

June 2017

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A letter from the Chairman of the Board

Jack Bone

To my NEMEON teammates and friends:

I find myself on this Memorial Day sitting at my kitchen table at 4:00 am sipping coffee, watching the news and, of course, the Weather Channel. My wife of 42 years thinks I'm nuts (she is probably right!). Let me try and explain the 4:00 thing...

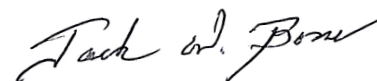
My twin brother, Jim, and I have always been early risers. At nine years old, we "fibbed" about our age (we were supposed to be ten) and got our first paper route. We usually got up around 4:00 am to do the local route before school began, then the opportunity came for a Sunday Tribune route with about 400 papers. Our dad, with his '66 Chrysler, helped with that one. The papers came into the local news agency from downtown Chicago at 3:30 am. Up at 3:00 on Sundays! In 1970, Jim and I were off to Bradley University in Peoria, IL; 150 miles from home. We stayed in a dorm with about 500 other young men (no cohabitation in those days!) with only two washers and two dryers. Guess who got up at 4:00 am on Fridays to get four or five loads of laundry from the week done...yep, crazy Jack and Jim!

In 1971, dad, Jim and I opened Bone Roofing Supply with a \$20,000 note on our parents little old Georgian home. That was all, not a dime more for a warehouse, a truck, a used forklift and three trailers of Phillip-Carey (most of you will not recognize that name!) roofing materials. We only had three employees: dad in sales, and Jim and Jack in the warehouse and delivering roofing materials 12-15 hours a day. When did we have time to unload semis and put material away? Easy answer...4:00 am, before we opened! It actually worked quite well for many years.

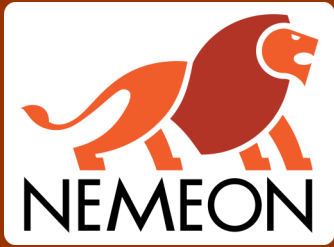
What do Jim and I do now? You guessed it...we're at the office at 4:00 am taking care of the phone and our customers' last minutes needs, wants and changes to their orders for the day. Here is where the Weather Channel comes in to play...every day, 24/7, they give the local forecast for the day every ten minutes, on the 8's. We, and our customers, have come to live (and die!) with that forecast. My guess is that plenty of my NEMEON friends are in the same boat we are, in that not many of our customers want material delivered to a roof on a day that the Weather Channel is calling for possible thunderstorms. These same customers know they can call Bone at 4:00 in the morning and a "live human being" (usually me or Jim), not a recorder, will pick up the phone and try to help them. Hopefully this explains why "crazy Jack" is up at 4:00 am writing this letter. I think it also helps explain why the NEMEON independent distributors are a step ahead of our big box competitors.

Let me change gears here a bit and talk about today, Memorial Day, when we honor all of those who have unselfishly given of themselves, too often with the ultimate sacrifice, to protect you, me, and all of our citizens in this great country! I'm sure all of you were as horrified as I was with the news stories in the past couple of years about how poorly our veterans were being treated in veteran hospitals...shame on us! I believe that situation not only to be terrible, but also immoral.

Why is your chairman of the NEMEON group writing about this? I suspect that many of you who read this letter exercise some degree of control over the charities your company supports, and YES, there are a lot of very good charities that help those in need. They deserve the support of those more fortunate in this great country. I am quite sure that many of us in our wonderful NEMEON group may fall into that "more fortunate" group. PLEASE, not just on Memorial Day, remember to support our military brothers and sisters who protect this country every day of the year. Perhaps it's a financial contribution to your local military reserve, or maybe it's a job for a veteran...however you choose to assist, I personally, and I am sure your entire NEMEON team and staff, THANK YOU!



Jack W. Bone



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Distribution Locations Today

I recently had a conversation with one of your preferred vendors about the state of distribution today. The most glaring problem for all distributors in today's market is margin compression. The conversation then turned to the reasons why. It is my opinion that we have more distribution locations today than we had back when the market was much stronger. I decided to dig into this further and here is what I found.

In 2005 there were 173 million squares of shingles shipped into the US market; this was the single best year that the industry has experienced. At that time, you had the independent distributors along with ABC, Beacon, Bradco, RSG, SRS, Allied, and Gulfeagle. Since then it appears that distributors in the industry have consolidated via mergers / acquisitions and for the most part that is true. In 2009, there were approximately 2,000 distribution outlets in the US, made up of a combination of independents and our corporate distributor competitors. Since then we have seen new distributors enter the business. Some competitors have added greenfield locations in markets where they could not acquire anyone. Some competitors have even acquired distributors outside our industry and added roofing into those locations as well. During this same period distribution outlets have been expanding while the market has been shrinking. In 2015 the market shipped 112 million squares seeing a 5% increase over the previous year. Now when I look at the number of distribution outlets selling roofing today the number is quite a lot larger than it was in 2009. As of today, my estimation of distributors selling roofing is 2,682. This number does not consider lumberyards or any of the big box stores. When you compare the number of distributors selling roofing today and look at the decrease in ARMA shipments, you can easily see why there is so much pressure being put on pricing in almost every market in the country.

Independents Relationship with Preferred Vendors

This is a great example of why we as independents need to be doing things differently today. The relationship that you have with your vendors is very important and valuable to you both. This relationship is cultivated by you and your vendor and it can definitely be more long lasting as compared to your chain competitors. You are not going to be transferred, told who to buy from, your local knowledge of the customers and the market are big assets. This is an important aspect of the relationship. You are one of the few distribution outlets who still actively promotes products to the contractors in your market and can influence the end user. How can NEMEON help you with this? Take advantage of the many value-added services we offer our members. Add the NEMEON Network to your location; this will help you promote our Preferred Vendors products to your customer base and it will help you sell more products to your customers. Get involved in the LionGUARD University; the university now has many different educational avenues to help grow your business. The online training platform will give your employees additional product knowledge enabling them to sell more after gaining valuable product knowledge. The professional development courses were added in 2017; they aim to develop your employees in many different areas outside of product knowledge. Soon we will be announcing the dates for our regional training classes, this fall we will hold training sessions that are geared specifically for our member's employees.

NEMEON Network

Benchmarking

I also want to mention the NEMEON Benchmarking initiative. If you haven't submitted your informational survey please do so immediately, you won't want to miss the opportunity to increase your profit in these competitive times. As an independent distributor, you have a lot to offer your customer, your suppliers and your employees. The NEMEON team is doing all we can to offer you value added services that will help you grow your business. These extremely competitive times are not going to end soon and we all need to take advantage of anything that will give you the competitive edge. As an independent you are nimble and can adapt to changes in the market much faster than any of your competitors. Stay in touch with your customer's as they are a valuable asset in helping you navigate the road to a successful business relationship between you and them. The NEMEON Preferred Vendors are there to support you so do what you can to support them by shifting the share.



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Siding Sales On the Rise for the Next Four Years

A recently released Freedonia Group study predicts U.S. siding distribution will increase 7.7% annually through 2021

By Symone Garvett

An industrial research company released the findings of a U.S. siding distribution study that found siding sales is expected to increase 7.7% annually through the next four years. The research company's summary predicts the U.S. market, worth about \$3.3 billion in 2016, will be worth \$4.7 billion by 2021.

In a report dated April 11, the Cleveland-based company, The Freedonia Group, stated the growth in distribution will be due to construction professionals subcontracting siding installation jobs to small- and medium-sized contractors. Distributors offering services such as jobsite delivery, technical advice, and ability to purchase in small quantities, will entice smaller contractors to purchase siding directly from distributors instead of sales agents.

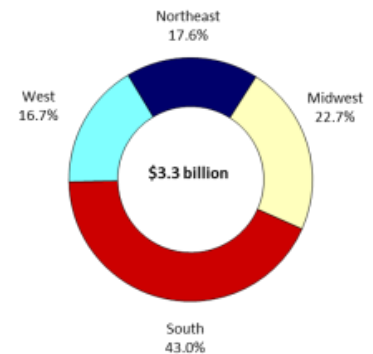


With an increase in housing starts and home renovation projects, the residential market accounted for the majority of siding sales in 2016 with a 5.5% compound annual growth rate (CAGR), compared to commercial projects with 3.6% CAGR.

Top distributors including ABC Supply, Alside, Beacon Roofing Supply, Builders FirstSource, Home Depot, and Lowe's represent 32% of distribution. In the next few years, these firms will continue to expand in the market by opening new locations, providing value-added services, and offering other siding-related materials, including roofing or exterior trim.

Courtesy The Freedonia Group

The study also found the southern region accounted for the largest market of siding sales, with 43% in 2016. It notes the sales increased because of existing home purchases and severe weather events that caused damage to siding in southern states last year. The Midwest followed with 22.7%, the northeast with 17.6%, and the west with 16.7%. By 2021, the West expects to experience the most rapid gains due to growth in the housing market, while the Midwest and Northeast will rise at more modest pace.



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In our last IT article, we talked about some of the tools available that can fly under the radar for small business. Tools such as cloud storage, email marketing, CRM, etc. In this issue, I want to compare the more popular or well-known cloud storage service out there.

These are Box, Dropbox, Google Drive and Microsoft OneDrive.

As the internet has become more mainstream there are has been a push to move away from local-storage/computing to server-based/remote processing. This has formed the basis of what we refer to as *the cloud*. With this we have moved away from having files, photos, music, etc. stored locally on a computer to being available from any device that counts with an internet connection. This has the benefit of not only the availability of your files being always on the palm of your hand, but also the ability to share these files with the people that need them much easier than sharing via email or a flash drive.

Cloud storage services have existed since about 2007 and at a glance, each of these four services works in a similar fashion. Each service has a free option, which is best for personal use, but can be used to test out the service. The four services also have a windows desktop app, which can be used to sync files to your computer and allows you to interact with them as if they were stored on your computer. They also have apps for every major mobile phone platform, so if you have an iPhone, Android phone or a Windows phone, you will have access to your files regardless. Finally, the four services offer great security options to help you maintain your files safe and private.

To see how these services differ, let's start with the pricing:

	Box	Dropbox	Google Drive	Microsoft OneDrive
Cost per user per month starting at	\$5	\$12.50	\$5	\$5
Capacity per user	100GB	2TB (2,048GB)	30GB	1TB (1,024GB)

As you can see from the chart, all the services cost about the same, with the exception of Dropbox, although Dropbox offers the largest storage capacity. Apart from the cost each of these services has an ecosystem that is built around; for example, OneDrive is built to work with Office 365. This means that for a few dollars more, you can have the latest version of office on the computers of your users and this integration allows you to access and edit office files within OneDrive seamlessly. This is a function that Dropbox cannot copy 100%, while Box and Google Drive have ways to access and edit office files, but don't always give the best results.

(Continued on next page)

IT Department Continued & NEMEON Network

IT Department
Continued...

This is not to say that the other services don't offer something that is worthwhile; in the case of Google Drive, it comes as part of G Suite or a Google account. This means that the monthly fee also comes with an email account, calendar, as well as Google's versions of Microsoft Office apps. Box and Dropbox are the more focused than Google Drive and Microsoft OneDrive, meaning that rather than offer additions such as email or an office suite, they focus entirely on the task of storing files. They offer extras, such as Dropbox Paper and Box Notes, which may or may not be that useful on an everyday basis

If you are considering jumping to cloud storage, I would suggest starting by looking at your other potential needs; if you can see a benefit from adopting G Suite so that you can count with Gmail and Google Drive or if you rely on Microsoft Office enough that OneDrive would make sense, Google and Microsoft are more than worth it. If on the other hand you already have a good email solution that you don't want to change from, both Box and Dropbox great options.

Do you have any questions about these services? Feel free to reach out to us on social media at our Facebook page or over twitter at @NEMEON_Inc and don't hesitate to message us if you have any questions regarding these services or other IT topics that you'd like answered by the NEMEON team.

~ Fernando

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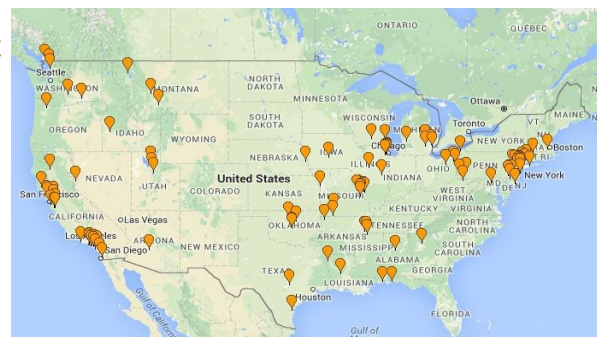
With the continuing support of the Preferred Vendors of NEMEON, the NEMEON Network has reached over 18 hours of content and continues to grow. If you would like to see some of the content we carry, visit us at: www.nemeon.coop/networkvideos to see a preview of what the NEMEON Network offers.

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Vendor Highlight

Hitachi Power Tools

Hitachi Power Tools

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Hitachi Koki USA, Ltd (Hitachi Power Tools) offers an extensive line of professional grade power tools and accessories for woodworking, metalworking, drilling and fastening, concrete drilling and cutting, outdoor power equipment products as well as a complete line of pneumatic nailers, staplers, compressors and collated fasteners. From its headquarters in Atlanta, GA, and satellite offices in the United States and Canada, Hitachi Power Tools supports over 4000 retail locations carrying Hitachi tools and over 1000 authorized service centers. Hitachi Koki USA, Ltd. is the North American division of Hitachi Koki Japan.

In 1980, Hitachi Power Tools U.S.A. was created to market the line of tools in the United States. During the 80s, Hitachi Power Tools U.S.A. built its reputation for quality on the success of its pneumatic framing nailer and sliding compound miter saws.

Time and resources have always been dedicated to research and development of innovative and durable power tools. Such dedication to product development has led to a number of firsts and countless improvements in power tool technology. Hitachi pioneered the Sliding Compound Miter Saw, Cordless Impact Driver, Collated Automatic Screw Driver, Pneumatic Concrete Nailer, Cordless Screw Driver, Metal Stud Cutter, Portable Rebar Cutter/Bender, 10 minute rapid charger, 2.0, 2.2, and 2.4 Ah Ni-Cad batteries, 3.0 Ni-MH batteries, and the use of rare earth magnet motors in cordless tools. This expertise, coupled with Hitachi Koki's High Speed Motor Technology, Precision Processing and Electronic Control, allow Hitachi Koki to produce lighter, faster, and more durable power tools for the professional.

Hitachi Koki manufactures more than 1000 models of electric power tools, focusing on compact/high out-put motor technology. The company has obtained recognition under the ISO 9000 series international standards for quality assurance. Hitachi Koki also received ISO 14001 certification for environmentally sound management.

In 1994 Hitachi Power Tools U.S.A. was renamed Hitachi Koki U.S.A, Ltd. Hitachi Koki U.S.A. continues to forge aggressively into the future developing new technologies that benefit the longevity and performance of the Hitachi power tool line. In 2007, Hitachi purchased Tanaka Power Equipment as a brand within the Hitachi Power Tools group. Tanaka's innovative product line provides landscapers, construction professionals, property managers, and utility professionals with two-stroke commercial grade outdoor power equipment solutions. The Tanaka brand offers a complete suite of grass trimmers, brush cutters, multi-task tools, chainsaws, blowers, hedge trimmers, edgers, augers, gas powered drills, water pumps and a complete mix of accessories.

Hitachi Koki U.S.A offers an extensive line of professional grade power tools, accessories and collated fasteners for the residential/multi-family and commercial construction industries. Hitachi earned its reputation as the Pro Preferred Brand of Pneumatic Nailers based on years of technology and innovation that continues to deliver reliable and dependable products for the Pro user. Hitachi manufactures popular roofing and siding nailers, and offers a full line of high quality collated fasteners that are ICC approved.

Hitachi never stops improving and developing technology to make Hitachi Power Tools superior in the industry.



Life is Good on the South Coast of Texas

If you ask most folks about how they got involved in the roofing business, the typical answer is that they started in the business early in their career...and never left. That answer is many times followed by heads shaking in disbelief that they have now spent a major portion of their adult life in this wonderful industry. But there are the rare exceptions, and this member spotlight focuses on a husband and wife team that made a change in mid-career and picked the roofing distribution business.

If you haven't figured it out by now, I am talking about Wayne and Janice Myer of B&R Supply & Equipment Company in Corpus Christi Texas. Wayne and Janice had spent most of their lives doing typical stuff like getting married, raising a family and earning a living in the banking business. The saving and loan crisis made them take a step back and re-think things. So, they started looking around for another industry outside of finance. I guess you could say that the roofing distribution business is about as far outside of banking as you can get!

They did some research, found a viable target in B&R and the rest is history. B&R is your typical independently owned distributor. Several other family members and employees team with Wayne and Janice to out work, out think and out service the big boys in Corpus Christi Texas.

Corpus Christi Texas is an interesting town. Located on the south coast of Texas with a population estimated to be approaching 450,000. Oil is a major factor driving the local economy along with tourism. The Port of Corpus Christi is the fifth largest in the United States. These drivers help maintain a reasonably stable economic growth rate. That growth has attracted several major competitors of B&R to the market, but strong independents find a way to profitability compete.

Wayne and Janice are quick to point out that a key ingredient to B&R's success is their membership in NEMEON. They utilize the various services NEMEON offers whenever they can. When you walk into the showroom you see the NEMEON Network with the updated software system prominently positioned for customer viewing. They attend the Annual and NextGen Meetings, participate in the Regional Conference Calls and support as many NEMEON Preferred Vendors as possible.

And they give back to the organization. Janice is currently serving on your NEMEON Board of Directors. She is the first female to hold a board seat in NEMEON history. Janice vigorously promotes NEMEON to anyone who will listen. Next time you talk to Janice, please take a moment and thank her for service on your NEMEON board.

It's safe to say that life on the South Coast of Texas is good. And life in the roofing distribution business beats the banking business any day.

**B & R Supply &
Equipment
Company**

Corpus Christi, TX

Janice Meyr

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 G & F Roof Supply Inc.
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 Great American Building Materials
 Gulf Coast Houston Ltd.
 H & H Roofing Supply LLC
 H & R Roofing Supply
 Hanson Building Materials Inc.
 Harrington & Company
 Harrison Wholesale Company Inc.
 Hawaii Pacific International
 Hawkeye Distribution, LLC *
 Honsador Lumber
 Hopper Roofing & Siding Supply
 Ingram Wholesale Siding
 J & S Supply Corporation
 J B Wholesale Roofing & Building Supplies
 Key Wholesale Bldg Products Inc. *
 L A Roofing Materials Inc.
 Lakefront Supply
 Lakeside Siding Supply
 Landis Supply of New Jersey, Inc.
 Long Island Tinsmith Supply Corp.

Loring Aluminum Building Products
 Louis T Ollesheimer & Son Inc.
 LS Building Products
 Lumbermans Drywall & Rfg Supply
 Lumbermen's Inc. *
 MaCon Supply, Inc.
 Magnolia Construction Supply, Inc.
 MarJam Supply Company
 MBS Building Supply Co. Inc.
 McDonald Metal & Roofing Supply
 Metro Roofing & Metal Supply Co.
 Mid Continent Lumber Dealers Supply
 Midwest Siding Supply Inc.
 Morris Sales Company, Inc.
 MRV Siding Supply
 NAPA Builders Supply
 National Building Supply Corporation
 Northwest Drywall & Roofing Supply
 Palmer Donavin Mfg Co. *
 Passaic Metal & Building Supplies
 Pennsylvania Supply & Mfg. Co.
 Plymouth Building Products
 Prairie State Exterior Products
 Prairie Wholesale Supply
 Premium Siding Supply
 Presta Contractor Supply Inc.
 R & S Supply (Redding Rfg Sply) *
 Rafferty Aluminum & Steel Co. *
 Redds Inc.
 R. F. Fager Co.
 Riverside Roofing Materials Inc.
 Robosson Supply
 Roofers Mart Inc.
 Roofers Mart of Missouri Inc.
 Roofers Mart of Southern California
 Roofers Mart of Wisconsin
 Roofers Mart Southeast Inc.
 Roofers Supply Inc.
 Roofers Supply Incorp.
 Roofing & Supplies Inc.
 Roofing Products & Building Supply
 Roofing Products of Michigan Inc.
 Roofing Sales Company
 Roofing Tools & Equipment Co.

Roofing Wholesale Inc.
 RSI Building Products LLC
 Ryan Seamless Gutter Systems Inc.
 S & H Building Material Corp.
 S & J Sheet Metal Supply Inc.
 Sam Jin General Supply
 Schultz Roofing Supply Co.
 SG Wholesale Roofing Supplies Inc.
 Silver State Roofing Materials Inc.
 Snow's Supply
 South Coast Shingle Company Inc.
 Southern Building Supply
 Spartan Building Supplies Inc.
 State Roofing & Supply Company
 Stelwagon Roofing Supply Inc.
 Suisun Roofing & Supply
 The Roofing Outlet
 Total Roof Supply Inc.
 Travis Roofing Supply
 Tri County Building Supplies Inc.
 Tri-State Wholesale Building Supplies
 TRS Distribution LLC dba Texas Roofing Supply
 Valley & Aetna Building Products
 VanDrunen Building Supply
 Venture Roofing & Building Supply
 Wake Supply Company Inc.
 Walker Brothers
 Washoe Building Supply Inc.
 Wausau Supply Co. *
 Weekes Forest Products, Inc. *
 Western Gravel & Roofing Supply Co.
 Western Materials Inc.
 Western Roofing Supply
 Whitco Wholesale Inc.
 Wholesale Distributing dba Boise Supply
 Wholesale Siding Depot
 Willards Wholesale Roofing Company
 Worth Supply LLC

Termed Members : No termed members



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.coop 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 our main facility in Knoxville, TN
Categories: Roofing, Siding, Doors, Windows, Insulation, Composite Decking, Millwork, Ventilation, Fireplaces, Foundation, Hardware, Weatherization, Stone, and Railings



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



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



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



Lumbermen's
INCORPORATED
"An Employee Owned Company"

Lumbermen's Inc.
www.lumbermens-inc.com
Rick Woltjer (616) 261-3200
richardw@lumbermens-inc.com

States Serviced: MI, OH, IN, Northern KY

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



PALMER-DONAVIN
Employee Owned. Service Driven.

Palmer-Donavin Mfg. Co.
www.palmerdonavin.com
Ron Calhoun (614) 486-9657
ron.calhoun@palmerdonavin.com

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

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



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

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, Sheetrock, 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



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



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**7th Annual
Next Gen Meeting
Nashville, TN
September 25th & 26th, 2017**



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**NEMEON
Preferred Vendor
Committee:**



Bill Baldauf
Lakefront Supply
773-509-0400

bbaldauf@lakefrontsupply.com



John Schunzel
California Shingle
and Shake
925-682-2211

johns@calshingle.com



Jeff Muratori
Division 7
Supply, Inc
678-541-0303

jmuratori@d7supply.com



Dino Pappas
Roofers Supply Inc
801-266-1311

dpappas@roofers.cc



Jamie Glazer
SG Wholesale
Roofing Supplies
310-323-8881

jamie.glazer@sgrroof.com



Ron Calhoun
The Palmer-
Donavin
Manufacturing
614-486-9657

ron.calhoun@palmerdonavin.com

NEMEON Preferred Vendors

*** New Preferred Vendor**

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APOC
ARFCO
Atlas EPS
Atlas Roofing
Benjamin Obdyke
Berger Building Products
BILCO
Savings4members powered by BizUnite
ADP
AIP Solutions
CareerBuilder
Circle K
Constant Contact
Exxon Mobil
Federal International
Ferrellgas
Ignite / First Data
Lamprey Systems
MSC Industrial Supply Co.
Office Depot
Panera Catering
Phillips 66, Conoco & 76
Sprint
Staples Advantage
Sunoco & Stripes
Synchrony Financial
UniFirst
UPS, YRC, Estes & Coyote Logistics
United Tranz Actions
Wex
Boss Products *
Carlisle Residential
CertainTeed Insulation
CertainTeed Roofing Products
CertainTeed Siding
CT Siding—Cedar Impressions
CT Siding—Deck
CT Siding—Fence
CT Siding—House Wrap

CT Siding—Millwork
CT Siding—Vinyl
CT Siding—Vytec
ChemLink
Clarus Merchant Services
Continental Materials
DaVinci Roofscapes
DCI Products
Distributor Marketing Management
DMSi Software
Duraflo - IPEX USA
EagleView Technologies
EcoStar LLC
Epicor
ESP LOW-E
Exterior Portfolio
Fabral
Flamco
Flashco Manufacturing
Franklin International
Gaco Western *
GAF Materials
GenFlex Roofing Systems
Geocel
Gibraltar Building Products
Guilbert Express, Inc.
Headwaters Roofing (Inspire)
Henkel
HIAB USA (Cargotec)
Hitachi Power Tools *
Hunter Panels
Hunter Warfield
Hussey Copper
IKO Sales
Insulfoam *
Johns Manville
Karnak
Kingspan
Linzer Products
LOMANCO
MALCO Tools
Mastic / ALCOA - Ply Gem Group
MAX USA

Metal Sales Manufacturing
Mid-States Asphalt
Mitten - Ply Gem Group *
NAPCO - Ply Gem Group
National Nail
National Shelter Products
Novagard Solutions
OMG Roofing Products
Owens Corning
Palfleet Truck Equipment (Tiffin Crane / Palfinger)
Penn. Lumbermens Ins
Ply Gem Window Group
Polar Industries
Polyglass USA
PrimeSource Building Products
Quality Edge
Roofmaster Products
Royal Adhesives and Sealants
Royal Building Products
S & W Forest Products
Seal Corp USA
Skylands Transaction Mgmt
Steal & Wire Products
Sun-Tek Skylights
System Components
TAMKO
The Tapco Group
Atlantic Shutters
Mid-America
Tapco Tools
The Foundry
Wellcraft
TITANIUM by Interwrap
United Asphalts
United States Gypsum
Van Mark *
Variform - Ply Gem Group
VELUX America
Versico Roofing Systems / Weatherbond
Werner
Worth Supply LLC *

Termed Vendors: No termed Vendors



Favorable Growth for Commercial Roofing

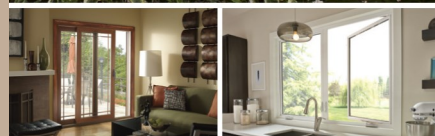
After a slow start to the commercial roofing business in the first quarter of this year, business has picked up across most of the country. The outlook for the remainder of the year continues to be favorable for high single digit growth across the entire commercial roofing business for 2017. Several manufacturers used the uptick in second quarter commercial roofing business to publish a price increase on certain products. It's a little early to determine if the announced increases will hold through the balance of the year. We will have more detailed information to share on the upcoming Regional Conference Calls.

I want to move away from commercial roofing and talk about the first annual NEMEON Benchmarking Survey. The final date for submitting the completed surveys to The Profit Planning Group was changed June 9th. PPG will begin processing all the submissions the following week and the participating members will receive The Profit Report and The Performance Analysis Report by the end of June. We made the decision to push the final submission date back to June 9th at the request of many members that were experiencing delays in obtaining their final 2016 financials from their accounting firms. PPG advised us that the largest data base we could produce will result in a more comprehensive and useful set of recommendations for the participants.

Benchmarking

The Profit Report is based on all the data submitted by the participating members. It will provide break downs by sales volume and geography of key operating results and highlight the performance the top quartile of our most profitable members. The Performance Analysis Report is the detailed report on your business as compared to the all the participating members. This will serve as your road map to profit growth. All the combined data is presented in a confidential manner. Everyone's data is secure.

The two reports will provide each participating member invaluable data to help drive profit growth in their company. Uncovering the operational areas for profit improvement is primary reason to participate in the benchmarking survey. PPG will provide a clear and concise explanation of the data to each participating member. Growing the profits of each NEMEON member is vital to the long-term success of independent distribution and is a key element in the NEMEON Strategic Plan.



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February 19th - 22nd, 2018

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Orlando, FL 32821

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2018
Annual
Meeting

Registration
Opens

Oct. 1st, 2017

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Registration opens October 1st, 2017**

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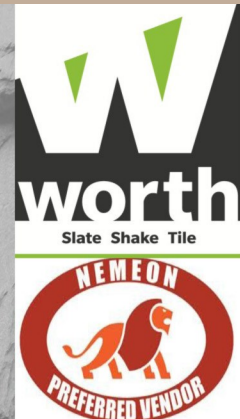

Finally. A Slate and Tile Company that Understands the Needs of Distribution

Worth stocks new and reclaimed slate and clay tile, cedar shingles, and an assortment of system related accessories to make your next permanent roofing project run smoothly. From sales assistance to mock-ups and take-offs, Worth is the preferred choice for Nemeon Members!



Member
Rebates
Available

704.882.9931
www.slateshaketile.com
justin@worthsupply.com



E-newsletter Available at:
www.NEMEON.coop

Contacts:

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

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

Tricia Murphy
Member Communications
651-229-6456
tmurphy@nemeon.com

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

NEMEON LionGUARD University was launched in February 2013 as a platform to bring cost effective Preferred Vendor Training to our Members. Historically, training has been done by suppliers in a “face to face” environment which means that Suppliers and Member Distributors have to travel to conduct or attend training. Distributor sales people travel to a Suppliers location for a 1 or 2 day training session, or Suppliers and sales reps or regional managers to the Distributors’ location to conduct hands on training. Although this training is effective, it is expensive and timing can be an issue with the continual introduction of new products/applications. Ultimately Suppliers need to get their customers trained and up to date on their offering without “waiting to train” due to busy calendars. LionGUARD University 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 insure students understand and can apply the training on future sales call. LionGUARD University has turned out to be a very cost effective training method, with the average cost per student trained at under \$10 per student! Typical hands on training runs \$50 to \$250 per student.

As of December 1st, LionGUARD University has over 1,300 distributor member students taking courses and that number is constantly growing. There are 40 courses available for students and many suppliers preparing to offer their first course to the member community.

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

Contact Brandon Maskew with BlueVolt, the company that hosts LionGUARD University with questions about getting involved!
Brandon.Maskew@bluevolt.com

NEMEON's New Educational Resource Professional Development

LionGUARD
University
Introduces

Professional
Development

NEW

Educational
Resource

Contacts:

Andi Voelker
651-229-6455
avoelker@nemeon.com

Tricia Murphy
651-229-6456
tmurphy@nemeon.com

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. We are introducing 100 courses to start with.

If your company is not signed up please contact us. It is simple, easy and quick to sign your whole company up!!

AVAILABLE COURSES:

ACCESS 2013: Beginner	Goal Attainment	Prevent Employment
ACCESS 2013: Intermediate	Google Apps	Discrimination: Federal Sector Managers & Supervisors
ACCESS 2016: Beginner	Google Apps: Complete	Preventing Sexual Harassment for Managers
ACCESS 2016: Intermediate	HIPAA Privacy and Security Basics	Preventing Unlawful Retaliation in the Workplace
Avoiding Wrongful Termination	Job Shadowing & Mentoring	Preventing Unlawful Workplace Harassment for Employees
Becoming a Manager	Lead Generation	Preventing Unlawful Workplace Harassment for Managers
Building Confidence & Assertiveness	Leadership Excellence	Questioning Skills
Coaching & Counseling	Leading Remote Employees	Relationships & Rapport
Communication Essentials	Legal Aspects of Interviewing & Hiring	Religious Discrimination & Accommodation
Confirming Agreement	Listening Skills	Self-Management Strategies
Conflict Resolution	Manager as Coach	Strategic Planning
Creating High Performance Teams	Managing Change	The Family Medical Leave Act
Cyber Security Basics	Managing Emotions	Time Planning & Prioritizing
Dealing With Difficult Behaviors	Motivating Performance	Turning Around Performance Problems
Developing Direct Reports	Needs Analysis	Understanding Sexual Harassment
Developing Manager & Peer Relations	Negotiating Concerns	Value Positioning
Disability Discrimination and Accommodation (ADA)	Networking & Relationship Management	Valuing Diversity
Diversity Management	Non-Verbal Communication	Valuing Diversity for Managers
Driving Innovation	Organization & Procrastination	Vision & Values
Effective Delegation	Outlook 2010: Beginner	Wage & Hour Basics
Employee Privacy: Balancing a Manager's Right to Know	Outlook 2010: Intermediate	Windows 8: Complete
Excel 2010: Beginner	Outlook 2013: Beginner	Windows 10: Complete
Excel 2010: Intermediate	Outlook 2013: Intermediate	Word 2010: Beginner
Excel 201: Advanced	Outlook 2016: Beginner	Word 2010: Intermediate
Excel 2013: Beginner	Outlook 2016: Intermediate	Word 2010: Advanced
Excel 2013: Intermediate	Performance Appraisals	Word 2013: Beginner
Excel 2013: Advanced	Performance Metrics	Word 2013: Intermediate
Excel 2016: Beginner	PowerPoint 2010: Beginner	Word 2013: Advanced
Excel 2016: Intermediate	PowerPoint 2010: Intermediate	Word 2016: Beginner
Excel 2016: Advanced	PowerPoint 2013: Beginner	Word 2016: Intermediate
FCPA Anti-Bribery Training for Managers	PowerPoint 2013: Intermediate	Word 2016: Advanced
	PowerPoint 2016: Beginner	
	PowerPoint 2016: Intermediate	
	Preventing Age Discrimination for Managers & Supervisors	
	Preventing Bribery & Corruption in a Global Economy	

We are NEMEON



If you would like to participate in the "We are NEMEON" campaign - take photos of your company and employees and send your photo(s) to Andi!

Get creative and have fun while standing proud with NEMEON!

If you have any questions please contact Andi Voelker - (651) 788-7810 x 2 or avoelker@nemeon.com

FEEL THE PRIDE!!