

CCM & CGT Partnership
October 15, 2015

Versico Roofing Systems is pleased to announce the formation of a strategic partnership with Columbia Green Technologies (CGT), a leading supplier of Roof Garden components. This alignment will provide Versico's independent sales representatives and approved contractors with a variety of resources that will simplify the specification, sale and installation of Roof Garden systems. This partnership is designed to enhance Versico's total systems strategy by providing the breadth of Roof Garden components through one channel.

The services provided by the new Versico/CGT partnership include:

- **Generating and identifying leads** – CGT can help Versico reps to generate leads through architectural calls and identify existing leads using Dodge.
- **Specification assistance** – CGT can assist with specification development and bid substitutions on existing projects.
- **Outside sales support** – CGT's Roof Garden experts are available to provide technical support to Versico reps during sales calls with contractors and building owners.
- **Inside sales support** – CGT's inside sales team will support Versico's pricing and customer service personnel in order to reduce turnaround times and the potential for logistical problems on the jobsite.
- **Stormwater calculations** – CGT has developed storm water calculators and supporting marketing materials for each major municipality. These tools, which focus on the Roof Garden market, provide essential support to decision makers who struggle with the economic justification for installing a Roof Garden.
- **Contractor training** – CGT provides training assistance in a number of areas, including installation and competitive bid submission.

As a result of the partnership with CGT, Versico's Roof Garden product line will be expanding. Please refer to the following table for a list of CGT products that will be available through Versico.

CGT Products Available through Versico	
Product Code and Description	
325352	- CGT - .75" RETENTION
325353	- CGT - .5" RETENTION
325354	- CGT - .375" RETENTION
325355	- CGT - 1" RETENTION
325356	- CGT - 1.5" DRAINAGE
325357	- CGT - DRIP IRRIGATION
325358	- CGT - EDGE FLASHING 4.5" X 3.25" ALUM.
325359	- CGT - EDGE FLASHING 5.5" X 6.5" ALUM.
325360	- CGT - EDGE FLASHING 8.5" X 7.5" ALUM.
325361	- CGT - EDGE FLASHING-IRRIGATION TRAY ALUM.
325362	- CGT - EDGE FLASHING - TRAY ALUM.
325363	- CGT GROWTH MEDIA - EXTENSIVE
325364	- CGT GROWTH MEDIA - INTENSIVE
325365	-CGT PLANT PLUGS (72 PIECES/TRAY)
325366	- CGT - SEDUM TILE
325366	- CGT - SEDUM TILE ALL SEASONS
325366	- CGT - SEDUM TILE COLOR MAX
325366	- CGT - SEDUM TILE SHADE MIX
325366	- CGT - SEDUM TILE TUFF STUFF
325367	- CGT PLANT PRE-GROWN TRAYS

The partnership between Versico and CGT will provide industry-leading, single-source Roof Garden solutions at the most competitive values. If you have any questions regarding the information provided in this announcement, contact me at 717-245-7260 or contact your regional sales manager.

Sincerely,



Alex Drescher
Roof Garden Product Manager