

June 2019

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

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A letter from the Chairman of the Board

Mitch Cawley

Dear NEMEON Partners,

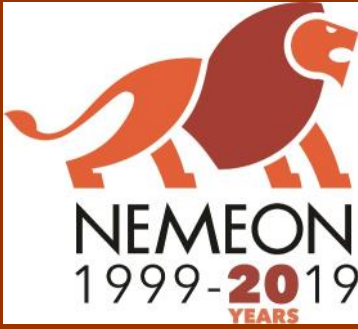
Information is power, right? When the NEMEON quarterly dividend check arrives on your desk how much time do you spend reviewing the Dividend Calculation worksheet, and more importantly your confidential Member-Owner Purchase Rebate Report that accompanies the check? Confession time again from yours truly; I have not been watching near closely enough on a quarterly basis. When the Q4 check arrived I did a thorough year-end review of the Purchase Rebate Report and discovered a major error on one of the accessory products. It turns out the vendor had an internal accounting issue that evaded their internal checks and balances. It was not possible for our NEMEON staff to catch it as the rebate dollars received matched the purchases reported from the vendor to NEMEON. The buck stops here; but not the pain. The error was an overpayment, but right is right and wrong is wrong, so I self-reported. Kind of like taking a bad debt hit, but I was thankful to learn the over payment to me was not at the expense of an under payment to one of you.

There is another benefit to reviewing the Quarterly Purchase Report. At a quick glance it allows you to identify preferred vendors where you may be under performing and leaving rebate dollars on the table. I discovered some of those areas and plan to get those rebate dollars back by doing a better job ensuring the products we routinely purchase in the future are from NEMEON preferred vendors. **Information is only power when you use it.**

In closing, and on behalf of the entire membership, I want to once again recognize and thank our Next Gen for their invaluable contributions to NEMEON. I can only imagine your contributions to your respective Independent Distribution Companies. You are the future, and the future is bright. I have had the privilege and honor to work closely with your nominations to our Board. **Brett Berry (CAMCO, Memphis TN)** will be rolling off the Board on June 30, and **Michelle Cassidy (A.L.L. Roofing Material, San Jose, CA)** rolls on July 1. Thank you for your service Brett! You will be missed, but we are all comforted knowing you will continue to play a key role in the future success of NEMEON, and up the road in Memphis at CAMCO. Michelle, welcome aboard. We look forward to learning as much from you as we have from your two predecessors Brett and Bob Yurk.

Speaking of **our future** please make plans to **send yours** to **the NEMEON Next Gen Meeting in Des Moines, Iowa September 15 – 19th!**

“If you want to go fast, go alone. If you want to go far, go together.”
(African Proverb)



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9th
Annual
Next Gen
Meeting

Des Moines, IA

This is the time of year when the weather has cleared, business starts flowing and we have a ton of things on our plate. We are managing inventory, job deliveries, warehouse operations, price increases and the always persistent competitive pressures. Some markets are having to navigate the material flow that has been disrupted by spring storms while others are anticipating what mother nature might throw at us during hurricane season. With everything we have on our plates it is common to overlook some things that might make our days a little easier.

The timing of this newsletter coincides with the final planning and registration process of our 9th Annual Next Gen Meeting. If you haven't received the registration e-mail, please notify any NEMEON Team member.

This year's meeting is being held in Des Moines Iowa; we will have a chance to visit Lumbermans Drywall & Roofing Supply who recently completed a total remodel of their yard. The Next Gen planning committee has been hard at work preparing a great agenda for this meeting. We will continue the training in organizational health with a deeper dive into six critical areas of your organization. You will have an opportunity to focus on your specific situation where you will receive some takeaways that you will be able to implement. In addition, we will have GAF's head of marketing at the meeting to do a presentation on how technology and marketing can be used to grow your business. There will be open discussion time as well as a best practice session. As always, we will have some great networking events planned and time for you to socialize with your peers throughout the meeting. The meeting will commence Sunday night, September 15 with an evening reception followed by a full day of meetings scheduled for Monday. Monday evening will be our off-site event with Tuesday being reserved for a half day of meetings and a trip to tour the Lumbermans facility.

If you have not registered for the meeting, please do so as soon as possible. This will help us to better plan to make this experience as beneficial as possible for all attendees. With the organizational health workshop this would be a good meeting to bring multiple team members from your company so you can experience the workshop as a team. This is one of our most popular meetings and I always look forward to seeing all the great ideas and enthusiasm generated by this group.



Getting the Most out of Our Desktop Experience

Please submit all
questions to:

John Reynolds
jreynolds@NEMEON.com

E-newsletter Available at:

www.NEMEON.com

Given our busy lifestyle, full of multitasking and stacked windows I thought it would be helpful to share some tips to help you navigate the often-cluttered world that is our desktop and internet browser. The following tricks will help you speed up sorting through those windows and speed up your productivity on your desktop, the second part will focus on getting the most out of Microsoft Edge. All of us have our favorite browser be it Chrome, Firefox or Microsoft Edge. I will focus my tips on using Microsoft Edge since we are also looking at the Microsoft Desktop. If you would like me to do one on Chrome, please let me know. Following are a couple of my favorite ways to customize and use our desktop and Edge to their full potential.

Window snapping and multiple monitor control - Pressing the Windows Key + Arrow Keys will cause a window to snap to each side of either monitor quickly. Alternatively, hitting Shift + Windows Key + Arrows will cause the window to jump to the other monitor.

Cycle through open windows - Pressing Alt + Tab allows you to cycle through currently open windows (Alt + Shift + Tab will cycle backward). This command makes switching back and forth between running processes quick and painless.

Close the current program - Typing Alt + F4 will close the program that is running. This is useful as it saves you time putting your mouse over the "X" and clicking.

Minimize all windows - Sometimes you have a bunch of stuff running, and you want it all to go away so you can get to the desktop. Merely pressing Windows key + D will minimize everything you have up, which will save you some time pressing the minimize button for each window

Close the current window/tab - Sick of moving to that X button to close a program? Press Ctrl + W and the current window will close.

Use your keyboard to launch programs on the Windows taskbar - Pressing the Windows key + the number that corresponds to the position of the program is a quick way to open them. For instance, if Outlook were the second icon on your taskbar and that's what you wanted to open, you'd hold the Windows key + 2.

Customize Start Page: Let's start with the Start Page (insert chuckle here) of the Microsoft Edge. The Start page is the page that you see when you launch Edge. You can decide what you want to see as soon as you launch the browser. To do this, click on the Main menu on the top right corner (it has three horizontal dots), and then click on "Settings." In settings, you will find options to customize Start page under the heading "Open with." Here you can select, Start page, New tab page, Previous page, and A specific page or pages. I have mine to open two different pages... Office & NEMEON.

Microsoft Edge's Reading View Clears Out Distractions (my favorite): In the Reading View, all other distracting content such as ads or article suggestions on a website is stripped away, leaving you with just the article content. This is extremely handy when you just want to enjoy reading an article without any distractions. While reading an article on the web, click on the "Book" icon on the top-right corner to activate Reading View on Microsoft Edge.

Add a Website to the Start Menu or Task Bar: You can add a website to the Start menu or Task Bar for quicker access with just a single click. To do so, click on the main menu icon in the Edge and select "Pin to Start" or "Pin to Task Bar" from the menu. The webpage will then be only a click away.

Browse Privately in Microsoft Edge: Just like other browsers, Edge also comes with a private mode in which no traces of browsing is left on the PC. To enter a private window, click on the main menu and then click on "New InPrivate Window." While it does not hide your presence on the internet, it does help to cut back on the ads you see that result from your searches.
(con't on next page)

Show the Favorites Bar: For fast access to your favorite sites, it is a great idea to add a favorites bar on the main browser screen. To enable Favorites bar, click on the main menu and then click on "Settings." In the settings, enable the option "Show the favorites bar."

I hope these suggestions help improve your computing experience. Remember Chromium is coming soon and is sure to be a game changer in the Internet Browser game.

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The NEMEON Cooperative provides its membership with a fully administered digital signage program. NEMEON Network currently has over 100 monitors in place throughout the country, and we continue to grow. The content list is growing every day, and currently, we have over 400 Preferred Vendor commercials and over 20 hours of content available.



Now, NEMEON is excited to officially announce the launch of our new NEMEON Network Video Selection resource. Designed with you in mind, the new Video Selection portion of NEMEON.com will allow for quick and easy viewing and selection of our available digital content. Now you can quickly and easily view our videos for quality and content prior to selecting them for your playlist.

Additionally, we've added a new feature which allows you to assign a member of your staff to update the content of an individual location or across all your yards.

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



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Founded in January, 1981 in Lafayette, LA by Randy Campanile and Wayne Stansbury, C & S Building Supply, Inc is a roofing supply and cabinet/millwork supply company. In 1988 Randy left the company to purchase Service Lumber & Roofing Supply in Baton Rouge, LA. In July, 2001, C & S purchased the Baton Rouge store from Randy, which we then began operating under the name Service Lumber & Supply.

In May, 2013 Wayne's son, Doug, entered the family business where he continues to add improvements and longevity to the company. C & S's focus has always been to serve the Lafayette and Baton Rouge markets with competitive pricing, quality products, fast delivery and friendly service.

The success and longevity of C & S Building Supply can be attributed in large part to the loyal employees at both stores. We have several employees with over 20 years' service, and several with 10-15 years' service. Our first employee, with over 33 years, left 5 years ago due to a medical retirement.

In 2004 C & S Building Supply joined NEMEON. Being a member has been a valuable asset for a small company such as ours. On several occasions we have asked Dave and Vic to help with different vendors. NEMEON has been a good fit for us as we recognize the numerous benefits of our membership.



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What Happened To The First Six Months?

A good friend of mine likes to say that the older he gets the heavier stuff gets. I usually counter that statement with my lament that the older I get the faster time goes by, or it seems like it to me. My current dilemma is trying to figure out where the first six months of this year went. It feels like I just unpacked my bags from the Annual Meeting in Dallas.

So far, the year in commercial roofing is shaping up as forecasted by the manufacturers. The first quarter SPRI market share numbers reflected strong growth in TPO and PVC for the quarter, 8.7% and 9.0% respectively, while EPDM continued the downward trend shrinking by 5% versus the first quarter of last year.


That said, the year has gotten off to a bumpy start. Weather held up work in many areas of the country, but product continued to ship. Warehouses and job sites were stocked with product at the end of the quarter. As a result, the second quarter got off to a somewhat slow start with shipments in April reflecting the weather drag on projects. May showed a rebound as work resumed in most parts of the country.

The overriding concern from the manufacturers I talk to is completing the work that is currently on the books. There is still optimism that the year will finish strong and produce another high single digit growth versus last year.

The other topic that is front and center from the commercial manufactures is another price increase in July or August. With most of the work committed for the balance of the year, the timing is interesting and some what suspect. My reaction to those discussion is that the manufacturers need to fully implement the previously announced price increases first, then evaluate your margins and decide where to go next.

With all the chaos going into this year with the management changes and sales representatives playing musical chairs, we have seen several NEMEON members makes some significant changes in the product lines they sell. These changes did not come about without a large amount of analysis and thought on the part of our members. Long standing relationships have been tested or pushed aside as the result of the self-inflicted chaos created by the manufacturers that prompted these changes. It will be interesting as we get into the last half of the year to look at the score cards and determine who were the winners and losers are among the manufacturers and independent rep organizations. It's always entertaining to see how smart some folks really are and if their decisions were good ones or not. I can't wait.

Have a safe and profitable summer!



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Acker Supply, Inc.	Eastern Michigan Distributors Co.	NAPA Builders Supply	The Roofing Outlet
Aloha Roofing	EDCO Products Inc.	Corporation	Total Roof Supply Inc.
Al's Roofing Supply Inc.	Exterior Supply Company, Inc.	Northwest Drywall & Roofing Supply	Travis Roofing Supply
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Crossroads Roofing & Supply	Magnolia Construction Supply, Inc.	South Coast Shingle Company Inc.	
Croton Home Center	MarJam Supply Company	Spartan Building Supplies Inc.	
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Dealers Building Supply Corporation	McDonald Metal & Roofing Supply		
Dealers Supply Company Inc.	Messco Building Supply		
	Metro Roofing & Metal Supply Co.		
	Mid Continent Lumber Dealers Supply		

Member to Member Purchasing Opportunity Through 2-Step Distributor Members

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

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

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Lisa Meadows (800) 672-3555
lisameadows@carolinaatlantic.com


States Serviced: VA, NC, SC, GA, TN
Categories: Roofing, Felts, Decking, Railing, Sheathing, Ventilation, Insulation

 **Key Wholesale Bldg. Products, Inc.**
www.keywholesale.net
Chris Smith (641) 423-0544
Chris.smith@keywholesale.net

States Serviced: IA, MN, WI (North of I 80 and South of I 90)
Categories: Roofing, Insulation, Steel Roofing, Vinyl Siding, Sheetrock, Caulking

 **Rafferty Wholesale Building Materials**
www.raffertyaluminum.com
Sean Lorden (800) 732-5473
info@raffertyaluminum.com

States Services: All of New England (parts of NY & NJ)
Categories: Rain Carrying products & Acc.: Lead, Copper & Aluminum Flashing, Louvers & Vents, Ventilation Caps, Coatings & Cements, Adhesives & Sealants

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

States Serviced: MT, WY, CO, ND, SD, NE, KS, OK, MN, IA, MO, AR, WI, MI, IL, IN
Categories: Adhesives, Decking, Engineered Wood, House Wrap, Insulation, Millwork, Roofing, Siding, Stone & Brick, Ventilation

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NEMEON Preferred Vendors

<p>Air Vent Alsco APOC Atlas EPS Atlas Roofing Benjamin Obdyke Berger Building Products Best Quality Cedar Products, Ltd BILCO Savings4members <i>powered by BizUnite</i> 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 & Coy ote United Tranz Actions Wex</p>	<p>CertainTeed Insulation CertainTeed Roofing Products CertainTeed Siding Cedar Impressions Deck & Rail Fence House Wrap Millwork Vinyl Vytec ChemLink Clarus Merchant Services Continental Materials Copper Cat DaVinci Roofscapes DCI Products Discovery Design, Inc DMSi Software Duraflor - IPEX USA EagleView Technologies EcoStar LLC Epicor Exterior Portfolio FCS Control Fabral Flamco Flashco Manufacturing Franklin International Gaco Western GAF Materials GenFlex Roofing Systems Geocel Gibraltar Building Products Guardian Building Products Henkel HIAB USA (Cargotec) Hitachi Power Tools Hunter Panels Hunter Warfield Hussey Copper IKO Sales Insulfoam Karnak Kingspan Linzer Products LOMANCO MALCO Tools MAX USA</p>	<p>Metal Sales Manufacturing Mid-States Asphalt Modova Healthcare National Nail National Shelter Products Novagard Solutions Oatey OMG Roofing Products Owens Corning Palfinger USA Penn. Lumbermens Ins Plateau Forest Products Ply Gem Building Products Ply Gem Window Group Ply Gem Mastic Ply Gem Variform Ply Gem Napco Ply Gem Mitten Polar Industries Polyglass USA PrimeSource Building Products Quality Edge Roofmaster Products Royal Adhesives and Sealants/HB Fuller Royal Building Products S & W Forest Products Seal Corp USA Skylands Transaction Mgmt Steal & Wire Products Sun-Tek Skylights System Components TAMKO TITANIUM by Interwrap United Asphalts United States Gypsum Van Mark VELUX America Versico Roofing Systems / Weatherbond Werner Worth Supply LLC</p>
<p>Boral Building Products Atlantic Shutters Mid-America Tapco Tools The Foundry Versetta Stone Wellcraft Grayne Products</p>		
<p>Boss Products Carlisle Residential</p>		

Termed Vendors: ESP Low-E, Distributor Marketing



E-newsletter Available at:

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For more
information,
contact:
Robert Andreu

randreu@hunterwarfield.com

813-283-4523

To understand Hunter Warfield, it is important to know how their culture is different than what someone might expect from a collection agency. The mission of their 230+ employees is to create change in the financial lives of their clients. To speak plainly, their job is to make you look good! By exceeding your expectations and constantly reassuring you, through results, that they are the right partner.

Hunter Warfield's core values help them accomplish their mission:

Accountability – by taking responsibility, whenever possible, to achieve the best result.

Respect – Treating all employees, clients and consumers with the level of professionalism they would want for themselves.

Kaizen – A theme of constant improvement. One can always find opportunities to improve if one has a genuine desire to grow.

Did you know?

Hunter Warfield takes pride in giving back through their employee driven Community Council.

Hunter Warfield provides NEMEON members with premier debt collections services. Specializing in the construction industry for over 30 years, they have the experience necessary to resolve building supply/construction receivables. Known for their innovative technology and respectful approach, they ensure their customer's integrity is maintained while delivering the highest recovery rate for their bottom line.

Why Hunter Warfield?

\$5.7 Million+ recovered for our clients in the roofing industry in 2018.

Preferred contingency rates for NEMEON members. You never pay unless they collect!

They are licensed, bonded and insured, where required to provide full nationwide collection coverage.

Free consultation of your current collection process to determine the best solution for your business objectives.

Your brand is important to them. They take pride in their representation of your good name.

Collectors are trained in proper negotiation and collection techniques and are certified by the International Association of Commercial Collectors (IACC).

Legal team manages the relationships with their national network of attorneys.

Management of judgment collections, construction lien settlements and surety bond collections.

Customized debt collection model for the construction industry.

Online placements and claim status monitoring

Strategic partnerships with Florida Roofing Sheet Metal & AC Contractors Association (FRSA), National Roofing Contractors Association (NRCA).



NextGen 9th Annual Meeting—Des Moines, IA



Join us at the 9th Annual Next Gen Meeting September 15th to 17th in Des Moines, IA.

Who should attend: Anyone in your company that is now or will be assuming a leadership, management or extended role in your business. We realize this is a broad based definition of “Next Generation” but our goal is to prepare the leaders of tomorrow to best assume that role. From there, the choice is yours who should attend.

Benefits of attending include:

Training • Networking • Sharing Best Practices • Making new friends

Watch your email for registration information and meeting details



SELL THE BRAND THAT HELPS YOU SELL!

With products like Timberline® Shingles, the #1-selling shingles in North America. And our exclusive collection of value priced Lifetime Designer Shingles.* Not to mention a Lifetime Roofing System Ltd. warranty that is automatically included for any qualifying roof.* We're committed to bringing you the tools you need to build your business while taking the hassles out of selling roofing.

*See GAF Shingle & Accessory Ltd. Warranty for complete coverage and restrictions. The word "Lifetime" refers to the length of coverage provided by the GAF Shingle & Accessory Ltd. Warranty and means as long as the original individual owner(s) of a single-family detached residence (or the second owner(s) in certain circumstances) owns the property where the shingles and accessories are installed. For owners/structures not meeting the above criteria, Lifetime coverage is not applicable. Lifetime Ltd. warranty on accessories requires the use of at least three qualifying GAF accessories and the use of Lifetime Shingles.

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

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

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

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

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

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

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



In Memory

Jeannie Gardner



With sorrow in our hearts we must tell you that Jeanne Gardner passed away April 24th. It was unexpected and sudden. Wife to Donald and mother to Steve and Jeff. Vibrant and full of love, she was willing to do anything and everything for those she loved and she loved everyone unconditionally. She was mother to all of our workers at LA Roofing Materials and will be greatly missed. She was an integral part of our business serving as our bookkeeper & in house accountant. Jeanne also served as the Secretary/Treasurer on our Board of Directors. She was 85 years young.

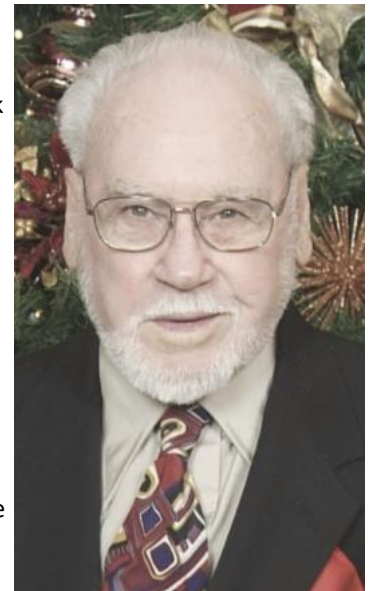
As a testament to their love and loyalty to Jeanne all of the staff from LA Roofing Materials drove all of our trucks in a convoy from Los Angeles to her home in Westminster then, parked them all in a line in front of the house stretching way down the street, horns honking and back up beepers blaring. Neighbors and family joined Jeanne while she held court and conferred with each of her work children on one of her last days. Their love for Jeanne was overwhelming.

Leo (Pat) Brutsche

From humble beginnings, Leo began his life four miles Southeast of Coon Rapids on 160 acres of land. Known as White Rock Timber. A log cabin was built to house the Brutsche family of seven. In 1933 his father lost 120 acres to the bank during the Great Depression but was able to keep 40 acres to farm. Leo joined the US Marine Corp during WWII at the age of 19. He was discharged in 1945 and came home. Two years later he married his sweetheart Norma J. Bohl. In 1949 they moved to the Bay Area.

Leo worked in the construction industry holding positions from loader, yardman, counterman, salesman, and then to manager. In 1956, he opened his own business, California Shingle & Shake Co. Inc. in Pleasant Hill, CA. Through his success he was able to expand his dreams by opening 7 locations in Northern California. Leo's visions and goals grew. He saw an opportunity in Washington state. He opened another company, Washington Cedar & Supply. This grew into 6 locations.

Leo accomplished his dreams and goals with both companies being successful.



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2020 ANNUAL MEETING
Scottsdale, AZ
JANUARY 12 - 15, 2020

