

THE ROAR

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

December 2020

A Letter from the Chairman of the Board

Dear NEMEON Partners,

The holiday season is upon us and soon we will all be able to say a not so fond farewell to 2020. Typically, this is the time of year we eagerly begin to look forward to our Annual Meeting at some fabulous destination. This coming year's annual meeting will be different, something each of us have become all too familiar with.

The good news is the NEMEON staff has and is working tirelessly organizing the best virtual annual meeting possible scheduled for February 2nd & 3rd (**complete with Face-to Face**)! I am also pleased to report our vendors are all in and will do their part to make the best of an unfortunate situation. So, what is left to make this a success? You got it, you and me, the NEMEON membership. When you think about the obstacles we have each overcome in 2020, and in many cases with stellar results, this will be a walk in the park. So please, do what I am doing, suck it up for one more virtual meeting, and look optimistically forward to the following year when we can share war stories over a cool beverage in sunny Florida!

Until then I want to thank each of you for being an inspiration to me. Why? Because I know what you

have been through and know you are winners. I know your employees have stepped up and done what is necessary to make your business successful in the most difficult of circumstances. It is a beautiful thing and something we are each especially mindful of during the holiday season.

One last request. Has anyone (*perhaps someone in your household*) ever told you that you work too hard? If so, please listen for once and take the opportunity during the upcoming holidays to relax and enjoy sweet time with your family. You deserve it, and I know you are going to crank it right back up when we flip the calendar to the start the New Year!

Until then have a terrific and restful holiday season!



NEMEON

Board of Directors



Chairman
Mitch Cawley
Roofers Mart SE
Birmingham, AL



Treasurer
Dale Houtman
Cedar Grove Roofing Supply
Surrey, BC



Director
Jason Jeske
Crossroads Rfg Supply
Oklahoma City, OK



Director
Julius Krisanic
Wholesale Siding Depot
St. Louis, MO



Director
Kevin Link
Metro Rfg & Metal Supply
Nashville, TN



Director
Matt Martinkus
Western Materials
Yakima, WA



Director
Jeff Muratori
Division 7 Supply, Inc.
Cumming, GA



Director
Tim Perryman
Carolina Atlantic Roofing
Sanford, NC



Director
Bill Vierling
Roofers Mart
St. Louis, MO

FRONT COVER A Letter from the Chairman - Mitch Cawley

PAGE 3 CEO / President Letter - Dave O'Donnell

PAGE 4 IT Department - What is Cloud Storage and Should You Use It

PAGE 5 In Loving Memory - Keith Jones, JB Wholesale Roofing & Building Supplies Inc.

Page 6 LionGUARD University

PAGE 7 NEMEON Network

PAGE 8 Member Spotlight - Willards Wholesale Roofing Co., Inc

PAGE 9 Press Release - Brown & Joseph

PAGE 10 Current Member Listing

PAGE 11 NEMEON 2-Step Members

PAGE 12 NEMEON Preferred Vendors

PAGE 13 Commercial Corner - Vic Anthony

PAGE 15 Vendor Spotlight - Franklin International

PAGE 16 Press Release - Kingspan



NEMEON
Team Members

2136 Ford Parkway #8074
St. Paul, MN 55116

Phone: 651-788-7810
www.NEMEON.com



President CEO
Dave O'Donnell
ddonnell@NEMEON.com
Cell: 843-901-0467



Vice President
Vic Anthony
vanthonyt@NEMEON.com
Cell: 973-897-6033



Member Benefits Director
Scott Snowball
ssnowball@NEMEON.com
651-229-6454



Controller
Mary Haupt
mhaupt@NEMEON.com
651-788-7812



MBR Services/Marketing
Andi Voelker
avoelker@NEMEON.com
651-229-6455



IT Manager
John Reynolds
jreynolds@NEMEON.com
651-788-7814



Administrative Assistant
Kelli Redington
admin@NEMEON.com
651-788-7810

Just a year ago we were finalizing the plans for our 20th anniversary meeting in Arizona. A year later as I reflect on 2020, all I can do is shake my head. But if you really look at what happened in our segment of the industry you will see some quick thinking and real innovation from all our members.

As essential businesses we had to figure out a completely new way to operate under an ever-changing set of rules. During this time of COVID-19 our main priority is keeping employees and customers safe while incorporating all the other aspects of operating our businesses to maintain the high levels of service that our customers have come to expect and receive from us. We had members sharing their ideas with other members, when one had a good idea it was shared throughout the NEMEON community. Once we had a chance to take a breath, suddenly we were faced with material shortages and extended lead times. To say 2020 was a challenging year would be an understatement.

The pandemic has forced us to re-think the annual meeting, the 2021 meeting has been switched to a virtual meeting, we have plans to meet face to face the following year in Orlando Florida. The NEMEON team is in the

final planning stages for the meeting and are excited that we will be able to provide the traditional face to face meeting like we have had in the past. There will be a joint session with ITR Economics along with a short member meeting.

With all of that said, we were some of the more fortunate business during the pandemic. Many businesses were forced to shut down, quite a few have not re-opened yet, and some have closed for good. The holiday season is a time to celebrate with family and friends. Of course, as we think about our giving this year, our thoughts turn to those who are not as fortunate as us. This is the time that many of us give back to the community in many ways, and I would like to recommend that we all do a little something extra this season.

I want to wish everyone a great holiday season and the best for the new year.

As essential businesses we had to figure out a completely new way to operate under an ever-changing set of rules.



Wishing you happiness, joy, and cheer.
May all your days be warm and bright,
And your nights enhanced by holiday lights.

- Anonymous

Simply put, cloud storage is online file storage. Instead of keeping your files on your local hard drive, external hard drive, or flash drive, you can save them online. Why would you do that? Several reasons! No more worrying about your drive failing or your computer crashing; you might want to use the cloud to access your work files remotely or securely share important files with colleagues behind a password and encryption. There are many reasons to use cloud storage, and now it's easier, cheaper, and more effective than ever. You've probably heard of Microsoft OneDrive or Google Drive. These are some of the most popular cloud storage services and have basic plans that are free of charge.

How Cloud Storage Works

When you upload a file to the internet, and that file is there for an extended period, it's considered cloud storage. The simplest type of cloud storage is uploading something to a server and having the ability to retrieve it again should you want to. Most cloud storage services let you upload all types of files: videos, pictures, documents, music, etc. The way you upload and access the files can vary from service to service, so you may need to do a little research to see which one will work best for your organization.

Cloud Storage vs. Cloud Backup

NEMEON uses a combination of cloud storage and cloud backup utilizing Microsoft OneDrive, Microsoft SharePoint, and Barracuda to ensure files are both safe and accessible. Both types of storage work similarly and have a similar result: the files are stored online. But there are

two completely different reasons to use these services and knowing how they differ is important so that you know which one to choose for your own situation.

To keep it simple, think of Cloud Storage as an exact active copy of the files on your local computer. When you access and edit a file, the service synchronizes those changes to the cloud. Cloud Backup, on the other hand, is a 'snapshot in time' of the local files, which is sent to the cloud on a schedule: once daily or weekly, for example. Meaning that you can make changes to those files, but the changes are not sent to the cloud until the next scheduled backup.

The Microsoft OneDrive and Google Drive marry those two services in an interesting way. They both synchronize your files to the cloud as you edit

them, but they also keep the older versions of the file so that you can roll back any changes to a previous moment in time. They both do this very well, entirely behind the scenes, making it an appealing way of utilizing the cloud.

NEMEON takes this one step further by adding the Barracuda service to our Cloud Backup routine. This takes a 'snapshot' of the company data incrementally throughout the day so that we have several levels of redundancy to our data.

There are many options available when it comes to cloud storage and backup! If you're interested in learning more, feel free to reach out, we're happy to help in any way that we can.

What is Cloud Storage and Should You Use It

Need some technical answers or have and idea for a podcast topic?

**Contact John Reynolds at
jreynolds@nemeon.com or
651-788-7814.**





In Memory of Keith Jones - Chatsworth, CA

We are deeply saddened to announce the passing of our friend and founder Keith Jones.

Keith slipped away on Saturday, November 14th from complications following heart surgery.

The roofing industry has lost one of its most influential independent distributors. Forty-one years ago, Keith started JB Wholesale Roofing and Building Supplies Inc., building the business from his garage into a successful 11 location company serving hundreds of contractors across Southern California. Keith will always be remembered for his kind heart and warm smile as he has done so much for so many over the years. An avid deep-sea sport fisherman, he competed vigorously, winning many trophies. He is survived by his wife Karen, his son Brian, daughter Debbie and grandsons Brock and Cannon.

Services will be held online. Please look for details on the company website at www.jbwholesale.com.

In lieu of flowers please consider a donation to one of these charities.

Wounded Warrior Project

PO Box 758516

Topeka, KS 66675

www.woundedwarriorproject.org

City of Hope

1500 East Duarte Road

Duarte, CA 91010

www.cityofhope.org/giving/give-now



21524 Nordhoff St.
Chatsworth, CA 91311
www.jbwholesale.com



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

LionGUARD University is available for you and your team at no charge! Preferred Vendors are able to offer courses as part of their annual sponsorship. This is a great resource for you to have your entire team learn about the products you sell. In addition, LGU offers courses on compliance and professional development training.

What would you like to learn today?

I would like to learn about [Preferred Vendor Training](#) focused on [All Subjects](#)

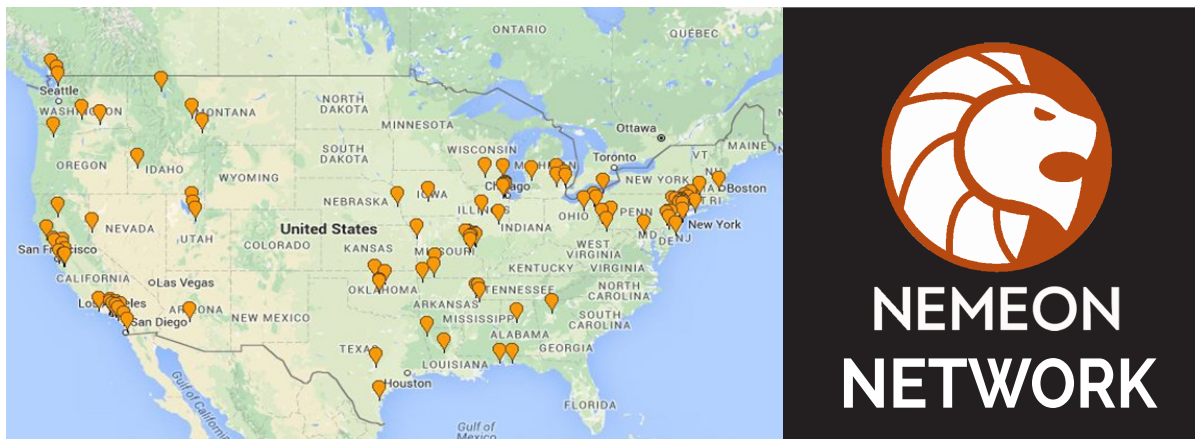
Preferred Vendor Training

Browse all of the Preferred Vendor Training subjects below.

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

**An Easy-to-Use
Waterproofing Coating
Suitable for a Variety
of Applications:**

- Vehicular Decking Systems
- Pedestrian Decking Systems
- Shower Pan Liners

Gaco™

GacoFlex U91

SINGLE-COMPONENT MOISTURE CURE POLYURETHANE

- Saves Preparation & Clean Up Time
- Durability
- Chemical & Abrasion Resistance
- Waterproofing

Gaco.com | 800.456.4226

Gaco is a Firestone Building Products Brand
© 2020 Firestone Building Products Company, LLC. All Rights Reserved.

WILLARDS

WHOLESALE
ROOFING CO., INC.

"Since 1965"

Willard's Wholesale Roofing has been providing quality roofing products and services since 1965. Started by Warren "Red" Willard and JoElla Willard in downtown Oklahoma City, Willard's is now owned by Gerald, Carol, Michael, and Dax Cavener. Gerald started working at Willard's in 1970 as a delivery driver and warehouse man. In 1980, Gerald and Carol bought the company from his step-dad Warren Willard, who passed away a year later. Michael and Dax Cavener have been employed at Willard's for over 25 years, starting out as roof stockers and delivery drivers before becoming inside sales staff.



building high-end condominiums around us and eventually offered us a trade. They would build our building, put up fences, and do all the concrete work on our new land in exchange for our property on 4th street.

We opened for business in May 2007 at our current location on Bryant Avenue. It was a big improvement from our previous location as we moved from .96 acres of land to our current 4-acre property.

In 1989, it became clear that it was necessary to look for a larger location with more office space. We found a place four blocks north on 4th street, and in 1993, we started building a new store. It was timely, as Bricktown was starting to boom, and we would not have been able to continue to operate at our old store. At the new location, we had the best view of downtown Oklahoma City and survived the Murray Building Bombing that happened six blocks away.



For over 50 years, Willard's Wholesale Roofing has been a staple in Oklahoma City, OK and the surrounding communities. We are a family and locally owned and operated business. Our sales staff is experienced and knowledgeable about the products we carry, including roofing equipment and supplies, lumber, shingles, wood products, skylights, and industrial lighting. We are committed to providing the highest quality products, workmanship and customer service. We operate with integrity and provide one-on-one customer attention to get the job done and done right!



In 2006, we started looking again for land to build a future location. But, as luck would have it, there was a change of plans. Triangle Group started



BROWN & JOSEPH

ALTUS

RECEIVABLES MANAGEMENT

On October 30, 2020, Brown and Joseph / Altus acquired the Commercial Receivables business unit of Hunter Warfield.

Hunter Warfield Commercial is an important strategic addition to the Brown and Joseph / Altus business. As part of this transaction, nearly all Hunter Warfield Commercial employees will transition to the Brown and Joseph / Altus team. Staff currently supporting Hunter Warfield clients will remain in place, including collectors, sales and administrative personnel. We are expecting no or minimal disruption to existing processes.

Brown and Joseph, headquartered in Itasca, IL, provides the most comprehensive suite of accounts receivable services to the property and casualty insurance industry.

Altus Receivables Management, headquartered in Kenner, LA, provides commercial accounts and receivable services across multiple industries, including technology services, transportation and logistics and credit insurance.

The combined Brown and Joseph / Altus company has over 300 team members across 9 U.S. locations. Service offerings include traditional third-party collections, legal escalation, first party services, credit reporting and management of complex international credit insurance contracts.

Brown and Joseph / Altus is powered by ARM Strong™, the industry's most advanced data analytics system. The client portal provides best-in-class client reporting. In addition, Brown and Joseph / Altus also provides the industry's leading information security and compliance infrastructure.



ETERNABOND

COMMERCIAL ROOFING

Your *Trusted* Solution to Eliminate Roof Leaks!

- EternaBond® RoofSeal™
- EternaBond® RoofSeal PLUS®
- EternaBond® DoubleStick™
- EternaBond® Webseal®
- EternaBond® AlumiBond™
- EternaBond® CopperFlash™
- EternaBond® EternaPrime®
- EternaBond® EternaClean™

Learn more at www.hbfuller.com/construction.
1-800-248-4010



OL' SPARKY

GENUINE POWER

THE ROOFMASTER GENERATOR WITH 12,500 WATTS OF CONTINUOUS POWER

The Roofmaster Generator is powered by a 20HP Honda GX630 and has an output of 12,500 Continuous watts. Ol' Sparky sits on a standard Roofmaster NFL wheel kit and the HD lifting eye makes for easy transfer from ground to roof. This easily serviced Generator will be a long lasting power source on your jobsite from day one while allowing you to operate two automatic welders simultaneously with our Spider Box.

SINCE 1952
ROOFMASTER
PRODUCTS COMPANY
WWW.ROOFMASTER.COM / 800.421.6174

Airtite Window & Door Co., Inc.
 Aloha Roofing
 Al's Roofing Supply Inc.
 America Roofing Supply
 American Roofing Supply and Building Products
 American Builders Supply Inc.
 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 Company
 Camco Roofing Supplies Inc.
 Capital City Roofing Supply
dba P&W Roofing Supply
 Capstone Building Products
 Carolina Atlantic Roofers Supply
 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 Building 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 / Leksuco 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 Rfg & Bldg 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 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
 Roofing & Supplies, Inc.
 Roofing Products of Michigan Inc.
 Roofing Siding Windows of Iowa
 Roofing Tools & Equipment Co.

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
 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



NEMEON

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
Wholesale Building Materials
"What you want...when you need it."

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 CORRUGATING CO.
BADGER QUALITY
LUMBER SUPPLY
SHEWAN WISCONSIN

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



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



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



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



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



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



Lumbermen's
INCORPORATED
"An Employee Owned Company"

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




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



PALMER DONAVIN

Palmer-Donavin Mfg. Co.
www.palmerdonavin.com
Ron Calhoun (614) 486-965
ron.calhoun@palmerdonavin.com

States Serviced: OH, IN, Western PA, Northern KY, Southern MI

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

Air Vent
 Alsco
 APOC
 Atlas EPS
 Atlas Roofing
 Benjamin Obdyke
 Berger Building Products
 Best Quality Cedar Products, Ltd
 BILCO
 Boral Building Products
 Atlantic Shutters
 Mid-America
 Tapco Tools
 The Foundry
 Versetta Stone
 Wellcraft
 Grayne Products
 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

Duraflor - IPEX USA/Canplas
 EagleView Technologies
 EcoStar LLC
 Epicor
 FCS Control
 Fabral
 Flamco
 Flashco Manufacturing
 Franklin International
 Gaco
 GAF Materials
 GenFlex Roofing Systems
 Geocel
 Gibraltar Building Products
 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 BizUnit
 Ace Hardware
 ADP
 Acquire4Hire
 C2C Resources
 CardConnect
 Constant Contact
 Esso
 Exxon Mobil
 Ferrellgas
 Global Payments
 Lamprey Systems
 Industrial Fleet Mgmt.
 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
 Werner
 Worth Supply LLC



NEMEON

Preferred Vendor Committee



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



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



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



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



Rick Fogye
 Arrowhead Building Supply
 636-970-1976
 rickp@arrowheadbuildingsupply.com

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

Optimism Amongst the Gloom and Doom

Planning your sales and operations budgets for 2021 is proving to be one of the more difficult tasks the pandemic has dumped on us. Early on, no one correctly predicted how 2020 would turn out. Based on that track record, good luck with your 2021 guesstimates. Adding to the intrigue was the massive difference in pace of the commercial and residential roofing markets.

It is safe to say the commercial roofing market did not enjoy the massive growth that powered the residential shingle market. Extended lead times, manufacturer-imposed allocations and price increases were nowhere to be found on the low slope side of things. Most of the discussions in the middle of the year dealt with major shifts forecasted for commercial building usage. Ongoing debates about the future of existing office, hotel, and retail inventory as well as new projects. It has not been an overly reassuring time for membrane and insulation manufacturers or our members.

Looking through and hopefully past all this gloom and doom, there appears to be a glimmer of optimism and hope for 2021 and beyond. The commercial roofing manufacturers that I have spoken with recently are reporting a better-than-expected 2020, coming after the huge scare and drop from business in late Q1 and early Q2 of the year. Most predict 2020 will end flat to up slightly versus 2019 in sales volume. This drop-off in year over year shipment growth put an end to one of the longest Bull markets the commercial roofing industry has seen in decades.

I have questioned the manufacturers extensively about their planning process for 2021; what they think will happen and why. While they have guarded optimism for the first half of the year, the uncertainty grows for the back half of 2021. There is a noticeable back log of work in place for many commercial roofing contractors heading into the new year. Architectural activity shows signs of

life. The prospects are split between new and reroofing and varies by region throughout the country. Most manufacturers are forecasting a low single digit growth in membrane and insulation sales in 2021 versus 2020.

Looking through and hopefully past all this gloom and doom, there appears to be a glimmer of optimism and hope for 2021 and beyond.

The fact that there is any optimism is important. The questions raised about the future of how we will work, shop, vacation and educate our kids are yet to be answered. How much of a return to normal will we experience? How long this will all take is still anyone's guess. But we still must plan for the new year. Implementing the difficult lessons learned for

2020 and avoiding the same mistakes in 2021 will be key indicators of success going forward.

While the disparities between the commercial and residential roofing businesses resembles "A Tale of Two Cities", there are opportunities for growth in the low slope side of things in the new year. Let us hope that the prognosticators have a better track record in 2021 than they did in early 2020.

Have a happy, healthy, safe, and prosperous 2021.



Podcast episode #10 now available

Vic highlights the Face to Face software that will be used during the NEMEON Annual Meeting. This podcast will be a good introduction to the virtual face to face process.

Check out this podcast and any other of the previous 9 episodes at:

<https://nemeon.libsyn.com/>

BOSS PRODUCTS
MADE TO WORK

**1st Quarter 2021
10% OFF**

- 400+ colors
- 4" nozzle
- Easy to gun and tool
- Permanently flexible

400 COLORS

- Window & door frames
- Trim and corner joints
- Weathertight seal

360 Sealant

- Minimal expanding
- Window & door frames
- All roof construction openings

399 Silicone

- Glazing sealant
- Adheres to many substrates
- Excellent atmospheric resistance

334 Foam

BOSS offers a wide variety of products, adhesives, foams and industrial sealants.
BOSS technology and quality ensure these products will perform to the highest levels.

ETERNABOND

**REBUILD STRONG.
CHOOSE AMERICAN.**

As an American headquartered business, we are proud to have served our customers with a full line of products for more than 130 years. Looking forward, we believe supporting each other as American businesses has never been more important. It's time to restart the economy, rebuild, and show our strength from within. By supporting each other, we can emerge stronger than ever before. **Join together and choose American!**

www.hbfuller.com/construction (800) 248-4010

H.B. Fuller | Construction Adhesives

Titebond
THE PRO'S ADVANTAGE™

DURAMASTER
HIGH PERFORMANCE SEALANT

- ▶ The First Water-based, Elastomeric with **100%** Joint Movement
- ▶ Windows / Doors / Trim / Siding
- ▶ Stays Flexible / Crackproof
- ▶ Strong Adhesion to Most Building Materials

New

Titebond DURAMASTER
HIGH PERFORMANCE SEALANT

titebond.com / 1.800.347.4583 Technical Service

NEW PRODUCTS

**INTRODUCING
ATLAS ROOF VENTILATION**

TRURIDGE
ROOF VENTILATION

HIGHPOINT
ROOF VENTILATION

Atlas Ventilation is Signature Select* System Warranty Eligible.

ATLAS

AtlasRoofing.com/Ventilation

Gaco

OFFERING SOLUTIONS YOU CAN RECOMMEND WITH CONFIDENCE

Gaco Roof
100% Silicone Roof Coating

100% Silicone that is Ideal for Virtually All Low Slope Applications

Gaco Patch
Silicone Roof Patch

When a Patch Needs to be Permanent

S4200 White
High Adhesion Alternative to Replacing your Weathered Roof

Gaco.com 800.456.4226

Gaco is a Firestone Building Products brand.
© 2020 Firestone Building Products Company, LLC. All Rights Reserved.

Franklin International

Franklin International is among the largest USA privately held and family-owned manufacturers of adhesives, sealants, and glues in the world. We opened in 1935 as the Franklin Glue Company with the first of what would be a long line of sealant, adhesive and glue innovations. Today, Franklin Glue Company is known as Franklin International to reflect our global distribution across 60 countries supplying products primarily under the Titebond brand name.

At Franklin International, we do more than manufacture and sell sealants, adhesives and glues. We solve technical problems, and our solutions improve quality, enhance safety, accelerate manufacturing cycles, cut delivery times and provide the basis for strategic marketing advantages and new product categories for our partnered distributors and their customers. Committed to having the latest environmentally friendly technologies with the highest performance standards, we devote an unusually high percentage of our resources to R&D. That is where defined solutions become



reality and where advances in sealant, adhesive, and glue technology are converted into practical applications.

Franklin integrates its core competency, emulsion polymerization, into a broad product offering. As a vertical integrated company, Franklin International's R&D Center and Polymer Manufacturing Division, designs polymers that become the functioning building blocks of many products. These polymers are specifically formulated to provide exceptional performance features seen in product lines such as Titebond Advanced Polymer Weathermaster Sealants and most recently launched in 2020, Titebond DuraMaster Sealant, the **FIRST** elastomeric water based sealant that has 100% joint

movement. These core products are part of many that service the professional roofing, siding, window, and door industry.

For more information contact:

Marc Sims
614-445-1423
www.titebond.com





Kingspan Introduces New Lower GWP XPS Formula

Atlanta, Georgia, Sept. 30, 2020:

In support of the Kingspan Group's world-wide Planet Passionate Initiative, Kingspan Insulation LLC is excited to announce the phased launch of GreenGuard XPS LG (Low GWP formula). Beginning January 2021, the Kingspan GreenGuard XPS LG product line will be available for markets throughout the United States and Canada that have new hydrofluorocarbon (HFC) regulations. Architects, engineers and specifiers are looking for products that deliver the advantages that XPS brings to construction, but with lower GWP impact to help them achieve their sustainability goals.

Kingspan's GreenGuard XPS LG product line will continue to offer:

- the same green color,
- the same high R-value of 5 per inch,
- the same wide range of compressive strengths including 25, 40, 60 psi.

In North America, the Canadian Government and member states of The United States Climate Alliance have begun to implement regulations limiting the use of HFCs as XPS blowing agents. Kingspan will be fully compliant with these new blowing agent requirements in all affected markets we serve. Kingspan GreenGuard XPS LG products will proudly carry forward our 25+ year history of quality, high performing products at a great value.

As part of the Kingspan Group, the global leader in high-performance insulation and building envelopes, Kingspan Insulation LLC is committed to sustainability and combatting climate change

as demonstrated by our Planet Passionate initiative, which includes the goal of Net Zero Carbon by 2030 (<https://www.kingspan.com/us/en-us/news/planet-passionate>).

Kingspan Insulation LLC, headquartered in Atlanta, GA, is a leading manufacturer in energy-efficiency and moisture-management products, offering high-performance insulation, building wraps and pre-insulated HVAC ductwork.

Kingspan Insulation LLC is part of the Kingspan Group plc., one of Europe's leading construction product manufacturers. The Kingspan Group was formed in the late 1960s and is a publicly traded group of companies headquartered in Kingscourt, County Cavan, Ireland. Kingspan Group has manufacturing, distribution and commercial operations throughout Europe, North America, Australia, Asia, the Middle East and other locations across the globe.

For more information, please contact:

Tel: 1-800-241-4402

Fax: 678-589-7325

email: info@kingspaninsulation.us

Website: www.kingspaninsulation.us





UNITED ASPHALTS

NEW PRODUCT!

ENDURAFlex HT SEBS





NOW SHIPPING NATIONWIDE!

When your Built-Up jobs demand the absolute best, choose United Asphalts ENDURAFlex HT SEBS Modified Asphalt. Amazing elastic recovery, tensile strength, resistance to UV degradation and superior adhesion.

- Extreme Performance**
ENDURAFlex HT SEBS can stand up to the harshest weather conditions including hail and extreme heat
- No New Equipment**
Unlike some modified asphalts, ENDURAFlex HT doesn't require expensive jacketed kettles



UNITED ASPHALTS

www.unitedasphalts.com
800-466-5431



FAMILY OWNED AND OPERATED SINCE 1964





The Mark of Quality



Manufactured and assembled in the USA




Sorry we won't see you in person at the February 2021 meeting. We will be participating in the virtual meetings. If we can be of any assistance, please call us at 1-800-VAN-MARK

We are here from 8 AM to 5 PM EST Monday to Friday

For more information, visit www.van-mark.com



WEATHERBOND ROOFING SYSTEMS

EPDM



TPO



PVC



- Residential & Commercial Material Warranties
- Educational Resources

Single-Ply Simplified

www.weatherbondroofing.com

© 2019 WeatherBond. WeatherBond is a trademark of WeatherBond.





Fields of diamonds
Glisten on frozen meadows
Perfect snowshoe day

-Bette A. Stevens



In roofing, there are many decisions, but really only one choice.

CertainTeed
SAINT-GOBAIN

Business software for your industry

..... 

EMILY ETHINGTON
Senior Sales Jedi
eethington@dmsi.com
402.330.6620 (e) 120



..... VISIT US AT DMSi.COM

The Strongest Grip in Residential Roofing.

WIP GRIP
WATER & ICE PROTECTION | PREMIUM SHINGLE UNDERLAYMENT

Premium Shingle Self-Adhering Roofing Underlayment



2020
INTERNATIONAL ROOFING EXPO
BEST
RESIDENTIAL PRODUCT

CARLISLE
WIP PRODUCTS

888.717.1440 • www.carlislewip.com

Why Huttig

Everything you need
Only national distributor of doors, millwork, building materials, & fasteners

Easy
Same truck, same delivery schedule, same (single) invoice

Expertise
Developed & supported by industry experts



HUTTIG
BUILDING PRODUCTS
Constructive Solutions Since 1885

www.huttig.com

