

THE ROAR

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

December 2021

A Letter from the Chairman of the Board

Dear NEMEON Partners,

2021 will soon be in our rear-view mirror. A year fraught with new and unique challenges for our members and preferred vendors alike. But a year full of opportunity for the Independent always willing to go the extra mile to further cement customer and vendor relationships that are measured in decades (and in some instances generations). Our 3rd quarter Year-To-Date NEMEON results confirms our membership has responded to the challenges and are being justly rewarded for the blood, sweat, and tears we have all shed.

As the year has progressed more signs of normalcy have slowly returned in our country. In the previous update we celebrated the beginning of fall and a full slate of athletic events replete with sold-out stadiums. Not as glamorous, but just as exhilarating, in October your NEMEON Board of Directors had an in-person meeting for the first time since 2019. In normal years, we conduct 11 virtual meetings, one fall in-person meeting, and one all-day meeting the day prior to our Annual Member Meeting. Not surprisingly our in-person meetings are clearly the most productive and fulfilling. In this case our primary agenda item was revisiting our 2019 Strategic Plan. You will be pleased to know after two years we (NEMEON staff and YOU!) have accomplished 75% of that plan. Therefore, we have identified new initiatives that our staff is diligently exploring and implementing. Sitting around the conference table at the conclusion of our two-day meeting each member spontaneously shared how good it was to be back. To agree and disagree face-to-face, the opportunity for talking points to continue during mealtime and a beverage. Clearly, this meeting was exceptionally productive as well as therapeutic. If the last two years have taught us anything, it is that you don't truly appreciate many opportunities until they are taken away.

I share this with you to encourage you to register and attend NEMEON PROSPER – our 2022 Annual Meeting in Orlando February 28th to March 3rd. As successful as our 2021 Virtual Meeting was, everything is relative, and the BOD's recent experience outlined above serves to highlight this fact. Our staff has been working tirelessly to make PROSPER live up to its name and we look forward to sharing our new initiatives with you. More importantly, we look forward to seeing each of you and learning from one another face-to-face (literally). We have a lot to catch up on!

PROSPER 2022!



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Each year right about this time I sit down to write this note and reflect on how the year has flown by. I'm always amazed how quickly the years seem to pass as I get older. That has not been the case recently, these last two years have been vastly different. It has been a maze of sorts that we all have navigated in our own ways while trying to maintain some semblance of normalcy. For many, this holiday season will be the first time that family members will see each other since the start of the pandemic. The same holds true for the NEMEON family. The last time we were together we were celebrating our 20th anniversary and now when we meet again for the first time, we will be celebrating our 22nd year as an organization. I look at these meetings as a family reunion. We are the largest group of independent roofing and siding distributors in North America, and it is always an event when we are able to get this large group together. I hope that you are looking forward to meeting in person once again to catch up and share what has been going on over the past two years.

After having to cancel three in person meetings, one annual and two next-gen, we are finally going to be getting together in Orlando and I can't be more excited. We have a great meeting

planned, the agenda is packed with some of your favorites like ITR Economics and David Levy. Along with our past favorites we will be hearing from a new Keynote speaker Peter Blank. You can find Peter's bio in your registration packet. Expect something different in a new evening format reconnecting with old friends and creating new relationships. The entire NEMEON team is excited to see you at the Omni Champions Gate in late February. The meeting registration is still open but will close soon, so if you haven't registered yet, please do so. Our next step will be arranging the face-to-face meetings and setting up the schedules. If you have any questions, please reach out to any of the team members.

I hope that you are looking forward to meeting in person once again to catch up...

I want to wish everyone a happy and healthy holiday. I'm looking forward to seeing everyone at the 2022 NEMEON Annual Meeting (family reunion) in Orlando this coming February. I also want to remind everyone that great things can be accomplished when we are working in conjunction with our preferred vendors and always keeping the NEMEON mantra of "shifting the share" whenever possible.



Windows 11 was released by Microsoft on October 5th. This means that Windows 10 is slowly on the way out. That doesn't mean that the older operating system is obsolete or will stop working just yet. In fact, "at least one version of Windows 10 will run through October 14, 2025", said John Cable, vice president of program management at Microsoft, in a November blog post. One would imagine it will be the Pro or Business version, but it could be all. So, do you have to make the switch to Windows 11, and will your Windows 10 computers stop working after Microsoft pulls support? Here are some answers to these great questions.

The quick answer to the first question, in my opinion, is that you should be positioned to have all equipment running on the new version prior to the deadline of October 2025 because, after that time, Microsoft will no longer provide security patches or feature updates for any Windows 10 edition. No security patches or updates leaves all computers still running Windows 10 vulnerable to viruses and hacks. So, simply put, you'll still be able to use your Windows 10 computer the same way you have, but I wouldn't recommend it.

This move to a new Windows version is no big surprise; Microsoft has a long-established Fixed Lifestyle Policy for most of its products, lasting around 10 years. Windows 10 was released in July 2015, so its 10-year life cycle will end by October 2025. As expected, though, the upgrade will be offered as a free upgrade to Windows 10 users.

What we *didn't expect*, and have never really seen before, was Microsoft's list of minimum hardware specifications required to run the new version. This is critically important because the requirements are so aggressive that even computers built as recently as 2019 may not be able to run Windows 11. This is because Microsoft is taking advantage of **new security technology** that relies heavily on very new hardware. What that means to you is that you will very likely need to upgrade a lot of your hardware before you can upgrade to Windows 11.

Windows 11 is Here - Now What?

So, what's the difference between Windows 10 and Windows 11, anyway?

Besides the new security that I mentioned above, Windows 11 comes with a new visual design and several new features that aim to make navigating your way around the computer easier, whether for personal use, work, or both. Here are some of the biggest changes that the end user will notice:

- A new, more Mac-like interface: Windows 11 features a clean design with rounded corners, pastel shades and a centered Start menu and Taskbar.
- Integrated Android apps: This has been something windows users have been waiting on for some time. Android apps are supposed to be coming to Windows 11 and installable from within the new Microsoft Store via the Amazon Appstore. No more running an Android simulator to use Android apps on your desktop!
 - Microsoft Teams integration: Teams is getting a face-lift and will be integrated directly into the Windows 11 Taskbar, making it easier to access. You'll be able to access Teams from Windows, Mac, Android, or iOS. This will make collaborating with people in your business life and personal life much easier.
- Better virtual desktop support for multi desktop users. I have not used this feature yet but supposedly it will allow smooth transition from personal, work and even gaming desktop setups.
- Easier transition from monitor to laptop, and better multitasking: The new OS includes features called Snap Groups and Snap Layouts -- collections of the apps you're using at once that sit in the Taskbar and can come up or be minimized at the same time for easier task switching. This is one of my favorite features. Windows realizes when you are using two windows at the same time and allows you to unminimize them together.

- Widgets: While they've been around for a while, including in a recent Windows 10 update, you can now access widgets directly from the Taskbar and personalize what they show. Nothing too amazing here and I find I often need to hit the refresh button to get the most up to date information on stocks, weather, and news.

So, the good news is that you have a couple of years before you really need to be concerned about the change from Windows 10 to Windows 11, but you need to keep in the back of your mind that the change is coming and you will probably have a great deal of equipment that will not run Windows 11, so even though it is free it will come at a cost.

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

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

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*Thank you to all our Preferred Vendors,
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Investing in our partner sponsorships provides a variety of benefits. If you would like more information on upgrading your sponsorship for 2022, please contact Andi Voelker at 651-229-6455 or avoelker@NEMEON.com



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SAINT-GOBAIN

I can hear the collective sigh of relief as 2021 ends and we look forward to 2022. A big question is how quickly things will return to “normal” in the commercial roofing business. Unfortunately, what I am hearing from my contacts on the manufacturing and contractor side is not pointing to a return to “normal” anytime soon. It is sounding more like “normal” could be sometime in 2023. And very few people have any idea what “normal” will look like when or if it returns.

It is doubtful that anyone saw what was coming in 2021 before the year started. Most of the pundits were calling for 2021 to be a down year. The only question was how far off the year would end up. The predictions for the future of the commercial roofing business were filled with doom and gloom. I wrote about some of the issues the industry was facing in this space several times last year. The future of retail, hospitality, office space, schools and numerous other commercial properties was in question. Other than the need for additional warehouse space, a lot of the other types of buildings were seen as over built and not needed going forward. Working and learning from home with most, if not all, your needs delivered to your door were quickly becoming the new normal. The future is going to be vastly different from the past we were told by expert after expert. One major problem with this prediction, not everyone can work or learn from home.

Something else was going on in many parts of the country during the last half of 2020. Backlogs for commercial roofing work were strong heading into the year before the pandemic hit. Shutdowns, restrictions, and numerous other requirements were enacted to varying degrees in various parts of the country. This severely limited or slowed the work that was already on the books and limited the amount of product produced in many manufacturing plants. As soon as the restrictions were eased, the work ramped up quickly. In the end, 2020 turned out to be not a bad year for commercial roofing and we entered 2021 with additional sizeable back logs. It appears the pundit’s predictions were not only wrong on what

was happening in the industry, they were not even close.

We know what happened next. Supply chain backlogs, plant shutdowns due to weather conditions in the Spring, worker shortages, product stuck on ships or in ports severely hampered the flow of roofing materials as well as job site production. Next came the extended lead times to unheard levels. Lead times went from weeks to months to sometime next year...maybe. And least we forget, multiple and I mean multiple, price increases. Where are the prognosticators when you need them?

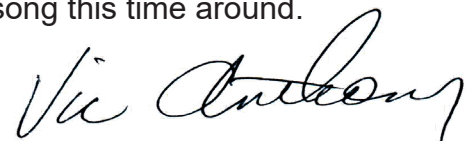
What can we expect to see from the commercial roofing industry in 2022? I have talked to our preferred vendors and other contacts and heard a curious consensus on the outlook for the year.

To quote a line from Herman’s Hermits 1965 hit “I’m Henry VIII, I am” 2022 will be along the lines of “Second verse, same as the first.”

Extended lead times show no signs of improvement. Cost pressures will continue to fuel price increases as more orders will chase limited product

supply. The search for alternative products and application technics continues. Look for continued growth in roof coatings. It looks like the folks that wanted their roofs replaced last year still need a new one this year. New commercial buildings will continue to be built, and not just warehouses for Amazon. The result is that there is more commercial roofing business than material to install and the people to do the installations. There is some new manufacturing capacity scheduled to come online during the year, but not enough to quickly fix the extended lead time problems.

The challenges in 2022 will be like last year. How will you keep your customers happy, your employees from burning out, and make a profit that reflects the amount of effort and risk your business requires. One key difference between 2022 and last year, at least we now know the words to the song this time around.



Second Verse,
Same as the
First



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?

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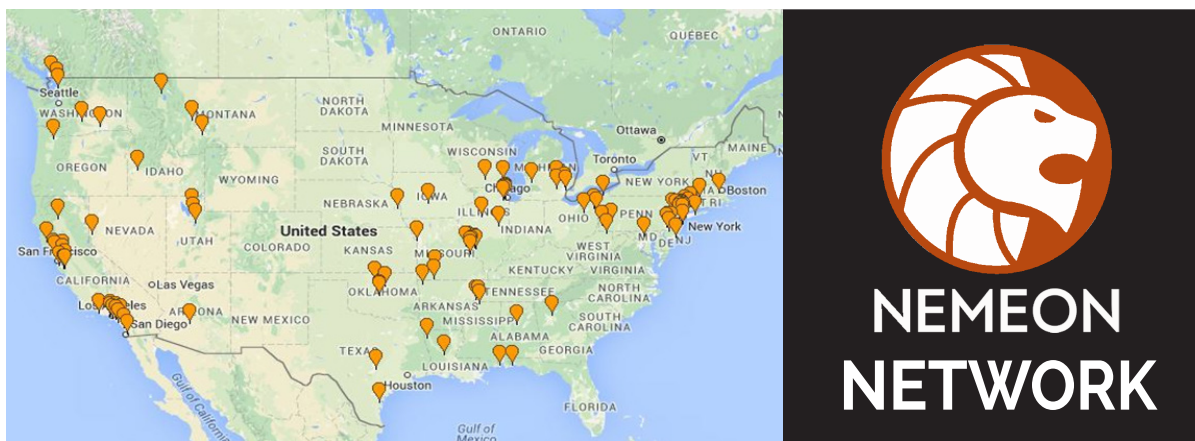
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The NEMEON Cooperative provides its membership with a fully administered digital signage program for use in their showrooms. Digital signage is a great tool for increasing customer engagement, showing current product specials, acknowledging outstanding 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!

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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: As of 2017 LionGUARD University is offering a new training resource. 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.



PASSAIC METAL & BUILDING SUPPLIES CO.

Pampco Metal & Building Supplies is a New Jersey based wholesaler and manufacturer of building supplies, with roots dating back to 1911. We carry a wide range of building materials that includes sheet metal, roofing, siding and HVAC products.

We excel in spiral duct systems and architectural roofing products used in new buildings and historic restorations. Our founder, Max Gurtman, was a tin knocker who ran one of the first union shops in New Jersey. As the shop grew, he started supplying some of the smaller shops with materials, which led him to open Passaic Metal. His son Lawrence Gurtman founded PAMPCO in 1933 as a sheet metal wholesaler and distributor. We expanded again in 1973 when his sons Frank and Alan took over and added roofing and siding products for both residential and commercial markets plus prefabricated sheet metal and accessories. New locations were opened in Andover, N.J. and Fishkill, N.Y. Frank and Alan worked side by side until Alan passed away in 2001. Finally, Frank's son, Scott joined the team.

Today, PAMPCO operates seven companies and has expanded its product offerings to include HVAC equipment, fireplaces, and tapered roofing services. Customers prefer us because we have one of the largest inventories with a tremendous

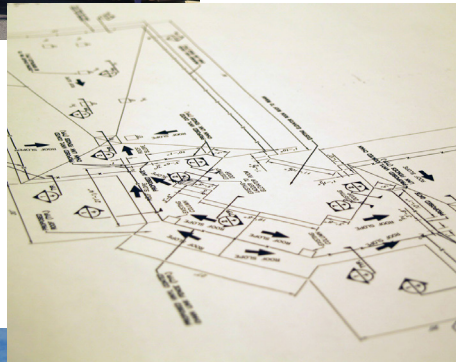
staff. We operate a complete fleet of trucks, including cranes, booms and moffetts. Despite our large operation we give individual service from the CEO on down, unlike our huge competitors. Our people are the most professional and service-oriented in the industry and provide solutions with genuine, enthusiastic service.

Our state-of-the art computer system links all branches on a real-time basis. combined with our in-house truck fleet, we replenish each branch on an over-night basis. With over 30,000 SKUs in stock, we can stisify all our customers' needs and even supply those hard-to-find items. To stay in the forefront of the latest technology, our tapered roofing plan/spec departments

have the capability to supply and drawn tapered roof drawings and service customers with a complete package, from estimating to the finished product delivered to the job site.

We have now been in business for over 100 years and the fourth generation, Scott Gurtman, is ready to take over the business with plans to open two or three more regional operations.

Visit our website at www.pamco.com.



Mind the Gap

Five Overlooked Tips for Managing Small Business Costs

Anyone who owns or manages a small business knows how hard it is to keep track of all the little expenses that can really add up at the end of the year. With so many things to worry about, we've created this helpful list of five common areas you can dig into to trim expenses and help you be the hero of your small business. The best part is you've got access to all of them and more, helping you save thousands of dollars annually and dropping more to your bottom line. Here's our top ten list:

5 – Credit Card Processing – Many small businesses take the path of least resistance and work with an off the shelf credit card processor or their local bank, which results in paying processing fees that are not negotiated and eat into your profit margins. Partnering with a credit card processing company who can work on your behalf will save you thousands of dollars annually in fees.

4 - Fuel Cards – If you manage a fleet, or have employees who travel extensively, you should consider a fuel card program. In many cases these programs can save up to .15¢ per gallon. Think about the miles driven annually and the savings can really add up!

3 – Uniforms – You never have a second chance to make a first impression. Ensuring your team always looks polished and at their best is one way to help differentiate your small business. And you'd be surprised how affordable it can be to work with a full-service uniform program.

2 – Payroll & HR Services – Wearing lots of hats means you are probably managing payroll, compliance, and HR. Take the burden off you and work with a company that has partnered with hundreds of thousands of small and mid-size businesses like yours to help you better manage your cash, your people, your risk, and most importantly your time.

1 – Office Supplies – The average small business is overpaying on commonly used items like sticky notes, pens, paper, and ink. Without a negotiated discount, do you know you are getting the best deal? Believe it or not, you might be overpaying to tune of thousands of dollars annually.

So, what are you waiting for? Getting started is fast, easy, and **FREE**. Our average member is saving up to \$14,000 annually using the exclusive savings we've made available to you. Let's get started by visiting your **NEMEON Savings Page** or contact a Savings Consultant at info@savings4members.com or 844-346-3746.

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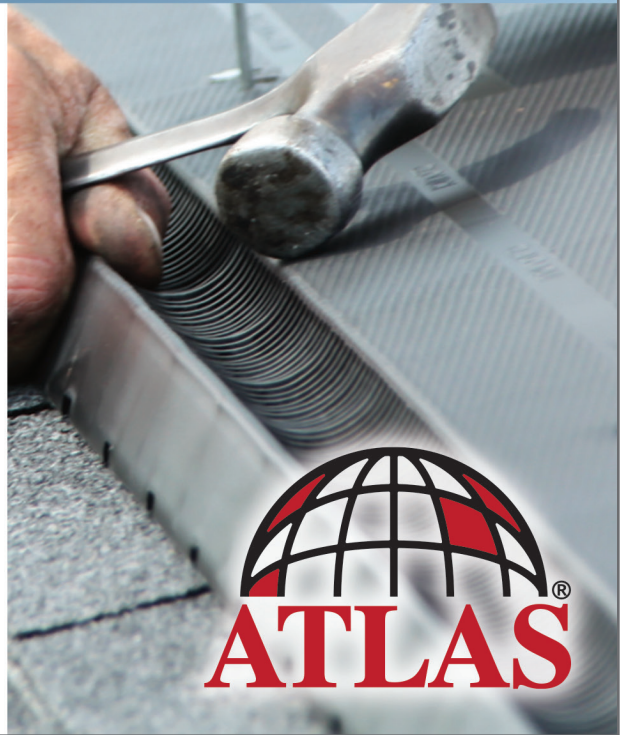
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 CA Shingle & Shake Company
 Camco Roofing Supplies Inc.
 Capital City Roofing Supply
dba P&W Roofing Supply
 Capstone Building Products
 Carolina Atlantic Roofers Supply
 Cedar Grove Building Products
 Central Siding Supply Inc.
 Christian Building Materials Inc.
 Commercial Roofing Products
 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.
 Hawkeye Distribution, LLC
 Honsador Lumber
 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
 McDonald Metal & Roofing Supply
 Messco Building Supply
 Metal Roofing Systems
 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.
 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-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
ALWAYS BEST
KENOSHA 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, 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



CAROLINA ATLANTIC

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

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

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
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



WAUSAU
SUPPLY COMPANY
Innovation in Distribution

Wausau Supply Company
www.wausausupply.com
Ken McLaughlen(800) 236-1528
ken.mcglauhlen@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 Molded Products
 Atlas Roofing
 Benjamin Obdyke
 Berger Building Products
 BILCO
 Boral Building Products
 Atlantic Shutters
 Kleer Lumber
 Mid-America
 Tapco Tools
 The Foundry
 Versetta Stone
 Wellcraft
 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
 EcoStar LLC
 Epicor
 FCS Control
 Fabral
 Flamco
 Flashco Manufacturing
 Franklin International
 Gaco
 GAF Materials
 Geocel
 Gibraltar Building Products
 H.B. Fuller Construction Adhesives
 Henkel
 HIAB USA (Cargotec)
 Hunter Panels
 Hunter Warfield
 Hussey Copper
 Huttig Building Products
 IKO Roofing
 Karnak
 Kingspan
 Linzer Products
 LOMANCO
 Makita Tools
 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



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 219-696-6621
 alan@hoppersupply.com



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 503-390-5511
 jay@dealerssupply.com



Brandon Riddle
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 949-347-7444
 brandon@southcoastshingle.com



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



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THE YEAR**



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*SureNail® Technology is available only on Owens Corning Duration® Series Shingles. SureNail® Technology is not a guarantee of performance in all weather conditions. For patent information, please visit www.owenscorning.com/patents THE PINK PANTHER™ & © 1964–2021 Metro-Goldwyn-Mayer Studios Inc. All Rights Reserved. © 2021 Owens Corning. All Rights Reserved.

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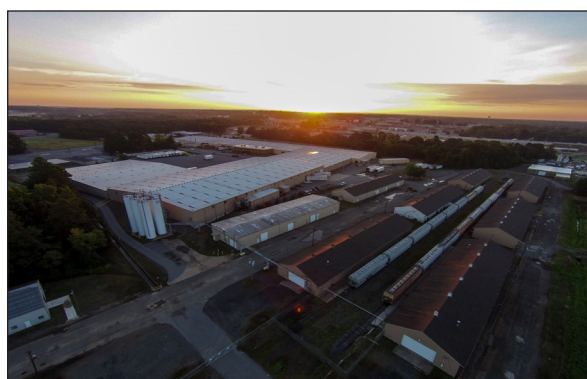
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The beauty of natural slate & shake roofing.
The durability & superior protection of a synthetic.



As our historic 75th year in business at Lomanco draws to a close, we would like to thank the NEMEON cooperative and members for their support in making 75 years possible.

Lomanco has been producing quality ventilation products since 1946 — it's what we know and do best. From our classic line-up of gable vents, slant-back roof vents, and the iconic Whirlybird® turbine vent, to our newest low-profile ridge vents and roof jacks, Lomanco has you covered.



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Eliminate the hundreds of dollars spent to post on each job board



Solve for scattered emails lost in inboxes



Streamline hiring across locations

✓ Create job posts in minutes

- Recommended job templates and salaries
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✓ Post jobs across the web with a single click

- Jobs instantly added to top Job Boards
- Career Page automatically populated with open jobs

✓ Manage applicants all in one place

- Multi-user applicant tracking system
- Custom hiring workflows
- Automatic courtesy emails to applicants

A single solution to distribute job posts across the web and manage applicants all in one place

The screenshot shows a dashboard with a table of job listings. The table has columns for Posted, ID, Title, Location, Views, Submitted, Incoming, Candidates, and Status. A central hub diagram shows a magnifying glass icon connected to logos for Indeed, SimplyHired, jobrapido, adzuna, careerJET, LinkedIn, and Google.

Posted	ID	Title	Location	Views	Submitted	Incoming	Candidates	Status
2		Director of Marketing for New Business Ventures	Manchester, NH	265	24	0	1	Paused 2-11-2018
		UX/UI Designer	Manchester, NH	152	6	5	0	Paused 9-12-2018
		UX/UI Designer	Manchester, NH	75	6	0	0	Paused 12-4-2019
		UX/UI Designer	Manchester, NH	212	32	30	1	Paused 4-30-2019
		UX/UI Designer	Manchester, NH	0	0	0	0	Paused 6-14-2019
		UX/UI Designer	Manchester, NH	109	8	0	0	Paused 10-27-2019
		UX/UI Designer	Manchester, NH	1	1	0	0	Paused 10-28-2019
		UX/UI Designer	Manchester, NH	1	0	0	0	Paused 10-29-2019
		UX/UI Designer	Manchester, NH	4	0	0	0	Paused 10-29-2019
		UX/UI Designer	Manchester, NH	0	0	0	0	Paused 10-29-2019
		UX/UI Designer	Manchester, NH	1	0	0	0	Paused 10-29-2019
		UX/UI Designer	Manchester, NH	3	0	0	0	Paused 10-29-2019

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