



April 2019

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

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A letter from the Chairman of the Board

Mitch Cawley

Dear NEMEON Partners,

Spring is in the air and our 2019 Annual Meeting themed **“Together we are Better”** is in our rear view mirror. Selfishly I want to personally thank each of you for attending. Your active participation and willingness to share both your successes and challenges make me better at my day job. Your willingness to invest your time and hard-earned money to attend indicates your commitment to our industry, our cooperative, and ultimately to your business and employees.

Not to be underestimated, your attendance and active participation sends a strong message to our *Preferred Vendor Partners* that are also willing to invest their time and resources to attend our Annual Meeting. Preferred Vendors, your support of and willingness to partner with the Independent is critical to our mutual sustained success. So, on behalf of all the NEMEON members and staff, thank you for supporting our Annual Meeting and the mutual initiatives that we strive to implement daily in our respective markets.

Ok, the money-making season is upon us and the blocking and tackling is getting serious. Time to start the grind, but **PLEASE STOP** and locate this email from Vic:

Fri 3/29/2019 10:53 AM (Central Time)
Vic Anthony vanthony@NEMEON.com
NEMEON Benchmarking Survey 2019

If you have participated in the past it will be a breeze. If this is your first time our vendor, Profit Planning Group, will walk you through it. It is **CONFIDENTIAL, FREE**, and provides a unique blueprint to improved profitability tailored specifically for your business. If 2019 is your first year I can almost guarantee you will elect to provide data from previous years once you see how easy it is. No charge for overtime when regular time is free! You will find the year-over-year comparison data invaluable. And last, but not least, the more members that participate the more relevant and valuable the data is for each participant – **That Means You!**

I’m out NEMEON Brothers and Sisters. Time to go work on increasing that bottom line. *Won’t you please join me?!*

“Together we are Better”



The NEMEON Team



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



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



Member Benefits Director / Office Manager
 Scott Snowball
 ssnowball@NEMEON.com
 Cell 561-449-1580



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



MBR Services / Marketing
 Andi Voelker
 avoelker@NEMEON.com
 651-788-7810 x 2



IT Manager
 John Reynolds
 jreynolds@NEMEON.com
 904-349-4497

NEMEON Inc.

6043 Hudson Rd. Suite 350
 Woodbury, MN 55125
 Phone: 651-788-7810
 Fax: 651-788-7807
 www.NEMEON.com

Table of Content

Inside this issue: April 2019

<i>Letter from Chairman - Mitch Cawley</i>	Front Cover
<i>CEO / President Letter - Dave O'Donnell</i>	3
<i>IT Department - Cyber Security</i>	4
<i>NextGen Cares</i>	5
<i>NEMEON Network</i>	7
<i>Member Spotlight - Coons Supply, Inc</i>	8
<i>Commercial Corner</i>	9
<i>NEMEON Mission Statement</i>	11
<i>Current Member Listing</i>	12
<i>2 - Step Distributor Listing</i>	13
<i>Preferred Vendor Listing</i>	15
<i>Vendor Spotlight—DCI Products</i>	16
<i>LionGuard University</i>	18
<i>2019 Annual meeting</i>	19
<i>Save the Date - NEMEON 2020 Annual Meeting</i>	Back Cover



Congratulations

LITSCO

100 Years
In Business!

There are many milestones in life; your first car, graduation, weddings, children, birthdays, and retirement just to name a few. But when it comes to business, there seem to be less milestones that are celebrated. Being in business for over 100 years is an incredible milestone that a few of our members have achieved.

I recently attended 100th anniversary of Long Island Tinsmith Supply Company (LITSCO) and saw firsthand what a great community they have built around their business.

Watching the interactions between LITSCO employees and their customers it was easy to tell how close they all were. When you work so close with your customer it is easy to see how the relationships can develop. Another point that jumped out at me was that the majority of the LITSCO employees have been working there for a long time. There were a number of people introduced that had well over 30 years with the company and others that had over 20 years with LITSCO. As I talked to many of the newer employees it was very apparent that they are very eager to join the growing list of long-time employees. It's also very easy to see why the LITSCO team has been so successful and I'm sure that they are planning for the next 100 years.



LITSCO has many different levels of service they offer their customers and they work very closely with building owners to make sure they get exactly what they want. LITSCO is able to meet with customers and custom tailor a system to meet the needs of the client. Their metal shop is second to none in their market; they have the ability to make anything that they are asked for and have been involved with many high profile jobs in and around the New York City area. Speaking of being able to make anything, they made all the floral containers for their celebration.

We always talk about creating a niche in your market where you can stand out among your competitors, LITSCO had done just that. When you become more than just a material supplier, someone who the contractors and building owners can rely on, you have put yourself in the position to soar ahead of the competition.

I would like to thank Stuart Lucks of Long Island Tinsmith for inviting me to their 100th anniversary celebration; It was an honor to be at this event. There is no doubt in my mind that the LITSCO team is positioned to excel as they enter the next decade.

NEMEON is close to achieving a milestone of our own; we are entering our 20th year and will be culminating the year with a celebration of our own in Scottsdale in January. With all of the great members we have in NEMEON we are looking forward to many more milestone achievements from the membership in the years to come.



Backing Up Your Systems

Every company loses data at some point in their existence. The computer's hard drive could fail tomorrow, ransomware could hold important company files hostage, or a software bug could delete your database files. If your company is not regularly backing up its data, you could lose those files forever.

Backups don't have to be difficult, time-consuming or confusing, even for the less tech savvy among us. You've probably heard of countless different ways to backup your data, but which one is right for you? And what files do you need to back up? Looking at the obvious, you need to back up your company data and personal files. Software and operating systems can always be reinstalled without a loss to your company. Lost data impacts everyone from your clients to your employees. Company data is irreplaceable so, while you can back up your software and operating systems, what you need to ensure is safe is your company's data.

There are many ways to back up data, from using an external drive connected directly to your computer to using a remote server over the Internet. Here are the strengths and weaknesses of each:

Back Up to an External Drive: You can use an external USB hard drive to back up your data using your computer's built-in backup features. Windows 10 gave us a great feature called Windows Backup which can be set to backup specific files at specific times. If you use a Mac, they give you Time Machine which accomplishes the same task. Connect the external hard drive to the computer and use the backup tool, or leave it plugged in and it'll back up automatically. This method is a great, quick and cheap way to back up your data, but if something were to happen to the building, like a fire or flood, your data could still be lost.

Back Up Over the Internet: If you want to ensure your files stay safe, you can back them up with a cloud service like Carbonite and CrashPlan. For a low fee these programs run in the background on your PC or Mac, automatically backing up your files to the service's cloud storage. Not only do they keep a current copy, but most offer several versions of the same data in case your backup data gets corrupted. Online backup protects you against any data loss by hard drive failure, theft, natural disasters, and everything in between. Quality reputable services cost money, and the first backup can take a very long time, especially if you have a lot of files to back up.

Cloud Storage Service: While this isn't technically a backup method, it serves a similar enough purpose. Rather than only storing your files on your computer's hard drive, you can store them on a service like Google Drive or Microsoft OneDrive. Your data will then automatically sync to your online account and to your other PCs connected to that account. If your hard drive dies or your data is deleted, you'll still have the copies of the files stored online and on your other computers. This method is fast, easy and often (depending on the amount of data) free. Cloud storage is not considered a true back up though, simply a copy of your files. Most cloud services only offer a limited amount of space for free, so this only works if you are not backing up a large number of files, or if you're willing to pay for extra storage.

All of this may sound difficult, but the more you streamline your backup system, the more frequently you'll be able to back up your files and the greater the chances are you'll stick with it. Your company should use an automated tool instead of relying on copying files to an external drive by hand. Set it up once and forget it. In the end, you need to think about where your files are and ensure you have multiple copies at all times. Ideally, those copies should be in more than one physical location.

Please submit all
questions to:

John Reynolds
jreynolds@NEMEON.com

E-newsletter Available at:
www.NEMEON.com

NextGen Cares!

For additional
Information
Contact

Rebecca Troche
rtroche@lakefrontsupply.com

NextGen Cares: Who are we and what do we do?

NextGen is the next generation of NEMEON. We are a thriving group of inspired individuals who want to change our world. We realized there was a possibility for our group to lead all members of NEMEON in a philanthropic mission. In 2018, Brett Barry, current NextGen Representative, and BOD member sparked the flame when he brought the members together to support St. Jude's Children Research Hospital. NEMEON raised over \$16,000 for St. Jude, but we knew this was only the beginning.



Towards the end of 2018, the NextGen Philanthropic Committee was created, and ideas began to flow. Adopting the name NextGen Cares, we were off to a running start making imitative t-shirts and plans for the new year. We wanted to make a bigger footprint and support not only St. Jude's, but also charities that work with our military heroes and those less fortunate than us. Thus, this year we announced NextGen Cares would be raising money for St. Jude's, Wounded Warrior Project, and Habitat for Humanity. We launched our new name and program plans at the NEMEON Annual Meeting in Dallas this year.

All of us at NextGen thank you for all the support we received from t-shirt and raffle sales. We were able to raise over \$5,000 in a short 4 day event. We plan to raise much more throughout this year, so keep your eyes open for any upcoming announcements. We would love to see every member take part in raising funds for one of the philanthropic options, or perhaps all three!



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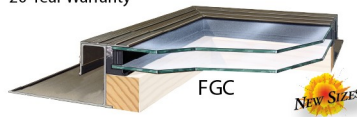
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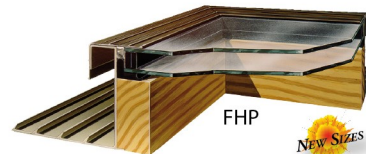
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Temp / Laminated	FGC 2449 E-L	21 x 45%	20 x 44%



Glass Type	Sun-Tek Model	Roof Opening	Finished Opening
Temp / Temp	FHP 2441 E-C	21 x 37%	20 x 36%
Temp / Laminated	FHP 2441 E-L	21 x 37%	20 x 36%
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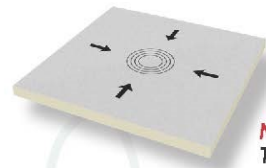
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Now, NEMEON is excited to officially announce the launch of our new NEMEON Network Video Selection resource. Designed with you in mind, the new Video Selection portion of NEMEON.com will allow for quick and easy viewing and selection of our available digital content. Now you can quickly and easily view our videos for quality and content prior to selecting them for your playlist.

If any questions please contact:

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.

If you haven't seen the new Video Selection portal yet, check it out! We hope it will be a great tool for our Digital Signage Locations.

John Reynolds
jreynolds@NEMEON.com



Scott Snowball
ssnowball@NEMEON.com

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Congratulations to Coons Supply—2019 “Reach for the Stars” recipient**Coons Supply Inc**

Big Flats, NY

Steve Coons

Office:

607-562-8484

Website:

Coonsinc.com

E-newsletter Available at:

www.NEMEON.com

Coons Supply Inc. is a roofing/siding/window distributor located in Big Flats, NY.

The company was founded in 1985 by Chuck Coons and his sons, Chuck Jr. and Steve. Chuck Jr. left the company in 1987, leaving Chuck Sr. and Steve equal partners. In 1989, Coons Supply Inc. acquired Coons Furniture, a retail furniture store in Corning NY. The furniture store was started in 1955 by Steve’s grandfather. The 2 companies are separate entities and operate independently.

For many years Chuck and Steve worked to build the companies and focused on both customers and employees. In 1997, Chuck died of a heart attack at 64. Steve acquired the outstanding shares of the corporation from his brother and sister in 1998. Steve’s approach to the businesses is to keep them smaller and manageable. Both companies have long-term employees that make them successful; in fact, over half the employees have been at Coons more than 10 years and 2 employees have been there over 25 years!

Coons Supply Inc. focuses on smaller contractors and by making them feel important, giving them great products, prices and service, keeps them coming back.



“In 2001, Coons Supply Inc. joined SIDA. After realizing the benefits of belonging to a cooperative, it was a very simple choice to join NEMEON! I realized the value of using preferred vendors. Even though we are a small distributor, Nemeon gives us an opportunity to be a visible company in our industry! I am proud to be a member of NEMEON and certainly **FEEL the PRIDE!**” -Steve Coons



Bad Winter

I have been told countless times that when the Minnesotans complain about the winter weather that it's a bad winter. For the last couple of months, every time Diane talks to family back home in Minnesota, all they have done is complain about the weather. Makes me glad I grew up in Alabama. I have been reminded about her comments every time I drive somewhere in Florida this winter and I am stopped in traffic surrounded by cars from the Northeast and Midwest. Good for tourism, bad for driving.

I have heard the same complaints from all our northern members attempting to do any amount of business this winter. Rain, snow, sleet and wind have made things almost impossible. Hopefully, by the time you read this the weather has moved on and left behind a lot of roofs that need to be replaced. One member recently told me that he could not wait for the rain to stop so they could make deliveries and get their trucks stuck in the mud!

All this weather is creating a ton of optimism and business for 2019. The feelings going into the year were mixed to cautious for commercial roofing this year. That caution has been replaced with a far rosier outlook; however, a concern is if there is a sufficient number of quality workers to complete the amount of work on the books in a shorter amount of time. The weather as usual is a blessing and a curse.

So, if you have changed your outlook for the year, be sure and change your sales forecasts as well as your plans. Expect to see price increases to continue to drive up your quote numbers. Freight and raw material increases are still a nagging problem. Expect the manufacturers to use the stronger market demands to help support these increases. All the commercial manufacturers that I have talked to so far this year claim that they were not able to recover all the increased costs from last year. They are expecting continuing upward pressure on raw materials and freight costs. Be sure and cover your increased costs of doing business as well.

Bottom line expectations are for membrane growth to be in the low single digit range for the year. Insulation, especially iso, is expected to grow in the high single digit range. There could be some extended lead times, especially on iso, during the summer.

Bottom line - plan ahead, protect your margins and your bottom line. Turning down a low margin/high service order may be the best thing to do this year.

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Member to Member Purchasing Opportunity Through 2-Step Distributor Members

In an effort to increase and ease Member to Member purchasing opportunities we are listing the contact information for all NEMEON 2-Step Distributor Members.

Go to www.NEMEON.com to get additional information on these companies and their line sheets.

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richardw@lumbermens-inc.com



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

Wausau Supply Company
www.wausausupply.com
Jody Maier (800) 236-1528 ext. 13328
jody.maier@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

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



States Serviced: IA, NE, MN, SD

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

Britton Lumber Company, LLC
www.brittonlumber.com
Sterling Golder (802) 333-8106
sgolder@brittonlumber.com



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

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


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



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

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

Key Wholesale 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, Sheet-rock, Caulking

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

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



States Serviced: 200 mile radius of our main facility in Knoxville, TN

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

Thank you to all our Preferred Vendors that participate in our Newsletter Advertising


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(651)788-7812
mhaupt@NEMEON.com

Andi Voelker
(651) 229-6455
avoelker@NEMEON.com

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Preferred Vendor Committee:



Bill Baldauf
Lakefront Supply
773-509-0400

bbaldauf@lakefrontsupply.com



Regan Walker
CB Wholesale
306-738-3992

regan@cbwholesale.com



Jay Moffitt
Dealers Supply Company
503-390-5511

jay@dealerssupply.com



Brandon Riddle
South Coast Shingle
949-347-7444

branbdon@southcoastshingle.com



Tim Presta
Presta Contractor Supply, Inc
814-833-0655

tpresta@prestasupply.com



Rick Pogue
Arrowhead Bldg Supply
636-970-1976

rickp@arrowheadbuildingsupply.com



Chad Deja
Schultz Roofing Supply
269-983-2613

dejachad@aol.com

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www.NEMEON.com

NEMEON Preferred Vendors

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Termed Vendors: ESP Low-E, Distributor Marketing





For more information
Call or email
DCI Products
800-622-4455
info@dciproducts.com

New for 2019...

DCI Products has been a proud NEMEON member for 15 years. Being part of the "Pride", we have come to value the relationships we have made over this time.

A lot of exciting things have changed over the past few years. DCI Products has agreed to an exclusive license and distribution agreement with IPS Roofing Products to offer our popular residential ventilation product line through the IPS Roofing Products sales and distribution channels. Through this agreement, DCI Products will expand its reach into the roofing market and better serve the channel. With the partnership, IPS Roofing Products will exclusively offer DCI manufactured products, including SmartVent, SmartVent Tapered End Caps, SmartRidge I, SmartRidge II and ValleyVent to all wholesale and retail customers.

DCI still manufactures all of these products and are still very involved with the sales and technical side of the business. But, with this partnership it allows us to focus on building relationships with all of our customers and allows IPS the opportunity to market and distribute these selected products. Both parties work closely together to achieve these goals.

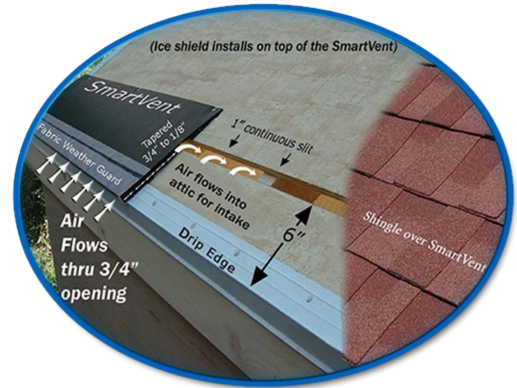
- IPS has decreased the "Free Shipping" minimums all the way down to \$1,250 with a much larger blend of products to get to that Free Shipping level (mixture of all products makes for a huge savings).
- Together with IPS, we have increased the independent reps from 6 to 36 that help service the entire country.
- With IPS, DCI Products now has 3 distribution centers to expedite our shipping. They are located in Philadelphia, PA; Memphis, TN & Compton, CA.

Steve Henderson, DCI Products' Vice President of Sales & Marketing, stated, "DCI is proud to announce this partnership, geared toward creating more market access for the SmartVent intake and exhaust products, providing the most efficient delivery for roofing customers, and an increased ability to serve new markets. With IPS Roofing Products also now selling its own complementary, innovative ventilation product line to the roofing market, this partnership is a perfect fit."

"With many utility patents already issued, and several more in the works, DCI is an innovation leader." -commented DCI President Jack Henderson. "Design, create and innovate are words that make DCI the front runner in creative solutions for the roofing industry." DCI Products will continue supplying other DCI manufactured products that are not part of the agreement with IPS Roofing Products, including CedarVent, Flo-Free Leaf Guards, SmartBaffle, FasciaVent, US RoofVent and SoffitGuard, among others. Many of these products have been purchased by the Nemeon Members.

To get the latest catalogs, pricing and samples please contact the DCI Products corporate office and we will make sure you have all you need to increase sales and profits this year.

Best regards,
Steve Henderson
Vice President of Sales & Marketing



Denim & Diamond Casino Night in Dallas



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The advertisement features a close-up of a dark grey roof shingle on the left side. On the right side, there is a photograph of a single-story house with a light-colored exterior and a grey roof. The house has a chimney and a front porch.

Contacts:

Vic Anthony
Vice President
973-897-6033
vanthony@NEMEON.com

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

LionGUARD University was launched in February 2013 as a platform to bring cost effective Preferred Vendor Training to our Members. This is still the main focus of the University, but we have now added Professional Development and Safety Training to the mix.

NEMEON has partnered with SkillSoft for the Professional Development and Safety Training courses and here is a sample of the courses they offer:

- Managing Multigenerational Employees
- Creating Positive Work Environment
- Communicating Effectively with Customers
- Hand and Power Tool Safety
- Back Safety and Injury Prevention
- Crane Signaling and Communications
- Defensive Driving: Truck Safety

Plus, there are over 20 Preferred Vendor partners offering courses in LGU on new products, features & benefits and installation processes. This list is constantly growing so check back often.

If you would like to add team members to the university,
please contact Andi at avoelker@NEMEON.com

As of April 1st, LionGUARD University has over 1,500 distributor member students taking courses and that number is constantly growing. There are over 240 courses to take. Many brand new; check it out and learn something new today!

Contact Vic Anthony, Andi Voelker, or any team member at NEMEON to submit your employee list or to learn more about offering courses through LionGUARD University!

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Vendor of the Year—Karnak



Vendor of the Year—Velux



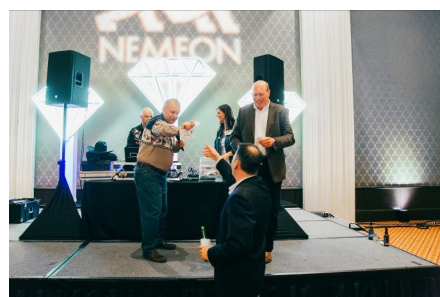
Michael Boy "Reach for the Stars"



Steve Coons "Reach for the Stars"



Brett Berry "In Appreciation"



E-newsletter Available at:
www.NEMEON.com

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