

John B. Davies, CLU, ChFC
Executive Vice President



February 23, 1998

Boris A. Miksic
President & C.E.O.
Cortec Corporation
4119 White Bear Parkway
Saint Paul, MN 55110

Dear Mr. Miksic:

CONGRATULATIONS!

It is my pleasure to inform you that Cortec Corporation has been selected a state designee for The Blue Chip Enterprise Initiative. The BCEI award recognizes small businesses who have effectively used resources to overcome adversity or create opportunities, while emerging stronger. This award is co-sponsored by MassMutual, the U.S. Chamber of Commerce, Nation's Business magazine and the First Business television news program.

Your selection as one of the top winners, in your state, is a notable achievement for which you and your management team can be proud. Applicants for the BCEI award represent a true cross-section of American small businesses representing companies in all business sectors.

Your achievement will be formally recognized at a regional award ceremony to be held in the Spring/Summer of 1998. We will notify you of the exact date, place and time of the event. In addition, as a state designee, your business will receive significant media exposure. In the near future, you will receive more information regarding the award ceremony from our local office.

In the meantime, please accept my congratulations on a well-deserved honor.

Sincerely,