

THE ROAR

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

April 2023

A Letter from the Chairman of the Board

Here we are in April already, looking back at the first quarter that passed us by way too fast. On the West coast we were blessed with an overwhelming amount of rainfall, that seemingly came all at once.

While the lifeblood of our industry, when it rains for weeks on end, I admit it's a little frustrating as it stops most work in its tracks. That said, we're now able to deliver material, and SoCal roofers are out signing up work, and trying to get jobs done ASAP. For the most part, material shortage is a thing of the past, in most segments of the industry. Two major shingle manufacturers just announced a price increase for May 15th. For those of us who generally keep a large inventory on hand, this move said we don't have to worry about the market price dropping any time soon. While not a fan of price increases, in this case I'll admit that my joy was self-serving.

As April moves along, most of our clients continue to be swamped with calls and are booking work that will keep things busy quite a while. On the occasion when someone mentions the word recession, and that may slow things down, I tell them, "Here at SCS, we don't participate in recessions." I believe too many people listen to the media and their negative message, and allow that to influence their attitude and behavior. We are optimists, but at the same time realists! We encourage optimism in our organization, because it's contagious, and it sure makes life a lot better!

I'd like to take a minute to ask each NEMEON member that has not taken advantage of our Benchmarking Program to consider doing so. I encourage you to try it just once because it will enlighten you. It's perfectly safe, doesn't take long to provide the information, and no one has access to your information because your company name is hidden.

Here's to a great second quarter.

Ross Riddle



NEMEON

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After finishing up another great year we are all tasked with adapting to a new business environment as we head into the post pandemic era. With the difficult and distinctively different challenges we have faced over the last three years we are starting to see some of our more recognizable challenges. One of the independent's greatest strengths is being able to adapt to change by recognizing and making quick decisions as compared to some of our large competitors. As an example, look at how quickly we adapted our businesses to keep our customers and employees safe while still maintaining our normal flow of business during COVID. It is with this swiftness that we must recognize what is happening in our markets and initiate a plan that will get the desired results. With some of our large competitors in disarray, now is the time to act on the plans that you have in place. By using our strengths as independents, we will find the path that best suits our individual businesses.

Here are a few traits that every successful independent has incorporated into their businesses. **Reliability** is an important factor to everyone in our industry, you must do what you say when you say it, align yourself with suppliers that have that same goal in mind. **Knowledgeable and competent team members** are a must, most of us have had our employees for many years and they have industry knowledge second to none in our markets. **Transparency** with your customers

and employees enables them to be comfortable knowing that you have their best interests in mind and are ready at any time to take care of a request or problem. **Cooperation** is another strength that a company must own at all levels to make a business run smoothly. You never want team members to be at odds with one another as this could cause problems that your customer can see. How many times have we heard about different locations of the same competitor fighting over who gets credit for the order?

The last three years have been like drinking out of a fire hose, now as things slow down...we must adapt to the new business environment.

The last three years have been like drinking out of a fire hose, now as things slow down to a different pace, we must adapt to the new business environment. The independent distributor is uniquely set up to adjust as our organization is made up of thousands of independent thinkers and decision makers. There is always someone in the organization that has expertise,

experience, and willingness to help so don't forget to look within for any insight. With the season upon us I know that everyone is positioned to have a great year. All of us must work together in support of our Preferred Vendors. If each independent utilizes all the assets they have available to them, there is no doubt that we will all be successful this year.



It is hard to imagine one of the nation's largest tech bloggers getting hacked, but it happened. And we all learned an incredibly valuable lesson from it.

With 100 employees and over 15 million online subscribers, Linus Media Group has a huge reach and nearly unlimited technology resources. But one mouse click by an employee brought the entire empire to a grinding halt one day in March. Their YouTube site ([Linus Tech Tips](#)) was a victim of a Spear Phishing attack, and it made me realize that if a platform like Linus Tech Tips can fall victim to an attack, anyone can.

According to Linus Sebastian, someone on the Linus Media Group's team downloaded "what appeared to be a sponsorship offer from a potential partner" and opened the included PDF with the terms of that offer. Unfortunately, the file wasn't actually a PDF. It was an executable file imbedded with malware that accessed "all user data from their installed browsers" — including session tokens — which effectively gave the hackers "an exact copy" of the browsers that they could export and use to wreak mayhem without needing to enter any security credentials. In other words, every website that the user was currently logged in to was free for the taking, ***completely bypassing the need for passwords or multi-factor authentication.***

For anyone who is unfamiliar with what spear phishing is, it is a cyberattack that uses emails or other electronic formats to target specific individuals in an organization to gain their trust and in turn steal their data or infect their devices with malware. Unlike traditional email attacks, these are targeted and personalized attacks. The attacker might spend months or longer gathering specific information about a company and the targeted person to craft the perfect email to send that will get the recipient to click on the malicious link.

While spear phishing is a highly effective method for cyber criminals to obtain personal information, steal money, and hack organizations, there are ways for businesses and people alike to defend themselves from these attacks. For example, tools like up-to-date antivirus, malware detection, and spam filters enable businesses to limit the threat of spear phishing. As with most threats though, the biggest threat comes in the form of

human error. Businesses should educate employees and if possible, run spear-phishing simulations to help users become more aware of these attacks. They should also have a plan in place for employees to report any suspicious emails they encounter.

TIPS TO AVOID SPEAR PHISHING ATTACKS

1. Keep software up to date.
2. Passwords are a common target of spear-phishing attacks; no password, or iteration of a similar password, should ever be reused on another account.
3. Enforce Multi Factor Authentication (MFA) especially on high-risk sites.
4. Educate your employees: An educated team is one of the best ways to prevent spear-phishing attacks. It is important that every employee on your team knows how to spot sophisticated phishing emails, recognizes unusual hyperlinks and email domains. A good rule is don't send money or sensitive information based on an email alone.
5. Users should always verify that the file extension of any file they are opening is what they would expect it to be. In Linus's case, his employee clicked on what *appeared to be* a PDF document, but which had a .scr file extension.

Having quality software is not enough. Take the time to talk to and train employees about what to look for and what to be careful of.

Thanks to their wide range of resources LTT was able to regain control of their online environment in less than 24 hours, but most of us are not that well equipped. They were able to quickly pinpoint the breach and take corrective action to mitigate the breach. They had a plan in place. As should we all. For more details on this breach, watch Linus's video, linked [HERE](#). And as always, if you have any questions about how to avoid these sorts of attacks, feel free to reach out to me directly.



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Benchmarking

One of the more daunting tasks for the independent business owner is comparing their results to similar sized business in the related industry. This information is difficult to come by and the usefulness of the available data is questionable. Targeting areas for improvement in every organization is key to long term success. Benchmarking is a proven solution to these problems. In 2022, NEMEON will again offer benchmarking to the entire membership at no direct cost. Profit Planning Group, a proven leader in the collection and analysis of benchmarking data, will provide these services to NEMEON members.

The process starts when the member completes the confidential online survey provided to NEMEON by Profit Planning Group, with the financial results from the prior year. The member's confidential data is analyzed, and a detailed report is prepared that compares the key operating results in the various categories. The report targets the areas for improvement, along with the areas that are performing well for the submitted reporting period. In addition, the member's data will be anonymously compared to other NEMEON members for the same reporting period. The comparison to like sized businesses in roofing and siding distribution is invaluable. Members that currently use benchmarking report that it is the single most helpful tool they use in the day to day management of their business.

EDI

The E.D.I. program delivers Preferred Vendor invoices to you electronically. Your company will have its own secure web-based Document Center available to you. This is set up and ready for you to access once you fill out the Member Designated Contact Information form. With your own company document center, you will have on-line access to twenty-four months of invoice history, and you can store, print or view invoices. Not all of the Preferred Vendors are currently in the program; but as vendors join this project, they will discontinue sending you paper invoices and send them electronically only. You will be notified in advance of the participating vendors.

LionGUARD University

LionGUARD University is a training initiative that has proven to be successful in helping NEMEON reach our primary objective of connecting NEMEON Distributor Members with our Preferred Vendors.

The University was launched in February 2013 as a platform to bring cost effective Preferred Vendor Training to our Members. LGU allows Suppliers to post training modules (new products, repair training,

safety training) allowing Member Distributor Salesperson training online 24 hours a day 7 days a week. Each module includes a quiz to ensure students understand and can apply the training on future sales calls. LionGUARD University has turned out to be a very cost-effective training method with no cost to the membership.

Professional Development: This resource offers our members a wide variety of courses in Management, Software, Human Resources, etc. These courses are geared for your office, sales and warehouse personal. You can find these courses on the LionGUARD University website.

NEMEON Network

The NEMEON Cooperative provides its membership with a turnkey, fully administered digital signage program. This is a tool that is used to advertise, highlight products, and educate your customers. Choose from hundreds of content options, including the weather, trivia, headline news, "how-to" videos, and product details and information. The content list is growing every day and currently we have over 400 Preferred Vendor commercials and 22 hours of content available. The Network is fully customizable to your specifications and can be updated by your company on demand. The program will be administered on your behalf from our office. Joining is easy, with little to no out-of-pocket expenses.

Acquire4Hire

Starting in 2021 NEMEON started offering *both* Members *and* Vendors the add on benefit of a one-stop hiring solution. Acquire 4 Hire is a program that assists in distributing job posts across the web and manages the applicants all in one place. The app offers a full circle solution by providing job posting templates, salary suggestions, then as applicants apply you are able to track the hiring process and customize the workflow all the way to the job offer.

Savings4Members

Our long-standing relationship has saved Member's thousands of dollars by providing vetted solution partners for the everyday business needs. Their sole purpose is to save your business money by leveraging the tools you use every day to run your business. With over 20 partnerships designed to save you money, it is worth reaching out to see how they can help you. Some examples include credit card processing, fleet fuel cards, financing, office supplies, shipping, uniforms, waste and recycling just to name a few.

ROOFERS MART

ROOFERS MART OF SOUTHERN CALIFORNIA, INC

Roofers Mart of Southern California, Inc. was established in 2005 by Greg and Cecile Robles. Originally founded in 1984, the Robles's purchased this business from the remaining 22 shareholders of Roofers Mart of Southern California formerly members of the long-disbanded Roofers Mart of America, based out of St. Louis, MO. The Robles's have been the sole owners for the last 18 years and are celebrating their 10th year in their current location in Walnut, California.

Roofers Mart offers quality and budget-friendly roofing materials to the Southern California market, specializing in select product lines such as commercial sales, coatings and specified SBS sales, but also APP, PVC, TPO, below grade waterproofing and residential product. We service mostly Los Angeles, Orange, San Bernardino, and Riverside counties, but can stretch out to San Diego, Ventura, and Santa Barbara counties and some out of state areas.

Our team of 11 employees are trained to have an in-depth knowledge of each material on the market. They attend training programs offered by most manufacturers to become familiar with not only the benefits of each product, but the

limitations as well. Our longest serving employee, Flabio Alcaraz, has spent 28 years serving as a yardman, driver/loader, front office assistant, dispatch and is now currently serving as our General Manager. We also have employees celebrating 11, 17, 19 and 22 years as part of the Roofers Mart family! *"The fact that most of our employees have worked with the company for many years...indicates that they have developed strong working relationships and are able to collaborate effectively to achieve goals."*

At Roofers Mart, customers always come first. Greg speaks about customer commitment by saying *"We have a lot of customers with over 30 years of doing business together. We listen, we respond, we personalize them at all points of contact, we appreciate them by going above and beyond."* We pride ourselves in our ability to do whatever the customer requires for their project, and our advanced delivery system provides several choices to get those materials to your home or job site.

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Atlas Roofing offers learning opportunities for both Distributors and Contractors. Create an account and start learning.



Carlisle Construction Materials recognizes that continuing education is crucial to advancing and improving the industry. CCM University offers on-demand e-Learning courses that are approved for AIA & IIBEC accreditation and can be taken by industry professionals looking for continuing education. CCM University offers educational courses for Carlisle, Versico and Hunter Panels.

The GAF Learning Portal offers specific products training and professional development. You are awarded for completing quarterly playlists with top quality NEMEON co-branded items. When registering for an account for the Branch us Nemeon. By using the Nemeon key word, GAF will be able to track your participation in our program.



Karnak offers a Certified Restoration Advisor Training Portal that consists of 16 courses on roof repair and restoration. After completion of the program you will be rewarded with a gift.

OCU offers learning opportunities for both Distributors and Contractors. Create an account and start learning.

ENGAGE. LEARN. APPLY.



The 2023 commercial roofing season is heating up as the return to normalcy continues. The current strong market conditions are to be expected as commercial growth typically lags residential growth by a year or so. Most distributors and direct sold contractors have worked down their inventories to a manageable level. At the same time, commercial roofing manufacturers have used the last several months to rebuild inventories in preparation for the upcoming season. The extended lead times, product shortages, allocations and multiple price increases are mostly a thing of the past. Strong market demand for low-slope products should continue into the back half of this year. While a more normal supply situation makes planning and managing inventories less stressful, a long-term burden on the commercial roofing market has begun to surface again.

Bad Old Habits

While all these developments are a positive for the industry, a slowdown in orders is causing the industry to fall back to old habits. And most of those old habits are bad old habits. If you haven't guessed already what I am writing about I will help you out...price cutting.

It did not take long for the usual suspects at all levels to take the easy way out and rely on price as the only lever that gets used to secure orders. Concerns over product availability have been replaced with fears of rapid price erosion at all levels. Buyers are once again in the driver's seat and the sellers have short memories. The questions of how fast I can get an order shipped are being replaced by the questions of how fast and how far will pricing sink.

Inflation continues at unprecedented levels and the continuing cost increases could help slow the race to the bottom for pricing, but the reality is not promising.

What does this all mean for the independently owned commercial roofing distributor? Inventory management is critical. Buying what you need when you need it is in fashion again. Holding inventory for a customer makes sense if the customer pays for it and takes the risk if the value declines. Job quoting and follow-up are a must. Verbal commitments become meaningless when your competitor cuts the price on a job after he was told he lost it. The never-ending negotiations are back. Holding orders to the last minute may be rewarded with a lower price. Dividing out jobs to multiple distributors to cherry pick lower pricing on specific products are a margin killer for the distributor.

None of this is healthy for the industry, but our NEMEON members are well positioned to navigate these challenges and adapt quickly. That's the beauty of the independents. We are not waiting around for someone in the corporate office to come back to work from vacation and decide what to do.

Vic Anthony

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*Owens Corning Contractor Research, August 2019



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"The NEMEON Network is a welcome addition to our showroom. Nothing but positive feedback from our vendors and customers thus far. Every NEMEON Member should be a part of the Network!" - Ross Riddle, South Coast Shingle

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KARNAK

THE SEAL OF QUALITY

Karnak was founded in 1933 by a young waterproofing contractor, Martin Jelin, who purchased Lewis Asphalt Co for \$10,000 to back his bid to waterproof the yet-unbuilt Lincoln Tunnel. By 1937, the tunnel had been built and the Jelin family was successfully building their company. Over the next 90 years, three generations of the Jelin family continue to represent the company through many successes and historical moments for the company. One of the first was in 1947 when the business name was changed to Karnak Corporation, after the Temple of Karnak in Egypt, the first building in history to use bitumen to waterproof its foundation. Three times over the next 9 decades, the company expanded, first to Florida in 1985, then outside Chicago in 2000 to strengthen its national footprint and serve the needs of Midwestern customers and finally in 2011 when Karnak built a state-of-the-art production facility in Kingman, AZ designed specifically for the sustainable coatings line. In 2016, Karnak became certified by WBENC as a woman-owned business.



Martin Jelin made the red and yellow can the symbol of quality and consistency.



Karnak offers NEMEON members Karnak University, an easy-to-use, 16 module training resource on Karnak's website. These courses have been specially selected to provide members the opportunity to learn how roofs benefit from coating restoration systems, the key steps in their application and advantages of working with Karnak. Learn more at [Karnak University](#).

Karnak's mission is to manufacture the highest quality sustainable roofing and building solutions to protect, restore and extend the life of the building envelope while reducing the environmental impact. We are distinguished among our competitors by providing friendly, personalized customer service and outstanding product satisfaction. And although we are now transitioning from a black bitumen-based company to an environmentally oriented and technically advanced company, we never lose sight of our overriding principles.

Learn more about Karnak [at our website](#).



"We never lose sight of our overriding principles - three phrases that still best describe our company:

*We are good folks.
We make good stuff.
And we have fun doing it.*

- Sarah Jane Jelin, President

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 Gulf Coast Houston Ltd.
 H & H Roofing Supply LLC
 H & R Roofing Supply
 Hanson Building Materials Inc.
 Harrington & Company
 Harrison Wholesale Company Inc.
 Hawkeye Distribution, LLC
 Hopper Roofing & Siding Supply
 Ingram Wholesale Siding

J & S Supply Corporation
 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.
 LS Building Products
 Lumbermans Drywall & Rfg Supply
 Lumbermen's Inc.
 MaCon Supply, Inc.
 Magnolia Construction Supply, Inc.
 MarJam Supply Company
 Messco Building 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.
 Preferred Roofing Supply
 Premium Siding Supply
 Rafferty Aluminum & Steel Co.
 Redds Inc.
 R. F. Fager Co.
 Riverside Roofing Materials Inc.
 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
 Roofers Supply of Greenville, Inc.
 Roofing & Supplies, Inc.
 Roofing Products of Michigan Inc.
 Roofing Siding Windows of Iowa
 Roofing Tools & Equipment Co.
 Ryan Building Products
 S.G. Williams
 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 Brickyard of South LA, LLC

The Roofing Outlet
 Total Roof Supply Inc.
 Tri-State Wholesale Bldg Supplies
 Valley & Aetna Building Products
 Wake Supply Company Inc.
 Walker Brothers
 Washington Cedar & Supply Co.
 Washoe Building Supply Inc.
 Wausau Supply Co.
 Weekes Forest Products, Inc.
 Western Gravel & Rfg Supply Co.
 Western Materials Inc.
 Western Roofing Supply
 Wholesale Distributing
dba Boise Supply
 Wholesale Siding Depot
 Willards Wholesale Roofing Co
 Worth Supply LLC



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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



Dealers Warehouse
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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



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



BADGER

Badger
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



Britton Lumber Company

Britton Lumber Company
www.brittonlumber.com
Brian Moses (802) 333-4388
bmoses@brittonlumber.com

States Serviced: VT, NH ME, MA, and Northeastern NY

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



weekes
FOREST PRODUCTS, INC.

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



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



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



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



Lumbermen's
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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



WAUSAU
SUPPLY COMPANY
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Wausau Supply Company
www.wausausupply.com
Ken McGlauchlen(800) 236-1528
ken.mcglauchlen@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



PALMER-DONAVIN

Palmer-Donavin
www.palmerdonavin.com
Robyn Pollina (614) 317-0070
Robyn.Pollina@palmerdonavin.com

States Serviced: OH, IN, KY, MI, PA, WV, IL, WI, MN, IA

Categories: Ag Products, Cabinets, Caulks|Adhesives, Connectors|Fasteners, Deck|Rail, Exterior Doors, Exterior Trim|Moulding, Flooring, Insulation|Housewrap, Interior Moulding, Metal Products, Roofing Products, Siding Products, Wall|Ceiling, Windows

Air Vent
 AlSCO
 APOC
 Atlas Molded Products
 Atlas Roofing
 Berger Building Products
 BILCO
 Boss Products
 Carlisle Residential
 CertainTeed Insulation
 CertainTeed Roofing Products
 CertainTeed Siding
 Cedar Impressions
 Deck & Rail
 Fence
 House Wrap
 Millwork
 Vinyl
 Vytec
 ChemLink
 Clarus Merchant Services
 Continental Materials
 Cornerstone Building Products
 Ply Gem Mastic
 Ply Gem Variform
 Ply Gem Mitten
 DaVinci Roofscapes
 DCI Products
 Discovery Design Truck Body &
 Equipment, Inc.
 DMSi Software
 Duraflo - IPEX USA/Canplas
 EagleView Technologies
 Epicor
 Fabral
 Flamco
 Flashco Manufacturing
 Franklin International
 Gaco
 GAF Materials
 Geocel

Gibraltar Building Products
 H.B. Fuller Construction Adhesives
 Henkel
 Hunter Panels
 Hussey Copper
 Huttig Building Products
 IKO Roofing
 Karnak
 Kingspan
 Linzer Products
 LOMANCO
 Makita Tools
 MALCO Tools
 MAX USA
 Metabo HPT
 Mid-States Asphalt
 National Nail
 National Shelter Products
 Novagard Solutions
 Oatey
 OMG Roofing Products
 Owens Corning
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 Ferrellgas
 Global Payments
 Lamprey Systems
 Industrial Fleet Mgmt.
 Moblico
 Office Depot
 Penske
 Phillips 66, Conoco & 76
 Shell
 Staples Advantage
 Sunoco & Stripes
 Synchrony Financial
 UniFirst
 UPS, YRC
 United Tranz Actions
 Waste Focus
 Wex Fleet Card
 Seal Corp USA
 Skylands Transaction Mgmt
 Steel & Wire Products
 Sun-Tek Skylights
 System Components
 TAMKO
 United Asphalts
 United States Gypsum
 Van Mark
 VELUX America
 Versico Roofing Systems/Weatherbond
 Westlake Royal Building Products
 Atlantic Shutters
 Exterior Portfolio
 Kleer Lumber
 Mid-America
 Royal Building Products
 Tapco Tools
 The Foundry
 Versetta Stone
 Wellcraft
 Worth Supply LLC



NEMEON

Preferred Vendor Committee



Alan Hopper
 Hopper Roofing & Siding Supply
 219-696-6621
 alan@hoppersupply.com



Brandon Riddle
 South Coast Shingle
 949-347-7444
 brandon@southcoastshingle.com



Bill Baldauf
 LakefrontSupply
 773-509-0400
 bbaldauf@lakefrontsupply.com



Jay Moffit
 Dealers Supply Company
 503-390-5511
 jay@dealerssupply.com



John Rogan
 Passaic Metal & Bldg Supplies Co.
 973-546-9000
 jrogan@pampco.com



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		Talibano Cloud Developer	Manchester, NH	152	6	6	0	Paused 9-12-2018
		Senior	Manchester, NH	75	6	0	0	Paused 12-4-2019
			Manchester, NH	212	32	30	1	Paused 4-30-2019
			Manchester, NH	0	0	0	0	Paused 6-14-2019
			Manchester, NH	109	8	0	0	Paused 10-27-2019
			Manchester, NH	1	1	0	0	Paused 10-29-2019
			Manchester, NH	1	0	0	0	Paused 10-29-2019
			Manchester, NH	4	0	0	0	Paused 10-29-2019
			Manchester, NH	0	0	0	0	Paused 10-29-2019
			Manchester, NH	1	0	0	0	Paused 10-29-2019
			Manchester, NH	3	0	0	0	Paused 10-29-2019



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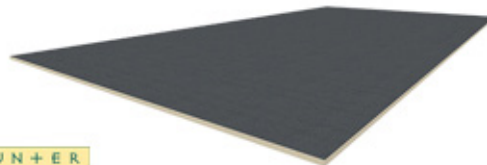
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