



Date: Sept. 20, 2020

To: Mr. Rich Gushman  
Gibbs & Olson Civil Engineers – Land Surveyors  
1157 3<sup>rd</sup> Avenue, Longview, WA 98632

**RE: New Manufacturing Facility**  
1930 Schurman Way, Woodland, WA

Dear Rich,

I wanted to take a moment to thank-you and the entire Gibbs & Olson Team for the wonderful site aspects of our new truss plant project constructed in Woodland, WA. This was a very important and strategic project for Builders FirstSource that had a large amount of visibility to our executives and C-Suite. From my first meeting with you, Carol, and the other team members to discuss the intricate site details I would need for our BFS manufacturing project, I could tell Gibbs & Olson understood and would embrace our team concept approach to deliver a top tier facility. I know our BFS team put some difficult requirements onto your team to achieve optimal operational functions for the site. Gibbs & Olson embraced the challenges and not only delivered creative solutions but made sure the outcomes would be a full proof solution that worked. This collaborative approach helped us achieve maximum efficiencies and safety in our operations from the very beginning. I was impressed that Gibbs & Olson did not shy away from the difficult issues or requirements that we presented as part of our manufacturing needs. Your detailed design work and solutions helped make the project even better than we anticipated.

It is refreshing to work with a motivated, knowledgeable, and professional team like Gibbs & Olson. Your team not only helped elevate my team's expectations, but also helped us implement some new items that have now become standard specifications for BFS on other projects. This has helped me provide our manufacturing teams with better quality and longer lasting facilities as a value-add to our organization.

Please do not hesitate to use my name as a reference if anyone would like to know more about the positive design/engineering experience we have had working with Gibbs & Olson. I will not hesitate to contact you for the next manufacturing project we develop in the Pacific Northwest and will look forward to working with you again.

Respectfully,

A handwritten signature in blue ink that reads "Mark E. Berthold".

Builders FirstSource  
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