

# THE ROAR

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

June 2020

## A Letter from the Chairman of the Board

Dear NEMEON Partners,

- Mitch Cawley

Distracted? Me too. The 24-hour news cycle hyped up by social media will do that to you. I won't even attempt to discuss the "Big News" of the day as it will likely be replaced several times over by the time you receive this issue of "The Roar." To be honest, I truly hope that will be the case this time. Surely it can't get any crazier or worse than this....., but you know what they say about being careful what you wish for.

Thankful? Absolutely. I imagine you are too. One of my senior truck drivers just came into my office to catch up. His DOT physical is coming up for renewal. As you all know, this can be an anxious time for many of our older professional CDL drivers. He loves his job, and he told me how thankful he is that we are an "Essential" business and how busy we have remained. It warmed my heart and reinforced the importance of keeping my eye on the ball and to concentrate on the areas I can control, or at least influence.

Feeling better now? You should - because that is exactly what we all do best as Independents, or we would have been gone a long time ago. We are all playing ball without a backstop. There is no "Mother Ship" to tell you what to do or bail you out. The

decisions are yours and you live with them, good or bad. Do you open the show room, work remotely, make sales calls, accept sales calls, social distance, masks, or no masks? Is it business as usual? You make the decision based on your market, county, state, and of course your customer's needs. No one knows it better or can react more nimbly than the Independent. And as we make our way back to business-as-usual we won't forget some of the efficiencies we learned and perfected while working remotely such as online training (LionGUARD University), Zoom calls, etc.

In the meantime, your NEMEON staff continues to work on the 2020 initiatives presented at our Scottsdale Annual Meeting. These initiatives are bearing fruit and more seeds are being planted for the next harvest. The ultimate success of these initiatives is dictated by the level of your support. So keep it rolling NEMEON. Continue concentrating on the things we can control, stay positive, and plan to attend our 2021 Annual Meeting in Orlando so you can share how you overcame the unique challenges and won the game in 2020! After all, it's up to you.

Be Well and Stay Open!



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Well, it's official. This has been the longest I have been in the home office during the past twenty years in this industry. Normally I would be on the road a couple of weeks out of a month. The pandemic has forced all of us to make changes on how we go about our day, whether it be at work, around town, or at home. Fortunately, most of us were deemed an essential business, which put us in a better position than most. As an essential business we had to adapt quickly to the changing environment and figure out how we could operate while keeping our customers and employees safe. All of this was done in such a short period of time, I was truly amazed at how people pulled together to get everything done.

I mentioned in my last newsletter article that the independent business in this industry is nimble and better prepared to react to the changes that lie ahead. This statement has held true over the last two months as I have seen many distributors pivot and never miss a beat. At this time, some areas are still under more restrictions than others. This will provide us with a learning curve so when those restrictions loosen, there will be a group of members who have already navigated those waters. Please reach out to any one of us if you would like to speak with a member that has gone through what you are facing.

As we navigate our personal storm with our "new normal" we also experienced a more active storm season than last year. The storm business has aided the distributors that are servicing those areas, as well as the manufacturers, to preserve the bottom lines of the perspective businesses. Some of these storms have damaged more than roofing so we should see a lift for vinyl siding as well. Please pay attention to lead times if you are being serviced out of a plant near the storm areas.

**...the independent business in this industry is nimble and better prepared to react to the changes that lie ahead.**

Two months ago, I was not sure how all of this would play out. It is nice to see a glimmer of light at the end of the tunnel. Staying in contact with your customers to help them navigate this new landscape will go a long way in solidifying those relationship. We are starting to see business gain traction in many areas, and we are excited to get back to those crazy days that consist of the familiar headaches. I'm hoping all NEMEON members, their families, and friends are safe and healthy.



All of us on the NEMEON team and the board of Directors want to give a special thanks to Ron Calhoun for his service to the NEMEON membership.

Ron has been a member of our board for the past six years and has been an integral participant in molding NEMEON into the great organization that it is today.



We would also like to welcome Tim Perryman from Carolina Atlantic Roofing Supply to the NEMEON board. We are looking forward to working closely with Tim to further enhance the programs and information that our members have come to expect from NEMEON.

With the introduction of Covid 19 into our lives companies of all sizes have started applying some sort of work-from-home practices to ensure business continuity and limit employee exposure to a potential viral infection. While this is an excellent way for business to remain relevant and open, some steps should be taken in the rush to set up employee's home offices.

It is important to remember that the main cause of data breaches has traditionally been employee negligence. With work- from-home procedures in place, organizations could face an increase in attacks that could lead to data breaches. It is vital that both employees and companies take proper precautions to limit this risk and monitor, react and contain any sign of intrusion whether within the company building or at the employee's home office.

When establishing employees to work from home, some companies may face operational risks such as being forced to allow employees to use their personal equipment when doing company business. Other times the risk is to productivity. These things cannot be avoided, but by helping provide a work like environment at home, the employee will be less likely to fall into habits that could impact data security and productivity.

## Technology and Working From Home

One simple step to help keep a sense of normalcy in your employee's workday is to invest in company equipment, if possible. This ensures the employee is working from a company computer and not their personal desktop or laptop. Studies have shown that when working from home employees are more likely to focus on work and pay more attention

to what is going on if they know they are working on a company machine. This also means they should have a designated workspace. They should feel like they are at work. Having a dedicated workspace can help their motivation and increase productivity. When they go to

this designated space, they know that it is time to work. This beats working at the kitchen table. Additionally, keep lines of communication open by setting planned meetings with all employees present, those at work and those working from home.



Contact John Reynolds  
for technical questions  
or suggestions for podcast  
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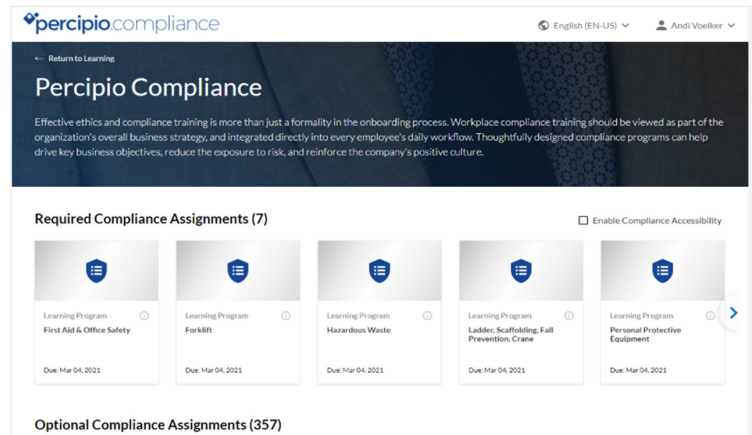
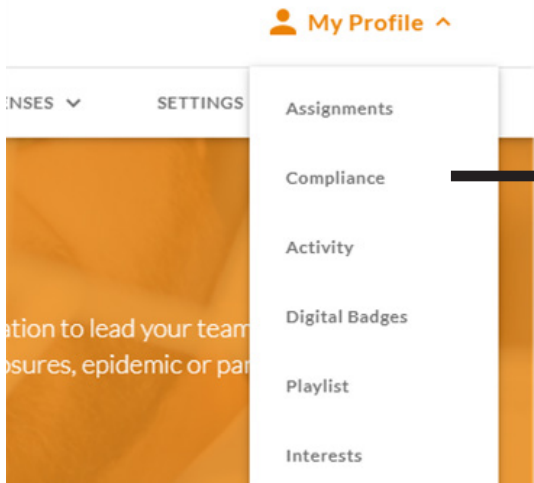
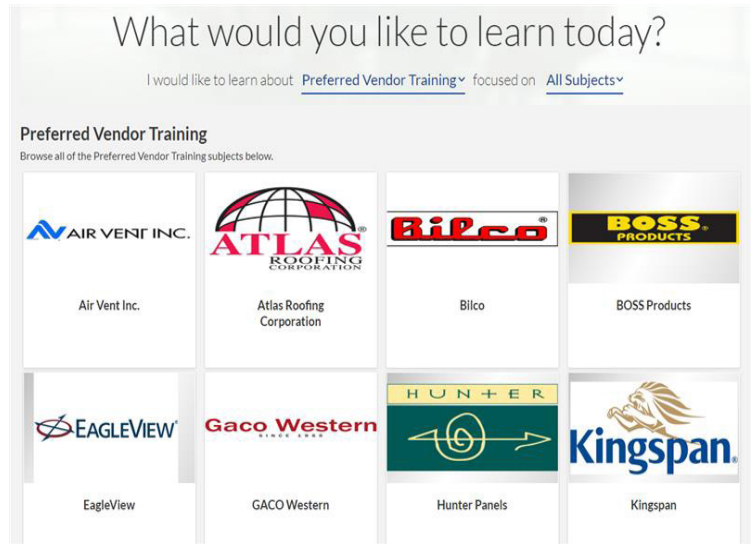
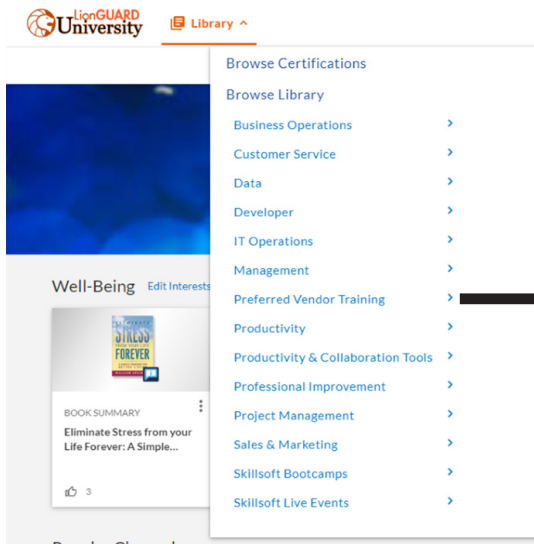


The new LionGUARD University is now available for you and your team! This platform is easier to navigate, customizable for each individual, and allows NEMEON to offer Preferred Vendor courses at no additional charge. LGU's goal remains the same as when it was launched in 2013; to offer Preferred Vendor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

There are two areas to access courses available on LGU.

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

Reach out to Andi Voelker at [avoelker@nemeon.com](mailto:avoelker@nemeon.com) to learn more about LGU.



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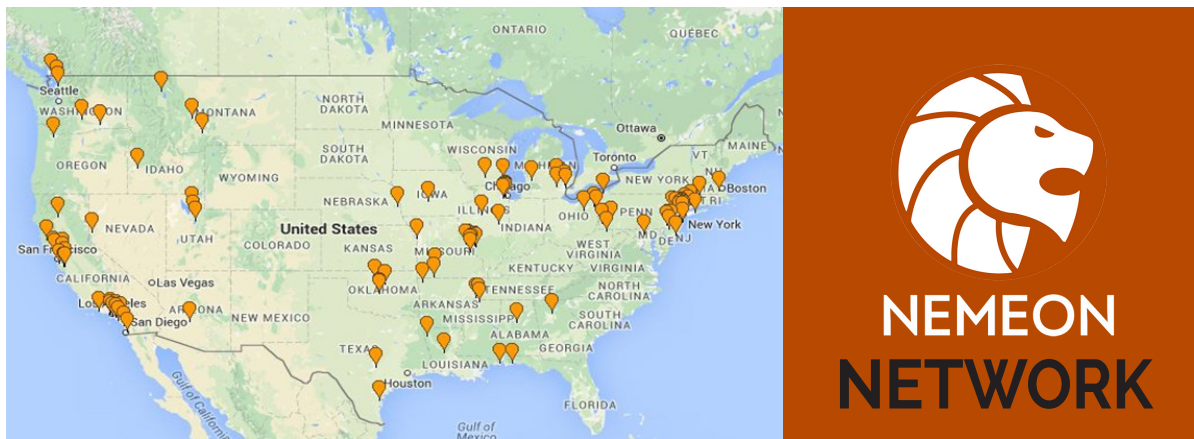
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The NEMEON Cooperative provides its membership with a fully administered digital signage program for use in their showrooms. Digital signage is a great tool for increasing customer engagement, showing current product specials, acknowledging outstanding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

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In the movie “Castaway”, Tom Hanks’ character, (after living through what would be the experience of his lifetime) was rescued, only to find himself in a situation where he had to make a crucial decision. He stood at his new crossroads, not knowing the future, but also knowing any path would be better than where he had been.

Our story feels much the same in many ways. We are Mike and Lisa Curtis, owner and operators of Crossroads Roofing Supply of Oklahoma. We started our new independent roofing and building material distributor in the winter of 1999, in Oklahoma City, OK.

Joining Nemeon in 2005 gave Crossroads a real sense of networking with other suppliers all over the country. That same year, we felt the need to expand the Crossroads culture to other areas of the state and opened the Stillwater, OK branch. Then in 2014 we opened another branch in Enid, OK and in 2015 we expanded to Norman, OK.

Since the beginning, we knew Crossroads had to be set apart from the rest of the competition. We had to be different, and we needed to outperform the competition. We had to be unique and create specialized services to make us relevant in this industry. In 1999 there were 6 distributors in the metro Oklahoma City area that sold roofing material. Today in OKC, we have 13 roofing distributors, both independent and corporate entities, that we compete with on a daily basis.

Because of this competition, we know we have to be different and continue to bring value to our

contractors by branching out into other adjoining services that complement their businesses. Two years ago, we started a drone service that has enabled many of our contractors to advance their businesses. Through this partnership, we have logged over 100 flights and have helped many contractors win a high percentage of their jobs.

Unique in its development, we have also partnered with a hail reporting service to aid the contractors in their accessing the condition of the roofs. We also offer a dumpster service, providing small to large size dumpsters. This keeps us busy even in the slower times and has been a great addition to our fleet.

We continue to add specialized rental products for our contractors such as the Equipter, the Penetrator and renting TPO machines to commercial contractors.

Now here we are 20 years later, and we have grown to employ 47 people. We have a couple of 15-year veterans, several have been with us over 10 years, and a whole bunch of our team members have been with us for 5+ years.

We continue to be laser focused on listening to the needs of our contractors. With the changing of everyone’s business, now is an important time for distributors to be even more involved in that process.

We believe that there are even brighter days ahead in our state, and that is just “OK” with us!



**CROSSROADS**  
— ROOFING SUPPLY —



*-Mike Curtis*

## I Prefer V-Shaped Recovery

As we start to emerge from the lock downs of the past few months, there are an overwhelming amount of opinions being expressed from the so-called experts about how the recovery will progress. I am not an expert by any means, but after watching the economy collapse at breath taking speed, I was more than a little concerned about what happens next.

Like most folks, I have had a little extra time on my hands lately. After a few weekends spent wiping out the "To Do" list around the house, I turned my attention to the economic gurus. I know this sounds like a desperate act by a desperate man, but as I said before, I was concerned...and very bored!

I came across multiple stories, opinion pieces and commentary from people that claimed to know what they were talking about but were incapable of explaining it to me. I read about bumpy roads, the next great depression, prolonged contraction and of course—wait for it—"The New Normal". I have never understood how anything can be new and normal. Normal is old not new...like me. I guess I am the "old normal".

Next, I found the use of endless letters and shapes to describe what will happen next. I read about M's, N's, reversed L's, and V's. I liked the V shaped recovery for a lot of reasons. I never saw any O's though. That would have been an interesting explanation on what happens next.

Frustrated, I moved on from the economic experts to the roofing experts. I should have gone there first!

The consensus is that there is more concern over the shape and length of time for the commercial roofing sector to recover versus the residential market. I talked to manufacturer's and contractors during the latter part of May and heard numerous reports of canceled or delayed projects that were either ready to go, under contract or in progress. Some sectors are being affected more than others. The hospitality and retail sectors have the most red flags. Other sectors look more promising such as warehouse, distribution facilities and some public projects. There appears to be activity around school remodeling and rehabbing provided the local

municipalities can get the money for the projects. With a prolonged summer break, this is seen as a window to get more done than during normal summer vacations.

Many government offices have been temporarily closed during the lock down with little to no provisions to work from home

afforded to the various building departments. Because of this, plan review and permitting have come to a halt and the back log is mounting. This situation is viewed as a major bottle neck for new projects scheduled to start in the last half of the year and in 2021.

The outlook for the back half of 2020 and into 2021 in commercial roofing is guarded, with a high level of concern over a slow return to previous levels of activity. Most manufacturers think it will take two to three years to return to 2019 levels. Financing is a concern along with a lack of confidence in commercial construction in general.

I will say it again--I like the V shape...for a lot of reasons.

normal is old not  
new...like me. I  
guess I am the  
"old normal".

-Vic Anthony

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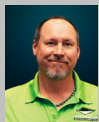
## NEMEON Preferred Vendor Committee



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## United Asphalts introduces ENDURAFlex HT SEBS Modified Asphalt

Commerce City, CO / June 1, 2020

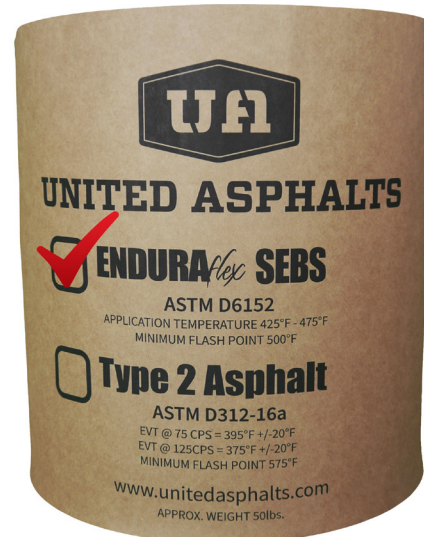
United Asphalts has been a leading manufacturer of oxidized roofing asphalt since 1961. The addition of ENDURAFlex HT SEBS modified asphalt shows UA's commitment to the ever-evolving roofing industry and the modern technologies needed to protect the buildings of the 21st century. This all-new product is now available through all major distributors of commercial roofing products.

ENDURAFlex HT was created out of a need to address new extreme weather conditions. Owners of critical facilities, such as hospitals, schools, computer centers, airports and sensitive government buildings have come to realize the importance of installing a hail resistant roof assembly over their facilities. ENDURAFlex HT as the primary interply adhesive in a Built-Up Roof System provides that premium level of protection with the potential of a Class IV hail resistant roof.

As technology has advanced and many new competing roof designs are introduced, the Built-Up roofing industry has evolved alongside them to improve upon an already proven system. And, as the performance limitations of many newer roofing systems continue to come into sharp focus, the need for alternatives becomes more urgent.

ENDURAFlex HT SEBS modified asphalt is a proprietary blend of high quality base asphalt and polymers. This product exhibits all the traits necessary for peak performance. Compared to standard oxidized asphalt, ENDURAFlex is more resistant to UV degradation and is thermally stable, meaning contractors can use their standard direct-fire kettles. It's high tensile elongation allows the material to better move and flex with the building without breaking. It also has outstanding low temperature flexibility and fracture resistance, making it a viable option in all

climates. Its characteristics are also ideally suited for use in two of the most increasingly popular and highly advanced commercial systems in use today; Vegetative and Inverted roof systems.



United Asphalts Inc. strives to provide innovations in asphalt for contractors, architects and specifiers the world over. This product represents a commitment to take the proven systems of yesteryear and adapt them to the building techniques of today.

You can find United Asphalts products at most wholesalers of commercial roofing materials across the nation. Please make sure to browse our website for more information at [UnitedAsphalts.com](http://UnitedAsphalts.com). Also, follow us on Facebook & LinkedIn for ongoing news about ENDURAFlex HT and our other products.





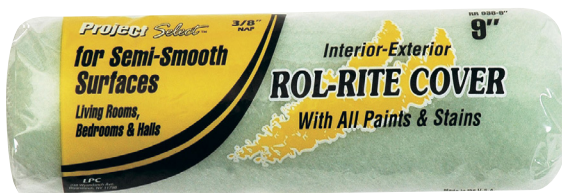
In 1892 Linzer Products began manufacturing in New York City. In the 1940s when the paint roller cover was invented, Linzer began manufacturing paint roller covers which have become a bigger seller than the paint brushes.

Linzer Products eventually moved out of New York City and moved to their present headquarters in West Babylon, New York, 45 miles from where they started.

Through the years Linzer kept growing, opening a second manufacturing/warehouse in Los Angeles CA. This move made Linzer Products a national manufacturer of paint applicators.

Moving into the 21st century Linzer Products grew in many ways. There were numerous strategic acquisitions of other applicator companies most of which kept their brand and management intact. We also opened another plant in the Midwest.

By 2010 Linzer had become the largest manufacturer of roller covers and paint brushes in North America. We are the largest importer of Chip Brushes and regular paint brushes in the US. We make just about all of our roller covers in the US.



Five years ago we started to sell Blue Dolphin Tapes and Abrasives in the US. We are the exclusive source for these products in North and South America. We eventually invested in Blue Dolphin. Year by year, the products we offer have gained traction in the marketplace.

## NEMEON Linzer Program

The Nemeon Linzer Program makes ordering our products very simple. Freight Prepaid is \$350, Linzer and Blue Dolphin can be ordered on the same PO which allows any member the ability to place an order without needing to purchase a large quantity of product.

Our program features our Polyester Roller Covers with solvent resistant cores. For those looking for a slightly better roller cover, we have HD roller covers that have thicker solvent resistant cores.



We feature one of the largest selections of roller frames in the industry. We have the standard contractor grade 5/16" rod frame RF 209-9. We also offer better grades of roller frames, the RF208-9 and RF215-9. Longer Shafts for both roller frames prevent the high strength solvent adhesives from attacking the glue that holds the shaft of the frame into the plastic handle. The RF215-9 has a stronger bird cage and doesn't allow the roller cover to walk across the bird cage.

Two ways to increase your profit margins with our products:

Offer a roller frame only one better than the contractor grade. We find that many contractors would purchase better tools if they were available.

Another would be to have two price points. If you don't offer better tools, they will never buy better tools from you. You would be surprised how many commercial contractors go to paint stores to purchase better accessories.

Our caulk guns are geared for contractors who don't want the cheapest gun but tend to lose top of the line caulk guns. Our 6004P 10oz gun has a 12:1 thrust ratio and prevents drips.

A great impulse item is our Barracuda Duct Tape. The Nemeon Program features 11ml, 8ml, and 7ml duct tapes. The 7ml Barracuda All Purpose hits a good price point, while the 11ml Industrial is an incredibly strong duct tape. All three of these products feature 4- layer construction which eliminates the fabric residue that most duct tapes leave behind. For more information on Blue Dolphin, visit [www.dolphinsundries.com](http://www.dolphinsundries.com). Visit Linzer Products at [linzerproducts.com](http://linzerproducts.com).



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**Tuesday, June 9, 2020**

**To: Friends of L.A. Roofing Materials**

**From: Steve Gardner, L.A. Roofing Materials**

Donald Ralph Gardner left peacefully to join Jeanne forevermore. His sons, Steve and Jeff remain with their families to continue his legacy. Don was fearless when it came to mechanics and construction. He could build anything, fix anything and no project was impossible for him. He was a father to all employees at LA Roofing Materials and will be greatly missed.

Dad passed quietly on May 30, 2020 at age 90. He had been in the hospital for treatment from heart and kidney complications since May 25th. It was frustrating that my brother Jeff and I could not be with him, nor could he communicate with us because of COVID-19 and his severe hearing loss.



Then his doctor offered us a gift. He wrote an order allowing us to see him on Friday the 29th. We cherished that time, talking to him and letting him know his legacy would be carried forward on a cloud of love. We played Mom's voice (from a message Jeff and I never erased) into Dad's ear and got the biggest response from him when we told him to listen for her voice to guide them to be

together.

Don and Jeanne were married 68 years ago on June 1st. Dad passed at 4:30 am May 30th, the time when he and Mom would wake up so they could get ready for their day. We believe they made it in time to be together on their anniversary.

Our Dad enjoyed family, travel, camping, creating, and fixing and building. He was always involved in a project of some sort or another. Dad helped Jeff and I learn to create with wood, concrete and steel. Jeff continues in the wood-working world and Steve continues today as a



ceramist.

Don and Jeanne loved their grandchildren and great grandchildren so much that they named each work vehicle after every grandchild. As the business grew, we ran out of grandkids to name trucks after, so we honored our parents by naming trucks after Don, Jeanne and my grandparents Ralph and Louise!

Donald Ralph Gardner started in the roofing industry from the ground up. He did it all from unloading shakes in rail cars to single handedly loading bags of rock on a roof with no conveyor or any other means of loading other than a ladder and his shoulder. He worked for Scotty's Lumber, one of the original owners of South Coast Shingle. He then worked for the Lessel's at ALL and helped start up LESCO to handle the insulation part of their business where he helped create "cant strip", one of Jerry Lessel's newly

sprouted ideas. Always interested in equipment, Don learned about diesel trucks, hydraulics, and air braking systems in addition to the regular day to day business of selling roofing. In the 70's, he started Coastal City Supplies to sell drywall. Soon after that, he moved back to selling roofing with his own company, Roofing Sales Corp. Roofing Sales is where Don and Jeanne started a "family business" and L. A. Roofing Materials was born in 1982. It continues today under their son Steve Gardner's stewardship.

Aside from being dedicated to the roofing industry for his whole career, one of Don Gardner's greatest achievements was the creation of his full-size locomotive and rail car. You can find a video on You Tube at "LARM Railroad".

Bless our Dad, for his train will continue down the rails to infinity.



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# SAVINGS MEMBERS

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## Cutting Costs without Cutting Corners

### *A Q&A on the Perks of Membership*

For any roofing and siding distributor, it's a relatively simple equation that hasn't changed for centuries: effective training, good tools, and good products equal a satisfied customer (and a thriving business). But as current events have shown us, the unexpected can quickly add variables to that equation. Now more than ever, it's clear that when it comes to creating a satisfied customer and a satisfactory bottom line: "the tools of the trade" refer to more than just the people and equipment you have in your corner.

As a cooperative, NEMEON's independent members come together to create scale that gives each member an edge. To take that one step further, our partnership with Savings4Members sharpens (and multiplies) that edge. By partnering with NEMEON and hundreds of groups like it, Savings4Members has built a cooperative network entirely focused on connecting members with even greater scale, cost cutting benefits, and a full team to help them take advantage.

We talked to Veronica Pratt, Account Relationship Manager at Savings4Members to learn how members can cut costs without cutting corners and make the most of every tool available, including their membership.

#### **Q: How should a member get started with their discounts?**

**V.P.:** There are three easy ways. Members can call 844-346-3746 and talk to a Savings Expert immediately, they can chat with someone via the chat option on our website, or they can access

their Savings Dashboard online 24/7 by entering their business email address at myS4M.com. The best part is there's no need to remember a username or password. All a member needs to do is enter their email and a link to their unique Savings Dashboard will be e-mailed directly.

In addition to monthly email updates on new, updated, or recommended perks - our Savings Experts will also check-in from time to time to see how we can help. So be on the lookout!

Every member should know, our team is your team. And we've grown our Savings Team in the last year to ensure there's always someone available to help you make the most of your membership. All of our Savings Team members are awesome people who are happy to help make the process painless.

#### **Q: Are there certain types of members that should be using your service?**

**V.P.:** Honestly, no. Your NEMEON benefits can make an impact whether your company is large, small or family-owned. With over 20+ cost-cutting opportunities, there really is something for everyone.

For some members, that means saving money on everyday expenses like office supplies and uniforms. For others, it's cheaper fuel for company vehicles. But one benefit I encourage every member to start with is credit card processing, and the reason is pretty simple. With our close partnership with CardConnect AIP, every member can know with complete certainty that they're getting the best possible rate. Getting started with credit card processing is really easy. All we need is a copy of the member's most recent processing statement. Last year, the average member saved over

\$7,000 in processing fees. That's just one example of how your benefits can really add up.

**Q: What common misconceptions prevent some members from taking advantage?**

**V.P.:** We hear all the time that members don't have time to look into their benefits or that they already have the lowest offering. Our service is great because we have a team that is here to do the legwork for the members.

Another common misconception we hear from members is about their vehicles. NEMEON members have access to some incredible fuel discounts for fleets. But we often hear members say, "I don't have a fleet - just a handful of trucks." But that's more than enough to qualify and you can get a nice discount on every single drop of gas. This will be especially useful once fuel prices start going back up.

**Q: How should members learn more about the benefits available through their NEMEON membership?**

**V.P.:** If you're a member and you haven't done it yet, definitely visit your Savings Dashboard. There's no need for a login or password, just enter your email at [mys4m.com](http://mys4m.com) for your unique link. This makes it easy to access your benefits, see what programs you're already taking advantage of, and any next steps required.



Veronica Pratt  
Account Relationship Manager  
844-346-3746

*As a dedicated NEMEON partner, Savings4Members exists to tip the scales in favor of member businesses across North America. Every week, the Savings4Members team actively supports members with comprehensive cost-cutting services and easy access to benefits focused on boosting profitability. Every member has access to a unique savings dashboard. To access yours, just enter your business email address at [mys4m.com](http://mys4m.com) and Savings4Members will send your unique link.*

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**FOR IMMEDIATE RELEASE:**

*Polyglass Announces Polystick XFR Self-Adhered Fire-Resistant Roof Underlayment Introducing Polystick XFR, a dual-purpose fire resistant and self-adhered waterproofing underlayment featuring Burn-Shield Technology™*

Polyglass U.S.A., Inc., a leading manufacturer of roofing and waterproofing systems, is pleased to announce the release of Polystick XFR, an advanced dual-purpose fire-resistant and self-adhered waterproofing underlayment that provides superior fire resistance for combustible decks with metal roof coverings and other high-temperature applications.

Where other fire-rated underlayment products struggle to strike a balance between robust fire protection and reliable waterproofing, Polystick XFR successfully combines our ADES0® and Burn-Shield™ technologies with the highest quality materials to yield a product that excels in both areas. This product achieves UL Class A fire ratings for combustible decks while also providing long-term superior weathering performance.

Utilizing ADES0 Dual-Compound Self-Adhered Technology for fast, labor-saving application, Polystick XFR features an SBS (elastomeric) modified bitumen upper compound and an aggressive self-adhesive compound on the bottom. Fiberglass reinforcement provides additional strength and stability, and Polyglass' own patent-pending Burn-Shield Technology provides superior resistance to flame spread. The end result is a penetration-resistant underlayment of unmatched quality rated to withstand temperatures up to 265 °F.

Because Polystick XFR is specifically designed for high-temperature applications, it is an ideal underlayment for metal roof covering systems like steel, copper and similar materials. It is also approved for use under asphalt shingles, mechanically attached tiles, and any other application where fire resistance is needed or

desired. When used as a secondary layer above Polystick MTS PLUS, this product can be installed as part of a multi-ply underlayment system. And because Polystick XFR can be exposed for up to 180 days, contractors can use it with confidence on works-in-progress.

“I’m excited about Polystick XFR,” said Polyglass National Product Manager Marco Sieber, “because Polyglass is able to offer an extremely high-performance product from a fire plus water protection and labor savings perspective in a market with very few other good options for the contractor, specifier and building owner.”

Polyglass U.S.A., Inc., is available to answer any questions about this exciting new product. For specification sheets and more information about Polystick XFR and our other roofing and waterproofing products, please visit [polyglass.us](http://polyglass.us).

**About Polyglass U.S.A., Inc.**

**Polyglass U.S.A., Inc. is a leading manufacturer of roofing and waterproofing systems. Known for its self-adhered modified bitumen roofing systems based on the company’s patented ADES0 Technology and CURE Technology®, Polyglass also produces a full line of premium roof coatings and roof maintenance systems. An ISO 9001:2015 certified company, Polyglass provides quality products and adds value through innovation. For more information about the premium products and services offered by Polyglass, call 800-222-9782 or visit [polyglass.us](http://polyglass.us).**

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