

August 6, 2019

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Info Letter

Pure Lab Solutions has earned a reputation of excellence in representing Sartorius and providing outstanding service and support to their customers. Over the past several years, Pure Labs Solutions have shared valuable customer insights, issues and data as well as business practices with Sartorius, making us a better, collaborative team in North America. It is one of the reasons why we trust Pure Lab Solutions as a top US partner and master distributor for Sartorius products. Sartorius team members, including engineers from Germany and the US have seen the synergy between Pure Lab Solutions and Water Works first hand through personal visits and discussions with customers. Sartorius customers enjoy the interaction and excellent support they get from Pure Lab Solutions and Water Works. It is rare to see such collaboration and provides a much greater benefit to the customer than each company could provide alone. Competition makes us faster. Collaboration makes us better.

We understand that Pure Lab Solutions and Water Works plan to formalize an exclusive referral agreement. On behalf of the North American Technical Support, Service, Sales and Product Management teams, we wholeheartedly support that plan and are excited about the synergies that our companies can apply to solving issues in the life science market going forward.

Sincerely,
Sartorius Corporation

Michael Vagell, Ph.D



Manager of Technical Services and Applications
Laboratory Products and Services
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Eric Vennemeyer



Head of Regional Business Management
Laboratory Products and Services
Sartorius Corporation