ELECTROSWITCH • SWITCHES & RELAYS
UNIT OF ELECTRO SWITCH CORP.
180 King Avenue • Weymouth, MA 02188 • Phone 781-335-5200 • Fax 781-335-4253

July 10, 2020

Rockford Controls
31025 Center Ridge Road
Suite 12
Westlake, Ohio 44145

Attn: Joe Blodgett

Subject: 2020-Q2 Bookings and 2020-Q3 Quarterly Goals

Dear Joe:

Please find the enclosed bookings report for Q2 2020.

MTD	YTD 20	YTD 19	% VS 19	2020 F/C TOTAL	% TOTAL F/C	2020 YTD F/C	%YTD F/C
$209,380	**$1,333,079**	**$1,541,510**	**86%**	**$2,850,000**	**47%**	**$1,398,113**	**95%**

The approved forecast number for FY2020 is **$2,850,000**. You will need to book **$219,231** in a 4-week month and **$274,038** in a 5-week month.

Quarterly Goals

1. Continue to promote the 25-1000 battery monitor. Identify and provide quotations for at least two new customers by the end of Q3.
2. Schedule at least two virtual Lunch and Learn presentations during the quarter. I can arrange the meeting via Microsoft Teams or GoTo Meeting. The L & L can be presented to Utility Consultants or utility end users.
3. Provide a written update each week of the customers you have contacted on behalf of Electroswitch. Include the contact name and reason for the contact.

Thank you for all of your hard work. If you have any questions, please contact me.

Best Regards,

Bob Angeli

Bob Angeli
Regional Sales Manager
Electroswitch – Switches and Relays