

# THE ROAR

A QUARTERLY PUBLICATION OF THE NEMEON COOPERATIVE

September 2021

## A Letter from the Chairman of the Board

Dear NEMEON Partners,

I am writing this article after Labor Day Weekend. Could there be a better name for it after the past year and a half? What a treat. Full slate of College Football, MLB, US Open Tennis, PGA Tour Championship. And get ready for this – NFL opens Thursday, September 9<sup>th</sup>. What a great time of year, and this is just the beginning. The first day of fall rapidly approaches replete with cool weather, and breathtaking fall foliage. Let's all pledge to take time to enjoy it and be thankful.

Despite the obvious challenges we have faced and those that clearly lie ahead, our industry was deemed essential and shielded from the crushing blow of mandatory closures. After some early challenges, demand for our services has been strong and continues to grow. Demand – what a blessing. Can any of you create demand regardless of the environment you are operating in? I can't. All other things being equal there is one thing I am certain of; when demand is strong, NEMEON members thrive. All available data to date indicates our industry is thriving despite supply falling short of demand. But let's all agree demand is through the roof (hah!), and so far, the bottom line is working in our favor. Flowing from this our single greatest asset, our employees, are gainfully employed and providing for their families. What a blessing to each of them and back to us.

Fall is right around the corner and all the beauty and pageantry that comes with it. Let's all take a deep breath, smell the roses, be thankful, and enjoy it.

*Roll Tide!*



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**NEMEON**  
Team Members

2136 Ford Parkway #8074  
St. Paul, MN 55116

Phone: 651-788-7810  
[www.NEMEON.com](http://www.NEMEON.com)



*President CEO*  
Dave O'Donnell  
ddonnell@NEMEON.com  
Cell: 843-901-0467



*Vice President*  
Vic Anthony  
vanthony@NEMEON.com  
Cell: 973-897-6033



*Member Benefits Director*  
Scott Snowball  
ssnowball@NEMEON.com  
651-229-6454



*Controller*  
Mary Haupt  
mhaupt@NEMEON.com  
651-788-7812



*MBR Services/Marketing*  
Andi Voelker  
avoelker@NEMEON.com  
651-229-6455



*IT Manager*  
John Reynolds  
jreynolds@NEMEON.com  
651-788-7814



*Administrative Assistant*  
Kelli Redington  
admin@NEMEON.com  
651-788-7810

Wow, is it really September already? Every month I seem to be saying that things will begin to return to normal soon and then another obstacle is thrown at the industry. Long lead times, allocation, disrupted supply chains, large increases for raw materials, freight increases, and now we have seen a major hurricane hit the US. I have always heard that “the only constant in our industry is change”, for the last 18 months or so we could change that to “the only constant thing in this industry is overcoming roadblocks”.

Adapting to change is what we independents do best, being constantly bombarded by situations that require adaptation has been the norm for quite some time. One day we will look back at these times and reflect on everything we learned. The most important key is communication; if you notice the vendors that can communicate accurately and often are the ones being viewed as performing the best. Everyone has problems that can create more problems down the line if we are not communicating with each other. The news might not be good but getting the information to the proper people as quick as possible is of the utmost importance during these times. As

*One day we will look back at these times and reflect on everything we have learned.*

independents this is where we excel, out servicing our competitors is how our reputations were built. Please make sure your team is staying on top of all the changes and educating your customers about what’s happening now and what the near future might look like. One of these days when we see a return to familiar times, we all can finally start to breathe easy again.

Lastly, it being September, our annual meeting registration will be announced sometime in November. We are in final planning stages for the meeting and are excited to see everyone again in 2022. The meeting is being held February 28<sup>th</sup> through March 3<sup>rd</sup> at the Omni Champions Gate in Orlando. We are looking forward to seeing everyone again in 2022.



Oh sunflower! The queen of all flowers,  
No other with you can compare,  
The roadside and fields are made golden  
Because of your bright presence there.  
Above all the weeds that surround you  
You raise to the sun your bright head,  
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Your absence would leave brown and dead.

*- Ed Blair*



Multi-factor authentication (MFA) is used to verify a user's identity by requiring that they provide at least two pieces of evidence during each login attempt. Each piece of evidence must come from a different category: something you **know**, something you **have**, or something you **are**. If one of the factors has been compromised by a hacker, the chances of another factor also being compromised are low, so requiring MFA provides a higher level of accuracy of the user's identity.

### What are the benefits of multi-factor authentication?

Passwords may be the most common way to authenticate your online identity, but they increasingly provide very little protection. Once a password is stolen, hackers can use those credentials to log in, bypass other access controls and wreak serious havoc. In fact, according to the 2020 Verizon Data Breach Investigations Report, stolen login credentials are the top tactic used by hackers to achieve data breaches. Unfortunately, users often make it easy for hackers by choosing weak passwords, using the same password for multiple applications, storing passwords in insecure locations and keeping the same password for long periods of time. These practices may help people remember their logins, but they invite hackers in through the front door.

Multi-factor authentication provides a layer of protection for both employees and customers that addresses all these weaknesses. It helps to mitigate the ripple effect of compromised credentials. Multi-factor authentication is also an excellent way to enable enterprise mobility, an initiative that's high on many companies list. By using MFA to log into business applications or to the network remotely via VPN, employees get the flexibility and on-demand access that they value, and companies can make sure their network and data are protected.

### How does multi-factor authentication work?

A user's credentials must come from at least two of three different categories, or factors. Two-factor authentication is the most common, but MFA can use any number of these factors.

## Multi-Factor Authentication The Basics

- *What you **know** (knowledge)*

The most common example of this factor is, of course, the password, but it could also take the form of a PIN, or even a passphrase--something only you would know.

- *What you **have** (possession)*

This factor confirms that you are in possession of a specific item, and can include mobile phones, physical tokens, key fobs and smartcards.

- *What you **are** (inheritance)*

This factor is commonly verified by a fingerprint scan on a mobile phone, but also includes anything that would be a unique identifier of your physical person--a retinal scan, voice or facial recognition, and any other kind of biometrics.

By combining two or more of these factors, you are significantly reducing the likelihood that a hacker can obtain access to your vital information.

If you are interested in learning more about MFA or need assistance in getting started, please feel free to reach out John Reynolds at [jreynolds@nemeon.com](mailto:jreynolds@nemeon.com) or 651-788-7814 or Scott Snowball at [ssnowball@nemeon.com](mailto:ssnowball@nemeon.com) or 651-229-6454 for assistance.





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## When Will All This Crazyiness End?

Not a day goes by that I don't hear this question asked about commercial roofing. I am either asking one of our flustered Commercial Roofing Preferred Vendors (CRPV) the question, or several of our exhausted members are asking me the same thing. Unfortunately, I have been getting similar answers from every CRPV I talk to of "no time soon". That popular phrase is usually followed by this equally reassuring comment of "it's going to get a lot worse before it gets better". Gee, I wish I hadn't asked.

Time will tell if the first response is a correct predictor for the next several months in commercial roofing. Unfortunately, the second comment is becoming more and more accurate with each passing day. As I write this column on September 1<sup>ST</sup>, things are getting worse, much worse. Lead times across the entire product spectrum continue to stretch well into next year. Price increase announcements are flowing in faster than the flood waters of hurricane Ida. Now we are experiencing a new twist on price increases, product surcharges! And you thought surcharges only applied to freight bills.

Let me summarize all of this for you. You place an order. Your CRPV tells you that he doesn't know when or if he can get the material delivered

to you, can't tell you how much it will cost, and if you need to make a change after you place the order then all bets are off. You then attempt to communicate all that hot mess to your contractor. I am sure your contractor is very understanding, flexible and will gladly work around that schedule. This makes the residential roofing business seem like a day at the beach.

*Nothing is easy in the commercial roofing business these days, but communication is the key.*

Bottom line, raw material cost increases, shortages and lack of viable alternative suppliers will not improve anytime soon. Realistically we are looking at middle of next year, and that view is very optimistic. It would not surprise anyone that I talk to for these issues to continue through the end of next year. Given that scenario don't expect lead times to improve anytime soon or the pace of price increase notices to start to slow.

Nothing is easy in the commercial roofing business these days, but communication is the key. Orders placed with CRPV need to be tracked on a regular basis and changes communicated with your customer ASAP. Contractor job scheduling must be tracked closely as well. This approach requires a ton of energy and attention from everyone in your organization.

NEMEON members pride themselves on providing the best customer service in their markets. This approach is more important now than ever before. The better informed you and your customer are, the better you both can plan your business and maximize your profits. At the end of the day, if you are working this hard you need to be rewarded for your efforts.



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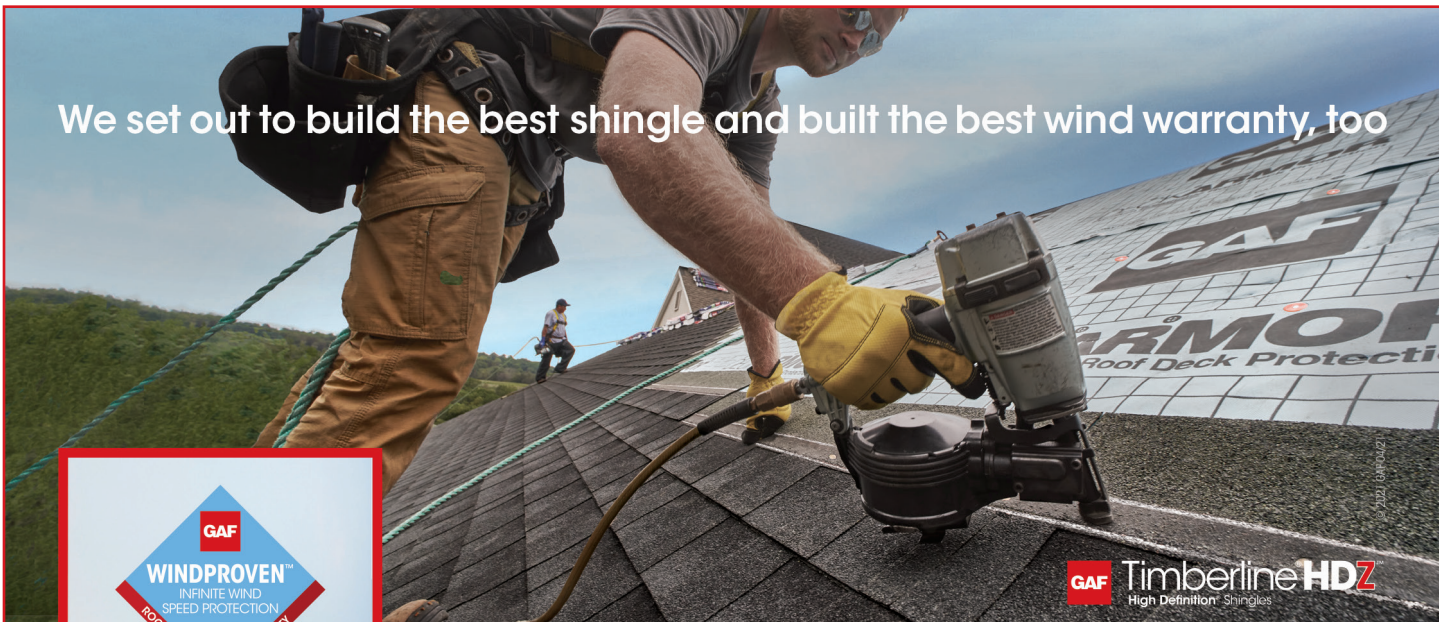
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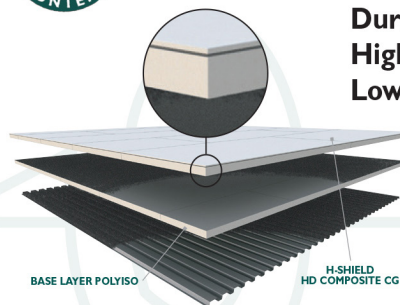
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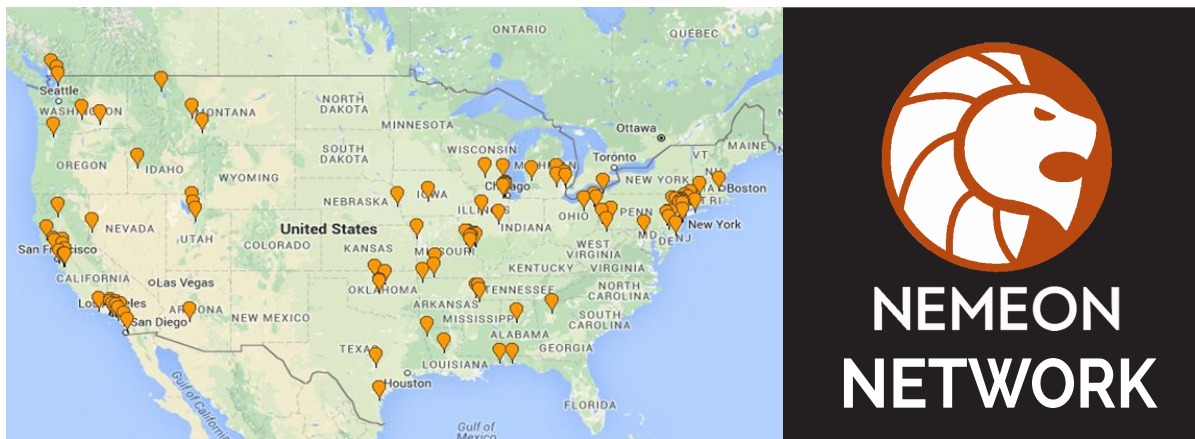


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NEMEON Network currently has over 100 monitors in place throughout the US and Canada, and we continue to grow. The content list is growing every day, and currently, we have over 400 Preferred Vendor commercials and over 20 hours of content available.

With the recent launch of our new NEMEON Network Video Selection resource on NEMEON.com, maintaining your personal playlist is easier than ever! Designed with you in mind, this new tool allows for quick and easy viewing of our available digital media, which can then be added or removed from your playlist with a single mouse click!



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, while keeping the more confidential portions of the site private.

If you haven't seen the new Video Selection portal yet, we encourage you to check it out! We hope it will be a great tool for our Digital Signage Locations. And if you're not a current digital signage user, reach out to Scott Snowball or John Reynolds to schedule a demo today!

*Schedule a Digital Signage Demo today!*

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 John Reynolds  
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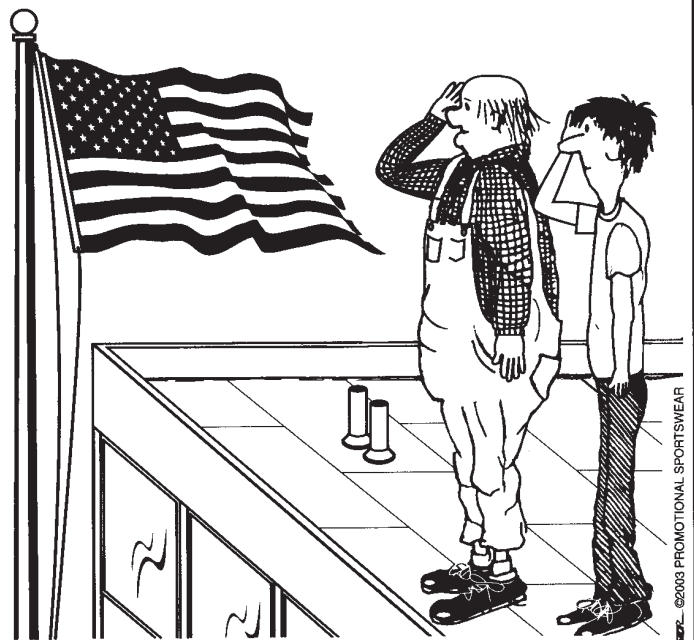
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**States Serviced:** VA, NC, SC, GA, TN, MS

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



**East Side**  
Lumberyard Supply

East Side Lumberyard Supply Co. Inc.  
www.eastidelbr.com  
Dave Reis (618) 942-3281  
dave@eastidelbr.com

**States Serviced:** MO, IL, Western KY, Northwest TN

**Categories:** Roofing, Siding, Soffit, Drywall, Metal Products, Porch, Railing, Gutter, Decking, Fasteners, House Wrap, Coil Pipe, Poly, Tapco / MidAmerica



**Key**  
Wholesale

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



**Lumbermen's**  
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Lumbermen's Inc.  
www.lumbermens-inc.com  
Shawn Montague (616) 648-8962  
shawnmontague@lumbermens-inc.com

**States Serviced:** MI, OH, IN, Northern KY

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



**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




**PALMER DONAVIN**

Palmer-Donavin  
www.palmerdonavin.com  
Robyn Pollina (614) 317-0070  
Robyn.Pollina@palmerdonavin.com

**States Serviced:** OH, IN, KY, MI, PA, WV, IL, WI, MN, IA

**Categories:** Ag Products, Cabinets, Caulks|Adhesives, Connectors| Fasteners, Deck|Rail, Exterior Doors, Exterior Trim|Moulding, Flooring, Insulation|Housewrap, Interior Moulding, Metal Products, Roofing Products, Siding Products, Wall|Ceiling, Windows



**WAUSAU**  
SUPPLY COMPANY  
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Wausau Supply Company  
www.wausausupply.com  
Ken McLaughlen(800) 236-1528  
ken.mcglauhlen@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

Air Vent  
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 APOC  
 Atlas Molded Products  
 Atlas Roofing  
 Benjamin Obdyke  
 Berger Building Products  
 BILCO  
 Boral Building Products  
     Atlantic Shutters  
     Kleer Lumber  
     Mid-America  
     Tapco Tools  
     The Foundry  
     Versetta Stone  
     Wellcraft  
 Boss Products  
 Carlisle Residential  
 CertainTeed Insulation  
 CertainTeed Roofing Products  
 CertainTeed Siding  
     Cedar Impressions  
     Deck & Rail  
     Fence  
     House Wrap  
     Millwork  
     Vinyl  
     Vytac  
 ChemLink  
 Clarus Merchant Services  
 Continental Materials  
 Cornerstone Building Products  
     Ply Gem Mastic  
     Ply Gem Variform  
     Ply Gem Mitten  
 DaVinci Roofscapes  
 DCI Products  
 Discovery Design Truck Body &  
 Equipment, Inc.  
 DMSi Software  
 Duraflo - IPEX USA/Canplas

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 EcoStar LLC  
 Epicor  
 FCS Control  
 Fabral  
 Flamco  
 Flashco Manufacturing  
 Franklin International  
 Gaco  
 GAF Materials  
 Geocel  
 Gibraltar Building Products  
 H.B. Fuller Construction Adhesives  
 Henkel  
 HIAB USA (Cargotec)  
 Hunter Panels  
 Hunter Warfield  
 Hussey Copper  
 Huttig Building Products  
 IKO Roofing  
 Insulfoam  
 Karnak  
 Kingspan  
 Linzer Products  
 LOMANCO  
 Makita Tools  
 MALCO Tools  
 MAX USA  
 Metal Sales Manufacturing  
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 Mid-States Asphalt  
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 National Nail  
 National Shelter Products  
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 Oatey  
 OMG Roofing Products  
 Owens Corning  
     TITANIUM  
 Palfinger USA  
 Penn. Lumbermens Ins  
 Polar Industries  
 Polyglass USA  
 PrimeSource Building Products

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 Quality Edge  
 Roofmaster Products  
 Royal Building Products  
     Exterior Portfolio  
 S & W Forest Products  
 Savings4members - *powered by BizUnit*  
     Ace Hardware  
     ADP  
     Acquire4Hire  
     C2C Resources  
     CardConnect  
     Constant Contact  
     Esso  
     Exxon Mobil  
     Ferrellgas  
     Global Payments  
     Lamprey Systems  
     Industrial Fleet Mgmt.  
     Office Depot  
     Penske  
     Phillips 66, Conoco & 76  
     Shell  
     Staples Advantage  
     Sunoco & Stripes  
     Synchrony Financial  
     UniFirst  
     UPS, YRC  
     United Tranz Actions  
     Waste Focus  
     Wex Fleet Card  
 Seal Corp USA  
 Skylands Transaction Mgmt  
 Steel & Wire Products  
 Sun-Tek Skylights  
 System Components  
 TAMKO  
 United Asphalts  
 United States Gypsum  
 Van Mark  
 VELUX America  
 Versico Roofing Systems/Weatherbond  
 Werner  
 Worth Supply LLC



## NEMEON

Preferred Vendor Committee



**Bill Baldauf**  
 LakefrontSupply  
 773-509-0400  
 bbaldauf@lakefrontsupply.com



**Alan Hopper**  
 Hopper Roofing & Siding Supply  
 219-696-6621  
 alan@hoppersupply.com



**Jay Moffit**  
 Dealers Supply Company  
 503-390-5511  
 jay@dealerssupply.com



**Brandon Riddle**  
 South Coast Shingle  
 949-347-7444  
 brandon@southcoastshingle.com



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\*SureNail® Technology is available only on Owens Corning Duration® Series Shingles. SureNail® Technology is not a guarantee of performance in all weather conditions. For patent information, please visit [www.owenscorning.com/patents](http://www.owenscorning.com/patents) THE PINK PANTHER™ & © 1964-2021 Metro-Goldwyn-Mayer Studios Inc. All Rights Reserved. © 2021 Owens Corning. All Rights Reserved.

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These are the pillars of owner Brad Lorenzen’s philosophy to success – innovation, quality products and great customer service. And these qualities are what make United Asphalts a great fit for NEMEON members.

Our reputation for superior products is a direct result of the premium raw materials we use and why United Asphalts is approved by all major suppliers of BUR System NDL Warranties. Our state-of-the-art on-site lab ensures every product leaving our plant meets or exceeds all ASTM standards.

United Asphalts products are available in both 100-pound and 50-pound kegs, and most recently, our innovative FastPack Container. This quick-release box carton is faster and easier than traditional kegs with less mess and waste. Plus, it is 100% recyclable making it an environmentally friendly choice.

With the development of new technologies and recent investments in our production facility, United Asphalts has launched into the manufacturing of polymer-modified asphaltic products (PMAs). United Asphalts is now a great source for polymer-modified asphaltic products for all NEMEON members.



Products like our premium ENDURAflex SEBS and SBS are designed to stand up to more extreme weather conditions and are ideal for use in green roof and inverted systems. PMAs are on the rise as contractors, building owners and insurance companies look for systems that

can offer a class 4 hail rating. And as our industry continues to become “green”, PMAs and recycled materials will continue to define the future.

United Asphalts’ ability to mix a truck of Type 2, 3 or 4 oxidized asphalts with our ENDURAflex or Cant Strip/Tapered Edge products and ship anywhere across the US from our Denver location offers NEMEON members convenient options. And don’t forget about our 50# baby keg and FastPack box packaging options!

Please check out our website for more information at [www.unitedasphalts.com](http://www.unitedasphalts.com). Also, follow us on Facebook and LinkedIn for ongoing news about ENDURAflex and all of our other great products.



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Posted	ID	Title	Location	Views	Submitted	Incoming	Candidates	Status
	2	Director of Marketing for New Business Ventures	Manchester, NH	265	24	0	1	Paused 2-11-2018
		UX/UI Designer	Manchester, NH	152	6	5	0	Paused 9-12-2018
		UX/UI Designer	Manchester, NH	75	6	0	0	Paused 12-4-2019
		UX/UI Designer	Manchester, NH	212	32	30	1	Paused 4-30-2019
		UX/UI Designer	Manchester, NH	0	0	0	0	Paused 6-14-2019
		UX/UI Designer	Manchester, NH	109	8	0	0	Paused 10-27-2019
		UX/UI Designer	Manchester, NH	1	1	0	0	Paused 10-28-2019
		UX/UI Designer	Manchester, NH	1	0	0	0	Paused 10-29-2019
		UX/UI Designer	Manchester, NH	4	0	0	0	Paused 10-29-2019
		UX/UI Designer	Manchester, NH	0	0	0	0	Paused 10-29-2019
		UX/UI Designer	Manchester, NH	1	0	0	0	Paused 10-29-2019
		UX/UI Designer	Manchester, NH	3	0	0	0	Paused 10-29-2019

The diagram shows a central search icon with arrows pointing to various job boards: Indeed, SimplyHired, jobrapido, adzuna, careerJET, LinkedIn, Google, and Woodle.

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OMAHA, NE – September 2021

DMSi Software, makers of the widely used Agility ERP inventory and order management solution for building material suppliers, is celebrating its 45<sup>th</sup> anniversary this summer.

In the decades since it 1976 founding, the Omaha, Nebraska based DMSi has grown to be a leading provider of inventory and order management software for the building material supply industry. Partners Cal German and Jim Hassenstab have led the company since 1986 and shepherded its growth from a staff of five to over 230 employees. This consistent leadership helped DMSi develop its deep culture of service and passion for technology. Aided by a strong executive team, German and Hassenstab remain actively involved as CEO and Chairperson, respectively.

Along with excellent core software solutions, DMSi is consistently recognized by customers for delivering unparalleled service. The company supports 22,000+ end users across 2,000+ facilities and 00+ enterprises that range

in size from \$1 million startups to \$5 billion industry leaders. Because quality software and services require quality people, DMSi places a premium on recruiting and retention; bringing on board only those who thrive in a customer-focused, service-oriented culture.



“From our inception, DMSi has been hardwired to serve customers,” said German. “That focus is unshakable. It is our north star and keeps us doing the right thing. Success to us is seeing our customers operate smoothly, grow easily, and adapt as the world changes. We look forward to the next 45 years of partnership with the industries and customers we so proudly serve.”

Learn more about DMSi Software at [www.DMSi.com](http://www.DMSi.com). Email DMSi at [dmsi@dmsi.com](mailto:dmsi@dmsi.com).

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