

# John R. Burt ENTERPRISES



September 4, 2020

Dear Members of the Tip-Top Family:

This was, for me, one of the quickest and busiest summers that I can remember! The days were bracketed with morning to evening events; planning sessions, business reviews, employee and customer calls and of course Zoom meetings. Since travel was at a minimum, my after work hours included more time with family. While I have certainly perfected my video conference skills during the day, I have also found time in the evening to improve in other areas like bike riding, gardening, corn hole and backgammon!

The point of my comments are not to challenge you to a game of corn hole (I'm really not that good at it), but to remind you that finding time to balance hard work and family time is important. My observation is that each of you is driven to succeed, and in these stressful times that could easily become a 24 hour 7 day a week endeavor. Sometimes I find that I have my best business ideas when I am distracted by a nonbusiness activity; I believe we all need to unplug and recharge from time to time.

As usual, there is a lot going on within the Tip-Top Screw Manufacturing organization. Most importantly though, I am pleased to share that our operations continue to run at full capacity and we are well stocked with inventory to fulfill your needs.

While overall Tip-Top sales are down from last year, I remain positive that we are trending in the right direction as customers become more comfortable with their own outlooks.

I hope you and your extended families are doing your best to stay healthy and navigate the road in front of us. At best, the pandemic has created a fluid environment, both personally and professionally, and sometimes the "right" answer today will be different by tomorrow. I think one of the best ways to determine your own course is through communication, and I encourage you to call us to discuss whatever is on your mind. We are always committed to doing our very best to take care of you, our valued business partners and friends!

Stay well, I look forward to hearing from you!

Tom Saeli  
CEO  
Tip-Top Screw Manufacturing