

# CORTEC Vision

April 2020

*CorteCros® Ltd. Production  
and COVID-19 Update - p.3*



## Pandemic

**Cortec® Corporation's Response in the  
Midst of a Global Crisis**





## Time to Keep Hoping for the Best!

Who would have thought one year ago that today we would be in the middle of a global pandemic and pending economic shakeup?

This is a challenging time for us all, and we want to assure you that we are doing our best to carry on to ensure continued support during this season. Many of us are working from home to reduce the risk of spreading COVID-19 and to remain responsive to your needs. We want to assure you that we are still here to help in any way we can to support your business during these disruptions. With this in mind, we are offering

- **Technical support via phone or WebEx**
- **Rapid-response shipping**
- **Dozens of stock options and under minimum runs**

Now, more than ever, companies need to protect their capital assets and WIP-cycle components in the face of uncertainty and unplanned shutdowns.

We are working hard during this crisis to offer help and support across all industry sectors, putting our technical expertise at your disposal to assist you in the following areas:

- **Preservation of grounded aircraft**
- **Preservation of materials in inventory**
- **Plant layup**

Be sure to contact us at any time for assistance in meeting the economy's critical needs for preservation in a way that will help organizations return to action most quickly when days grow brighter: <https://www.cortecvci.com/contact-us/>.

In the meantime, let's keep hoping for the best as we face the challenging days ahead together—and let's not forget to take some time to reflect on the many positive aspects of the last half year or so!

## **CorteCros® Ltd. Production and COVID-19 Update**

In spite of the challenges raised by pandemic restrictions, closed borders, and travel limitations, CorteCros® Ltd. continues production of Cortec® VpCI®/MCI® materials for those in Europe who need corrosion and preservation solutions more than ever right now. CorteCros® Ltd. has organized itself to continue functioning unhindered and is constantly working to keep production up and growing as the best means of doing our part to fight the pandemic problem at this time.



CorteCros® Ltd. production facility and warehouse

CorteCros® Ltd. remains focused on manufacturing and maintaining direct online contact with our customers to guarantee continued growth and service from our CorteCros® Ltd. facility.



New filling machine and filled pails and drums

## **Cortec® University Class of March 2020 Prepares for Brighter Days Amidst Uncertainty**

Cortec® was privileged to see a class of 15 make the effort to focus on future professional growth during the March 10<sup>th</sup>-11<sup>th</sup> Cortec® University training at Cortec® World Headquarters in Saint Paul, MN. The class included three employees and 11 Cortec® distributors from the continental USA and Puerto Rico. More than one were repeat attendees, who commented that Cortec® University was well worth a second visit!

It was encouraging to see so many people interested in learning and growing with Cortec®, despite major societal uncertainties. We look forward to seeing the fruits of these educational efforts unfold in the years ahead!



## **EcoCortec® Distributor Training**

In February, the Cortec® Europe team was honored to host a three-day training session for new members of Presserv Scotland. Through a variety of sessions, attendees had the opportunity to learn about company organization and global sales, VpCI® Technology and testing methods, VpCI® packaging concepts, film extrusion basics, and more. Our guests also visited the University of Chemical Technology and Engineering where Professor Sanja Martinez talked about major forms of corrosion in the oil and gas production industries, specifically regarding corrosion inhibitors and corrosion monitoring for crude oil corrosion.

On the last day, attendees visited the Materials Protection Laboratory at the 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 a practical workshop that included humidity chamber testing, salt spray chamber testing procedures, immersion testing, and VIA testing. We wish them much future success and happy selling!



### Three Exciting Days of VpCI®/MCI® Training in Dubai

Cortec® Middle East (CME) was pleased to host Cortec® Friends and Family from all over the MENA region at a three-day sales meeting January 21<sup>st</sup>-23<sup>rd</sup> in Dubai. This was an excellent opportunity for dynamic knowledge-exchange, awards, sales training, and even hands-on experimentation in the lab at the American University of Dubai—as well as a time for some fun team-building activities!

### Students from Faculty of Mechanical Engineering and Naval Architecture Visit EcoCortec® Plant

In December, 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. The field visit was part of their course on the “Mechanisms of Corrosion Protection.”

During the one-day visit students were given a tour of the EcoCortec® facility that produces polyethylene VpCI® films on five extruders, including the new E5 extruder, one of the largest in Europe, that was installed the previous year during the opening of the new facility. Our Cortec®/EcoCortec® team, Ivana Radic Borsic and Dijana Zrinski, introduced students to the preparation of raw materials, the process of extrusion, and the converting of extruded VpCI® products. Our young guests also had the opportunity to visit our in-house lab and learn about testing mechanical and corrosion properties themselves.

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 the scientific community and these kind of student visits are also a great way of sharing corrosion solutions with future engineers.

### Reenergizing for Cortec® Vision 2025

Was it already almost half a year ago that we had the pleasure of seeing many of you at Cortec® Headquarters?

We were happy to welcome more than 100 Cortec® Friends and Family who traveled from 30 countries around the world to join us for two and a half days packed with networking, education, and enjoyment in early October on the 42<sup>nd</sup> anniversary of Cortec’s founding.

In addition to corporate updates, plant tours, and a trade show; classroom sessions were a major highlight at the Saint Paul Hotel, where Cortec® offered five different learning tracks:

- VpCI® Technology
- Corporate & Sales Strategies
- MCI® Technology
- Product Line Overviews
- Bionetix®/Water Treatment/Flagship Products
- OEM & Industrial Applications

Several sessions also allowed Cortec® distributors from around the world to share insights on what has or has not worked for them as they deliver solutions to their customers. The grand finale was a riverboat cruise on the Mighty Mississippi before parting ways to start working toward Cortec® Vision 2025!



### CAF Awarded Manufacturing Week Certificate

Last October also meant it was time for Minnesota Manufacturing Week, when Cortec's home state recognizes the significance of manufacturing to its local economy and culture. As part of the celebration, the City of Cambridge, Minnesota, sent Cortec® Advanced Films (CAF) a letter signed by its mayor and four city council members. It said, *"The manufacturing sector is the backbone of Minnesota's economy, thanks to your strength, versatility and innovation. The number of manufacturing jobs in Cambridge plays a large role not only in our local economy but throughout the State of Minnesota. The City of Cambridge wants to thank you for your ongoing commitment to provide quality products and quality jobs for Cambridge and surrounding communities."*

The letter came with a Certificate of Commendation from the commissioner of Minnesota Employment and Economic Development: *"In recognition of the outstanding contributions to the Minnesota economy and your commitment to making Minnesota a better place to live and work."*



### PRODUCT & SHIPPING NEWS

The last half year has been an exciting time for new product and shipping announcements!

#### New Titration Kits!

We were excited to announce an easier, more accurate way to monitor concentration of a dozen Cortec® products used in dip tanks and recirculating applications. Cortec's new titration kits make it easy to periodically check product concentration in four easy steps without the hassle of pH or Brix/refractometer readings. Kits are available through Cortec® customer service. Visit this page to learn more: <https://www.cortecvci.com/titration-kits/>

#### Cut Costs, Lower Environmental Impact by Ordering Cradle Packs

If you have not heard yet, Cortec® customers who order VpCI®-126 Film and VpCI®-146 Paper in pallet quantity can now cut costs and reduce packaging waste by ordering cradle packs. These cradle packs require significantly less packing material to neatly stack and ship large orders of VpCI® packaging. In addition to the environmental benefits of switching to a "greener" packaging option with less material to recycle, customers also get a cost savings for ordering pallets of Cortec® VpCI® film and paper in cradle packs instead of boxes. Ask our customer service team for more information now: <http://corteccustomerservice.com/meet-our-team/>.

#### Rapid Response, Same-Day Shipping

Cortec® Corporation is pleased to now officially offer rapid response, same-day shipping for most of its standard VpCI® and MCI® products! While other corrosion inhibitor companies may provide same-day shipping on select metals preservation products in small quantities, Cortec's rapid response shipping covers more than 240 different SKUs in the U.S.! Customers simply need to submit their orders before noon (CT) and request same day shipping on any of Cortec's stock items!\* See more details here: <https://www.cortecvci.com/wp-content/uploads/Same-Day-Shipping-PR.pdf>

\*Please allow extra time for hazardous shipments, very large orders, or other delays that may arise from time to time. Due to outside freight schedules beyond Cortec's control, orders received after noon will typically ship the next day but within 24 hours.

### New USDA Biobased Certifications for VpCI® Papers!

Our flagship VpCI® paper products, CorShield® VpCI®-146 and EcoShield® VpCI®-144 are some of the newest additions to our portfolio of USDA Certified Biobased Products. CorShield® VpCI®-146, our premium corrosion inhibiting paper, contains 92% USDA certified biobased content, while our corrosion inhibiting moisture-barrier paper, EcoShield® VpCI®-144, contains 92% USDA certified biobased content.

For anyone looking to avoid plastics pollution and still achieve reliable corrosion protection in a dry packaging atmosphere, these repulpable/recyclable papers made from renewable resources are an excellent way to go—especially for federal agencies and their contractors looking to meet requirements under the mandatory federal purchasing initiative of the USDA BioPreferred® Program!\*\*

Order yours today: <http://corteccustomerservice.com/meet-our-team/>.

\*\*For more information about the BioPreferred® Program, please visit: <https://www.biopreferred.gov>.

### New Boiler Dry Layup Options

The month of March was an exciting time as Cortec® unveiled several new dry boiler layup products so water treatment service providers can imitate the ease and effectiveness of the tried and true Boiler Lizard® for seasonal layup of all boiler sizes. This included the release of

- The Boiler Gecko™, for dry layup of the smallest boilers
- The Boiler Dragon™, for dry layup of the largest boilers
- The Boiler Egg™, a special companion product to Boiler Lizard® for protection against corrosion at startup
- The Boiler Lizard® Plus, a two-part dry layup kit containing the Boiler Lizard® and Boiler Egg™

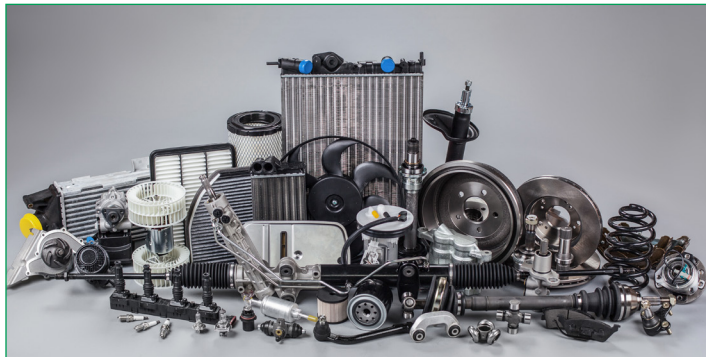
Learn more about this great new lineup of water treatment animals on our boiler water treatment page: <https://www.cortec-watertreatment.com/products/boilers/>

Or contact Scott Bryan, CWT (Technical Sales Manager – Water Treatment), for more information and assistance on designing a boiler layup plan: [sbryan@cortecvci.com](mailto:sbryan@cortecvci.com).



## Taking the Popular Cor-Pak® 1-MUL to the Next Level!

Cor-Pak® 1-MUL Pouches are popular and convenient packets to slip into small packages or compartments for corrosion protection of one cubic foot (28 L) of space. For those who like the format of the Cor-Pak® 1-MUL Pouches but want the same protection for larger spaces, we have now released Cor-Pak® 8-MUL Pouches. These pouches work exactly the same as Cor-Pak® 1-MUL Pouches, but they offer enough corrosion protection for ferrous or non-ferrous metals packaged or stored in up to 8 cubic feet (0.23 m<sup>3</sup>) of enclosed space. They are easy to insert manually or automatically into a container as usual. Learn more here: [https://www.cortecvci.com/whats\\_new/announcements/Cor-Pak-8-MUL-PR.pdf](https://www.cortecvci.com/whats_new/announcements/Cor-Pak-8-MUL-PR.pdf)



## MCI®-2061 Before/After Cleaning Trial

It was fun to recently share the results of a field trial of MCI®-2061! The biological cleaner was applied to oil stains in a paving stone driveway, as well as on the adjacent concrete gutter and asphalt road. MCI®-2061 worked great on all surfaces!

Initial cleaning is due to biodegradable surfactants in the product, and ongoing cleaning action is performed by microorganisms that activate when applied to pre-wetted concrete and rinsed according to instructions. Results can be seen in the accompanying pictures.

Contact us to learn more about this exciting alternative to harsh caustic or acidic cleaners: <https://www.cortecvci.com/contact-us/>





## PRINT & ONLINE RESOURCE NEWS



We have recently been updating a number of our brochures and websites and have also added some new resources that are now available through Cortec® Technical Services. Here's a brief overview of new or updated materials you may want to take a look at:

- Boiler Layup Product Line Guide: <https://www.cortecvci.com/boiler-layup-product-line-guide-now-available/>
- S-15 Detection Chart: <https://www.cortecvci.com/new-s-15-detection-chart-now-available/>
- Auto Brochure Update (New electric vehicles section!): [https://www.cortecvci.com/whats\\_new/announcements/Automotive-Brochure-PR-2020.pdf](https://www.cortecvci.com/whats_new/announcements/Automotive-Brochure-PR-2020.pdf)
- Cortec® Advanced Films Website: <https://www.cortecadvancedfilms.com/>
- Cortec® Advanced Films Brochure: [https://www.cortecvci.com/Publications/Brochures/Advanced\\_Films\\_12-2019.pdf](https://www.cortecvci.com/Publications/Brochures/Advanced_Films_12-2019.pdf)
- CorroLogic® Brochure: [https://www.cortecvci.com/whats\\_new/announcements/CorroLogic-Brochure-PR.pdf](https://www.cortecvci.com/whats_new/announcements/CorroLogic-Brochure-PR.pdf)
- Cortec® Coated Products Brochure: <https://www.cortecvci.com/Publications/Brochures/Cortec%20Coated%20Products/Cortec-Coated-Products-brochure.pdf>

### New LinkedIn Pages

If you haven't yet, we hope you can join the conversation at our new LinkedIn focus pages for

**Packaging:** <https://www.cortecvci.com/new-for-2020-a-linkedin-platform-focused-on-cortec-packaging/>,

**Water Treatment:** <https://www.cortecvci.com/a-new-channel-of-information-sharing-for-water-treatment-professionals/>,

**Electronics:** <https://www.cortecvci.com/have-you-seen-cortecs-new-linkedin-page-for-electronics-corrosion-protection/>

These social media outlets are a great way to stay informed on Cortec® corrosion solutions, ideas, and case histories. They also offer an excellent source of material to share with colleagues in your own social media network. Check out the new pages for yourself today!

## SPECIAL ARTICLES

### Cortec® Cover Story in Materials Performance

In November 2019, a Cortec® co-authored article entitled **“New Corrosion Inhibitor for Steam-Generating Boilers”** featured prominently on the cover of NACE International’s Materials Performance magazine. The article examines VCI as an alternative to highly toxic hydrazine, a commonly used oxygen scavenger for corrosion protection in operating boilers. Read the article here: <https://nace.mydigitalpublication.com/publication/?m=61416&i=630570&p=42&pp=1>



### Weldable Coatings and Biobased Rust Remover Advantages in Welding Journal

In January 2020, we had the honor of being published in Welding Journal, an important publication of the American Welding Society (AWS). **“Achieving a Corrosion-Free Weld Surface on Pipelines”** discusses the opportunity of using biobased rust removers and Cortec® water-based coatings as two routes to providing a cleaner weld surface on pipelines rather than relying on more cumbersome methods of mechanical rust removal. Read the article to learn more about the performance of our weldable coatings for weld integrity and corrosion protection: [https://www.cortecvci.com/whats\\_new/announcements/Welding-Journal-Article-2020.pdf](https://www.cortecvci.com/whats_new/announcements/Welding-Journal-Article-2020.pdf)



### A Closer Look at Cortec® Biobased Rust Preventatives in World of Chemicals

World of Chemicals published an informative article just this month on the environmental advantages and worker-friendly benefits of two canola-oil-based temporary rust preventatives: EcoLine® 3220 and EcoLine® 3690. Enhanced with Cortec’s corrosion inhibitor packages, these two rust preventatives offer more sustainable alternatives to traditional rust preventatives. Read the article for two examples of Cortec® biobased technology in action: <https://www.worldofchemicals.com/media/biobased-temporary-coatings-to-replace-traditional-rust-preventatives/3899.html?fbclid=IwAR3XfiBz893Qm5TCXSp97jToJhRKGUKfmOxGJFkrPPCQHcwnsJtKC17AInA>



## **Cortec® a ‘Company to Watch’ in PFFC**

A special April cover story in PFFC (Paper, Film & Foil Converter) featuring “Companies to watch” includes a great interview with Cortec® on biofilms and recycling. Click here and flip to page 10 to see how Cortec® stands out in the realm of VpCI® packaging production and converting! <https://cloud.3dissue.com/180292/180783/223356/pffc0420/index.html>



## **UPCOMING EVENTS**

Depending on how the current pandemic crisis unfolds, we have hopes of joining you and others at these upcoming events!

### **NACE CORROSION 2020**

June 14<sup>th</sup>-18<sup>th</sup>, 2020

Houston, Texas

<http://nacecorrosion.org/>

### **AWT 2020**

September 30<sup>th</sup>-October 3<sup>rd</sup>, 2020

Kentucky International Convention Center and Omni Louisville Hotel

Louisville, Kentucky

Booth # 106

<https://www.awt.org>

### **ICRI FALL 2020**

October 5<sup>th</sup>-7<sup>th</sup>, 2020

Minneapolis Marriott City Center

Minneapolis, MN

<http://www.icri.org>



# Cortec® Corporation



## Quality Management System (ISO 9001 Certified)

### World Class Product Offerings

An innovative producer of leading edge products.

### World Class Customer Service

A positive, long-lasting impression through every link of our company.

### World Class Environmental Commitment

Cortec® commits to continued development of processes and products that are useful, non-hazardous to the environment, and recyclable whenever possible.

### An Ethical and Respectful Company Culture

Respect and treat our colleagues, customers, and vendors as we would our own family members.



## Environmental Management System (ISO 14001 Certified)

Cortec's strong environmental concern is demonstrated in the design and manufacturing of products that protect materials of all kinds from environmental degradation. A strong commitment to produce recyclable products made from sustainable resources has been and will be our future policy. This brochure can be recycled.



## Laboratory Accreditation (ISO/IEC 17025)

Cortec® Laboratories, Inc. is the only lab in our industry that has received ISO/IEC 17025 Certification, which ensures quality in recording and reporting data, as well as calibrating equipment within the laboratory.



## LIMITED WARRANTY

All statements, technical information and recommendations contained herein are based on tests Cortec® Corporation believes to be reliable, but the accuracy or completeness thereof is not guaranteed.

Cortec® Corporation warrants Cortec® products will be free from defects when shipped to customer. Cortec® Corporation's obligation under this warranty shall be limited to replacement of product that proves to be defective. To obtain replacement product under this warranty, the customer must notify Cortec® Corporation of the claimed defect within six months after shipment of product to customer. All freight charges for replacement product shall be paid by customer.

Cortec® Corporation shall have no liability for any injury, loss or damage arising out of the use of or the inability to use the products.

**BEFORE USING, USER SHALL DETERMINE THE SUITABILITY OF THE PRODUCT FOR ITS INTENDED USE, AND USER ASSUMES ALL RISK AND LIABILITY WHATSOEVER IN CONNECTION THERE WITH.**

No representation or recommendation not contained herein shall have any force or effect unless in a written document signed by an officer of Cortec® Corporation.

**THE FOREGOING WARRANTY IS EXCLUSIVE AND IN LIEU OF ALL OTHER WARRANTIES, EXPRESS, IMPLIED OR STATUTORY, INCLUDING WITHOUT LIMITATION ANY IMPLIED WARRANTY OF MERCHANTABILITY OR OF FITNESS FOR A PARTICULAR PURPOSE. IN NO CASE SHALL CORTEC® CORPORATION BE LIABLE FOR INCIDENTAL OR CONSEQUENTIAL DAMAGES.**



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