

# THE R AR

## A LETTER FROM THE CHAIRMAN OF THE BOARD

Dear NEMEON Team,

As your newly nominated Chairman, I want to express my deepest respect and appreciation for the NEMEON staff and my fellow Board Members. Without their dedication and support, the responsibilities of this role would feel overwhelming. What gives me confidence and peace of mind is knowing that the NEMEON team is here—not just to support me, but to support each and every member of our group.

At NEMEON, there is a constant drive to improve our businesses, whether through technology, operations, or strengthening our bottom line. As business owners, we all face challenges, but what makes our organization so valuable is the knowledge that none of us has to face those struggles alone. More often than not, another NEMEON member has already experienced the same situation and can provide insight or guidance. In fact, some of our members have been in business for over a century. Why reinvent the wheel when proven solutions are already available within our network?

I've personally visited many members' businesses and walked away with ideas that have had a meaningful impact on my own company. Recently, one of our employees visited a NEMEON member in Missouri to learn more about windows. The knowledge gained from that visit far exceeded what we had learned from multiple manufacturer representatives. The resources are out there—you just have to take the initiative to tap into them.

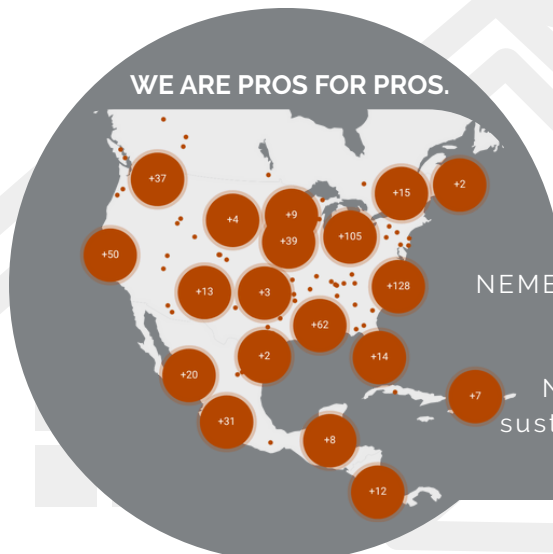
When I was recently interviewed by Roofing Pro Magazine, I was asked: "How has Nemeon helped you?" My response was simple: "How much time do you have?" From marketing ideas to credit, leases, HR, banking, and real estate—the list of what I've learned from this organization is endless. You've probably heard the saying, "You can lead a horse to water, but you can't make it drink." The same is true for NEMEON: the resources and expertise are available, but it's up to each of us to take advantage of them.

For those attending the upcoming Next Gen Meeting in Kansas City in September, this is an excellent opportunity to build relationships, gain insights, and maybe even share something that could help another member. Often, the most rewarding part of these gatherings isn't just what you learn, but how you can contribute to someone else's success.

I encourage anyone facing a tough decision or uncertainty in their business to reach out to another member. At the very least, you'll gain a new perspective—one that could save you money, reduce risk, or open the door to a better solution.

Together, we are stronger. Together, we are NEMEON.

  
Jeff Muratori



NEMEON is comprised of over 111 independent roofing and siding distributors with over 600 locations nationwide. With democracy and solidarity, the NEMEON members create mutually beneficial and sustainable partnerships with the industries' premier suppliers.

<b>From The Chairman</b>	<b>FRONT COVER</b>
<b>From the Desk of Dave O'Donnell</b>	<b>3</b>
<b>NextGen 2025</b>	<b>4-5</b>
<b>IT Department</b>	<b>6</b>
<b>Benefits of NEMEON Membership</b>	<b>8</b>
<b>Cook Fasser</b>	<b>9</b>
<b>LionGUARD University</b>	<b>11</b>
<b>NEMEON Network</b>	<b>13</b>
<b>NEMEON MEMBER LIST</b>	<b>15</b>
<b>NEMEON 2-STEP Members</b>	<b>17</b>
<b>NEMEON Preferred Vendor List</b>	<b>18</b>
<b>Acquire 4 Hire</b>	<b>19</b>



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Dear NEMEON,

Disruption has become the norm in today's wholesale distribution landscape — and our industry is no exception. Recent competitors have shaken things up, challenging long-held relationships and shifting customer expectations. But instead of retreating, we leaned in.

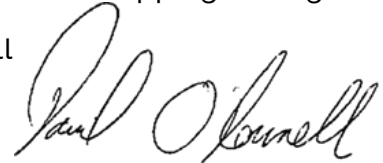
We took a hard look at the customers we had lost and asked a simple question: What will it take to win them back? Then we went to work.

The results speak for themselves. Our renewed focus on re-engaging lost accounts and reaching new customers is paying off — our sales numbers are up, and the momentum is building. We are proving that strong relationships, responsive service, and a deep understanding of our customers' needs still matter — perhaps now more than ever.

But let's be clear: we can't take our foot off the gas. With signs of a broader economic slowdown ahead, Now is the time to double down. Stay sharp. Stay hungry. And stay close to your customers.

Disruption may have opened the door — but we're the ones stepping through it.

Dave O'Donnell



# NEMEON

## PROSPER

**SAVE THE DATE: NEMEON Annual Meeting**  
**San Antonio, Texas**

**Member Dates: February 4-7, 2026**

**Vendor Dates: February 5-7, 2026**

**Registration opens at the end of October!**



The 15th Annual NEMEON Next Gen Meeting took place in Kansas City, MO, from September 15th to 18th, bringing together future leaders from across the roofing and siding industry. This event served as a platform for sharing best practices, gaining new insights, and fostering meaningful connections among the best professionals in our industry.

The event featured a compelling presentation by Jason Bader of The Distribution Team, titled Finding the Balance – People, Product, and Profitability. Jason explored how operating expenses impact net profits, the importance of clear communication in setting expectations, time management strategies, and customer segmentation based on profitability. His session provided attendees with actionable tools to enhance their leadership and operational effectiveness.

Several Preferred Vendor partners joined attendees for focused roundtable discussions. These sessions addressed the current state of the industry and explored ways to strengthen partnerships moving forward. Adding to the depth of the event, members of the NEMEON Board of Directors shared personal insights into their business journeys, offering valuable lessons and inspiration for the next generation of leaders.

One of the highlights of the meeting was a guided tour of the DaVinci Roofscape plant. Attendees had the opportunity to see firsthand how DaVinci's innovative roofing products are manufactured, gaining valuable insight into production processes and quality standards that set the brand apart.

In the spirit of service, attendees participated in a charitable event for Harvesters Food Bank, where they packed over 150 meal kits for individuals and families in need. This hands-on activity was a meaningful way for future leaders to connect with the local community and make a positive impact.

No NEMEON event is complete without a little fun! Attendees gathered at No Other Pub in the Power and Light District for an evening of food, drinks, and games. Whether playing pool, bags, ping pong, or simply enjoying great company, the night was a celebration of camaraderie and connection.

This year's Next Gen Meeting was a resounding success, reinforcing NEMEON's commitment to cultivating leadership and innovation in the industry. We look forward to seeing how these future leaders will shape the path ahead.





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Division 7 Supply  
Cumming, GA



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Hammond, IN

## Preparing for Internet and Power Outages: A Strategic Guide for Small Businesses

In the contemporary digital age, small businesses are increasingly dependent on the internet and electricity to maintain operations. However, unforeseen outages can significantly disrupt business activities, potentially resulting in productivity and revenue losses and not being able to assist your contractors when they might need you the most. To limit these risks, businesses should look at the following steps:

**Have a Contingency Plan:** the key to effective outage preparedness is a well-structured contingency plan. This plan should delineate the procedures to follow in the event of an outage, including communication protocols, backup procedures, and the specific roles and responsibilities of employees. Regular reviews and updates of the plan are essential to ensure its continued relevance and effectiveness. Be sure the plans allow for simple outages like local storms or major issues like large hurricanes.

**Invest in Robust Backup Power Solutions:** Securing backup power solutions, such as uninterruptible power supplies (UPS) and generators, is crucial for maintaining the functionality of critical systems during a power outage. Being a supplier with power could make all the difference to the people you are trying to assist.

**Ensure Reliable Internet Backup:** Maintaining a secondary internet connection from an alternative provider can ensure uninterrupted connectivity. Mobile hotspots are nice but might not be enough for what you need; look into stand-alone systems like Starlink to supply satellite connections to run payments and keep track of orders.

**Implement Data Backup and Recovery Systems:** Regular data backups are vital to prevent data loss during an outage. Cloud-based backup solutions offer the advantage of automatically saving data offsite, ensuring safety and accessibility even if primary systems fail. Periodic testing of the data recovery process is recommended to verify its efficacy.

**Train Employees Thoroughly:** All employees should be well-versed in the contingency plan and their respective roles during an outage. Conducting regular drills to simulate outage scenarios can help assess the plan's effectiveness and ensure that employees remain calm and efficient during actual outages.

In case all else fails, keep a supply of back-up cash and paper invoices on hand to keep things flowing until everything is back to normal.

John Reynolds  
IT Manager



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### Benchmarking

One of the more daunting tasks for the independent business owner is comparing their results to similar sized business in the related industry. This information is difficult to come by and the usefulness of the available data is questionable. Targeting areas for improvement in every organization is key to long term success. Benchmarking is a proven solution to these problems. NEMEON now offers benchmarking to the entire membership at no direct cost. Profit Planning Group, a proven leader in the collection and analysis of benchmarking data, will provide these services to NEMEON members.

The process starts when the member completes the confidential online survey provided to NEMEON by Profit Planning Group, with the financial results from the prior year. The member's confidential data is analyzed, and a detailed report is prepared that compares the key operating results in the various categories. The report targets the areas for improvement, along with the areas that are performing well for the submitted reporting period. In addition, the member's data will be anonymously compared to other NEMEON members for the same reporting period. The comparison to like sized businesses in roofing and siding distribution is invaluable. Members that currently use benchmarking report that it is the single most helpful tool they use in the day to day management of their business.

### EDI

The E.D.I. program delivers Preferred Vendor invoices to you electronically. Your company will have its own secure web-based Document Center available to you. This is set up and ready for you to access once you fill out the Member Designated Contact Information form. With your own company document center, you will have on-line access to twenty-four months of invoice history, and you can store, print or view invoices. Not all of the Preferred Vendors are currently in the program; but as vendors join this project, they will discontinue sending you paper invoices and send them electronically only. You will be notified in advance of the participating vendors.

### LionGUARD University

LionGUARD University is a training initiative that has proven to be successful in helping NEMEON reach our primary objective of connecting NEMEON Distributor Members with our Preferred Vendors.

The University was launched in February 2013 as a platform to bring cost effective Preferred Vendor Training to our Members. LGU allows Suppliers to post training modules (new products, repair training,

safety training) allowing Member Distributor Salesperson training online 24 hours a day 7 days a week. Each module includes a quiz to ensure students understand and can apply the training on future sales calls. LionGUARD University has turned out to be a very cost-effective training method with no cost to the membership.

**Professional Development:** Added to LionGUARD University in 2017, this resource offers our members a wide variety of courses in Management, Software, Human Resources, etc. These courses are geared for your office, sales and warehouse personal. You can find these courses on the LionGUARD University website.

### NEMEON Network

The NEMEON Cooperative provides its membership with a turnkey, fully administered digital signage program. This is a tool that is used to advertise, highlight products, and educate your customers. Choose from hundreds of content options, including the weather, trivia, headline news, "how-to" videos, and product details and information. The content list is growing every day and currently we have over 400 Preferred Vendor commercials and 22 hours of content available. The Network is fully customizable to your specifications and can be updated by your company on demand. The program will be administered on your behalf from our office. Joining is easy, with little to no out-of-pocket expenses.

### Acquire4Hire

Starting in 2021 NEMEON started offering *both* Members *and* Vendors the add on benefit of a one-stop hiring solution. Acquire 4 Hire is a program that assists in distributing job posts across the web and manages the applicants all in one place. The app offers a full circle solution by providing job posting templates, salary suggestions, then as applicants apply you are able to track the hiring process and customize the workflow all the way to the job offer.

### Savings4Members

Our long-standing relationship has saved Member's thousands of dollars by providing vetted solution partners for the everyday business needs. Their sole purpose is to save your business money by leveraging the tools you use every day to run your business. With over 20 partnerships designed to save you money, it is worth reaching out to see how they can help you. Some examples include credit card processing, fleet fuel cards, financing, office supplies, shipping, uniforms, waste and recycling just to name a few.

## **Cook Fasser Associates: Getting Back to the Core of Service**

In today's construction industry, success isn't just about having the right products on hand — it's about having the right partner by your side. That's where Cook Fasser Associates, a WBE-certified distributor based in Peoria, IL, stands out.

For decades, Cook Fasser has supplied contractors and industry professionals across the region with the tools, materials, and expertise needed to keep projects on track. But what truly sets the company apart is its renewed focus on what matters most: getting back to the core of service by building lasting partnerships with customers.

### **A Full Spectrum of Products and Solutions**

From large-scale roofing projects to specialized underground waterproofing, Cook Fasser offers a diverse lineup of materials to meet the demands of any jobsite. Customers count on them for:

- Roofing materials and waterproofing systems
- Fall ption, ladders, and PPE
- Power tools and equipment from trusted brands like DeWalt
- Specialty items to meet unique project needs

By covering such a wide range of product categories, Cook Fasser delivers true one-stop convenience while ensuring that quality and safety remain front and center.

### **More Than Products: Services That Add Value**

Cook Fasser goes beyond supplying materials. With vendor-managed inventory, the team helps contractors streamline operations, reduce downtime, and keep crews supplied without disruption. Their safety and product training programs further demonstrate their commitment to helping customers work smarter and safer.

In an industry where timelines are tight and every detail matters, these services make a measurable difference.

### **Partnership Today, Prepared for Tomorrow**

Cook Fasser's approach is simple: put customers first. By listening, anticipating needs, and delivering both products and peace of mind, the team is building relationships that go beyond transactions. At the same time, they're preparing for what's next — combining a broad product offering with responsive service to help industry professionals tackle today's challenges and be ready for tomorrow's opportunities.

At Cook Fasser, it's not just about distribution. It's about supplying solutions, supporting professionals, and building partnerships that last.





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- Flashing**
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  - 4900 TEXTURED-HYBRID SEALANT (Overlapped, Interlocked and Tuck-Pointing)
  - 2310 TRIPOLYMER BRUSHABLE REPAIR COATING
  - 2315LRP LEAK REPAIR-FIBERED BRUSHABLE COATING
- Vertical Sides**
  - 700 WATER REPELLENT SEALER
  - 4900 TEXTURED-HYBRID SEALANT
- Mortar Repairs and Tuck-Pointing**
  - 4900 TEXTURED-HYBRID SEALANT



LionGUARD University is your online learning resource. It offers everything from Preferred Vendor education, professional development, and compliance courses. In an effort to complete vendor education opportunities, we have recently added direct access to their education platforms. You will need to create separate logins for each.



Atlas Roofing offers learning opportunities for both Distributors and Contractors. Create an account and start learning.



The GAF Learning Portal offers specific products training and professional development. You are awarded for completing quarterly playlists with top quality NEMEON

co-branded items. When registering for an account for the Branch us Nemeon. By using the Nemeon key word, GAF will be able to track your participation in our program.



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OCU offers learning opportunities for both Distributors and Contractors. Create an account and start learning



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*"The NEMEON Network is a welcome addition to our showroom. Nothing but positive feedback from our vendors and customers thus far. Every NEMEON Member should be a part of the Network!"* - Ross Riddle, South Coast Shingle

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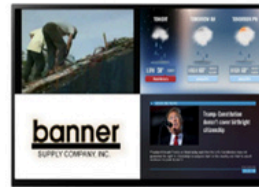


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**NEWS**  
News, sports and home repair channels entertain visitors during showroom wait times.



**WEATHER**  
Informative weather graphs show current radar conditions as well as hourly and daily forecasts



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**VIDEOS**  
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If you would like to learn more about how digital signage can benefit your business, please contact John Reynolds or Scott Snowball.

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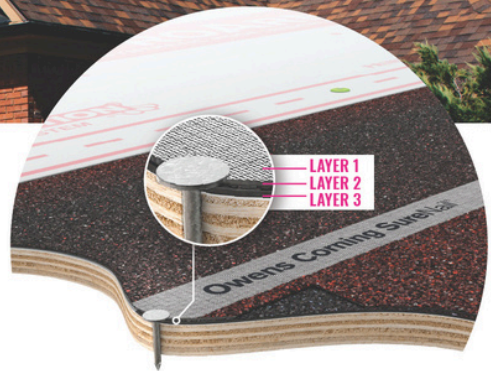
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The dashboard screenshot shows a table with columns: Postid, ID, Title, Location, Views, Submitted, Incoming, Candidates, and Status. The table lists several job posts for Manchester, NH, with varying view and candidate counts. A central hub diagram shows a magnifying glass icon connected to logos for Indeed, SimplyHired, jobrapide, adzuna, careerJET, LinkedIn, and Google.

Postid	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
		IT Engineer, Cloud Developer	Manchester, NH	182	6	0	0	Paused 9-12-2018
			Manchester, NH	75	6	0	0	Paused 12-4-2019
			Manchester, NH	212	32	30	1	Paused 4-30-2019
			Manchester, NH	0	0	0	0	Paused 6-14-2019
			Manchester, NH	106	8	0	0	Paused 10-27-2019
			Manchester, NH	1	1	0	0	Paused 10-29-2019
			Manchester, NH	1	0	0	0	Paused 10-29-2019
			Manchester, NH	4	0	0	0	Paused 10-29-2019
			Manchester, NH	0	0	0	0	Paused 10-29-2019
			Manchester, NH	1	0	0	0	Paused 10-29-2019
			Manchester, NH	3	0	0	0	Paused 10-29-2019

For more information and support visit [acquire4hire.com](http://acquire4hire.com)  
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