A letter from the outgoing Chairman of the Board - Frank Gurtman

Time Flies

The other day I looked up at the clock on the wall and suddenly realized that there is just no way to make the thing stop. Yes, time does fly. Three years ago I had the great honor of becoming the NEMEON Chairman of the Board of Directors. I am amazed how fast the time went by. Effective July 1, I hand over the chair to Ross Riddle of Southcoast Shingles in Long Beach, California. By the time I took the chairmanship, NEMEON had began to mature and was thought of as one of the premier cooperatives in the construction industry. The dedication of the three NEMEON “Founding Fathers”, Ken Rosenberger, Stan Martinkus and Brent Walker insured that our cooperative was built on a solid foundation. They guided NEMEON through a somewhat rocky start. Their industry knowledge, business ethics and integrity were the ingredients we needed. I want to thank these three gentlemen as their dedication and hard work made my job as Chairman much easier and certainly enjoyable. I also want to thank the NEMEON staff for all they have done for the organization. Earl has put together a great team and I have enjoyed working with them. And a big thank-you to our board members who trusted me with the chairmanship. I hope I exceeded your expectations.

My company has been a part of NEMEON for about 10 years now. It is amazing to see how far we have come in this time. When I joined there were about 50 member companies. Now we have over 180 independent roofing and siding distributors and a great group of Preferred Vendors. I cannot wait to see what is in store for NEMEON in the next 10 years. I think we will all be amazed and I look forward to watching us take our cooperative to the next level. I would like to leave with a final thought for our members. My goal as the chairman was to increase member engagement. It’s simple—the more the members are involved, the more effective the organization is on their behalf. An effective cooperative leads to healthy, profitable members. The more healthy and profitable the members—well, you get the picture. But like any organization, you get out of it what you put into it. So—get involved! Remember—you own the thing. Go to our meetings, get on the conference calls, read the emails from the staff and most importantly—SHIFT THE SHARE TO OUR SUPPORTIVE PREFERRED VENDOR PARTNERS! And that’s the bottom line from a bottom line guy. I now turn over the chair to Ross Riddle. The cooperative is in great hands and I wish Ross all the best as he accepts the responsibilities. Yet, I am not going anywhere. I will continue to be invested and involved in NEMEON to the greatest extent—both me personally and my company, Passaic Metals as a NEMEON member company. I look forward to seeing all our members and vendor partners at our meeting in Orlando in February. And I look forward to watching NEMEON continue to grow. Now to figure out how to get that clock to stop!

Frank
Frank Gurtman

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A letter from the Incoming Chairman of the Board - Ross Riddle

NEMEON…The Roofing & Siding Industry’s Premier Buying Co-Op

Think about the above statement for a moment; it’s something that all members should be very proud of; something not to be taken lightly, although we are really much more than just a buying co-op. NEMEON’s position in our industry has come by virtue of a great deal of hard work and dedication, not only our professional paid staff, but also by the many members who have donated their time, energy, and business acumen, to help make our organization arguably the biggest, and the best, in our industry! These members have volunteered their time to serve our organization as Board members, vendor committee members, and “all around Ambassadors” for the benefit of NEMEON. I would encourage all of you to consider investing some time in NEMEON…you’ll be glad you did!

My name is Ross Riddle, and I’m your new Board Chairman. Our company, South Coast Shingle, located in Southern California, joined NEMEON in February 2001, becoming the 23rd member. Quite frankly, I had never heard of NEMEON, but after doing my due diligence, I decided it was a no brainer to join. I must admit that at the time, my thoughts were focused on the rebate only. A little over a year had passed since joining, when Tony, NEMEON’s CEO at the time, asked me to be on the vendor committee. He explained the duties, and time involved, and my first instinct was to politely refuse, with the age old excuse of “no time” as a reason. He explained that the committee needed a west coast member to make sure our committee was nationally diverse, and that by doing so I’d be helping further the cause. I accepted, and found the experience very rewarding; the members making up the committee were involved, and wanted to make a difference. The vendor committee serves the important function of referring and screening potential new vendors in order to keep a good balance in each product category. This is done for the purpose of getting the best vendors possible for the benefit of our members, and to protect the preferred vendors from seeing the value of their investment in us diluted by adding too many vendors in a category.

In June of 2004, I was asked to join the Board of Directors. Given my positive experience on the vendor committee, I accepted the position, and have never once regretted my decision. This Board, as with the vendor committee, is made up of well seasoned, caring, compassionate individuals, all with the idea of making NEMEON a better, more profitable organization for the benefit of both the members, and the preferred vendors. As is the case with any business relationship, it has to be mutually beneficial or it’s not of value to both parties. One of the Board’s responsibilities is to insure that members and vendors alike find that the case.

I have seen this organization grow from 23 members in 2001, to 185 member companies with 520 locations in 2011. Our membership boasts of many of the leading independents distributors in almost every market in the U.S. and Canada. I’m sure most of you realize this, but our preferred vendors value their relationship with NEMEON because of our members. They know we care about them and about the industry. Vendors are constantly telling us how involved our members are. Just imagine if we were able to get 90% attendance at our meetings; we’d have vendors doing back flips! I am proud to be a member of this organization, and value the many friendships I’ve made while serving. For years I’ve enjoyed volunteering for other non-profit, and charitable organizations, like many of you I’m sure. One common denominator I’ve noticed among the volunteers is that most do what they do not for praise or recognition, but rather because they care about making the organization better. That is certainly the case here. How cool is that?

Again, I ask all members to invest more time in NEMEON. That could mean attending the Annual Meeting in Orlando, Florida in February 2012. For those of you whom have never made a meeting, you don’t know what you’re missing. We average a little better than 50% member attendance at our annual meetings which means that nearly half our members are missing out. There are some very knowledgeable people in NEMEON. Our sharing of best practices can be a big benefit if only you take advantage of it. Investing more time could also mean learning about how our NEMEON Digital Signage Program can help you sell more products, thus increasing your profitability. What I’m saying is that NEMEON has much more to offer than just rebates, but of course our savvy members already know that. Are you a savvy member?

I look forward to serving as your Board Chair, and to contributing whatever I can to help make this organization be the best that it can be.

Ross
Ross Riddle
Hot Time in the Summertime!

Up here in the frozen north-country we call Minnesota, summer is fleeting. It left us early last year and arrived very late this year. We really did not have a fall—going right from a nice 85 degree day in mid October to 8” of snow in November and bitter cold temperatures that lasted all the way through the great flood of 2011 which is now just subsiding. But now that July is here, Minnesota is a great place to be as the days are warm and most nights consist of what we call ‘good sleeping weather’. As imperfect as winter is in Minnesota (for those of us that do not partake in winter sports), our summers are wonderful.

We have had our share of spring storms up north; typical thunderstorms with some hail and an occasional tornado thrown in for good measure. Yet, nothing compares to what our neighbors in the Midwest and Southeast have endured. This year has been a record year for tornado destruction and death. Towns like Joplin, Missouri and Tuscaloosa, Alabama will take years to rebuild; many lives have been lost and families displaced. Although our industry benefits greatly from cleaning up and rebuilding damage left by storms, we are also affected adversely. Take for example our partner company, TAMKO. TAMKO happens to have a factory in Tuscaloosa and their home office is in Joplin. Their factory in Tuscaloosa took a direct hit and although their facilities in Joplin were spared, many of their employees lost their homes. We have other partners with facilities in these areas—GAF has a massive factory in Tuscaloosa which was spared as the tornado decided to take a turn within a mile of their plant. As bad as these events were, it was great to see how fast TAMKO recovered as their Tuscaloosa facility was up and running within a month. It was also great to see TAMKO helping out by making a million dollar donation to The American Red Cross and setting up a fund to help their employees and families recover. The NEMEON membership is also getting involved as we gave them the opportunity to pledge a part of their dividend check to disaster relief—a donation to The Red Cross or the TAMKO Employee Fund. It was great to see the outpouring of support and I am happy to report that we will be making a nice donation to these organizations on behalf of our membership.

Now that summer is here, the hail, wind and tornado damage is getting cleaned up which means many of our members are getting pretty busy. Those areas not hit by storms are reporting business is pretty good—maybe not great but improving which is a good sign. Thus, everyone seems to be making hay while the sun shines. What is interesting about NEMEON is when our members and vendors are the busiest; the work load at the cooperative goes down. The opposite holds true as our busy season is the winter months as that is when we finish up the year’s accounting, organize and host our yearly meeting and get a chance to review the year and plan for next year with our vendor partners. Yet summer will be over before we know it and soon we will start getting ready for our busy season.

In closing, I would like to thank Frank Gurtman (Passaic Metals, Clifton NJ), our outgoing Board Chairman who turned over the duties of the chair to Ross Riddle (Southcoast Shingles, Long Beach CA). Frank has a passion for NEMEON like few do. Frank worked tirelessly behind the scenes with key vendors and member recruiting endeavors and did an exceptional job to help grow our cooperative in a time when the economy was not doing any of us any favors. Frank will continue to be a big part of NEMEON and will certainly be called upon by the board for continued service. I also look forward to working with Ross. I am not sure if two different personalities exist when comparing Frank and Ross—I guess it is an east coast-west coast thing. Yet no one can question their commitment to NEMEON. Ross will certainly continue the legacy of our first three Chairmen—Ken Rosenberger, Stan Martinkus and Frank Gurtman. Tough shoes to fill but the shoes are well worn and will fit quite comfortably I am sure. In addition to Ross, I would like to welcome John Askin, Jr. as our newest board member. He will fill the spot vacated by Frank. John (The Standard Group, Tinton Falls, NJ) will be representing the northeast region. I know he will be a great addition to the NEMEON Board and I look forward to working with him.

I look forward to the second half of this year—business should continue to be good. We all know there will be challenges—there always are in our line of work. But the independent business people love challenges and we will rise to the occasion. Have a great summer!

FEEL THE PRIDE!

Earl Ward
On a recent trip to Massachusetts I had the pleasure of spending some time with Frank Ryan of Ryan Building Products. Frank started his business in 1979 delivering rain carrying systems to contractor job sites with one truck. His commitment to provide the contractor with the highest quality products and the best service at competitive prices still holds true to this day 32 years later. Over those years the business has grown and now incorporates a fleet of twelve fully equipped trucks set up to service any need that the contractor may have on the job site. Each truck carries a gutter machine with a full assortment of related accessories for the job. When the truck arrives at the job site all details are given to the driver, he runs the gutter, supplies all of the elbows, downspout, hangers and any other product that will help complete the job. Once the job is completed the driver will generate an invoice for all material used and electronically transmits information back to the office, there is no invoicing needed once the driver returns back to the shop at the end of the day. Each of the twelve gutter delivery trucks are set up the same way so the drivers can interchange trucks if the need arises.

Ryan Building Products business has grown over the years by identifying needs of their contractor customers and adding product lines to their existing core business. Windows, doors, composite decking, shutters, and siding all have been a great addition to their product offering. Ryan’s custom metal shop can fabricate any item that the contractor needs, copper, aluminum, you name it custom architectural metals are created for any type of job.

One of the first things that caught my eye on arrival was their showroom; it has high ceilings and is bright and airy. All of the available products are visible for everyone to see with enough space to wander around and look at their offerings. Did I mention the NEMEON Network on display? The monitor was placed above and behind the counter, a perfect location for it to be seen from all areas of the showroom. A lot of products are within reach and are a reminder to contractors that they might need a few things that are not on their list. Contractors do a lot of impulse buying and having something that they might need close by is an opportunity to sell additional material. Couple the showroom with their extensive catalog and you can see why Ryan Building Products is a leader in their market.

Although Ryan Building Products is not in the roofing business they still are supporting some of the LionGUARD products, specifically ice and water. Many of their contractors are involved in some way with roofing and the LionGUARD Ice & Water has given them an opportunity to provide their contractors with a high quality product at a competitive price. They have created a good following with LionGUARD and it has helped add additional sales. I think any member reading this who is not in the roofing business should give some consideration to following their lead with the LionGUARD products.

I would like to thank Frank Ryan for taking the time out of his day to spend with me and showing me around his business. If you are ever in the Boston area I would highly recommend stopping by to take a look around Ryan Building Products.

Our Member Spotlight now is a regular feature of the NEMEON ROAR. If any of our members are interested in showcasing their business, please contact me at 843-901-0467 or at dodonnell@nemeon.com

David O’Donnell
Vice President
The Vendor Spotlight is a new feature to The Roar; in each edition we will highlight a NEMEON preferred vendor. This will give all members a chance to receive additional insight into the highlighted vendor. Last year VELUX introduced their No Leak Skylight to great reviews; we felt it fitting to have them kick off the new feature in this quarter’s edition of the Roar.

VELUX

Today, as for the past 60+ years, VELUX is the world leader in roof windows and skylights. This is no accident. It is a result of our intense focus on creating the best quality, most energy efficient daylighting products available.

Over the years we have worked to identify the key components necessary for virtually any successful daylighting project, and we have created our product program to match. The result is a complete system of daylighting products unmatched anywhere. Take advantage of our experience by incorporating the complete system into your daylighting project.

At the center of the VELUX complete system is the VELUX deck mounted and curb mounted product family, designated The No Leak Skylight. The No Leak Skylight carries an industry first; 10-year installation warranty plus 20 years on glass, 10 years on product, and five years on blinds and controls.

No Leak Skylight features include 3 layers of water protection, advanced LoE3 glass for better energy efficiency, higher visible light transmittance, and improved solar heat gain performance. The No Leak Skylight also features money-saving pre-finished white frames and sashes and pre-mounted pick & click brackets for quick installation of VELUX blinds.

VELUX also offers a full line of engineered flashing kits, solar, electric and manual blinds, SUN TUNNELS and a wide range of glazing options. You can learn more about VELUX and their innovative product line at www.veluxusa.com

The NEMEON Network

As was mentioned in the last newsletter, we are continuing to grow The NEMEON Network! In addition to growing the network, we’ve been able to reduce the start up costs significantly. We are so confident in this product that we now offer a 60 day money back guarantee; if for any reason you are not 100% satisfied we will come and take it away at no cost to you.

As you may know NEMEON offers a range of services to our members to improve the value of their membership. Among these services we offer the option of building and hosting your website.

We have worked with several members and have developed a system that improves search engine ranking, giving your business more online visibility. Apart from this, we offer a wide range of options for the look and functionality of your website; such as maps, contact forms, news and weather.

Contact either Dave O’Donnell or Fernando Prieto for more information.
New Members, Welcome!

Marjam Supply Company
Jim Metcalf
631-249-4900
jimm@marjam.com
885 Conklin Street
Farmingdale, NY 11735
Join Date 06/01/2011
Number of Locations: 26

Coastal Roofing Supply
Tony Mila
321-639-1537
tmila@coastalroofingsupply.com
1505 Cox Road
Cocoa, FL 32926
Join Date 06/01/2011
Number of Locations: 3

RUFUS LEAKIN by SOUTH COAST SHINGLE CO., INC.

"Yeah? Whose afterlife, the product’s or ours?"
WELCOME
To
Our
New
Vendors

NEMEON Vision Statement

NEMEON Mission Statement

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.

Preferred Vendor Update

Insulfoam
John Cambruzzi
Phone: 303-989-2090
Email: jcambruzzi@insulfoam.com

AlSCO
Chip Park
Phone: 717-940-9688
Email: Chip.Park@alsometals.com

Mayco Industries
Jon D Farris
Phone: 205-942-4242
Email: jon@maycoindustries.com

United States Gypsum
Rich Willett
Phone: 312-436-6632
Email: rwillett@usg.com

Insulfoam

United States Gypsum

Mayco Industries

AlSCO
NEMEON Preferred Vendors

Activant Solutions  
Air Vent  
ALSCO  
APOC  
ARFCO  
Atlantic Shutters—Tapco Group  
Atlas EPS  
Atlas Roofing  
Benjamin Obdyke  
Berger Building Products  
BILCO  
BizUnite Services & Programs  
   - ADP  
   - AmeriQuest  
   - Aramark  
   - Chase Paymentech  
   - Constant Contact  
   - Copesan  
   - First Data  
   - First National Merchant  
   - Goodyear / Truckers B2B  
   - Grainger  
   - Heartland Payment Systems  
   - Lamprey Systems  
   - OfficeMax/OfficeMax ImPress  
   - OneWorld Business Finance  
   - Optima Benefits Group  
   - Quark Pormote  
   - Republic Services  
   - Sprint Nextel  
   - Staples  
   - Unishippers  
   - United Tranz Actions  
   - Web.com  
   - YRC  

BlueLinx  
Blue Tarp Financial  
BMD  
Capitol Marketing Concepts  
Captive Resources  
Cargotec USA Inc., HIAB  
Carlisle Residential  
CertainTeed FiberCement  

CertainTeed Roofing Products  
CertainTeed Siding (Incl. Vytec)  
ChemLink*  
Continental Materials  
DaVinci Roofscapes  
DCI Products  
Dinesol -Tapco Group  
DMSI Software  
Duraflo  
Eagle Roofing Products  
EcoStar LLC  
Eternabond  
Exterior Portfolio by Crane  
Flamco  
Flashco Manufacturing  
Forsthoff Welding Products  
Franklin International  
GAF Materials  
GenFlex Roofing Systems  
Geocel  
Great Northern Building Products  
Henkel  
Hunter Panels  
Hunter Warfield  
IKO Sales  
Inspire - Tapco Group  
Insulform*  
IQm Trim - Tapco Group  
ITW Duo Fast*  
Karnak  
Kipling Enterprises  
Lexcor*  
Linzer Products  
LOAD-A-BAG  
LOMANCO  
MALCO Tools  
Mastic/ALCOA - PlyGem Group  
MAX USA  
Mayco Industries*  
Metal Sales Manufacturing  
Mid-America - Tapco Group  
NAPCO - PlyGem Group  

National Nail  
Northern Capital Insurance Grp  
NXGEN Payment Services*  
NYI Building Products  
OMG Roofing Products  
Owens Corning  
Pactiv Building Products  
Pennsylvania Lumbermens  
Mutual Ins Co  
Ply Gem Window Group  
Polar Industries  
Polyglass USA  
Portals Plus*  
Premier Engineered Systems  
PrimeSource Building Products  
Qual-Craft Industries  
Quality Edge  
Roofmaster Products  
S & W Forest Products  
Seal Corp USA*  
Sievert Industries  
Skylands Transaction Mgmt  
SOLDERLESS  
Stonecraft -Tapco Group  
Sun-Tek Skylights  
System Components  
TAMKO*  
Tapco Tools - Tapco Group  
The Foundry - Tapco Group  
The Shingle Hog  
Trumball Asphalts*  
United Asphalts  
United States Gypsum*  
Variform - PlyGem Group  
VELUX America  
Versico Roofing Systems / Weatherbond  
Wellcraft—Tapco Group  
Werner  

* Indicates New Preferred Vendor

The ROAR

E-newsletter Available at:  
www.NEMEON.com