

June 2018

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

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## A letter from the Chairman of the Board

Jack Bone

To My NEMEON Teammates & Friends,

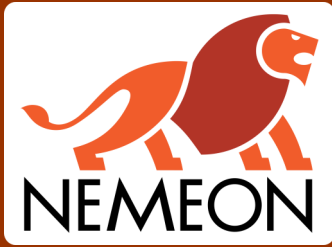
Man, oh man, how fast three years go by. It was a bit more than three years ago when I was approached by some NEMEON staff asking if I would consider being NEMEON's next chairman. I thought to myself, "they must be on some really bad drugs, they have the wrong guy!" I'm a hands on, operational guy. I do trucks, cranes, forklifts, warehousing and routing...not "political stuff." Our former chairman, and very good friend, Ross Riddle, told me that he and others at NEMEON thought, "I was the guy." Well, I guess I enjoy challenges, so I said I'd give it a shot.

My family and I have been involved in the roofing distribution business now for 47 years! My partner, my twin brother Jim, and I have taken on many roles, jobs and responsibilities over those 47 years. I would say without hesitation that my role as chairman has been the most rewarding thing I have ever done. Well, wait, I better throw marriage in there so my wife, Phyllis, doesn't throw me out!

It all goes back to the saying of "for every ounce of effort you put in, you get ten ounces back." I could have never done the job without the extreme, and I DO mean extreme, support I have received from our staff and fellow board members. There is not a single person on our NEMEON team that doesn't work daily to make us better. They say a team is a group of individuals working together to achieve a common goal. Your NEMEON staff and board make a great, talented team together. None of NEMEON's accomplishments would be possible without their tireless efforts.

When Bone Roofing Supply signed up with Bud (NEMEON's recruiter back in the day), we thought it was just about "buying right with a group" and maybe making a few more bucks to help cover those forever increasing expenses. Wow! It has become SO much more than that. We do a heck of a lot of things to help our independent members survive and thrive in a tough industry. I would be remiss if I didn't mention just a few that come to mind; LionGuard University, the NEMEON Network, regional conference calls, and the "Next Gen" group within NEMEON. Speaking of which, all our hats go off to Brett Berry, their leader, for all his efforts in getting our NEMEON family helping out at St. Jude Hospital. Once again, it's one of our independent members trying to give back to the community. Great job, Brett, and the entire Next Gen group! Our staff and board are very proud of the energy, great thoughts and ideas that our Next Gen group brings to us. I know I can speak for the entire staff and board when I say, "Thank you!"

(cont on p3)



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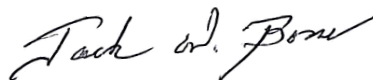


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And  
Better

Congratulations  
Mitch!

Here I am again, at my kitchen table at home (I cannot do this in the office!), writing my last “letter from the chairman.” Throughout my three-year tenure, our board has dealt with several interesting challenges, some the most difficult in my 17 years with NEMEON. Your team, your board, never quit and never lost faith. We are stronger and better than ever before. I know that’s the goal of every member of your NEMEON staff and board. I truly believe we have accomplished that goal in each of the past three years.

The time has come for me to hand the baton to a new chairman. With a lot of thought involved, your board asked Mitch Cawley of Roofers Mart Southeast in Birmingham, AL to consider taking the position. He has graciously accepted. I have personally been privileged to serve on the board with Mitch for years. I know everyone will agree with me when I say Mitch is a gentleman, a great businessman, articulate and very smart. Mitch listens VERY well, takes it all in, churns it up and then when Mitch talks, everyone listens. You probably recognize that as the old E.F. Hutton commercial. I stole it, but it fits Mitch perfectly! I know, and the board knows, we will soon have a great new leader. I just hope I can give him as much help and support as Ross Riddle gave me over the past three years. I have two very heartfelt words for Ross, Thank You!



Your Chairman,  
Jack W. Bone



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Good-bye

I wanted to take this time to thank Jack Bone for all his hard work over the last nine years; six years as a board member and three as NEMEON's chairman. Bone Roofing Supply has been a member for seventeen years; they joined NEMEON during its infancy and have seen the group grow to what it is today. As a board member and as Chairman, Jack has been involved in the formation of many of the positive changes here at NEMEON. With the help of Jack and his predecessors NEMEON has risen to be one of the premier distributor groups in the industry. All of us on the NEMEON team would like to thank Jack for his dedication to our organization.

Taking over for Jack as Chairman of the Board is Mitch Cawley of Roofers Mart Southeast. Mitch joined the board five years ago; I am very excited to be working with him for the next three years. Mitch has extensive knowledge of the commercial and residential market as well as the challenges independent distributors face in competitive markets. Roofers Mart Southeast operates three locations in Alabama and Florida; they are known as the go to distributor for commercial roofing. His experience and guidance will ensure we continue to progress as a group towards our goal of remaining the premier independent roofing and siding distributor cooperative.

I also want to recognize Janice Meyr for her service as a board member for the last six years, Janice has been a dedicated board member who helped steer the organization through some challenging times during her tenure. We will miss her insight and keen analysis at our board meetings; I know I will be able to call on her to get her advice whenever needed.

In addition to our new Chairman, two new board members were elected at the annual meeting in Orlando, their term commences at the beginning of July. Jeff Muratori's Division 7 Supply is a roofing distributor located in the Atlanta area. In the short time that Division 7 Supply has been in existence they have built their business and is recognized as one of the leading roofing distributors in Atlanta. Jeff brings many years of experience to the board and will do a great job in keeping the members best interests in focus.

Dino Pappas of Roofers Supply Inc. has six locations in Utah and has been a member for sixteen years. Dino's team has worked very hard to earn their reputation as one of the best distributors in the state. I am looking forward to working with Dino and Jeff as we strive to make all members the best they can be.

I would like to thank all board members, past and present, for taking the time to work on behalf of every NEMEON member.



## Technology

Technology can have an enormous effect on the operation of your business. It is not something that should be overlooked simply because you are not “tech savvy” or you have gotten along just fine without it so far. No matter the size of your business, technology can have both tangible and intangible impacts that will help you make money and produce the results your customers want. Technology infrastructure can impact the culture, efficiency and personal interactions of your business.

First and most important, technology affects a company’s ability to communicate with customers. In today’s hectic business world, it is necessary for employees to interact with customers quickly and clearly. Your website allows customers to find answers to their questions, even after hours. Online ordering allows for fast and accurate order fulfillment which allows businesses to move products quickly and reorder only what is needed. When customers use technology to interact with your business, the business benefits because better communication creates a stronger public image.

Technology can help foster a stronger team dynamic within a business because employees at different locations have better interactions. If warehouse managers can communicate with counter personnel quickly and clearly it can help to ease tensions and miscommunications about orders. Cliques and social tensions can become a nightmare for a business; technology often helps workers put their different backgrounds aside by increasing communication across every department.

Most businesses of the modern era are subject to security threats and vandalism. Technology can be used to protect financial data, confidential executive decisions and other proprietary information that leads to competitive advantages. Simply put, technology helps businesses keep their ideas away from their competition. By having an Acceptable Use Policy (AUP) in place and computers with strong passwords a business can help ensure everything stays in the proper hands.

For a business to survive, it must grow and change. Technology, like any other tool, and when used correctly, can help your business expand and grow. In the coming newsletters we will be exploring different ways you can use technology to grow and streamline your business.



Please submit all questions to:

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## 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.

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- **CAV-GRIP 3V:** this low-VOC Adhesive/Primer can be used for a variety of applications, including adhering VersiWeld® TPO to both vertical walls and the roof field, adhering VersiGard® EPDM and VersiFleece® membranes to vertical walls, in addition to several other applications. When compared to traditional bonding adhesives, CAV-GRIP 3V can provide up to a 60% labor-savings.
- **VersiWeld TPO with APEEL™ Protective Film:** the APEEL protective film guards the surface of the TPO membrane from scuffs and dirt accumulation during installation and removes the need to clean the roof upon completion. After installation, the APEEL protective film can easily be removed from the TPO membrane to reveal the clean surface.
- **VersiGard EPDM White Peel & Stick Accessories:** these accessories contain pre-applied adhesive which saves time and labor. In addition, many of these accessories have been approved for use on VersiWeld TPO jobs.
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NEMEON members bring a wealth of value to the local communities they live in every day. Creating jobs, contributing to the local economy and paying taxes are just a few of the examples of the value every NEMEON member brings to their local community. In addition, many members also focus on helping those in need in their neighborhoods. You can see this commitment in the NextGen's new initiative that is raising money for St Jude's Children's Hospital. At Cross Country Distributing Inc., giving back has been a successful labor of love for Steve Hancock and his team for many years.

On May 22, 2018 Cross Country held their 29<sup>th</sup> Annual Charity Golf Outing in Louisville Kentucky, to raise money for Crusade for Children Charity. The charity has assisted thousands of local special needs children for many years. Cross Country's contributions over the years to this charity has been nothing short of spectacular. Starting with their initial contribution 29 years ago of \$2,500 and growing to over \$75,000 last year, Cross County is in the top 10 all-time contributors to this worthy cause. This year, Steve and his team of volunteers will blow past the \$1 million-dollar mark in all time contributions. That's quite an accomplishment for the Louisville area's only locally owned full line roofing products distributor.

Cross Country and the NextGen's fund raising efforts are just two examples of the numerous charitable projects that NEMEON members are involved in every year. What is your company doing?

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Statement

# Mission Statement

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## Member to Member Purchasing Opportunity Through 2-Step Distributor Members

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[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**  
INCORPORATED  
"An Employee Owned Company"

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**  
Employee Owned. Service Driven.

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

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

Commercial Roofing

The 2018 commercial roofing season is finally off and running through out Canada and the United States. What was projected to be another strong year is being helped by the numerous winter storms that delayed the start of the roofing season in many parts of the country. “It’s well worth the wait” seems to be “quote of the day” this year. And if the early tropical storm activity in the Gulf of Mexico is a harbinger of things to come, this will be another very good year for commercial roofing.

Commercial roofing product manufacturers are following the lead of their residential counterparts and announcing multiple price increases across all product lines. The raw material increases appear to be real and holding. Coupled with the transportation issues (availability of flat bed trucks, rising fuel costs and electronic driver logs), reliable delivery to your warehouse or the contractor’s job site is a huge challenge this year. NEMEON members are turning these lemons in lemonade for their contractors by out servicing the “big boxes”. Direct job shipments are riskier this year than in the past. Don’t short sell the value of your service!

Commercial Roofing Vendor Committee

Last quarter’s newsletter talked about the new commercial vendor committee. The committee has identified several new potential products and vendors that could be added to the list of NEMEON’s Preferred Vendors. Discussions are underway with these potential vendors. The goal is to expand the number of commercial roofing products and vendors that support NEMEON.

**43** NEMEON  
*members & counting*

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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)



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)

E-newsletter Available at:  
[www.NEMEON.com](http://www.NEMEON.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  
acquire4hire  
C2C Resources  
CardConnect  
Circle K  
Constant Contact  
Esso  
Exxon Mobil  
Federal International  
Ferrellgas  
Global Payments  
Lamprey Systems  
MSC Industrial Supply Co.  
Office Depot  
Penske  
Phillips 66, Conoco & 76  
Sprint  
Staples Advantage  
Sunoco & Stripes  
Synchrony Financial  
UniFirst  
UPS, YRC, Estes & Coyote  
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  
Copper Cat  
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  
Guardian Building Products  
Guilbert Express, Inc.  
Henkel  
HIAB USA (Cargotec)  
Hitachi Power Tools  
Hunter Panels  
Hunter Warfield  
Hussey Copper  
IKO Sales  
Insulfoam  
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  
Palfinger USA  
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 / Boral  
Atlantic Shutters  
Mid-America  
Tapco Tools  
The Foundry  
Veretta Stone  
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**



New Members

Welcome New Members



Partners in Success... Experience the Difference



New Vendor

Welcome New Vendor



Best of State!



Congratulations to Roofers Supply

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

YOU ARE APPRECIATED!

If you would like more information on how to participate in advertising please contact:

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

Mary Haupt  
(651)788-7812  
mhaupt@nemeon.com

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



The advertisement features the "duraflo" logo in red and white at the top, with the tagline "WE KNOW VENTILATION". Below this is a "WeatherPRO 25 YEAR WARRANTY" seal. The main text includes "Thermoplastic Base" (UV &amp; Cold Impact resistant), "StretchFit" (1.5"-2" &amp; 3"-4" pipe sizes), "Multiple 3in1" (Cut &amp; Peel for 1.5" to 3" pipe sizes), and "Flexible Base" (Stays flexible in extreme cold). The IPEX logo and website (www.ipexna.com) are at the bottom left. Contact information for Eastern U.S. (1-800-463-9572) and Western U.S. (1-888-461-5307) is at the bottom right. The background shows a hand installing a flashing on a roof.



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

NEMEON has partnered with a new organization for the Professional Development and Safety Training courses this year. You will notice some significant changes to the course offerings. We have decided to add these courses in small chunks so that it will be a bit easier to navigate all of the options. By the time we are done there will be over 500 options!

In the Professional Development area, the courses will focus on Leadership. In addition to the videos there are now books available too. One available title is: "Mindfulness at Work: How to Avoid Stress, Achieve More, and Enjoy Life!" - Who could say no to that!

The other area of focus will be Safety. Currently there are over 100 courses available. A few of the course options include: forklift operation, first aid, safe driving, security, fall protection; the list goes on and on.

Don't forget there are over 20 Preferred Vendor partners offering courses in LGU on new products, features & benefits and installation processes. This list is constantly growing so check back often.

If you would like to add team members to the university, please contact Andi at [avoelker@nemeon.com](mailto:avoelker@nemeon.com)

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

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



- Exclusive offers for NEMEON members
- Deliver more with MOFFETT
- Deliver as planned with ProCare Service Agreements

**800.852.2331**

**Save the date for upcoming  
Meetings and On-Site Training**

## LionGuard University On-site Training Sessions

- August 7 - St. Louis, MO Sales Training
- August 9 - Newark, NJ Sales Training
- August 21 - Memphis, TN DOT Regulations
- August 23 - Sacramento, CA DOT Regulations

Registration NOW OPEN  
Contact Andi at 651-229-6455

## NextGen Meeting - Long Beach, CA

September 9<sup>th</sup> to the 11<sup>th</sup>

- 9/9 - Welcome Reception
- 9/10 - Key Note Speaker on Leadership  
and Organizational Health  
Site Tour of South Coast Shingle and APOC  
Sunset Dinner Cruise
- 9/11 - Panel Discussion  
Ply Gem Speaker  
Optional DMSi Software User Group Discussion

Registration NOW OPEN  
Contact Andi at 651-229-6455

## 2019 Annual Meeting - Dallas TX

January 21 - 24th

- 1/21 - Member Welcome Reception
- 1/22 - All day Member Only Meetings  
Member / Preferred Vendor Reception
- 1/23 - Joint General Session  
Face to Face Meetings  
Annual Celebration
- 1/24 - Face to Face Meetings

Registration will be available early  
September

On-Site  
Training

2018  
NextGen  
Meeting

2019  
Annual  
Meeting

# 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!!**