OCTOBER 2026

CORTEC® VISION



CELEBRATING 50 YEARS OF INNOVATION AND EXCELLENCE!

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Feature Story

CELEBRATING 50 YEARS OF INNOVATION AND EXCELLENCE: CORTEC® WORLD SALES MEETING 2026

Cortec® marked the beginning of its 50th year by welcoming more than 130 Cortec® and Bionetix® family members from 28 different countries to the 2026 World Sales Meeting in downtown Saint Paul, Minnesota. Once again, the historic Saint Paul Hotel set the stage for an inspirational two-and-a-half days of reflection, celebration, collaboration, and education to encourage the team on to even greater successes in the next 50 years.

The event started October 7th with warm reunions among international attendees who checked in to their respective European, Asian, or Latin American sales meetings for regional updates. The day closed with a welcome reception for all local and international guests who were able to attend.

The Thursday morning general session was highlighted by a glimpse back into the first 50 years of Cortec® history, with memories shared by Cortec® CEO and Founder, Boris Miksic. Cortec® President, Caleb Pheneger, next turned the audience's attention to the future by looking at Cortec's vision for the next 50 years. A technical keynote by Professor Ivan Juraga from the Faculty of Mechanical Engineering and Naval Architecture at the University of Zagreb followed, focusing on the significance of corrosion studies for real life and the important role Cortec® has played in furthering this research in the halls of higher education.

The awards ceremony came next, honoring distributors with the top-10 sales numbers for the last year. This special



celebration took a memorable turn when multiple distributors began presenting their own tokens of congratulations and appreciation to Boris in honor of Cortec's 50th anniversary.

After an exquisite lunch at the historic Landmark Center, attendees got down to business focusing on technical breakout sessions and global case histories for the next day and a half. Topics ranged from VpCI® fogging to ESD packaging to coatings and construction, along with a separate track for current and potential Bionetix® distributors. A new "Bring Your Toughest Problems Workshop" proved to be a favorite, along with an in-depth session on corrosion protection for data centers.

Beautiful weather with a splash of autumn colors set the scenery for two special evening dinners—one at the North Oaks Golf Course (where the Cortec® family recognized lab, customer service, and accounting awards and celebrated Boris's upcoming birthday) and the other on a Stillwater River Boat, paddle-wheeling on the St. Croix River, enjoying one another's company, last minute technical conversations, and an indescribable sunset before parting ways.

Gatherings like these have become increasingly meaningful as the years pass and the Cortec®/Bionetix® family build stronger connections, memories, and accomplishments together. We are grateful for everyone who made the significant investment to travel from around the world and spend half of a work week building technical knowledge, relationships, and a stronger foundation for mutual success in the decades to come. We look forward to seeing everyone at the next Cortec®/Bionetix® family reunion!













News

NEW LOGISTICS CENTER TAKES SHAPE

We are excited to have our new EcoCortec® logistics center well under way at our campus in Beli Manastir, Croatia. The photo here was taken October 5th, showing the significant progress that has been made since the groundbreaking last April. This €2 million investment marks the beginning of a powerful new growth phase for our team. The addition of approximately 1,500 square meters (16,146 ft^2) promises a major capacity boost and step forward toward the development of a highly efficient, centralized hub for storage and logistics. We are excited about how this new distribution hub will help us serve our customers more efficiently and effectively!





Left: EcoCortec® logistics center—construction in progress, October 2026.

Bottom: EcoCortec® logistics center groundbreaking, April 2026.

CORTEC® STRENGTHENS CROATIAN-US COLLABORATIVE TIES

Cortec® continues to play a leading role in strengthening economic ties between the US and Croatia through its involvement with the American Chamber of Commerce in Croatia (AmCham) and other economic forums. Earlier this year, Ivana Radić Boršić (VP of Sales-Europe and AmCham Board Member) joined Caleb Pheneger to host an AmCham Croatia business delegation on a visit to the Cortec® Biotechnology Campus (CBC) in Sarasota, Florida, following AmCham meetings and tours held with several major global companies in New York City.

Boris and Ivana were honored to pay a reciprocal visit to the Zagreb AmCham office in September, after which AmCham Executive Director Andrea Doko Jelušić shared these kind words on social media:

“Cortec® Corporation is a fascinating example of how deep specialization, innovation and entrepreneurship can build a global success story. ...

“Beyond the technology and business success, we particularly value the strong connection Cortec® and Boris have maintained between Croatia and the United States

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over the years. Stories like this are a great reminder of how business, innovation and personal relationships can bring our two countries closer together."

On September 24th, CorteCros™ Sales Executive, Tomislav Rob, continued the collaboration in New York, where he was honored to join more than 100 business people from 70 American and more than 30 Croatian companies at the Croatia—USA Economic Forum. The event was organized by the Croatian Chamber of Economy and the Croatian National Tourist Board with the goals of strengthening economic cooperation, developing new business partnerships, and exploring investment opportunities between the two countries. Focus areas included energy, tech, advanced manufacturing, and defense.

During his visit, Tomislav had the privilege of meeting Croatian Prime Minister Andrej Plenković, as well as representatives of major American companies Lockheed Martin, Bell Textron, IBM, and others. Participation in such events not only fosters cooperation between the two countries but opens the door to new economic opportunities for everyone involved, and we are honored to be part of this international collaboration.









Top: Tomislav joined Croatia's Prime Minister, Mr. Andrej Plenković and presidents of large Croatian companies at the Croatia—USA Economic Forum in New York.

Middle Left: Tomislav Rob (right) with Republic of Croatia's Prime Minister, Mr. Andrej Plenković (left), joined a high level business delegation for the occasion of the Croatia—USA Economic Forum in New York, organized by the Croatian Chamber of Economy and Croatian National Tourist Board, with 30 Croatian companies present, 70 American companies present.

Middle Right: AmCham Croatia visits CBC in Sarasota, Florida. Image courtesy of AmCham Croatia.

Bottom: Ivana (third from left) and Boris (fourth from left) visit the AmCham Zagreb office. Image courtesy of Andrea Doko Jelušić.

PERSONNEL NEWS

Cortec® was pleased to add three new Regional Account Managers to the MCI® team this year to support contractors, ready-mixers, and engineers in their quest to extend concrete service life.



Branden Breckheimer now covers Cortec® MCI® accounts in the U.S. Midwest (IA, IN, KS, KY, IL, MI, MN, MO, ND, NE, OH, SD, WI), drawing on a background in industrial technology management followed by field-service engineering in the paper industry. Branden looks forward to building trust with data-backed product info and problem-solving support on the chemistry side of concrete durability—an approach just as critical as structural design. Contact Branden Breckheimer at bbreckheimer@cortecvci.com.



Sean Hightower will be responsible for Cortec® MCI® accounts in the Southern U.S. (AR, AL, FL, GA, OK, LA, MS, NC, SC, TX). As a past construction superintendent for custom pool builds and a sales representative for Nalco, Sean knows how to manage multiple projects while prioritizing customer satisfaction and earning trust. His goal is to be someone anyone can call for honest answers, forming friendships that last far beyond the jobsite, while bridging the corrosion control knowledge gap he sees in too many industries. Contact Sean at shightower@cortecvci.com.

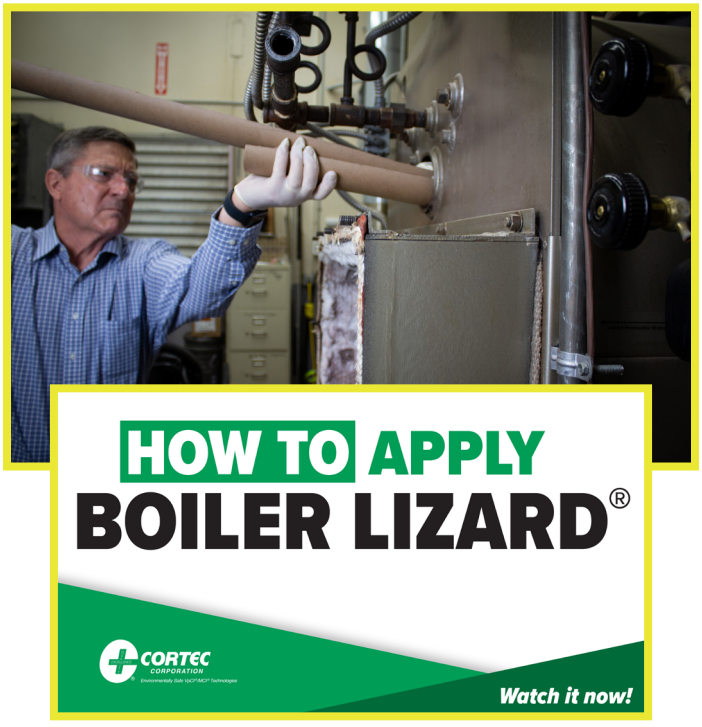


Justin Leake will be covering Cortec® MCI® accounts in the Northeastern U.S. (CT, DE, MA, ME, MD, NH, NJ, NY, PA, VA, WV), where he has a keen understanding of the concrete admixture, construction, and infrastructure landscape after years in the ready-mix industry. Working closely with contractors, ready-mixers, engineers, DOTs, and architects, he looks forward to doing a job with a purpose while building strong and meaningful professional relationships and educating key stakeholders on the benefits of organic corrosion inhibitors like MCI®. Contact Justin Leake at jleake@cortecvci.com.

Product & Resource News

NEW BOILER LIZARD® DEMO VIDEO

A new Boiler Lizard® demo video shows water treatment professionals how to apply this trusted boiler layup solution for corrosion protection during seasonal layup or temporary shutdown. The video gives viewers a quick, practical look at Boiler Lizard® benefits and basic application steps, making it an outstanding resource for anyone interested in maximizing the service life of critical boiler assets and minimizing corrosion complications at startup. The new demo video takes viewers through the basics of Boiler Lizard® application in less than two minutes, starting with dosage recommendations (one Boiler Lizard® per 1,000 gallons) for small to mid-size boilers. It also includes a handy tip on using the shipping tube for easier application, a simple step that can transform the process even for seasoned users of the Boiler Lizard®. Watch now: www.youtube.com/watch?v=DtwkVKF8w_U



LEARN HOW TO APPLY THE VPCI® GECKO™

"Boiler Layup Corrosion Prevention: How to Apply VpCI® Gecko™" shows in under two minutes how to apply quick, easy, effective corrosion protection to the water side, fire side, and condensate tank of small boilers, with no need for product removal before bringing the boiler back online. Released in just the last decade, the VpCI® Gecko™ allows boiler owners and operators to "fog and forget it," vastly improving the ease of layup for smaller boilers and steam systems. The addition of a demo video completes the process with a simple visual demonstration of how it can be done. It is an excellent resource for new and old users alike. Check out the demo video here to learn how to apply the VpCI® Gecko™ properly: *www.youtube.com/watch?v=gBxyazgxzhg*



ANTI-SAG VERSION OF MCI®-2018 X FOR VERTICAL SURFACES

Cortec's new anti-sag version of *MCI®-2018 X* was officially released in May of this year, making it easier for contractors to protect vertical and overhead concrete from the ingress of water and chlorides. MCI®-2018 X V/O minimizes drips and maximizes water repellent penetration into bridges, parking ramps, and other concrete structures with walls and overhangs. This 100% silane water repellent is especially important because vertical and overhead concrete surfaces in parking garages and industrial facilities are often under-protected, with preference given to horizontal slabs. MCI®-2018 X V/O makes application easy and efficient for these more difficult-to-reach vertical and overhead structures, as well. It can be used as a standalone water repellent or in tandem with a surface applied corrosion inhibitor (SACI) such as MCI®-2020.



NEW ASSET PRESERVATION BROCHURE SHARES KEEN INSIGHTS



This summer, Cortec's new brochure on *VpCI® Preservation Solutions: Innovative corrosion solutions to reclaim your time, money, and assets*, was finally released after months of careful deliberation. The resource serves as a practical guide to understanding the causes and consequences of corrosion and uncovering preservation solutions that can pay for themselves. Through thoughtful illustrations, flow charts, real-life examples, and video links, this brochure shows the way forward toward saving significant time and money in the never-ending battle against natural corrosion processes. The brochure looks specifically at five key sectors where preservation is needed and uses flowcharts to visualize project life cycles that can be relevant to any industry, with many real-life examples scattered throughout. Download the brochure here: *www.cortecvci.com/Publications/Brochures/Asset%20Preservation%20Brochure_04.2026_LR.pdf*

Out & About

FIGHTING CORROSION "IN DUBLIN'S FAIR CITY"

EUROCORR 2026 landed in Dublin, Ireland, making it a perfect time for Mandy McCrumm and Niall Gallen of Corrosion Engineering and Dean Kenny of Lake Engineering Solutions to support Ivana Radić Boršić at the Cortec® booth the week of September 6th-10th. Ivana was also honored to participate in the European Federation of Corrosion Loyalty Programme, giving a presentation entitled "Roadmap to Sustainable Corrosion Protection" that featured new Cortec® technologies. This major annual event draws corrosion experts from around the world, so it was also fun to see the team from the Faculty of Mechanical Engineering Zagreb, who were in town to present some of their latest research in the field!





Right: Ivana received support from local distributors Dean Kenny and Niall Gallen.

Top: The Faculty of Mechanical Engineering Zagreb stopped by Cortec's booth at EUROCORR.

A TRIP TO ITALY FOR AMPP

Cortec® was honored to join longtime distributor Carte Dozio at the AMPP 4th International Conference & Expo, June 9th-12th in Genoa, Italy. A highlight of the four-day conference was the role of Ivana Borsic (VP of Sales Europe) as co-chair of the "Corrosion Inhibition, Inspection & Monitoring" session. Along with distributors Filippo Negrini and Massimo Esposti, she also had many strong conversations with industry peers and partners.



Filippo and Ivana at AMPP Italy.

GLOBE TROTTING WITH CORTEC® WATER TREATMENT

Scott Bryan (Dir. of Business Development – Water Treatment) is checking off his continents as he continues to spread Cortec® corrosion solutions for industrial water treatment around the globe. Earlier this year, Scott travelled with Jay Zhang (Director of Sales, Asia) for a 26-day "marathon" trip throughout Asia to expand the reach of VpCI® water treatment technologies in key regions where the need is great, but knowledge of practical corrosion solutions is lacking. Stops included South Korea and Thailand, where Scott met key Cortec® distributors such as Cortec® Korea and Optimal Tech. They also connected with other Cortec®



Posing with turbine in Thailand.

VpCI® distributors in Jakarta, Batam, and Perth; visited potential clients; and conducted training.

Scott's latest intercontinental adventure included a trip to Brazil in September, where he worked alongside Corr Brasil to visit current and potential customers and prepare for expansion in the region. Scott provided basic training at Corr Brasil's headquarters and learned something himself when he visited a nut and bolt stamping plant that has found an effective new use for VpCI®-649. Scott looks forward to working alongside more distributors in other Latin American countries as VpCI® water treatment solutions put more roots down and helps distributors reach their greatest potential for this market in Brazil and beyond. It has been great to meet distributors and customers face to face and receive such a warm welcome around the world!



Touring power plant in Asia.



Discovering new uses for VpCI®-649.

CORROSION SOLUTIONS SHINE AT INTERNATIONAL MINING CONVENTION: EXPONOR 2026

Cortec® was honored to join Patiño y Compañia in June at EXPONOR 2026, a biennial conference that attracts senior executives and decision-makers from the world's top mining companies to Chile's mining capital, Antofagasta. As the world's largest copper producer and second-largest lithium producer, Chile is a global leader in the critical minerals industry, with an estimated market share of more than 15% of the world's copper production. Highlights of the event included participation of Chilean President, Mr. Jose Antonio Kast, in the opening ceremony, record-breaking attendance (60,000 people from 36 countries), and the opportunity to connect with major companies in the industry. Special thanks to Patiño y Compañia for their skilled commitment and significant investment hosting a strategically-located booth showcasing Cortec® products related to the mining and energy industries at this prominent international event.



Patiño y Compañía welcomed VP of International Sales Dario Dell'Orto (right) to their booth.

MCI® SIGHTING IN HAWAII

Special thanks to Linda Moran (Corrosion Cops) for promoting MCI® admixtures at the SEAOH Convention in Hawaii last September! This tropical, Oceania environment never stops attacking metal and reinforced concrete, so we are grateful for those in the area putting in the work to share practical solutions with contractors, engineers, DOTs, and ready-mixers.



CONCRETE CONVENTION SEASON IS HERE!

Just after the 2026 Cortec® World Sales Meeting, Jessi Meyer (VP of MCI® Sales) and Sean Hightower (MCI® Regional Account Manager – Southern U.S.) hopped on planes for Atlanta, Georgia, to attend the fall convention of the American Concrete Institute (ACI), October 11th-14th. It was great to see familiar faces and check the pulse of the concrete industry at this major international convention. As Sean has said, it's not a matter of "if," but, "when" concrete cracks, and visitors heartily confirmed this statement by scooping up all the concrete crack gauges at the MCI® booth by the time Jessi and Sean left for lunch the first day! This event kicked off the concrete convention season with the ICRI (International Concrete Repair Institute) fall event coming close behind October 18th-21st in Phoenix. It's a good reminder that rust never sleeps and proactive prevention is the best approach!







Upcoming Events

For more upcoming events, go to:
www.cortecvci.com/whats-new/trade-show-schedule

INTERNATIONAL WORKBOAT SHOW 2026

December 2nd–4th • Booth #244
Morial Convention Center • New Orleans, LA
www.workboatshow.com

AMPP 2027

April 11th–17th • Booth #1701
Greater Columbus Convention Center • Columbus, OH
www.ampp.org

CORTEC CORPORATION
Environmentally Safe VpCI®/MCI® Technologies

4119 White Bear Parkway, St. Paul, MN 55110 USA
Phone (651) 429-1100 | Fax (651) 429-1122 | Toll-Free (800) 4-CORTEC
productinfo@cortecvci.com | *www.cortecvci.com*

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