



The Cookson Company

ROLLING SERVICE DOORS



FIRE DOORS



GRILLES



COUNTER DOORS



SIDE COILING CLOSURES

July 6, 2010

To Whom It May Concern:

Joe Epton is one of the most knowledgeable door distributors in The United States and one of the best dealers for The Cookson Company, Inc.

The Cookson Company, Inc. is currently the largest rolling door manufacturer in North America. We have been associated with Joe Epton since he joined West Coast Door in 1997. His dedication to customer satisfaction and his technical knowledge of our products has made him an integral part of one of our most successful dealers. He has sold over \$10,000,000 of Cookson rolling door products on multiple and varying projects such as Target Stores, Home Depot Stores, UPS, Ralph's/Food 4 Less grocery stores, Walgreens, Port of Long Beach and Mercury Air Cargo just to name a few. Whether the project is simple or complex, Joe and his team focus on every detail to make sure it is executed flawlessly. He has the ability to install technically challenging projects such as car dealerships throughout Southern California as well as the very large projects that include warehouse distribution centers that can be as large as 1,000,000 square feet with over 500 doors on a single project.

Part of Joe's success is the folks that make up his support team. John Chamberland, his Sales-Service-Technical Coordinator, is one of the best door professionals in Southern California. His 12 years of construction experience along with his sales ability make him an invaluable part of Joe's team. John's involvement always ensures the positive outcome of a project. John and Joe are supported by Jeff Manson, an inside sales and customer service representative. Jeff is very attentive to customers' requests and is always quick to respond. Rounding out Joe Epton's group is Jessica Bartlett; she has five years experience in project administration including contracts, insurance and AR/AP.

Of over 400 Cookson dealers throughout North America, Joe Epton is consistently in the top ten and has been in the top five. His success is a result of his integrity combined with a passion for customer satisfaction. Joe takes a personal interest in all of their projects and makes sure that the correct products are ordered and installed to the complete satisfaction of each and every customer. It would be great to have a Joe Epton representing Cookson in every market.

Sincerely,

James H. Cookson
Vice President Sales and Marketing
The Cookson Company, Inc.

