A., Cortec's official distributor for Spain and Portugal, had a great presence and success at "COSTRUTEC 2006" a prestigious construction tradeshow in Madrid, Spain, held on October 9-12.



Quimilock's booth, over 100 square meters, was one of the largest and finest at this trade show. Quimilock's exhibit was focused entirely on corrosion protection solutions for concrete and metal structures featuring Cortec's MCI® Technology and VpCI™, High Performance Coatings. Quimilock presented a series of superb photographs of public construction and construction repair projects featuring airport control towers, port docks, the main potable water reservoir in Madrid, nuclear plants, highways, and high speed train structures throughout Spain where Cortec's corrosion solution products have been applied.



## ICE 2006

Cortec® Corporation was pleasantly surprised during ICE 2006 (Nov. 1-3, ) with a wonderful award of excellence. Cortec® was chosen among 300 exhibitors to receive the "C. Homer Flynn Memorial Award" for technical excellence and educational value.

International Coatings Exhibition 2006 was a huge success with over 4,600 suppliers and attendees that gathered together at New Orleans, LA.



•Product Design & Development  
Featured Product of the Year.

# 1981

# 1983

•Inc. 500 American Fastest  
Growing Companies





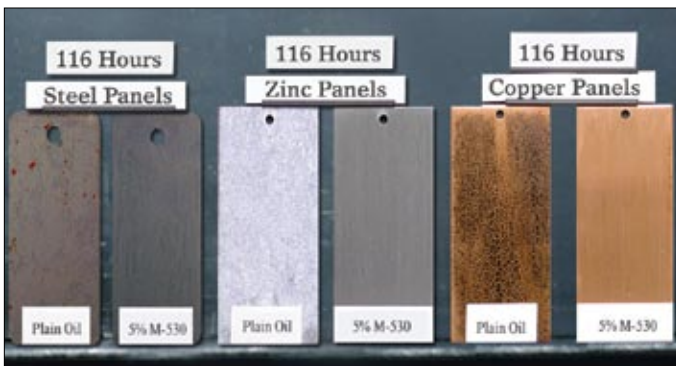
# New Products

## Additives

### M-528

**Non-hazardous M-528 provides excellent corrosion protection in harsh, corrosive, subsea-production conditions.**

The newest additive for hydraulic fluids from Cortec® Corporation offers three unique benefits unlike any available product in the market. First, it offers excellent corrosion protection for subsea production control systems and/or equipment operating under difficult and harsh subsea conditions. M-528/528L were evaluated in an Ethylene-glycol/water blend according to IP-287 test with salt water. M-528/528L passed IP-287 successfully, a combination of tests on thermostability, seawater compatibility, corrosion protection, and lubricity to qualify as an additive for subsea applications. Second, it provides excellent lubricity and anti-wear of metal parts. Lastly, M-528/528L is biodegradable, non-hazardous, and environmentally safe, which is in compliance with HOCNF (Harmonized Offshore Chemical Notification Format). This multifunctional product from Cortec® is easy to use: just add it to hydraulic fluids before starting subsea operations. M-528 and M528L provide corrosion protection for a variety of metals: steel, copper, brass aluminum, bronze, galvanized steel, and other ferrous or non-ferrous metals and their alloys. It can also be added to synthetic coolants and cutting fluids, industrial cooling towers, water based lubricants, aerosol formulations, alkaline metal cleaners, or radiator fluid additives.



### M-530

**New anti-corrosion additive for hydraulic and gear oils**

M-530 can be used with mineral-based and synthetic-based oils. It offers a broad spectrum of protection for ferrous and non ferrous metals including steels, aluminum, brass, copper, cadmium, magnesium, silver, zinc, solder, tin, lead, and bronze. It provides long lasting protection to hydraulic and lubricating systems during operation and intermittent shut down periods where equipment cavities, recesses, and head spaces are susceptible to corrosive attack.

Cortec's M-530 does not affect the working properties of oils, in some cases, it even improves their viscosity, oil/water separability,

lubricity and thermostability. Thermally stable during equipment operation, Cortec's M-530 prevents high temperature oxidation and corrosion to yellow metals. The product is specially blended, enabling it to pass through a 5 micron filter for today's high tech hydraulic and lubricating systems. If utilizing Cortec's M-530, hydraulic and lubricating systems can be protected from one to six months of shut-down. The new additive does not contain hazardous barium, chromates, nitrites, or phosphate inhibitors. The product meets ASTM D 1748 and ASTM D 1401.

# 1986

## • Product: VpCI™-386 Water Based Coating Technology invented

Cortec Corporation® became a sponsor of the Wyland Foundation in 2000 and has been working with them since that time to help protect the murals they create. For a number of the walls including WW85, WW86, and WW88, VpCI™-386 Clear was chosen as the product used to protect the murals. In total, more than 200,000 square feet (20,000 square meters) have been coated using VpCI™-386 Clear.



# New Products

## MCI®

### MCI® Fibers

**MCI® Fibers reduce concrete cracking by 66% and provide corrosion protection to embedded rebars.**

MCI® Fibers serve a dual purpose: they reduce concrete shrinkage cracking and provide corrosion protection to rebar, galvanized steel, and other metals embedded in concrete. MCI® Fibers are a cost-effective solution for extending the life of concrete structures. MCI® Fibers (patented) were developed by Cortec® chemists after more than three years of extensive research & development. Recent tests performed by an independent testing facility in St. Paul, MN, show that MCI® Fibers provide a 66% reduction of cracking compared to concrete without MCI® Fibers. In addition, MCI® Fibers are environmentally safe, non-flammable, and nontoxic. MCI® Fibers are polypropylene based; they resist the high pH of concrete and because of their hydrophobic properties they survive freeze thaw cycles.

MCI® Fibers are available in two forms: bulk MCI® Fibers, and MCI® Fiber Grenades. One MCI® Fiber is 0.015 inch in diameter and 0.75 inch long. MCI® Fiber Grenades are a combination of MCI® Fibers and MCI® Powder packaged in a ready-to-use water-soluble PVA bag. The PVA bag dissolves completely during concrete mixing, making it safe and easy to work with. Each MCI Fiber Grenade treats 0.5 cubic yard of concrete.



### MCI®-2005 AL

**New corrosion inhibiting concrete admixture tolerates extreme temperature conditions.**

MCI®-2005 AL offers several unique features compared to other concrete admixtures. First, MCI™ and 2005 AL is more tolerable of extreme cold and hot temperatures. Unlike some products, MCI®-2005 AL is not affected by freezing, allowing it to be shipped under all weather conditions. Second, MCI®-2005 AL does not emit irritating odors, making it easy to work with. Finally, MCI®-2005 AL admixture is non-hazardous, non-toxic, and does not contain any calcium nitrite.

MCI®-2005 AL is based on aminocarboxylate technology and provides excellent corrosion protection for steel reinforcement, carbon steel, galvanized steel, and other metals embedded in concrete structures. MCI®-2005 AL improves compressive and flexural strengths without affecting set times. MCI®-2005 AL is easy to use; it can be added directly to the mix at the ready-mix plant, ready-mix truck drum, or portable mixers.

# 1988

• **Leveraged buyout (LBO), assets purchased from Sealed Air.**



• **Product: VpCI™ -I26 Blue. Best selling VpCI™ film in the world!**

# 1990

# New Products

## Packaging

### ClearCorr

**Transparent, vacuum sealable packaging provides corrosion protection during shipment**

ClearCorr is the only transparent, vacuum sealable film on the market that provides long-term vapor corrosion protection for the sealed parts/products. ClearCorr is an excellent packaging solution for long-term preservation packaging, such as automotive build-ahead programs. Unlike traditional foil and desiccant packages, parts contained within Cortec's ClearCorr can be easily identified and inspected throughout the preservation period and receive continuous vapor protection against corrosion damage regardless of temperature and humidity. ClearCorr even provides protection in instances where the package is open or punctured. Cortec's VpCI™ Technology provides long-term corrosion protection for metals, reaching even inaccessible areas and eliminating the time/costs needed to apply traditionally used oils or desiccants. ClearCorr VpCI™ Barrier Laminate Film offers a unique solution to exporters and manufacturers; it protects against corrosion, reduces overall product costs, and allows for quick visual inspection during shipments and customs' checkpoints.



### EcoWorks® 70

**EcoWorks® 70 Film replaces plastic and polyethylene films**

Cortec® Corporation has developed a new biodegradable and compostable film that is 100% biodegradable, turning into water and carbon dioxide during commercial composting. This patent pending breakthrough offers a commercially viable answer to effective disposal of plastic products after their usage. EcoWorks® 70 does not contain polyethylene or starch. It is based on annually renewable, bio-based polyester from corn. EcoWorks® 70 has excellent resistance to moisture and heat. Unlike some compostable products, EcoWorks® 70 is shelf stable. It can be fabricated into a wide variety of products from flexible sheeting for carryout bags and protective wrap to rigid sheeting for "plastic" credit cards and identification cards. EcoWorks® 70 enables significant labor savings for processors that receive organic material from schools, restaurants, and curbside programs. It conforms to international compostability standards including ASTM D 6400-99 and DIN V 54 900 and can carry logos issued by DIN CERTO and BPI. It can be manufactured into any size custom bag.



# 1992

• Cortec® opens its World Headquarters,  
in White Bear Township, Minnesota.





# New Products

## VpCI™-125

**VpCI™-125 ESD prevents corrosion & ESD damage for highly sensitive electronics.**

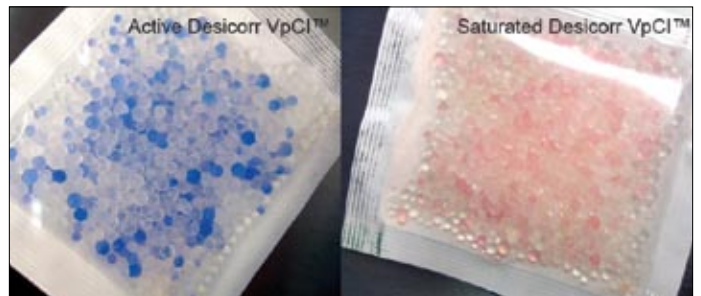
VpCI™-125 ESD film and bags exceed "ultra high ESD" criteria dissipating static charges at 1/10th the time required for typical ESD and anti-static films. VpCI™-125 ESD contains a proprietary blend of Vapor phase Corrosion Inhibitors (VpCI™) and ultrahigh ESD chemistries providing unparalleled dual-purpose protection against corrosion and electro static damage (ESD). Compared to traditional multistep packaging that requires barrier film, desiccant, and anti-static packaging, now manufacturers will only need VpCI™-125 ESD film or bags. VpCI™-125 ESD is also a self-healing film, difficult to damage during transit or inspection. Packaging with VpCI™-125 ESD is quicker and is lower in total cost compared to that of traditional packaging methods.



## Desicorr VpCI™

**Moisture and corrosion protection in one easy step – Desicorr.**

Desicorr VpCI™ is a unique combination of desiccant and Vapor phase Corrosion Inhibitor (VpCI™) specifically designed to absorb moisture (desiccant action) and provide Vapor phase Corrosion Inhibition (VpCI™ action) in one unique product. Desicorr VpCI™ provides excellent moisture and corrosion protection for multi-metals like electronic components, machine parts, military instruments, optical devices, museum storage, communication devices, circuit boards, semiconductors, etc. This product is designed to provide long-term protection for up to 24 months when used in an enclosed space. Desicorr VpCI™ contains blue desiccant gel that turns pink when the desiccant reaches its moisture capacity, indicating the need for replacement.



# 1993

• Cortec® was awarded the St. Paul Chamber of Commerce "Walter & Lydia Deubener Award" for small business innovation.





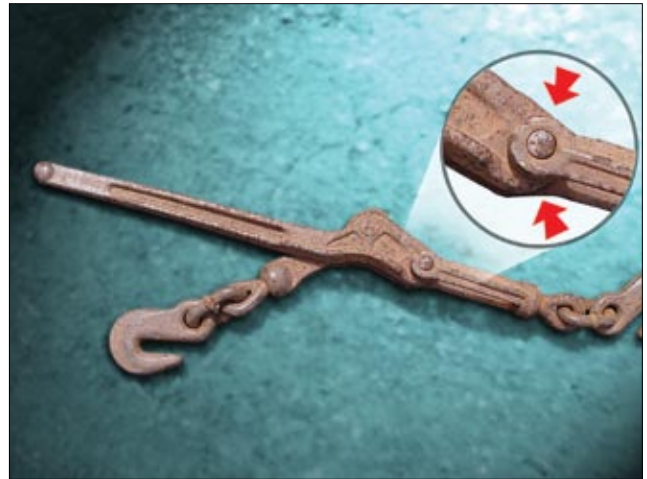
# New Products

## Maintenance Products

### Cortec® VpCI™ Super Penetrant

#### **Super Penetrant loosens frozen parts from heavy rust**

Cortec® VpCI™ Super Penetrant offers a deep penetrating formulation that loosens frozen parts from locked-in rust. Its deep penetrating capabilities allow the user to go through as much as ½ inch of rust in 30 minutes. The super penetrant can be applied by a variety of convenient methods to meet any application needs including brush, hand pump spray, aerosol, and spray gun. It is designed to free rusted components such as chains, hinges, nuts and mechanical assemblies where traditional penetrating oils and solvents are not effective. The super penetrant forms an ultra thin film on metal that offers up to 3 months of protection against rusting and further corrosive attack. Cortec® VpCI™ Super Penetrant can be used for indoor and outdoor applications. The new product conforms to Federal Specifications for VV-P-216 Penetrating Oil For Loosening Frozen Metallic Parts and ASTM D 971 Test for Interfacial Tension of Oil Against Water.



## Surface Preparation

### VpCI™-422

#### **New biodegradable rust remover does not cause hydrogen embrittlement and is approved for disposal in the North Sea.**

VpCI™-422 is a 100% biodegradable, organic rust remover that degrades in 28 days and is approved for direct disposal in the North Sea. VpCI™-422 is harmless to people, effectively removing rust and tarnish from steel, iron, copper, brass, chrome, and aluminum while protecting the metal from flash corrosion. Most conventional rust removers on the market today are acid based, can be dangerous to use, and cause environmental pollution. This innovative organic formulation, designed by Cortec® Chemists, is a non-toxic, non-flammable replacement for conventional rust removers, and it helps companies improve their environmental footprint. VpCI™-422 will not cause hydrogen embrittlement. It conforms to ASTM F-519-05 Test (Mechanical Hydrogen Embrittlement Evaluation of Plating/Coating Process and Services Environments). Removing corrosion with VpCI™-422 is easy: just apply and rinse with soap and water. It can be applied by spray, brush, or dip. VpCI™-422G is a modification of VpCI™-422, designed and recommended for galvanized steel.



# 1995

- Product: VpCI™-377 Water Based Fluid Technology invented
- Cortec® introduced Bullfrog line to the consumer market.



# Think Green

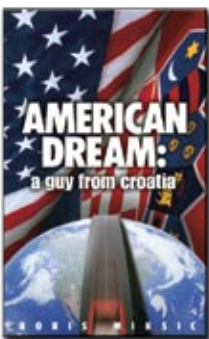
Green is a multitasking color. It is the color of money and environment, which are both very different. Just recently, Green Chemistry has been getting a push, because of financial benefits and reduction harmful effects. In the past, methods used to make processes and products more environmentally friendly brought up cost. Green Chemistry is a breath of fresh air in the world of science. It is not yet practiced with every chemical engineer, but once those in the industry understand the benefits, they will realize it is time for Green!

Green Chemistry is used to prevent pollution to the environment. It is most importantly used in the early stages to avoid using hazardous materials, chemicals, and solvents. All the work that goes along with Green Chemistry falls with chemical engineers. They are the people who create the process and design the products. To be considered a practitioner of Green Chemistry, there are twelve steps principles that must be implemented.

- 1. Prevention. Design chemical syntheses to prevent waste, leaving no waste to treat or clean.*
- 2. Design safer chemicals and products. Design chemical products to be fully effective, yet have little or no toxicity.*
- 3. Design less hazardous chemical syntheses. Design syntheses to use and generate substances with little or no toxicity.*
- 4. Use renewable feedstocks. Rather than depleting, use renewable raw materials and feedstocks.*
- 5. Use catalysts, not stoichiometric reagents. Minimize waste by using catalytic reactions. Catalysts are used in small amounts and can carry out a single reaction many times. Stoichiometric reagents work only once.*
- 6. Avoid chemical derivatives. Avoid using blocking or protecting groups or any temporary modifications if possible. Derivatives use additional reagents and generate waste.*
- 7. Maximize atom economy. Design syntheses so that the final product contains the maximum proportion of the starting materials. There should be few, if any, wasted atoms.*
- 8. Use safer solvents and reaction conditions. Avoid using solvents, separation agents, or other auxiliary chemicals. If necessary, use innocuous chemicals.*
- 9. Increase energy efficiency. Run chemical reactions at ambient temperature and pressure when possible.*
- 10. Design chemicals and products to degrade after use. Chemical products should break down to innocuous substances after use so that they don't accumulate in the environment.*
- 11. Analyze in real time to prevent pollution. Include in-process, real-time monitoring and control during syntheses to minimize or eliminate the formation of byproducts.*
- 12. Minimize the potential for accidents. Design to minimize the potential for explosions, fires, and releases to the environment.*

## 1996

• **American Dream: A Guy From Croatia** (Boris Miksic's life story) published.



## 1997

• **Awarded 3M Innovation Award for corrosion inhibiting paper.**  
• **Acquired Spring Lake Plastics (now Cortec® Advanced Films)**



## **CORTECROS D.O.O. ; Croatia selected for the International Star Award Geneva 2006**

*"International Award in Recognition of the Commitment to Quality, Leadership, Technology, and Innovation"*

The purpose of the 31st International Star Award for Quality Convention - Geneva 2006 is to recognize the commitment to quality of awarded companies from all over the world. Their business activities cover the top areas of industrial production and services.

The presentation of the International Star Award for Quality took place on October 30th, 2006, in the Convention Hall of Inter-Continental Hotel Genève with the presence of companies from 47 countries. The awarded companies are symbols of commitment to leadership, technology, and innovation which makes them models for other companies of their sectors.

## **Biodegradable Eco-Card™ World Promotion**

During the largest international specialized congress and exhibition Cartes 2006, which was held in Paris between November 6th and 9th, Croatian company Jakino Co. Ltd. presented the first contact less biodegradable smart card. This card represents a product of a two-year joint development project of Jakino Co. Ltd., CortecCros Co. Ltd. Croatia, and Cortec® Corporation Minnesota, USA. Materials for production of this innovative export product are over 70 percent natural, the basic material being Cortec® Eco Works® 70.

Eco-Card™ smart card can be equipped with a contact and/or non contact chip and is especially suitable for one-time use for public and air transportation, or in the form of smart card for various events. Ecological components of this card are characterized by the renewable origin of the materials and a 10-week biodegradable period, which is why the amount of used cards no longer represents an environmental problem. For comparison, most of today's cards are made of PVC, which is dangerous: components are carcinogenic and originate from fossil fuels and can degrade only after more than 500 years.

A presentation outlining the development and production of Eco-Card™ was held during the specialised C19 session. The product has also promoted during the three day exhibition that accompanied the congress. It attracted significant interest from some of the leading card producers and card issuing organizations.



1998

- Cortec® acquired Rawn™ Product, Inc. (now Cortec® Spray Technologies).
- Awarded Minnesota Technology "Fast 50 Award"





# What is Sustainability?

- Beneficial, safe, and healthy for individuals and communities
- Meets market criteria for performance and cost
- Is sourced, manufactured, transported, and recycled using renewable energy
- Maximizes the use of renewable or recycled source materials
- Is manufactured using clean production technologies and best practices
- Is physically designed to optimize materials and energies
- Is effectively recovered and utilized in biological and/or industrial cradle-to-grave cycles



\*\*\*\*However, there is no accepted definition that a package must fulfill a certain amount of these criteria to be sustainable.

## 1999

• Awarded Plant Engineering Product of the year for EcoAir® Compressed Air Spray Technology.



## 2000

- Boris Miksic awarded NACE Fellow Award.
- Cortec® awarded 2000 Governor's Award for Excellence in Waste & Pollution Prevention.
- Boris Miksic awarded Ernst and Young Master Entrepreneur of the Year.
- EcoFilm® and EcoCorr® biodegradable films rolled out.



100% BIODEGRADABLE

# Welcome 2006

Cortec® Corporation new employees

## St. Paul



**Julie Winters**

Sales Administrative Assistant



**Patrick Luby**

Assistant in Sample Room &  
Document Production



**Mike Morin**

Inside Technical Sales Rep.

**Shannon Garrow**

Marketing Coordinator

**Sara Johnson**

MCI/Water Additives Inside Sales

**Larry Mudd**

Military Specialist  
Outside Sales

**Cindie Hutchison**

Military Specialist  
Outside Sales

**Bill Harrod**

Chicago Regional Sales Manager  
Outside Sales

## Spooner



**Aaron Merchant**

Maintenance Supervisor



**Cory LaBonte**

Production

# 2001

- Acquired assets of Advanced Coatings Technologies, (now Cortec® Coated Products).
- Builds Parkway Technological Campus as part of the World Headquarters complex, world's largest VpCI™/ MCI® production facility and currently over 150,000 square feet (15,000 m²) .



# Welcome 2006

Cortec® Corporation new employees

## Eau Claire



**Josh Adamski**  
Cameron Rewinder Operator



**Dale Beebe**  
Cameron Rewinder Operator



**Patty Blaha**  
SRC Operator



**Brenda Grasley**  
Administrative Assistant



**Tamara Scales**  
QC and QMS

## 2004

- Boris Miksic was awarded the “Frank Newman Speller Award” in recognition of outstanding contributions to the practice of corrosion engineering.





# What's New

## "The Extruder"



Cortec® Corporation, a world leader in VpCI™ and Bio-based film extrusion technology, is proud to announce the purchase of a new blown film line. This new line is a state of the art three layer co-extrusion line and is capable of producing up to 800 lbs. per hour.

The Extruder will greatly expand production capabilities. Some of its capabilities are printing and coating up to 72" film widths, bag on a roll, and slit sealing-gusseting multiple web paths. This machine can make high quality stretch film and light mil thickness bio-based films due to excellent tension control and internal bubble cooling technology.

The possibilities that this extruder offers are endless and will move Cortec® even further ahead of the competition with constant growth in new technology.

ANNA VIGNETTI HAS BEEN WITH THE COMPANY FOR FIFTEEN YEARS IN DIFFERENT POSITIONS. HAVING STARTED "IN THE FIELD," IT WAS EASY TO DEVELOP THE DRIVE AND THE PASSION THAT SO MANY PEOPLE HAVE FOR CORTEC® PRODUCTS. WHEN YOU ASK ANNA HER TITLE, IT CAN BE ANYTHING FROM SALES REP TO COO/VCEO. TITLE ISN'T AS IMPORTANT AS WHAT GETS ACCOMPLISHED AND HOW GOOD YOU FEEL ABOUT IT, ACCORDING TO ANNA'S PHILOSOPHY.

THROUGH THE YEARS, A GREAT DEAL OF GROWTH AND SALES HAS TAKEN PLACE SINCE ANNA STARTED SELLING CORTEC® IN THE LATE 80'S. EVEN WITH ONLY 80 PRODUCTS TO MARKET AT THAT TIME, IT WAS A CHALLENGE TO INTRODUCE A NEW TECHNOLOGY AND EDUCATE THE FINAL CUSTOMER. WITH SO MANY DIFFERENT MARKETS TO WORK WITH, THE NEED FOR A STRATEGY WAS THE FIRST ORDER OF BUSINESS IN 1994 WHEN ANNA BEGAN FULL TIME AS A SALES MANAGER. CORTEC NOW MARKETS CLOSE TO 400 PRODUCTS

DIVERSIFICATION WAS THE KEY...DIVERSIFIED PRODUCTION, TECH SUPPORT, SALES SUPPORT, INTERNAL AND EXTERNAL AND BECAME THE MISSION. SINCE THE EARLY 90'S, CORTEC HAS GROWN 30 TIMES OVER, ACQUIRED 3 ADDITIONAL PRODUCTION FACILITIES, BUILT ADDITIONS, WAREHOUSES, INSTALLED MILLIONS OF DOLLARS OF NEW EQUIPMENT AS WELL AS UPGRADED MANY OF THE EXISTING EQUIPMENT.

THAT'S GREAT! WHAT IS BETTER IS THAT THE GOAL OF DIVERSIFYING THE SALES NETWORK HAS BEEN THE KEY TO THE 3000% SALES GROWTH. WITH DIFFERENT TECHNICAL SALES MANAGERS AND TECH SUPPORT ADDRESSING THE DIFFERENT PRODUCT LINES AND INDUSTRIES, WE HAVE BEEN ABLE TO DEVELOP GREATER EXPERTISE. WE HAVE ESTABLISHED AND STILL ARE ESTABLISHING AND DEVELOPING DIVERSIFIED SALES NETWORKS WITH DISTRIBUTION/REPRESENTATION IN THE FIELD THAT ARE EXPERTS IN THEIR OWN FIELDS OF KNOWLEDGE AND EXPERIENCE.

TODAY, CORTEC® CORPORATION STILL FOCUSES ON DIFFERENT MARKETS TO DETERMINE EACH INDIVIDUAL CUSTOMER'S NEEDS. DEVELOPING CONSISTENT AND INFORMATIVE TRAINING INSIDE AND OUT AND EDUCATING ALL EMPLOYEES AND CUSTOMERS ABOUT THE DIFFERENT CORTEC® PRODUCTS AND THEIR APPLICATIONS HAS BEEN EXCITING AND REWARDING. IN ADDITION SHE SAYS, "IT IS IMPORTANT IN HOW WE (CORTEC®) HAVE INVESTED THE TIME, MONEY, AND EFFORT IN RESEARCH AND DEVELOPMENT TO STAY AHEAD OF THE COMPETITION."

THE STRATEGIC SALES AND CORPORATE PLAN THAT ANNA AND ALL OF THE CORTEC® TEAM ARE USING AND DEVELOPING WILL TAKE CORTEC® MANY YEARS INTO THE FUTURE. ENTHUSIASM, EXCITEMENT, LEADERSHIP, AND VISION ARE THE MAINSTAY FOR CORTEC®. WITH THIS, THE COMPANY WILL THRIVE FOR MANY DECADES TO COME. ANNA IS JUST HAPPY TO BE A PART OF IT!

ANNA VIGNETTI



# 2006

- Cortec's new plant in Beli Manastir, Croatia will produce biodegradable film.
- Cortec® was honored at Metal-Expo'2006 with a certificate of honor for professional presentation of products and services.



# 2005

- Cortec® is awarded the "Frost & Sullivan Awards" for specialty plastics films technology innovation of the year.



4119 White Bear Parkway, St. Paul, MN 55110 USA  
 Phone (651) 429-1100, Fax (651) 429-1122  
 Toll Free (800) 4-CORTEC, E-mail [info@cortecvci.com](mailto:info@cortecvci.com)  
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Created: 01/07

Cortec®, VpCI®, VpCI™ Film Color of Blue®, VpCI-126®, VpCI-609®, VpCI-137®, VmCI-307®, Migrating Corrosion Inhibitors™, MCI®, MCI Grenade®, EcoWorks®, Eco Works®, EcoAir®, Eco-Corr®, Eco-Corr Film®, EcoLine®, EcoClean®, EcoShield®, EcoWeave®, EcoSprays®, EcoCoat®, Eco Emitter™, EcoSol®, Eco-Tie™, Eco-Card™, Eco-Shrink™, EcoWrap™, Eco Film™, Cor-Mitte™, Cor-Pak®, CorShield®, Corrosorbors®, CorWipe®, CorVerter™, Cor Seal™, CorLam™, Cor-Fill™, Corlube™, ElectriCorr®, MilCorr®, GalvaCorr®, Super Corr®, HPRS®, Boiler Lizard®, Cooling Tower Frog®, Closed Loop Toad®, Cooling Loop Gator®, Pine Tree Logo®, CRI®, Metacor™, and Rust Hunter™ are trademarks of Cortec® Corporation.

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