

Sept 2017

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

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**A letter from the Chairman of the Board**

Jack Bone

Dear NEMEON Teammates,

Summer is almost over and as in the past years, it promised to be an exciting one. When I wrote this letter to you this past spring, I was somewhat worried about the mild winter we just had in the Midwest. Roofers working when they usually hibernate erasing any back log of work, not a lot of “winter” damage to roofs and a slow summer for our company as well as our competitors usually makes the business “not much fun.”

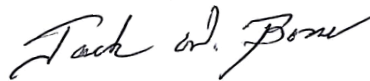
Now, let’s look at the positive side...what do we have in our back pocket to help us through a possible tough year? We belong to the NEMEON group that every year strives to be better and better. I want to say, “thanks,” to our staff as well as each person on our board of directors. They individually and collectively continue to rack their brains to help all of us. The very “easy thing to do” would be to just accept the “status quo” and deposit the rebate check each quarter. That is about the farthest from the truth as to what your NEMEON staff and board do...THANK GOD!

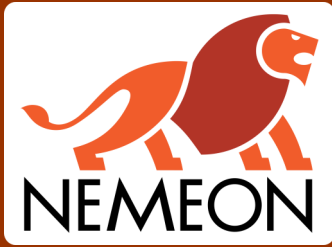
When I became chairman two years ago, I must admit I was somewhat taken back by the variety of opinions that sometimes came out of our meetings. I soon learned how naïve I was. I became aware of how valuable it was to hear all points of view. I now have the deepest respect for each and every member of our board and staff, constantly studying new ideas and ways of doing things that make the NEMEON group better and stronger. I have seen board members completely change their mind on a subject after hearing all points of view. My deepest appreciation goes to those board members that have voted on an issue that may affect their individual company negatively and yet benefits the NEMEON group as a whole. They voted for “what was best for the group.” I’ll refer back to our slogan of years ago; “Feel the Pride.” It is incredible! What great people to be associated with.

Your board and staff met about a year ago for a couple of days to review our 5 -year strategic plan of 2011 (how time flies!) and develop a new 5-year plan. More great, new ideas and plans were developed. A lot of goals were set for all of us to work toward, and yes, some may be “a reach.” That’s okay...they keep us all busy and on the same path toward keeping the NEMEON group alive and vibrant.

This all shows what I know: our NEMEON staff and board are continually striving to improve our NEMEON community, making us the best. For that, I cannot THANK them enough.

Your Chairman,





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We are NEMEON!	<b>Back Cover</b>



## Diversification

I recently attended a distributor council meeting with a group of NEMEON members and it was very enlightening to sit back and listen to all the ideas bouncing around the room. The same sentiment just kept coming up time and again; our business is constantly having to make changes to succeed. As distributors, we are faced with more competition than ever and are constantly looking for ways to create an advantage in our respective markets. There are members that are implementing scores of new concepts that provide value, enabling them to set themselves apart and put them in a position where they can charge more than their competition. You should be constantly searching for additional ways in which you can enhance your customers' experience when they are working with your company.

Set Yourself  
Apart  
From Your  
Competition

The one area which I would like to discuss today is diversification of your product offering. The first thing you must do is to look at your company from your customers point of view. What can you offer your customer and why are you different from everyone else? When considering diversifying you need to get your customers involved as well. By taking an interest in your customer you are showing them that you care about their success and are not just interested in selling them something and moving on to the next transaction. Research has proven that investing in the well-being of your customer creates loyalty and confidence that you have their best interest at heart. When looking for product lines to consider you also must look at your customer base to see which products would be a good match for them as well. You want to be able to offer products with a minimal learning curve along with manufacturers who are willing to work closely with your customers when it comes time to do some training.

For the roofing distributor, there are many roofing products that your competition won't want to spend the time on. The first product that comes to mind is metal roofing; there have been many changes in metal roofing, with many new unique options available. Synthetic shingles, slate, and even solar is starting to gain some traction with the homeowner. Roofing contractors are in a good position to offer windows, entry doors, decking and rain carrying equipment with little to no major investment. The siding distributor is in the same position; there are many new masonry products that do not require the skill of a mason; skylights and decking, along with many different forms of composite siding.

## Special Services

Thinking outside the box and including your customer is key to finding the right group of products to add to your offerings. I would be remiss if I didn't mention offering a unique service to your customer. There are many successful Nemeon members that are offering special services that might help you set yourself apart from your competitors. Networking with your fellow NEMEON members, participating in the meetings and joining in on the regional conference calls are a good way to learn about what is working in other markets across the country. Most members are more than willing to share some of their success stories with you; all you need to do is ask.

## Networking




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## Regional Training Meeting - Midwest

DATE: October 24, 2017

TIME: 7:00 AM to 5:00 PM

LOCATION: Hyatt Regency - Lisle, 1400 Corporetum Drive, Lisle, IL 60532

HOSTED BY: NEMEON

HOTEL ROOM INFORMATION: If you need to make a hotel room reservation the rate is \$109.00 plus taxes. There are a small number of rooms blocked for NEMEON. Please contact the hotel at (630) 852-1234 to make your reservation.

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## Regional Training Meeting - Western

DATE: November 14, 2017

TIME: 7:00 AM to 5:00 PM

LOCATION: Doubletree - 3100 Camino Del Rio Ct, Bakersfield, CA 93308

HOSTED BY: NEMEON

HOTEL ROOM INFORMATION: If you need to make a hotel room reservation the rate is 99.00 plus taxes. There are a small number of rooms blocked for NEMEON. Please contact the hotel at (661) 323-7111 to make your reservation.

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## Email Marketing

In our last IT articles we talked about some of the tools for small businesses, tools such as cloud storage, email marketing, CRM, etc. In this issue I want to talk about email marketing and some of the services available.

Email marketing occurs when a company sends a commercial message to a group of people by use of electronic email. Most commonly through advertisements, requests for business, or sales or donation solicitation, any email communication is considered email marketing if it helps to build customer loyalty, trust in a product or company or brand recognition. Email marketing is an efficient way to stay connected with your clients while also promoting your business.

## MailChimp

There is a very long list of email marketing services; a quick Google search will give us dozens of services that seem to all do the same. Because of this I want to focus on two services that will deliver a better experience from the rest.

## GetResponse

At the top of the list is MailChimp. Its platform puts usability first, with a focus on helping beginners every step of the way. Its extensive email templates are drag-and-drop and so well-designed they look professional right out of the box. The software even makes it hard to mess things up — it provides just-in-time education letting you know when you're engaging in risky email behavior that'll flag a spam filter, or when you're about to delete your entire campaign. Best of all it has a free plan called the Forever Free Plan, you'll get most MailChimp features for up to 2,000 subscribers and 12,000 emails per month. There's a reason MailChimp is the #1 email marketing service, owning almost half the market.

It's easy to consider MailChimp the best and to go with the paid version if the free plan isn't enough, but if MailChimp's Forever Free Plan isn't enough for your organization I would suggest giving a look to GetResponse. Its Pro-level product is not quite as easy to learn, but it offers the most comprehensive set of features within its platform of any, including the most sophisticated automation workflows. GetResponse edges out MailChimp Pro for advanced users — it's not as easy to learn, but has far more robust automation workflows and bonus features like a stock photo library and landing-page tool with A/B testing. These features make it easy to think beyond the first click, so it's not just your emails that look great. Finally, it's customer service support is among the best; even with a steeper learning curve, you won't be doing your email marketing alone.

Please submit all questions to:

Fernando Prieto  
fprieto@nemeon.com

651-788-7814



There are many other services out there and they all have pros and cons, so if 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.



## NEMEON Network

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.

### Digital Signage

Don't forget you can choose which Preferred Vendors products you want to promote to your customers. Change the commercials at any frequency. Show specials, upcoming events, special order items, make it your own; this is your digital signage system!

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## Vendor Highlight



Atlas Roofing

Charlie Waldrop

(205) 910-2404

cwaldrop@  
Atlasroofing.com

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Atlas Roofing is proud to partner with NEMEON to offer value to the contractor, commercial customer and homeowner. In its continuing effort to provide outstanding value, Atlas is proud to introduce its new HP42™ shingle format. Larger than any other shingle currently manufactured in the U.S., the HP42™ format offers roofing contractors a faster installation as well as time and labor savings.

“Designed with the owner and installer in mind, these new high-performance shingles are larger and better engineered,” said Stan Bastek, Director of Marketing and Sales Development, Atlas Shingles and Underlayment Division. “As a result, they are faster and easier to install, which drastically improves installation efficiency for contractors and their crews. They also help contractors save materials and labor.”

The HP42™ format is available now and will be the new standard for the Atlas StormMaster® Shake and Pinnacle® Pristine shingle lines. Features of the Atlas shingles with HP42™ technology include:

- A larger size: the shingle is a full 42 inches wide and 14 inches high.
- An enhanced 1½-inch “sweet spot” nailing area that helps the crew stay accurate when aiming for the shingle common bond.
- A 7-Course, Zero-waste shingle offset, providing up to 5% material savings versus other leading shingles brands.
- A larger 6-inch exposure.
- A high performance 130 mph wind limited warranty with a 4-nail install.

Bigger shingles are the smarter business choice. The HP42™ format lets crews cover more roof area with fewer shingles and fewer nails. The 1.5-inch enhanced Sweet Spot nailing area with a FASTAC® double sealant line also helps crews hit their mark every time. And because crews can work more efficiently, they will be on and off the roof more quickly, and on to the next job.

Based on an average 40-square job, savings versus other leading shingle brands include:

- 320 fewer shingles to install.
- Up to 6,000 fewer nails and penetrations, totaling up to \$40 in savings on a 130 mph wind limited warranty installation.
- Savings of two to four hours of labor time on the roof.

“Working smarter saves time, labor and materials,” Bastek said, “and the savings really add up for a contractor’s bottom line. There isn’t a more contractor-friendly shingle design on the market today than Atlas shingles featuring HP42™ technology.”

Atlas offers a convenient and simple calculator that can determine the potential material, labor and time savings, both annually and per job, if using Atlas shingles with HP42™ technology. The savings calculator is available at [AtlasRoofing.com/pro](http://AtlasRoofing.com/pro).



## Long Island Tinsmith Supply Corporation

Long Island Tinsmith  
Supply  
Corporation

Glendale, NY

Stuart Lucks

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Website:  
[litsco.com](http://litsco.com)

There are a lot of companies that sell roofing products in the New York City area, but not many have been around for almost 100 years. Doing business in this environment, with the never moving traffic, small streets, no room to set up trucks to roof load materials and dealing with the varying local requirements the boroughs of New York City presents, how can any business survive for that long?

Well, Long Island Tinsmith Corporation (LITSCO) doesn't just survive, they thrive in this very challenging environment. During my recent visit to LITSCO, the first problem I experienced was the choking traffic on my drive from JFK Airport to their location in Glendale New York. The second experience was when I drove up to the front of the business and noticed that the foot print of the building was not the biggest of some of our members. The next experience was during a tour of the warehouse and sheet metal shop. When you consider the numerous product lines, accessory products and sheet metal equipment, the obvious question is how do they fit all this stuff into this location? The answer lies in the quality, knowledgeable and dedicated organization that works at LITSCO. This is a team that gets things done. The drivers know the back streets (my GPS did not!), the warehouse folks know where stuff goes and how to stage the deliveries. The office and sales team understands the environment and works hard to eliminate problems. This is a well-oiled machine; it must be to provide the world class customer service LITSCO offers.

LITSCO's product offering is different from most NEMEON members. They are completely focused on commercial roofing. Offering commercial membranes, fluid applied roofing, sheet metal, waterproofing and all the needed accessories, LITSCO is not your "typical" NEMEON member. Still, LITSCO supports NEMEON Preferred Vendors at every opportunity, even though they have a limited number of commercial vendors to choose from.

Given all the daily "trials and tribulations" the ownership of LITSCO must deal with to run a successful business, they also give back to the NEMEON membership. For seven plus years Stuart Lucks has served as Treasurer on your Board of Directors. At the end of June this year, Stuart turned those duties over to Dale Houtman of Cedar Grove Roofing Supply. If you ask Stuart about his time on the board, he will tell you how the relationships he formed with other board members have become invaluable to him and his business. He will also tell you about the knowledge and insight he gained overseeing the numerous value-added services NEMEON offers to the membership. He will freely admit that by serving on the board he has a deeper appreciation of the importance being a member of NEMEON brings to his business. Stuart is not finished volunteering his time to help NEMEON grow, he has agreed to join the newly formed Commercial Roofing Vendor Committee.

Next time you see Stuart at a NEMEON meeting, be sure and thank him for his service and dedication to this organization. If you are visiting New York City, stop by and thank him in person and ask for a tour of his operation. But don't rely on your GPS to get you there, call and ask directions!



NEMEON

Mission

Statement

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 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

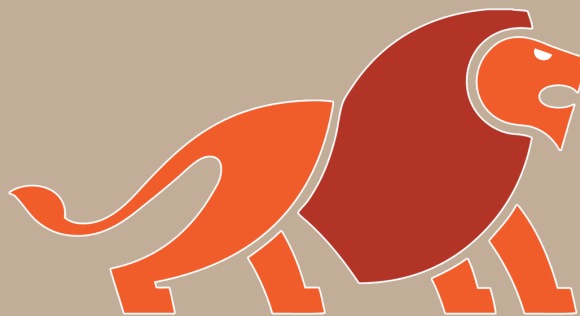
# IMAGE II

Architectural Standing Seam  
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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.coop](http://www.nemeon.coop) to get additional information on these companies and their line sheets.



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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

East Side Lumberyard Supply Co. Inc.  
[www.eastsidelbr.com](http://www.eastsidelbr.com)  
Dave Reis (618) 942-3281  
[dave@eastsidelbr.com](mailto:dave@eastsidelbr.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**

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 90 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

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**NEMEON  
Preferred Vendor  
Committee:**



Bill Baldauf  
Lakefront Supply  
773-509-0400

[bbaldauf@lakefrontsupply.com](mailto:bbaldauf@lakefrontsupply.com)



Regan Walker  
CB Wholesale  
306-738-3992

[reganw@cbwholesale.com](mailto:reganw@cbwholesale.com)



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

[jmuratori@d7supply.com](mailto:jmuratori@d7supply.com)



Vernon Randel  
American Rfg-  
Supply  
303-333-3700

[vrandel@amroofing.com](mailto:vrandel@amroofing.com)



Rick Pogue  
Arrowhead Bldg  
Supply  
636-970-1976

[rickp@arrowheadbuildingsupply.com](mailto:rickp@arrowheadbuildingsupply.com)



Chad Deja  
Schultz Roofing  
Supply  
269-983-2613

[dejachad@aol.com](mailto:dejachad@aol.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—Rail

CT Siding—Millwork  
CT Siding—Vinyl  
CT Siding—Vytec  
ChemLink  
Clarus Merchant Services  
Continental Materials  
DaVinci Roofscapes  
DCI Products  
Discovery Design, Inc  
Distributor Marketing Management  
DMSi Software  
Duraflor - 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

**The beat goes on...**

The second quarter market share reports are in and indications are that the commercial roofing business is in for another growth year in 2017. The early year forecasts from the various commercial roofing manufacturers reflected another anticipated growth in the high single digits for this year. After a slow start in the first quarter, there was some concern that the current growth cycles the commercial roofing business has experienced over the last several years may be coming to an end. Most manufacturers felt that weather and the postponement of several larger high profile commercial projects were the underlying reasons for the first quarter softness and that the fundamentals were still unchanged for 2017. After reviewing the second quarter results and the year to date shipments, it appears that demand for commercial products over the balance of 2017 will result in a growth rate in the 6% to 8% range for the entire year.

Breaking down the key product line shipments for the year to date numbers, TPO continues to lead all commercial products with shipments more than 843 million square feet. TPO has grown an additional 7% during the first half of 2017, far out pacing all other membrane types used in commercial roofing applications. EPDM, the industry leading product for many years, slipped another 1% with shipments totaling only 333 million square feet. PVC, once considered an obsolete product, grew over 2.5% with shipments more than 240 million square feet so far, this year.

On the asphalt side, APP membranes showed a healthy growth of over 5.5% for the first half of the year. On the flip side, SBS products used in commercial applications slid almost 9% from the same time last year.

Polyisocyanurate insulation shipments continue to set records as the amount of square feet of product shipped this year. Couple this increase with the major increases in the average thickness of product required now to meet the ever-increasing energy codes, points to a very healthy business for the various manufacturers of this product.

**CertainTeed wants to be easier to do business with...**

The recent announcement from CertainTeed (CT) outlining the development of a new customer portal should be welcomed news to any NEMEON member that currently does business with this key vendor. Once the new portal is fully functional, a customer will be able to access any and all information over the entire CT product line in one place. So, if you buy roofing or siding, insulation or gypsum and maybe some CT ceiling products, all your key information can be found through one simple sign in process.

Key elements slated to be accessible through the new portal are order history and status with real time updates. There will be an area to log comments and complaints with email notification providing updates on complaints. In addition, pricing and invoices will be available through the new portal. The final phase will add product information and availability.

CT has reached out to several of our members to review the developmental process for the new portal and asked for input on any additional features that should be included in the final product. The project will be rolled out in phases with roofing and siding first, followed by the other business. We will pass along additional updates as they become available from CT.

E-newsletter Available at:  
www.NEMEON.coop

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*members & counting*

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Orlando, FL

February 19th - 22nd, 2018

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Registration opens October, 2017**

**Save the Date!!!**

**2018  
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Registration  
Opens  
  
Oct., 2017**

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- Meets ASTM C578 Type VII requirements
- Does not absorb moisture
- Excellent for low-temperature freezer floors, cold storage facility floors, ice rinks, parking decks



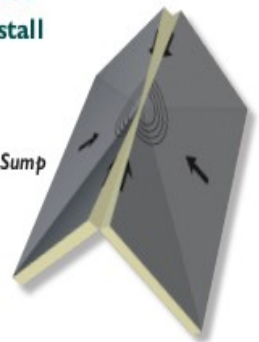
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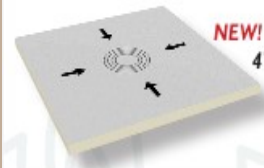
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**Contacts:**

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

Andi Voelker  
MBR Services/ Marketing  
651-229-6455  
avoelker@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 any team member 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](mailto:Brandon.Maskew@bluevolt.com)

E-newsletter Available at:  
[www.NEMEON.coop](http://www.NEMEON.coop)



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## NEMEON's New Educational Resource Professional Development

LionGUARD  
University  
Introduces

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.

Professional  
Development

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

NEW

Educational  
Resource

### AVAILABLE COURSES:

ACCESS 2013: Beginner  
ACCESS 2013: Intermediate  
ACCESS 2016: Beginner  
ACCESS 2016: Intermediate  
Avoiding Wrongful Termination  
Becoming a Manager  
Building Confidence & Assertiveness  
Coaching & Counseling  
Communication Essentials  
Confirming Agreement  
Conflict Resolution  
Creating High Performance Teams  
Cyber Security Basics  
Dealing With Difficult Behaviors  
Developing Direct Reports  
Developing Manager & Peer Relations  
Disability Discrimination and Accommodation (ADA)  
Diversity Management  
Driving Innovation  
Effective Delegation  
Employee Privacy: Balancing a Manager's Right to Know  
Excel 2010: Beginner  
Excel 2010: Intermediate  
Excel 2010: Advanced  
Excel 2013: Beginner  
Excel 2013: Intermediate  
Excel 2013: Advanced  
Excel 2016: Beginner  
Excel 2016: Intermediate  
Excel 2016: Advanced  
FCPA Anti-Bribery Training for Managers

Goal Attainment  
Google Apps  
Google Apps: Complete  
HIPAA Privacy and Security Basics  
Job Shadowing & Mentoring  
Lead Generation  
Leadership Excellence  
Leading Remote Employees  
Legal Aspects of Interviewing & Hiring  
Listening Skills  
Manager as Coach  
Managing Change  
Managing Emotions  
Motivating Performance  
Needs Analysis  
Negotiating Concerns  
Networking & Relationship Management  
Non-Verbal Communication  
Organization & Procrastination  
Outlook 2010: Beginner  
Outlook 2010: Intermediate  
Outlook 2013: Beginner  
Outlook 2013: Intermediate  
Outlook 2016: Beginner  
Outlook 2016: Intermediate  
Performance Appraisals  
Performance Metrics  
PowerPoint 2010: Beginner  
PowerPoint 2010: Intermediate  
PowerPoint 2013: Beginner  
PowerPoint 2013: Intermediate  
PowerPoint 2016: Beginner  
PowerPoint 2016: Intermediate  
Preventing Age Discrimination for Managers & Supervisors  
Preventing Bribery & Corruption in a Global Economy

Prevent Employment  
Discrimination: Federal Sector Managers & Supervisors  
Preventing Sexual Harassment for Managers  
Preventing Unlawful Retaliation in the Workplace  
Preventing Unlawful Workplace Harassment for Employees  
Preventing Unlawful Workplace Harassment for Managers  
Questioning Skills  
Relationships & Rapport  
Religious Discrimination & Accommodation  
Self-Management Strategies  
Strategic Planning  
The Family Medical Leave Act  
Time Planning & Prioritizing  
Turning Around Performance Problems  
Understanding Sexual Harassment  
Value Positioning  
Valuing Diversity  
Valuing Diversity for Managers  
Vision & Values  
Wage & Hour Basics  
Windows 8: Complete  
Windows 10: Complete  
Word 2010: Beginner  
Word 2010: Intermediate  
Word 2010: Advanced  
Word 2013: Beginner  
Word 2013: Intermediate  
Word 2013: Advanced  
Word 2016: Beginner  
Word 2016: Intermediate  
Word 2016: Advanced

Contacts:

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

E-newsletter Available at:  
www.NEMEON.coop

# 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) 229-6455 or [avoelker@nemeon.com](mailto:avoelker@nemeon.com)

**FEEL THE PRIDE!!**