



E&I Cooperative Services
2 Jericho Plaza, Suite 309
Jericho, NY 11753

April 27, 2022

Wayne's Roofing
13105 Houston Road
Sumner, WA 98390
ATTN: Rod Wetherbee

Dear Rod,

Congratulations on being named E&I's Regional Partner of the Year!

Wayne's Roofing truly exemplifies the qualities that help us deliver an extraordinary level of service to our membership. Our collective growth is due to your outstanding customer service, the quality of the products you offer, your high level of responsiveness, and your invaluable assistance in providing expertise and solutions to our members.

Wayne's Roofing has proven to be the premier roofing provider in the State of Washington. Despite supply chain and construction material challenges, you have consistently provided the E&I membership with on-time construction projects and best-in-class support. Through your hard work, the E&I Wayne's Roofing contract exceeded \$18 million in member spend for 2021 – a significant growth in spend and record year for our partnership.

You have collaborated strategically with E&I to uncover unique opportunities and have positioned our program strongly throughout your community. You have designated E&I as the cooperative contract provider for your regional footprint and have made tremendous efforts to feature our contract prominently on your website and in collateral. We're so thankful for their efforts and for the opportunity to work with each of the outstanding professionals within your organization who have forged a solid partnership with E&I. Please share our appreciation with all those on your team who have contributed to this success.

Our ultimate goal is to provide our members with value beyond lower costs. Partners like Wayne's Roofing help us accomplish this goal. In the end, that is what distinguishes us as a top-rate procurement cooperative. We simply couldn't do it without you.

Sincerely,

Barry Swanson
Board of Directors Chair
E&I Cooperative Services

Eric Frank
President & CEO
E&I Cooperative Services

cc: Jason Wiklund and Don Guthrie