

April 2011

Doug Smith
Donald B. Smith, Inc.
450 West Chestnut St.
Hanover, PA 17331



Dear Doug,

On behalf of Carlisle SynTec, I would like to congratulate you and everyone at Donald B. Smith, Inc. for recently receiving Carlisle's 2011 Excellence in Single-Ply (ESP) award. One of the most prestigious awards in the commercial roofing industry, ESP was created 14 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.

Donald B. Smith, Inc. has installed and warranted 14,587,337 square feet of Carlisle's single-ply roofing systems over the years and has completed 394 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 Donald B. Smith, 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.

Carlisle is grateful for the strong partnership we share with Donald B. Smith, Inc. and we appreciate the hard work and dedication you have put forth, not only in 2010, 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
Vice President
Sales & Marketing