

Mesa Labs FY18 Sales Partner Summit Club Recognition of Excellence

Dear Valued Sales Partners,

Mesa is pleased to announce the 3rd Annual Sales Partner Summit Club Award! The Channel Management team at Mesa is excited to continue with this award program in order to be able to recognize our Channel Partners across the globe who represent Mesa's diverse product lines.

First off, please join us in congratulating the FY17 Winners of the Sales Partner Summit Club Award!

- Biological Indicators (BI) - **Shanghai Bioplus Biotech Co., Ltd.** and **Sopex, D.O.O.**
- BGI - **Intecon, Inc.** and **Wisdom Environmental**
- DataTrace - **Cleanroom Management International** and **Tomás Ingeniería S.A. de C.V.**
- Bios DryCal - **Concept Controls Inc.** and **Brooks Instruments GmbH**
- Torque - **Select Packaging Automation, LLC.** and **Peacock's Equipment**

The 3rd annual Summit Award will be based on Mesa's Fiscal Year 2018 (FY18) which began on April 1, 2017 and will close on March 31, 2018. The Summit Awards for each product line listed above, will be distributed to the awardees by the end of April 2018.

Each product line Channel Manager will be selecting two awardees based around the following criteria and will be presenting the award to the recipient's by the date noted above.

Summit Club Sales Partner Award Criteria

- FY18 Quota Obtainment
- FY18 Total Sales
- FY17 v. FY18 Territory Growth %
- Website Marketing & Overall Branding Efforts
- Customer Technical Support & Product Knowledge



We are looking forward to a successful FY18 and do encourage you to reach out to your Mesa contact if you have any specific questions. Thank you for your continued commitment and support.

Sincerely,

The Mesa Laboratories Team