



To Our Valued Customers and Sales Channel Partners

10/15/20

As we head through Q4 to the end of FY2020, COVID continues to have a significant impact on both business and personal fronts. At Conval, we have seen a welcome resurgence of business in Q3 that promises to extend into Q4 and beyond. Of course, that resurgence was not of the magnitude that we all “wanted”, but it was certainly what we “needed,” and it came as a result of a lot of hard work by all the members of our team.

In 2020, we have experienced social unrest that has been exacerbated by the pressures that COVID has added. In lieu of the upcoming elections, we see the politicizing of COVID as we do our level best to objectively determine what/who to believe. Travel is still limited, and social distancing practices remain in effect as we all work together to minimize the continued spread of the virus. On one hand, we can't wait for 2020 to be over.....but on the other hand, what will 2021 look like?

Most importantly, we have remained COVID-free as a company, thanks to our employees' efforts to implement and adhere to our Conval COVID related policies and procedures.

Albert Einstein once said that “In the middle of every difficulty lies opportunity.” Despite the conflict and difficulties that have plagued us as a function of the virus, we at Conval pledge to continue to seek out opportunities to provide support to our valued Customers, sales channels and employees.

**Don Bowers
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