Spring has sprung, at least here in Chicago! We’ve had a winter full of unusually warm days, 75 degree days in early March, and even a wind storm that produced hurricane strength winds. Such is the weather in the Midwest, beyond our control.

NEMEON members just returned from their Annual Meeting in Galveston, Texas. We had record turnout and enjoyed everything that is Texas. Our percentage of members that are attending the annual meeting has risen consistently, this year with it being at 75%. Help yourself, help NEMEON, and attend the annual meeting. I’ve heard nothing but raves from our vendors about how good our face-to-face meetings are, benefiting both the manufacturer and our NEMEON members.

I always come back from these meetings refreshed and full of new ideas. I’ve also found some great business mentors I’ve met while at the NEMEON meetings. These are business leaders who have been “in my shoes” and know exactly what I’m going through. One of the most unique features to NEMEON is the shared desire to do better - do better purchasing, do better selling, do better at management, do better as a leader. I have yet to meet a single company at NEMEON who isn’t willing to share a successful business practice, or tell of their experiences in a hypothetical you pose to them.

Every year, Forbes publishes “The Best Small Companies in America.” In it, Bob Burlingham looks at the list of award winning business and states: “Growth is good, but the leaders of these companies have had other, nonfinancial priorities as well, such as being great at what they do, creating great places to work, providing great service to customers, making great contributions to their communities and finding great ways to lead their lives.” NEMEON small business members are no different. The breadth of what each of us tries to achieve as small business owners is enormous.

Unlike the weather, you can control your interactions with NEMEON. Let NEMEON help you with this enormous challenge we all face as small business owners and leaders. Whether that is helping you buy better, giving you better sales forecasts, or helping you manage people, NEMEON is all of that and more.

I wish you all great success in the 2016 year.

Jack Bone

# Newsletter Content

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I’m sitting here wearing my new boots that I received (thanks John Schunzel) at annual meeting in Galveston and I wanted to talk about the strides that NEMEON has taken over the last few years. Each of the last six meetings have seen more and more members attending; in fact the 2016 meeting had the largest number of member companies in attendance since the cooperative was formed 17 years ago. This is a great example of all members working together for the benefit of all; the breakout sessions were extremely popular as were the face to face meetings. The majority of preferred vendors I spoke with said that this was one of the most productive face to face meetings that they ever had. They all came away from the meeting with solid prospects that will enable them to grow their business in 2016. I feel that this is due in part to the groundwork that was laid over the last seventeen years. In 2010 when the economy was in a recession the NEMEON team gave thought to how we could bring value to our preferred vendors when the market was soft. The decision was made to create new connections between the members and preferred vendors. We knew that in the short term the relationships would not provide many opportunities, but we felt that when the economy started cooperating, the business associated with those relationships would increase exponentially. I’m not ready to say that the market has rebounded, but I do feel that things are headed in the right direction. Unfortunately not at the pace that we would all like. With the optimism in the market we are starting to see more opportunities open up for both the members and preferred vendors; this was clearly evident coming out of the annual meeting. The NEMEON mantra of “shift the share” is working and is evident in the numbers that we showed everyone during the state of the coop. I want to encourage everyone to look to preferred vendors first when exploring additional sources for material. If you need assistance you can contact any NEMEON team member and we can put you in touch with the preferred vendor that will work best for you.

All of the NEMEON value added programs are going very well, the LionGUARD University has had a record number of courses added in the past twelve months and over 1,000 training courses have been taken by the members. The LionGUARD brand is growing with the addition of a satellite measuring service and a high temp ice & water product. The buy local national advertising campaign is gaining ground and an expansion of the initiative is being discussed. There is a library of information available to all members who would like to piggyback the program specifically geared to your local market; just let us know and we can walk you through what is available. The “Next Gen” group is growing and has appointed the second representative to the NEMEON board of directors. Plans are underway for the next meeting which will take place in Austin, Texas in September. The NEMEON Network is expanding and now would be a perfect time for you to add it to any of your showrooms. Additional content is constantly being added and updated so please check the website to make any changes to your network. The NEMEON strategic plan will be updated as we have achieved most of the goals set forth when it originated; look for more on that during the second half of the year. In closing I want to mention that the NEMEON team will be focusing on providing better communication and service on all of the programs we offer. Plans are under way to have the team members take responsibility for the various services and to communicate with each member to ensure that you are aware of those services and to provide help when you want to implement any of the programs that NEMEON has to offer.

I want to thank all of you for your continued support of NEMEON’s preferred vendors and for always remembering to look to those vendors when considering taking on a new product or product category. All of the NEMEON team are looking forward to another great year by providing you with the best programs from the best manufacturers in the industry.
Through the generosity and support of our Preferred Vendor Partners the 2016 Annual Meeting was a HUGE Success!

Standard Sponsorship

Air Vent
Alsco
ARFCO (Oatey)
Benjamin Obdyke Inc.
BILCO
Savings4members
Blue Volt
ChemLink
Clair Merchant Services
Continental Materials
DCI Products
Distributor Marketing
Duraflo (Canplas)
Eagleview
EcoStar LLC
ESP LOW-E
Flamco
FlashCo Manufacturing Inc.
Franklin International
Gaco Western
GenFlex
Geocel Corporation
Gibraltar Building Products
Guibert Express, Inc
Henkel
HIAB USA
Hunter Warfield
Hussey Copper
HY-C Company
Johns Manville
Kingspan Insulation
Lexcor
Linzer Products
LOMAMCO
MALCO Tools
MAX USA CORP
Mid-States Asphalt
National Shelter Products
NovaFlex
NYI Building Products
OMG Roofing Products
Palfleet Truck Equipment
Penn & IN Lumbermens Ins
Ply Gem Window
Polar Industries
Qual-Craft Industries
Quality Edge
Roofmaster
S & W Forest Products
SealCorp USA
Sun-Tek Skylights
System Components Corp.
Titanium by Interwrap
United Asphalts
United Sates Gypsum
VELUX America Inc
Werner Company

THANK YOU PREFERRED VENDOR PARTNERS!

DIAMOND SPONSORSHIP

PLATINUM SPONSORSHIP

GOLD SPONSORSHIP

SILVER SPONSORSHIP

BRONZE SPONSORSHIP
Concord, CA – January 2016 - California Shingle & Shake Co Inc., a family owned Roofing Materials Distributor, has officially launched its year long 60th Diamond Anniversary Celebration.

California Shingle & Shake Co. Inc. opened its first location in 1956 to local contractors in Pleasant Hill, California by Leo C. Brutsche. Two years later another location opened then another then another. Over the years, Leo continued his expansion. As of today, there are seven locations around the Northern California region, along with 5 locations in Washington State under the Washington Cedar & Supply name.

Throughout 2016, CSS will host Quarterly Events at each of the California locations to honor and show our appreciation to our valued customers. The scheduled dates are Friday, January 15th, Friday, April 15th, Friday, July 15th and Friday, October 14th. At these events delicious food will be served and prizes will be awarded. In addition, there will be monthly give-a-ways, promotions and many more surprises!

Check out our website www.calshingle.com for our Diamond Newsletter along with up to date news regarding our yearlong celebration.

We will end the year with a bang! We will have a Grand Prize Raffle Drawing with the prize being valued at $5000. The lucky winner will be announced on December 16th 2016 by Thomas Brutsche our CEO.

DON’T MISS OUR CELEBRATION!!!!
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!

Guaranteed 100% satisfaction rate, call any member with a NEMEON Network and ask them how it is working.

We offer attractive financing plans. You can choose to withhold four equal amounts from your quarterly dividend to fund the installation. No out of pocket costs until the network is installed at your location.

The average cost is less than $2,500 and there is no additional cost once installation is complete.

Your satisfaction is guaranteed. With our 60 day money back guarantee, once installed you will have sixty days to try the Network, if you are not 100% satisfied we will take it away at no cost to you.

Be a part of the NEMEON Network today. Contact Dave or Fernando for more information.

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E-newsletter Available at: www.NEMEON.coop
Latest News from the International Roofing Expo

The International Roofing Expo (IRE) was held in Orlando, Florida in conjunction with the usual NRCA meetings and events. The show was well attended again. Coming off of another growth year for commercial roofing, the number of attendees and vendor booths grew slightly from last year’s show in New Orleans.

As usual, there were no blockbuster announcements at the show. A lot of the new product introductions involved minor changes or upgrades to existing products and services. Much of the buzz was around GAF’s announcement prior to the show regarding their acquisition of the European based manufacturer Icopal and its US operating unit of Siplast. This move expands GAF’s position in Europe as well as the US. The concerns expressed to me by both contractors and NEMEON members that sell and install Siplast centered on what GAF will do with the Siplast brand in the US. In announcing the acquisition, GAF stated that it will be business as usual for Siplast. The question most folks asked me is how long Siplast will continue in its current position.

I had a lengthy discussion with our GenFlex contact on the show floor. GenFlex did not attend our Annual Meeting as it conflicted with Firestone’s National Sales Meeting. We have several members that sell GenFlex and they are concerned over Firestone’s decision to eliminate the entire GenFlex selling organization and turn the sales efforts over to the local Firestone independent representatives. Unfortunately, Firestone has yet to address the concerns of our GenFlex members either to me or directly to our members. Firestone continues repeat their talking points around its commitment to growing the GenFlex brand. Stay tuned.

EagleView’s new Blue Print reports appears to be a time and cost saver for the contractor or any distributor that does take offs for the contractor. Sun-Tek Skylights introduced several new products that address the recent changes in the energy code. I could not count the number of vendors offering a synthetic underlayment for residential applications. I was told the number is north of 75.

Finally, the outlook for 2016 commercial business continues to be very positive. All of the contractors that I talked to, along with the vendors are optimistic that this will be another growth year.
Welcome New Member

MORRIS SALES COMPANY, INC.

2608 Mattox St. / PO Box 2052

Tupelo, MS 38803

662-842-6045

On February 6, 2016, the good Lord welcomed the most passionate golfing partner He could ask for, Jerry Withbeck Lessel, born August 15, 1930. Jerry Lessel is survived by the love of his life and wife of 65 years, Darleen Lessel, as well as by his loving family.

In Loving Memory of Jerry W. Lessel. Everyone at any A.L.L. Roofing Materials store in California and Arizona can credit their job to this man. I hear the same words over and over again when I talk to people who knew Jerry: “A Great Man”. He will be sorely missed, fondly remembered, and forever respected by so many. Our thoughts and prayers go out to his wife Darleen and his family. Thank you Jerry, rest peacefully.
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<td>Ryan Seamless Gutter Systems Inc.</td>
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<td>S &amp; H Building Material Corp.</td>
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<td>S &amp; J Sheet Metal Supply Inc.</td>
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<td>America Roofing Supply</td>
<td>S G Williams &amp; Brothers Company</td>
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<td>Sam Jin General Supply</td>
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<td>American Building &amp; Roofing Inc.</td>
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<td>Badger Building Supply Inc.</td>
<td>Suisun Roofing &amp; Supply</td>
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<td>Badger Corrugating Co. *</td>
<td>T &amp; C Supply Inc.</td>
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<td>Banner Supply Company, Inc.</td>
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<td>Total Roof Supply Inc.</td>
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<td>Bone Roofing Supply</td>
<td>Tri-State Wholesale Building Supplies, Inc.</td>
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<td>C &amp; S Building Supply Inc.</td>
<td>Uresco Construction Materials</td>
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<td>CA Shingle &amp; Shake Co / WA Cedar</td>
<td>Valley &amp; Aetna Building Products</td>
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<td>Camco Roofing Supplies Inc.</td>
<td>VanDrumen Building Supply</td>
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<td>Campbell Roofing Material Company Inc.</td>
<td>Wake Supply Company Inc.</td>
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<td>Walker Brothers</td>
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<td>Washoe Building Supply Inc.</td>
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<td>CB Wholesale Inc.</td>
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<td>Cedar Grove Building Products</td>
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<td>Central Siding Supply Inc.</td>
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<td>Complete Supply Inc.</td>
<td>Western Roofing Supply</td>
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<td>Construction Supply Company / Interstate</td>
<td>Whitco Wholesale Inc.</td>
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<td>Contractors Siding, Windows &amp; Rfg Supply</td>
<td>Wholesale Distributing dba Boise Supply</td>
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<td>Corken Steel Products Company</td>
<td>Wholesale Siding Depot</td>
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<td>CRI Roofing Supply Company</td>
<td>Worth Supply Co.</td>
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<td>Crossroads Roofing &amp; Supply</td>
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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.

Badger Corrugating Co.
www.badgerlax.com
Brian Msna - 608-788-0100
bmlsna@badgerlax.com
States Serviced: WI, MN, IL, IA

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

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, Tapeco / MidAmerica

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 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
www.brittonlumber.com
Sterling Golder - 802-333-8106
sgolder@brittonlumber.com
States Serviced: VT, NH ME, Northeastern NY, Western & Northwestern 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 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
Welcome New Preferred Vendor

Gaco Western
SINCE 1955

Gaco Western is a recognized leader in innovative silicon roofing systems, and offers best-of-class waterproofing and insulation solutions for a variety of commercial, industrial, and residential applications. The company’s administrative office is located in Seattle, Washington and all products are proudly Made in the USA at the company’s state-of-the-art manufacturing, research and development facility in Waukesha, Wisconsin.

Between these two locations and a sales force located throughout the United States, Gaco Western employs over 100 people and continues to grow.

Contact
Jason Loftus
jloftus@gaco.com
480-229-8123

NEMEON VISION STATEMENT
Pride & Prosperity through Unity, Value, Partnership & Size.

NEMEON MISSION STATEMENT
NEMEON will be the premier co-op of independent roofing & siding distributors, promoting pride and prosperity with both members and preferred vendors by:

Developing a culture of unity and solidarity through fellowship;

Generating membership value by producing a fiscal, competitive advantage;

Creating manufacturer value & partnership by actively “SHIFTING THE SHARE”;

Being the largest co-op of independent roofing & siding distributors in volume and locations;

Enhancing business growth and innovation through technology & sharing best practices;

Promoting high-quality and superior services and support;

Building trust through integrity and consistency.
## NEMEON Preferred Vendors

### NEMEON Preferred Vendor Committee:
- **Bill Baldauf**  
  Lakefront Supply  
  773-509-0400  
  bbaldauf@lakefrontsupply.com

- **John Schunzel**  
  California Shingle and Shake  
  925-682-2211  
  johns@calshingle.com

- **Jeff Muratori**  
  Division 7 Supply, Inc  
  678-541-0303  
  jmuratori@d7supply.com

- **Dino Pappas**  
  Roofers Supply Inc  
  801-266-1311  
  dpappas@roofers.cc

- **Jamie Glazer**  
  SG Wholesale Roofing Supplies  
  310-323-8881  
  jamie.glazer@sgroof.com

- **Ron Calhoun**  
  The Palmer-Donavin Manufacturing Co  
  614-486-9657  
  ron.calhoun@palmerdonavin.com

- **Rich Evans**  
  Kohl Building Products  
  610-926-8800  
  revans@kohlbp.com

### NEMEON Preferred Vendors

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<th>NEMEON</th>
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<td>EagleView Technologies</td>
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<td>Exterior Portfolio by Crane</td>
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<td>Headwaters Roofing (Inspire)</td>
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**Termed Vendor:** Majure Data, Inc., Northern Capital Insurance Grp, Tytan Professional
LionGUARD Synthetic Underlayment

LionGUARD 15 and LionGUARD PREMIUM Synthetic Underlaminents feature:
- The fewest fasteners required for installation in the industry
- Install with regular coil roofing nails
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- Exceptional tear and tensile strengths
- Cool gray walking surface
- High temperature rating

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- Titanum PSU30 self-adhered protection from wind-driven rain, water, snow and ice dams
- Up to 6 month UV exposure, patented slip resistant walking surfaces & much more!

*See InterWrap.com/LifetimeWarranty

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SAVINGS4MEMBERS®
LionGUARD University is a training initiative that we believe will be successful in helping NEMEON reach our primary objective of connecting NEMEON Distributor Members with our Preferred Vendors.

NEMEON LionGUARD U was launched in February 2013 as a platform to bring cost effective Preferred Vendor Training to our Members. Historically, training has been done by suppliers in a “face to face” environment which means that Suppliers and Member Distributors have to travel to conduct or attend training. Distributor sales people travel to a Suppliers location for a 1 or 2 day training session, or Suppliers and sales reps or regional managers to the Distributors’ location to conduct hands on training. Although this training is effective, it is expensive and timing can be an issue with the continual introduction of new products/applications. Ultimately Suppliers need to get their customers trained and up to date on their offering without “waiting to train” due to busy calendars. LionGUARD U 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 insure students understand and can apply the training on future sales call. LionGUARD U has turned out to be a very cost effective training method, with the average cost per student trained at under $10 per student! Typical hands on training runs $50 to $250 per student.

As of December 1st, LionGUARD University has over 1,200 distributor member students taking courses and that number is constantly growing. There are 40 courses available for students and many suppliers preparing to offer their first course to the member community.

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

Contact Brandon Maskew with BlueVolt, the company that hosts LionGUARD University with questions about getting involved!

Brandon.Maskew@bluevolt.com
Above photos: Congratulations to the NEMEON 2015 Preferred Vendors of the Year: Owens Corning & Roofmaster Products.
2016 Next Gen Meeting

September 12th
Breakfast
Next Gen Meeting
Lunch
Next Gen Meeting
Reception

September 13th
Breakfast
Next Gen Meeting
Lunch
Member Site Visit
Evening Event

Registration will be available in June

2017 Annual Meeting

SAVE THE DATE

February 14th
Lunch
Face to Face Meeting
Banquet

February 15th
2nd half of Face to Face
Lunch
Activities
Vendor Farewell Reception

February 16th
Member Meeting
Farewell Reception

2017 Annual Meeting

The Westin Mission Hills Golf Resort & Spa
Palm Springs, CA
February 14th to 16th

E-newsletter Available at:
www.NEMEON.coop
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WIP® 300HT roofing underlayment from Carlisle WIP Products offers some of the best physical properties in the industry. With unparalleled performance at temperatures up to 250°F, WIP® 300HT is the ideal choice for use under metal roofs and in high-temperature applications. To learn more about Carlisle’s full line of underlaminets, visit our website at www.carlislewip.com.

MSA Is The Exclusive Source For Owens Corning® Trumbull® Asphalt.

At MSA, our mission is simple: to provide high-quality roofing products. So we’re proud to be the exclusive seller of Trumbull® Built-Up Roofing Asphalt products across the United States.

TruLo® Max—Low Odor, Low-Fuming Asphalt®

TruLo® Lo Odor—Low Odor, Low-Fuming Asphalt®

PermaMop®—Low Fuming, Long Lasting, All-Slope Asphalt®

* TruLo®, PermaMop®, and Trumbull® are registered trademarks of Owens Corning®.
** MORA Shop Kit for Trumbull® Standard Type I-IV asphalt should not exceed 550°F.

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