



January 2019

Mr. Andy Cotterman  
Cotterman & Company Inc.  
4513 State RT. 66  
Minster, OH 45865



Dear Andy,

On behalf of Carlisle SynTec, I would like to congratulate you and everyone at Cotterman & Company Inc. for recently receiving Carlisle's 2019 Excellence in Single-Ply (ESP) award. One of the most prestigious awards in the commercial roofing industry, ESP was created 22 years ago to identify and reward Carlisle's most successful contractors. ESP status is given out annually to a small percentage of Carlisle's most dedicated and professionally minded applicators. Selection into this elite group is based on a company's volume and quality of Carlisle single-ply roofing systems.

Cotterman & Company Inc. has installed and warranted 18,917,269 square feet of Carlisle's single-ply roofing systems over the years and has completed 1,130 Perfect 10 installations as judged by Carlisle's final inspection process. It is obvious that your company is committed to installing Carlisle's roof systems with the utmost care.

It is this unyielding dedication to quality, coupled with the sheer volume of your installations that has allowed Cotterman & Company Inc. to receive the ESP distinction. You are one of a select group of authorized applicators that has received this honor, solidifying your elite status within our contractor recognition program.

Cotterman & Company, Inc. was also recently honored by Carlisle SynTec Systems for achieving the fourth tier of Carlisle's Hall of Fame Quality Recognition Program, the completion of 1,000 "Perfect 10" roofing installations. This acknowledgement of roofing achievement was awarded during a recent presentation in Minster, OH. Each project is thoroughly reviewed for conformity to specifications, details and workmanship. At the inspection's conclusion, the technical representative rates the project's roofing installation on a scale of 1 to 10; 10 being virtually error-free. Lastly, Cotterman & Company, Inc. was also named a 2016 Perfection Council member due to their flawless roof installations and excellent warranty claim performance.

Carlisle is grateful for the strong partnership we share with Cotterman & Company Inc. and we appreciate the hard work and dedication you have put forth, not only in 2018, but in previous years as well. Once again, I would like to congratulate you on your latest achievement and wish you the best moving forward.

Sincerely,

Nick Shears  
Interim President & Executive Vice President, Sales & Marketing