

From: Robert_smith@rcchem.com

Subject: Fantastic News! Last Minute Order puts us over quota

Date: Dec 22 ,2017 at 3:45 pm

To: james_green@rcchem.com

Cc: controller_staff@rcchem.com

Dear James

I have excellent news. The Beta gamma deal came through today for over \$140K. The Southwest Thermal sales group has officially surpassed our quota for the quarter. The actual customer delivery will be in January but given that the order is in I'm sure there are some ways to work around the delivery issue by shipping this week to an intermediary for later customer shipment. That way we still will have shipped in the quarter. We've done that before.

I'm looking forward to that big fat team bonus you promised us in the mgmt. meeting last June!

Best regards,

Robert

Robert Smith
Sales Director – Thermal and HVAC Materials SW



Enhancing Our World

Ph: (457) 555-7282

Fax (457) 555-7256

Email: Robert_smith@rcchem.com

Twitter: @ChemManRob