



January 20, 1997

New World Targets Oy  
Mr. John Tengstrom  
Vasamatie 3 A 4  
FIN-02630 Espoo  
Finland

Dear John:

On behalf of Midwest Industrial Supply Inc. I would like to personally extend our gratitude and satisfaction for the expertise your company has provided to us over the past several years.

New World Targets Oy has been beneficial in aiding Midwest Industrial Supply Inc. to attain new heights of profitability. Your expertise in exporting, trade leads and arranging promotional events, as well as your solid knowledge on foreign laws and customs legislation's, have proven invaluable to our success.

The expertise you have provided, has allowed our company to enjoy new levels of success in the international market place. The promotional event you arranged with railway representatives from; Estonia, Latvia, Lithuanian, Poland, Belarus and Russia in Vilnius, Lithuania, illustrates the level of expertise your company has in foreign markets. Such insight as your unique approach in promoting our company's ICE FREE SWITCH® winter operating switch agent has resulted in unprecedented revenues. The Promotional event you arranged in Helsinki, also proved successful, enabling the promotion of our products to a more diversified and sophisticated audience, where many quality trade leads were established.

We look forward in working with you on a continual basis and in achieving additional success in the Scandinavian, Baltic and Russian Markets. Should any of your prospective clients need to contact us directly, please do not hesitate to have them contact me directly,

Sincerely,

MIDWEST INDUSTRIAL SUPPLY, INC.

A handwritten signature in cursive script that reads "Shannon Noble".

Shannon Noble  
Administrator, Sales & Service

P.O. BOX 8431 CANTON, OHIO 44711  
TEL: 330-456-3121 FAX: 330-456-3247  
<http://www.midwestind.com>  
e-mail: [custserv@midwestind.com](mailto:custserv@midwestind.com)