

# Top Of The News

DURO-LAST® 2015 NATIONAL  
SALES SEMINAR





## From The Chairman Jack Burt



After wrapping up yet another great Seminar, I am reminded that Duro-Last truly has the best customers. We were lucky enough to host more than 950 attendees in Galveston, Texas and the enthusiasm was contagious! I would like to extend my personal thanks to all who attended and helped make our program the best three days in the roofing industry!

I have already heard feedback about this year's program and it is overwhelmingly positive. We work hard to create three days of inspiration, learning, and of course, fun. Topics for breakout sessions included everything from sustainability to discussions about new product lines such as skylights and standing seam roofing. Everything truly was bigger in Texas!

As I am every year, I was again truly honored at the awards banquet to greet and thank our award-winning contractors. You are the ones who made it possible to record another record sales year. The Seminar always reminds me about how our contractors are a force to be reckoned with – and everyone knows you don't mess with the best!

Because you are the best, you deserve the best from us as well.

I want to restate Duro-Last's steadfast commitment to you, our customers. Because Duro-Last was founded on, and continues to operate on the principle that our customers make us successful, I can assure you that we will not waver from our responsibility to serve you. We are determined to provide you with the products, tools and resources you need to be a winner with your customers. I trust that message came through loud and clear at this year's Seminar.

"Don't Mess with the Best".

That was our theme for this year's event, and it certainly applies to our award winners – this year's recipients have proven to be the best of the best. We feel confident that 2015 is going to be a great year for Duro-Last. Thank you for being a part of it!

A handwritten signature in black ink that reads "Jack".

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## From the President Tom Hollingsworth



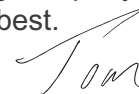
At our National Sales Seminar this year, we emphasized the importance of the customer experience. Every year we talk about the importance of the customer experience – it is something we pride ourselves on and are always working to improve. This year we conducted a

survey of our customers to hear how we are doing first-hand.

Luckily, we found out that we are doing a lot of things right! However, there are some things we can improve.

In 2014, we made the largest single investment in company history. The completion of the new extruder in our Saginaw manufacturing facility will help us meet demand for our products and make us more competitive than ever. We also continued to invest in new people and products, as is our commitment every year. This is important for you as well as for Duro-Last because we believe that every investment we make in our company is also an investment in your company.

It is an exciting time to be a part of the Duro-Last family. We are working harder than ever to keep growing and meeting market trends, but always keeping in mind the most important part of our business, our customers. Remember, we're not trying to be the biggest roofing company in the world, just the best.

A handwritten signature in black ink that reads "Tom".

# Everything was Bigger at the 2015 Duro-Last® National Sales Seminar

With the theme of this year's National Sales Seminar being, "Don't Mess With the Best," our customers have proven yet again to be a force to be reckoned with. We truly believe that we are the best in the business and every year at the Seminar we are reminded of how our customers help make that happen.

More than 950 people attended the event this year at the Moody Gardens Hotel Spa & Convention Center in Galveston, Texas. It was a packed program full of education, inspiration, and of course, fun.

This year's General Sessions had a strong emphasis on the customer. From discussing how we work to meet customer needs to sharing tips on how to grow your business, Duro-Last Executive Vice Presidents and Seminar emcees Shawn Sny and Jason Tunney wanted to put our customers front and center. We also shared the stories of some of our most successful customers from all around the country.

On day two, we changed things up a bit and gathered everyone around the campfire to discuss warranties, Quality Assurance and Engineering Services and to have a discussion about customer relationships with a sales representative/contractor/ inspector panel of experts. This was a fun way to see many different viewpoints within our company!

As always, we had some great guest speakers, including motivational speakers Steve Rizzo and Michael Hoffman. Hoffman is famous for his "Secrets of the 1%ers" program and has been working with Fortune 500 compa-



nies in the areas of sales, leadership, and building customer loyalty for more than 20 years. Former comedian Rizzo is often called upon as the "go-to" guy on the topic of personal development for many network, cable and radio media outlets, including MSNBC, and CNBC.

Breakout Sessions covered many relevant topics, including installation tips, membrane product positioning, email marketing, standing seam metal roofing, skylights, sustainability, and warranty updates.

The Roofer's Challenge was as exciting as ever. It is always amazing to see how fast but effectively 2-man roofing crews can install a Duro-Last roof on a mock-up deck. Duro-Last installers are truly craftsmen.

## **Winners:**

**1st place:** J.T. Roofing and Maintenance from Melbourne, FL

**2nd place:** I.C. Enterprises, Inc. from Effingham, IL

**3rd place:** Jaco Construction, Inc. from Clute, TX

For the 9th consecutive year, Buddy Wilson was honored as the Duro-Last Sales Representative of the Year with sales of over \$20 million. Wilson works out of East Texas and has mastered the art of selling.

Also for the 9th consecutive year, we were honored to present Parsons Commercial Roofing of Waco, Texas with the Contractor of the Year Award. We are always inspired by this company's drive and dedication.

The Finale Party was Texas-sized with a State Fair theme. With live music, carnival games and fair food, everyone had a great time dancing the night away and socializing.

We've already started planning next year's Sales Seminar, which will take place January 31-February 2, 2016 at the beautiful JW Marriott Desert Springs Resort & Spa in Palm Desert, California. Next year's Seminar might not be in Texas, but it will still prove that you don't mess with the best. We hope you can make it!



# Sales Representative Awards Banquet

## BUDDY WILSON HONORED AS DURO-LAST SALES REPRESENTATIVE OF THE YEAR

Buddy Wilson was honored as the Duro-Last Sales Representative for the 9th consecutive year. Wilson works out of East Texas and totaled sales of more than \$20 million. This was a big night for Buddy who, along with Mike Gottron, was also recognized for their 30 year anniversary.

Wilson was honored at our Awards Banquet. During this event, Duro-Last recognized many other sales representatives for their years of service and sales achievements for 2014.

Congratulations to Buddy and the entire Duro-Last sales team on our best year ever!





# Sales Awards

## 1 YEAR

Chris Seacor, René Price Williams,  
Paul Murphy, Jay Monteverde,  
Bob Meyer, Steve Hibbs, John Deal,  
John Aloisio

## 5 YEARS

Dean Borkowski, Will Williams

## SALES INCREASE OVER 2013

Mike Krug & Jerry Yerian, Mike Spaniol,  
Lyn Davis, Roger Bertolini, Cameron  
Stoddard, David Bradke, Mike Balch

## SALES INCREASE OVER 2013 & PASSED A SIGNIFICANT SALES PLATEAU

Chris Seacor - \$1,000,000  
Bill Paynter - \$2,000,000  
Mike Skaggs - \$2,000,000  
Matt Jozwiak - \$2,000,000  
Will & René Williams - \$3,000,000  
Wes Neal - \$5,000,000  
John & Adam Deal - \$7,000,000  
Ryan Clark - \$7,000,000  
Mike & Bryan Gottron - \$13,000,000  
Tom Allen, Chip Seidel, Steve Hibbs  
& Jeff Nieting - \$16,000,000

## SALES INCREASE OVER BEST YEAR EVER UNDER \$250,000

Paul Murphy, Dean Borkowski, Chris  
Seacor, Mike Skaggs, Brad & Larry  
Podojil, Bill Paynter, Jay Monteverde

## SALES INCREASE OF \$250,000 OR MORE OVER BEST YEAR EVER

Brett Franz

## SALES INCREASE OF \$500,000 OR MORE OVER BEST YEAR EVER

Glenn Wurst, Jeremy Tunney,  
Matt Jozwiak, Don Morris,  
Mark Akagi & John Boyd

## SALES INCREASE OF \$750,000 OR MORE OVER BEST YEAR EVER

John Aloisio, Matt & Justin Moeller,  
Mike & Bryan Gottron,  
Will & René Williams

## SALES INCREASE OF \$1,000,000 OR MORE OVER BEST YEAR EVER

Wes Neal, Ryan Clark

## SALES INCREASE OF \$2,000,000 OR MORE OVER BEST YEAR EVER

Tom Allen, Chip Seidel, Steve Hibbs,  
& Jeff Nieting  
John & Adam Deal

## CONTRACTOR ACTIVATIONS

### Second Place tie – 8 activations:

Jeff Gottron, Trevor Wagester  
& Ron Krueger  
Lyn Davis & Roger Bertolini  
Wes Neal

### First Place – 12 activations:

Buddy Wilson & Rocky DeMarco

## 30 YEAR ANNIVERSARY

Mike Gottron & Buddy Wilson

## TOP SALES INCREASE AWARDS

### Third place:

Ryan Clark

### Second Place:

Tom Allen, Chip Seidel, Steve Hibbs  
& Jeff Nieting

### First Place:

John & Adam Deal

## TOP VOLUME AWARDS

### Third Place:

Tom Allen, Chip Seidel, Steve Hibbs  
& Jeff Nieting

### Second Place:

Jeff Gottron, Trevor Wagester  
& Ron Krueger

## FIRST PLACE IN SALES VOLUME AND SALES REP OF THE YEAR

## WITH SALES OVER \$20 MILLION:

Buddy Wilson





# Golf Tournament

The annual Dick Jozwiak Memorial Golf Tournament took place on Sunday, January 25. Our event was held on Galveston's premier public course, the Moody Gardens Golf Course. Golfers enjoyed the scenic course, which recently underwent a multi-million dollar renovation.



(From left to right) Daniel Lakstins, Brian McSteen, Pat Roth, and Roel Cantu

## THE WINNING TEAM!

**1st Place:** Pat Roth, Roel Cantu, Brian McSteen and Daniel Lakstins

**2nd Place:** Cody Frost, Jeff Frost, Tyler Frost and Cole Willoughby

**3rd Place:** Dean Borkowski, Chris Seacor, Dave Kick and Jim Schriber

The members of the winning teams each received a gift certificate from Creative Impressions.

### Closest to the pin winners:

Hole 4 – Don Levinsohn

6 – Tyler Frost

9 – Joe Bender

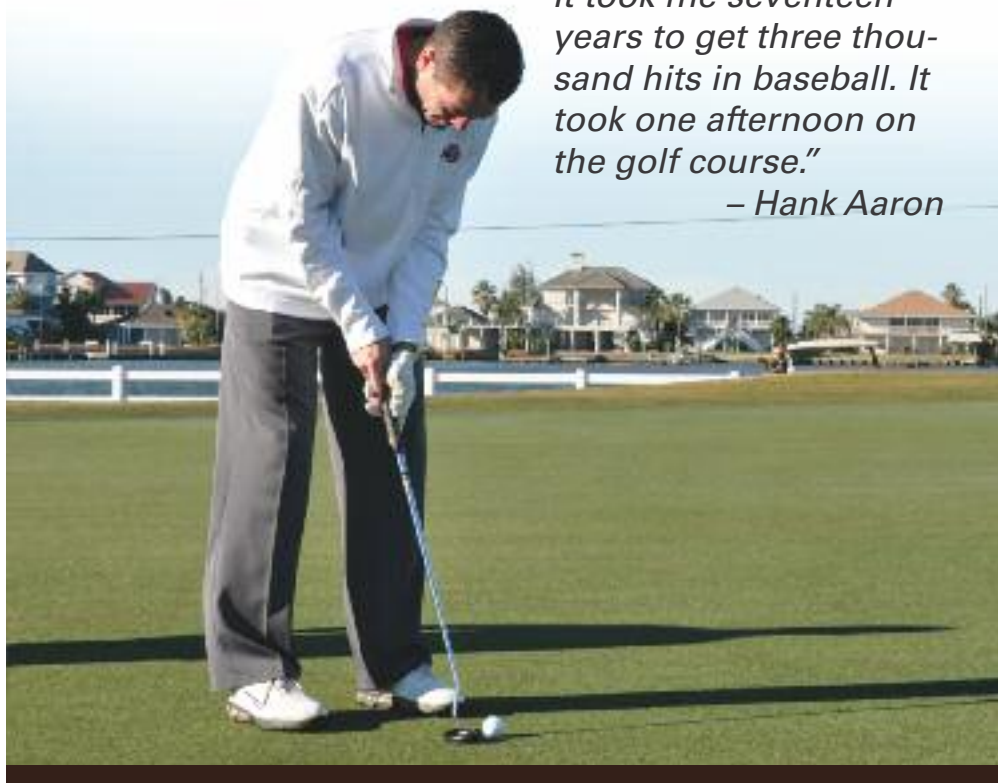
13 – James Bourdeau

17 – Cole Willoughby

Winners received Moody Gardens gift card.







*"It took me seventeen years to get three thousand hits in baseball. It took one afternoon on the golf course."*

*– Hank Aaron*





## Roofer's Challenge





## LAND AND SEA TOUR





# HOUSTON SPACE CENTER









# Monday General Session



## Monday's General Session with Keynote Speaker Michael Hoffman

This year's Seminar got kicked off by Executive Vice Presidents Shawn Sny and Jason Tunney, who gave everyone a Texas-sized welcome and shared some of our customers' success stories. They also welcomed Chief Executive Officer Tom Saeli to the stage, who discussed all of the ways 2014 was a breakout year for Duro-Last. Tom also talked about the exciting announcement we made in December, or "Project X." This announcement of a new extruder in our Saginaw manufacturing facility illustrates how Duro-Last is investing in growing the company.

being our biggest sales year on record. Senior Product Manager Mike Gwizdala joined them on stage to give updates about our insulation product line and new standing seam metal, and skylight product launches.

Monday's General Session was wrapped up with a presentation from Michael Hoffman, motivational speaker and President of Igniting Performance. Hoffman's company specializes in the skills of sales, customer loyalty and leadership. He spoke about how all of these things can work to motivate employees and "ignite" their performance.

Vice President of Sales and Marketing Steve Ruth and National Sales Manager Jason Dark gave a sales update, which showed 2014





# Tuesday General Session



## Tuesday's General Session with Keynote Speaker Steve Rizzo

Tuesday's General Session started with an appearance from President Tom Hollingsworth, who spoke about the customer experience. He was interrupted by Max Satisfaction, who asked some hard questions that got everyone thinking about things we can improve on to give our customers the best experience possible.

Next, everyone was gathered around the campfire with Quality Assurance Manager Mitch Guettler, who gave a Quality Assurance update. He was later joined by Engineering Services Director Keith Gere, who gave updates about codes, the black-vs-white debate, new products and new assemblies. The campfire talks were wrapped up with a sales representative/contractor/ inspector panel discussion where different topics

were discussed from each perspective of the business.

Finally, General Session closed out with a presentation from former comedian Steve Rizzo. Rizzo is a motivational speaker known as the "Attitude Adjuster," who shows people how to eliminate negative thoughts and to discover greater enthusiasm, increased productivity, and new levels of success.



### Breakout Session and Feedback Form Drawing Winners:

The winner of \$100 gift card for turning in breakout card: Jesse Marshall of Anchor K. Construction in Savannah, MO.

The winner of 2 roundtrip flights to next year's Sales Seminar location of Palm Desert, CA: Kevin Kenny of Great Lakes Roofing in Sault Ste. Marie, MI.

Do you have any suggestions for future Breakout Session topics? Contact Victoria Dick at 800-248-0280 or [vdick@duro-last.com](mailto:vdick@duro-last.com).



*Contractor of the Year*  
**Parsons Commercial Roofing**  
*Waco, Texas*



**Over \$7 million in Duro-Last sales!**



For the 9th consecutive year, Parsons Commercial Roofing of Waco, Texas has been honored as the Duro-Last Contractor of the Year for 2014. Parsons has been able to consistently post not only superior sales numbers, but also the highest quality workmanship year after year.

We are thrilled and grateful that Stuart Parsons and his team represent Duro-Last in the marketplace with such excellence, and it is our distinct privilege to recognize Parsons Commercial Roofing with our 2014 Contractor of the Year award.





# Monday Night Awards Banquet



## Century Club

252 contractors were recognized for Duro-Last sales of \$100,000 or more.

## Presidents Club

110 contractors were recognized for Duro-Last sales of \$250,000 or more.

## Admirals Club

57 contractors were recognized for Duro-Last sales of \$500,000 or more.

## Chairman Club

25 contractors were recognized for Duro-Last sales of \$750,000 or more.

## Golden Eagle Award

7 contractors were recognized for Duro-Last sales of \$2 million or more.

## John R. Burt Award

2 contractors were recognized for Duro-Last sales of \$4 million or more.

**Congratulations to our 2014 award winners and thank you for your continuing loyalty to Duro-Last!**





**Ben Timko's**  
Clearfield, Pennsylvania



**Coastal Roofing Co., Inc.**  
Charleston, South Carolina



**Colorado Commercial Roofing, Inc.**  
Colorado Springs, Colorado



**Complete Commercial Roofing**  
Kokomo, Indiana



**Copley Roofing, Inc.**  
Crystal Lake, Illinois



**CRS Companies**  
Dumont, New Jersey





**DH Cameron Construction**  
Colchester, Vermont



**Done Right Roofing & General Contracting**  
Milano, Texas



**Engineered Roofing Systems**  
Montgomery, Texas



**Freeport Industrial Roofing, Inc.**  
Freeport, Illinois



**Frontier Contractors, Inc.**  
Pittsburgh, Pennsylvania



**Greystone Roofing, LLC**  
Krugerville, Texas



**Hudson Specialty Group**  
Barnesville, Georgia



**J.T. Roofing**  
Melbourne, Florida





**Kimmons Roofing & Ventilation**  
Merrill, Wisconsin



**Lone Star Roof Systems**  
College Station, Texas



**McAllen Valley Roofing Co.**  
McAllen, Texas



**McDermott & Son Roofing Co.**  
Atlantic, Iowa



**Mid-West Roofing & Sheet Metal**  
Kearney, Nebraska



**Mikalan Roofing, Inc.**  
Zeeland, Michigan





**Old South Construction**  
Wetumpka, Alabama



**Prestige Pro Contracting**  
Mahopac, New York



**Professional Quality Roofing, LLC**  
Silverton, Oregon



**Saco Roofing**  
Saco, Maine



**Sealtec White Roof, Inc.**  
Burlington, Ontario



**Select Construction Co.**  
Asburn, Virginia



**7 Summits Exteriors, LLC**  
Colorado Springs, Colorado



**Southern Roofing Company**  
West Point, Mississippi



**Southwest Spray Foam**  
Santa Fe, New Mexico



**S.T.A. RoofTechs, LLC**  
Valparaiso, Indiana



**Traska Roofing & Ventilation**  
Wausau, Wisconsin



**Trivan Roofing & Waterproofing**  
Southlake, Texas



**Venture Holdings Ltd.**  
Taber, Alberta





***Acme Roofing Company***  
San Antonio, Texas



***All Weather Systems, Inc.***  
Newark, Ohio



***Borntrager Enterprises, Inc.***  
Goshen, Indiana



***Bourdeau Contracting***  
St. Charles, Missouri



***Cosam Contracting, Inc.***  
Tiro, Ohio



***Cowan Roofing, Inc.***  
Marshalltown, Iowa



**Diekevers Roofing, Inc.**  
Grand Rapids, Michigan



**Eau Claire Roofing Co., Inc.**  
Chippewa Falls, Wisconsin



**Ed's Sheet Metal & Air Conditioning, Inc.**  
Many, Louisiana



**Energy Roofing Technology**  
Kearney, Nebraska



**Etheridge Roofing**  
Wilson, North Carolina



**Geisler Roofing, Inc.**  
Concordia, Kansas



**Goodmen Roofing Calgary, Ltd**  
Airdrie, Alberta



**JD Ventures, LLC**  
Germantown, Tennessee





**Kelly Roofing**  
Naples, Florida



**Kidd-Luukko Corporation**  
Worcester, Massachusetts



**Lake State Roofing, Inc.**  
Iron Mountain, Michigan



**M & W Construction Co., Inc.**  
Lima, Ohio



**Marlette Roofing & Sheet Metal Co.**  
Marlette, Michigan



**Matthews Construction**  
Russellville, Kentucky



**Merit Roofing**  
Richardson, Texas



**Monument Constructors, Inc.**  
Beaumont, Texas



**Pell Roofing**  
Brazil, Indiana



**Precision Roofing Services, Inc.**  
Sheboygan, Wisconsin



**Roof Tec Systems**  
Jacksonville, Florida



**Roofing by Fred Gross**  
Medford, New Jersey



**Seaside Roofing Co.**  
Stuart, Florida



**Texas Roof Systems**  
Odessa, Texas



**TRC Roofing**  
Alpena, Michigan



**Trumble Construction, Inc.**  
Nash, Texas





**Tusing Builders, Ltd.**  
Monroeville, Ohio



**Ultimate Roofing Systems**  
Cedar Park, Texas



**Vogler Sheet Metal Co.**  
Houston, Texas



**United Roofing & Sheet Metal**  
Bryan, Texas



**Watertite Roofing**  
Dunnville, Ontario



**Allen Roofing & Construction, Inc.**  
Monoma, Iowa



**Alternative Roofing Systems, Inc.**  
Snohomish, Washington



**Ampco Roofing**  
Copley, Ohio



**B & M Roofing Contractors**  
Rocky Mount, North Carolina



**Beckwith Commercial Roofing, Inc.**  
Clinton, Iowa



**Broken Arrow, Inc.**  
Tooele, Utah





**C E Davis Contracting, LLC**  
Ford City, Pennsylvania



**Ciaccio Roofing Corporation**  
Bellevue, Nebraska



**Construction Specialty Assoc.**  
Eva, Alabama



**Four Seasons Energy Efficient Roofing**  
Marine St. Croix, Minnesota



**GKS Commercial, Inc.**  
Lubbock, Texas



**Great Lakes Roofing & Insulation Systems**  
Sault Ste Marie, Michigan



**Grell Commercial Roofing, Inc.**  
Fort Dodge, Iowa



**Harrison Roofing Co., Inc.**  
San Angelo, Texas



**Holthaus Companies, Inc.**  
Canton, Illinois



**Industrial Roofing, Inc.**  
Panama, Oklahoma



**JAM Associates, Inc.**  
Poughkeepsie, New York



**JBK, Inc.**  
Corbin, Kentucky



**Magic Roofing & Construction**  
Farmington, New Mexico



**MC Roofing, Inc.**  
Fort Thomas, Kentucky





**Nasi Roofing, LLC**  
Minocqua, Wisconsin



**Presidential Roofing**  
Parker, Colorado



**Rest Assured Roofing**  
Howell, New Jersey



**Roof Management Co., Inc.**  
Farmington Hills, Michigan



**Roofing Solutions, Inc.**  
Louisville, Kentucky



**Roofs, Inc.**  
Lubbock, Texas



**Sealtite Applicators, Inc.**  
Cockeysville, Maryland



**Southland Roofing, Inc.**  
Regina, Saskatchewan



**State Roofing Systems, Inc.**  
San Leandro, California



**Umbrella Roofing Systems, Inc.**  
Elwood City, Pennsylvania



**Urethane Unlimited**  
Gratis, Ohio



**Watson Roofing Company**  
Alamo, Tennessee





***All Elements, Inc.***  
*Monticello, Minnesota*



***Coryell Roofing***  
*New Castle, Oklahoma*



***Cotterman & Company, Inc.***  
*Minster, Ohio*



***Damschroder Roofing, Inc.***  
*Fremont, Ohio*



***D.K. Haney Construction***  
*Fort Worth, Texas*



***Duerson Corporation***  
*Altoona, Iowa*



**4 Star General Contracting**  
Norman, Oklahoma



**Guycan Aluminum, Ltd.**  
Uxbridge, Ontario



**Harold Hall Roofing, Inc.**  
Stuttgart, Arkansas



**I.C. Enterprises, Inc.**  
Effingham, Illinois



**Jewett Roofing Company**  
Greenville, Illinois



**LaFerney, Inc.**  
Kingsport, Tennessee





**Marty Robbins Roofing Company, Inc.**  
Dothan, Alabama



**M.W. Morss Roofing, Inc.**  
Romulus, Michigan



**Ohio & Indiana Roofing Co.**  
St. Henry, Ohio



**Reynolds Construction Co., Inc.**  
White Hall, Arkansas



**Roberts-McNutt, Inc.**  
North Little Rock, Arkansas



**RTN Roofing Systems, LLC**  
Loveland, Colorado



**Sentry Roofing, Inc.**  
Covington, Indiana



**Springfield Construction**  
Kingsley, Michigan



**Technique Roofing Systems, LLC**  
Burgoon, Ohio



**Tomkat Roofing, Inc.**  
Streator, Illinois



**Washington Roofing Company**  
McMinnville, Oregon



**Wormley Bros. Roofing, Inc.**  
Buford, Georgia





# Cool Roofing Systems, Inc.

Manteca, California



*(Back row - left to right) Duro-Last Executive Vice President Jason Tunney, Duro-Last Sales Representative Bob Meyer, Chuck Uptergrove, John Haley, Duro-Last Regional Sales Manager Curt Jaffe, Duro-Last Sales Representative Jerry Yerian, and Duro-Last CEO Tom Saeli*

*(Front row - left to right) Jamie Billman, Craig Marker, Angel Lopez, and Duro-Last Sales Representative Mike Krug*



# Goodmen Roofing, Ltd

Red Deer, Alberta

*10-year Club Member*



*(Left to right) Duro-Last Executive Vice President Jason Tunney, Duro-Last Independent Sales Representative Barry Hirsch, Michel Jacques, Mary Jacques, Lisa Jacques, Christine Gilbert, Marco Gilbert, and Duro-Last CEO Tom Saeli*



## Jaco Roofing & Construction, Inc.

Clute, Texas  
30-year Club Member



(Back row - left to right) Duro-Last Executive Vice President Jason Tunney, Duro-Last Independent Sales Representative Buddy Wilson, Bob Walcik, Rex Clinkenbeard, Glen Christensen, Charles Casteel, Bill Walcik, Wayne Parker, Duro-Last Independent Sales Representative Rocky DeMarco, and Duro-Last CEO Tom Saeli

(Front row - left to right) Diana Walcik, Lisa Polk, Lori Christensen, Shirley Walcik, and Jo Lynn Ellis



## Mid-Western Commercial Roofers, Inc.

Mobile, Alabama  
15-year Club Member



(Back row - left to right) Duro-Last Executive Vice President Jason Tunney, Duro-Last Independent Sales Representative Ryan Clark, George Bock, Tony Weaver, Duro-Last Independent Sales Representative Phil Davis, and Duro-Last CEO Tom Saeli

(Front row - left to right) Duro-Last Sales Representative Mike Jenkins, Chuck Smith, Daniel Smith, and Marcus Dobert





# Nohava Construction, Inc.

LeMars, Iowa  
15-year Club Member



(From left to right) Duro-Last Executive Vice President Jason Tunney, Brody Nohava, Brock Nohava, Brenda Nohava, Bryan Nohava, Bryan Nohava Jr, Duro-Last Independent Sales Representative Tom Allen, and Duro-Last CEO Tom Sacli



# Western Roofing, Inc.

Golden, Colorado  
15-year Club Member



(Back row - left to right) Duro-Last Executive Vice President Jason Tunney, Duro-Last Independent Sales Representative Adam Deal, Gordon Lane, Al Holloway, Curtis Nicholson, Gill Herrera, Greg Lira, Cole Pauley, Duro-Last Independent Sales Representative John Deal, and Duro-Last CEO Tom Sacli

(Front row - left to right) Dan Burggraf, Lucy Benson, Susan Nicholson, Yvonne Herrera, Maria Steele, and Jim Jacobson



# Zimmer Roofing & Construction, Ltd

Port Huron, Michigan  
*10-year Club Member*



*(Back row - left to right) Duro-Last Executive Vice President Jason Tunney, Jason McDaid, Mark Winter, Paul Zimmer, Brian Meyers, Duro-Last Independent Sales Representative Trevor Wagester, and Duro-Last CEO Tom Saeli*

*(Front row - left to right) Brittne McDaid, Carol Winter, Stacy Zimmer, and Kathy Meyers*



# Royalty Roofing

Seymour, Indiana  
*15-year Club Member*



*(Back row - left to right) Vice President of Sales and Marketing Steve Ruth, Darrell Couch, Thom Hayes, Andy Royalty, Duro-Last Independent Sales Representative Brad Podojil, and Duro-Last Chairman of the Board Jack Burt*

*(Front row - left to right) Duro-Last Independent Sales Representative Larry Podojil, Dale Sveteck, Shawn Johnson, and Aaron Royalty*



## ADDITIONAL AWARD WINNERS

Award winners below were not able to attend this year's Awards Banquet. We extend our congratulations to these winners!

### Century Club

A & A Contracting  
A.J. Edwards Roofing Co.  
A.W. Farrell & Son, Inc.  
Accurate Roofing Co., Inc.  
ACI Century, Inc.  
Advanced Roofing & Waterproofing  
Advanced Roofing Solutions  
Advanced Roofing Systems  
Affordable Roofing Co., Inc.  
All Seasons Roofing Services  
All-Rite Construction, Inc.  
All-State Roofing & Construction  
Al's Roofing, LLC  
Alves, Inc.  
American Roofing & Metal  
Antis Roofing  
AP Roofing and Specialty Coating  
A-Plus Roofing Company  
Arocon Roofing & Construction  
Associated Roof Services  
Atlantic Roofing Systems  
Baker Roofing Co.  
Baldwin Roofing Co., Inc.  
Becker Roofing  
Big D Dunnrite Roofing  
Bill Chambers Roofing  
Black Construction Services, Inc.  
Bleser Built Roofing  
Boak and Sons, Inc.  
Bond/Tec, Inc.  
Bonn Roof Care, Salem  
Booth & Little, Inc.  
Brigadier Roofing, Inc.  
Brothers Services Co.  
Bruttell Roofing, Inc.  
Buckman Construction, Inc.  
Burell Built, LLC  
Cardinal Roofing, Inc.  
Care Sheet Metal & Roofing  
Central Alabama Metal  
Certified Roofing Specialists, Inc.  
Champion Roofing Co.  
Champion Roofing, Inc.  
CJ Phoenix Enterprises  
CL Burks Construction  
Clarity, LLC  
Cobb Roofing, Inc.  
Columbia River Roofing  
Combined Roofing Services  
Commercial Roofing Co., Inc.  
Commercial Roofing, Inc.  
Condia Roofing Contractors, LLC  
CS Roofing Co., LLC  
CYE Enterprises, Inc.

D & M Roofing Company  
Dal Mar Roofing  
David A Chenoweth Roofing  
Delta Roofing and Sheet Metal  
Denali Roofing  
Diesslin Structures, Inc.  
Diversified Refrigeration  
Do-Right Roofing, Inc.  
DP & P Construction  
DP Byers Company, LLC  
Dubo Roofing Co.  
Duke Roofing  
Durable Rooftop Solutions  
E. Cornell Malone Corp.  
Eagle Peak Exteriors  
East Muskegon Roofing  
Eckstein Roofing Co.  
Eco-Tech Roofing Solutions  
Ed Rutherford Roofing Co.  
Element Smart Roofing  
EMC, Inc.  
Energy Waterproofing  
& Roofing Systems, Inc.  
Enviro-Tech, LLC  
Final Solutions Roofing, LLC  
G. Bishop Roofing Co.  
Garey Roofing Services  
GEM Exteriors  
Gilbert Contracting, Inc.  
Green Roofing & Waterproofing  
H & S Contracting, Inc.  
H.Treder & Sons, Inc.  
H.T.R.  
Hall Contractors  
Hausler Roofing, Inc.  
Herbert Roofing & Insulation  
Highland Roofing Co.  
Hoekstra Roofing Co.  
Holland Roofing  
Holman Management, Inc.  
IBOS Roofing Co., Inc.  
Ideal Commercial Contracting  
In-Motion, LLC  
IRC Roofing, Inc.  
J & H Construction & Roofing  
J and B Contracting  
James R. Taylor & Sons, Inc.  
James Wright Roofing  
Jim Wallis & Sons Roofing, Inc.  
John J. Narke G.C.  
John Matthews Roofing  
Joseph Murray Construction  
Joseph Stocker & Sons, Inc.  
JRS Facilities, Inc.  
K & M Distributing & Roofing Systems, Inc.

K.J.N. Restoration Co.  
Kolpak Industries, Inc.  
Koopman Construction, LLC  
Kysor/Needham  
Leak Solutions  
Leeward Roofing  
Lentz Roofing Company  
Liberty Fence & Supply  
Long's Roofing & Sheet Metal  
Maintco Corp.  
Mallard Construction  
Martin & Sons Roofing, Inc.  
Master Construction Co.  
Maxim Homes, Inc.  
McMurray & Sons, Inc.  
McNally Roofing Co.  
Meyer Roofing, Inc.  
MG Roofing, Inc.  
MGC Roofing & Construction  
Mid-America Roofing  
Milbar Roofing  
Miller Roofing  
MLS Building Services  
Montgomery Winslow Roofing  
Moore Roofing, Inc.  
Moore's Roofing Company  
Morgan Corp.  
Nemeth and Sons, LLC  
New Roof  
Newcorp Construction  
Nor-Lake, Inc.  
Northern IL Seamless Roofing, Inc.  
Oldham's Roofing  
Overton Roofing, LLC  
P.S.I. Roofing  
Pacific Weathershield, Inc.  
Pacific Yurts, Inc.  
Paff Contractors, LLC  
Pickens Roofing & Sheet Metal  
Piedmont Professional Upfitters, Inc.  
Pinnacle Roofing Systems, Inc.  
Preferred Roofing Services, LLC  
Premium Roof Services  
Prime Waterproofing  
Pro-Tek Exterior Services, Inc.  
R. Behmer Roofing, Inc.  
Radco Construction Services  
Raincoat Roofing Systems  
Reflective Coatings  
Reliable Roofing, Construction  
& Repair Service, Inc.  
Reva Murphy Associates  
Rich Roofing Systems, Inc.  
Robert Hobbs Roofing  
Rocky Mountain Applicators

Rodriguez Construction  
Roofing Services, Inc.  
Roofwerks, Inc.  
Royal Roofing Co., Inc.  
Ryan Roofing, Inc.  
Sak's Contracting  
Salazar Roofing & Construction  
Santucci & Sons Construction  
SBR Construction  
Schaus Roofing & Mechanical  
Contracting, Inc.  
Skyline Roofing Houston  
Snyder Roofing of Washington  
Sorenson & Associates Roofing  
South East Roofing  
Southern Roofing & Vinyl  
Spiff Contracting, LLC  
Spray Seal, Inc.  
Starkweather Roofing, Inc.  
Stout Roofing, Inc.  
Sunray Roofing, Inc.  
Sweers Eavestrough & Roofing Co., Inc.  
Swindoll Construction, LLC  
T & K Roofing Co.  
TBRC, Inc.  
TCR Roofing  
Tecta America West Florida  
The Colorado Yurt Company  
The Roofing Company  
Tichenor, Inc.  
Titan Roofing, Inc.  
Tom's Sheet Metal & Roofing  
Turley Roofing  
Universal Roofing Co., Inc.  
V & R Sheet Metal  
Van Maple, Inc.  
Vandermark Contractors  
Vega Roofing Co.  
Walker Roofing Co., Inc.  
Warner Commercial Roofing  
Watertight Exteriors, Inc.  
Waukegan Roofing Co., Inc.  
WeatherTight Solutions, Inc.  
West Wind Roofing, LLC  
Wheeler Roofing Co.  
Wilson Company, LLC  
WLG Construction  
WM Services, Inc.  
Wright Roofing, Inc.  
Zonamerica SA

### **Presidents Club**

8135380 Canada, Inc.  
A+ All Pro Roofing, Inc.  
A1 Roof Management  
Advanced Inc. Southeast  
Alabama Roofing & Sheet Metal Co.  
All Weather Roofing Co.  
Alliance Roofing  
Apex Business Solutions  
Basic Capital Management

Bel Air Foamed Insulation, Inc.  
Bennett Remodeling, Inc.  
Ben's Roofing, Inc.  
Bloyer & Sons, Inc.  
Breault Roofing, Inc.  
Buchinger Roofing, Inc.  
Carlson Roofing & Sheet Metal  
Clark Roofing Co.  
Consolidated Contracting  
Cooper Roofing Co., Inc.  
D. Thomas Roofing Company, Inc.  
Dale Tadlock Roofing, Inc.  
DDP Roofing Services, Inc.  
Dempsey Roofing Co., Inc.  
DMS Roofing, Inc.  
Durable Roofing, LLC  
Dynamic Exteriors 01, Inc.  
Exterior Pro, Inc.  
Fidelity Roofing Company  
Finishing Solution, LLC  
Frank Fiala Roofing, Inc.  
Future Construction  
H.C. Anderson Roofing Company, Inc.  
Hermitage Roofing Co., Inc.  
Holko Enercon  
Innovative Roofing Solutions  
J.G. Roofing & Construction  
Jedd Tech Corp.  
Jessie Bryant Roofing Co., Inc.  
Johns & Kirksey, Inc.  
Jordan Construction  
JR & Company  
Kautz Construction  
Kenco Designs, Inc.  
Knox Roofing  
Lee's Roofing & Spouting, Inc.  
Lindholm Roofing  
Lusk Roofing  
M & D's Flat Roof Systems  
MacDermott Roofing & Sheet Metal, Inc.  
Maier Roofing Co., Inc.  
Marsh Waterproofing, Inc.  
McDonnell Roofing, Inc.  
Nazareth Roofing  
New Vision Roofing  
Nickerson Construction  
Overhead, Inc.  
Pressure Point Roofing, Inc.  
Quinn Roofing Solutions  
RAF Construction, LLC  
Rainbow Enterprises, Inc.  
Robert Binns Roofing, Inc.  
S.G. Young Contracting  
Scott Quick Construction  
Scudder Roofing Co.  
Silver Shield Roofing & Construction  
Skyline Roofing & Sheet Metal Co., Inc.  
Spirit & Son's, Inc.  
Ted's Quality Roofing, Inc.  
Terra Firma Estates, Inc.  
The Cool Roofing Co., Inc.

The Renew Roofing, Co.  
Turner Morris, Inc.  
Twin Rivers Improvement  
United Roofing Contractors, Inc.  
West Central Roofing Contractors, Inc.

### **Admirals Club**

Ace Roofing, Inc.  
Alternative Roofing Systems, Inc.  
A-Vet Roofing & Construction  
Beyer Roofing Company, Inc.  
Brandle Roofing & Sheet Metal Co.  
Commonwealth Roofing Corp.  
Competitive Commercial Roofing, Inc.  
Dublin Construction Company, Inc.  
Esary Roofing & Siding Co., Inc.  
Esko Maintenance Company  
Hinkle Roofing Products, Inc.  
L.J. Beck Roofing & Guttering, Inc.  
Laguna Siding & Roofing  
Marchbanks Specialty Company, Inc.  
MH Brothers  
Midwest Coating, Inc.  
Prime Source Construction  
Riddell Roofing, Inc.  
Robbins Roofing, Inc.  
Slagle Roofing & Construction, Inc.  
Streng Construction, Inc.  
Total Roofing & Reconstruction  
Vanguard Org, Inc.  
WTI

### **Chairman Award**

Badgerland Commercial Roofing, Inc.

**We hope to see all of  
you accepting an  
award on stage  
next year at the 2016  
Duro-Last Sales  
Seminar.**



# BREAKOUT SESSIONS





## FINALE PARTY





# In Memory of Bob Walcik



Bob Walcik, owner of Jaco Roofing and Construction of Clute, Texas, recently passed away unexpectedly. Bob was a friend to John Burt and the entire Duro-Last family for many years and will be missed by all.

As a Duro-Last contractor since 1985, Bob has been a regular part of Duro-Last's culture for 30 years.

He and his company, Jaco Roofing, have won nearly every Duro-Last award, including being honored as Contractor of the Year in 1996, 2003 and 2004. Other recognitions included the Golden Eagle Award and John R. Burt Award along with the General, Admiral, President and Century Club Awards.

Bob was preceded in death by his first wife of 26 years, Lou Ann Walcik in 2013.

Our thoughts and prayers are with Bob, his family, particularly his brother Bill, his wife Diana, and all of his many, many friends.





# Join Us in Beautiful Palm Desert for the 2016 National Sales Seminar



We hope you can join us for next year's Sales Seminar in Palm Desert, California. Planning is already in full swing for the event, which will take place January 31-February 2, 2016 at the beautiful JW Marriott Desert Springs Resort & Spa.

This luxury palm-lined resort is known as an oasis in California's Palm Desert. Resort grounds include waterfalls, meandering waterways with gondolas, four swimming pools and two championship 18-hole golf courses. Surrounded by mountains and hiking trails combined with an award-winning spa on site, this resort is sure to have something for everyone.

Every year we work hard to make the Duro-Last Sales Seminar an informative, inspiring and fun event. Through relevant and educational breakout sessions, hand-picked guest speakers and a full program of company updates, we want to give you all of the tools you need to be successful.

It also gives us a chance to thank and honor our contractors who set themselves apart from the rest and achieve both excellent sales and high-quality work results. We appreciate our customers every single day, but Seminar gives us a chance to celebrate you!

So mark your calendars for the 2016 National Sales Seminar. We truly hope you can be a part of it! Seminar keeps getting better every year and next year's will be no exception!



***We'll see you in California in January!***

**Top of the News**

**800-248-0280**

To view all the photos from the Sales Seminar visit  
[www.duro-lastseminar.com](http://www.duro-lastseminar.com)