

*iz stranih medija*





Twin Cities Business Magazine, August 2000 ■

twin cities business magazine

Story by Suzy Frisch • Photographs by Anthony Brett Schrack  
As Seen in August 2000

**2000 Entrepreneurs of the Year**  
WINNER MASTER

**Twin Cities**  
BUSINESS MONTHLY

# Boris Miksic

## CORTEC CORPORATION



**HEADQUARTERS:** White Bear Township  
**REVENUES (1999):** \$25 million  
**FOUNDED:** 1977  
**EMPLOYEES:** 128  
**TICKER:** Private  
**WEB SITE:** [www.cortec.com](http://www.cortec.com)

If there were such a thing as an American Dream Award, Boris Miksic would be a prime candidate to win it. He came to America from Croatia with \$37 and a pregnant wife, then managed to start his own company from scratch and build it into a \$25 million enterprise.

It was a gamble to say the least, but things ended up working out extraordinarily well. Miksic grew Cortec Corporation into a corrosion-control company with some big-name clients, such as Ford Motor Company, Motorola, and the United States Navy.

Established in 1977, Cortec has earned steady and stable growth under Miksic's guidance. Yet Miksic has kept the company nimble enough to work individually with customers on their specific needs. Cortec engineers regularly develop prototypes in partnership with clients until a product suits their needs.

"What's the purpose of a small company if you can't react quickly?" Miksic says. "The way we can outgun the competition is to be closer to our customer and have fewer committees."

Miksic began working toward his American dream after a friend in New York helped him land a job with a Minnesota chemical engineering company. He spent four years learning the ropes, but he grew disen-

chanted during a period of company instability. But he also was brimming with ideas, and he wasn't getting the chance to try them out. So he left to start his own business.

For three months, Miksic and his wife operated the company on a farm in Hugo, Minnesota. They manufactured products in the kitchen sink, processing chemicals with a coffee grinder.

The odds were against him, but with persistence

and a dedication to customer service, Miksic's company flourished. He set a goal to sell \$100,000 in product the first year and met it, then managed to increase sales 20 percent each year.

While Cortec is now a thriving company, it wasn't always smooth sailing. In 1983, Cortec struggled through serious cash-flow problems, and Miksic decided to sell. Sealed Air, a multinational company, agreed to keep Miksic as

vice president of the company's Cortec Division. But two months later, he was forced out.

Miksic took time off and watched in horror as his company stumbled further. "It was tearing my heart out," Miksic recalls. "It was my company, my people. They ran the company into the ground."

Miksic bought back Cortec in 1988 and turned things around quickly. He adopted as Cortec's mission his 20-20-20 rule: 20 percent growth, 20 percent new products, and 20 percent cost reduction every year.

"We stuck to narrow niches in the huge corrosion industry and stayed away from big companies that dominated the market," says Miksic. "We didn't want to step on their toes too soon. Now we go after them big-time."

Cortec has been branching out by developing value-added products, including systems that extend the life of concrete and biodegradable packaging.

"We've been lucky and fortunate—we've made money every month," Miksic says. "We always stayed with one principle: customer service. We took care of the customer whether it was in Des Moines or Tokyo. They got the same service, the same price. We treated everyone equally. We still do." ■

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## Congratulations from the Cortec family and the State of Minnesota.

*By Golly,  
You did it Boris!*

**Entrepreneur of the Year**

Master Entrepreneur Category



Boris Miksic  
President/CEO of Cortec Corporation

*Boris, Congratulations again and again!  
You are an inspiration to all of us and continue  
to prove over and over that dreams do come true.*

*We are proud to be part of the Cortec Employee  
Family!*

Cortec, Advanced Films & Spray Technologies Divisions

*With love and best wishes,  
Anna, Mom & Dad Miksic, Mom & Dad Vignetti*



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### CONGRATULATIONS

Minnesota Salutes Our Entrepreneurs of the Year

THE STATE OF MINNESOTA CELEBRATES THE SUCCESS OF THESE OUTSTANDING ENTREPRENEURS, WHOSE VISION OF EXCELLENCE AND INNOVATION HAS HELPED MAKE MINNESOTA A WORLD CLASS COMPETITOR AND A GREAT PLACE TO DO BUSINESS.

<b>MASTER</b> Boris Miksic Cortec Corporation	<b>MANUFACTURING</b> Arvid Kurenschak Daktronics
<b>EMERGING</b> JD Bostack Supply Supply	<b>I-CATEGORY</b> Jed Bostack Digital Power (a Division of, Daktronics)
<b>RETAIL/WHOLESALE</b> Steve & Bob Johnson Carl Johnson B2B Network	<b>3rd District BEST NEW</b> Cody/Robert and Terrence
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*With love and best wishes,  
Anna, Mom & Dad Mikic, Mom & Dad Vignati*



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**THE 2000  
ENTREPRENEURS  
OF THE YEAR**

**Finalists**

The firms below were the other finalists in the 2000 Entrepreneur of the Year categories.

**MANUFACTURING**

Entrepreneur's Name	Eric Stromquist
Name of Company	Colonia Craft
Company Description	Manufacturer of restored Jiffyback Products
Headquarters	Portland
Annual Revenue	\$38 million
Ticker	Private
Founded	1980
Employees	250
Web Site	www.coloniacraft.com
Experience	Stromquist came to Colonia Craft, their talent



**Eric Stromquist, Colonia Craft**

Reassessing Stromquist, as the company's first employee at the age of 18. Quarter "I tell our employees that their first job is to find out how to

Twin Cities Business Magazine, August 2000 ■

**Work, fate help chemical firm shine**

In an autobiography that the late Sen. Rudy Feigh urged him to write, Twin Cities businessman Boris Mikic describes his life as "a combination of hard work and fate" — with fate often playing "the bigger part."

Mikic's success as founder of CorTec Corp., a White Bear Township manufacturer of environmental protection chemicals with \$75 million in annual sales, undoubtedly resulted from his combination of grit and innovation. His selection this year as Entrepreneur of the Year in the master category only confirms that notion.

But Mikic, 52, has a point about fate. Consider, for example, the late-minute agreement to a business meeting in Paris that kept him from joining a group of government and business officials on a trade mission to his native Canada in 1996.

**Dick Youngblood**

Everyone in the group — including U.S. Commerce Secretary Ron Brown — died when the plane crashed in the mountains overlooking Jefferson, Canada.

He reflect on CorTec's rapid early growth, which continued with Mikic's experience of management in 1984 to separate cash flow in a niche and have him to sell out to feed for Long.

At last would have it, however, the New Jersey firm had continuing problems with the business. So it was there that Mikic — for a little more than half what a had paid him for the company.

**CorTec continues to go**

— CorTec has become one of the nation's largest suppliers in a chemical process and applied fuel.




Founder Boris Mikic in the research laboratory of his specialty chemicals company, CorTec Corp. He holds 15 patents.

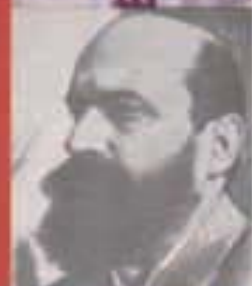
Minneapolis Star Tribune, December 10, 2000 ■



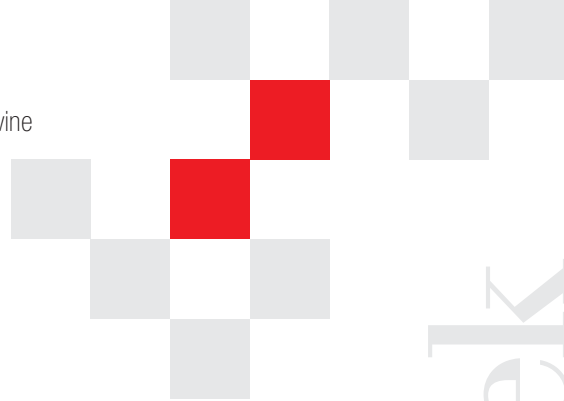
**outstanding**  
American and Canadian  
**c r o a t s**



**znameniti**  
američki i kanadski  
**h r v a t i**



**CROATIAN ALMANAC 2000 - HRVATSKI KALENDAR 2000**



chemical week





## companies

# This Year's Crop of Hot Prospects

## Getting Growth from High-Tech Products and Services

Catalysts, corrosion control, cyclic resins, and nanomaterials are among the areas targeted by CW's 2002 Hot Prospects—fast-growing companies with sales under \$100 million. Most of these firms are less than a decade old and are pouring considerable resources into R&D to stay ahead of the pack.

### Automotive Catalysts

#### Catalytic Solutions

A novel automotive catalyst technology is expected to generate rapid sales growth at Catalytic Solutions Inc. (CSI; Oxnard, CA). Analysts say the technology is a major threat to catalyst producers such as Engelhard and Johnson Matthey that account for the lion's share of the \$1.7-billion/year autocatalyst market. Shares in several auto catalyst suppliers moved lower earlier this year following an analyst report noting the threat from CSI's technology (CW, June 26, p. 12).

The technology, dubbed mixed-phase catalyst (MPC), was developed by Steve Golden, who founded CSI in 1996. "MPCs are made using an entirely different design approach than those of our competitors," Golden says. The MPCs contain a combination of several metals and metal oxides, mostly from the spinel and perovskite group of non-noble metals. The precious and nonprecious metal atoms, combined in the same structure, create a compound with "unexpected performance synergies," Golden says. "The complex oxide is the catalyst, not the precious metal, as is normally the case."

The technology allows automakers to meet emission standards while providing dramatic cost reductions, because it uses 50%-80% less platinum group metals than conventional technology, says William Anderson, CEO of CSI.

MPC technology has been used since 2001 on the Sepwgs minivan in Japan made by Honda, which has a 10% stake in CSI. The company's big test will come in 2004 when the technology is introduced on a "major" 2005 model platform for General Motors. Anderson would not disclose the model. Lehman Brothers analyst Timothy Gendeman speculates that the award will be a contract for more than 250,000 GM autos/year.

CSI is also eyeing the market for diesel fuel catalysts used on light trucks in Europe, Anderson says. He expects that market to grow from \$400 million today, to \$2.2 billion by 2008. Another major potential market is in selective catalytic reduction catalysts, used in power plants. GE Power System has taken an equity stake in Catalytic Solutions, and has also agreed to test the SCR technology at its power plants.

—ROBERT WESTERVELT

### Corrosion Control Chemicals

#### Cortec

Cortec's (St. Paul, MN) owner and CEO Boris Mikšić came to America in 1974 with just \$37 after fleeing Croatia, then part of Soviet-controlled Yugoslavia. A chance encounter with a U.S. businessman in Zagreb, Croatia in 1967, provided him with a sponsor who would later aid in his immigration to the U.S. and

help land him a job as a chemical engineer at Northern Technology (St. Paul, MN), a maker of corrosion control chemicals and equipment. Mikšić became disenchanted by management and its practices, and decided to start up a company of his own, literally from his kitchen sink. From those humble beginnings, he has built a \$50 million/year business in corrosion control chemicals.

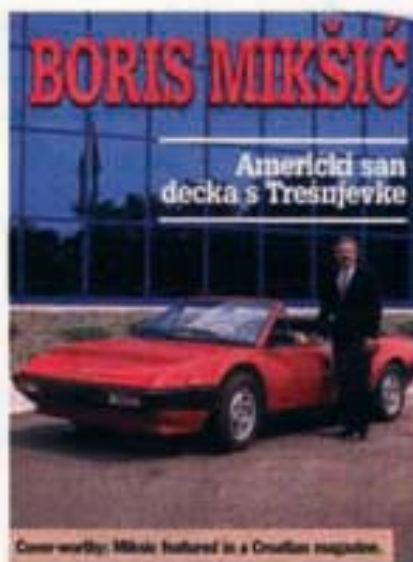
Mikšić started Cortec in 1977 with a \$40,000 bank loan, and spent about \$8,000 of that on a mailing to a list of companies provided by the National Association of Corrosion Engineers (Houston). The respondents included Hitachi, who asked for more information and product samples. He immediately purchased a round-trip ticket to Tokyo. "The cost of the ticket didn't leave me with enough to pay for a hotel room, so I made a deal with Hitachi to pick up my room—a major departure from the way Japanese companies do business," he wrote in an autobiography published last year.

Mikšić says he did not let on that the company was a one-man shop with no manufacturing capability. He was determined to get the business, however, and refused to leave Tokyo without a purchase order. He got the order—for \$3,000 worth of products. "We ground the chemicals in our kitchen sink with my wife's coffee grinder," he says. "The garage was our chemical plant and the basement was our warehouse." It all worked out. Hitachi was pleased and remains a Cortec customer.

Cortec managed sales of \$100,000 in its first year and has grown steadily, to about \$50 million in 2002. A weak economy has limited sales growth this year to 10%, a disappointment, as Cortec has steadily posted 20%/year growth since its inception. Mikšić is confident that growth will rebound 20% or more in 2003, placing the company on target to meet its goal of \$100 million in sales within the next three to five years.

Mikšić's target for Cortec is "20-20-20": 20% growth in sales, 20% in overall sales from new products, and a 20% reduction in costs every year.

—JW





# SPOONER Advocate

Vol. 103, No. 37 Spooner, WI www.spooneronline.com Thursday, August 26, 2003 75c



Below are just a few of the products that the Spooner-Cortec plant fills for other companies. The Cortec plant serves more than 200 companies worldwide. The Bull Frog brand is Cortec's offering in the retail line. It uses the YPCI chemical that Cortec sells to industrial clients and is available locally at Triple A Sports.

## Spooner company reaches out to world, beyond

**BY FRANK ZUFALL**

There is a spot for those who think that know the local business community like the back of their hand.

"That Spooner business, with a long-time presence, do many people think for every day and not realize it?"

"That Spooner manufacturer do any line of products and does subcontracting for another 200 others?"

"That business really produces a product for more than 100 customers and believe it or not even has salespeople visit the West Coast?"

"Yes sir."

The answer is Cortec.

The company is located at 1101 South River Rd. just north of Townline National Plastics Company on Hwy. 50 in Spooner. It is the company that has made the best standing in

town.

Don't feel bad for Cortec if you don't answer the questions right. They are used to the questions even though of many think about it, the company is not busy, not too busy.

John Johnson is the plant manager for Cortec Spooner. Johnson says that part of the reason people don't see what's right in front of them is that Cortec really only has its products in the local market.

The operation, known as the Cortec Company, is one of several plants in Minnesota and Wisconsin in the Cortec operation.

The unit was purchased in 1987 by Steve Johnson, Cortec's owner and CEO, and is part of Johnson's plan to create a world-class annual manufacturing plant.

The factory itself is a long

structure with five assembly lines and filling systems located around the building.

The Spooner staff includes Johnson, Roger Hanson, customer service representative and marketing specialist, Dave Johnson, customer service, Michele Karpov, packaging, and plant operations specialist Todd Fischer, J.L. Dulon, Joe Wiskulski, Deb Steer, and Tom Olson.

Johnson said Cortec has 50 annual retail lines for products, including 1, 5, 5, and 15-gallon drums.

The plant main purpose is to fill Cortec products that use the company patented YPCI chemical, a product, according to Johnson, known as water-resistant or prepared concrete also used on the open market.

From general experience

Johnson knows the product works. He sells a story of how he had been on a plane that was supposed to crash and he was in the cabin. When he opened the bottle on the plane, most of the seats had melted, even though a quarter inch of water was on the floor. Johnson said that kept him from getting into a panic. He said that was a piece of Cortec fabric that was used at a different plant that uses the YPCI chemical, which Johnson said was not used.

In the afternoon, the public can see the effectiveness of the chemical. In two glass bottles, red wool was placed at the same time. One of the bottles contains the Cortec chemical and one doesn't. In the bottle with the chemical, the water is dry and the wool is brown. In the bottle with Cortec chemical, the wool is clean.

Although the main purpose of the plant is to serve Cortec, the plant also fills orders for other companies.

Johnson said some companies will send the product that was filled with the same oil, and other companies will send the Spooner plant to fill the product.

Johnson has worked at the plant for 11 years. He started off as quality control and worked his way up to the top position.

Johnson said the company's challenge is being able to keep up and plan for potential difficulties, like changing to a totally new line, which Johnson said is a challenge in itself.

He said all of the people at Cortec are highly trained in their jobs and the process of filling

the plant because the amount of the company changes so quickly, and Johnson said he needs his staff to respond just as quickly to the needs.

He added that the company's reputation and the record is very good at Spooner. The company and the industry are working on reducing the effects of several years of the environmental and treated products that work for professional use, he said.

In fact, the company has sold for the nation and the world. Johnson said, many people are taking all over to the East Coast, West Coast, and other parts of the world.

The plant manager also said that Cortec will have a presence in Spooner for many years and other plants include expanding the facility's holding areas and other improvements.



## The company with the wooden cowboy standing in front

Gun oil, a product of one of Cortec's clients, is brewed in by 50-gallon drum and will be packaged to several sizes. From left to right: Empty aerosol cans are fed into an assembly line. Valves are placed in the cans after they are filled with gun oil. The cans are weighed as they move down the assembly line. Cans that are too light are rejected off the line.



spooner advocate

# Cortec's Croatian Cowboy lives the American dream

BY FRANK ZIFALL

"Not an easy road to dream," said Boris Mikic when asked about his career station in life. His response is justified.

Mikic's story starts in Croatia, a country that struggled under the communist control, a country that faced its President Tito not only with the other ethnic groups and separate institutions under the banner of Yugoslavia.

He grew up in an area called Zagreb, living in a two-room apartment with his parents.

This station was could be said of the Mikic's. They were proud of their Croatian heritage and they held communism, both a recipe for trouble in the former communist-led Yugoslavia.

Like many his age, Mikic was active in the student movement while at college, demonstrating against the government for more freedom and cultural identity for Croatia.

In 1961 while he and his girlfriend were walking to catch a train, a skating rink was down and closed, so he and a few other of them went into the skating rink.

The couple in the car were Dick and Marge Soper, an American on their way to Croatia.

Mikic and the American hit it off from the start. He spent more time with the couple while

they stayed in Zagreb, and he moved in contact with the two via letters.

Years later, in 1974, Mikic was married, disillusioned and fearful of his life in the communist state, and ready for a change. "I had a huge interest in the United States," he said. "I made up my mind if I had the opportunity, I would go there. It was like the promised land."

He made contact with the only people he knew in America, the Sopers, and asked them to sponsor a move to America for him and his wife.

The Sopers agreed. Mikic's American dream started with asking his car to buy two plane tickets, leaving his and his pregnant wife with a grand total of \$17 to start their new life.

The couple landed in New York and spent all their money the first night on a hotel room.

On their second day in America, they affluently had nothing but the proverbial dollar on their back.

Life was tough. Mikic and his wife earned money by washing the floor at McDonald's, he said. "We could not speak English, so the only thing we could do was wash the floors."

Because he had a degree in mechanical engineering, the Sopers were able to line up a job

for Mikic in Massachusetts at Northern Instruments, which makes corrosion inhibitors and an electronic sensor.

Challenges in his life only seemed to grow larger. The job really required a background in chemical engineering, and he didn't speak much English.

Two factors made a difference in his life. He had the desire to succeed and he spoke Russian.

The desire drove him to take night classes at the University of Massachusetts and to improve his English, his knowledge of Russian created an opportunity to start his own company.

Doing research at Northern Instruments, Mikic would spend hours in a library reading research reports on corrosion control.

The Sopers had spent considerable time in that area, and many of their journals and research were written in Russian and were just waiting to be read by a clever, industrious immigrant who could read Russian.

By reading the Russian journals, Mikic discovered ideas that he thought would be useful for Northern Instruments to adapt to ship and coastal corrosion.

However, the company showed no interest in Mikic's discovery, and so on Mikic was looking

for a new company to start in Massachusetts.

He was at a junction of his life where he was considering moving on to Austin, a country with a large Croatian expatriate community.

But he was having a house built, and during that time he decided to pursue another avenue for his life - starting a business.

In 1975, his plan was to compete against his former employer by manufacturing chemicals that he had learned about through the Russian journals.

His new company was called Cortec, short for corrosion control.

Like many new companies, Cortec had its ups and downs but always showed promise and potential, growing at 20 percent a year.

In 1981, Cortec was called the "hottest growing small company in Massachusetts."

However, in that same year the company experienced cash problems and had to look for a bigger player in the market to save it, and that player was Sealed Air.

Sealed Air is a medium size public company in the packaging business. Mikic was offered an opportunity to work with a large company and create more opportunities. The deal was made.

However, soon after the deal was signed, the operation

started to come apart. Mikic said.

"I thought we had the same vision, but the new guys started changing things," he said.

There was friction between the leadership of Sealed Air and Mikic, and the result was that he was eventually fired from the company two months after the merger.

Because of contractual obligations, Mikic received a paycheck from the company and maintained a home corporation, but was out of the picture.

Sealed Air had problems because they didn't understand the business, according to Mikic. The company followed.

In 1988, Sealed Air offered to sell the company back to Mikic. Although the company had financial problems, Mikic said, he jumped at the chance to take charge of his old company.

His four years out of the limelight gave him plenty of time to think about raising a company and about what he had did right and what he did wrong. When he was once again owner and president, he was determined to take the company to a new level.

"The first two months back we made money," said Mikic. "The president made the tough decisions and not challenging goals based on 20, 25, 20. Twenty

percent growth, 25 percent new products, and 20 percent reduction in cost.

The rest is history. Today Cortec is a company consisting of five plants: two in Saint Paul, Minn., one in Cambridge, Mass., one in Las Cruces and one in Spain.

And that poor treatment from Cortec is now an American citizen who owns a privately held corporation that is worth millions, enough for Mikic to live a real fortune.

When Mikic is asked, "Did you ever imagine you would ever be where you are now?" "Not in my wildest dreams."

Mikic's story is...

Mikic was asked a number of questions about the Sopers era, his company, business in America and the world, his future, and his homeland.

You and many of your fellow countrymen are very devoted to your home country, Croatia. Why is there so much devotion? "We have a very strong community around the world because many of us had to leave the country during communist oppression, and now many of us are going back to the country and help it recover and stand on its feet."

See Cortec's, page 17

# Cortec's Croatian Cowboy lives the American dream

From page 12

"We are a complete solution company when it comes to corrosion control. We can provide all the needs for a company. If you go to Cortec, we have everything the corrosion control has one vendor, and we have that versatility because we invest in research and development."

"As companies are downsizing, they are letting off experts in their area. Even Mikic used to have 20 to 30 corrosion control engineers, now they have one or two. We can step in help with expertise and support with a global reach, one or two. We can step in and help with the expertise and support with a global reach."

Why did you buy the former Easton Company in 1997?

"The Easton Company had not been in the past. I thought if we owned it, we could lower our cost and be more competitive and make more money. I believe in vertical integration. I don't believe in out-sourcing because you give up your technology, your system, and you give up your control on quality."

What is the significance of the Spooner plant as your world structure?

"This is the largest second-filling plant in the Upper Midwest. It's the smallest of our plants, but it is important as we compete in the repair market against products like WD-40. It is essential for future growth."

"We have a really good community here in low-cost production. The cost of production is much higher in other places like in Chicago. We like the small-town mentality. People are hard-working, ethical, and we respect them as our customers."



Boris Mikic, owner and president of Cortec, stands in front of his Spooner operation next to the wooden cowboy he had commissioned in honor of the Spooner-Robson years by Frank Zifall.

What is your commitment to Croatia?

"We took this company to be in a backyard and we turned it around. We have a long-term

commitment to this place and will be here for some time. However, it will be at least two or three years before we expand our operations here."

of your company, American Dream, a Day from Croatia, you receive some startling facts about the cost of corrosion in America.

"The strength of our team Commercial and retail is affordable. People are an asset. They are much more responsible and they want to work. Our turnover is not a problem, and the business what is very good here. The weakness, it's a missing piece. You have to allocate a day to being someone up here."

Cortec pays for employees to learn other languages. Why is language training so important?

"Today, all markets are global. If you want to export, you have to speak globally. You have to speak people up who haven't learned, and you have to motivate people to learn other languages. The language of your customers."

You are a privately held corporation. Why don't you become a publicly held corporation?

"In a privately held company, the only people you want to impress is yourself and your clients. In a public company there is too much pressure on the bottom line and impressing your stockholders, and as we have seen in recent years, like with Enron, that can lead to some bad decisions."

In the book you've written about your life and the founding

of your company, American Dream, a Day from Croatia, you receive some startling facts about the cost of corrosion in America.

"Yes, the National Association of Corrosion Engineers estimates that \$180 billion is lost every year because of corrosion. Sixty percent of our steel in America is used to replace corroded steel. It costs this country about 1 percent of its GDP (gross national product), but with proper management, up to two-thirds of that could be saved."

My experience with corrosion control goes back to the Navy and all the work that went into keeping you corrosion-free on aircraft carriers. It seemed like the sailors were always cleaning their jets.

"The Air Force did a study and they found out by using our products that the Department of Defense had improved efficiency by 40 percent. For example, the turn-around time now is almost nil."

"One reason is that the jet is stored in a special shed and we make that shed corrosion-protected case. All they have to do is take the shed off and the jet is ready to go. Before our technology, it could take days to get the jet ready from storage."

I want to tell you a story. I was recently over in China to talk to their military people. When we met, they said they knew what they wanted to buy

because their spy satellites had seen pictures of Cortec products being used by the U.S. Army in the Middle East.

It is still possible to live the American dream?

"Yes, America is the place to be. There is nothing like the U.S. If you see the rest of the world, only China and the U.S. are big countries with many opportunities, like markets, and more important, services come here."

Just advice on starting a business?

"If you have a dream to start a business, always keep a control of your cost and keep it simple, watch the margins, and spend money wisely."

The more people I'd rather spend money on a ticket to go to China to see a prospective customer than to spend money on a market research that tells me the nothing. You have a ball of a lot by going to work overseas."

Any other words?

"I'm finally old. I've been here for 20 years. We have a culture in Littleton, Colo., and we bring people from all over the world here, and people have fallen in love with this area."





Chronicles May 24, 2004 4

## A Minnesota Military Partnership National Guard unit has been working with Croatian defense forces since 1996

By Frank Vinko Mustac

The National Guards from about 20 American states are teamed with roughly an equal number of emerging democracies in Eastern Europe and the Caucasus under the auspices of the State Partnership Program.

As part of that program since 1996, the Minnesota National Guard has been cooperating with the Croatian military, having participated in more than 120 bilateral activities with the Croatian armed forces both in the United States and Croatia.

In a continuation of that ongoing relationship, the Croatian Ambassador to the United States Ivan Grdovic and the Embassy's Military Attache Lt. Col. Demir Trzic traveled to Minneapolis in April for a two-day working visit with U.S. Gen. Larry Shields of the Minnesota National Guard.

Accompanying the Croatian delegation for part of the stay was Croatian American businessman Boris Mikić.

Mikić, who is the Honorary Consul of the Republic of Croatia in St. Paul, Minn., recently announced his candidacy for the Croatian presidency, elections for which will take place in 2005.

"We talked to National Guard officials about cooperation," Grdovic said about the visit. "They provide expertise and help... specifically with the NATO Partnership for

Peace Program."

Gen. Shields, Grdovic said, will be in Washington in June to take part in bilateral defense consultations between the United States and Croatia. Defense Minister Brislav Rencovic will be part of a group of officials from Croatia who will attend.

"We have a very active bilateral military cooperation," Grdovic said.

The individual officer exchanges between Croatia and Minnesota over the years have provided individuals on the Croatian side with valuable insight into American military professionalism, Grdovic said. He added, however, that the program is a two-way street.

"Minnesota is interested in turning some of their artillery troops into peace-keeping troops," Grdovic said. "They are looking into our expertise in peace-keeping."

Croatia currently has about 60 troops attached to German military forces in Afghanistan. It also has contributed United Nations observers to Kashmir, East Timor and Sierra Leone.

"These are the top notch of the Croatian military," Grdovic said. "Many of them have war experience."

Grdovic said that during his trip, he also met with Croatian American Minnesota

state legislator Tom Rakavina (D) and Gov. Tim Pawlenty (R).

"I thanked the governor for his support of the Croatian American community. It's an old community, hard working," said Grdovic about the descendants of Croatian immigrants who came to work in the vast iron mines of Minnesota during the late 19th and early 20th centuries.

Col. Denny Shields, director of public affairs for the Minnesota National Guard, had high praise for the Croatian defense forces.

"Their military has been evolving over 12 years. It's just incredible how far they've come," Shields said. "My personal experiences have been extremely positive."

One of the individual officer exchanges during the summer of 2002, Shields said,



From left, Croatian Amb. to the U.S. Ivan Grdovic, Minnesota National Guard Gen. Larry Shields, Croatian Embassy Military Attache Lt. Col. Demir Trzic and Minnesota Croatian American Boris Mikić in Minneapolis.

brought Capt. Marijana Plesa-Cukovic to Minnesota. She is now one of the U.N. observers in Kashmir on the India-Pakistan border.

"We worked her into a couple of radio interviews to help promote the program," Shields said.

## Campaign may cost Twin Cities man consul post

Croatian president airs his offense at challenger's "lies" during contest

By Ivo Scepanovic  
Special to the Star Tribune

SPLIT, CROATIA — The campaign by North Oaks businessman Boris Miksic for the Croatian presidency may cost him his role as the Balkan country's honorary consul general in Minnesota.

In Tuesday's edition of the national newspaper Slobodna Dalmacija, Croatian President Stipe Mesic made it clear that he was none too pleased with the American challenger, who finished in a surprisingly strong third place in Sunday's election.

"He needs to be unraveled. There is no country where the honorary consul could spread lies about the country's president and keep his title," the paper quoted Mesic as saying. He cited Miksic's statement during the campaign that the president "owns a villa in France presented to him by French secret services."

Miksic has said that the comment was just a joke.

Miksic, who holds both U.S. and Croatian citizenship, insists that he was cheated on Sunday and that his "votes were stolen."

Shortly after the polls closed Sunday night, exit polling suggested that Miksic had come from virtual obscurity just a few months ago to finish second in the 13-candidate field.

But when the government announced the results around midnight, Miksic had 17.8 percent, just behind government minister Jadranka Kosor, who had 20 percent. Mesic finished first with 49 percent, but because he did not win an outright majority, he will face Kosor in a run-off on Jan. 16. The 10 other candidates each received less than 3 percent of Sunday's votes.

Miksic filed an appeal on Tuesday to the Constitutional Court, saying there is still a chance the election could be repeated or Sunday's votes could

be recounted. He expects an answer in the next two days.

"I'm set to fight till the end. I would not surrender that easy," he said.

But Miksic said the election outcome might lead him to resign the honorary consul's post — a job that typically is part ceremonial, part administrative and unpaid — before it's stripped from him.

"I wouldn't like to be in the service of a president who cheats," he said.

The president's harsh words were not Miksic's only problem on Tuesday. Police in Zagreb, the capital, announced they would report him for illegally organizing protest meetings across the country on Monday night.

As many as 2,000 of his supporters joined him on the streets in Zagreb on Monday night, shouting "Boris Boris" (Boris fight). A few hundred more in the Adriatic port of Split did the same, as did his backers in some other cities in this country of 4.5 million people.

Police said Miksic called for protests without officially reporting his plans to police. Police spokeswoman Gordana Vulama said organizers must register all such gatherings at which more than 50 people are expected. She said Miksic risks a fine of as much as \$3,600.

Miksic said he hopes to organize a larger protest in Zagreb on Friday.

"At that rally I'll tell more on my future political plans," he said.

Croatian news media speculated that Miksic could be a candidate at local elections in April, possibly running for mayor of his native Zagreb.

Miksic came to Minnesota in 1973 and eventually founded Cor-tec Corp., which makes anti-corrosion products and is based in White Bear Lake. He was named Croatia's honorary consul general in Minnesota in 1995.



Independent candidate Boris Miksic said he might quit the honorary post before it's taken away from him.



white bear press

Saturday, January 8 • 2005

## Miksic to run for mayor of Zagreb

**Twin Cities businessman lost his Croatian presidential bid but won't leave politics.**

By Ivo Scepánovic  
Special to the Star Tribune

SPLIT, CROATIA — A Twin Cities businessman who lost his bid to be elected president in his native Croatia said Friday he will run for mayor in the capital city of Zagreb.

Boris Miksic, of North Oaks, said he will run in the local elections scheduled for April. He said he does not want to betray all the people who voted for him in Sunday's presidential election. He finished third in a 13-candidate field with 17.8 percent of the vote.

"I won't leave my political

career. I owe it to voters that support me," he said at a news conference in Zagreb, where he was born.

Miksic claims his votes were stolen, but his appeal to the Constitutional Court was rejected.

He said he would accept the court ruling "because I'm a legalist," but refused to recognize the election as legitimate. At the same time, he said he overreacted when he likened the Croatian election to the recent Ukrainian presidential election.

In the April election, Miksic would be challenging incumbent Vlasta Pavic, who is a member of the political party SDP, the main opposition political force in the country.

"It doesn't matter whether I would form a political party or I would again act like an independent candidate. I believe people now know much more about me and my chances are



Filip Horvat/Associated Press  
Presidential candidate Boris Miksic and his wife, Anna, attended a farewell party Friday in Samobor, Croatia.

getting bigger," Miksic said. "I've tried to convince voters I have the prosperity of all of them on my mind."

Miksic also announced he has resigned as the honorary

consul general of Croatia in Minnesota and has turned in his diplomatic license plates. Earlier this week, President Stipe Mesic said he might strip Miksic of the position because of what he said were untruthful accusations that Miksic directed at him during the campaign. Miksic had said that Mesic had been given a villa in France by that country's secret services.

Miksic said this week he was "just joking," but the president did not accept the explanation.

At the news conference Friday, Miksic took another jab at Mesic, who faces the second-place finisher from Sunday's election in a run-off election Jan. 16: "Mesic has said he expects my voters to support him in a second round. My voters are too smart to vote for him." Miksic fled the former Yugoslav country in 1975 and settled in Minnesota, where he founded a successful company, Cortec Corp.

The Star Tribune, 10. 1. 2005. ■

the star tribune

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# White Bear Press

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## Lost bid won't deter Miksic

by Kristine Goodrich  
Staff Writer

North Oaks resident and White Bear Township business owner Boris Miksic lost his bid to become president of Croatia. After unsuccessfully appealing the election results, the independent candidate now says he plans to run in his homeland's local elections this spring.

Miksic, who immigrated to the United States in 1974, returned to Croatia this fall to run for president. His campaign was deemed a long-shot from the start, with only a single-digit percent of the vote in early polls.

The final results were much higher than expected, but not high enough. According to official election results, Miksic came in third out of 13 candidates with about 18 percent of the vote.

Croatian law requires a second runoff election if no candidate receives a majority of the votes. The top candidate, current president Stjepan Mesic, received only about 49 percent of the vote, forcing the runoff. Miksic narrowly lost the second place spot to the government minister from the ruling conservative party, who received just more than 20 percent of the vote.

In a phone interview last week, Miksic pledged to fight the results.

"I'm not accepting this," he said. "I'm going to keep fighting this. I am prepared to use all the legal means I can to get justice."

But after losing two appeals to Croatia's supreme court, Miksic announced in a press conference on Friday he would accept his defeat.

Miksic said in the phone interview that exit polls placed him in second place up until the polling locations closed. But when the official results were released a few hours later, Kozor had somehow mysteriously gained the lead, he said.

Croatia/see page 7A

White Bear Press, 14. 1. 2005. ■

# Croatian man defiant in defeat

He lost presidential bid, eyes next move

BY MARY BAUER  
Pioneer Press

Out of the hundreds of speeches Boris Mikšić made in his quest for the presidency of Croatia, he skipped one.

"I never conceded," he said, "because I wasn't defeated."

Mikšić is back at his North Oaks home, recuperating from the flu and an achingly close loss in the Croatian presidential election Jan. 4. President Stipe Mesić won Sunday's runoff against Jadranka Kosot, and Mikšić is haunted by the belief that he should have been part of it.

"I feel cheated," he said from the office of his White Bear Township-based business, Cortec. "I'm so disappointed in the way it was handled, I'm trying to control my emotions a bit."

He mulls over details of his campaign and the oh-so-close

CROATIAN ELECTIONS, 4B



JOHN DOMAN, PIONEER PRESS

"I struck a nerve with people," North Oaks resident Boris Mikšić said of his race for the Croatian presidency.

## Croatian elections

(continued)

tally — only 2 percentage points separated him from the runoff — but reaches the same conclusion: The elections were rigged, an allegation dismissed by Croatian courts, the media and political analysts.

Mikšić has also alleged ransacked campaign offices and threats on his life — a drama worthy, perhaps, of a Hollywood movie. He has fielded calls from a California producer fascinated by the story of a man who fled his country, got rich elsewhere and returned to nearly reclaim the presidency.

"I struck a nerve with people," Mikšić said. "I showed (the government) up pretty good."

The Hollywood ending, however, is up in the air. He and his wife, Anna, came home a week ago as Croatia appeared to withdraw the welcome mat. Police in Zagreb threatened to charge Mikšić with organizing illegal protests after the election. Mesić stripped him of his title as honorary Croatian consul to Minnesota because of insults leveled during the campaign.

Unflattering stories peppered the Croatian media during the past week, one erroneously alleging that the self-described advocate for the common man actually lives in a house once owned by Prince. Others focused on the breakup of his first marriage and ex-girlfriends.

Mikšić shrugs. "I never said I was a perfect guy."

The most serious claims against a man who campaigned for more manufacturing jobs allege that Cortec is a distributor, not a manufacturer, and that Mikšić's claims of his success are inflated.

The stories indicate that Croatian media have contacts in Minnesota digging up details on everything from how Mikšić spends his free time to his tating with the

Beverly Business Bureau.

Voters who knew little about Mikšić before the election are now hungry for details, said Lidija Knezević, a reporter with a Zagreb radio station.

"He was definitely the biggest surprise of this election," she said through an interpreter from Zagreb. "And the ruling party, on election night when they thought he was second, everybody asked themselves, 'Oh, God, who voted for him?'"

The answer, they've since decided, were conservative-leaning members of their own party, Knezević said.

Mikšić said the adverse coverage is being fed by the government. Knezević said the coverage was normal for a major presidential candidate, only reporters didn't know he was a player until after the election.

"He is a new face on our political scene, and he was running for president," she said.

But his claims of autonomy from any political apparatus resonated with voters, she said.

Which explains why Mikšić is reconsidering plans to form a new political party in Croatia. The country has dozens of parties, some with as few as 250 members, he said.

"Being an independent is part of my brand," he said.

Mikšić, who also ran for Croatia's parliament last year, had said the presidential race was his last bid for a Croatian office, but he has since changed his mind. In April, he said, he will run for mayor of Zagreb, one of his strongholds in the presidential election.

Knezević warns he faces stiff competition from the current deputy mayor, Milan Bandić, an ambitious populist. To retain and build on his base, Mikšić must face recent questions, she said.

"That could be a very frisky election," she said.

Mikšić wouldn't have it any other way. As he continues to seek office in Croatia, he clings to an American motto: If at first you don't succeed, try, try again.

"I'm not afraid. Business is a much tougher place to survive than politics. You have to take it as far as you can until something breaks."

## Croatia

continued from page 1a

"Those votes came out of nowhere," he said. "The count of votes was rigged. It was definitely a setup so I couldn't get to the second round."

Mikšić said if he had made it to the second round, he believes he would have had a good chance of winning.

Despite the loss, Ivana Borsic, Mikšić's assistant campaign manager, said Mikšić's supporters were encouraged by his unexpectedly strong showing.

"(Mikšić) was really the biggest surprise in this election," Borsic said. "It showed that people in Croatia do want change — that they are tired of the same political scene."

A successful businessman in the United States, Mikšić said he wanted to become Croatia's president to help improve the country's stagnant economy.

Mikšić returned to North Oaks on Sunday to take a short respite from the political scene.

"I've still got a business to think about," said Mikšić, who owns the multimillion-dollar Cortec Corp.

Mikšić said he plans to stay active in Croatian politics, however. He said he will return to run for mayor of Zagreb, the country's capital and his hometown, in the local elections in April.

Kristine Goodrich can be reached at 651-407-1233 or vadnaishightspress@sherbtel.net



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# North Oaks NEWS

## Resident bids for Croatian seat

*Third in presidential race, Miksic now to run for mayor of capital*

by Kristine Goodrich

Staff Writer



Miksic

North Oaks resident and White Bear Township business owner Boris Miksic lost his bid to become president of Croatia.

After unsuccessfully appealing the election results, the independent

candidate now says he plans to run in his home-land's local elections this spring.

Miksic, who immigrated to the United States in 1974, returned to Croatia this past fall to run for president. His campaign was deemed a long shot from the start, with only a single-digit percent of the vote in early polls.

*"(Miksic) was really the biggest surprise in this election. It showed that people in Croatia do want change -- that they are tired of the same political scene."*

Ivana Boršic  
assistant campaign manager

The final results were much higher than expected, but not high enough. According to official election results, Miksic came in third out of 13 candidates

with about 18 percent of the vote. Croatian law requires a second runoff election if no candidate receives a majority of the votes. The top can-

didate, current president Stjepan Mesić, received only about 49 percent of the vote, forcing the runoff.

Miksic narrowly lost the second place spot to Jadranka Kosor, the government minister from the ruling conservative party, who received just more than 30 percent of the vote.

In a phone interview in early January, Miksic pledged to fight the results.

"I'm not accepting this," he said. "I'm going to keep fighting this."

• See Croatia- Page 4

• Croatia- From page 1

"I am prepared to use all the legal means I can to get justice."

But after losing two appeals to Croatia's supreme court, Miksic announced in a press conference that he would accept his defeat.

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A successful businessman in the United States, Miksic said he wanted to become Croatia's president to help improve the country's stagnant economy.

Miksic returned to North Oaks recently to take a short respite from the political scene.

"I've still got a business to think about," said Miksic, who owns the multi-million-dollar Cortec Corp.

Miksic said he plans to stay active in Croatian politics, however. He said he will return to run for mayor of Zagreb, the country's capital and his hometown, in the local elections in April.





# A Spooner prez made bid to be President

BY FRANK ZUPALL

This morning many gathered along Hwy 53 to watch presidential candidate Sen. John Kerry in person as his caravan of buses with press agents, support service cars, and local Democratic heavyweights like Gov. Jim Doyle and Congressman Dave Drayton made a short stop on the off-ramp a couple of miles east of Spooner.

What most people don't realize is that another presidential candidate, running for the top spot in "the economy" was also in Spooner this morning. In fact he was here several times. You might have had a cup of coffee with him.

This other presidential candidate didn't have buses and the message here. He was here at all, he was either relaxing or taking care of business.

This other candidate was Boris Miksic, the president and owner of Cortec Corporation in Spooner and four other plants in Wisconsin and Minnesota.

Miksic was born in Croatia and immigrated to the United States. He is a truly American success story of a young engineer with a pregnant wife, both not fluent in English, who made their way to Minnesota, where he discovered in a research laboratory a Russian formula to stop corrosion, and he was in... well,

It's the history of the Cortec Corporation, a leader in the anti-corrosion (chemical) industry. (See related story "Cortec's Croatian owner," page 2.)

As Miksic made his fortune in America, he kept himself informed of the development of his native Croatia as it bore all the burden of communism and became a democracy again.

Miksic, who has dual citizenship, made a run for Parliament in 2002 and then in 2004 went for the highest office in the Republic of Croatia.

The election, which occurred on Jan. 2, resulted in Miksic coming in third with 17.8 percent. The incumbent

President Ivo Josipovic won 48.92 percent, and the ruling party, coalition, Jadranka Kosic, finished second with 28.31 percent.

In the Jan. 18 runoff election, Miksic won with 66 percent of the vote.

However, Miksic never conceded defeat, alleging irregularities with the election that he said robbed him of a second-place finish and a chance at going head-to-head with the incumbent.

After his return back to the States, Miksic said he would run for the mayor of Zagreb, the capital of Croatia, in April.

The Jan. 18 of the Spooner

Advocate conducted a phone interview with Miksic about his presidential aspirations in his native Croatia.

In light of the recent election in Iraq and the cost so many paid to cast their first ballot there, what living there does, the interview with Miksic reveals again how people in parts of the world struggle to hold free and honest elections, a process people in America often take for granted.

How long have you been involved with politics in Croatia?

"I ran for the parliamentary elections in 2003. For me, that

was just preparation for the presidential campaign because I decided to run for the president even before the parliamentary. The news went back to back. It was a really good election and good strategy."

When did you actually start campaigning for the presidency?

"I started in March 2004. And I was told everyone was greatly surprised because of how well we did at the end. I ran as an independent, which is very unusual because in Europe most run through some form of obligatory coalition. But the secret

(see Candidate, page 2)

spooner advocate

## Candidate

From page 1

and condition, like the current Croatian president who ran with a coalition of seven or eight major parties backing him... I was the third as an independent, and there were like another 10, so there were 12 candidates in this process."

Your total was 17.8 percent of the vote.

"There were a bunch of irregularities in the counting of ballots. I think I won. Not 60 percent, but I was almost out of the top of my ballots. They were stolen."

They would not allow me to do a recount, which is a reason to be most suspicious. I was in the second place three hours after the polls closed... I was 2 percent ahead of this woman who is the candidate of the ruling party.

I think they were in a state of shock to see all the votes go my way, so what they did is produce another 100,000 fake votes at about 10 pm, and reversed my second position to third."

How did you know the ballots were fake?

"The polling, because they use a new type of ballot, has an invisible optical ink that I printed at home. Even the president admitted there were irregularities in this election, and now it is a major crisis in Croatia. They are discussing it because everyone knows there were fake ballots, and you see I was up at 22 percent at 10 pm."

Why was there a crisis in Croatia, in Bosnia-Herzegovina, in the United States, in Canada and all over the world?

"The votes that were actually like mine from Bosnia-Herzegovina - those are Croatian people who have voting rights but actually live in Bosnia-Herzegovina, the diaspora."

All of sudden, they deliver thousands of ballots from Bosnia and Herzegovina - that's what reversed the results. There were 110,000 fake ballots, and that's how they actually threw off the results."

Was there exit polling in Bosnia-Herzegovina?

"No. That was done intentionally because all across Croatia and everywhere, in all the cities or towns, I was either first or second. In the U.S. I was first, in

Canada I was first, I was the first in Australia because I have 12 million votes there, the diaspora vote, immigrants who love a Croatian president. I expected to be first or second in Bosnia-Herzegovina."

How did that happen?

"Because the counting was done in the mountains. The computers are owned by the people of the ruling party. They are appointed by the party. So all the fabricating was done in those mountains before all those buses got to those places, and they just threw some votes and used ones that were already prepared with her name [Kosic] attached."

Has there been a public response?

"I wish it. People showed up by the thousands. They stopped us because they tried to kill me twice... Twice, there were attempts to murder me. I wouldn't go in public anymore. They were trying to eliminate me with the Miksic buses. They broke into my headquarters three times and took all of our computers."

It was just a series of things that happened to me. They were expecting three-quarters of a million people in the main street of Zagreb, but I had to call it off because they would set off bombs and everything else. I was named for bloodshed, so I called it off at the last minute."

People are furious... In the media, they called it the worst ever election in the history, poorly organized, everything was prearranged for would one to win.

I did so well because I was fighting for a strong country, lower unemployment, you know normal things that we fight for in this country [United States], economic progress, increase of income, lowering the deficit.

The man who is the president is basically an extension of Russia and European domination of Croatia; they want to sell off Croatia, and beautiful land, sea and water, to the foreigners. Sixty-four percent of our banks are owned by the foreigners.

They are holding on to power to cover up all this terrible stuff that is going on. If you



Boris Miksic, owner and president of Cortec (here in front of his Spooner operation beside the wooden country he had commissioned in honor of the Spooner Rodoc) recently ran for president of the Republic of Croatia. He came in third, but he claims irregularities in voting robbed him of a second-place finish and the opportunity to go head-to-head with the incumbent president in the Jan. 18 runoff election, p.2 by far

are a business man in Croatia, you can't get a loan. The only thing they will give a loan for is if you want to buy a Mercedes or some imported car.

If you are a businessman and need a loan for production, you can't get a loan from the bank. They want to destroy my production and ruin Croatia into a colony of Europe."

We had an interview about a year ago, and at that time it was called as though Croatia had made some great strides towards democracy. Has it gone backwards?

"This was the first election without foreign observers. They made the election period ridiculous, two weeks. How can you run a campaign in two weeks? They destroyed it so much as they could, and then they

planned it over the holidays.

"Well, as far as Croatia thinks about politics over the New Year's Eve or Christmas Eve, who cares?"

And then when we had debates, the president and the main opponent, this woman, they wouldn't show up. They said, "We don't want to be with this club I present, so they called me, saying they thought I wouldn't make more than 1 percent of the vote."

I went to the people, I traveled to one little town to another throughout the whole country. I bought time on local radio stations, I did 172 interviews on local radio stations, all one-hour interviews where I talked to the people of the nation, and that's what brought me close to the people."

I said the private media because the state-owned media was off-limits for me, I couldn't count on national television or national newspapers because they are all controlled by the courts, the groups associated by the president or the main party."

I guess this recent election doesn't help the perception of Croatia?

"You can imagine if you are the chairman of Ford and you are looking for a place to locate a plant and someone misrepresents Croatia, what would you do? Forget it."

If you had become the president of Croatia, who would have been Cortec?

"We have great management. We are doing very well. I had always prepared all the regulations for the transition. It's only for a five-year term."

Are you still considering re-election again?

"This is not over yet. As I said before, I never conceded. I told everyone on television it is the greatest theft in history and I am not accepting defeat. I want to see the Constitutional Court (with proof that there were irregularities, and I was treated down because their ruling was just all the candidates have the same rights. That's democracy, right?"

OK all the major candidates, they had all the rights and I had no rights. They had the rights for money and I didn't."

Has the U.S. State Department responded to this situation

like it did with the faulty voting in the Ukraine in 2004?

"Our American ambassador didn't even try to get a copy of votes in Croatia. They are all involved in this dirty mess themselves."

You'd think as an American citizen he would call me up and say, "Hey, Mr. Miksic, good for you and let's have a cup of coffee." No, never. The State Department is backing the current president through the ambassador."

They are not going to talk to me. America is aligned with the current president. They want me to fail. I can't count on the U.S. in this fight."

When I went to ask my vote in the American Embassy, for the American election [November 2004] as a U.S. citizen, they wouldn't let me, so I couldn't even exercise my constitutional right as a citizen to vote. That's the way it goes."

Why is America supporting the current president?

"The U.S. is for the Hague Accords, where Croatia has to deliver all the people who were accused of being war criminals. This President Miksic is one who is doing everything he could to supply all the state secrets to the Hague (international criminal law) court."

I said, "Was the U.S. ever supplied its own secrets to outside courts?" It's stupid. Why should we? There are state secrets."

The guy will do anything to see you stay in power. If that means supply state secrets, he'll do it. And there is a lot of this under-the-table stuff that I uncovered, and of course that doesn't help me with the U.S."

It sounds like you've had a rough year.

"I've already got a call from Hollywood. They want to do a movie on this."

It was nice stuff, I tell you, because nobody expected an independent guy like myself to shake up the whole damn country."

"The morning I woke up in Spooner and I thought, maybe I lost the election, but I'm one lucky guy to be up here."

"It's all so good, you know? I had a cup of coffee at the Expresso Shop [Railway Express] and I said, 'That's the end America.' So I actually didn't lose at the end, I won."

Friday, February 11 • 2005

## Croatian president sues Minnesota opponent

He claims Twin Cities businessman Boris Miksic slandered him while campaigning for president

By Ivo Scepanovic  
*Special to the Star Tribune*

**SPLIT, CROATIA** — President Stipe Mesic has filed a slander lawsuit against Twin Cities businessman Boris Miksic for comments Miksic made during his recent campaign for the Croatian presidency.

In the suit filed in a Zagreb court, Mesic is seeking about \$10,000 in damages from Miksic, who finished third in the Jan. 2 election. The president claims that Miksic slandered him during the campaign late last year when he said that Mesic "got a villa as a present from French secret services."

"I was just joking and he took it seriously," Miksic said Thursday.

Miksic said he made the comment late in the race when he thought the president looked haggard and suggested he take a vacation in the south of France. Miksic said that Mesic is fond of joking about others but apparently can't take a joke himself,

and added that Mesic's response suggests "that where there's smoke there's fire."

Miksic received 17.8 percent of the vote in a 13-candidate field and claimed he was cheated during the vote count.

Miksic, a native of Zagreb, fled the former Yugoslav nation in 1973, formed a business called Cortec Corp. and now lives in North Oaks. After the presidential campaign, Miksic resigned as Croatia's honorary consul in Minnesota and has announced that he will run for mayor of Zagreb, the capital, in the May elections.

He also said he would be willing to give up his U.S. citizenship if it's required to serve as Zagreb mayor.

Mesic, who finished first in the initial round of voting, and then won a run-off election to retain the presidency, said that if he wins the suit against Miksic, he will donate the damage award to an organization that helps orphans.

*Staff Writer Dennis J. McGrath contributed to this story.*



**Boris Miksic**



**Stipe Mesic**

# The Croatian American

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## 10 The Croatian American

### Mr. Miksic was inspired by love, care and concern for Croatia, and not for power and prestige

By *Ivanka Kuzmanovic  
Greendale, WI*

Since 1964, I participated in the political campaigns on the local, state and federal levels. Furthermore, I had the honor of been elected to the school board in my community from 1980 to 1988, and when we went to Croatia last December, I was eager to immerse myself in the presidential campaigns there. I did that with deep gratitude to the men and women who defended Croatia from Serbian aggression. Their courage and sacrifices made my beloved native land a free and sovereign country, thus gifting me with the opportunity and honor to take part in the political process.

Less than fifty percent of the Croatian electorate went to the polls during the last presidential elections, so a relatively small number of people in Croatia reelected Stipe Mesic as their President. Those who voted for him deserve him. In my eyes, he seems inept, immoral, corrupt and unworthy to represent Croatia. I feel the same way about many other politicians in Croatia as well.

Having spent December and most of January in Zagreb, my observations are of close and personal nature. Not only did I closely watch the unfolding of the campaign through the media, I also volunteered in the campaign of Boris Miksic. My work consisted of addressing envelopes, calling voters and assembling campaign material in his headquarters. I also lobbied my friends and relatives in Croatia.

Mr. Miksic's victory would have assured Croatia's move toward a more promising tomorrow. I firmly believe that it was love, care and concern for Croatia, and not the

lust for power and prestige, that inspired Mr. Miksic to enter the presidential race. Furthermore, Mr. Miksic does not have ties to corruption, party loyalty or paybacks of any kind. With his superior hard work ethic, he would have been an excellent role model, a source of inspiration and hope. His respect and appreciation for Croatia's hard-achieved sovereignty, and desire to diligently work on finding solution of desperate economic conditions should have been enough to have him elected as Croatia's president. However, he was not elected because the entire power establishment was afraid of him. Both Mesic and HDZ at first dismissed his candidacy in a manner reminiscent of old communist arrogance. When they realized that he was gaining momentum, he was denied the access to media, and dirty tactics were used against him.

On the other hand, Boris Miksic made a number of mistakes. First, his campaign should have started with full force earlier than it did. Second, he should have selected much larger team of people experienced in the planning and implementing the strategy of the campaign. Large number of Croatian Americans would have been eager to volunteer for him. As many in Croatian Diaspora, Miksic holds idealistic perceptions and expectations about Croatia and that led him to underestimate the deviousness of his opposition and unwillingness of some to accept an outsider.

Media access was denied to other candidates as well. Some of them did not have a chance to begin with. I would like to see some of them try for a political office again. First, I would very much like to see Boris Miksic as a mayor of Zagreb or a representative in the Sabor. Se-

cond, I would like to see Ivic Pissalic, Ljubo Cesic Rojs and Anto Kovacevic in some type of political offices.

The entire presidential campaign was not fair to begin with. A fair campaign would not have been deliberately planned during the holiday season. A fair campaign would have been preceded by a primary election several months earlier. A fair campaign would have ensured equal access to media for all candidates.

Speculations of agreement between Mesic and HDZ are not as ludicrous now as they seemed at the beginning of the campaign. At least some questions remain unanswered: Why did HDZ come out with a weak candidate? Why was Jadranka Kosor reluctant to address Mesic's miserable record as president? Other areas of Mesic's political activities provided plenty of ammunition. For instance, he opposed the use of Croatian language early in his political career in 1967. He brazenly opened national secret records to foreign journalist. The sources of money for his first campaign remain mysterious and the media ignored the fact that Mesic lied about his wife's heritage! On the other hand, an all out lynching of Boris Miksic did not cease even after he lost.

Croatia deserves leaders with integrity, national spirituality and cultural values, on all levels of political life, and yes, Croatia has people endowed with such qualities. It is time for them to embrace political challenges and accept responsibilities with pride and determination. The presidential elections in Croatia are over. Unfortunately the waves of distaste and disappointment linger, but fortunately, so does my hope for Croatia's better tomorrow.



st. paul pioneer press

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# NORTH SUBURBS


INSIDE IRONDALE HIGH SCHOOL SENIORS EARN HIGHEST HONOR IN GIRL SCOUTS 2B

NORTH OAKS

## Another run in Croatia

### Miksic to try for mayor of largest city after close presidential loss

BY MARY BAUER  
*Pioneer Press*



**Boris Mikšić**

Imagine it, after losing the presidency by a hair's breadth, Al Gore had run for the mayor of New York. A consolation prize for sure, but being mayor of the nation's largest city would keep him in the public eye.

Which is what Boris Mikšić of North Oaks is banking on as he seeks the mayor's office in Zagreb, Croatia.

"It's going to make them up one more time really good," said Mikšić last week from his White Bluff Township-based business, Cotec.

The political bug has bitten Mikšić hard. A few months ago, he swore that his campaign for the Croatian presidency was his last run for public office in his homeland.

Mikšić, who has citizenship in the United States and Croatia, also has sought a seat in the nation's parliament.

But the heady course of the January presidential election — he lost a place in the runoff by 2 percentage points — has galvanized him, and it's on to Zagreb.

And it turns out that "Mayor Mikšić" might not be as far-fetched as "President Mikšić."

"He stands a very good chance because his charisma did win over some of the people in Zagreb," said Steve Zakić, external affairs director with the Croatian American Association in Chicago.

Zagreb was one of the cities Mikšić held in the presidential election, and he gained his

MAYORAL CA

St. Paul Pioneer Press, 7. 4. 2005. ■

ST. PAUL PIONEER PRESS WWW.TWINCITIES.COM

## CONTINUED FROM PAGE 1B

### Mayoral candidate

(continued)

Cvako, a professor at John Jay College in Illinois who has written extensively about Croatian politics.

"If he didn't get so many votes in the national election, he wouldn't be running at all," Cvako said.

Other factors weigh in Mikšić's favor. Now he has the name recognition he lacked before, and he'll get more free media coverage this time around, Zakić said.

Voters have had time to sort through negative post-presidential news reports, in which Croatian media pointed on his personal life and business claims. Cvako said that from the letters to the editor in Croatian newspapers, people assume the major parties orchestrated a smear campaign.

"They were surprised he did so well, so in a sense he became a threat."

The fact that Mikšić is an independent still weighs in his favor. That attracted voters in the national level, Cvako said, not just as a protest vote, but for more concrete reasons.

Under the Croatian political system, people vote for an entire slate of candidates at one time, called a party's list.

The system, Cvako said, robs voters of a connection to their elected officials. When they vote, they have no idea who their local officials will be. Mikšić puts a dynamic face to the elections, he said.

"It was a breath of fresh air precisely because of party politics," Cvako said. "They don't vote for individuals, they vote for parties."

That's why Mikšić decided against forming a party and will run in the territorial election as the leader of an independent group.

He has gathered about 20 independents aligned with his economic and political reform goals who are willing to take up positions if he wins.

And if he wins, he'll take the job as Zagreb's mayor and assign allies to key offices in territorial and city offices all over the country. That will position him for another run at the presidency in 2010.

"It's using this as a springboard, which would help him enormously," Zakić said.

And as Croatia's capital and largest city, being the mayor of Zagreb is not exactly a consolation, Zakić and Cvako said.

"It'll become a household word," Zakić said, "because every time the mayor does something, it's in the papers."

Mikšić still faces an uphill battle. Cvako predicted another spew of bad press, perhaps worse than before.

"He will have a tough time," Cvako said. "The parties are going to do anything they can to marginalize him."

That doesn't bother Mikšić. He's ready for whatever his opponents throw at him. He feels vindicated by reports from an independent election-monitoring group, GOONG, which found that while the elections were largely fair, there were serious problems in Bosnia and Herzegovina.

He said he couldn't turn his back on the voters, whom he said he stirred from "a state of political apathy."

That makes another run at office a goal in and of itself. "People have nothing to look forward to," he said.

He likes the idea of returning to his birthplace — he would be the first mayor of Zagreb who was born there since the country's independence. But largely, he sees the mayor's office as a doorway to national office. He wants to stop the sell-off of national resources and banks to outsiders and to curb political corruption.

"If we continue this way," he said, "we don't have control of our destiny."

Mary Bauer can be reached at mbauer@pioneerpress.com or 612-228-1111.

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# NORTH SUBURBS

NEW BRANTON MOUND VIEW PARKSIDE HEIGHTS WHITE BEAR LAKE BLAINE NORTH OAKS SHOREVIEW LIND LAKE CENTERVILLE CIRCLE PINE LEXINGTON ARDEN HILLS

**INSIDE** EDGERTON ELEMENTARY SCHOOL PRINCIPAL WINS NATIONAL HONOR 3B

Posted on Wed, May 18, 2005

## Croatia commuter wins election

Mikšić to take seats on Zagreb council

BY MARY BAUER  
Pioneer Press

Boris Mikšić finally got his foot in the door of politics in his native Croatia on Sunday when he won a place in Zagreb's city assembly.

On Sunday, he took 5 percent of the vote in Zagreb during Croatia's nationwide local elections. That wasn't enough to make him mayor, but he will get three seats out of 51 in Zagreb's version of a city council. He will fill one of the spots himself.

"I expected very much more, to be honest with you," he said Tuesday as he and his wife, Anna, headed home to North Oaks.

He had expected his mayoral campaign to mirror his bid for the Croatian presidency in January, in which he narrowly lost a place in the presidential runoff. The capital city was his stronghold.

But this time around, Mikšić was on the radar of the country's larger parties, and they came out swinging.

Notably, an elite art gallery in Zagreb invited his ex-wife, an artist from Minneapolis, to exhibit her work during the campaign. Mikšić said that gave her media exposure in which she repeated accusations of former abuse.

In another episode, a retired police officer accused him of stealing typewriters 35 years ago before Mikšić came to the United States. The man claimed he recognized Mikšić as the thief who got away.

"I had no criminal record there or in the United States," Mikšić said. "Typewriters, of all things. That was on the front page of the daily newspaper, this crazy thing that never happened."



Boris Mikšić

But Mikšić said he is looking ahead to his assembly work, which begins June 20. He believes his three seats will go far.

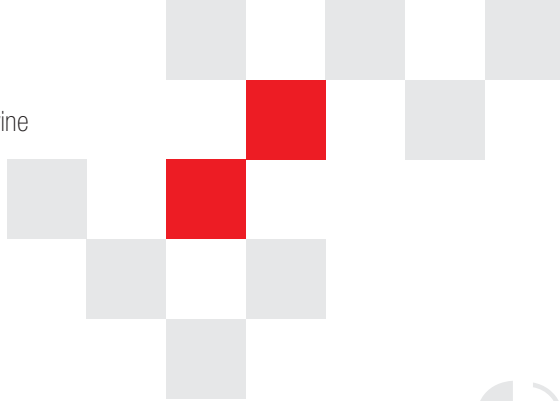
According to Croatian news agency HINA, Milan Bandić of the Social Democratic Party and his coalition partners from two other parties will get 25 seats on the council. The ruling party, two other parties and two independents have the rest. Mikšić sees some tiebreakers in his future.

"It's a very shaky coalition," he said. "Every bill will be down to a single vote. We will have much more say than our numbers show."

He said two parties already have approached him to form a coalition, but he's refused. He hopes to leverage his votes to help Zagreb get a new airport, a growing need as the country's popularity as a tourist destination grows.

Unlike the requirements for the presidency, Mikšić said, he will not have to renounce his U.S. citizenship, because the assembly is not a national office. He plans to commute from Minnesota for the job, which will pay less than \$10,000 a year.

"I have to take care of business in St. Paul and other places in the world," he said. Mary Bauer can be reached at 651-228-5311 or mbauer@pioneerpress.com.



Spooner Advocate

April 12, 2006

## International business owner will discuss global marketing

The community is invited to hear Boris Miksic speak on global and local economic development on Friday, April 21. Miksic is the president of Cortec Corp., a former Croatian presidential candidate and an honorary Croatian Consul in Minnesota.

The presentation will be at 9 a.m. at Cornerstone Church in Spooner.

Presentation organizers said it is a special opportunity to hear and speak with an international business leader whose headquarters is in St. Paul, Minn., and whose company assets include a division in Spooner, the Cortec Spray Technology Division plant at 1300 S. River St.

Miksic will make a Power Point presentation called "Dancing with Elephants in the Global Market." Following the presentation will be a time for questions and dialogue.

A book recounting Miksic's journey from immigrant to president of a multi-million-dollar business selling to the world market, *American Dream – a Guy from Croatia*, will be available for purchase.

Among Miksic's many honors

is being named "Entrepreneur of the Year" by the Ernest and Young International Accounting Firm.

In 2000, *Twin Cities Business Monthly* named him one of eight entrepreneurs of the year in Minnesota.

The presentation is sponsored by the Spooner Area Connections (SAC) Group, a grassroots organization involved with promoting economic and organizational development through people-to-people contacts. Following the morning session, a luncheon will be provided at the church for those involved with SAC or those interested in becoming involved. A fee will be charged for the lunch, and reservations are requested by Monday.

More information about the April 21 meeting and reservations for the luncheon are available by calling Lawrence Quarles, 635-6800, or Keith Trembath, 635-9788.

Cornerstone Church is located at 106 Balsam St., across from Alley Cats Coffee House on north River Street.

Wisconsin Concentrated Employment Program (CEP) will provide refreshments.

spooner advocate

## Spooner businessman and rodeo fan is subject of movie, prospective head of state

BY FRANK ZUFALL

Spooner Advocate

Last Updated: Thursday, July 06th, 2006 02:12:52 PM



*Photo by Frank Zufall*

Mr. President! Boris Miksic is the owner and president of Cortec, and he is making serious moves to be the next president – as in head of state – of Croatia.

Outside of Washington, D.C., and New York City, Spooner is probably the only city in the United States where a prospective head of state of a foreign country regularly shops in the local stores, sips coffee in one of the coffee shops, and watches cowboys struggle aboard ticked-off bulls and broncs at the rodeo.

The prospective head of state is Boris Miksic, president of Cortec, which manufactures corrosion control products and biodegradable film. He owns seven plants employing a total of 250 people. Two plants are under construction overseas in China and Croatia, and five are in America, including one at 1300 S. River St. in Spooner. Miksic ran for president of Croatia in 2005 and plans to run again in 2009.

Miksic has dual citizenship with Croatia (the country he immigrated from) and the United States, but he said in his heart he has always been red, white and blue.

"I was an American probably before I ever came here," he said. "I always read American books, enjoyed American movies, and I like the sky's-the-limit type of approach."

Part of the American mystique is the Marlboro Man, the cowboy, and his rodeo.

Miksic commissioned a wooden sculpture of a cowboy at the Spooner plant to honor the annual Spooner Rodeo.

Rodeo officials recently discovered Miksic is a big fan and asked

him to take part in the Rodeo Parade Saturday.

#### **Hollywood calling**

A spot in the parade seems fitting to a man whose life story is the definition of the American Dream – an immigrant with \$37 in his pocket and a pregnant wife, sweeping the floors in McDonald's, attending night school to learn chemical engineering, discovering a Russian formula that stops corrosion, starting a company that is a leader in corrosion control and also starts to make biodegradable film, and a 2005, third-place bid for the president of Croatia. Now Miksic's life is set to go Hollywood. Barry Marrow, the scriptwriter for the 1988 hit Rain Man starring Dustin Hoffman and Tom Cruise, has written a script based on Miksic's life called Quest For Freedom, said Miksic.

[Marrow's representative, Gersh Agency, at 232 N. Canon Dr., Beverly Hills, Calif., did not return a call to confirm the screenwriter's participation on the project.]

Marrow has connections to Miksic's homeland. He produced a 1995 movie called Gospa, starring Martin Sheen, Morgan Fairchild and Michael York. The movie was based on the alleged real-life accounts of six Croatian children in former Yugoslavia in 1981 who claimed to have seen the Madonna on a hillside in Medjugorje and the attempts by the communist government to suppress interest and discourage pilgrimages to the site.

Miksic said Quest for Freedom has a fairly small budget by Hollywood standards, \$6 million, and shooting is set to begin around Sept. 1.

#### **Another chance**

Just about the time the movie is released, Miksic said, he will begin one of several steps in a serious run for the top job in Croatia.

Miksic first entered Croatian politics in 2003 for a seat in Parliament at the urging of former Minnesota Gov. Ruddy Perpich, an American with Croatian ancestry.

He failed in 2003 but threw his hat in the ring again in 2005, that time running for president and winning almost 18 percent of the total votes.

Miksic and his supporters alleged government tampering with vote numbers from nearby expatriate voting in Bosnia-Herzegovina. In response to alleged vote rigging, an orange-type democratic demonstration, like the type held in the Ukraine after a suspected tainted 2004 presidential count, began to form in Zagreb, the capital city.

Miksic said he feared the government's retaliation and asked demonstrators to disperse.

However, that was not the end of Miksic's political career. Almost immediately, he entered the race for mayor of Zagreb. He earned enough votes for three seats on the city council and monthly returns to the capital city to participate in the city's meetings.

He also has followed through on his presidential commitments to develop the Croatian economy and invest in education by building a biodegradable film factory in the country and making large donations to Croatian universities.



**TV exposure**

Miksic said he was seriously hampered in his 2005 presidential campaign because he was not allowed time on government-owned TV stations.

In response, he is starting his own satellite TV station on the order of CNN, with a focus on news and business.

"I am timing it with upcoming parliamentary elections because obviously the media is the main contributor to one's success and failure," he said.

Not only will Miksic use the station to get his message out, he will bring a little American culture with him in the form of the Croatian version of NBC's *The Apprentice*, with several young professionals vying to work in Miksic's new factory located in the rural city of Beli Manastil.

Miksic said he likes *The Apprentice* because it promotes the American value of rewarding performance over pedigree or connections.

And, yes, each week, someone will get fired, but Miksic said he will not say, "You're fired!" because there is no equivalent Croatian expression, but he will say in his own dramatic fashion, "You have lost your job."

Phase two in Miksic's presidential strategy is another run for a parliamentary seat in 2007. He has identified one of the 11 districts in the country, with a population of 350,000, as the area where he will focus his campaign.

He believes that once in national office he will have the opportunity to make the leap to president in the 2009 election.

Miksic claims a popular Croatian magazine recently polled voters about 2009 contenders and his was one of three names.

"I beat the other two in 2005," said Miksic.

He said Croats are looking for change

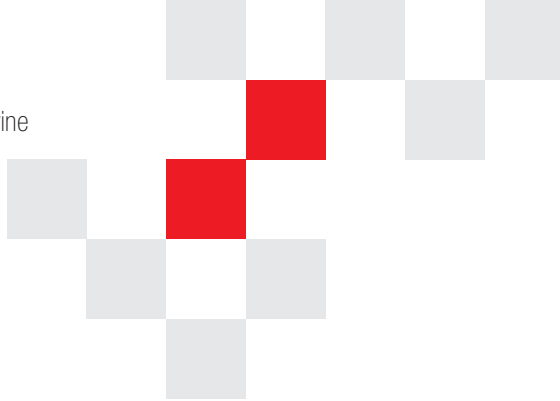
"The country is being taken down the wrong road in the wrong direction, and people know that," he said. "Now with the two opposing parties, like the Republicans and Democrats, we have the Rightest Party that we have now, and the Leftest Party that will probably take over, like has happened in Italy.

"Europe is shifting to the left. The Rightest have really just disappointed about everyone. They are not listening to people. Once they have taken over, they don't listen to voters, and they have become arrogant; they are doing the same thing the Republicans are doing here."

Miksic said he has been a life-long Republican but finds working in his Zagreb assembly seat he has an easier time working with the Leftest because they are better educated and care about social problems, even though he is more focused on a fiscal platform of reforms.

"These politicians who have been in power have totally lost control of our banking system, energy, and tourism in the hands of foreigners, so what are we going to be, second-grade citizens living in our own country and working for foreigners?" he asked.

It is not as though Miksic does not have his hands full with running Cortec, which grew by 37 percent last year and is set to expand by 20



percent this year, he said.

"Why am I doing this?" said Miksic. "Right now, Croatia really needs help from people who are not interested in taking the money. Who are willing to contribute whatever knowledge and experience, and I think I have a lot of support in Croatia, and it is growing too." He will spend more and more time in Croatia, approaching 50 percent of his time, around the presidential elections.

Being president of a growing medium-sized business is one thing, but how does one prepare for being president of a whole country with 4 million citizens?

"It is nothing different than being the head of a corporation," he said. "You have a board of directors and you surround yourself with honorable people who are capable and confident and then you run the country.

"Do you know who is the head of Switzerland? Who the hell cares? Well-run countries are like well-run corporations. Everything functions – incomes are there, quality of life is there, cleanliness, education – everything functions.

"I always say, 'Why do we need all these politicians there? What have they accomplished?' They know how to spend but they don't know how to earn money."

If he becomes president, he said, he will model Croatia on Ireland and Finland, two small countries that have made economic leaps by emphasizing high-tech industries and encouraging the best and brightest young people to stay and build a better future.

#### **Sister city**

Keith Trembath of Spooner said if Miksic does become president of Croatia, it would be neat for Spooner to have a sister-city relationship with a city in Croatia. Trembath has passed the idea around to Miksic and Spooner officials.

Miksic said city officials in Beli Manastil, the site of his new biodegradable film factory, were very receptive to the idea when he presented it to them recently.

He said the sister city relationship could be good for Spooner's economy by bringing Europeans to the area.



As Seen in December 2006 **TwinCities BUSINESS**

**CORTEC CORPORATION**  
**Combating Corrosion Worldwide**

SMALL-BUSINESS SUCCESS STORIES BY ANDREW BRACKNER

**Boris Miksic** founded Cortec Corporation in 1977 with a \$40,000 bank loan and the ambitious goal of creating marketplace demand for environmental-ly friendly anticorrosion products. An engineer and new immigrant from pre-war 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, slugging metal components in a wide range of industries—petroleum, automaking, electronics—during manufacturing, warehousing, shipping, and product use.

Hitachi was Cortec's first customer. Miksic fulfilled a \$3,000 order from the Japanese electronics manufacturer without ever hitting 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 positional finely ground "soprepoxide corrosion inhibitors." VCI 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. "Every industry that has metals is our customer," Miksic says.

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.

"In three years, for example, all the plastic used for packaging in France will have to be made our way, essentially from biodegradable materials," Miksic says. Within about 500 miles of the Croatian site, "you have about 20 million people," he says. "So that will be a huge opportunity for us."

Soon, Cortec will start construction on a sixth plant, in Beijing. Miksic says having its own manufacturing infrastructure is a key component of success for Cortec. "If you're outsourcing, it's tough to control product quality; it's tough to control deliveries," he explains. "It's a just in time delivery world right now. I've got to be able to ship to Japan with the same accuracy I ship to Des Moines, Iowa."

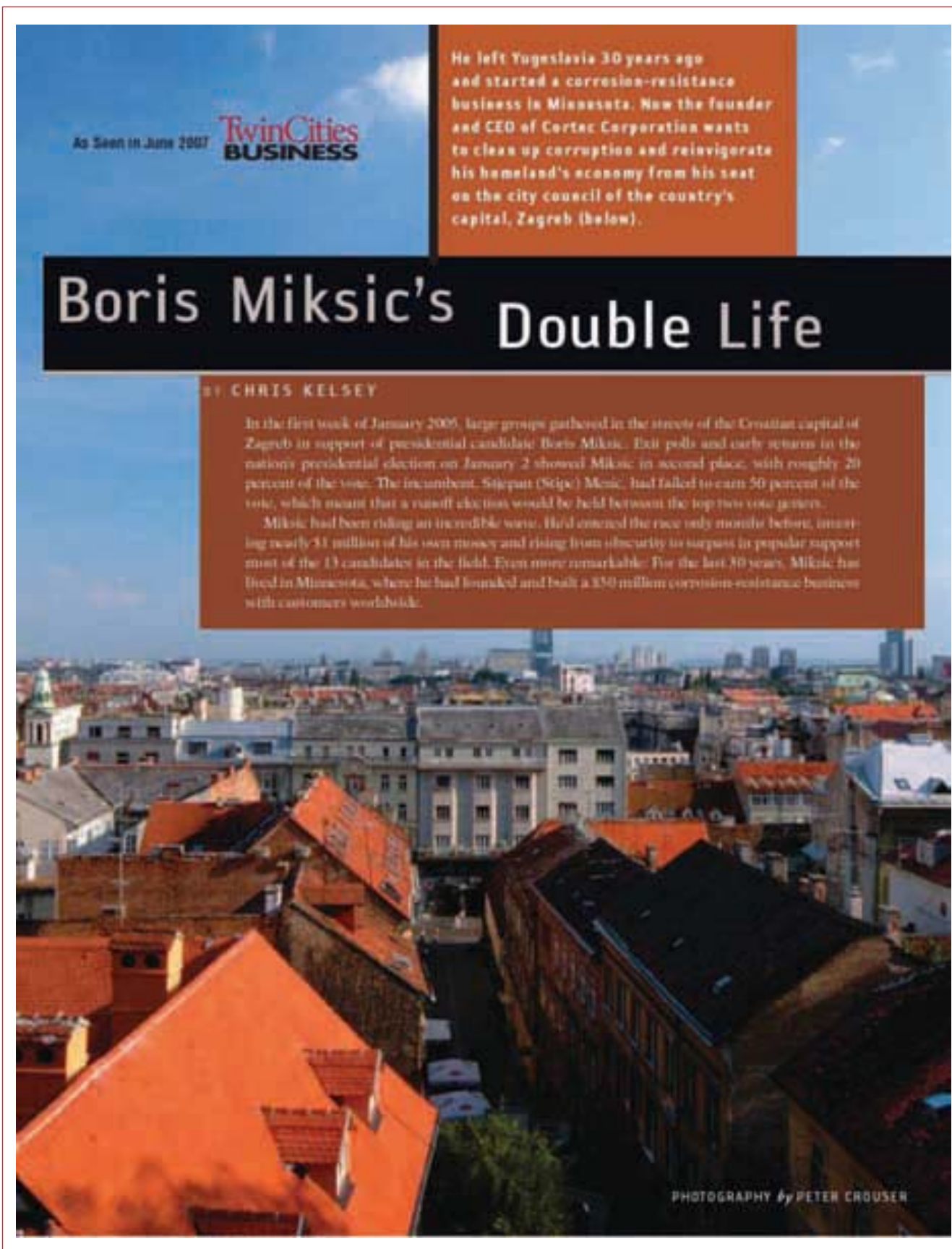
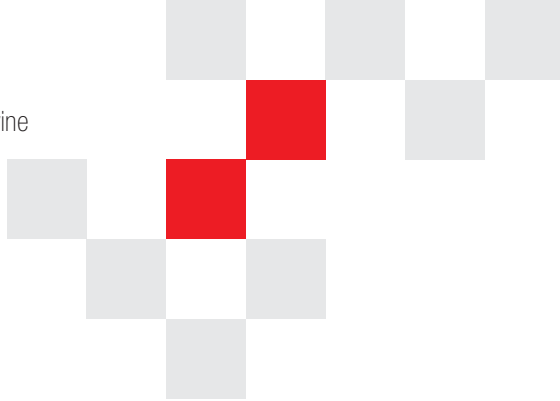
Miksic's platform VCI technology has evolved into a robust lineup of more than 400 products through relentless research and development. "In our industry, the moment you slow down in R&D, you're dead," he says, because chemical products can easily be reverse-engineered and produced faster and cheaper by overseas competitors. Cortec tries to maintain at least a product-generation 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. "That unobscuring is essential to bringing new ideas," Miksic says. "And you have to approach R&D as a global business."

He estimates that exports account for about 60 percent of his company's business. Cortec sells through a network of about 500 domestic and 500 international distributors, and has its own sales offices in China, Japan, Korea, India, Croatia, and Italy.

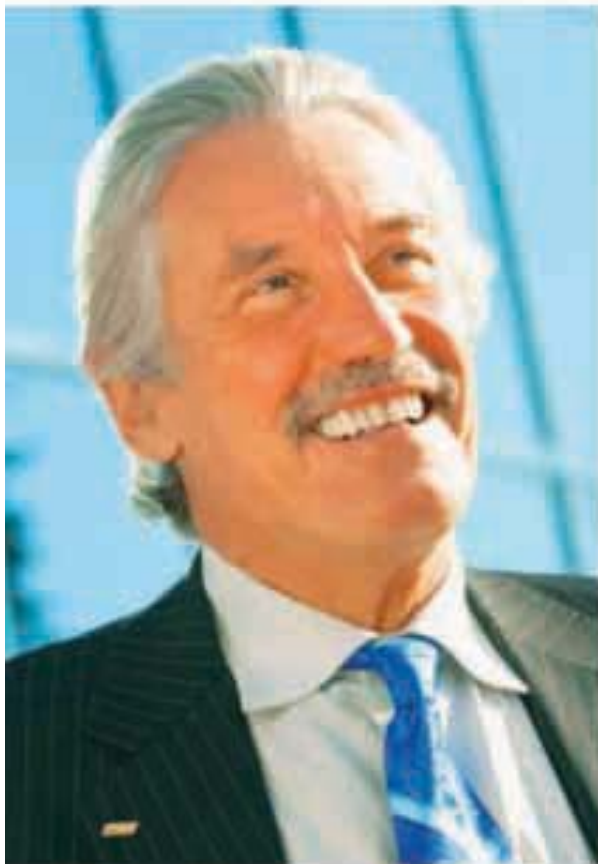
Cortec has come a long way—geographically and financially—from Miksic's garage. **Sales this year are nearing \$50 million, and Miksic expects to wind up with an 18 percent increase in sales and a 15 percent increase in profits for 2006 over 2005.** "Our next checkpoint is \$100 million," Miksic says.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

PHOTOGRAPHY BY JOHN HOWERS

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twin cities business



But when the votes from Croatians living outside Croatia, including the large contingency in neighboring Bosnia and Herzegovina, were publicly announced, the tally for Jadranka Kosor—whose party dominated the parliament and who had finished third in the local voting—knocked that of Mikšić, who finished with just under 18 percent by the official record. (Mikšić went on to win the runoff.)

Thus, the protest march of Mikšić supporters in Zagreb. There were charges of vote tampering, and some of the pro-Mikšić protests became rather raucous. In the end, Mikšić conceded, faced with bureaucratic and legal resistance to his challenge, and concerned that his image would be tarnished if his supporters were portrayed by the station media as disorganized. He soon announced his candidacy for a seat on the Zagreb City Council, which he won the following May.

Mikšić's money certainly helped bolster his late entry in the presidential campaign. But Mikšić, who has dual U.S. and Croatian citizenship, wants the focus to be on his economic message of Croatian independence and American-style opportunity. He wants Croatians to experience the entrepreneurial opportunities that he's taken advantage of in the U.S. It's a platform that's distinctive in Croatian politics. And it's a message that he has lived.

#### A 4,800-Mile Commute

■ Mikšić is founder and CEO of Correx Corporation, a White Bear Township-based company that manufactures anti-corrosion chemicals, films, and packaging products that are sold worldwide. Its revenue approached \$50 million last year and is growing steadily towards Mikšić's target of \$100 million annually within the next five years.

While continuing to build Correx, Mikšić also spends about a week each month in Croatia for voting committee meetings, and various other civic duties as a member of the Zagreb City Council. He is Zagreb's only independent councilman, unaffiliated with any of the country's major parties. In this public role—and with his extensive business experience—he also serves on several corporate boards overseas. "It's a lot of work," he says. "Zagreb or the government has control over most of those companies: our national airport, the city's public transportation system. Things like that." Being a council member may be a step or two down from the presidency, but it still has some power. "The city council is sort of the country's second parliament," he says. "You have the [national] government, and you have Zagreb."

Croatia declared independence from Yugoslavia in 1991; that declaration led to a brutal four-year war with neighboring Serbia, which had dominated Yugoslavia's politics since that now-former nation was formed after World War I. Croatia is fully independent now. But, Mikšić wonders, how free is it?

"What really got me involved in politics was that now we had a free country, a country we'd paid dearly for and all of a sudden the politicians are helping Europe buy up the entire country," he says. "They are not fighting for a stronger Croatia, a stronger economy. They're giving the keys to foreign interests." According to Mikšić, more than 90 percent of the banks are owned by non-Croatian companies, and much of the country's telecommunications industry is in the hands of German entities.

Instead, Mikšić wants to see greater Croatian ownership of Croatian businesses. He doesn't consider this to be a xenophobic stance, even in a global economy. To Mikšić, it reflects a real concern for Croatia's continued development

under its own guidance, and for the security of opportunity for its citizens entering the work force. "It's like the current U.S. concern for energy independence," he says.

The Croatian economy doesn't appear to be doing badly. The International Monetary Fund forecasts growth in gross domestic product of 4.7 percent for Croatia in 2007, with a slight cooling off in 2008 to 4.5 percent. Inflation is expected to remain below 3 percent. This relative economic stability should help Croatia formally enter the European Union (EU) in either 2009 or 2010. In 2006, outside investment in Croatia was \$3.6 billion—not bad, though Poland, Slovakia, and Hungary attracted more. This is partly due to Croatia's higher labor costs. On the other hand, Croatia is considered to have a strong education system and high labor skills, which could help it become a high-tech center. Meanwhile, Zagreb's Middle European beauty and culture are being discovered by tourists worldwide.

But perhaps the biggest business issue in Croatia is political and economic corruption. Miksić asserts that many of Croatia's current politicians are holdovers from the Communist era. "They are career politicians," Miksić says. He detests the old bureaucratic structure and its inefficiency: "If you look at Croatia's GDP, it's not even among the first Fortune 500 companies." (Croatia's 2005 GDP was \$38.5 billion, which would put the country at number 58 in the 2006 Fortune 500 ranking.) "So what are we talking about? We have a huge government in Croatia that's producing nothing."

Indeed, the Germany-based anti-corruption organization Transparency International has rated Croatia one of Europe's most corrupt business environments. Croatia dropped three places, from 67 to 70, in the organization's Corruption Perception Index of 159

countries from 2004 to 2005. On a scale of 1 (most corrupt) to 10 (no corruption), Transparency International gave Croatia a rating of 3.4. The World Bank's annual



"Doing Business" reports, and the Heritage Foundation's *Wall Street Journal* Index of Economic Freedom have come to similar conclusions. The country still has numerous state-run enterprises, and the nepotism, favoritism, and mutual financial back-scratching that typified Croatia's "command economy" under the Yugoslav Communist rubric lingers on. Particular concerns are unregulated campaign financing and medical institutions. Getting off the waiting list for treatment in a Croatian hospital, for instance, often requires bribing doctors and administrators, according to Transparency International.

There isn't a whole lot Miksić can do as an independent Zagreb council member to battle this entrenched system. He's pretty much one against 50. Indeed, he refuses to be classified as entirely right, left, or center in his politics. It's this political stance that has many in Croatia and throughout Europe asking: Just who is Boris Miksić?

#### The Croatian Dream

■ If you think the American Dream is simply a fable, take a look at Miksić's life. He and his pregnant wife left Croatia

in February 1974 with \$37 and a doctor's passport. His biggest help in getting into the United States was Bick Singer, a representative for a St. Paul-based company, Northern Instruments, which made corrosion-inhibition products. Singer, who met Miksić in Croatia, helped him get a job at Northern Instruments as a chemical engineer. Northern Instruments flew him and his wife to Minnesota and paid their rent for six months.

Four years later, frustrated by his slow rise in the company, Miksić got a \$40,000 loan and started his own anti-corrosion business in his garage. His timing was just about perfect. The market for products such as anti-rust coatings for metal and concrete supports and special packaging to protect the metal elements on circuit boards was just beginning to take off. His business grew quickly. He'd found what he'd sought in America: opportunity.

Then, in 1991, Croatia, which hadn't known true independence in Miksić's lifetime, made a break for it as Yugoslavia descended into chaos. Serbia then occupied Croatia, which called upon its many expatriates to help raise worldwide awareness of its plight.

"The influence from abroad—that's probably what helped us the most in liberating our country from Serbia," Miksić says. "The people who had emigrated to other countries organized support for the independence drive, and they especially helped financially. Also, they helped through political involvement."

During those difficult years, Croatia's first president, Franjo Tuđman, visited Minnesota during the war. Governor Rudy Perpich, the son of Croatian immigrants, invited Miksić to join them. Tuđman and Miksić struck up a friendship, and Miksić was appointed an honorary consul to the U.S. in 1995.

The following year, Miksić self-published an autobiography titled *American*

*Dream: A Guy from Croatia.* The book has been updated over the years, with new material added after his entry into Croatian politics. But *American Dream* remains primarily a book about business, pulled along by the current of an immigrant's story—its successes, disappointments, strategies, and legal disputes, along with a little analysis. And as its subtitle suggests, it's told in a straightforward manner, never lingering on his ups and downs. Mikic talks about his life as if it just might be commonplace, as if anyone might live it.

And perhaps that's the point he wants to make to Croatian voters: This kind of life could be yours, too.

#### Politics as Unusual

■ Mikic held the volunteer position of honorary consul for a decade. During that time, he began to think more deeply about his homeland's politics.

He tested the waters in Croatia by entering the 2003 parliamentary elections as an independent, and garnered just 1 percent of the vote. But he learned a great deal about the force of political parties. And that experience of observation convinced him that he could make a legitimate run at the presidency, a position he believed an independent, unencumbered by any party loyalties, could win. Mikic started spending more and more time in Croatia in the fall of 2004 in order to obtain resident status, then waited for elections to be called.

Like an ever-growing segment of the population in the U.S. and, it seems, in Europe, Mikic doesn't like the rigidity of party thinking. He's a Republican in the U.S., but primarily in the fiscal or business-oriented sense. He sees a real need to provide social support to create opportunities, and that requires some government spending. (He believes rein-

vestment in his business is essential to creating steady, long-term growth.) He admires Ronald Reagan, seeing him as a president who didn't want to talk much about things but just made them happen. Conversely, when he recalls his friendship with Perich, he laughs and says, "He was a friend of Bill Clinton, you know."

In Croatia, he's sometimes viewed as a staunch nationalist, since he opposes the United Nations' prosecution of Croatian generals for war crimes. In Mikic's mind, since the conflict took place on Croatian soil, whatever the army did was a matter of defense, not aggression. He also cautions against EU membership, though only if it's without a referendum. If the people approve it, then the government should follow.

During his run for the Croatian presidency, Mikic was supported largely by young people seeking a fresh economic and cultural start for their country, conservatives suspicious of the EU, and the nation's aspiring entrepreneurial class. But his overall support in the council election was low (6 percent), even in districts in which he'd fared very well during the presidential election. Some Croatian political writers have suggested that Mikic's support during his presidential run was a protest vote against the entrenched political establishment, not necessarily an endorsement of his politics. His decrease in support in the local elections may testify to that, or perhaps the negative campaign against him paid off.

#### Politics as Soap Opera

■ Mikic continues to expand Cortec's business in Europe and Asia. India and South America are the next markets he hopes to enter.



The business of politics continues, too. Mikic is considering another run for president when elections are called in a few years. The political situation in Croatia continues to be rather unpretty. He's been the target of numerous accusations against his character. (A former police officer, for instance, has charged that Mikic stole television sets as a young man.) The current president, Stipe Mesic, rosed Mikic for slander after Mikic joked that Mesic had been given a house in France by that country's Secret Service. Mesic won the suit in 2006, but Mikic filed an appeal, which is still pending.

But perhaps strangest of all, and most telling of the challenge Mikic faces in returning politically to a free Croatia, is to be found on a popular Croatian soap opera. The show, *Ville Miroc*, inspired by the frenzy of the presidential race, incorporated Mikic as a character—casting an American to play him.

Politics, as Mikic would probably agree, can be a very strange business.

TCB

*Chris Kelsey is a St. Paul-based freelance writer and frequent contributor to TCB's "Going Global."*

SHOREVIEW PRESS &gt; NEWS

## Cortec Corp. leader considering run at Croatian presidency

Print Page

by Nicholas Backus  
Contributing Writer

Published  
Tuesday, January 13, 2009 10:43 AM CST

**NORTH OAKS** — Resident Boris Miksic has amassed millions from his White Bear Township business Cortec Corp.

Now, he said all he wants to do is give back to his country of Croatia — as its president.

If he runs for the office in 2009, it won't be the first time. The 60-year-old Zagreb native lost out to then-incumbent Stjepan (Stipe) Mesic in his first attempt in 2004/2005, in an election he says involved foul play. Exit polls and other reports leading up to the election had him coming in second, and because Mesic had less than 50 percent of the vote, Croatian law would have entered Miksic into a final two-person presidential runoff. But later polls showed him in third, and in the end he was two percentage points away from the runoff.

One reason, he said, is that his opponents counted votes from people who had died but were never discounted.

"I will be campaigning around cemeteries next time," he joked.

There may or may not be a next time. He said he doesn't want to think about that decision for another six months, partly because he's worried about what he considers a corrupt system and an unfair game.

"Corruption is the number one problem right now (in Croatia,)" said Miksic, who has dual-citizenship. "I have difficulty with the electorate system over there. I don't think it is a fair place all the way up to the constitutional court. Sometimes, it feels like I'm spinning my wheels trying to overcome this unfair playing field.

"Politicians who have ways to manipulate the elections will be the prevailing decision."

### Political and business success

Miksic immigrated to the U.S. in 1974 with only \$37 in his pocket. A few years later he founded Cortec out of his garage in Hugo; the manufacturer of anti-corrosion products now has offices across the globe and annual sales of about \$50 million.

But he never gave up his interest in the politics of his homeland, serving as honorary consul general (promoting trade between the U.S. and Croatia) in 1995 and running unsuccessfully for the Croatian Parliament in 2003.

According to his 1996 biography "American Dream: A Guy From Croatia" (Cortec Corp.) the idea of running for president was planted in 1995 by his friend, former Minnesota governor Rudy Perpich. At first Miksic was skeptical of the idea because he was busy running Cortec, but almost 10 years later "the idea took hold." In the fall of 2004 he returned to Croatia to conduct his first



Boris Miksic wants to do is give back to his country of Croatia - as its president. - Photo by Nicholas Backus



campaign.

"The motivation for me is very simple," Miksic said. "I have to go back to my roots and do something good."

"I never intended to return to Yugoslavia (now Croatia,)" he noted in his biography. "In those days it was unthinkable that Communism would ever collapse, that the Berlin Wall would fall, that Yugoslavia would come apart at the seams and Croatia would again be free."

Since 2005 he has served on the Zagreb City Council, a board he considers "the second most important parliament in Croatia." He spends about a week each month in Croatia taking care of related responsibilities. He said he has helped negotiate for several area projects in the city of about 685,500, including a new airport, a new major hospital on a scale with the Mayo Clinic and a new convention center which collectively cost about a billion euros and will provide about 20,000 jobs.

Still, he laments that he cannot influence things like foreign policy, exports and the country's 12 percent unemployment rate. And he considers President Mesic to be incapable.

"The politicians over there are from Communist times," he said.

To run or not to run

If Miksic runs again in 2009, he said he would change a few things on his platform, including the fact that he was initially euro-skeptic, or opposed to the process of further European intergration. At this point, Croatia is on the verge of joining the European Union.

He said he'll continue to act as an independent candidate in the middle of both leftists and rightists, working with them both. He wants to be a new face, a candidate free from corruption — since he already has money and the means to fund his own campaigning.

He said he dreams of a Croatia whose independence in development of new technologies will make it less subject to globalization. His priority: improving the economy, a platform for which he used the campaign slogan "When the economy breathes, the society blossoms."

He said his business and life experiences would likely help him once in office.

"As a businessman I can do certain things for my employees and for a narrow community," Miksic said. "But as a politician I can influence a lot of good things for a whole country."

If he opts to run, Miksic will have only about 30 days to convince Croatians to vote for him, as the country's presidential candidates can publicly campaign for only a month before the actual election.

"These 23 percent of the popular vote would probably vote for me again," he said. "Ninety-five percent of the people in Croatia know who I am. I have been exposed in the media almost too much ... sometimes people get allergic to it."

After his 2004 loss, a large group of his supporters rallied in the streets of Zagreb in protest. Later, Miksic lost two appeals against his displacement in Croatia's supreme court.

A second opinion

Ivanica Schrunk, a University of St. Thomas history adjunct professor who is from Zagreb, recalls the 2004 campaign when Miksic originally wanted to bring change to Croatia. She said she's unsure if Miksic could gain a big enough vote to win the Croatian presidency in 2009.

"(People who run for change) are not excluded from elections," Schrunk said. "But my feelings say that it is harder for someone who has been out of the country to convince people."

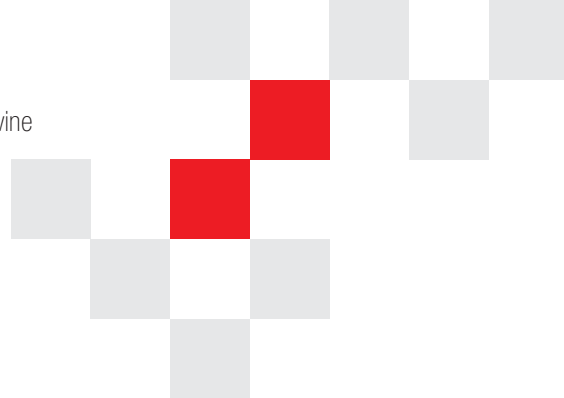
She compared Croatia's 2004 presidential race to the current Minnesota Senate race.

"Coleman is saying things were unfair," she said. "Unless one can prove that something was done wrong, perception is what point of view you have. People who lose feel like it is much more unfair than people who win."

Some sources say Miksic lost his second-place status in the election due to votes cast by Croatian citizens in neighboring Bosnia and Herzegovina.

Schrunk said she doesn't feel Croatia is more corrupt politically than any other nation.

"It is an open democratic country," she said. "I wouldn't say it has corruption on a high scale. It (corruption) exists like it exists everywhere."

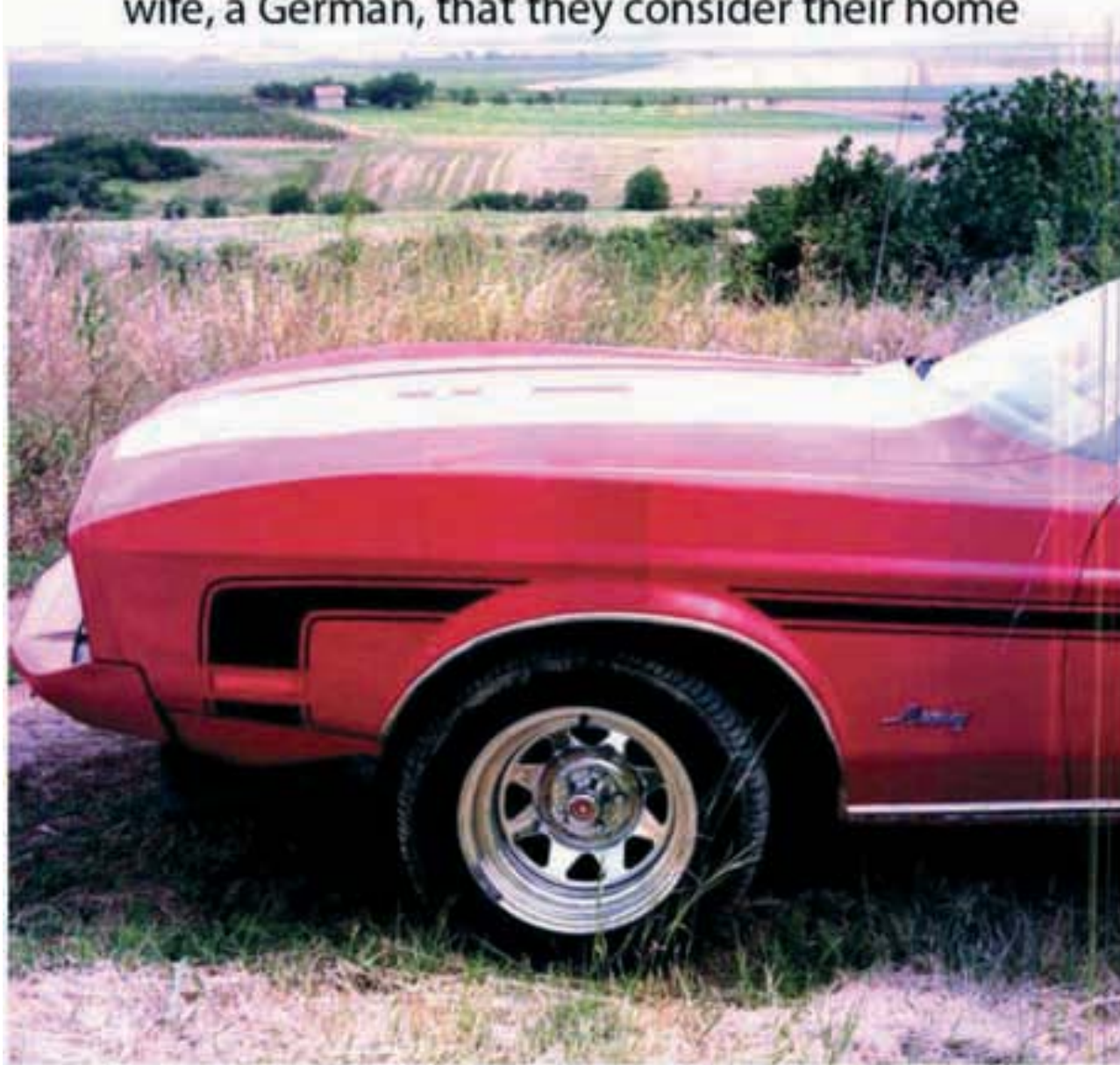


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Our Home: Boris and Ines Miksic

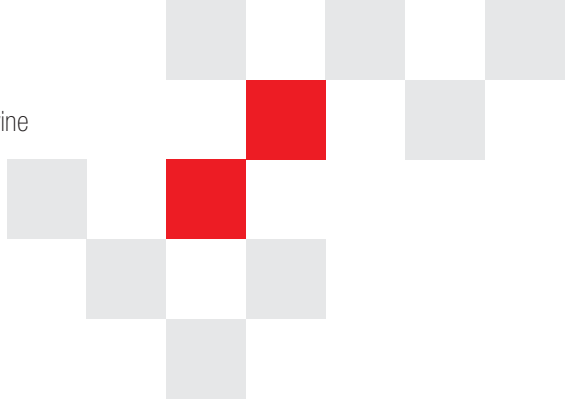
## Croatian Obama In Love In Countryside

The American entrepreneur of Croatian origin and the owner of five villas throughout the USA recently redecorated a wooden house in Beli Manastir with his third wife, a German, that they consider their home



Gloria, 26. 8. 2009. ■





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Entrance to the Eco-Farm stretching over nine acres.



Resting kit in the traditional entrance to the garden house

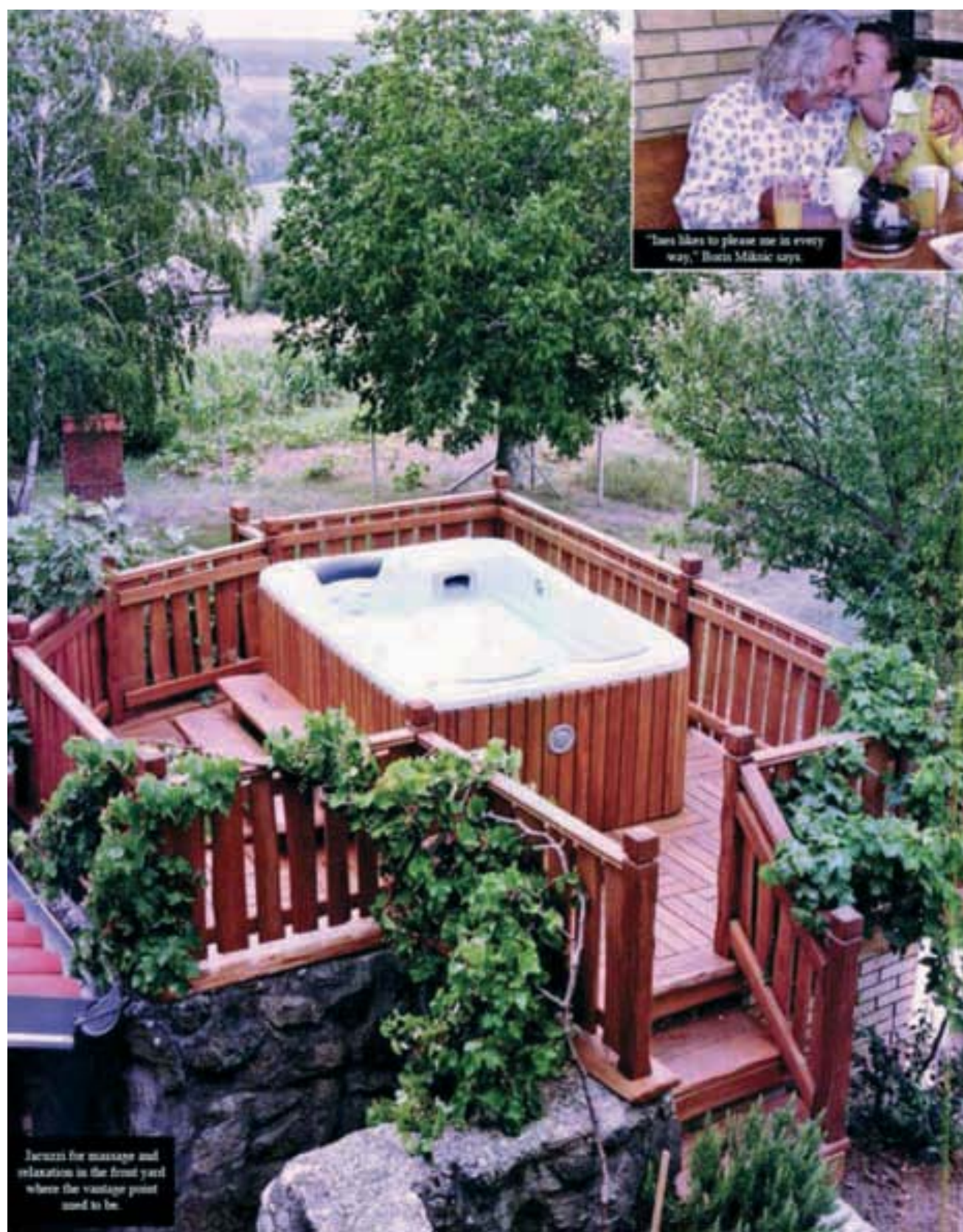
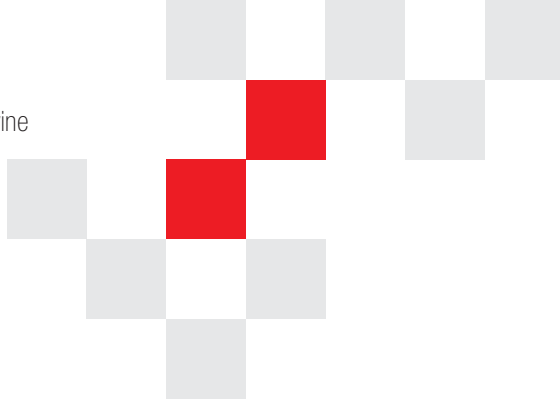


The host is in charge of bringing firewood for the baker's oven

Written by Japoda Zamuda  
Photographs by Mario Kavcica  
"I have so far proclaimed myself as a Croatian and an American, but recently I have also become Bavarian and a Buzianin. With my third wife, the German born Ines, whom I married seven months ago, I redecorated our first joint home in Beli Manastir. Though I already have houses in Florida, Hawaii, Minnesota, Colorado, and Wisconsin, this is my smallest but dearest home. It has soul and warmth, and positive energy pushes from the old wood it is constructed from; we feel mutual closeness in it, as well as oneness with nature and the fertile soil - we simply have the feeling of being in a genuine home." Boris Mikic (60), born in Zagreb, a mechanical engineer, entrepreneur, and innovator living in the United States for 35 years, says. As a boy from the Trnoperka neighborhood, he claims to have realized his American Dream there. Mikic became interesting to our public five years ago when he ran for the Croatian presidency, and he is getting ready for the campaign this year as well. He first constructed a factory that produces biodegradable films, EcoCoater in the business zone of Beli Manastir in Spring 2007. As he got tired of staying in hotels all the time, he decided to buy a house there. Accompanied by Ines, he started searching; they saw a few houses - until last fall, on the Plamaš hill above the town they spotted a derelict construction with an orchard. "As soon as I saw it, I said: What will I do with castles, this is the thing! We immediately fell in

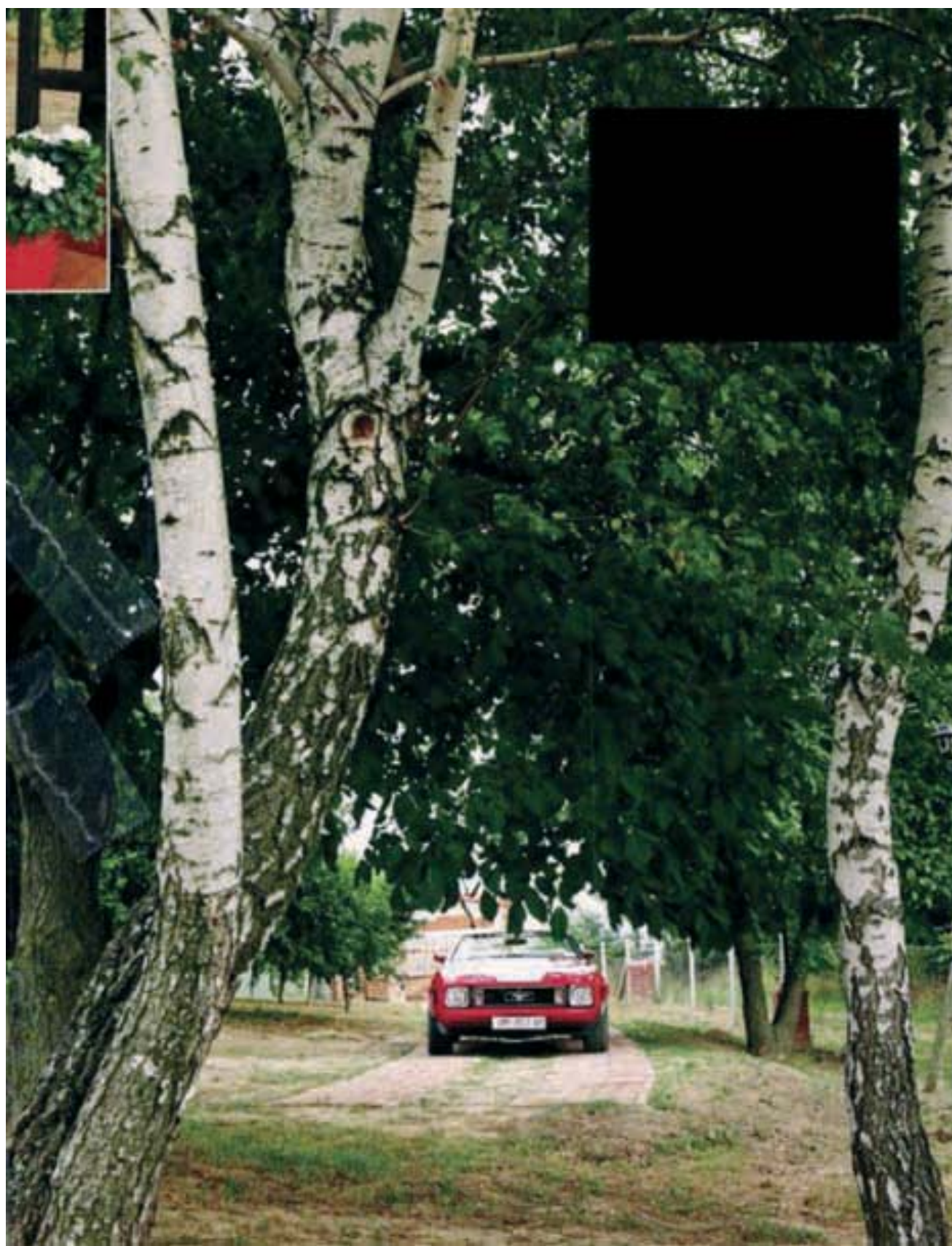
love with the location; the whole town of Beli Manastir seems to be in the palm of our hands; the view stretches as far as Osijek, Peput, Hungary, and the Danube. The house, forty years old, was in poor condition, and I knew we were in for a thorough reconstruction, but we were not too worried about this. What was left was the supporting walls, everything else was torn down and rebuilt" - Mikic says, who left the complete decoration, according to own and wife's ideas, to a top master - the carpenter Stjepan Hanzljak from Duga Otok, specializing in ecological production; he uses old wooden materials. Oak beams which were used for all wooden elements, as well as rustic furniture - starting from the marital bed, chests of drawers, nightstands, linen chests, to benches, tables, and chairs, were hauled from Turpolje. The redecoration of all rooms, the bedrooms on the first floor, the living room, the kitchen, and the terrace on the second floor, and the guest room in the attic, including the creation of furniture, was completed in seven months.  
**The Big Bang**  
"When I first entered the finished house, I was pleasantly surprised - it was more than I expected. Everything seemed a harmonious whole, it was not overcrowded, and it fit in the surroundings. In the morning I hear birds, the I look over never-ending vineyards, while in the evening I enjoy the sunset with my husband - the 47 year old Ines Mikic says. As a girl she vacationed in Rovinj, and now, thanks to her husband, she got to know other Croatian regions. The opening of the Baranja house, stretching over 120 square meters, occurred last October, precisely on Mikic's 60th birth-





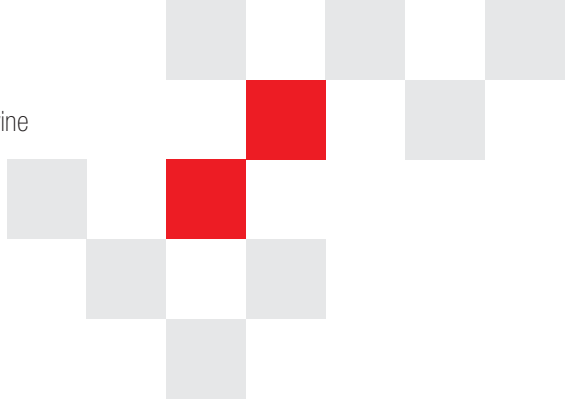
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povodom 20 godina rada u iseljeništvu, diplomaciji, politici i gospodarstvu za boljitak naše domovine



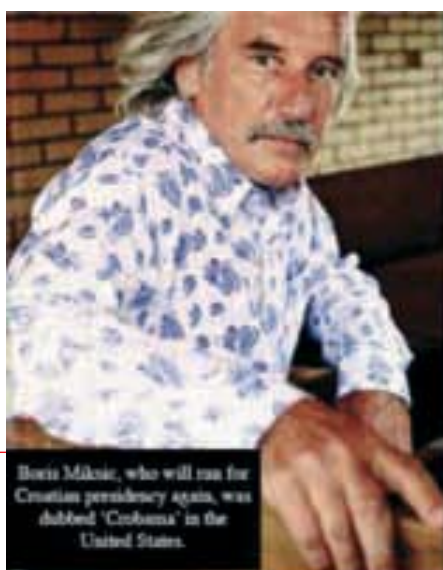
Gloria, 26. 8. 2009. ■

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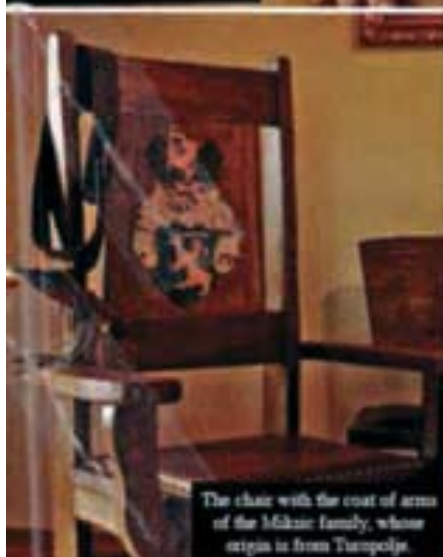


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Boris Miksić, who will run for Croatian presidency again, was dubbed 'Cubana' in the United States.



The chair with the coat of arms of the Miksić family, whose origin is from Turmpolje.



The added loggia behind the house is a place for afternoon rest.

day. The celebration, where the mood was provided by local mandolin-like tamburae, featured invitations to Mayor of Beli Manastir and business partners from several European countries.

Even though the supreme designer of their home was Ines, the entrance porch is her husband's idea, just like the garden Jacuzzi, which was placed on a historical vintage post. The walls have paintings by Ivan Lackovica Omata mostly, who Miksić was friends with. The tablecloths and bedcovers were created by women from Baranja, and selected by Ines. The back side of the house was added a loggia with a baker's oven, while they moved a countryside wooden structure to the orchard, which served as the wedding night 'apartment', and was dubbed the 'Big Bang'. The newlyweds used to stay there for as long as it took for their child to be born. Their Pekingese dog got a garden house as well, which even has its name on it.

They continued caring for the one acre orchard that was planted five years ago, while they donate the fruits of 150 peach trees, 80 plum trees, as well as apples, cherries, service-trees, and figs to neighboring kindergarten. However, they made handy out of part of peach

fruit (of which there were 10,000 kilograms this year), which they give to business partners throughout the world. Even the red 1973 Mustang, a convertible, parked in front of the Miksić's Baranja house, which they use to cruise the islands in the Adriatic, was purchased in Beli Manastir. They found it in a shed, it could not run, and had - German paperwork. It was serviced in Zagreb, and the original Mustang insignia and the racing engine were retained.

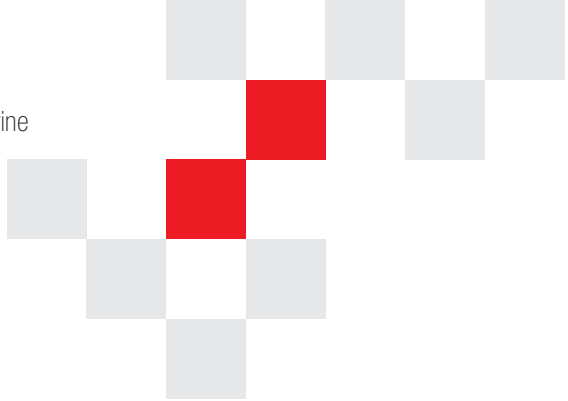
**Fisherman's Luck**

Even though, Miksić admits, he had not hoped for new love in his sixties, it was precisely then that he was struck by Amor's arrow. This is his third marriage (he has two grown children from his first), and in case of Ines, who is 14 years his junior her second. Regarding his wife, who spent some twenty years in America, and had run a female clothing boutique in Munich earlier, he claims her profession is a housewife, and she likes to please him, welcome him with dinner, and that she genuinely enjoys this.

"Boris admires some and red cabbage but we often have fish, that we catch by ourselves. I learned how to make some Croatian cakes too from his mother, such as nut

and poppy cakes" - Ines says. She met Boris two years ago, thanks to his parents who were visiting their son in Florida. She was divorced, and Miksić himself was divorced from his second wife at the time.

"We were actually next door neighbors in Florida. Our houses are five hundred meters apart, and we had never met. Ines was walking down the beach, just like my parents. As my mother is a German teacher, Ines found the common element right away. And she invited her to our place for coffee. Next, I invited her to go fishing, after which she passed an important test - she 'earned' her ticket to the marriage. Last year, in Hawaii, she caught a fish that weighed 162 kilograms and was 2.25 meters long, a very rare swordfish, in the largest world's tournament. We got married this year in January on my ship called Saga, dressed in casual clothes, wearing polo shirts and pants, just like when we had met, and we took our vows before the ship's captain" - Boris Miksić says. He then went straight from Beli Manastir to Hawaii with his wife to hunt swordfish, hoping for fisherman's luck this August as well.



**SPOONER Advocate**  
 www.spoonersadvocate.com Thursday, March 26, 2009 \$1.00

**Year after blast, Cortec poised for expansion**

BY FRANK ZUPALL

Four to five March 15, 2008, explosion that involved the Cortec aerosol filling plant in Spooner was seriously injured two men, the company's owner and president, Bruce Mikas, said he had thought about expanding the operation.

Considering that the plant is on the tail end of a \$1 million investment, including the cost of labor and the state-of-the-art manufacturing and safety equipment installation, it could be used, "Expansion completed."

Aime Vignati, Cortec's vice chief executive officer and plant operations officer, said probably in May the plant will be fully 100 percent efficient, meaning it will be three times faster with four times the capacity of the old plant and with high-tech safety precautions she has referred to as "Smart Guard" technology.

Vignati said the company is poised to seal three huge contracts with industry giant The Rust-Oleum, a company Cortec previously had secured a contract with to fill their aerosol cans, a contract that the explosion blew away like the rest part of the building.

**One year after the blast**

...the explosion that occurred on March 15, 2008, at the Cortec aerosol filling plant in Spooner, Wis. The explosion resulted in the deaths of two workers and the serious injury of two others. The plant was destroyed, and the company's operations were severely disrupted. One year later, the plant is being rebuilt and expanded, and the company is looking forward to a bright future.

...the explosion that occurred on March 15, 2008, at the Cortec aerosol filling plant in Spooner, Wis. The explosion resulted in the deaths of two workers and the serious injury of two others. The plant was destroyed, and the company's operations were severely disrupted. One year later, the plant is being rebuilt and expanded, and the company is looking forward to a bright future.

**Open House**

Vignati and Cortec will hold an open house at the new facility on the grounds in the town square in May.

**Presenting idea**

The Cortec staff is ready to go into the future. They include (from left to right) Ed Bertram, Dave Perry, Roger Swanson, James Johnson, Jim Johnson, Chuck Corbin, Larry Lohmeyer, Eric Lohmeyer, Kevin Macintosh, Bob Johnson, Ryan Brown, and Stephen. From left to right: Vignati, vice chief executive officer and plant operations officer; Cortec owner and President Bruce Mikas; and his wife, Lisa Mikas.



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**North Oaks immigrant takes aim at Croatian presidency** Print Page

by Josh Wimmer  
Contributing Writer

Published  
Tuesday, October 27, 2009 3:05 PM CDT

**NORTH OAKS** — Second time's the charm? Resident Boris Hlasic hopes so, anyway, he left Friday Oct. 16 for his native Croatia to make another attempt at winning the country's presidency.

Hlasic, 61, is the owner of White Bear Township's Carter Corp., an international manufacturer of anti-corrosion products whose annual sales are around \$50 million. He took his first shot at becoming Croatia's president in the country's last election five years ago.

He blamed corruption for his loss to incumbent Stjepan Mesic, saying his opponents rigged the results by, for example, counting dead citizens' votes. (Initially, results had Hlasic coming in second to Mesic; later counts had him in third place.) This January's elections, Hlasic says, will be different.

"We're going to have observers making sure that the vote count is done correctly," he said. There are about 1,600 polling sites in Croatia, he said. "We'll have our own observers in each and every one of them. That's a big job logistically, but we want to have an organization in place to prevent the kind of fixing that was going on five years ago."

Beyond that, he said, the field isn't quite as tough as it was back then.

"My opponents are pretty weak this time," he said. "They really don't have any major names running for this office, so the competition is much weaker than when I was up against an incumbent."

The Croatian parliament hasn't yet set the exact date of the election, Hlasic said. It's supposed to shortly, and official campaigning can't begin until they do. Candidates have to wait until a month before election day to start full-on stumping. But media coverage has already begun, he said.

Hlasic is running as an independent, and as a result, he said, his own news exposure "hasn't been the greatest, but isn't the worst either." He's gotten on the air during primetime three times lately, he said. And, he said, his pre-campaign research shows that nearly all of Croatia recognizes his name. But do they see him as an outsider, since he immigrated to the U.S. in 1974?

"That was a challenge for me five years ago, but I've been active in politics (in Croatia) since 2005. They accept me as one of their own," Hlasic said. He's served on the City Council of Zagreb, Croatia's capital, for the past four years, spending approximately a week in the city each month.

And, he said, "My American background comes in very handy, because I have a different view on global politics. Also, I've invested my own money in Croatia — in a small country, things like that are very visible."

He said his American ways of thinking are the reason for the nickname given by Croatian news media: "Crobama." And as a candidate, Hlasic will have to convince voters he's capable of dealing with some of the same challenges the U.S. president did a year ago.

"Croatia is in a very difficult financial situation," Hlasic said. "The economy is even worse than in the U.S. The unemployment is officially over 15 percent, but I think it's actually higher than that." If he gets elected, he said, jump-starting the economy and providing jobs will be his major priority.

Cleaning up corruption will be another goal.

"The privatization process has been a disaster over there," he said. "When they privatized companies that had been owned by the state, there was a tremendous amount of corruption going on, which was fueled by the politicians."

Sanja Bogovic, director of the New York City-based newspaper Croatian Chronicle, which covers Croatian news for the country's expats living in the U.S., said Hlasic's business experience should serve him well in the campaign.

"His coming in third (in 2005) was really a success, because he was a completely new face over there," she said. "And between that time and now, he's built a factory there and employed a lot of people. I think people will pay attention to that, especially because of the economy."

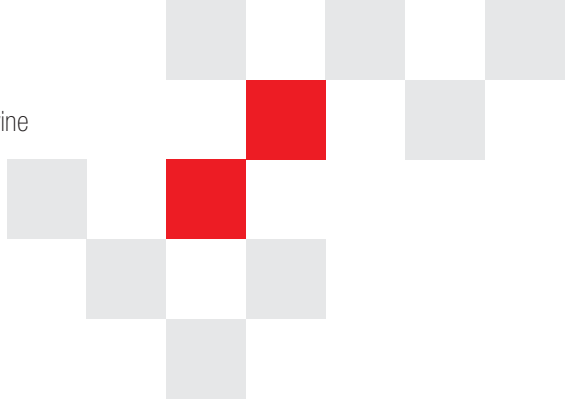
She said she thinks Hlasic is well regarded in Croatia — and even more so by Croatian-Americans. She agreed his U.S. connection could help him.

"He's very popular in local communities. I think people do believe that his experience outside of the country could really help Croatia, and they like that he wants to share his knowledge and success with them," Bogovic said. "He's really succeeded by himself — he didn't build his life on a political career."

As for the career he did build his life on, Hlasic said Carter won't have any trouble running smoothly while he campaigns — or if he wins and has to take five years off to serve as president.

"We have very capable people, and they're very used to my being absent physically," he said. "A lot of them have been with me 15 or 20 years."

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croatia chronicle

# BORIS MIKŠIĆ: "I am The Right Man for the Job of Croatia's President"

By Jasio BOGOVIC

Choosing a president for any country is a very important social event because he/she is to figure that out of the many functions that cross their office sets the tone for the country. Croatian Chronicle caught up with Boris Mikšić and his wife Iva, at a Latin concert in St. Patrick Cathedral in New York City, to catch why he's the right man for the job. He of course is his second run at the office of the presidency of Croatia. His first attempt was stifled by HDZ and their friends, he believes and thus Jadranko Kolar beat him for second place and thus the run for the presidency against the now-president Stipe Mesić. "I had twenty five percent of the popular vote in 2005 presidential run, thus I came in second ahead of Mr. Kolar. Then I got a phone call from Ivo Sanader, as the vote in Croatia were tabulated. Sanader told me that I did not beat Mr. Kolar for votes had to be counted from abroad, namely those of Ivo Sanader's. I intuitively knew what Sanader was saying, the fix was in, they were going to make me lose. After they fixed the vote, I tried to fight the system but as an independent you have less leverage, the rules of the game are not in your favor and thus I lost. No one in the opposing parties imagined that was going to be a threat but as soon as I became a strong second they had to do two things: eliminate me from the race and discredit me as a politician, businessman and person. So the invasion began and what did they find and propagate in the Croatian media, that I had mafia problems 18 years ago. Of course they could not discredit me on my accomplishments and the issues I was running on. Although I was divorced 18 years ago I am on trends, speaking terms with my ex-wife, we both accompanied our daughter on her wedding day, recently it is important to note that my divorce 18 years ago has nothing to do with anything especially the presidency of Croatia.

## Boris Mikšić is about realizing a vision for a better Croatia

People should not be fooled by politicians and their media friends who are afraid of me because of my accomplishments as a successful entrepreneur whose companies compete and do business globally. Goats for the helpless. Our politicians made their careers out of making speeches. You know just talking, spewing out words that are just that words and nothing more. I employ hundreds of people and compete with all of China, Dupont, Dow Chemical and the like and have survived such business challenges. I have built a company in Croatia and currently employ over thirty people with potential of expanding and hiring hundreds more. I produce a biodegradable kind of product in Croatia that smulates plastic perfectly but my products are made from edible sources such as corn and soy and do not pollute our Croatia or our planet. We export 75 percent of what we produce. So you see I have a record of building concrete products which are used by many industries in the world including NASA. This is a fact. My opponents have



Croatian Chronicle caught up with Boris Mikšić and his wife Iva in St. Patrick Cathedral in New York City at a concert of Croatian folk dance ensemble Iokas, whose big supporters they are.

never seen a NASA building never mind explaining the benefits of my companies' product to some of the smartest people on earth. Words are not what I'm about, Boris Mikšić is about realizing a vision for a better Croatia. Such a vision includes supporting people with fresh ideas, new technologies that in turn translate into jobs for Croatian people. America is successful and a global leader because they have a system in place that supports the entrepreneur, this is also what I am an example of that kind of peace and everyone is better off as a result of it. American business always speaks of innovation, it is on top of the corporate and educational party list. So why can we not have such policies in Croatia where educational institutions, government and intellectual individuals work together," said the charismatic entrepreneur and presidential candidate.

## What did you learn in your run for the presidency?

"I learned that the cross section of Croatian society, from people in small towns to those in the cities, realize that change is needed. Croats are well informed and they realize that the present political establishment and political elites are only about their self, brooding out corruption is not in their interest because they are a part of the problem. Croatia ranks 73 in the world when it comes to corruption, that's simply unacceptable. I'm not aligned with any political party, I'm an independent. I have all the money I need, I can't be bought. If you are a voter the way in which to look of my run for the presidency is that I've decided to use my lifelong experience in business and regulations to help the citizens of Croatia have a better life, through employment and by using Croatia's vast resources to benefit the countries citizens. It's important to remember that the resources of Croatia are there to benefit the entire populous not just the few manipulators. Example: What happened to the 300 million euros that INA "supposedly" received from the sale of its assets to Hungary's MOL, the question is why was the money made and where is the money and the purchase agreement? These types of games that

go on in government and business will destroy the future of all Croats except those that pocketed the 300 million euros. INA is also the largest employer in Croatia, so you can also imagine what will happen to INA's employees during economic difficulties or as a result of the above crime. This is uncontrolled national criminal activities by people in strategic positions of power and the president should use his authority to put an end to it.

## "I don't belong to any interest group or lobbyist"

Look at the recent affairs that took place in Podravica, I say there's plenty of room in jail for people that perform on a daily basis what can be best described as treason. The point also is that legal protections can be negated (reversed) and the president can initiate the process. The current president has not used the authority of the presidential office for such actions and that's both irresponsible and time lost. It also tells you is not about the current president and the state of the presidency, I would not let that happen in my presidency. We should as by to stand for something that is honorable and good, why should we private companies that are doing well like HPF for example. These mysterious prosecutions are breathing grounds for corruption on the largest scale possible.

## What can you say about your campaign for the office of the president?

"As you know, I'm serving on the city council of Zagreb for a number of years, eighty percent of the countries budget goes through the city council. I voted on various issues not doing party lines like my opponents but on the issues themselves. Presidential candidate Josipović who also serves on the same city council only does his hand on issues never speaks up as to why he voted the way he did. The strongest opponent is Mr. Sančić but he did not work with unfavorable track records. The president should not belong to a party and represent the interests of the party the president supposed to represent the interests of the people. I don't

belong to any interest group or lobbyist, I haven't taken one kuna from anyone. I'm investing my own money and time to make a difference in Croatia. The only way to make a substantial difference in Croatia unfortunately is through politics," said the experienced candidate.

"My two points of focus is the economy and corruption. Then there are small changes I also would like to make including cutting the presidential adviser by more than 40 percent. There are 200 right now. The money expended on these advisers are in excess of 10 million dollars. The area around Pantovčak should be turned into a garden park for the people."

Boravica born Iva Mikšić accompanied Boris on his trip to New York. She is intelligent, open minded, a woman who has a complete sense of herself. I outpenned mostly from a common sense kind of a perspective. What do you think about your husband running for president and what influence would you have? "Boris wants to give his time and worthy experience to the presidency of Croatia. We only have good intentions. My job is to take care of Boris when he comes home from the office, that will be my main contribution to the presidency should he get elected. I do have one request from the Croatian people and that is that I would ask them not to paint their homes along Croatia's wondrous coast using neon colors. I like the more traditional ones," said the present and energetic potential for life.

"When we speak about the presidency of a country we are talking about a person that will unless it differs, have a vision for the country using a fair and moral compass. At present Croatia has no strategic plan. I don't want it differs to be second class citizens, a colony of the European Union. My model for Croatia is more like Switzerland. I don't think it's a good idea for Croatia to enter the European Union on our knees. Let the people decide the issue. As for an DPP goes, if they can fish in our waters of the very best we should be able to fish in their waters," said the capable potential president.

When I asked some people as to why they voted for president Mesić, they said that it's because he drinks coffee with regular people. It's important to keep in mind that if a politician comes to these some people house to do a job they would judge him on the work, not on how well he drinks coffee with them, for we Croats are fair and want to get our money's worth. The question is with whom would you invest your money and your future? That is the real question when it comes to voting. The rest are just words.

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## North Oaks' Miksic in last month of Croatian presidential campaign

**By Michele Minn**  
Managing Editor

**ZAGREB, CROATIA** — North Oaks entrepreneur Boris Miksic has fewer than three weeks before he learns whether he has won the Croatian presidency.

The owner of White Bear Township's Corvic Corp. left Oct. 16 for his native land to finish campaigning for the position as this, his second run at the post after officially losing in third in the 2004 race.

In his bid to replace President Stipe Mesić he'll face 12 other candidates, all of whom were allowed to start campaigning one month before Dec. 27 elections. When he ran five years ago, he edged in an

interview with the Press last week a corrupt voting process jeopardized the final count, which should have ranked his runner-up.

"My opponents are pretty weak this time," said Miksic. "They really don't have any major names running for this office, so the competition is much weaker than when I was up against an overseas

While he could not be reached for comment in Croatia by press time, the AP reported that key issues in this year's election will include the fight against corruption and Croatia's bid to join the European

**Miksic**

Union. A newspaper called "The Croatian Chronicle" also printed an interview with the candidate Nov. 11.

"Croats are well informed and they realize that the present political establishment and political elites are only about their own interests," he was quoted as telling the Chronicle. "Rooting out corruption is not in their interest because they are a part of the problem. Croatia needs the world when it comes to corruption, that's simply unacceptable."

**continued from page 1**

Some 4.4 million people are eligible to vote in the elections, including more than 400,000 living abroad, the story said. Most of the latter live in neighboring Bosnia. The presidential vote will be fifth since Croatia claimed independence from the former Yugoslavia in 1991.

According to [www.kalisperts.com](http://www.kalisperts.com), the main executive power of Croatia state is the government, which is presided over by the prime minister. The president "has limited executive powers but acts as commander-in-chief of the armed forces, cooperates in formulation and execution of foreign policy and national security policy, represents Croatia at home and abroad, convenes Parliament and can bring down the government. The main duty of the president is that he is granted power to issue decrees with the force of law during war time."

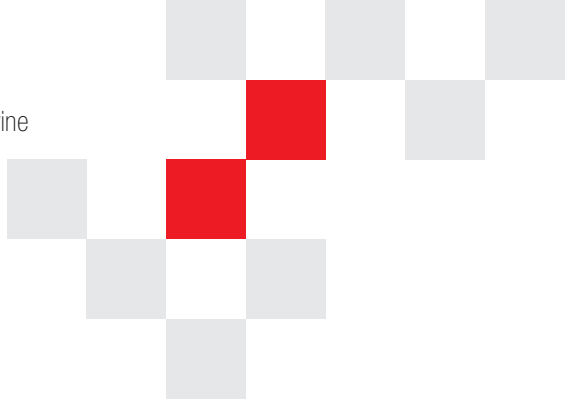

Mesić has served his maximum term as the country's third president. For previous stories about ME and his bids for the presidency see [www.presspubs.com](http://www.presspubs.com) and search archives.

"I'm not aligned with any political party. I'm an independent. I have the money I need, I can't be bought. I've decided to use my lifelong experience in business and negotiation to help the citizens of Croatia have a better life."

A Nov. 6 story in Croatian on news source [www.jurno.com](http://www.jurno.com) points to a Nov. 3 opinion poll that gave Social Democratic Party candidate Josipovic the lead at 17.3 percent, followed closely by populist Zagreb mayor Milan Bandić, another candidate, with 15.3 percent. If one percent of the vote, the story said, a runoff election will be held Jan. 18.

Miksic/see page 8


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**Croatian Eco Plants - founded an Eco-Cluster!**


On September 16, 2011, the Day of Open Doors was held, jointly organized by two eco-companies- EcoCortec and Eco Vrelo. The event took place inside of the facilities in Beli Manastir. The board was very pleased to host a large number of guests, among whom were business partners from Croatia and Europe, as well as relevant entrepreneurs and representatives of local and regional governments.

On this occasion, the Charter establishing the Eco-cluster was signed, by the co-founders of the two companies, with support of the City of Beli Manastir. The Charter was signed by: Boris Miksic, CEO of EcoCortec, Nevenka Topic, co-owner and director of Eco Vrelo, and the Mayor of Beli Manastir, Ivan Dobos. They expressed their hope that in the near future other companies that are environmentally conscious will join them. The goal of Eco-cluster is the promotion of environmentally friendly products such as biodegradable packaging and natural organic juices. After the opening speeches and signing ceremony, the management took the guests on a tour of the facilities followed by a presentation of current corporate actions and future plans.



**Boris Miksic with wife Ines and EcoCortec team.**

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# NEWS

Boris Miksic pointed out that this regional area needs this kind of cluster, which focuses on ecological, organic production and export. - *'We are in a full production for already four years, we have completed a second phase of expansion in which we have invested 3.5 million kunas, and soon we will build a new production hall in size of 5,000 square meters which will enable us to become one of the largest manufacturers of biodegradable plastics in Europe'* - said Mr. Miksic, adding that in ecology, there is a synergy. Eko Vrelo will have their eco-friendly products packed in our biodegradable packaging and we will use the samples produced in Eco Vrelo.

What brings these two plants together is definitely the export-oriented, organic production as well as investments in new technologies, using environmentally friendly products which can become a Croatian brand and greatly increase the image of Croatia throughout Europe and worldwide. They are characterized by strong vision of the investment, which followed by top patents, guarantees success in the global market. The founders of the cluster are also hoping to also be supported by state government, because such economical projects are greatly needed in Croatia.

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## Rotten Croatian Politics

WikiLeaks has made public some secret diplomatic documents of the U.S. Embassy in Zagreb, which describe a shameless fraud of the Croatian people by those who were chosen to represent them. It is no doubt that leading Croatian politicians in the first decade of the 21st century have deceived their voters. Diplomatic documents claim that Ivo Sanader betrayed everything he said in his famous speech in Split, even before he came to power.



### Great Prime minister - Sanader



Just four days before he would become a prime minister, he had a phone conversation with Carla del Ponte, where he promised her to fully cooperate with Hague tribunal. This was the completely opposite of all the promises that he made publicly, and meant that he was willing to hand over Croatian generals to a tribunal in Hague.

In order to deceive the public in Croatia about the essence of Sanader's politics, cooperation of all the factors was required in hiding the truth. This meant involving another 'great' and 'decent' Croat, Miomir Zuzul. Zuzul has requested a guarantee from head of the Office of the Hague Tribunal- Thomas Osorio, that Croatian public will not find out about the agreement.

Carla del Ponte, during one of visit to Croatia in 2003, met with Mesic and Racan, and talked to representatives of the embassies accredited in Zagreb. On this occasion Del Ponti gave them information that a year ago President Stjepan Mesic told her that he had personally seen general Gotovina in Zagreb, under the police escort!

Mesic today, of course, is 'astonished', about this statement made by Ponte. However, it is interesting that no one ever throughout the years has denied these claims. Although the content of the conversation with representatives of the embassies could not remain secret to Croatian officials.



It's probably not necessary to explain what kind of the effect did the claim that 'Ante Gotovina is strolling through Zagreb', made by the President of the Republic, have on foreign representatives. There is probably no greater evidence of the corrupted and dishonest politics, but when the President himself appears as a witness that the government of his country is lying.

wikileaks





After all that's been exposed, the question that naturally arises is; what role in all this has Jadranka Kosor. And not just in the events that were mentioned on WikiLeaks, but also today. The question that arises is; how come Croatian government continues to generously finance the Office of the former president, when the chief editor of Vjesnik newspapers, that is under the direct control of the government, Bruno Lopandic, explains in details

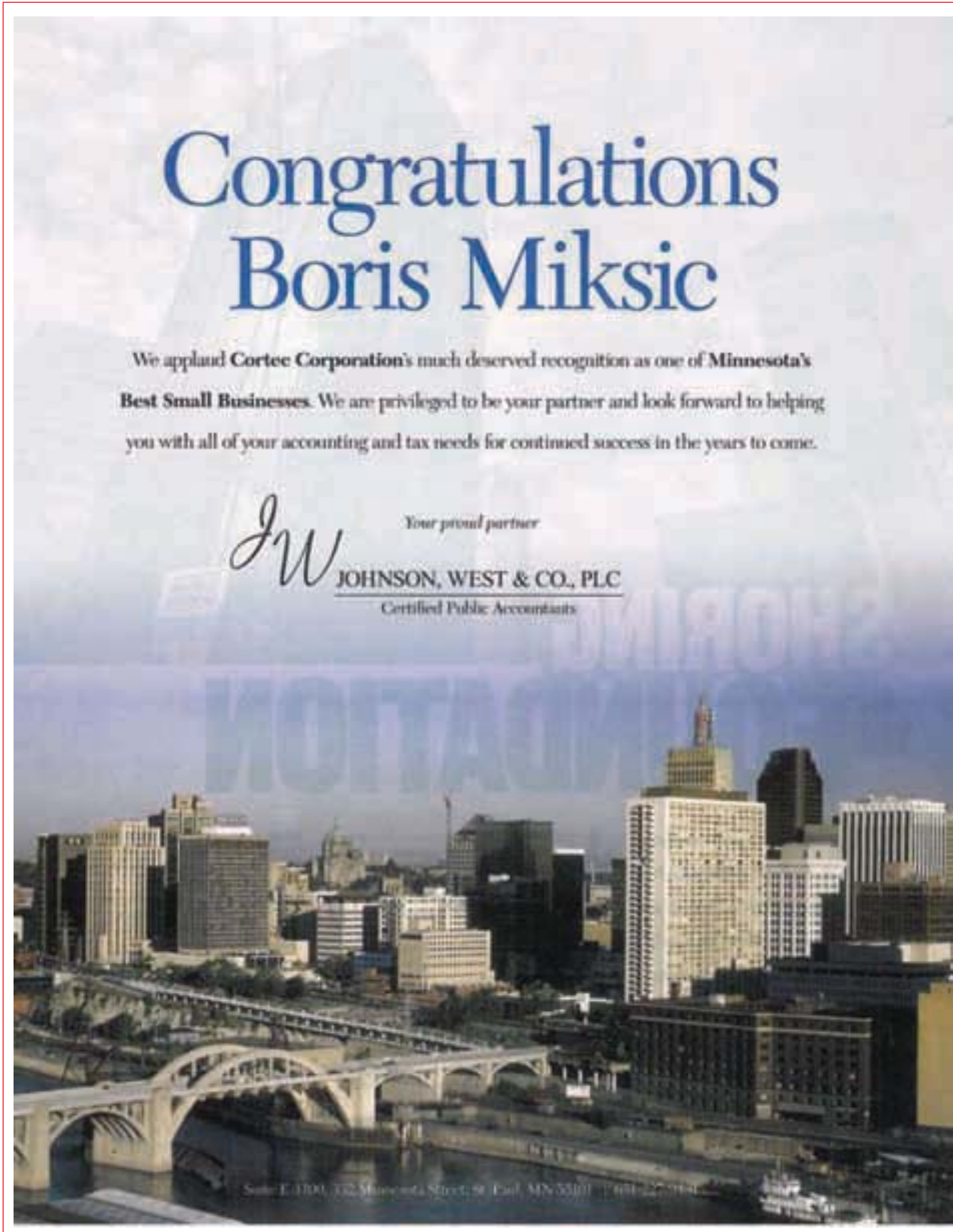
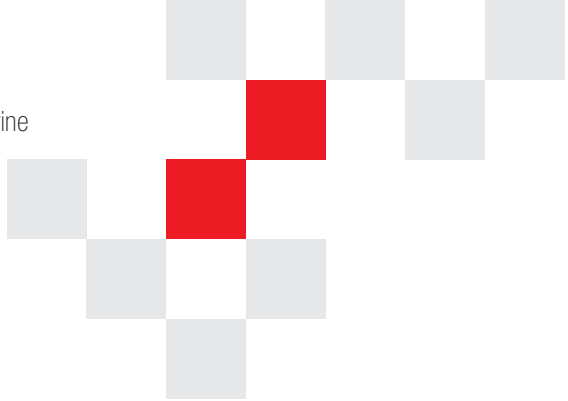
how Stjepan Mesic had damaged the country, only in the aspect of policy concerning Libya.

A strange and unprincipled Kosor- Mesic coalition, actually has a long history. It must be remembered that it was Jadranka Kosor who was HDZ's presidential candidate assigned just to cede second presidential term to Mesic. Her work in favor of Mesic, Jadranka Kosor did during the campaign so well that danger occurred, that instead of her, the runner in second round of Presidential elections will be Boris Miksic. The difference in votes was so tight that the doubts about the set up have never been removed. The aim was to put into a second round of elections a person that could surely be defeated by Mesic.

#### **The illusion of democracy**

The question that should be asked is; What is the purpose of an election process in Croatia? What do people choose when they are so shamelessly deceived and manipulated, as it reveals WikiLeaks? What's the point of the illusion of the democracy when the political affairs in Croatia are being resolved on levels that are not available to public eye. Someone recently said that any real change in Croatia will be able to take place only when Stjepan Mesic is left without office, or at least one member of the "left" political establishment finally ends up in jail. Everything else only indicates that Croatia is ruled exactly the same, as it has been ruled before the first democratic elections, when democracy was practiced in a system of one-party rule.





twin cities business



By Dan Heilmann

## INDUSTRIAL SUPPLIER GLOBAL AMBITIONS

**Corrosion control may not be sexy, but it put Cortec on a growth trajectory few local companies can match.**

Have you ever told yourself that one day you would tell off the boss and start your own company? Boris Miksic is one of the relative few who made that angry promise pay off.

"I had a boss who was a real idiot," recalls Miksic, founder of White Bear Township-based Cortec Corporation. "I quit in 1977, but I couldn't find another engineering job. There was no test hiring. It seemed as though I didn't have any other option but to start my own company."

That's what Miksic did, and it's worked out well for him. From humble beginnings, Cortec has grown to a 215-employee operation with manufacturing facilities in Minnesota, Wisconsin, Canada, and Miksic's native Croatia.

Cortec makes and distributes corrosion control products for a variety of industries including packaging, metalworking, construction, electronics, and energy. Its VpCI (Vapor Phase Corrosion Inhibitor) line has become a signature product, addressing tasks from surface preparation to water treatment.

Miksic moved from his native country in 1974—a result, he says, of being blacklisted from finding work as an engineer due to his participation in anti-Communist rallies. He wound up in Minnesota. After some time in and out of the corporate world, Miksic started at ground zero.

"I began like a typical start-up in the garage," he says. "I rented a farm in Hugo and mixed chemicals in the garage."

A decade and a half of slow growth saw Cortec grow to 25 employees. In the early '90s, a bonafide factor in the form of a former 3M executive joined the company and helped take Cortec to the next level. Art Albrecht guided the establishment of Cortec's quality assurance program, and he applied what he knew about corrosion engineering.

"It was easy to fit into the Cortec culture," says Albrecht. "Boris always followed the 3M style of having the highest-quality product on the market—with the highest price."

Years of steady momentum allowed Miksic to implement what he calls the company's 20-20-20 plan: 20 percent growth, 20 percent new technologies, and 20 percent operating cost reductions—every year.

"We've been able to do that," says Miksic. "If you get people to buy into these ideas, they really work hard to get there. And if you look at our top-selling products, most of them are less than five years old."

Twenty percent growth might seem like a lofty goal, but there's no denying that it has been happening at Cortec. Company sales have gone from \$28 million in 2009 to \$34 million last year to projected revenues this year of \$42 million. Likewise, the number of employees has grown during that same period from 168 to 215.

Cortec has also recently put a greater focus on sustainable technologies, a move that has earned it new, sometimes surprising clients. The company recently completed a project to help the Minne-



**Read All About Him**  
Besides running Cortec, Boris Miksic is an author. His autobiography, *American Dream: A Guy From Croatia*, is available for download at [americandreamgy-fromcroatia.com](http://americandreamgy-fromcroatia.com).

sota Zoo upgrade its composting program, supplying it with Cortec's proprietary Eco Film, a biodegradable and compostable film designed specifically for compost.

"Cortec provided the Minnesota Zoo with a generous donation of EcoFilm compostable bags," says Tara Harris, director of conservation at the Minnesota Zoo, "and this has really allowed the zoo's new composting program to be successful."

The company's main initiative for 2012 is getting a new facility in Shanghai, China, up to speed to serve its existing network of Chinese distributors. It also recently purchased one of its primary materials suppliers and folded it into Cortec.

"In the past, we've been able to reduce costs through global outsourcing," says Miksic. "With the new purchasing office in China, we basically have no middlemen. We buy raw materials in India and Europe, and instead of having materials shipped to China for processing, we make the materials there and process them in our own facilities in North America and Croatia."

The new resources will continue to make Cortec what it's been since the beginning: fast on its feet and ready for anything.

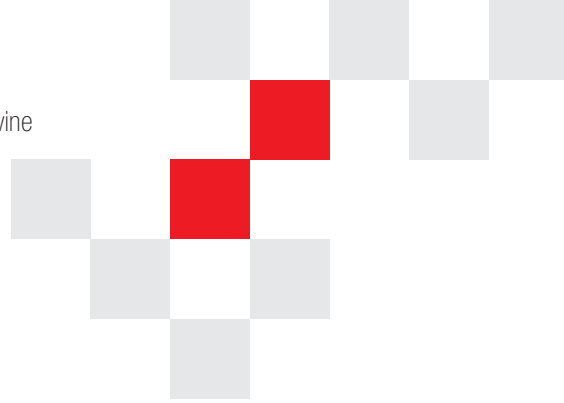
"We supply a lot of 'just in time' products," says Miksic. "So we like the idea of having a plant that's closer to our clients."

CORTEC CORPORATION

**White Bear Township**  
 Founded: 1977  
 Locations: 4 (Minnesota, Wisconsin, Croatia, Canada)  
 Employees: 215  
 2011 revenue: \$42 million (est.)

24 TWIN CITIES BUSINESS [tcbiz.com](http://tcbiz.com) JANUARY 2012

PHOTOGRAPH BY SARA JOSE



5.0 out of 5 stars [Rot of Capitalism results In Millions](#) June 3, 2011

By [Adv00cate](#)

Format: Paperback

A chance encounter with a couple in a red Ferrari later leads to a way to the West for Boris Miksic. Arriving with no money, less English and a wife, his benefactor sets him up with a job in St Paul. His first assignment: research for the next six months in the James J. Hill Library, named for the great railroad tycoon. When he returns to the office, he finds something amiss; most of the company is more hype than real. Meanwhile, he buys a home, then decides, what if he started a company that made real products to fight corrosion? Rust, after all, never rests. Capitalism is rotting and Miksic will save it.

He borrows against his home, prints some brochures and gets a request from a Japanese company for more information. This is where it gets interesting. What does he do? He has just enough money to fly to Japan and gets the Japanese company to agree to provide lodging. He insists on staying until the purchase order is in hand and they agree to hand it over - perhaps to just get rid of him.

In any case, he's in business and begins his chemical company in his sink with a coffee grinder to mix his product. His first sale whets his appetite for more and the race is on. Miksic achieves scale but a later economic business cycle puts the future of the business in jeopardy. His company gets rescued but now he is an employee in his own company. Soon he is on the street himself and without its human sales dynamo the company goes into decline.

Could he take it back? Perhaps he would. Of course he does. Later he finds all the company's leads for product were tossed in a shoe box by one of the Wall St hires. Brilliant!

Miksic hints at the coming great corrosion tsunami now hitting the US because of Ultra-Low Sulfur diesel and E85. New fuels are corrosive and can get real nasty.

Miksic achieved his success by doing the work that he believes many companies today skip; simply going to the prospect and asking for an order. Be it the Larkin Soap company in the 19th Century or Amway in the 20th century, this is a tried and tested methodology sometimes overlooked because of its simplicity.

"You're not in business just to supply the product; your goal is to have the customer feel cared for, to make him feel you are doing part of his job for him." says Miksic. Help the customer to know what he is getting and he will pay extra.

The end of the book brings us up to date in his political campaign in Croatia.

If you are interested in a rags-to-riches-to-rages-and-back-again-to-riches story, then you may find this story as enjoyable as I did. This book should be required reading by every teacher in the US. Why? Because the American Dream is alive and well and only needs dreamers - even from Croatia carrying dreams of red Ferraris. He has one of those too.

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### Attention: Editor

March 19, 2013

### PRESS RELEASE

## Cortec® Receives The Materials Performance Reader's Choice Innovation of the Year Award!

Cortec® is the recipient of a 2013 MP Readers' Choice Innovation of the Year Award for our PTC Emitters. The award recognizes Cortec's development of this innovative, environmentally friendly, corrosion-inhibiting product. Boris Miksie, President/CEO of Cortec®, was presented the trophy during the NACE CORROSION 2013 Conference and Exhibition in Orlando, Florida on March 18<sup>th</sup>. This recognition will also be announced in the April issue of Materials Performance Magazine. MP Readers' Choice Innovation of the Year Award winners are determined by the number of votes received from readers of MP Magazine who vote online for their favorite innovation. Cortec® wishes to thank everyone who voted for our invention.



Boris Miksie, President/CEO Cortec Corporation, with wife Ines Miksie at NACE 2013.



Beautiful Severn Bridge in Wales, England (pictured left) is a cable stay bridge maintained by the UK Highways Agency. The suspension cables on this type of bridge are known to corrode over a long period of time. World-renowned bridge design engineering firm Mott MacDonald has specified PTC Emitters for this project because of their effectiveness, ease of application, and low overall cost of corrosion protection.

Cortec<sup>®</sup> has been engaged in the development of corrosion control products and systems since 1977. PIC Emitters are one of over four hundred effective rust prevention products that Cortec<sup>®</sup> makes to serve the Construction, Packaging, Petrochemical, Electronic/Electrical, Metal Working, Automotive, Marine, and many more industries.



Boris Miksic, President/CEO Cortec Corporation, receiving award from Kevin Garrity, NACE President.

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Cortec<sup>®</sup> Corporation is the global leader in innovative, environmentally responsible VpCI<sup>®</sup> and MCI<sup>®</sup> corrosion control technologies for Packaging, Metalworking, Construction, Electronics, Water Treatment, Oil & Gas, and other industries. Our relentless dedication to sustainability, quality, service, and support is unmatched in the industry. Headquartered in St. Paul, Minnesota, Cortec<sup>®</sup> manufactures over 400 products distributed worldwide. ISO 9001, ISO 14001:2004, & ISO 17025 Certified.

Cortec Website: <http://www.cortecci.com> Phone: 1-800-426-7832 FAX: (651) 429-1122

## Boris Miksic - CV



www.borismiksic.biz

**Boris A. Miksic, FNACE®**  
Master Entrepreneur Of The Year®

Revised: 03/04/2013

### 88 to present: The Cortec Corporation

President/C.E.O. Successfully completed L.B.O. (leveraged buy-out) of Cortec Division from Sealed Air Corporation.



- Conceptualized, developed and implemented the principle of introduction of organic corrosion inhibitors into polymeric materials such as coatings, rubbers, sealants, adhesives, etc. Developed new classes of vapor phase inhibitors, water soluble inhibitors/coatings, additives for concrete, oil/gas soluble additives, applicable for solving a variety of corrosion problems in the industry and the consumer fields.
- Holds numerous U.S. and foreign patents and patent applications.
- Designed, financed and built manufacturing plants for production of synthetic organic chemicals, foams, coated papers, blown films, protective coatings and aerosol cans with largest output in the world.
- Developed the most advanced line of corrosion inhibitors of any manufacturer, consisting of over 500 chemical products and systems in all physical forms; powders, liquids, concentrates, tablets, plastics, papers, foams, aerosols, fibers, capsules, masterbatches, nanoparticles, and encapsulations.
- Supervised a team of over 50 engineers, scientists, manufacturing and marketing specialists.
- Organized international distributor network with outlets in over 75 countries, including successful operations in Germany, France, Japan, China, etc., and a complete U.S. organization through distributors, manufacturer's agents, and private label distribution channels.
- Implemented promotional campaigns in major newspapers, magazines, trade shows, television and radio channels and through newsletters, websites and blogs.
- Conducted large distributor motivational meetings, presentations to large technical audiences, press, etc.
- Supervised activities with key customers including world's largest corporations, in major industrial countries.
- Negotiated licensing agreements and joint ventures with world's leading corporations in over 15 countries.
- Spearheaded and implemented ISO 9001 and ISO14001 certifications.
- Established Cortec Corporation as one of the TOP 50 high technology companies in Minnesota (1998 and 2008).
- Invented and launched globally branded product lines: Cortec<sup>®</sup>, Bullfrog<sup>®</sup>, EcoAir<sup>®</sup>, EcoLine<sup>®</sup>, MCI<sup>®</sup>, EcoFilm<sup>™</sup>, EcoWorks<sup>®</sup>, and many others.

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Phone (651) 429-1100 • (800) 4-CORTEC • Fax (651) 429-1122 • E-mail info@CortecVCI.com • Internet <http://www.CortecVCI.com>

- Acquisition of Nova Sensor in 1982, Biox in 1983, Spring Lake Plastics in 1997, Rawn Products in 1998, American Coatings Technology in 2001, and Bionetix International Canada in 2010. Greenfield Investment in First Croatian Bioplastics Plant Ecocortec in 2007.

**'87 to '88: Boris Miksic Enterprise Ltd.**

Consulting, international market development, board member activity and private investor.

**'85 to '87: Sealed Air Corporation**

Research and technology advisor – reports to senior vice president. Advise on strategic matters concerning growth of the division.

**'84 to '85: Sealed Air Corporation**

Vice President, Cortec Division – Sealed Air Corporation is an international company with plants in 7 countries, 1998 sales in excess of \$3 billion, stock listed on the New York stock exchange (NYSE symbol SEE). Successfully negotiated and completed acquisition of The Cortec Corporation by Sealed Air, and formation of new division within a multinational company.

**'77 to '84: The Cortec Corporation**

Entrepreneur, founder and owner – The Cortec Corporation is a company involved in research, development, manufacture, and marketing of industrial and consumer products based on proprietary technology. Clientele includes governments, industrial and retail customers (electronics, packaging, basic metals, automotive, petrochemical, and other market segments) in over 75 countries throughout the world. Cortec Corporation ranked 126<sup>th</sup> on the list of Inc. Magazine's top 500 fastest growing and most profitable privately held U.S. corporations (1983), and ranged first among Minnesota companies on the same list. Acquired privately held companies: Biox, Inc. and Nova Sensor Corporation.

**'74 to '77: Northern Instruments Corporation**

Vice president – responsibilities included basic research, business ventures, technical services and the government research contracts in the company's chemical division. Prior to appointment as vice president, held a position of technical director. Began in 1974 as senior research engineer. Development and training of worldwide distribution network.



**Personal Data**

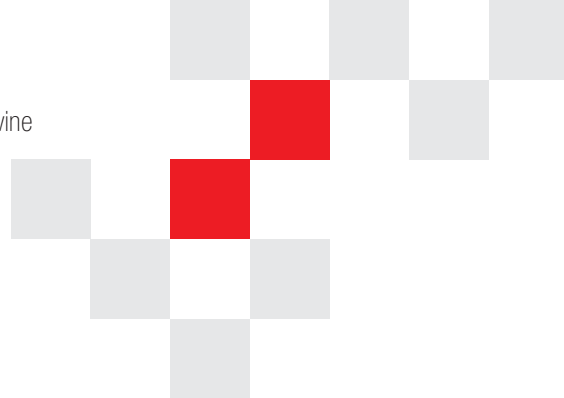
Age 64. Graduated from the Department of Mechanical Engineering of the University of Zagreb, Croatia, candidate for PhD in Materials Science. Post-graduate research at the School of Materials Science of the Department of Chemical Engineering of the University of Minnesota. Mini masters in manufacturing systems engineering, University of St. Thomas, St. Paul (1991), and Harvard University, Programs on Leadership for Senior Executives (2007).

**Related Achievements**

- Chairman of the international symposium on corrosion inhibitors, Houston during 1976 annual meeting of the National Association of Corrosion Engineers (N.A.C.E.).
- Chairman of the NACE Task Group T-3A-4 (1976-1981), T-3A-12 (1995), and officer of Twin City Chapter (1985/86).
- Chairman of NACE Task Group T-5J-2 on corrosion test methods for the steel industry and NACE Chairman of Symposia in 1976, 1979, 1983, 1987, 1994 and 1997 sponsored by unit committees T-3A and T-5J.
- Member of NACE, American Chemical Society (Rubber Division), American Concrete Institute, EOS/ESD Association, Inc., Society of Automotive Engineers, American Society of Lubrication Engineers, Institute of Packaging Professionals and AWT (America Water Treaters' Association).
- Corporate consultant to Federal Cartridge Corporation and Ray-o-Vac Division of Int'l Nickel.
- Consulting projects with Phillips Petroleum Co., Alyeska Pipeline Service Co., Chubb Group of Insurance Companies, State of New York, the Maxwell Group, London, etc.
- U.S. Department of Defense, STTR A04-003 project design and development.
- National Science Foundation (NSF), Award No. IIP-1013904, SBIR Phase: Biobased Corrosion Inhibitors.

**Commendations/Awards**

- Inc. 500 list of fastest growing companies (1983) "The Inc. 500: America's Fastest Growing Private Companies".
- Listed in Marquis' "Who is Who in the Midwest", 16<sup>th</sup> Edition, "Who is Who in Finance and Industry", 26<sup>th</sup> Edition MacMillan Co., Marquis "Who's Who of Emerging Leaders in America, 1<sup>st</sup> Edition, "Who is Who in American Technology Today" 1983 Edition J. Dick & Co., and in "Who is Who in Engineering", International Bibliographical Centre, Cambridge, U.K.; Who's Who Worldwide; Who is Who in Croatia, 1<sup>st</sup> Edition, 1993.
- Commendation by Governor R. Perpich for export trade (1989).
- Connecticut College, "Inherit the Earth Award" for environmental education (1998).
- Recipient of Deubner Award for Small Business Innovation and Entrepreneurship (1993).
- Plant Engineering Magazine's "Product of the Year" awards (1994 and 1999).



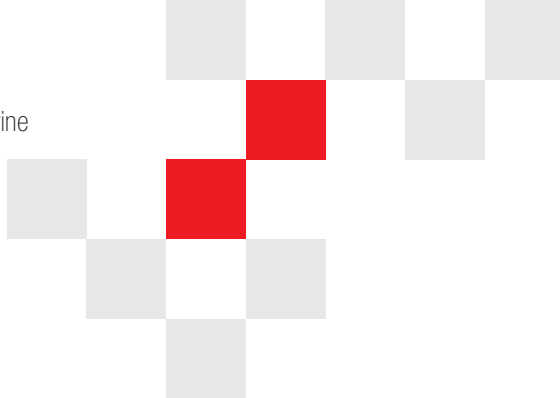
- Blue Chip Enterprise Award by Nation's Business Magazine (US Department of Commerce), 1998.
- Honorary Consul General of the Republic of Croatia to the United States of America (1995 to 2005).
- Republic of Croatia's highest honor for accomplishments in business and commerce: the Order of Danica Hrvatska with medallion of Blaz Lorkovic awarded by President Dr. F. Tudjman (1998).
- "Citizens at their best" award by the Minnesota National Guard (1997).
- Minnesota Fast 50 award (1998 and 2000).
- Croatian Almanac 2000, the 57 annual edition "Outstanding American and Canadian Croats". Based on extensive research by the Croatian Ethnic Institute in Chicago, Boris Miksic was selected from among two and half million living Croats and several million who have departed this life, Croatian Franciscan Publications, Chicago, IL (1999).
- NACE<sup>®</sup> Fellow Award for contributions to the science and engineering of corrosion and its control (2000).
- Ernst & Young LLP: "The Master Entrepreneur of the Year Award", Minnesota and Dakotas (2000).
- Governor Jesse Ventura's "Governor's Award for Excellence in Waste and Pollution Prevention" (2000).
- Minnesota High Tech Association's "Tekne" award, finalist in the environmental technology category (2000, 2008 and 2010).
- University of Minnesota, "Partnership Award" (2002).
- Governor Tim Pawlenty's "Governor's International Trade Award" (2003).
- Croatia's Parliamentary Elections 2003, independent candidate for 1<sup>st</sup> and 7<sup>th</sup> districts,
- NACE<sup>®</sup> Frank Newman Speller Award for contributions to the practice of corrosion engineering (2004).
- NACE<sup>®</sup> Distinguished Organization Award (2004).
- Independent Candidate for the President of the Republic of Croatia (2004), received unprecedented 17.8% of popular vote (January 2<sup>nd</sup>, 2005).
- Member of the City Council of Zagreb, Capitol of Croatia, Independent, 3 seats (2005).
- Frost & Sullivan's 2005 Technology Innovation of the Year Award in the Field of Specialty Plastic Films (2005).
- CROPAK 2006, International award for best packaging in two categories: EcoWorks, 1<sup>st</sup> prize: Best ecological packaging product; EcoCortec's plant in Beli Manastir, 1<sup>st</sup> prize: Best ecologically designed process for production of packaging materials.
- Twin Cities Business Magazine: "Small Business Success Story", Cortec recognized in the top 9 small and medium size companies in the state of Minnesota (2006 and 2012).
- Worldstar, Best packaging product for electronics, EcoCorr<sup>®</sup>ESD awarded by WPO (World Packaging Organization), Chicago 2007.
- Obal Roku Award for best packaging product, Prague, Czech Republic (2007 and 2008).
- Listed in Wikipedia, in English and Croatian languages.
- Readers Choice, Materials Performance Magazine (NACE), Best Product of the Year, PTC Emitter System for Protection of World Renown Severn Bridge in UK (2013).

**Board Member Activity**

- CorteCros, joint venture between Cortec Corporation and INA Crosco, Croatia's largest enterprise (since 1998).
- Immigration History Research Center Endowment, University of Minnesota, Minneapolis
- Concrete Corrosion Inhibitors Association (CCIA), founding member (1999).
- ZET, Zagrebacki električni tramvaj / Zagreb Public Transportation System (2005).
- Zagreb International Airport (2005).
- President, Croatian World Congress, international organization of immigrant societies (elected in Zadar, Croatia, July 22, 2006).

**Community Activities**

Northwest Farm Manager's Association's annual meeting, invited speech, Fargo, N.D. 1976. Radio Zagreb 1<sup>st</sup> program, nationally broadcast series on Croatian emigrants, Oct 1988, (60 minutes). KMSP TV9 broadcast "Focus" on technological innovation (1991), 30 minutes. Humanitarian aid project for Croatian war victims (1991-92). Lectures: National Association of Corrosion Engineers, Twin City Section, 1976, 1980, 1989, 1992, Lafayette, LA section 1981; Ponca City, OK section 1980; Corpus Christi, TX section 1982; Beaumont, TX section 1982; Detroit section 1983, Chicago 1992, Saudi Arabia, 1996. North Central Regional Meetings, Minneapolis 1981, and Columbus, OH 1984, South Central Regional Meetings, Lafayette, LA 1979 and Dallas, TX 1985, Croatian Society for Materials Protection, plenary lecture, 2001 and 2003. American Society of Metals (ASM) Northern Indiana Section Meeting 1982, Chicago Section 1989, Australasian Corrosion Society NSW Section Meeting, Sydney 1983. Minuteman Corrosion Series, organized by NACE Greater Boston Chapter 1981, 1983 and 1990 (corrosion in electronics). American Iron and Steel Institute (AISI), Packaging and Loading Committee Meeting, Pittsburgh 1979, 1990 and 1995. Smithsonian Institution, National Air and Space Museum, invited lecture, Washington, DC 1986. ASME Subcommittee on Turbines, Chicago 1987 (lay-up methods), IES Hawaii Chapter Meeting, Honolulu, 1998. Lecturer, Export Trade Program, Minnesota World Trade Center (1991 and 1992); Technology Institute, NPO Informer, Moscow (1992). JETRO, technology seminars (2), Tokyo, (1995), 5<sup>th</sup> Int'l Chinese Surface Engineering and Anti-Corrosion Conference, invited lecture, Beijing 1995, 6<sup>th</sup> Guongzou 1998, 7<sup>th</sup> Shanghai 2000; invited lecture, Corcon 2000, NACE India Section, Mumbai (2000). Invited speaker at 4<sup>th</sup> Congress of Independent Federation of Chinese Students and Scholars (FCSS Minneapolis, 1992) and American Business Association in Saudi Arabia (Dharan, 1993). Delegate and speaker at 2<sup>nd</sup> Convention on HDZ (Croatian Democratic Union), Zagreb, October 1993; and lecture at the Croatian Center for Technology, Zagreb, June 1998, Intercon Business Conference, Zagreb, October 1998 and Lecture at the Rutgers University (New Jersey), January, 1999; Croatian National Television HTV 1, documentary "American Dream by Boris Miksic", December 30, 2000; Croatian Chamber of Commerce, invited speech: "How to dance with elephants in the global market", April 5, 2001; Invited lecture, University of St. Thomas, Mini MBA in International Business, Split, Croatia, May 2001. Expert panelist, Congressional briefing exploring the biobased products, sponsored by USDA and The Environmental and



Energy Study Institute (EESI), Washington, DC (2002). September 25, 2003, OTV (Croatian Independent TV Channel), TV Shows: Diplomatski krug, Nightmare Stage, Sanja Show (RTL), Forum and Glas Hrvatske (3), HTV. Contributed to many humanitarian, community, religious, academic, cultural, ethnic, sports, scientific, and disabled individuals' organizations and activities in both US and Croatia, Spooner Area Connections Group (SAC), 2006.

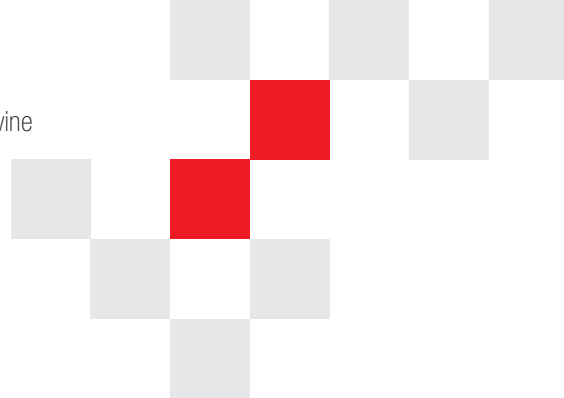
### **Hobbies**

Tennis, USTA ranking 4.5; downhill skiing, NASTAR ranking "gold", and yachting, U.S. Coast Guard licensed captain, and deep sea fishing (largest catch: giant grouper over 500 lbs (240 kg), caught in Dry Tortugas, Florida and blue marlin 208cm caught in Kona, Hawaii). Title sponsor of ladies' tennis \$50,000 Challenger, Twin Cities 2001, 2002, 2003, and men's singles champion of Bud Collins Hackers' Open, Sarasota, FL (1999 and 2000).

### **Patents and Publications**

1. B. A. Miksic, Paper No. 70, NACE Annual Meeting, Houston (1976).  
"Inhibited Polymeric Coatings Basic Principles and Future Perspectives".
2. B. A. Miksic, D.P. Stem, 4<sup>th</sup> European Symposium on Corrosion Inhibitors, University of Ferrara, Italy, Vol. 2, pp 136 (1975).
3. B. A. Miksic, Anticorrosion Methods and Materials, A Sawell Publication, <sup>3</sup>, 3, pp 6, (1975).  
"Some Aspects of Metal Protection by Vapor Phase Inhibitors".
4. B. A. Miksic, Marine Equipment News, pp 8 (1975).  
"A New Approach to the Problem of Corrosion Control in Marine Environments."
5. B. A. Miksic, J. Marine Corr. Fouling, 1, 2, pp 345 (1976).
6. B. A. Miksic, "Anticorrosive Additives", lecture delivered at the 7<sup>th</sup> International Symposium on Fluid Sealing, Nottingham, England (1975).
7. B. A. Miksic, Invited Keynote Lecture, Corrosion Research Conference, San Francisco, CA (1977).
8. B. A. Miksic, W. G. Levans, International S.A.E. Congress, Paper No. 770174, Detroit (1977) "Corrosion Inhibiting Rubber Seals".
9. B. A. Miksic, Chemical Engineering, McGraw-Hill, September (1977).  
"A New Approach to Corrosion Control-Volatile Corrosion Inhibitors".
10. B. A. Miksic, D. P. Stem, U.S. Patent No. 4,051,066 – Corrosion Inhibiting Articles.
11. B. A. Miksic, R. H. Miller, U.S. Patent No. 4,275,835 – Corrosion Inhibiting Articles.
12. B. A. Miksic, Japan Corrosion Society, Plenary Lecture, Tokyo (1977).

13. B. A. Miksic, R. H. Miller, Paper No. 171, NACE Annual Meeting, Atlanta (1979).
14. B. A. Miksic, Tri-Service Conference on Corrosion, Air Force, Navy, Army, New Orleans (1978).
15. B. A. Miksic, 5<sup>th</sup> European Symposium on Corrosion Inhibitors, Ferrara, Italy, Vol. 1, pp. 217 (1980). "Fundamental principles of corrosion protection with vapor phase inhibitors".
16. B. A. Miksic, Corrosion '83, NACE Annual Meeting, Paper No. 308, Anaheim (1983). "Use of Vapor Inhibitors for Corrosion Protection of Metal Products".
17. B. A. Miksic, ASM Metal Congress, ASM-AIME, Philadelphia (1983). "Role of vapor phase inhibitors for protection of HSLA steels and aluminum".
18. B. A. Miksic, P. Martin, Corrosion '84, Annual NACE Meeting, Paper No. 36, New Orleans (1984). "Corrosion Inhibition of Electronic Metals Using Vapor Phase Inhibitors".
19. B. A. Miksic, Korrosionsskyd i Gasform, Satryckur Ytform, Sweden (1983).
20. B. A. Miksic, American Society of Lubrication engineers, 39<sup>th</sup> Congress, Chicago (1984).
21. B. A. Miksic, Invited Lecture, South African Corrosion Institute, Johannesburg, (1984).
22. B. A. Miksic, Golden Gate Electronics Symposium, Sponsored by ASM, AIME, NACE, San Francisco (1985).
23. B. A. Miksic, Proceedings of European Symposium on Corrosion Inhibitors, University of Ferrara, Italy, Vol. 2, pp 941 (1985).
24. B. A. Miksic, presented at 4<sup>th</sup> International Conference of Packaging, Lansing (1985).
25. B. A. Miksic, Conference on Recent Developments in Corrosion Science and Engineering, Proceedings pp. 674, Johannesburg (1985).
26. B. A. Miksic, American Society for Metals Conference (ASM), Electronic Packaging, Minneapolis (1985).
27. B. A. Miksic, "Temporary Protection, Lay-Up and Mothballing", 185 pp., (handbook, manual), 1988.
28. B. A. Miksic et al, Corrosion '89, NACE Handbook on Corrosion Inhibitors, sponsored by Unit Committee T-3A.
29. B. A. Miksic, G. Sparrow, Corrosion '89, Modern Surface Analysis for Vapor Deposited Films, New Orleans, 3/89, Paper No. 607.



30. B. A. Miksic, A. Hughes, Inhibitors for Thermal Insulation, Corrosion '89, New Orleans, 3/89.
31. B. A. Miksic, M. Tarvin, T-9E Symposium "Corrosion of Electronic Equipment", Corrosion '89, New Orleans, 3/89, Paper No. 344.
32. B. A. Miksic, Vapor Phase Inhibitors for Electronics, 9<sup>th</sup> European Congress on Corrosion, Utrecht, The Netherlands, 10/89, Paper No. 246.
33. Martin P., B. A. Miksic, Canadian Patent No. 1,258,473.
34. B. A. Miksic, ESD Technology, Vol. 50, 11, pp. 13-17 (1989).
35. Miksic, STLE Annual Meeting, Denver, 5/90.
36. Miksic, The Electrochemical Society, Corrosion of Electronics, Seattle, 10/90 (1990).
37. U.S. Pat. No. 4,973,448 – Vapor phase corrosion inhibitor product and method containing a desiccant.
38. Miksic, Hungarocorr, Invited Lecture, Budapest (1990).
39. mki Evfolyam, pp. 401, Hungary (9/1991).
40. Miksic, EPRI Fossil Plant Lay-Up and Reactivation Conference, New Orleans (1992).
41. Miksic, B.A.; U.S. Patent No. 5,139,700 – Vapor phase corrosion inhibitor desiccant material.
42. Miksic, Invited Lecture, King Fahad University of Petroleum Minerals, Saudi Arabia (2/93).
43. A. Eydelnant, S. Russel, B. Miksic, 12<sup>th</sup> International Corrosion Congress, Houston (1993).
44. Miksic, B.A.; U.S. Patent No. 5,209,869 – Vapor Phase Corrosion Inhibitor Desiccant Material.
45. B. Miksic, D. Bjegovic, Con-Chem 1<sup>st</sup> Conference, Karlsruhe, Germany, November 1993.
46. U.S. Patent 5,320,778 – Vapor Phase Corrosion Inhibitor Desiccant Material.
47. U.S. Patent 5,326,529 – Method of Inhibiting Corrosion of Concrete Reinforcements.
48. U.S. Patent 5,393,457 – Vapor Phase Corrosion Inhibitor Desiccant Material.

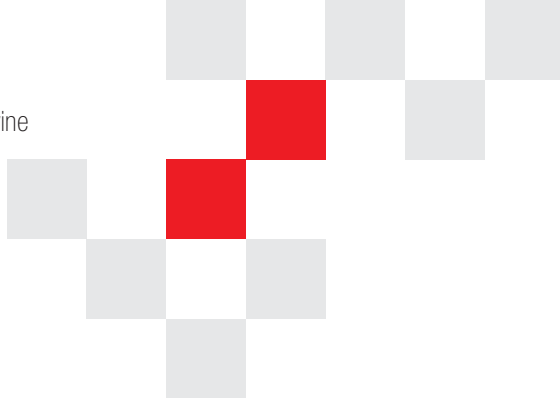
49. U.S. Patent 5,332,525 – Vapor Phase Corrosion Inhibitor Desiccant Material.
50. U.S. Patent 5,344,589 – Vapor Phase Corrosion Inhibitor Desiccant Material.
51. European Patent 94304176.4 – Anti-corrosion Plastic Film Containing Recycled Resin.
52. Novel: “Americki San Dečka s Trešnjevke” published by Mladost d.o.o., Zagreb, Croatia 1994, 2<sup>nd</sup> edition 1997, 3<sup>rd</sup> edition 2004, 4<sup>th</sup> edition 2005.
53. South African Patent 94/1033 – Vapor Phase Corrosion Inhibitor Desiccant Material.
54. U.S. Patent 5,422,187 – Vapor Phase Corrosion Inhibitor – Desiccant Material.
55. Rossignoli, B. Miksic, Proceedings of the European Symposium on Corrosion Inhibitors, University of Ferrara, Italy, 1995.
56. Miksic, Finncor '95, Lahte, Finland (October 1995).
57. Miksic, Abraco '95, Rio De Janeiro, Brazil (November 1995).
58. Autobiography “American Dream: a guy from Croatia” published by MPG, Inc., St. Paul, MN 1996, 2<sup>nd</sup> edition 2001.
59. Miksic, B. Rudman, 2<sup>nd</sup> NACE Latin American Region Corrosion Congress, Rio De Janeiro, Brazil (1996), paper No. 072 “A Recent Breakthrough in Shrink Film Technology”.
60. U.S. Patent 5,597,514 – Corrosion Inhibitor for Reducing Corrosion in Metallic Concrete Reinforcements.
61. European Patent 69403189.5 – Corrosion Inhibitor for Reducing Corrosion in Metallic Concrete Reinforcements.
62. Australian Patent 675317 – Anti-corrosion Plastic Film Containing Recycled Resin.
63. US Patent 5,750,053 – Corrosion Inhibitor for Reducing Corrosion in Metallic Concrete Reinforcements.
64. U.S. Patent 5,517,945 – Vapor Phase Corrosion Inhibitor Package Utilizing Plastic Packaging Envelopes.
65. U.S. Patent 5,854,145 – Corrosion Inhibitor Solution Applicator.
66. Coverpage article – Minnesota Business and Opportunity, February 1999 (six pages total).
67. Feature article – Kapital (leading Croatian business magazine), October 1998.



68. U.S. Patent 5,855, 975 – Anti-corrosion Plastic Film Containing Recycled Resin.
69. B. A. Miksic, E. Chang, Environmentally Friendly VCI System, NACE, San Antonio, 4/99, Paper No. 93.
70. B. A. Miksic, Migratory Inhibitors, Rilem/Building Research Institute of Japan, Osaka, 1999.
71. B. A. Miksic, European Patent No. 0653454 – Anti Corrosion Plastic Film Containing Recycled Resin.
72. B. Miksic, R. Kramer, “Stretch packaging-it’s a wrap”, Steel Times, The Journal for the European Steel Industry, Vol. 227, No. 5, May 1999.
73. D. Bjegovic, B. Miksic, “Migrating Corrosion Inhibitor Protection of Concrete” Materials Performance, November 1999 (NACE publication).
74. B. A. Miksic, E. Chang, “Environmentally Friendly Multipurpose Grease Resistant VCI System, NACE 2000, Orlando, FL, 3/2000, Paper No. 336.
75. B. A. Miksic, A. M. Vignetti, “Vapor Corrosion Inhibitor: Successful Field Applications in Electronics”. NACE 2000, Orlando, FL, 3/2000, Paper No. 707.
76. B. A. Miksic, et al., U.S. Patent 6,028,160 – Biodegradable Vapor Corrosion Inhibitor Products” (2000).
77. B. A. Miksic, et al., European Patent No. 00301117.8-2102 – Biodegradable film (2000).
78. B. A. Miksic, et al., U.S. Patent 6,054,512 – Corrosion Inhibiting Thermoplastic Alloys (2000).
79. B. A. Miksic, et al., U.S. Patent 6,085,905 – Water Soluble Containers for Water Cooling Towers and Boilers (2000).
80. B. A. Miksic, et al, “The Protocols for Migrating Corrosion Inhibitors (MCI® ) in Reinforced Concrete”, Werkstoffe und Korrosion, Wiley – VCH Verlag, Germany, Volume 51, Issue 6, pp. 444-452 (2000).
81. B. A. Miksic, et al, U.S. Patent 6,156,929 – Biodegradable Film (2000).
82. Feature article, Twin Cities Business Monthly (2000).
83. B. A. Miksic, et al, Japanese Patent No. 3,121,489 – Vapor Phase Corrosion Inhibitor – Desiccant Material (2000).
84. B. A. Miksic, et al, U.S. Patent 6,174, 461 – Concrete Sealers with Migrating Corrosion Inhibitors (2000).

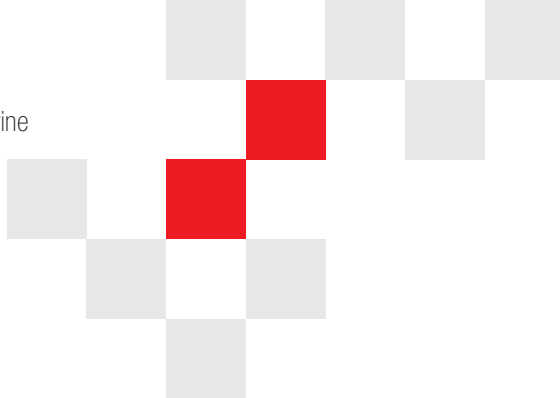


85. Feature article, Vecernji list, Croatia's #1 Newspaper, "Boris Miksic, world class leader", by Mario Petrovic, October 20, 2000.
86. Feature article, Star Tribune, a Newspaper of Twin Cities, "Work, fate help chemical firm shine", by Dick Youngblood, December 10, 2000.
87. Feature article, Minnesota Technology Magazine, "Rust Buster! Cortec Fights Corrosion and Wins", by Harvey Meyer, March 2001.
88. Feature article, Banka Special Edition, Croatia's #1 Business Magazine, by Marina Relasic, 2001.
89. B.A. Miksic et al, U.S. Patent 6,280,528 - Water Soluble Containers (2001).
90. Feature article, "Consulate at Home in Minnesota", St. Paul Pioneer Press, by Marisa Agha, a Knight Ridder publication, August 20, 2001.
91. B.A. Miksic et al, U.S. Patent 6,306,210 – Corrosion Inhibitor Container for Concrete (2001).
92. Feature article, Obrana, the magazine of Croatian Defense Ministry, (2001).
93. B. A. Miksic, et al, U.S. Patent 6,342,101 – Migrating Corrosion Inhibitors Combined with Concrete and Modifiers (2002).
94. B. A. Miksic, et al, U.S. Patent 6,420,470 – Flame Retardant Film (2002).
95. B. A. Miksic, "Environmental Aspects in Development of Highly Engineered Chemical Products", Plenary Lecture, American Chemical Society/Saudi Aramco, Bahrain, (2002).
96. B. A. Miksic, "Migrating Corrosion Inhibitors for Concrete Structures", Corrosioneering, The Corrosion Journal for Online Community, (2002).
97. Feature article, Chemical Week, "This Year's Crop of Hot Prospects", December 18, 2002.
98. Feature article, Croatia Biz.Com, by Bojana Krstinic, December 2002.
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100. B.A.Miksic et al, US Patent 6,555,600 (2003).
101. B.A.Miksic et al, US Patent 6,617,415 (2003).
102. Feature article, "Croatian Cowboy", Spooner Advocate, August 2003.
103. Feature article, "Između poduzetništva i tenisa", Svijet Tenisa, September 2003.



104. Cover page story "Amerikanac na izborima za Sabor", Globus, by V. Vurusic and J. Petkovic, October 2003.
105. X. Yongmo, S. Hailong, B. A. Miksic, "Comparison of Inhibitors MCI and  $\text{NaNO}_2$  in Carbonation-Induced Corrosion, Materials Performance, January 2004.
106. B. A. Miksic, Dofasco Corporate Workshop: "Innovative Corrosion Solutions/Systems for the Steel Industry", Canada, (2004).
107. B. A. Miksic et al, "Efficacy of Vapor Phase Corrosion Inhibitor Technology in Manufacturing", Corrosion, Vol. 60, No. 6, Page 515, (2004).
108. B. A. Miksic et al, US Patent 6,800,594/B2 – Corrosion Inhibitor Barrier for Ferrous and Non-Ferrous Metals (2004).
109. B. A. Miksic et al, US Patent 6,764,615 B2 – Migrating Corrosion Inhibitor Fibers (Jul. 20, 2004)
110. 55 minute documentary: "When the dead vote", to be aired on PBS (a life story of Boris Miksic), by Jakov Sedlar producer and director (2005).
111. B. A. Miksic, et al, "Vapor Corrosion and Scale Inhibitors Formulated from Biodegradable and Renewable Raw Materials", 10<sup>th</sup> European Symposium on Corrosion and Scale Inhibitors, Ferrara, Italy (2005)
112. B. A. Miksic et al, US Patent 6,984,426 – Biodegradable Bag (2006).
113. Novel: "Moralni pobjednik predsjedni kih izbora 2005", Zagreb, Croatia, 2006
114. B.A. Miksic et al, "Protection of Above Ground Storage Tanks (AST's) with VpCI's", 11<sup>th</sup> Middle East Corrosion Conference Exhibition, NACE, Bahrein (2006).
115. B.A. Miksic, US Patent 7,014,694 – Oil-based additive for corrosion inhibitors (2006).
116. B.A. Miksic et al, "Storage Tank Protection Using Volatile Corrosion Inhibitors", Materials Performance, June 2006.
117. B.A. Miksic, International Symposium on Packaging and the Environment, Plitvice, Croatia, 2006.
118. B.A. Miksic et al, "Protection and Repair of Reinforced Concrete with Migrating Corrosion Inhibitors", International Conference on Bridges and COST534, Dubrovnik, Croatia (May, 2006).

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120. B.A. Miksic et al, German Patent 699 31 569.7-08 – Biodegradable vapor corrosion inhibitor products (2006).
121. B.A. Miksic, Michael Qiu, “VpCI Technology for Export Packaging”, Symposium on Export Packaging Technology, sponsored by the China Ministry of Commerce, Shenyang, China (2006).
122. B.A. Miksic et al, US Patent 7,118,615 – Biodegradable Corrosion Inhibitor Composition (2006).
123. B.A. Miksic et al, Biodegradable VpCI building block for biofuels, Fuels 2006 Symposium, Croatian Society for Fuels and Lubricants, Zadar (2006).
124. B.A. Miksic et al, US Patent 7,125,441 - Corrosion inhibiting materials for reducing corrosion in metallic concrete reinforcements (2006).
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