

March 2017

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

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## A letter from the Chairman of the Board

Jack Bone

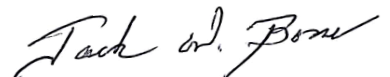
About a month ago my wife, Phyllis (many of you know her now from her performance with the magician) and I returned from 68-degree weather in Palm Springs, California to about the same temperature in Chicago. Some would say we have been blessed with a very mild winter in the Midwest. I hate to use the word, but instead of “blessed,” I’m going to say, “cursed.” Yes, we are actually making quite a few deliveries in the middle of winter. Unfortunately, what I have come to learn in my 45 years at Bone Roofing Supply is that mild winters usually lead to mild summers in terms of sales.

Now what? Hold on and brace for the worst? Start crying? I don’t think so! We are all independents with a lot of pretty smart owners and managers and we are surrounded by our NEMEON team. This is the time we pull up our boot straps and dig in. This is the time we can truly take advantage of many of the great concepts we have learned at the NEMEON meetings. This is when the training that LionGUARD University provides all of us, free of charge, can really help. Please, look at it and see how it can help you and all the people on your team. I know you will be impressed.

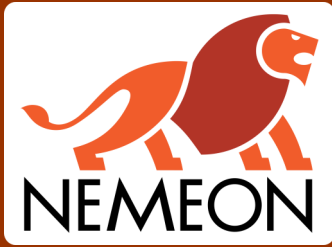
A lot of us recently returned from our annual meeting in Palm Springs where we were able to meet 100+ vendors, mingle with our friends and co-entrepreneurs and listen to several great speakers. My favorite was Ross Brenstein. He spoke to all of us about the five hallmarks common among champions. Although his expertise is in the champions of the sports world, he was able to tie all five hallmarks into our business world. I know that all of our NEMEON brothers and sisters want to be known as “the best.” Maybe not the biggest, but the best in how they lead, motivate and succeed. If you were not motivated to lead through integrity and accountability after listening to Ross, you were either sleeping or deaf. He was fantastic.

Speaking of “fantastic,” I truly believe our meeting in Palm Springs was the best we have ever had. Your board of directors decided a year ago to spend a few more of your dollars in finding a nice facility and great speakers for the benefit of all. Our Woodbury team then “put it together,” and boy, did they. They knocked the ball out of the park.

Now our challenge is to “top that” in Orlando. Please mark your calendars to attend next year, February 18-22. You will NOT be sorry.



Chairman of the Board



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## Benchmarking

I've had quite a few conversations with NEMEON members since returning from the annual meeting in Palm Springs. All the conversations were extremely positive, everyone said they received a number of takeaways from each of the different speakers. The overall opinion was that this was by far the best meeting that NEMEON has ever had. Our goal for the future is to invite dynamic presenters who can bring current best practices to the members in attendance. Some of the members have already initiated changes within their businesses and are excited to see the results. I'm looking forward to letting you know about some of the success stories that come from these changes.

## LionGuard University

One of the most important initiatives announced at the meeting was the Benchmarking program. Each member can participate by filling out the survey questions and submitting their information to The Profit Planning Group. Your information is strictly confidential, once all the information is compiled you will get a report showing how you compare to similar businesses within NEMEON. That is not the only thing that The Profit Planning Group will provide; you will get concrete recommendations that, if followed, will increase the profits of your business. The Benchmarking program will be an ongoing program and many distributors who are already following the recommendations have seen their profits double in a five-year period. You should have already received the confidential questionnaire to submit. If you would like us to resend it to you, please let Vic or I know. We are always available to answer questions or provide any assistance we can.

## Professional Development

The LionGUARD University Professional Development training programs are another new addition to the University announced at the annual meeting in February. The programs have made an impact for many NEMEON members. You no longer have to spend \$300+ and send your employees to an offsite location to receive professional development training. All you need to do is to go to the LionGUARD University website and choose from numerous courses. Here are a few samplings of the courses offered: Microsoft Office, Communication Essentials, Creating High Performance Teams, Goal Attainment, and Self-Management. It's easy to register your employees – just contact any NEMEON team member and we will take care of the rest.

Each year we strive to bring members valuable programs that you can use to strengthen your business and this year is no exception. The Benchmarking and Professional Development courses are just two of the new initiatives that are available to you as a member. Stack these on top of the many other offerings that are available and you have a perfect suite to compliment what you are doing within your business. As always, the NEMEON team will strive to remain the most progressive organization in the industry by providing programs that are going to work for your business.



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# NEMEON's 2017 Annual Meeting in Palm Springs!!! Entertained by Justin Flom



**SURVEY:**

**Tech Needs and Services for Small Businesses**

Please submit all questions to:

Fernando Prieto  
fprieto@nemeon.com

651-788-7810 X 4



In preparation for this article I was going over some data, trying to figure out what I should write about. I found a lot of interesting numbers, but some that stood out are from a survey by SurePayroll. This survey polled small business to learn from their tech needs and the services they rely on.

The study shows that 94 percent of small businesses use at least one social media platform and 85 percent use cloud storage. On the other hand, the survey shows that only 10 percent of these businesses use social media management software, while only 19 percent use a CRM (customer relationship management) tool.

This information showed me that small business are taking advantage of great tools at their disposal, but on the other hand there is some work to do. Because of this I wanted to take a moment and list some of the different services and applications that are available out there and in future editions of the newsletter, I will be going over the different options and comparing them in this space.

**Cloud Storage**

- Box
- Dropbox
- Google Drive
- Microsoft OneDrive

**Email Marketing**

- Benchmark
- Constant Contact
- HubSpot
- Infusionsoft
- MailChimp

**Social Media Management**

- Buffer
- Hearsay Social
- Hootsuite
- Sprout Social
- TweetDeck

**Customer Relationship Management (CRM)**

- Act
- Microsoft Dynamics
- Salesforce
- SugarCRM
- VyCo
- Zoho

**Social Networks**

- Facebook
- Google+
- Instagram
- LinkedIn
- Twitter

Have you used any of these applications and services? Do you have any questions about them? 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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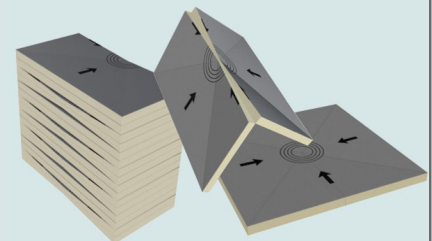
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## NEMEON Network

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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](http://www.nemeon.coop/networkvideos) to see a preview of what the NEMEON Network offers.

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## Mission Statement

**A Co-operative Delivering Value to  
our Members and Vendors**

NEMEON  
Mission Statement

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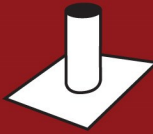
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**Thank you for meeting with Worth in Palm Springs!!!**

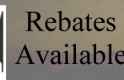
And a special thanks to the entire Nemeon team for putting on a world class event that was educational, exciting, and productive.

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Benjamin Obdyke Introduces Moisture-Protection System for Open Joint Cladding Designs

*Enhanced UV-resistant WRB and Flashing designed to integrate with advanced rainscreen systems*

Benjamin Obdyke Incorporated, a leading provider of high performance roof and wall products to the residential and commercial construction markets, today announced it has strengthened its line of moisture management solutions with the release of commercial-grade FlatWrap® UV housewrap and HydroFlash® UV self-adhered flashing.

Contact:

John McGill

(215) 913-9123

[jmcgill@obdyke.com](mailto:jmcgill@obdyke.com)

Formerly known as FlatWrap® HP, the new and improved FlatWrap® UV is specially designed for use with architectural designs that incorporate open joint claddings. When used in conjunction with a rainscreen, it provides superior bulk water drainage, vapor permeability and durability. The product features a high-performance tri-laminate design with superior UV resistance versus typical weather resistant barriers. In addition, the product has a vapor permeability of 35 perms, and has been proven to increase tear and wind load resistance for jobs over 40 feet.

The latest addition to the HydroFlash line of self-adhered flashing, HydroFlash UV was created specifically for use with FlatWrap® UV. HydroFlash UV's black color is virtually invisible when installed with FlatWrap UV in open joint cladding applications. The latest technology in flashing adhesion, it can be applied to damp surfaces and installed down to 0°F. It is specially formulated for aggressive adhesion to FlatWrap UV and other housewraps. It can also be applied over furring strips, making them invisible once cladding is installed.

"We are proud to offer a complete moisture management system for this growing design aesthetic in the marketplace," said Tara Murray, Marketing Manager at Benjamin Obdyke, Inc. "This innovation helps to extend the lifespan of modern architectural designs to benefit builders, architects and homeowners – at a fraction of the cost of typical commercial grade products."



For more information on the company's complete list of wall protection solutions, visit us at [BenjaminObdyke.com](http://BenjaminObdyke.com) or at our online retailer at [BuyObdyke.com](http://BuyObdyke.com).



## Member Spotlight

### The Stelwagon Story

When you look around the business landscape today there is one thing you can help but notice, there are not many companies in any industry that have been around since 1853. Heck, there aren't many companies that have been around since 1953. Any company that survives that long must go through many changes and Stelwagon is no different. What started out as a roofing products manufacturing company, has grown today Stelwagon into a premier distributor of both commercial and residential roofing products. They also distribute a large assortment of home improvement products in their service area.

### Stelwagon Roofing Supply Inc.

Stelwagon operates seven locations in the Philadelphia Pennsylvania and Camden New Jersey areas. They battle all the competitors big and small everyday as well as the choking traffic in and around the city of Philadelphia. Many of their customer deliveries are in the city where their delivery trucks fight parking restrictions and set up limitations as well as overhead electric poles and wires. Through these challenges, the commitment to excellent customer service never waivers.

### Philadelphia, PA

In addition, Stelwagon is a woman owned business entity that is certified by the Women's Business Enterprise National Council. The company is also active in various chamber commerce local chapters. Maintaining a high visibility in the local community is a high priority to the current ownership of Stelwagon.

### 7 Locations

Longevity in business requires a varied outlook on an ever-changing market place. As the markets change, the successful companies change along with the market. That's a basic requirement to last 160 plus years.



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Top Peak Performers Award - Arrowhead Building Supply  
Left to right: Vic Anthony, Jerry Pogue, Jack Bone, Larry Saxe & Dave O'Donnell



Thank you Stuart Lucks for your service on the Board of Directors!  
Left to right: Vic Anthony, Stuart Lucks, Jack Bone & Dave O'Donnell



Top Peak Performers Award - Elite Roofing Supply  
Left to right: Vic Anthony, Steve Whipple, Greg Russell, Jack Bone & Dave O'Donnell



Chairman Award - TAMKO Building Products, Inc.  
Left to right: Scott Littlefield, Vic Anthony, Stephen McNally, Dave O'Donnell & Tim Luttrell

Preferred Vendor of the Year - Polyglass  
Left to right: Top Row: Ed Willis, Vic Anthony, Jeffery Jacobs, Todd Homa & Chris Willis  
Bottom Row: Mike Griffin, Dave O'Donnell, Steve Kubicka & Art Jones



Preferred Vendor of the Year - CertainTeed  
Left to right: Greg Palandrani, Jason Sherrill, Vic Anthony, Fred VanDongen, Jack Bone, Todd Herkins & Dave O'Donnell



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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  
 Uresco Construction Materials  
 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 : Metro Roofing Supply, SG Williams & Bros., Quality Building Supply, Adler Warehouse, M&J Supply, American Building & Roofing, Badger Building Supply, Midwest Wholesale Materials, Complete Supply, Acme Building Materials, Kohl Building Products, Uresco Construction Materials

## NEMEON Welcomes our Newest Members!

### Midwest Siding Supply Inc.

1001 Aucutt Road  
 Montgomery, IL 60538  
 (630) 897-2333  
 41 N. Lively  
 Elk Grove Village, IL 60007  
 (847) 979-8230  
[www.midwestsiding.com](http://www.midwestsiding.com)

### Spartan Building Supply

21540 Schoenherr Road  
 Warren, MI 48089  
 (586) 778-0180  
[www.spartanbuildingsupplies.com](http://www.spartanbuildingsupplies.com)

### Landis Supply of New Jersey, Inc.

1590 N Main Road  
 Vineland, NJ 08360  
 (856) 691-8040

## 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](http://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](http://www.dwc-k.com)  
Les Mirts 865-546-3040  
[leslie@dwc-k.com](mailto: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](http://www.badgerlax.com)  
Brian Mlsna (608) 788-0100  
[bmlsna@badgerlax.com](mailto: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](http://www.weekesforest.com)  
Scott Gardner (651) 644-9804  
[scott.gardner@weekesforest.com](mailto: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 Co. Inc.  
[www.eastidelbr.com](http://www.eastidelbr.com)  
Dave Reis (618) 942-3281  
[dave@eastidelbr.com](mailto: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 Inc.  
[www.lumbermens-inc.com](http://www.lumbermens-inc.com)  
Rick Woltjer (616) 261-3200  
[richardw@lumbermens-inc.com](mailto: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 Mfg. Co.  
[www.palmerdonavin.com](http://www.palmerdonavin.com)  
Ron Calhoun (614) 486-9657  
[ron.calhoun@palmerdonavin.com](mailto: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](http://www.hawkdist.com)  
Chad Welding (712) 277-4001  
[cwelding@hawkeyedistributioninc.com](mailto: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, Inc.**

Britton Lumber Company, LLC  
[www.brittonlumber.com](http://www.brittonlumber.com)  
Sterling Golder (802) 333-8106  
[sgolder@brittonlumber.com](mailto: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](http://www.carolinaatlantic.com)  
Lisa Meadows (800) 672-3555  
[lisameadows@carolinaatlantic.com](mailto: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](http://www.keywholesale.net)  
Chris Smith (641) 423-0544  
[Chris.smith@keywholesale.net](mailto: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](http://www.raffertyaluminum.com)  
Sean Lorden (800) 732-5473  
[info@raffertyaluminum.com](mailto: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](http://www.wausausupply.com)  
Jody Maier (800) 236-1528 ext. 13328  
[jody.maier@wausausupply.com](mailto: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

OUR NAME IS  
 SYNONYMOUS  
 WITH QUALITY.  
 OH, SORRY,  
 WE MEAN NAMES.



# PALFLEET



PalFleet offers PALFINGER crane packages, an expanded service network and the attention that NEMEON members deserve.

Contact Kim Osborn for a quote or demo.

k.osborn@palfleet.com  
 419-448-8156

4151 W SR 18 Tiffin, OH, 44883  
 (419) 448-8156  
 www.tiffinpalfleet.com

**ROOFING. SIDING. NO COMPROMISING.**

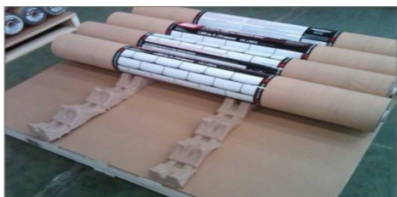
Titebond roofing and siding sealants meet stringent VOC regulations without compromising superior product and quality performance. They are formulated specifically for roofing and siding applications.

## Grip Rite ShingleLayment<sup>SM</sup> Synthetic Roofing Underlayment

### ShingleLayment-LWE

- Nearly 5 times lighter & 2.3 times more coverage than #15 felt
- Non-skid TPO coating
- Printed nail and overlap pattern
- Textured top and bottom surface for increased friction
- 10 sq. roll (4' x 25')
- UV treated to 180 days

### ShingleLayment-LWE Installer Pattern - Gray



**45** NEMEON members & counting

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 Senior Sales  
 eethington@dmsi.com  
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- Max flexibility prevents wrinkling & buckling
- Split release film for faster application
- Anti-Slip featuring Safe-Step<sup>™</sup> Technology

**APOC** 1-800-562-5669 • www.apoc.com  
 The Choice of Top Professionals<sup>®</sup>

**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**

Air Vent  
AlSCO  
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  
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: Hy-C Company, Guardian Fall/Qual-Craft**



2017

**Growth Year for  
Commercial  
Roofing**

All the forecasts, prognostications and expert guesses are pointing towards another growth year for commercial roofing in 2017. The first quarter numbers were encouraging and did show a small year over year increase. Our members are reporting that bid activity for projects going into the summer is very strong and optimism is high for another good year in commercial roofing.

There are a couple of topics that were covered during the recent Regional Calls that merit another mention.

**Gaco - Firestone**

Gaco announced in February the sale of their business to Firestone Building Products. Gaco is continuing to offer a program on direct purchases to NEMEON members. Gaco products are also still available through Prime Source.

**Owens Corning  
Program**

Owens Corning revised the rebate program to NEMEON for Foamular XPX Insulation Products for 2017. In addition, OC is very interested in expanding their footprint throughout the NEMEON organization with the Foamular roofing and wall sheathing products. If you are interested in purchasing Foamular on a direct basis from OC let me know and I will put their local sales personnel in touch with you.

**Synchrony  
Contractor  
Financing Program**

Finally, we introduced a contractor financing program from Synchrony Financial with limited success. Synchrony has made several improvements and enhancements to the program that are intended to streamline the process and make it more accessible to smaller contractors. The contractor enrollment process no longer requires a \$500,000 yearly sales volume minimum. The change is intended to target the smaller contractor that was excluded in the past. In addition, the limits on credit requested by the home owner have been removed. The credit request can now include the total value of the project and will be approved provided the home owner has a sufficient credit score. All requests over \$25,000 will require proof of income from the home owner, requests below that amount will be instantly approved after a credit check is performed. Finally, Synchrony is introducing in April a new on line portal that will stream line the entire process for the contractor and the home owner. The entire transaction can now be completed on line and paperless.

If you want any additional information on any of these programs, please give me a call.

**Contact:****Vic Anthony****vanthony@nemeon.com****(973) 897-6033**

NEMEON

Benchmarking

Service

Profit Planning  
Group

The program is provided to NEMEON by Profit Planning Group, and was discussed in detail by Al Bates during his breakout sessions at this year's Annual Meeting. The process is confidential and completely anonymous for our members. None of your data will be shared with any other member or the NEMEON Staff. All your communications will be directly between you and Profit Planning Group. The analysis and follow up reports will be sent directly to you as well. As a reminder, this program is provided at no direct cost to the members, NEMEON is paying for the service.

The first step in getting started is the completion of the Benchmarking Survey sent to you via email on March 10, 2017. If you did not receive the email, please contact any one of the NEMEON staff and they will resend it to you. To generate meaningful comparisons and action plans, data from your last two years' financial reports needs to be submitted. This will entail you completing the attached survey twice, once for each of the fiscal years 2015 and 2016 for your company. After you have completed both surveys, email the two spreadsheets directly to Profit Planning Group at [surveys@profitplanninggroup.com](mailto:surveys@profitplanninggroup.com).

If you have any questions regarding the NEMEON Benchmarking Service, please contact any of us at NEMEON. If you have questions regarding the survey, you can contact **Brian Rickel** at Profit Planning Group at **(303) 444-6212**.

What if we had  
**THE SOLUTION**  
to address the rise in group  
health benefit costs?



NEMEON  
Members

HealthCare  
Reform Benefits  
Solution  
Incorporated

Scott Madura  
(312) 217-2181

Are you interested in an ACA-compliant, wellness-inspired group health benefit program that can save your company money while addressing the health and wellness of your employees?

**LEARN MORE** about how you can offer your group a health benefits solution that boasts flexible plan designs, alternative funding structure, integrated wellness and employee incentive programs.

**QUESTIONS?**

To learn more, contact  
**Scott Madura** at  
**(312) 217-2181**



**MEET LIFESTYLE HEALTH PLANS**

**NEMEON**, in collaboration with HRB Solutions, is pleased to introduce Lifestyle Health Plans as a unique health benefits program designed to address the underlying causes of the rise in healthcare costs for both employer and employee alike - employee health behaviors.

**WHAT MAKES LIFESTYLE HEALTH DIFFERENT?**

Level Funded major medical plan designs  
Premium savings averaging 10-15% in most cases  
Integrated wellness incentives and cash-rewards  
Up to a \$500 deductible credit available to all wellness participants

Underwritten by "A" rated carriers  
Integrated concierge telemedicine, outpatient lab and diabetic supply benefits

To learn more about how **LIFESTYLE HEALTH PLANS** can work for you and take advantage of our program-negotiated pricing, contact

**Scott Madura** at **(312) 217-2181** or via e-mail  
at [scott@hrbsolutionsinc.com](mailto:scott@hrbsolutionsinc.com).

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 1<sup>st</sup>, 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	

## New Vendors

Welcome

NEMEON's Newest

Preferred Vendors!

Boss Products

Hitachi Power Tools

Van Mark

Boss Products  
Bill Felstead  
(402) 238-9925  
350 King Road  
Elizabethtown, KY 42701  
bfelstead@bossproducts.com



Hitachi Power Tools  
Chris Foltz  
(850) 210-7261  
1111 Broadway Avenue  
Brazelton, GA 30517  
christopherfz@hitachi-powertools.com



Van Mark  
Gary Weinert  
(800) 826-6275  
24145 Industrial Park Drive  
Farmington Hills, MI 48335  
gweinert@van-mark.com



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Masters in Home Ventilation Since 1946

**OmniRidge Pro**

Our NEWEST Advanced Feature Low Profile Vent!



Model  
PRO4-N

- ▶ Advanced low profile design.
- ▶ Includes 2-1/2" ring shank nails.
- ▶ Available with screen for enhanced weather protection, Model PRO4SWN
- ▶ **Lifetime Limited Warranty.**

Lomanco, Inc. • lomanco.com • 1.800.643.5596



E-newsletter Available at:  
www.NEMEON.coop

**California Shingle and Shake Celebrating 60 Years in Business!**

60 Years!

Congratulations  
California Shingle &  
Shake!



California Shingle & Shake did the grand prize drawing for our 60yr Anniversary. 1<sup>st</sup> place winner received \$5,000. We are NEMEON!

Congratulations  
to  
Sterling Golder!



Congratulations to Sterling Golder (Britton Lumber Co.) who was awarded the Vermont Retail Lumber Dealers Association Lifetime Achievement Award. #WeAreNEMEON

Way to go on 35  
years!

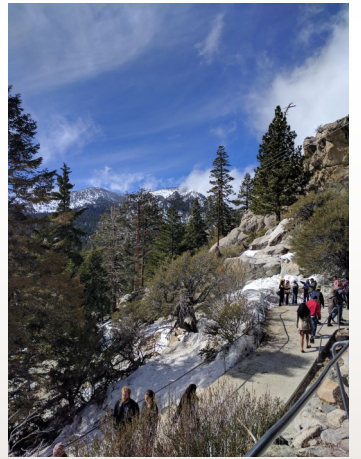
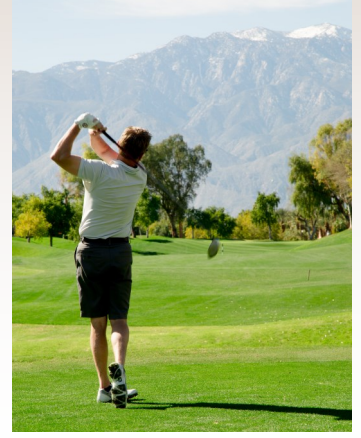


**Congratulations CB Wholesale on 35 YEARS!!!!!!**

In 2012, we celebrated 30 years of being in business. Going into year 35, we're excited for the future and want to thank everyone who has been involved in making CB Wholesale what it is today!

# 2017 NEMEON Annual Meeting - Palm Springs, CA

## Activities



## Winners of the Horse Races for the Vendor Appreciation Reception

