

NEWS ALERT



Cortec® Technology ‘Hits the Nail on the Head’ at HEWAM



The phrase, “hitting the nail on the head,” is a good description of Cortec’s first experience at HEWAM, the heat exchanger technical conference that took place October 16th-17th in Houston, Texas. As the metaphor implies, Cortec’s technology was exactly what many exhibitors and attendees needed to solve problems with corrosion and fouling during the heat exchanger life cycle.



The relevance of [Cortec®](#) solutions was especially clear after Jim Holden ([Cortec® Global Services \[CGS\]](#)) gave his presentation on “How to Minimize the Impact of Corrosion on Cycle Time During Manufacturing, Operation & Layup.” Several attendees immediately sought him out to learn more. “In terms of technical solutions to the heat exchanger industry, we’ve nailed it,” Bob Boyle (Cortec’s VP – Integrity Management & Preservation Solutions) commented.



Back at the booth, the expertise of Scott Bryan (Cortec® Technical Sales Manager – [Water Treatment](#)) was obvious as he stayed busy answering questions and speaking the same water treatment language of conference attendees who thronged the booth during technical session breaks. Judy Wolf (Cortec® Regional Sales Manager), Bob Boyle, and a variety of Cortec® distributors provided backup support.

Jay Zhang (Director of Business Development) focused on learning as much as possible about the heat exchanger industry by attending technical sessions and speaking with other exhibitors (80-90% of which could potentially benefit from Cortec® technology) on the floor. He came away with a thorough knowledge of the industry’s big picture and a keen understanding of how to support

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manufacturers, suppliers, and end users who need corrosion and fouling solutions.

Another HEWAM highlight was the chance to collaborate, as previously mentioned, with several Cortec® distributors. In addition to Jim Holden from CGS, Monica Tarragona of [Atlas Industrial](#) and Sergio Martinez and Justin Van Pelt of [Queenston Services and Preservation](#) spent time with us at the booth. While the opportunity of connecting face to face is invaluable, it was also great to have such a responsive team ready to support new heat exchanger customers on the ground after HEWAM.

We are grateful for the welcoming environment, insights learned, and new connections made at HEWAM. If you weren't able to connect with us at the conference, don't hesitate to [ask us more about corrosion and fouling solutions for heat exchangers](#).

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