

THE ROAR

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

April 2020

A Letter from the Chairman of the Board - Mitch Cawley

Dear Nemeon Partners,

The Tesla Model S now tops out at an automaker reported 2.4-second sprint from zero to 60 mph. Some may agree, while others may disagree with this claim. However, no one can argue that the Model S is not quick, and to think, virtually silent.

I am thinking about the wonderful and productive time we shared together at the beautiful Fairmont Scottsdale Princess in January. The continuing education, invaluable Face to Face meetings, and priceless laughter and fellowship with one another. We officially introduced some key new initiatives at this meeting and I am pleased to report they are producing fruit. You will be hearing more about that from our Executive staff in the near future.

We all returned to our businesses fired up, ready to compete, determined to once again increase our share in an economy brimming with opportunity. Then, in what seems like less than 2.4 seconds and without a sound, COVID-19 snuck in our backdoor. Priorities changed, routines changed, and our email boxes filled with COVID this and COVID that, CDC, Shut Down, SBA, PPP... CISA becomes our favorite acronym as we search every update to see if we

remain "Essential" as we review the latest Executive Order from our Governor or Mayor. The SBA

PPP program may prove to be beneficial but Nemeon members want to stay open, take care of our customers' needs, support our vendors, and most important continue to provide a safe workplace and paycheck for the best distribution employees in our industry.

If there is one positive thing that comes from our current state is an increased awareness of how much I appreciate my employees. Everyone is a bit more vulnerable now and with that brings opportunity to grow closer, have a greater appreciation for one another, and care for one another. When people ask how are you, tell you to stay safe, its different, its real.

Friends, we are going to come out of this, and when we do let's continue to build on these positives and lessons learned when we jump in that Tesla Model S and hit 60 in 2.4 seconds on our road to recovery. The competition won't hear what hit them!

Be safe, stay healthy, my best to each of you, your families, and your wonderful employees. I mean it. And I know you do too.



NEMEON

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A Letter from President & CEO

To think we were celebrating our 20th anniversary in Arizona just a couple of months ago and now most of the population is on some form of a state mandated stay at home policy. In this new environment as most states have deemed lumber and building materials distributors as essential businesses, we may find ourselves navigating unfamiliar waters. One of the key elements of protecting our employees, customers, and vendors is communication.

During this pandemic we have been sending out as much information as we can find to help all of you navigate the ever-changing environment that we are dealing with as our new normal. Every day the team is sharing with the membership any information they have researched as well as other member's ideas so that everyone can be kept up-to-date on the latest policies, procedures, and some of the options available under the CARE Act. Please let us know if you have any questions or want to talk about a specific issue. We are here to help.

There are a lot of uncertainties out there now, but one thing we know is that the independent distributor is at its best when adapting to change. We are nimble and can implement changes in a moment's notice. We are communicating with our employees, customers,

vendors and with our cooperative members to ensure that we are in the best possible position to regain normalcy when the time comes.

I'm sure you are all doing this, but I wanted to mention a few things. Communicate with your employees about how they can stay safe in the workplace and how important that is for everyone. Let your customers know about your new policies, stressing that we all need to do these things for

everyone. Let your vendors know how business is and the steps you are taking to stay safe as our vendors are an important partner in all of this. Keeping the vendors in the loop will help them plan for your needs over the next few months.

One thing that I'm confident about is when we come out on the other side of this pandemic we will be stronger and ready to adapt to any

changes that lay ahead for all of us in the future.

...one thing we know is that the independent distributor is at its best when adapting to change.




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IT Department - New Technology Offerings in 2020

With all the new progress we made in 2019, I thought it would be a good idea to go over some of the opportunities NEMEON offers in the Field of Technology.

One of the most exciting is the introduction of our all new podcast. The Lion's Roar is a new podcast by NEMEON to help keep our members informed about what is happening in the world around them. With new episodes coming out biweekly, we are quickly building a library of excellent educational material. Hosted by Michelle Cassady of A.L.L. Roofing Materials in San Jose, CA, the podcast group strives to explore the joys and challenges of being an independent distributor by looking at the positives and negatives that impact your businesses. Now several months in, Michelle has enjoyed conversations ranging from business fraud, preparing for an annual meeting, and the best ways to prep for selling your business to a family member or key employees. As of this writing, the podcasts have had over 650 hits. If you have not stopped in for a listen, you are missing out on a great resource. The podcasts can be found on the NEMEON website or for those without login credentials at <http://nemeon.libsyn.com/>. If you have any suggestions for future topics or guests, please feel free to email us at podcast@nemeon.com.

Our website has also undergone some major changes. With our new member landing page, we have created a quick stop to see what is most important to you. One of the key features is the new online dividend reports. With one click, you now have access to your quarterly statements and purchase reports. Thanks to this feature you

will always have immediate access to this information without looking for it or waiting for it to arrive. You have it when we do. The newsletter was also added to the landing page in digital format saving trees and mailing expenses. With the new and improved look, it is going to be better than ever.

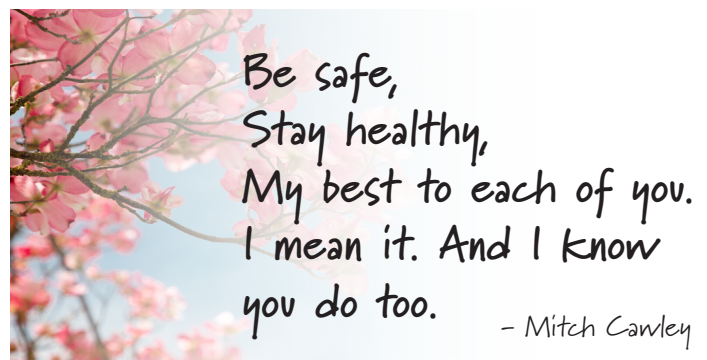
New Technology Offerings 2020

We have seen some changes to our NEMEON app over the last year. With over 200 downloads since the last build, it seems that our members and vendors are starting to use the services provided on it. We look forward to adding even more features in the near

future. If there is something you would like to see added to the app, please reach out to us and let us know. We strive to make technology something that is accessible to everyone and hope the programs we offer help to meet the needs of our members. Don't hesitate to tell us how we can make things better, we love to hear from our members!

Contact John Reynolds for technical questions or suggestions for podcast guests or topics.

jreynolds@nemeon.com



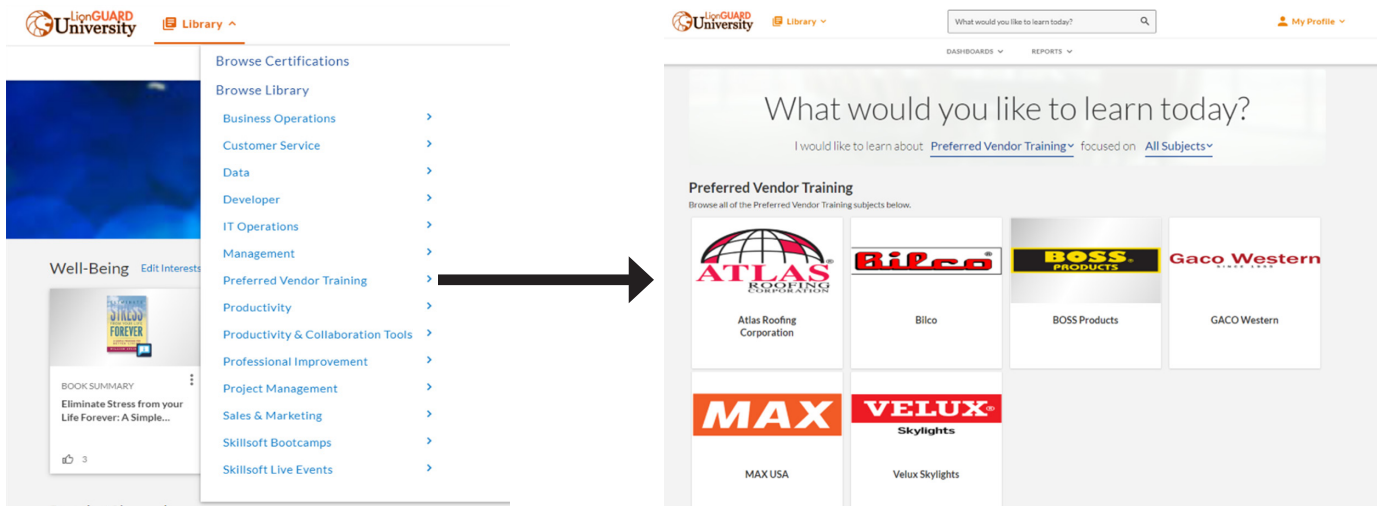


The new LionGUARD University is now available for you and your team! This platform is easier to navigate, customizable for each individual, and allows NEMEON to offer Preferred Vendor courses at no additional charge. LGU's goal remains the same as when it was launched in 2013; to offer Preferred Vendor product training to our Membership and their team. We started collecting courses in March and are adding new vendors on a weekly basis. Keep coming back to see what is new.

There are two areas to access courses available on LGU.

- “Library” this will provide access to the Professional Development and Preferred Vendor courses.
- “My Profile” then “Compliance” - This is where all of the safety/compliance courses are housed.

Reach out to Andi Voelker at avoelker@nemeon.com to learn more about LGU.



Thank you to all our Preferred Vendors that participate in our newsletter advertising.

We appreciate your support!

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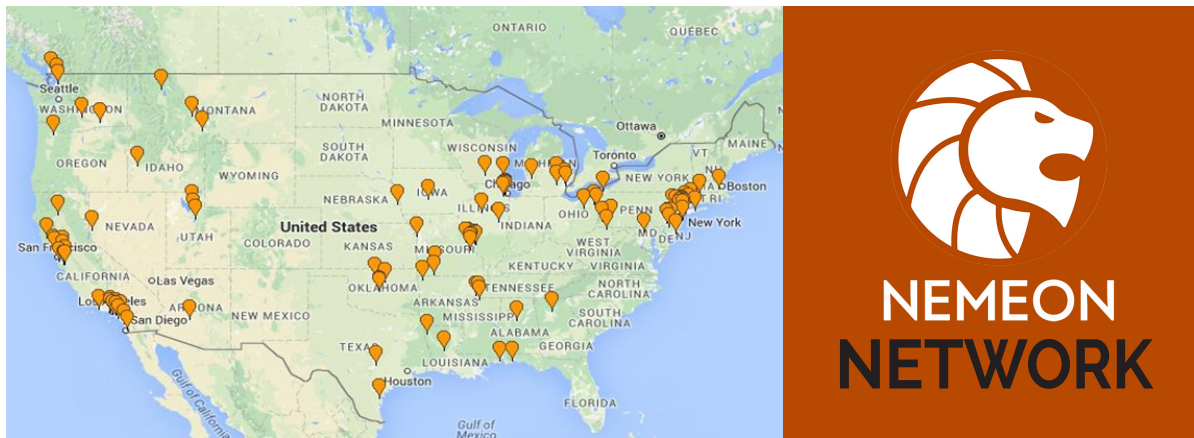
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651-229-6455
avoelker@NEMEON.com

NEMEON Network

The NEMEON Cooperative provides its membership with a fully administered digital signage program for use in their showrooms. Digital signage is a great tool for increasing customer engagement, showing current product specials, acknowledging outstanding employees, and of course, displaying vendor created product information and demonstrations. The playlist for your monitor is completely customizable, with content you select, and can be changed as often as you'd like.

NEMEON Network currently has over 100 monitors in place throughout the US and Canada, and we continue to grow. The content list is growing every day, and currently, we have over 400 Preferred Vendor commercials and over 20 hours of content available.



With the recent launch of our new NEMEON Network Video Selection resource on NEMEON.com, maintaining your personal playlist is easier than ever! Designed with you in mind, this new tool allows for quick and easy viewing of our available digital media, which can then be added or removed from your playlist with a single mouse click!

Additionally, we've added a new feature which allows you to assign a member of your staff to update the content of an individual location or across all your yards, while keeping the more confidential portions of the site private.

If you haven't seen the new Video Selection portal yet, we encourage you to check it out! We hope it will be a great tool for our Digital Signage Locations. And if you're not a current digital signage user, reach out to Scott Snowball or John Reynolds to schedule a demo today!

Schedule a
Digital Signage
demo today!

Contact:
John Reynolds
jreynolds@NEMEON.com
or
Scott Snowball
ssnowball@NEMEON.com



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Member Spotlight - Carolina Atlantic Roofing Supply



LOCATIONS:

CARS Sanford

916 Broadway Road
Sanford, NC 27330
p: 800.672.3555

CARS Greenville

31 Hyland Road
Greenville, SC 29615
p: 800.922.5245

CARS Freeport

19 Commerce Lane
Freeport, FL 32439
p: 850.835.2001

CARS Pelham

999 Yeager Parkway
Pelham, AL 35124
p: 205.685.8614

CARS Biloxi

450 Lameuse Street
Biloxi, MS 39532
p: 228.392.6243

CARS Rice

5011 SE McKinney Street
Rice, TX 75155
p: 903.326.4170

CONTACT INFO:

Carolina Atlantic Roofing Supply, LLC
916 Broadway Road
Sanford, NC 27330
p: 800.672.3555

jmccall@carolinaatlantic.com
www.carolinaatlantic.com

Carolina Atlantic Roofing Supply

Building wholesale partnerships through quality, integrity, and trust since 1974!

Carolina Atlantic Roofing Supply is an exclusive Wholesale Building Materials Distributor that serves building supply retailers throughout the southeast and southwest United States with a focus on roofing.

Our customer base includes independent lumber dealers, large national retailers, buying cooperatives, and specialty roofing distribution. We DO NOT sell to roofing contractors or home owners. While we offer a variety of products including insulation, drywall, decking, railing, and much more; our focus is on the roofing category. Today, we offer five premium brands of roofing. These include GAF, CertainTeed, Owens Corning, Atlas, and IKO. We are thankful to be working with these manufacturers and we ship their material both direct from their manufacturing facilities as well as out of our distribution centers.

Carolina Atlantic Distributors was founded in 1974 on sound business principals of integrity, fiscal responsibility, and commitment to building solid, long-lasting business relationships. Today, these values still hold true of the new Carolina Atlantic Roofing Supply. We are fortunate that these values have been instilled by Buddy Tice and the Tice family as part of our history and we know they will continue to be part of our culture as we grow in the future.

The last 12 months have been an unbelievable growth period for us. Carolina Atlantic has grown from two locations in North and South Carolina to six locations throughout the Southern US. Our service area now reaches from Virginia to Texas. Our 7th location will be open later this year in Georgia.

We are thankful for our customers, vendor partners, and employees that have helped us get to where we are today.

If we are not business partners today, please give us a call to learn more about how we can grow the roofing category together!

CARS Partners

Things I am Looking Forward to Doing Again!

I have been thinking about this column for the last several days. I finally sat down to write it and a news feed popped up on my phone that the Governor of Florida just issued a stay at home order for the next 30 days. The dogs are happy and looking forward to the next 30 days. They love the additional attention and contribute greatly to much needed stress relief. I am looking forward to other things.

Like most folks, I am trying to focus on any positive news I can find and continue to look ahead and think about the things I miss and want to do again ASAP. I started writing them down to keep me pointed in the right direction. Here are a few items on my list:

- Standing in line to get a table in a restaurant.
- Leaving an extra tip for the servers or bartenders that have been out of work.
- Getting a haircut.
- Not hearing the school kids running up and down the street screaming their lungs out because they are out of school and bored. (Actually, this is one of the things I am going to miss. It is an uplifting sound when times are difficult.)

- Having to buy bad seats for an upcoming show, concert or ball game that sold out quickly. On the positive side, at least I will not know the final score of the ball game because it is not a rerun.
- Traffic jams...never thought I would say that!
- Store shelves stocked to the ceiling with toilet paper, masks, rubber gloves and hand sanitizer.
- Having a difficult time finding a parking space at the store.
- Hamburger meat in the grocery stores.
- Going back to church!
- Going to the park and taking a bike ride on the trails. I have ridden around our subdivision so many times I know where every crack in the asphalt is located.
- Our members calling looking for additional employees, trucks, and inventory because they are swamped with business.
- Not talking about this damned virus anymore!

I am sure the list will get longer now that I know I have an additional 30 days to think about the things I miss and cannot wait to do again. Hopefully, the dogs never get tired of having me around.



Member Listing

A L L Roofing & Building Materials
 Airtite Window & Door Co., Inc.
 Acker Supply, Inc.
 Aloha Roofing
 Al's Roofing Supply Inc.
 America Roofing Supply
 American Rfg Products dba American Rfg Supply
 American Builders Supply Inc.
 Apex Building Supply
 Arrowhead Building Supply
 B & B Builders Supply Inc.
 B & H Wholesale Inc.
 B & R Supply & Equipment Co. Inc.
 Badger Corrugating Co.
 Banner Supply Company, Inc.
 Bay View Materials
 Blackton, Inc.
 Best Materials LLC
 Bone Roofing Supply
 Border Supply Company
 Britton Lumber Company, LLC
 Broward Roofing Supply of Hallandale
 C & S Building Supply Inc.
 CA Shingle & Shake Co / WA Cedar
 Camco Roofing Supplies Inc.
 Capital City Roofing Supply dba P&W Roofing Supply
 Capstone Building Products
 Carolina Atlantic Roofers Supply
 CB Wholesale Inc.
 Cedar Grove Building Products
 Central Siding Supply Inc.
 Christian Building Materials Inc.
 Corken Steel Products Company
 Coons Supply Inc.
 Cross Country Distributing Inc.
 Cross Roads Buiing Supply Inc.
 Crossroads Roofing & Supply
 Croton Home Center
 Dallwig Brothers Building Supply
 Dealers Building Supply Corporation
 Dealers Supply Company Inc.
 Dealers Warehouse Corporation
 DeBel Roofing Supply Inc.
 Division 7 Supply, Inc.
 East Side Lumberyard Supply Inc.
 Eastern Michigan Distributors Co.
 EDCO Products Inc.
 Exterior Supply Company, Inc.
 First Choice Exteriors Ltd.
 Fond du Lac Distributors
 Forest Building Supply
 Forest Specialties, LLC
 Fransyl Ltd / Lexsuco 2010 Corp
 Galitelo Building Supply
 Great American Building Materials
 Gulf Coast Houston Ltd.
 H & H Roofing Supply LLC
 H & R Roofing Supply
 Hanson Building Materials Inc.
 Harrington & Company
 Harrison Wholesale Company Inc.
 Hawaii Pacific International
 Hawkeye Distribution, LLC
 Honsador Lumber
 Hopper Roofing & Siding Supply
 Ingram Wholesale Siding
 J & S Supply Corporation
 J B Wholesale Roofing & Building Supplies
 Key Wholesale Bldg Products Inc.
 L.K.L. Associates, Inc
 L A Roofing Materials Inc.
 Lakefront Supply
 Lakeside Siding Supply
 Long Island Tinsmith Supply Corp.
 Loring Aluminum Building Products
 Louis T Ollesheimer & Son Inc.
 LS Building Products
 Lumbermans Drywall & Rfg Supply
 Lumbermen's Inc.
 MaCon Supply, Inc.
 Magnolia Construction Supply, Inc.
 MarJam Supply Company
 McDonald Metal & Roofing Supply
 Messco Building Supply
 Metro Roofing & Metal Supply Co.
 Mid Atlantic Roofing Supply
 Mid Continent Lumber Dealers Supply
 Midwest Siding Supply Inc.
 Morris Sales Company, Inc.
 MRV Siding Supply
 NAPA Builders Supply
 Northwest Drywall & Roofing Supply
 Palmer Donavin Mfg Co.
 Passaic Metal & Building Supplies
 Pennsylvania Supply & Mfg. Co.
 Prairie Wholesale Supply
 Premium Siding Supply
 R & S Supply (Redding Rfg Sply)
 Rafferty Aluminum & Steel Co.
 Redds Inc.
 R. F. Fager Co.
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 Roof Supply G & F San Diego
 Roofers Mart Inc.
 Roofers Mart of Missouri Inc.
 Roofers Mart of Southern California
 Roofers Mart of Wisconsin
 Roofers Mart Southeast Inc.
 Roofers Supply Incorp
 Roofers Supply Houston
 Roofing & Supplies, Inc
 Roofing Products of Michigan Inc.
 Roofing Siding Windows of Iowa
 Roofing Tools & Equipment Co.
 RSI Building Products LLC
 Ryan Seamless Gutter Systems Inc.
 S & H Building Material Corp.
 S & J Sheet Metal Supply Inc.
 Sam Jin General Supply
 Silver State Roofing Materials Inc.
 Snow's Supply
 South Coast Shingle Company Inc.
 Spartan Building Supplies Inc.
 Stelwagon Roofing Supply Inc.
 Suisun Roofing & Supply
 The Roofing Outlet
 Total Roof Supply Inc.
 Tri County Building Supplies Inc.
 Tri-State Wholesale Bldg Supplies
 Valley & Aetna Building Products
 Wake Supply Company Inc.
 Walker Brothers
 Washoe Building Supply Inc.
 Wausau Supply Co.
 Weekes Forest Products, Inc.
 Western Gravel & Rfg Supply Co.
 Western Materials Inc.
 Western Roofing Supply
 Whitco Wholesale Inc.
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 Wholesale Siding Depot
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 Worth Supply LLC



NEMEON

NEMEON 2 - Step Member Listing

In an effort to increase and ease Member to Member purchasing opportunities we are listing the contact information for all NEMEON 2-Step Distributor Members. Go to www.nemeon.com to get additional information on these companies and their line sheets



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Dealers Warehouse Corp
www.dwc-k.com
Les Mirts 865-546-3040
leslie@dwc-k.com

States Serviced: 200 mile radius of Knoxville, TN facility

Categories: Roofing, Siding, Doors, Windows, Insulation, Composite Decking, Millwork, Ventilation, Fireplaces, Foundation, Hardware, Weatherization, Stone, and Railings



Badger Corrugating Co.
www.badgerlax.com
Brian Mlsna (608) 788-0100
bmlsna@badgerlax.com

States Serviced: WI, MN, IL, IA

Categories: Lumber, Roofing, Siding, Exterior/Indoor Millwork, Windows /Doors, Construction Materials



Weekes Forest Products, Inc.
www.weekesforest.com
Scott Gardner (651) 644-9804
scott.gardner@weekesforest.com

States Services: MN, ND, SD, IA, NE, WI, IL, IN, MI , FL

Categories: Lumber, Panels, Engineered Wood, Composite Decking & Accessories Fiber Cement Siding, Composite Trim, House wrap, Building Materials



East Side Lumberyard Supply

East Side Lumberyard Supply Co. Inc.
www.eastidelbr.com
Dave Reis (618) 942-3281
dave@eastidelbr.com

States Serviced: MO, IL, Western KY, Northwest TN

Categories: Roofing, Siding, Soffit, Drywall, Metal Products, Porch, Railing, Gutter, Decking, Fasteners, House Wrap, Coil Pipe, Poly, Tapco / MidAmerica



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Lumbermen's Inc.
www.lumbermens-inc.com
Shawn Montague (616) 648-8962
shawnmontague@lumbermens-inc.com

States Serviced: MI, OH, IN, Northern KY

Categories: Roofing, Doors, Deck and Railing, Siding, Windows, Trim, Hardware, Ventilation, Cabinets, Countertops



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www.palmerdonavin.com
Ron Calhoun (614) 486-965
ron.calhoun@palmerdonavin.com

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Categories: Roofing, Gutter, Ventilation, Residential Siding, Windows & Doors, Flooring, Interior Products, Composite Deck & Rail, Fasteners, Insulation, Sheathing, Caulks and Sealants



HAWKEYE
Distribution, Inc.

Hawkeye Distribution LLC
www.hawkdist.com
Chad Welding (712) 277-4001
cwelding@hawkeyedistributioninc.com

States Serviced: IA, NE, MN, SD

Categories: Roofing, Caulking & Adhesives, Insulation, Ventilation, Siding & Accessories, Insulated sheathing, Foam board, Sil Seal, House wrap, Poly, Concrete/Foundation, Area walls & posts, Gypsum products, Fasteners, Ag. Building products, Roof edge and flashing, Lumber, Decking, Millwork - Doors and Windows




Britton Lumber Company

Britton Lumber Company
www.brittonlumber.com
Bill Morvan (802) 333-4388
wmorvan@brittonlumber.com

States Serviced: VT, NH ME, Northeastern NY, Western & Northeastern MA

Categories: Our Own Pine, Roofing, Spruce & Treated Lumber, Gypsum, Insulation boards, and Misc. Building Materials



CAROLINA ATLANTIC

Carolina Atlantic Distributors
www.carolinaatlantic.com
Lisa Meadows (800) 672-3555
lisameadows@carolinaatlantic.com

States Serviced: VA, NC, SC, GA, TN

Categories: Roofing, Felts, Decking, Railing, Sheathing, Ventilation, Insulation



Key Wholesale

Key Wholesale Bldg. Products, Inc.
www.keywholesale.net
Chris Smith (641) 423-0544
Chris.smith@keywholesale.net

States Serviced: IA, MN, WI (North of I 80 and South of I 90)

Categories: Roofing, Insulation, Steel Roofing, Vinyl Siding, Sheetrock, Caulking



RAFFERTY WHOLESALE

Rafferty Wholesale Building Materials
www.raffertyaluminum.com
Sean Lorden (800) 732-5473
info@raffertyaluminum.com

States Services: All of New England (parts of NY & NJ)

Categories: Rain Carrying products & Acc.: Lead, Copper & Aluminum Flashing, Louvers & Vents, Ventilation Caps, Coatings & Cements, Adhesives & Sealants



WAUSAU SUPPLY COMPANY
Innovation in Distribution

Wausau Supply Company
www.wausausupply.com
Craig Ortel (800) 236-1528
Craig.ortel@wausausupply.com

States Serviced: MT, WY, CO, ND, SD, NE, KS, OK, MN, IA, MO, AR, WI, MI , IL, IN

Categories: Adhesives, Decking, Engineered Wood , House Wrap, Insulation, Millwork, Roofing, Siding, Stone & Brick, Ventilation

NEMEON Preferred Vendors

Air Vent
 AlSCO
 APOC
 Atlas EPS
 Atlas Roofing
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 Berger Building Products
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 Boral Building Products
 Atlantic Shutters
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 Tapco Tools
 The Foundry
 Versetta Stone
 Wellcraft
 Grayne Products
 Boss Products
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 CertainTeed Insulation
 CertainTeed Roofing Products
 CertainTeed Siding
 Cedar Impressions
 Deck & Rail
 Fence
 House Wrap
 Millwork
 Vinyl
 Vytec
 ChemLink
 Clarus Merchant Services
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 H.B. Fuller Construction Adhesives
 Henkel
 HIAB USA (Cargotec)
 Hunter Panels
 Hunter Warfield
 Hussey Copper
 Huttig Building Products
 IKO Sales
 Insulfoam
 Karnak
 Kingspan
 Linzer Products
 LOMANCO
 MALCO Tools
 MAX USA
 Metal Sales Manufacturing
 Metabo HPT
 Mid-States Asphalt
 Modova Healthcare
 National Nail
 National Shelter Products
 Novagard Solutions
 Oatey
 OMG Roofing Products
 Owens Corning
 TITANIUM
 Palfinger USA
 Penn. Lumbermens Ins
 Polar Industries
 Polyglass USA

PrimeSource Building Products
 ProKeep
 Quality Edge
 Roofmaster Products
 Royal Building Products
 Exterior Portfolio
 S & W Forest Products
 Savings4members - *powered by BizUnite*
 ADP
 C2C Resources
 CardConnect
 Constant Contact
 Esso
 Exxon Mobil
 Ferrellgas
 Global Payments
 Lamprey Systems
 Industrial Fleet Mgmt.
 Office Depot
 Penske
 Phillips 66, Conoco & 76
 Shell
 Sprint
 Staples Advantage
 Sunoco & Stripes
 Synchrony Financial
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 Waste Focus
 Wex Fleet Card
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 Werner
 Worth Supply LLC



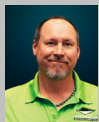
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Vendor Spotlight - Carlisle WIP Products



As a division of Carlisle Construction Materials, Carlisle WIP Products manufactures innovative, high-performance underlayments and flashings that provide superior waterproofing protection for virtually any residential or commercial application. Typically installed below a steep-slope roofing product such as shingles or metal, Carlisle's Self-adhering Water & Ice Protection (WIP®) roofing underlayments offer premium protection against water and ice damming, and EZ-Flash® provides excellent protection against moisture and air leakage around openings and over joints and cracks. Carlisle WIP Products' roofing, waterproofing, and flashing solutions all offer long-term performance and efficiency.



Featured Innovations:

WIP GRIP - Premium Shingle Self-Adhering Roofing Underlayment

WIP GRIP is a 55-mil, rubberized asphalt, fiberglass-reinforced membrane used as a shingle underlayment on critical roof areas such as eaves, ridges, valleys, dormers, and skylights. Flexible WIP GRIP underlayment protects roofing structures and interior spaces from water penetration caused by wind-driven rain and ice dams and may also be used as covering for the entire roof to prevent moisture or water entry.

WIP GRIP Features and Benefits:

- Superior slip resistance on wet and dry applications for safe and easy installation
- Protects the roof structure from water seepage caused by ice dams and wind-driven rains
- No more tracking

- Adds strength in vulnerable areas, including penetrations, valleys, and over plywood clips
- Prevents shingle embedding, enabling easier tear-off for repairs and re-roofing
- Allows up to 90 days UV exposure time

WIP 300HT – High-Temperature Protection Self-Adhering Roofing Underlayment

WIP 300HT is a high-tensile-strength, rubberized asphalt underlayment specifically designed to withstand temperatures up to 250°F (121°C). Ideal for use under metal including copper, zinc, and COR-TEN®, WIP 300HT can also be used under synthetic, concrete, and clay tiles, as well as asphalt shingles. This strong, skid-resistant membrane is available in either black or white and provides superior protection from water penetration caused by wind-driven rain and ice dams.

WIP 300HT Features and Benefits:

- Ideal for under metal roofing
- Non-reinforced membrane allows for enhanced flexibility
- Exposed asphalt bead ensures lap seam water tightness
- Resists temperatures up to 250°F (121°C)
- Allows up to 180 days UV exposure time

For more information about the products and services offered by Carlisle WIP Products, call 888.717.1440 or visit www.carlislewipproducts.com.



Voted Best New Residential Product at the 2020 International Roofing Expo

Press Release - Carolina Atlantic Roofing Acquisition



Carolina Atlantic Roofing Supply is pleased to announce the acquisition of the Southern Division from Seven D Wholesale. The new operations are located in Freeport, FL, Pelham, AL, Biloxi, MS and Rice, TX and are doing business as CARS effective February 3, 2020.

Managing partner Tim Perryman says, “We believe this acquisition fits our culture at CARS and supports our westward expansion. We are excited about the future and the best is yet to come.”

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Press Release – Bilco Introduces ACDSV Smoke Vent



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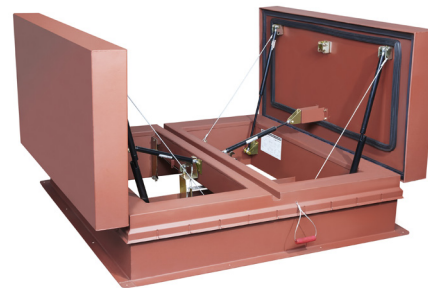
The BILCO Company Introduces New Acoustical Smoke Vent featuring highest STC and OITC Ratings available

NEW HAVEN, CT/January 27, 2020 – The BILCO Company has introduced a new automatic smoke vent that provides the highest level of protection against exterior noise intrusion on the market.

The new Type ACDSV Smoke Vent is specifically designed to provide fire and smoke protection for applications where exterior noise intrusion is undesirable, such as in auditoriums, concert halls, and theaters. According to Michael Toohey, General Manager for The BILCO Company, “Our new Model ACDV features a number of upgrades and improvements over the Model ACDSH it replaces, yet still offers similar pricing and installation ease.” The new ACDSV carries an OITC-46 sound rating to guard against low-frequency outdoor sounds such as traffic and airplane noises and an STC 50 sound rating. In addition, the product has also received an ISO-140-18 sound rating when tested against rainfall sound. The figures are a significant improvement over BILCO’S previous model and are the top ratings among similar products on the market.

“We’re especially pleased with the OITC rating the ACDSV earned,” continued Toohey. “While any noise can be disruptive to a concert-goer, lower-frequency sounds such as outdoor traffic, construction and airplane noises travel further and fall within the range where human hearing is most sensitive.”

“The OITC is the preferred rating when addressing sound insulation from exterior noise,” said Harold L. Merck, a principal and acoustician for Merck & Hill Consultants of Atlanta, Ga. “While STC ratings may be fine for



typical interior noise sources like voices, it does not adequately address the extended low-frequency noise contribution of

aircraft, traffic, or even large roof-top equipment. This is similar to what we find with exterior windows in noisy environments -- while a window with a relatively high STC rating might seem like it provides adequate exterior sound insulation, we frequently find that the ultimate interior noise impact is not significantly reduced due to low-frequency sound infiltration. Ratings that include the OITC are more useful to assess how well a window (or smoke vent) will isolate environmental noise.”

The ACDSV is also the first automatic smoke vent to be rated with an ISO 140-18 Rainfall Sound Rating, which measures the impact sound insulation roof, skylights and roof/ceiling systems incur when exposed to artificial rainfall. BILCO’s new ACDSV’s rating of 37.5 dB features a nearly 9 percent improvement over BILCO’S previous four-cover smoke vent models. This new design

Press Release - Bilco Introduces ACDSV Smoke Vent

features mineral wool insulation and high-density sound mat material within the unit's covers and curb to better inhibit sound transmission. Structural improvements include the use of heavier gauge steel for the curb and cover liner, a new cover gasketing



system, gas-spring lift assistance and a center-mounted gas traction spring to ensure reliable and controlled smoke vent operation. The new ACDSV is currently available in a number of standard sizes to meet the ventilation requirements of virtually any application. Custom sizes are also available when specified.

For more information about the new BILCO ACDSV Acoustical Automatic Smoke Vent, visit the company website at www.bilco.com.

For more information about commercial products from The BILCO Company, contact them at 1-800-366-6530.

About BILCO

For over 90 years, The BILCO Company has been a building industry pioneer in the design and development of specialty access products. Over these years, the company has built a reputation among architects, and engineers for products that are unequalled in design and workmanship. BILCO – an ISO 9001 certified company – offers commercial and residential specialty access products. BILCO is a wholly owned subsidiary of AmesburyTruth, a division of Tyman Plc. For more information, visit www.bilco.com.

About AmesburyTruth™

AmesburyTruth™ is a leading manufacturer of window and door extrusions, hardware, and sealing systems, which are used by leading window and door manufacturers throughout North America, for both residential and commercial markets. Based in Edina, MN, the company has facilities throughout North America. The company is a subsidiary of Tyman Plc. (London Stock Exchange: TYMN). Tyman Plc, headquartered in London, is a leading international supplier of components to the window and door industry. Visit www.amesburytruth.com.

Keep up with the latest news from The BILCO Company by following us on [Facebook](#) and [LinkedIn](#).

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Next Gen News

Michelle Cassidy

As many of you know, we have a NextGen group that meets each year in September in a different city hosted by a local NEMEON member. This past September the group was able to tour the impressive Lumberman's Drywall and Roofing Supply in Des Moines, Iowa. I hope the companies that send members to participate in the NextGen meetings enjoy their team members returning with new ideas and even more importantly, the tools and confidence to execute their own ideas and the ideas of their colleagues. With rapid changes in technology, innovation, and our environment, it is more important than ever for a company to have a team of empowered individuals that can effectively pool their resources to develop the best ways to move their companies forward. How many companies work to build and nurture these teams and individuals?



I recently listened to Corey Hiegel's "Last Look" podcast, which blew my mind with its first episode. In it, Corey interviews Duncan Wardle, former Vice President of Innovation & Creativity at The Walt Disney Company. This podcast packs so much valuable information and entertainment into 40 minutes that I want to go back and listen to it again. Two points jumped out at me. The first point being that everyone is born creative. Many people lose confidence in their creative ability over time through repetitive actions and discouraging words. The second point I got from the podcast is that we are reaching a tipping point with the way we learn. We have always learned from our elders. We are hired for a job and are taught how to do everything by someone that has been successful at that job in the past. But, now a shift is happening. The rapid changes in technology and culture are shifting the learning methods to be primarily from watching and listening to the younger people. Please listen to the podcast yourself because I am not doing it justice.

Corey Hiegel is the Customer Service Manager with Palmer Donavin. You can find Corey's podcast "Last Look" at <https://lastlook.podbean.com/>.

All this made me think about the NextGen group. I am grateful I am able to meet people like Corey each year and hopeful that we will all be able to meet up again in September. However, the ability to share and communicate remotely is always with us. Please watch for our NextGen Forum to be rolled out. The Forum will be a place where we can share ideas, stories, problems, and solutions. We do not gain anything by watching the membership shrink.

We want successful innovation to spread throughout the coop. We want the next generation to work with an independence so that NEMEON can remain strong.

On a separate note, NextGen Cares was started by the NextGen group and Brett Berry in order to raise money for St. Jude Children's Research

Hospital and The Wounded Warrior Project. When the world shares an enemy as powerful as a global pandemic, it causes us to unify our efforts to fight that enemy. However, this global threat does not mean other problems have been sidelined. Children who were being treated at St. Jude still need treatment. Disabled war veterans still need support and resources to live every day. We know resources are limited right now and many of us are in survival mode. When we do come out of this on the other side, the NextGen group has made it easier than ever to make a donation, no matter how small, to one or both of these charities by simply clicking on the link below. There is a lot we are learning during this global pandemic. And if there is one thing this virus teaches us is that we have to look out for each other. We will get through this.

Take Care Everyone.

Donate to St. Jude Children's Research Hospital or Wounded Warrior Project by clicking here:

www.nextgencares.us/

Click [here](#) to listen to Corey's April 1, 2020 episode "Innovation with Duncan Wardle"



Next Gen Meeting - Des Moines, IA
September 2019



Lumbermans Drywall & Roofing Supply - Des Moines, IA
September 2019

Save the Date for the 10th Annual Next Gen Meeting September 21st—23rd

We are taking it back to where it began
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Registration will be available in June



2020 Annual Meeting - Scottsdale, AZ

