



To Our Valued Customers and Sales Channel Partners

6/1/20

To say that the past few months have been difficult might qualify as the understatement of the year (if not the decade). We have all been challenged in ways that were anticipated, and in other ways that we could never imagine. Quarantining, working at home, video conferencing, sanitizing work areas, wearing masks and eating at home have become the new norm. And even now, as we appear to be moving towards the relaxation and “opening up” of some of the limitations imposed as a function of the virus, our companies, friends and families remain affected.

At Conval, although we continue to remain COVID-19 free, the effects of the virus are visible throughout the organization. Having said that, we remain resilient and bullish on the future, as we prepare for the next version of what is to be considered normal. At our bi-weekly staff meetings, we continue to work through different “what if” scenarios that will ultimately drive strategies maximizing our ability to serve our Customers while maintaining a safe working environment for our employees.

This morning, a friend of mine summed this year up well. He said “I would either like to start it over again, or get it behind me quickly.” (I think I would vote for the latter.....) In the face of all the problems and frustrations, I am continually amazed and encouraged by how the majority of the folks in my sphere remain strong, maintaining a positive attitude for the future. One of my all-time favorite motivators, Vince Lombardi, said:

The darkest moments of our lives are not to be buried and forgotten, rather they are a memory to be called upon for inspiration to remind us of the unrelenting human spirit and our capacity to overcome the intolerable

This is one of those times that will inevitably make us stronger.

Don't hesitate to call if we can be of service to you.....

**Don Bowers
Vice-President, Sales & Marketing
Conval, Inc.**

