



December 2017

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



Dear Andrew,

On behalf of Carlisle SynTec, I would like to congratulate you and everyone at Cotterman & Company, Inc. for recently receiving Carlisle's 2017 Excellence in Single-Ply (ESP) award. One of the most prestigious awards in the commercial roofing industry, ESP was created 20 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 16,052,813 square feet of Carlisle's single-ply roofing systems over the years and has completed 1,019 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 2016, 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,

A handwritten signature in black ink that reads "Nick Shears".

Nick Shears  
Executive Vice President  
Sales & Marketing