

Sept 2018

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

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A letter from the Chairman of the Board

Mitch Cawley

Dear Fellow NEMEON Members:

I learned a long time ago it is often best to start a conversation with a confession. This has served me well throughout my career and most certainly at home. So here goes. In 2004 I joined NEMEON for the check. Sound familiar? Fortunately for all of us that made the same decision for the same brilliant line of reasoning, the vision of our founding members was and has proven to be much broader in scope.

So I received my first check. It felt good and I thought myself to be a wise man. Those checks kept coming in every quarter and I would give myself a virtual pat on the back. As time went on, however, I began to appreciate and take advantage of the numerous benefits and programs that accompany NEMEON membership. There are many, they are significant, they expand and improve every year. When incorporated into your business one could argue they are equal in value to that quarterly check.

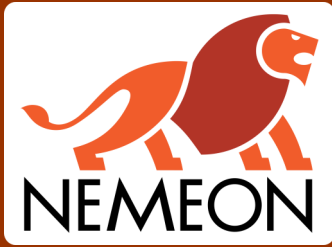
Ultimately, the absolute best NEMEON related decision and commitment I made was to faithfully attend every Annual Meeting. There are two reasons for this.

Number one (by a wide margin) is because that is where you are. You are me, I am you, we are the same: **Fierce Independents**, stubbornly competitive, multi-tasking, risk taking entrepreneurs. We do not have a home office or headquarters to report to. We are the home office, we answer to ourselves and live with the consequences of every decision we make. I cannot find that professional camaraderie and learn more in a short period of time anywhere else, **so if y'all are having a meeting count me in!**

Reason number two is because that is where our Preferred Vendor Partners are. This provides each of us a unique opportunity to deliver a unified and compelling message to our vendors. It offers our vendors an opportunity to learn what is possible if they truly commit to partner with the **Fierce Independents** described above. *Yes size matters, but with NEMEON we check that box too. But we check it in an independent and flexible manner that is more responsive to both the customer's and vendor's needs in our respective markets (see reason number one).*

Fellow NEMEON Members - I want to thank each of you for your decision to make NEMEON what it is today. Your active participation is truly the key to the success of our cooperative, and precisely why serving on your board is an honor and privilege - Thank you. Speaking of your NEMEON Board it is important you know that the quality and integrity of your fellow members that have rotated on and off the board during my tenure

(con't on p3)



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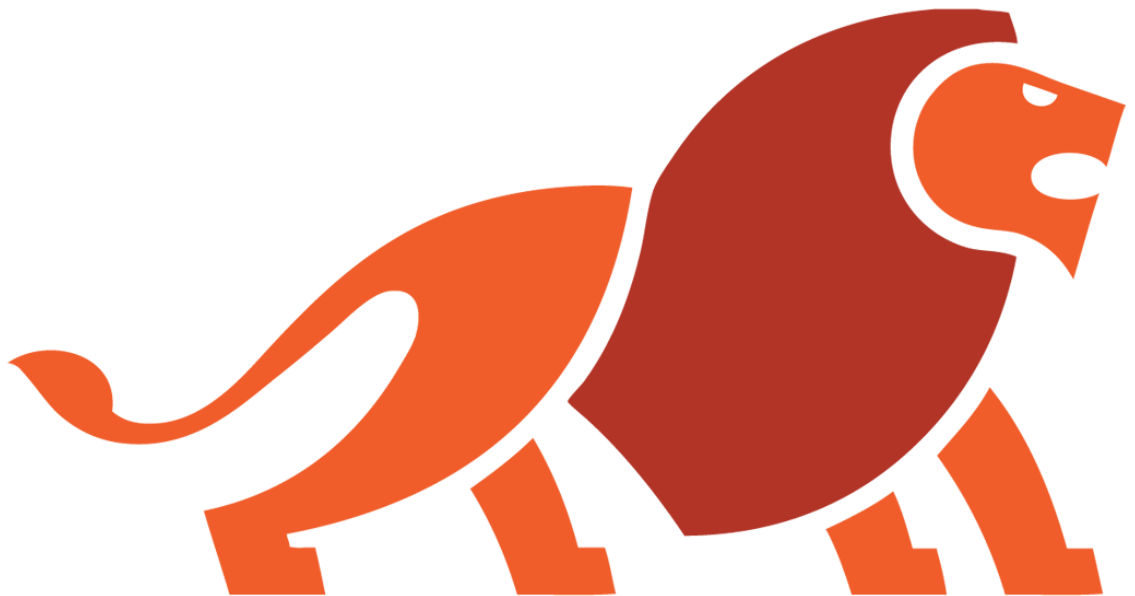
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has been and is remarkable. Regrettably this space does not allow me to recognize and thank each by name. *The critical point, however, is the NEMEON talent pool is deep and wide and this reflects positively on each of you.*

I am humbled by the opportunity and challenge to serve as your Chairman. The Board has been chaired by the likes of Frank Gurtman, Ross Riddle, and most recently Jack Bone during my tenure. Each with a unique style, but with equally exceptional effectiveness. The bar has truly been set high by these gentlemen and those that came before them.

I will give you my best and am comforted by the fact all the heavy lifting is performed by our seasoned and experienced President and CEO Dave O'Donnell and his highly qualified staff. We are fortunate to have each and every one of them.

I look forward to seeing each of you in Dallas!



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Your NEMEON team members are hard at work; with the busy season upon us we are all concentrating on many different areas.

Busy, Busy, Busy

A lot of traveling going on this quarter. We just concluded the regional training meetings in New Jersey, Missouri, Tennessee and California and as of this writing we are packing up for the Next Gen Meeting in Long Beach, California.

In addition, we are getting ready to send out the next quarterly dividend and are also heading into the home stretch of our annual meeting planning.

The team is also working hard to upgrade and enhance the NEMEON Network system while moving forward on several other initiatives that will benefit the membership soon.

Product Category Review

I know all of you are equally busy this time of year working to keep the momentum going from all your hard work in the first half of the year.

Preferred Vendors

Being as busy as we all are these days there are many times that I am in such a rush that I overlook certain things that might make the job easier or that could possibly save some money. It is during these busy times that we might overlook a preferred vendor; we have a preferred vendor in most product categories that pertain to your business. Whenever you're looking for something, it may benefit you to look within the group rather than going outside of the group. Finding a preferred vendor is easy within NEMEON; all you need to do is to go to our website's vendor page and you will find the preferred vendors for each of the product categories along with contact information. Any NEMEON team member can also help you with finding the right preferred vendor. We will also introduce you to them if you do not currently have a relationship with a vendor. Our preferred vendors are always looking to help you in any way they can, so please reach out when in need. A worthy project would be to have a product category review of your vendors to see if there might be an opportunity to **"shift the share"**. This fall is a great time to do this as you can incorporate meeting these vendors at the annual meeting in Dallas.

With input from the Vendor Committee, Commercial Roofing Committee, along with suggestions from members we are always looking for new product categories and new vendors that can compliment what we already have. One of the paramount issues that we focus on is to make sure we can grow our preferred vendor sales annually. The NEMEON team and vendor committee members are always cautious not to overload a product category with too many vendors as that will defeat the purpose of the preferred vendor.

With higher costs, possible tariffs, increased competition and tighter margins we need to do everything we can to remain the most successful distributors in our markets and NEMEON can help. By attending meetings, being on conference calls, networking, benchmarking, sharing best practices and communicating with each other you can help make your business and other members business more successful. I would urge you support as many preferred vendors as you can and take advantage of all that NEMEON can offer by utilizing all the resources provided through programs, meetings, training, and your NEMEON team members.



Digital Signs

Please submit all questions to:

John Reynolds
jreynolds@NEMEON.com

DIGITAL SIGNAGE**GROW YOUR BUSINESS'S REVENUE AND RECOGNITION**

What is digital signage you may ask? When we're talking about digital signage, we are talking about displays in our showrooms that are used to show company specials, product images, instructional video, and even employee or customer recognition. Many businesses, in all industries, deploy digital signage. You will find them located in retail locations, office spaces, and with more frequency outdoor venues; our industry should not be the exception. It is tough for independent businesses to compete with larger organizations; using digital signage can be a tool that helps level the playing field, when applied for in-house marketing and up sales which most small companies seriously need to improve.

Grow your Brand

What's great about digital signage as a business development tool is that you have a captive audience to whom you are supplying your message. Focus on what you want your customers to know about your company. Are you family owned and operated, offer great customer service, have the best on-time delivery in the area; the options for the message you want to convey are limitless. Choose to allow only a portion of your screen, or a certain duration of time, to manufacture content and spend the rest of the time with a focus on promoting your brand image.

Product Awareness

Many businesses invest in signage displays to enhance communication about products with customers. Digital signage through NEMEON Network is an inexpensive and creative way to communicate with your customers, promote upselling and improve customer and employee knowledge about your specific products. Digital signage is a way to increase customer engagement without taking people off the counter. According to Ifran Khan, of the *70 percent of Americans who recall seeing a digital video display in the past month, 47 percent specifically recall the ad they saw*. That means that the products you are sharing with your customers, even if it does not result in an immediate sale, stays with them when they are planning their next visit to your store. Don't only rely on your counter people to sell those add-on items; put them up on the wall in full color for everyone to see and remember.

Top Benefits of Digital Signage

There are many benefits to digital signage, however, these rank at the top of the list:

- having a unified approach across your location
- having the ability to create flexible messages
- being cost effective

Keep your customers and employees informed. Market your brand and push your products. There is no end to what can be displayed. Put a salesperson on your floor! If you would like more information to find out if digital signage is a good choice for your showrooms, please contact any member of 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 to see a preview of what the NEMEON Network offers.

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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Be a part of the NEMEON Network today. Contact John Reynolds for more information.



Digital Signage

If any questions please contact:

John Reynolds
jreynolds@NEMEON.com

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Welcome New Board Directors

New Chairman of the Board Mitch Cawley

Mitch Cawley

Mitch has been in the roofing industry for over 35 years. He began his career in 1981 as a sales representative with the Supply Division of Owens Corning after obtaining his B.S in Business Administration from the University of Illinois. In 1987 he left Owens Corning for the Roofers Mart Southeast, Inc. startup opportunity in Birmingham, AL and to serve as its General Manager. Cawley became President and acquired an ownership interest in Roofers Mart Southeast, Inc. in 1989 and has since expanded the company to include locations in Birmingham, Mobile, AL., and Pensacola, FL. Roofers Mart Southeast joined NEMEON in 2004.

Jeff Muratori

Jeff Muratori

Jeff Muratori, a native of Tampa, graduated in 1994 from the University of Alabama with a degree in Personal Financial Planning.

Jeff started his career at Cameron Ashley Building Products in customer service in 1994 and held a variety of positions. Jeff's career in building products continued when he and a few partners founded Roofing & Insulation Supply in 1999. After parting ways with RIS, Jeff launched out on his own, starting Division 7 Supply in 2008. The business opened with 3 employees and a rented truck. It has now expanded to over 20 employees and 8 trucks. Division 7 Supply currently stocks CertainTeed & IKO Roofing and Johns Manville Insulation. The company is operationally very strong and is committed to providing unparalleled service. Division 7 Supply strives for excellence in everything it does -- from deliveries and customer pickups to accurate billing. Division 7 Supply's motto is "On Time and Right the First Time." Consistently outperforming the competition is the company's mindset and in doing so customers are "Customers for Life!"

Division 7 Supply just built and moved into a new state of the art 68,000 sq ft warehouse, showroom, and offices in Cumming, Ga. The company continues to grow and is proud to be a dominate force in the Atlanta building products market

Dino Pappas

Dino Pappas

Having worked in the industry since 1978, Dino Pappas, along with three of his siblings founded Roofers Supply, Inc. in 1994. Since then, Roofers Supply has grown to include 6 branch locations and has, by far, become the largest roofing materials distributor in Utah. In 2008, 2012, and 2016, Inc. Magazine named Roofers Supply among the 5,000 fastest growing companies in America.

Dino is a member of the National Advisory Board at the David Eccles School of Business at the University of Utah. He is a founding member of the Utah Roofing Contractors Association. He was charter member of the W.R. Grace Distributor Advisory Board and a current member of CertainTeed's Distributor Advisory Council. In 2000 Dino was a finalist for the Ernst & Young Entrepreneur of the Year award in Utah.

Roofers Supply has been a member of NEMEON since 2002 and Dino has served on the vendor committee for many years.



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Cedar Shakes...the story of Fire, Tariffs and New Vendors

NEMEON recently announced the addition of two new preferred vendors for cedar shakes. These additional preferred vendors come at an interesting point in time for this long-term specialty roofing and siding product.

A shake is a wooden shingle that is made from split logs. Shakes have traditionally been used for roofing and siding applications around the world. The term shake is sometimes used to describe all wood shingles, though shingles are sawn rather than split. In North America, shakes are usually made from either the California Redwood, Western Red Cedar or Atlantic White Cedar.

Because they are made from wood, shakes are susceptible to the elements of nature such as temperature, rain and fires. To help protect the shingles & shakes from the elements, the wood is typically treated with CCA, a wood preservative as well as other fire-retardant chemicals.

Forest fires can be very disruptive to cedar production as well. Given the frequency and size of the forest fires on the West Coast over the last several years, a distributor of cedar shakes is prudent to have multiple sources of supply for cedar wood products.

In addition to natural disasters, this year the cedar wood market has experienced another disruption in the form of proposed tariffs. Many mills have announced price increases amounting to approximately 20% in anticipation of the tariffs. Opinions abound as to how much of the previously implemented price increases will hold as well as the outcome of the proposed tariffs. The best recommendation is to again have multiple sources for the product and keep an ongoing conversation with your suppliers. Staying abreast of this changing market is key.

The long-term need for multiple sources for cedar shakes was an important element in the decision to add Best Quality Cedar Products, Ltd and Plateau Forest Products to NEMEON's list of preferred vendors. We continue to enjoy an excellent relationship with S&W Forest Products.

Please continue to support all the NEMEON's Preferred Vendors

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Ltd
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Camco Roofing
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Memphis, TN

Lanny Berry
Brett Berry

Office:
901-372-1402

Website:
camcoroofing.com

Camco Roofing and Exterior Supply

Over the years we have followed several famous “Dynamic Duos”. Batman and Robin, Sherlock Homes and Watson or Bonnie and Clyde. Well, we probably followed Bonnie and Clyde for the wrong reasons. When it comes to the roofing industry, specifically NEMEON members, the most famous father and son “Dynamic Duo” must be Lanny and Brett Berry of Camco Roofing and Exterior Supply.

Camco is based in Memphis Tennessee and operates five locations around Memphis and Northern Mississippi. Camco has served the roofing and building materials industry for over 45 years and has continually expanded their product offering and selection to better serve their customers. The tremendous growth in locations and product offering is now directed by the “Dynamic Duo”.

Lanny and Brett work as a team to manage the day to day operations for Camco. Lanny has assumed more of the back-office duties such as purchasing and inventory management. Brett runs most of the sales and operations aspects for the company. Brett has been instrumental in moving Camco into the digital age with a new web portal. The new portal offers Camco’s customers the ability to enter on-line orders for certain products as well as an interface for contractors. All of these efforts are geared towards improved customer service for the contractor as well as differentiating Camco from the competition.

Camco is no different from many of our members that are surrounded by all the major players in roofing distribution. Through all the increased competition in the Memphis and North Mississippi markets, Camco remains as a leading independent distributor. Lanny and Brett are committed to delivering the best service at a competitive price to all their contractor customers.

In addition to his day job, Brett has been serving as the NEMEON NextGen representative on your Board of Directors. Brett was a driving force in the NextGen’s give back initiative and helped identify St. Jude’s Children’s Hospital as the charity for this year’s donations. St. Jude’s is a leading research and treatment hospital for childhood diseases.

Next time you are in Memphis and you have had your fill of barbeque, be sure and stop by Camco and visit with Lanny and Brett. Just be careful not to step on their superhero capes.

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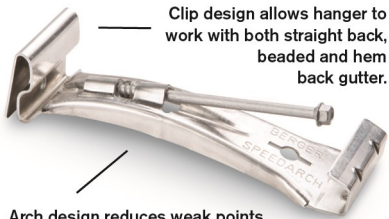
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 Washoe Building Supply Inc.
 Wausau Supply Co.
 Weekes Forest Products, Inc.
 Western Gravel & Roofing Supply Co.
 Western Materials Inc.
 Western Roofing Supply
 Whitco Wholesale Inc.
 Wholesale Distributing dba Boise Supply
 Wholesale Siding Depot
 Willards Wholesale Roofing Company
 Worth Supply LLC



Member to Member Purchasing Opportunity Through 2-Step Distributor Members

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

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



Dealers Warehouse
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Dealers Warehouse Corp
www.dwc-k.com
Les Mirts 865-546-3040

leslie@dwc-k.com

States Serviced: 200 mile radius of our main facility in Knoxville, TN
Categories: Roofing, Siding, Doors, Windows, Insulation, Composite Decking, Millwork, Ventilation, Fireplaces, Foundation, Hardware, Weatherization, Stone, and Railings



Badger Corrugating Co.
www.badgerlax.com
Brian Mlsna (608) 788-0100
bmlsna@badgerlax.com

States Serviced: WI, MN, IL, IA

Categories: Lumber, Roofing, Siding, Exterior/Indoor Millwork, Windows /Doors, Construction Materials



weekes
FOREST PRODUCTS, INC.

Weekes Forest Products, Inc.
www.weekesforest.com
Scott Gardner (651) 644-9804
scott.gardner@weekesforest.com

States Services: MN, ND, SD, IA, NE, WI, IL, IN, MI, FL

Categories: Lumber, Panels, Engineered Wood, Composite Decking & Accessories Fiber Cement Siding, Composite Trim, House wrap, Building Materials



East Side
Lumberyard Supply

East Side Lumberyard Supply Co. Inc.
www.eastsidelbr.com
Dave Reis (618) 942-3281
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
Rick Woltjer (616) 261-3200
richardw@lumbermens-inc.com

States Serviced: MI, OH, IN, Northern KY

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



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

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

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



Hawkeye Distribution LLC
www.hawkdist.com
Chad Welding (712) 277-4001
cwelding@hawkeyedistributioninc.com

States Serviced: IA, NE, MN, SD

Categories: Roofing, Caulking & Adhesives, Insulation, Ventilation, Siding & Accessories, Insulated sheathing, Foam board, Sil Seal, House wrap, Poly, Concrete/Foundation, Area walls & posts, Gypsum products, Fasteners, Ag. Building products, Roof edge and flashing, Lumber, Decking, Millwork – Doors and Windows.



Britton Lumber Company

Britton Lumber Company, LLC
www.brittonlumber.com
Sterling Golder (802) 333-8106
sgolder@brittonlumber.com

States Serviced: VT, NH ME, Northeastern NY, Western & Northeastern MA

Categories: Our Own Pine, Roofing, Spruce & Treated Lumber, Gypsum, Insulation boards, and Misc. Building Materials



Carolina Atlantic Distributors
www.carolinaatlantic.com
Lisa Meadows (800) 672-3555
lisameadows@carolinaatlantic.com

States Serviced: VA, NC, SC, GA, TN

Categories: Roofing, Felts, Decking, Railing, Sheathing, Ventilation, Insulation



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

States Serviced: IA, MN, WI (North of I 90 and South of I 90)

Categories: Roofing, Insulation, Steel Roofing, Vinyl Siding, Sheetrock, Caulking



RAFFERTY
WHOLESALE

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

No Changes in the Weather Forecast

If you live in Florida (as I do) or you visit during the summer, one thing is constant...the weather forecast. It's hot and humid today, tomorrow and next week. Plus, it will cloud up and rain everyday around 3:00 in the afternoon. It's very easy to be a weather person on TV this time of year, until a hurricane heads our way.

The commercial roofing market over the last several years has been a lot like the weather in Florida in the summer...it has not changed much and that's a good thing. The commercial roofing manufacturers are looking at a strong finish for the back half of 2018. This should result in another strong growth rate of high single digit percentages over last year.

The primary difference in 2018 versus the prior years has been in price increases. The industry shifted from a stable price environment to a more volatile atmosphere resulting in several price increase announcement so far this year. Raw material increases coupled with the rising cost of transportation were the primary drivers for the increases published from most all commercial manufacturers. The consensus is for more increases in 2019. The transportation issues are not going away anytime soon. The commercial roofing manufacturers that I talk to on a regular basis all claim to be enjoying a record year in both sales and profits.

The one dark spot continues to be Firestone/Genflex. There seems to be no end in sight for the numerous issues Firestone/Genflex has been experiencing over the last few years. The frustration many of our members are experiencing in their dealing with Firestone/Genflex are not going away. We continue to evaluate the situation and will decide if we continue to list Genflex as a NEMEON Preferred Vendor.

Commercial Committee:

The committee continues to work on adding new product and vendors for commercial roofing. Several vendors and products have been identified and discussions are progressing. If you have any suggestions regarding potential products or vendors, please contact me with the information and I will reach out to the potential vendors.

Commercial Roofing

Commercial Roofing
Vendor Committee

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603.628.2337

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- *Crossroads Building Supply*

**NEMEON
Preferred Vendor
Committee:**



Bill Baldauf
Lakefront Supply
773-509-0400

bbaldauf@lakefrontsupply.com



Regan Walker
CB Wholesale
306-738-3992

reganw@cbwholesale.com



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

jmuratori@d7supply.com



Rick Pogue
Arrowhead Bldg
Supply
636-970-1976

rickp@arrowheadbuildingsupply.com



Chad Deja
Schultz Roofing
Supply
269-983-2613

dejachad@aol.com

E-newsletter Available at:
www.NEMEON.com

NEMEON Preferred Vendors

*** New Preferred Vendor**

Air Vent
AlSCO
APOC
ARFCO
Atlas EPS
Atlas Roofing
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Berger Building Products
Best Quality Cedar Products, Ltd
BILCO
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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
FCS Control
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
MAX USA
Metal Sales Manufacturing

Mid-States Asphalt
Modova Healthcare
National Nail
National Shelter Products
Novagard Solutions
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
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
Versetta Stone
Wellcraft
TITANIUM by Interwrap
United Asphalts
United States Gypsum
Van Mark
VELUX America
Versico Roofing Systems /
Weatherbond
Werner
Worth Supply LLC

Termed Vendors: No termed Vendors



New
Members

Welcome New Members

Roof Supply G & F San Diego
1775 National Ave
San Diego, CA 92113
619-878-1531

Aloha Roofing Supply
4-1525 Kuhio Hwy
Kapaa, HI 96746
808-378-4446

New Vendors

Welcome New Vendors

Best Quality Cedar Products Ltd
9550 - 288th Street
Maple Ridge, B.C.
Canada. V2W 1L1
778-888-2338



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Bend, Oregon 97702
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If you would like more information on how to participate in advertising please contact:

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

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



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www.NEMEON.com

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.

Here are some of the new course offerings:

- Building the Foundation for an Effective Team
- Establishing an Engaged Workforce
- Communicating a Shared Vision
- Hand and Power Tool Safety
- Back Safety and Injury Prevention
- Crane Signaling and Communications

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!



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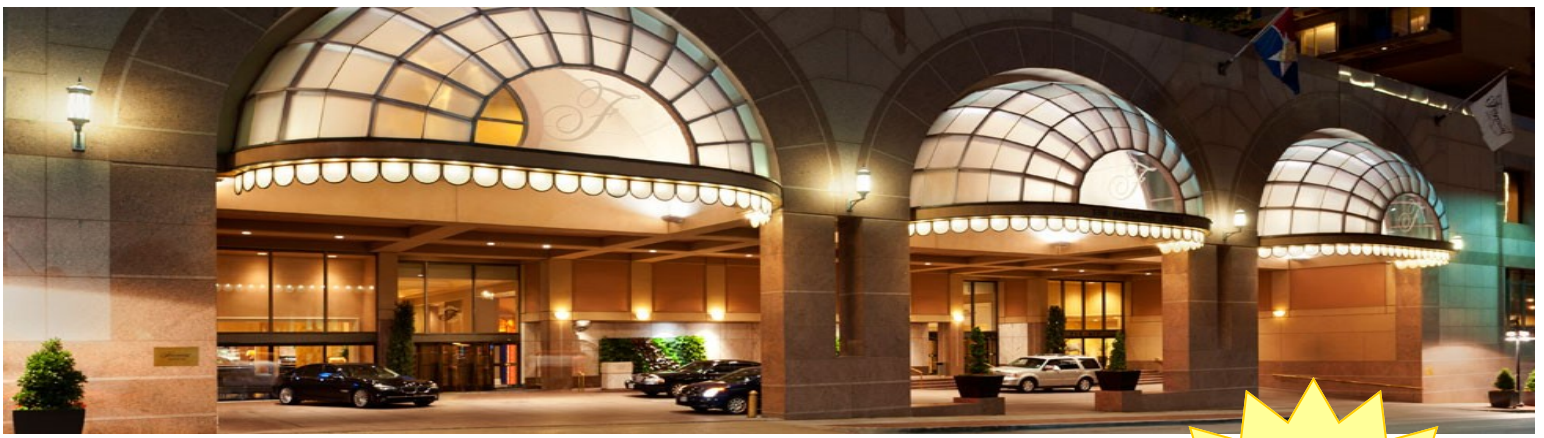
Breathable Synthetic Underlayment

MSA Quik Felt Ultra Defense (UD) is a breathable synthetic steep slope roofing underlayment. UD's three-layer construction consists of a slip resistant top surface for enhanced walkability, a middle breathable layer, and a non-woven bottom layer.

- Breathable middle layer helps in the release of trapped moisture in roof decking
- Permeability ASTM E96 (16 +/- perms)
- Roll is light-weight, stronger than typical roofing felts and offers long-lasting protection
- Pre-Printed installation lines, laps, and fastening points
- 180 day UV Exposure
- Enhanced Slip Resistance Surface
- Meets or Exceeds Certain Physical Requirements of ASTM D-4869 /D-226
- 30 Mil Thickness
- Low Temperature Flexibility • Will not wrinkle or curl
- Temperature Range -40° degrees F to 240° Degrees F
- Class A Fire ASTM E108 • Pass
- 10 SQ Roll • Roll Width 48" • Roll Length 250 FT • Weight Per Roll 40 Lbs. • 20 Rolls Per Pallet

Follow the ARMA (Asphalt Roofing Manufacturing Association) recommendations for installing shingles underlaments and flashings for best roofing practices. If in question, always refer to local building codes and guidelines

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