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RE: **PRESS RELEASE—For Immediate Release**

CANNON announces distributor sales awards

CANNON Instrument Company has recognized three international distributors for superior performance. Bronze, Silver and Gold awards for Sales Excellence were personally presented to representatives of the companies at international trade shows and/or during site visitation.

The Gold Award for Sales Excellence was presented to Bart Zegers of Zematra B.V.. Zematra, which posted the highest sales totals of CANNON's 40-member distribution network, is located in the Netherlands and provides sales and service support for customers in much of Europe. The Silver Award for Sales Excellence was presented to Tatu Soma and Osama Saitoh of STM (Japan) during a visit by CANNON personnel in October. The Bronze Award for Sales Excellence was presented to David Zhou of Shanghai



Above: Zematra employees receive the Gold Award for Sales Excellence from CANNON Instrument Company.
Below: Pat Maggi (left), President of CANNON Instrument Company, presents the Silver Award for Sales Excellence to Tatu Soma of STM. Also pictured is Osama Saitoh.



Forever Scientific Development Company, Ltd., China.

All three companies received a handsome plaque with congratulations from CANNON management. This is the first time that Sales Excellence Awards have been issued by CANNON Instrument Company, an internationally-recognized manufacturer of viscosity-related products and services. CANNON products include glass capillary viscometers, viscosity standards, automatic viscometers, flash point test equipment, constant temperature baths and accessories.



David Zhou of Shanghai Forever Scientific Development Company receives the Bronze Award for Sales Excellence from CANNON Instrument Company president Pat Maggi.

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