



4 January 2022

Mr. Andy Cotterman
Cotterman & Company, Inc.
04513 St. Rt. 66N
Minster, OH 45865

Dear Andy,

Please accept this letter of recognition as one of Carlisle SynTec Systems' elite customers; I hope that you will find it useful in your company's marketing endeavors.

Cotterman & Company, Inc. has been a valued Carlisle Authorized Applicator since 1983 and has installed over 22.5 million square feet of warranted roof installation since that time.

Through their ESP (Excellence in Single-Ply) program, Carlisle SynTec recognizes an elite group of industry leading contractors that consistently exceed Carlisle's standards in a variety of areas, including sales volume and quality of workmanship. Cotterman & Company has received Carlisle's ESP award for 13 years.

Carlisle has very stringent quality standards and recognizes those installations that meet our expectations during the first inspection with a "Perfect 10" rating. At last count, Cotterman & Company, Inc. has achieved 1,344 "Perfect 10" roof inspections (more than 90% of their warranted installations), and has received the Carlisle Centurian award, and five (5) Carlisle Hall of Fame awards based solely on their installation inspection ratings.

Cotterman & Company, Inc. achieved both ESP status and Perfection Council Award status in 2021.

Feel free to contact me at your convenience if I may be of any further assistance.

Sincerely,

A handwritten signature in black ink that reads "Douglas M. Dobson".

Douglas M. Dobson
Mid-Atlantic Regional Sales Manager
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