

Top Of The News

DURO-LAST® 2016 NATIONAL SALES SEMINAR EDITION



From The Chairman Jack Burt



After wrapping up yet another great Seminar, I can't stress enough how much our contractors exemplify this year's theme, "Best in Class." 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!

We went back to school this year, with everything from a march-

ing band to top-notch educational breakout sessions. We work hard to create three days of inspiration, learning, and of course, fun.

Every year the awards banquet gives me a chance to greet and thank our award-winning contractors. I am truly honored to be a part of this – you are the ones who made it possible for another record sales year! The Seminar always reminds me about how much work you all put in to be "Best in Class," and your dedication and enthusiasm is contagious.

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.

"Best in Class" 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 are excited for what 2016 will hold and feel confident that it 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".



From The CEO Tom Saeli



many tools as possible to improve sales. From brand new products to exploring the wide range of offerings that are already available to you, helping you sell, and increasing your profitability on each job.

As always, it is an exciting time to be a part of the Duro-Last family. We are working harder than ever to keep growing while 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".

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

Another thing we emphasized this year was on giving you as

"Best in Class" Gets Even Better

With the theme of this year's National Sales Seminar being, "Best in Class," our customers have proven yet again that they will do whatever it takes to be on top. 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 960 people attended the event this year at the beautiful JW Marriott Desert Springs Resort & Spa in Palm Desert, California. It was a packed program full of education, innovation, and fun.

This year's General Sessions had a strong emphasis on sales and marketing. We wanted to give you as many tools as possible to increase sales. We know that in order for Duro-Last to grow, we must help our customers grow!

New this year, we were excited to share some success stories from contractors and announce the winners of the first annual category-specific Duro-Last Project Awards. The Project Awards were created to honor Duro-Last contractors who complete outstanding projects in various categories, including Project of the Year, Best Use of Custom Prefabrication, Edge-to-Edge & Deck-to-Sky™, Metal Roofing, Sustainability and Specialty Roofing. The awards illustrated how our contractors are "Best in Class" and were announced throughout General Session on days one and two.

We had some great guest speakers, including motivational speaker Jim Abbott. Jim is famous for overcoming being born without a right hand and still becoming a MLB pitcher. He really doesn't take no for an answer and gave a speech to help you increase your



confidence every day to be more successful in your business, and in your personal life.

Breakout Sessions covered many relevant topics including: Sales 101, Sustainability, Installation Tips and Financial Planning, as well as introduced courses on Duro-Last's new Corporate App and Digital Storefront.

For the 10th consecutive year, Buddy Wilson was honored as the Duro-Last Sales Representative of the Year with sales of over \$25 million. Buddy works out of East Texas and he's mastered the art of selling.

Also for the 10th 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.

This year's Finale Party, "Duro-Con", was a superhero themed bash where we enjoyed face painting stations, game competitions and a fabulous Galactic Band.

We've already started planning next year's Sales Seminar, which will take place January 29-31, 2017

at the beautiful Loews Royal Pacific Resort in Orlando, Florida.

We hope you can make it!



Sales Representative Awards Banquet

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

Duro-Last recognized many of our talented sales representatives for their years of service and sales achievements for 2015 at our Awards Banquet. For the tenth consecutive year, Buddy Wilson was honored as the Duro-Last Sales Representative of the Year. Buddy works out of East Texas and in 2015 he and Duro-Last totaled sales of more than \$25 million.

Congratulations to the entire Duro-Last sales team on a record year!



Sales Awards

SIGNIFICANT ANNIVERSARIES

1 Year: Jerry Yerian, Paul Taylor, Jeff Nieting, Justin Moeller, Mike Jenkins, Micah Hackney, Jim English, Adam Deal, Dave Bradke
5 Years: Mike Krug, Bob Hemphill

SALES INCREASE

Scott Bieber, Mike Spaniol, Ryan Blake

SALES INCREASE OVER 500,000

Joey Weatherford

SALES INCREASE OVER BEST YEAR EVER

Chris Seacor, Paul Taylor, Jeremy Tunney, Ryan Clark, John Aloisio, Matt & Justin Moeller

SIGNIFICANT ANNIVERSARIES

20 Years: Chris Hemphill
25 Years: Phil Davis

SALES INCREASE OVER 1,000,000

Chris Hemphill, Ryan Williams, Bob Hemphill

ACHIEVING A SIGNIFICANT SALES LEVEL FOR THE FIRST TIME EVER

John Aloisio - \$2,000,000
Jim English - \$2,000,000
Mike Jenkins - \$2,000,000
David Bradke - \$6,000,000
Daniel & Leah Lakstins & Micah Hackney - \$6,000,000
Ryan Clark - \$8,000,000
Brad & Larry Podojil - \$11,000,000
Mike & Bryan Gottron - \$15,000,000
Buddy Wilson - \$28,000,000

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

Bill Paynter, Mike Jenkins, Jim English

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

Daniel & Leah Lakstins & Micah Hackney
Bob Myer, Scott Holman

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

Mike & Bryan Gottron, David Bradke

SALES INCREASE OF 3,000,000 OR MORE OVER BEST YEAR EVER

Brad & Larry Podojil

SALES INCREASE OF 4,000,000 OR MORE OVER BEST YEAR EVER

Buddy Wilson

CONTRACTOR ACTIVATIONS

Tied for Second Place – 10 activations:
Joey Weatherford
Mike & Bryan Gottron

First Place – 17 activations:
Buddy Wilson

TOP SALES INCREASE AWARDS OVER BEST YEAR EVER

Third place:
Mike & Bryan Gottron

Second Place:
Brad & Larry Podojil

First Place:
Buddy Wilson

TOP SALES VOLUME AWARDS

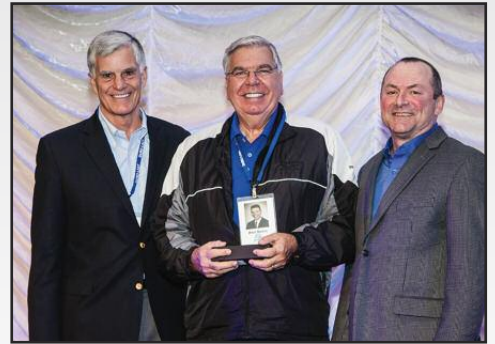
Third Place:
Tom Allen, Chip Seidel, Steve Hibbs, Jeff Nieting

Second Place:
Jeff Gottron, Trevor Wagester & Ron Krueger

First Place:
Buddy Wilson

SALES REP OF THE YEAR

Buddy Wilson





Golf Tournament

The annual Dick Jozwiak Memorial Golf Tournament took place on Sunday, January 31. The event was held on the renowned Palms Course at the JW Marriott Desert Springs Resort & Spa. 104 players and 28 teams enjoyed the scenic course, which is known for hosting Hollywood celebrities, golf pros, and now roofers!



(From left to right) Jeff Strain, Rodney Castilleja, Zach Cross, and Wendell Olsen

THE WINNING TEAM!

1st Place: Wendell Olson, Jeff Strain, Zach Cross & Rodney Castilleja

2nd Place: Jeff Gottron, Bryan Gottron, Mark Gottron & Matt Jozwiak

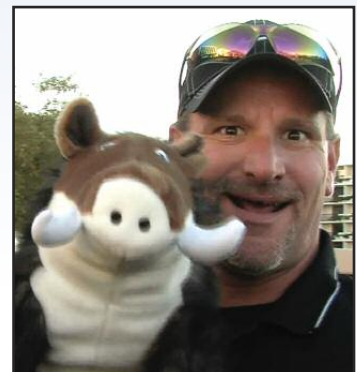
Closest to the pin winners:

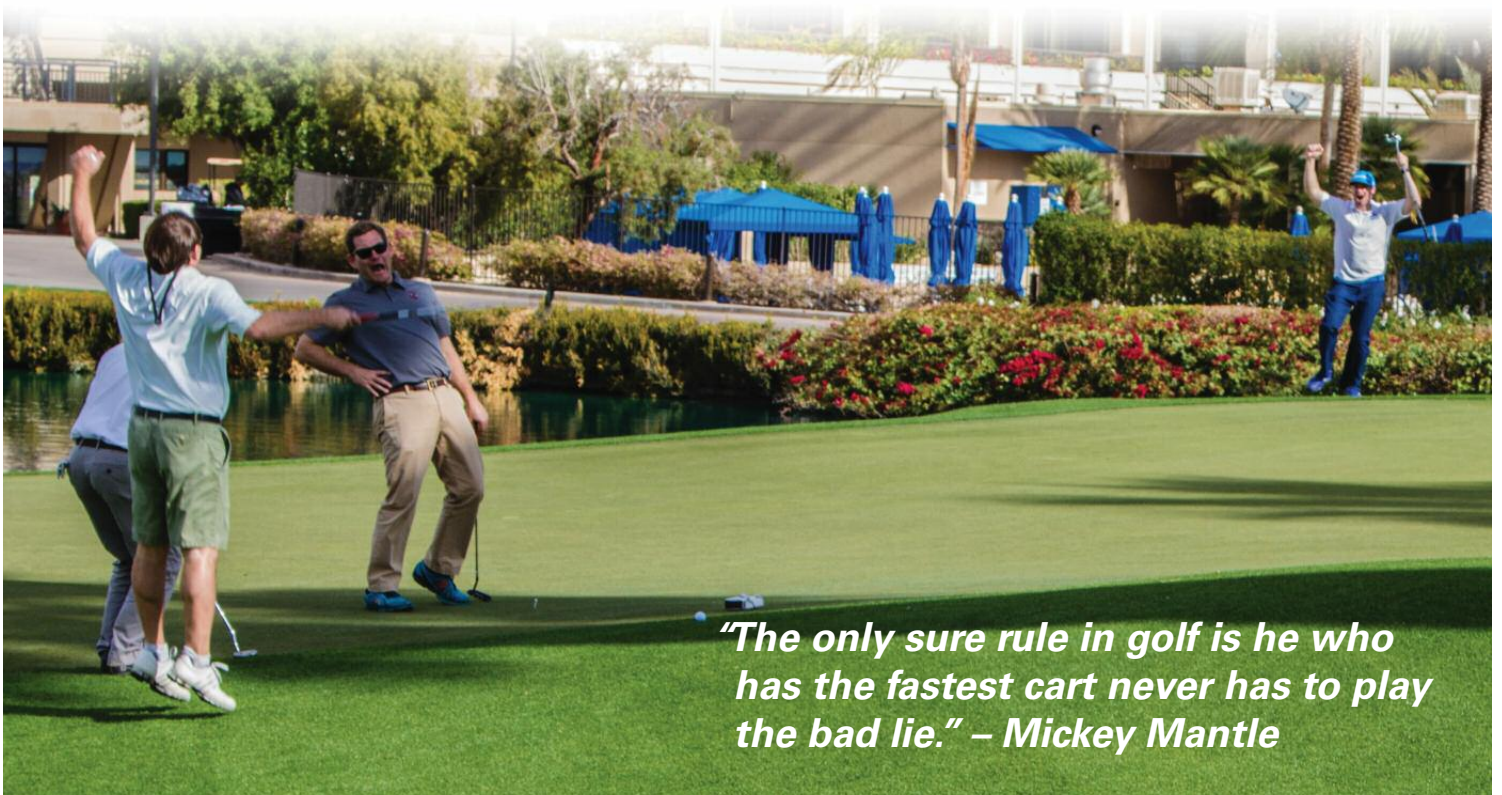
Hole 3 – Scott Fitzkee
8 – Rob Christensen
9 – Martin Pettigrew

Longest Drive:

Hole 7 – Women Astrid Braeuer
10 – Men Wendell Olson

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





SUNDAY WELCOME PARTY



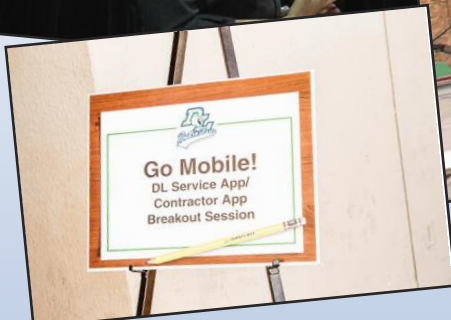
LIVING DESERT ZOO



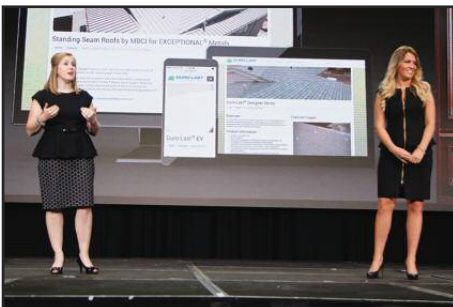
AIR MUSEUM TOUR



BREAKOUT SESSIONS



Monday General Session



Monday's General Session with Keynote Speaker Colleen Francis

This year's Seminar was kicked off by Chief Executive Officer Tom Saeli and President Tom Hollingsworth starting the school day at "DL University" with the Palm Desert High School Marching Aztecs, our very own Duro-Last mascot and cheerleaders. What a warm welcome!

Tom Saeli set the stage for the next few days and emphasized the importance of our seminar being a sales and marketing event, giving you more tools than ever to help improve sales. We also introduced the brand new Project Awards, which were announced throughout Seminar. These projects truly exemplified this year's "Best in Class" theme. Tom provided a quick update on sales numbers and business, noting that it was the 5th year in a row he has been able to talk about Duro-Last having a record year. Business has been strong and we have seen growth in all product lines!

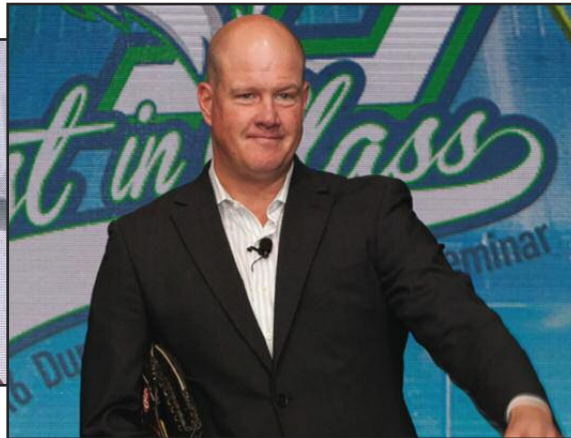
Continuing the message of sales, National Sales Manager Jason Dark and Vice President of Sales and

Marketing Steve Ruth gave a presentation titled "Why Duro-Last?" that included membrane strategy and positioning, along with a discussion about Edge-to-Edge & Deck-to-Sky™, or "everything else" Duro-Last sells.

Fresh faces to the Seminar stage, Marketing Manager Tara Gerhardt and Sales Development Manager Molly Neymeiyer, gave a marketing update. They touched on goals for 2016, ways to improve the customer experience, how to generate leads, as well as new sales and marketing tools. Director of Product Management Mike Gwizdala then gave a virtual tour through MBCI's plant and discussed the metal roof and wall panel program. He shared some stories of contractors who embraced the new product line and highlighted successful projects. President of MBCI, Bill Coleman also gave us his perspective on our relationship and outlook for 2016.

To round out day one, guest speaker Colleen Francis provided practical sales strategies to help initiate immediate and lasting results.

Tuesday General Session



Tuesday's General Session with Keynote Speaker Jim Abbott

Tuesday's General Session started with the Duro-Last "Biz Quiz", hosted by Executive Vice Presidents Shawn Sny and Jason Tunney. This was a fun game that showed what it means to be "Best in Class."

Tom Hollingsworth was welcomed to the stage next to give a "Focusing on You" speech about how much Duro-Last values the customer experience. Duro-Last's 2015 Contractor of the Year, Stuart Parsons then shared with the audience tips on how to sell Duro-Last against competitive products and convince architects to specify Duro-Last.

Next, Mike Gwizdala came back to talk about Duro-Guard® insulation products. He spoke about how Duro-Last has offered this product line for four years and it has continued to grow and how these products can save time and money.

Quality Assurance Manager, Mitch Guettler then gave an update on the Platinum, Elite, Master Contractor program; in shop trainings, and assured everyone that the Roofing Competition will be back next year.

In a unique role playing bit, Corporate Accounts Representative Max Whitemyer and Jason Dark illustrated how to successfully sell Duro-Last. They showed us the 5 steps to the sales process. Steve Ruth then came on stage to give everyone their "final exam," where he talked about our product mix and showed how we are a leader in sales and marketing.

Day two closed out with motivational speaker Jim Abbott, who spoke about ways to overcome challenges in life and increase your confidence every day to be more successful in your business, and in your personal life.



Contractor of the Year
Parsons Commercial Roofing
Waco, Texas



Over \$7 million in Duro-Last sales!



**15-Year Club
Member**

For the 10th consecutive year, Parsons Commercial Roofing of Waco, Texas has been honored as the Duro-Last Contractor of the Year for 2015. 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 2015 Contractor of the Year award.



Monday Night Awards Banquet

**Congratulations to our 2015 award winners and thank you
for your continued loyalty to Duro-Last!**

Century Club

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

President Club

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

Admiral Club

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

General Club

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

Chairman Club

*25 contractors were recognized
for Duro-Last sales of
\$1,000,000 or more.*

Golden Eagle Award

*11 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.*

*For award winners unable
to attend see page 38.*



CENTURY CLUB



A1 Roof Management
San Leandro, California



Acme Roofing Company
San Antonio, Texas



Allen Roofing & Construction, Inc.
Monona, Iowa



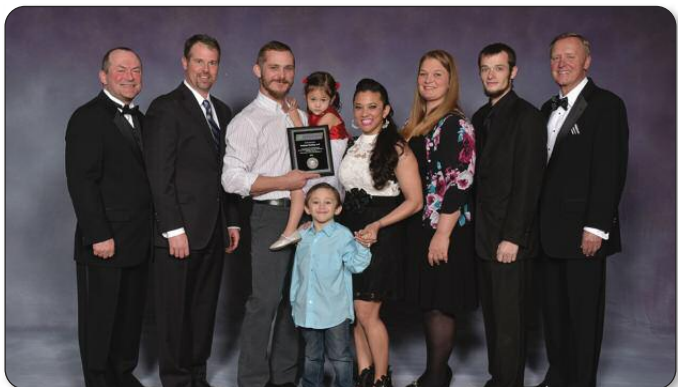
Bruttell Roofing, Inc.
Oak Park, Michigan



Columbia River Roofing
Portland, Oregon



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



Enduren Roofing, LLC
Belle Vernon, Pennsylvania



Four Seasons Energy Efficient Roofing
Marine St. Croix, Minnesota



Frontier Contractors, Inc.
Pittsburgh, Pennsylvania



Griffith Roofing Co., Inc.
Beaverton, Oregon



Haven General Contracting
Fort Worth, Texas



Huxco
Crystal City, Missouri



Jimmy's Roofing
Spokane Valley, Washington



Kimmons Roofing & Ventilation
Merrill, Wisconsin



Landmark Roofing & Siding
Redmond, Washington



Lone Star Roof Systems
College Station, Texas



Maintco Corp.
Burbank, California



Manchester Roofing Systems
West Caln, Pennsylvania



McLaughlin, Ltd.
Baton Rouge, Louisiana



Mid-West Roofing & Sheet Metal
Kearney, Nebraska



Northern IL Seamless Roofing, Inc.
Mendota, Illinois



Patrick Moody
Alvin, Texas



Professional Quality Roofing, LLC
Silverton, Oregon



Rodriguez Construction
Miami, Arizona



S.T.A. Roof Techs, LLC
Valparaiso, Indiana



Southwest Spray Foam
Santa Fe, New Mexico



Tech Corp LLC
Lakewood, Ohio



Texas Roof Systems
Odessa, Texas



U.S. Roofing
Peabody, Massachusetts



Vanguard Org, Inc.
Wappinger Falls, New York



W.H. Demmons, Inc.
Portland, Maine



PRESIDENT CLUB



Advanced Roofing & Waterproofing
Gulf Breeze, Florida



Baker Roofing Co.
Stockton, California



Ben Timko's
Clearfield, Pennsylvania



Ben's Roofing, Inc.
Oakland, California



Borntrager Enterprises, Inc.
Goshen, Indiana



Building Associates
Bloomington, Indiana



Coastal Roofing Co., Inc.
Charleston, South Carolina



Complete Commercial Roofing
Kokomo, Indiana



Cosam Contracting, Inc.
Tiro, Ohio



D. Thomas Roofing Company, Inc.
Wilmington, North Carolina



Done Right Roofing & General Contracting
Milano, Texas



Ed Rutherford Roofing Co.
Palmyra, Missouri



Energy Roofing Technology
Kearney, Nebraska



Goodmen Roofing Calgary, Ltd
Airdrie, Alberta



Greystone Roofing, LLC
Krugerville, Texas



J.G. Roofing & Construction
Chilliwack, British Columbia



Lindholm Roofing
Chicago, Illinois



Magic Roofing & Construction
Farmington, New Mexico



Maxim Homes, Inc.
Flint, Michigan



P.S.I. Roofing
Oakland Park, Florida



Pell Roofing
Brazil, Indiana



Quinn Roofing Solutions
Windsor, Ontario



Reflective Roofing
San Antonio, Texas



Rich Roofing Systems, Inc.
Zionsville, Indiana



Roofing by Fred Gross
Medford, New Jersey



Roofing Plus, Inc.
Lawrenceville, Georgia



Scudder Roofing Co.
Monterey, California



Sealtec White Roof, Inc.
Burlington, Ontario



Seaside Roofing Co.
Stuart, Florida



Southern Roofing Company
West Point, Mississippi



State Roofing Systems, Inc.
San Leandro, California



Trivan Roofing & Waterproofing
Southlake, Texas



Tusing Builders, Ltd.
Monroeville, Ohio



Urethane Unlimited
Gratis, Ohio



W.A.L. General Contractor
Pinellas Park, Florida



ADMIRAL CLUB



All Weather Systems, Inc.
Newark, Ohio



C E Davis Contracting, LLC
Ford City, Pennsylvania



Competitive Commercial Roofing, Inc.
Hood River, Oregon



Diekevers Roofing, Inc.
Grand Rapids, Michigan



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



Etheridge Roofing
Wilson, North Carolina



Fidelity Roofing Company
Oakland, California



Gage Constructors
S. Houston, Texas



JBK, Inc.
Corbin, Kentucky



Jewett Roofing Company
Greenville, Illinois



Kelly Roofing
Naples, Florida



MacDermott Roofing, Inc.
Livonia, Michigan



Midwest Coating, Inc.
Topeka, Kansas



Old South Construction
Wetumpka, Alabama



Overhead, Inc.
Toledo, Ohio



Precision Roofing Services, Inc.
Sheboygan, Wisconsin



Roof Management Co., Inc.
Farmington Hills, Michigan



Sealite Applicators, Inc.
Cockeysville, Maryland



Ultimate Roofing Systems
Cedar Park, Texas



Umbrella Roofing Systems, Inc.
Elwood City, Pennsylvania



GENERAL CLUB



Beyer Roofing Company, Inc.
Saginaw, Michigan



Colorado Commercial Roofing, Inc.
Colorado Springs, Colorado



Cool Roofing Systems, Inc.
Manteca, California



Geisler Roofing, Inc.
Concordia, Kansas



Harrison Roofing Co., Inc.
San Angelo, Texas



Marchbanks Specialty Company, Inc.
Winter Valley, Mississippi



MC Roofing, Inc.
Fort Thomas, Kentucky



McDonnell Roofing, Inc.
Anaheim, California



Presidential Roofing
Parker, Colorado



Rest Assured Roofing
Howell, New Jersey



Roofing Solutions, Inc.
Louisville, Kentucky



RTN Roofing Systems, LLC
Loveland, Colorado



Slagle Roofing & Construction, Inc.
Monogahela, Pennsylvania



Superior Services RSH, Inc.
Lansing, Michigan



CHAIRMAN CLUB



All Elements, Inc.
Monticello, Minnesota



Ampco Roofing
Copley, Ohio



B & M Roofing Contractors
Rocky Mount, North Carolina



Beckwith Commercial Roofing, Inc.
Clinton, Iowa



Brandle Roofing & Sheet Metal Co.
Midland, Michigan



Broken Arrow, Inc.
Tooele, Utah



Ciaccio Roofing Corporation
Bellevue, Nebraska



Construction Specialty Assoc.
Eva, Alabama



Coryell Roofing
New Castle, Oklahoma



Cotterman & Company, Inc.
Minster, Ohio



Esko Maintenance Company
Shelby Twp., Michigan



Damschroder Roofing, Inc.
Fremont, Ohio



Great Lakes Roofing & Insulation Systems
Sault Ste Marie, Michigan



Guycan Aluminum, Ltd.
Uxbridge, Ontario



LaFerney, Inc.
Kingsport, Tennessee



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



Nasi Roofing, LLC
Minocqua, Wisconsin



Ohio & Indiana Roofing Co.
St. Henry, Ohio



Reynolds Construction Co., Inc.
White Hall, Arkansas



Technique Roofing Systems, LLC
Burgoon, Ohio



Trumble Construction, Inc.
Nash, Texas



Washington Roofing Company
McMinnville, Oregon



Watson Roofing Company
Alamo, Tennessee



Zimmer Roofing & Construction, Ltd
Port Huron, Michigan



GOLDEN EAGLE CLUB

D.K. Haney Construction

Fort Worth, Texas
15-Year Club Member



(Left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Dustin King, Jayme Haney, Dustin Haney, Ralph Harris, Duro-Last Independent Sales Representative Buddy Wilson, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saeli

Duerson Corporation

Altoona, Iowa
20-Year Club Member



(Left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Roger Cox, Jake Viggers, Kirk Duer, Lori Duer, Tanner Duer, Duro-Last Independent Sales Representative Tom Allen, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saeli

Goodmen Roofing, Ltd.

Red Deer, Alberta
10-Year Club Member



(Left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Nick Gilbert, Noah Gilbert, Duro-Last Independent Sales Representative Barry Hirsch, Mary Jacques, Michel Jacques, Marco Gilbert, Chris Gilbert, Ryley Gilbert, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saeli

Harold Hall Roofing, Inc.

Stuttgart, Arkansas
20-Year Club Member



(From left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Duro-Last Independent Sales Representative Phil Davis, Jeremy Britton, Harold Hall, Jimmie Hall, Jamie Hall, Duro-Last Independent Sales Representative Dave Bradke, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saeli

Jaco Roofing & Construction, Inc.

Clute, Texas
30-Year Club Member



(From left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Glen Christensen, Lori Christensen, Chris Christensen, Kathrine Christensen, Duro-Last Independent Sales Representative Buddy Wilson, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saeli

Mid-Western Commercial Roofing, Inc.

Mobile, Alabama
15-Year Club Member



(From left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Duro-Last Independent Sales Representative Phil Davis, Duro-Last Independent Sales Representative Ryan Clark, Charles Smith, Tony Weaver, Daniel Smith, Marcus Dobert, Duro-Last Independent Sales Representative Dave Bradke, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saeli

Roberts-McNutt, Inc.

North Little Rock, Arkansas
15-Year Club Member



(From left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Duro-Last Independent Sales Representative Dave Bradke, Clint Skiver, Tammy Skiver, Tim McCurdy, Jessica Faught, Michael Faught, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saeli

Roofs, Inc.

Lubbock, Texas

20-Year Club Member



(From left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Jason Hand, Rachael Hand, Tommy Alvarado, John Hand, Duro-Last Independent Sales Representative Daniel Lakstins, Duro-Last Independent Sales Representative Leah Lakstins, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saeli

Sentry Roofing, Inc.

Covington, Indiana

25-Year Club Member



(From left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Duro-Last Independent Sales Representative Brad Podojil, Luann Fowler, Gene Fowler, Duro-Last Independent Sales Representative Tom Allen, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saeli

Western Roofing, Inc.

Golden, Colorado

20-Year Club Member



(From left to right) Duro-Last President Tom Hollingsworth, Duro-Last Chairman of the Board Jack Burt, Duro-Last Independent Sales Representative Adam Deal, Gil Herrera, Rhonda Leisure, Yvonne Herrera, Brent Mings, Jenny Schechter, Randal Schechter, Al Holloway, Steve Riley, Susan Riley, Susan Nicholson, Mike Reeder, Curtis Nicholson, Gordon Lane, Duro-Last Senior Vice President Tom Lawler, Nancy Thatcher, Gregory Lira, Joyce Lira, Dan Burggraf, Lucy Benson, Maria Steele, Duro-Last Independent Sales Representative John Deal, and Duro-Last CEO Tom Saali



JOHN R. BURT AWARD

Royalty Roofing

Seymour, Indiana

15-year Club Member



(From left to right) Duro-Last Chairman of the Board Jack Burt, Duro-Last President Tom Hollingsworth, Duro-Last Independent Sales Representative Larry Podojil, Mike Klockow, Mike Huff, George Mantz, Thom Hayes, Shawn Johnson, Aaron Royalty, Ken "Bambi" Collins, Fred Sitter, Dale Sventeck, Andy Royalty, Darrell Couch, Duro-Last Independent Sales Representative Brad Podojil, Duro-Last Senior Vice President Tom Lawler, and Duro-Last CEO Tom Saali

DURO-LAST PROJECT AWARDS

Edge-to-Edge & Deck to Sky™ Award Winner

Nasi Roofing, LLC



Project: Rapid River Public Schools

Location: Rapid River, Michigan **Square Feet:** 87,000

Products: Duro-Tuff® and Duro-Last® membranes, Duro-Guard® insulation installed with Duro-Grip® CR-20 adhesive, Duro-Last WB II and SB IV Adhesive, EXCEPTIONAL® Metals edge details, EM FW-120 Concealed Fastening Wall System

Runner Up: U.S. Roofing - CBRE - 6 Tech
Goodmen Roofing, Ltd - PCS Cory Mine



Prefabrication Award Winner

Harrison Roofing Co., Inc.



Project: City of San Angelo Foster Communications Coliseum

Location: San Angelo, Texas **Square Feet:** 60,000

Products: Duro-Last® membrane, EXCEPTIONAL® Metals accessories and edge details, Duro-Guard® insulation

Runner Up: 768-ROOF, LLC - Triangle Suspension Systems, Inc.
Northwest Building Specialists - Sawdust Theater



Specialty Roofing Award Winner

Overhead, Inc.



Project: Betco Incorporated

Location: Bowling Green, Ohio **Square Feet:** 300,000

Products: Duro-Last® EV membrane, EXCEPTIONAL® Metals edge details

Runner Up: Waukegan Roofing Company - 3500 Western Ave
Office Building
Central Oregon Roofing - Bend Memorial Clinic



Sustainability Award Winner

Texas Roof Systems



Project: Hobby Lobby

Location: Waco, Texas **Square Feet:** 121,000

Products: Duro-Last® membrane, Duro-Guard® insulation, EXCEPTIONAL® Metals accessories and edge details

Runner Up: Guycan Aluminum Ltd. - Panasonic Eco Solutions
Canada Inc.
Sentry Roofing, Inc. - Banjo Corporation



Standing Seam Award Winner

CustomCraft Roofing



Project: Detached Garage

Location: Cedar Grove, Wisconsin

Products: Duro-Last® membrane, EM Lokseam® standing seam roofing panels, EXCEPTIONAL® Metals accessories and edge details

Runner Up: CustomCraft - Boy Scouts of America,
Bay Lakes Council



ROOF OF THE YEAR

Gage Constructors

Project: Alvin Junior High School

Location: Alvin, Texas **Square Feet:** 150,000

Products: Duro-Last® membrane; Duro-Guard® insulation; Standing seam panels: EM LokSeam®, EM Artisan® and the EM Designer™ Series; EXCEPTIONAL® Metals edge metal products



Don't miss out on your opportunity to enter in next year's Duro-Last® Project Awards. We know that you work hard all year and we want to recognize you for outstanding workmanship, best practices and innovation while using Duro-Last products.

2016 Duro-Last Roofing Award Categories

- Edge-to-Edge & Deck-to-Sky™
- Duro-Last Prefabrication
- Specialty Roofing
- Metal Roofing
- Sustainability

ENTRY DEADLINE

Entries must be submitted by August 26, 2016.

QUESTIONS?

Please contact Victoria Dick at 800-248-2080 ext. 2443 or email vdick@duro-last.com.

ENTRY RULES

Unique roofing jobs completed between January 1, 2015 and August 26, 2016 are eligible for the competition.

ENTRY PREPARATION:

1. A nomination form: http://www.portal.duro-last.com/sale_resources.
2. Description of the project. Please describe what made the project so unique that it should be considered for a Duro-Last Project Award. Be sure to provide adequate details explaining the project from conception to completion.
3. Descriptive photographs. Photographs are recommended and encouraged for all categories. Photographs can be submitted via flash drive, link to Dropbox or other file transfer services.
4. Other relevant entry materials. Include any other relevant items to explain the project from beginning to end. Please remember the only information the judges will have to make their decision is the information and pictures received with the entry.

Mail or email entries to: Duro-Last, Inc. Attn: Victoria Dick, 525 E. Morley Drive Saginaw, MI 48601 Email: vdick@duro-last.com ENTRIES MUST BE SUBMITTED BY FRIDAY, AUGUST 26, 2016.

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 & M Contractors, Inc.
A to Z Roofing
AAA Construction
Accurate Roofing Co., Inc.
Advanced Roofing Solutions
Advanced Roofing Systems
Affordable Roofing
Affordable Roofing Co., Inc.
All Star Sheet Metal & Roofing
Alves, Inc.
Amigo Construction
Apollo Roofing & Sheet Metal
Armored Metal Works, Inc.
Associated Roof Services
Asta Roofing & Construction
Baker Roofing of Norfolk, LLC
Baldwin Roofing Co., Inc.
Barbat Holdings, LLC
Basic Capital Management
Bennett Remodeling, Inc.
Bleser Built Roofing
Bond/Tec, Inc.
Booms Construction, Inc.
Booth & Little, Inc.
Brentwood, Inc.
Brothers Services Co.
C & J Construction
C.I. Services, Inc.
C4 Roofing
Cardinal Roofing, Inc.
Carlton Roofing & Sheet Metal
Carolina Roofing Solutions
Cason Roofing, LLC
Central Oregon Roofing
CFC Roofing
Champion Roofing, Inc.
Chinook Roofing & Gutters
Christian Remodeling
CMS Roofing, LLC
Coastal Commercial Roofing
Cobb Roofing
Commercial Roofing Co., Inc.
Commercial Roofing, Inc.
Cowan Roofing, Inc.
CRC Roofing, Inc.
Cribbs, Inc.
CRS Companies
CS Roofing Co., LLC
Cumberland Fabrication
D.J. Walker Construction, LLC
Dal Mar Roofing
Dale Tadlock Roofing, Inc.
DBR Premium, Inc.
Dempsey Commercial Roofing, Inc.
Dempsey Roofing Co., Inc.
Diamond Roofing, Inc.
Durable Roofing, LLC
Durable Rooftop Solutions
East Muskegon Roofing
Eckstein Roofing Co.
Eichler Construction
Element Smart Roofing
Elite Sheet Metal Works
Eliz Roofing
Energy Roofing & Sheet Metal
Enterprise Roofing & Construction
Enterprise Roofing & Sheet Metal
Final Solutions Roofing, LLC
Fischer's, Inc.
Flying Out Construction
Freeman Sheet Metal, Inc.
Ft. Wayne Roofing & Sheet Metal
Future Construction
Go Green Roofing Corp.
Grays Roofing
H & S Contracting, Inc.
H.C. Anderson Roofing Company, Inc.
Hahn Roofing, Inc.
Hahnel Bros. Co.

Hall Contractors
Hausler Roofing, Inc.
Herbert Roofing & Insulation
Hermitage Roofing Co., Inc.
Hiltys Construction
Holman Management, Inc.
Horizon Roofing, Inc.
Hussman Corporation
Imperial Construction Services
Innovative Roofing Solutions
IRC Roofing, Inc.
J & H Construction & Roofing
James Wright Roofing
JeddTech Corp.
Jessie Bryant Roofing Co., Inc.
Jim Wallis & Sons Roofing, Inc.
John J. Narke G.C.
Johnson Roofing Systems, Inc.
Jordan Construction
JRS Facilities, Inc.
K & M Distributing
& Roofing Systems, Inc.
K.J.N. Restoration Co.
Kautz Construction
Kelco Builders, LLC
Kolpak Industries, Inc.
Koopman Construction, LLC
Kysor/Needham
Loberg Roofing
Lydick-Hooks Roofing Co.
M & D's Flat Roof Systems
M & W Construction Co., Inc.
Marsh Waterproofing, Inc.
Martin & Sons Roofing, Inc.
Mason City Roofing
McMurray & Sons, Inc.
Meyer Roofing, Inc.
MG Roofing, Inc.
MGC Roofing & Construction
Mid City Roofing & Wall Systems
Mid-America Roofing
Mikalan Roofing, Inc.
Montgomery Winslow Roofing
Moore's Roofing Company
Morgan Corp.
Net Quest Services, Inc.
Nickerson Construction
Niederkoher Construction
Nor-Lake, Inc.
North Central Wisconsin
Northwest Building Specialist
Overton Roofing, LLC
Pacific Weathershield, Inc.
PacificYurts, Inc.
Palmer Roofing & Sheet Metal
Paul Horschel & Son, Inc.
Perkins Roofing Co., Inc.
Permaroof Structures, LLC
Phoenix Roofing, LLC
Piedmont Professional Upfitters, Inc.
Platinum Roofing, Inc.
Premiere South Roofing
Professional Roofing
Pro-Tek Exterior Services, Inc.
R & D Radar Ventures, LLC
R & M Construction
R. Behmer Roofing, Inc.
R. D. Elliott Roofing
R.A. Haitz Co., Inc.
Rainbow Enterprises, Inc.
Ram Exteriors, Inc.
Rocky Mountain Applicators
Roof Masters
Roofco, Inc.
Roofing Services, Inc.
S.G. Young Contracting
Sak's Contracting
San Mateo Cal-Kiwi Roofing
Santucci & Sons Construction
Schena Roofing & Sheet Metal
Schmidt Roofing Systems, LLC
Scholten Roofing, Inc.

Signet Construction, Inc.
Skyline Construction
Sorenson & Associates Roofing
Southern New England Roofing Co.
Southern Roofing & Vinyl
Spiff Contracting, LLC
Spray Seal, Inc.
Starkweather Roofing, Inc.
Statewide Roofing, Inc.
Sunray Roofing, Inc.
Superior Roofing, Inc.
Tap Out Construction Limited
Tech Roofing Services, Inc.
The Colorado Yurt Company
The Cool Roofing Co.
The Roofing Company
Tipton Roofing & Waterproofing
TRC Roofing
Tri-County Roofing & Sheet Metal
Twin Rivers Improvement
U.S. Commercial Roofing, Inc.
Universal Roofing Co., Inc.
Vanderleek Roofing, Inc.
Vogler Sheet Metal Co.
Wagner's Energy Center, Inc.
Warner Commercial Roofing
Watertight Exteriors, Inc.
Waukegan Roofing Co., Inc.
West Central Roofing Contractors, Inc.
West Wind Roofing, LLC
Wheeler Roofing Co.
Wilson Roofing, Inc.
WM Services, Inc.
Wright Roofing, Inc.

President Club

4 Star General Contracting
8135380 Canada, Inc.
A.H. Sturgill Roofing
A.W. Farrell & Son, Inc.
A+ All Pro Roofing, Inc.
Advance Construction Co., Inc.
Alcal Hawaii
All Seasons Roofing, Inc.
All Weather Roofing Co.
Alliance Roofing
Alliance Roofing, Inc.
AW Roofing
Becker Roofing
Bel Air Foamed Insulation, Inc.
BF Enterprises, LLC
Bloyer & Sons, Inc.
Bourdeau Contracting
Bowman Roofing & Sheet Metal Co.
Breault Roofing, Inc.
Buchinger Roofing, Inc.
Burell Built, LLC
Central Alabama Metal
Clark Roofing Co.
Condia Roofing Contractors, LLC
Diesslin Structures, Inc.
Dils Roofing
Do-Right Roofing, Inc.
DP Byers Company, LLC
Dutch Roofing
Dynamic Exteriors 01, Inc.
Eagle Peak Exteriors
Esary Roofing & Siding Co., Inc.
Exbon Development, Inc.
Exterior Pro, Inc.
Farha Construction, Inc.
Finishing Solution, LLC
Florida Exterior Coating
Green Roofing & Waterproofing
H.T.R.
Hinkle Roofing Products, Inc.
Holko Enercon
Holthaus Companies, Inc.
Independent Roofing & Siding
Industrial Roofing, Inc.
JAM Associates, Inc.
JD Ventures, LLC

John Matthews Roofing
Johns & Kirksey, Inc.
JR & Company
Kenco Designs, Inc.
Kidd-Luukko Corporation
King's Roofing
Knox Roofing
Lake State Roofing, Inc.
Leak Solutions
Lusk Roofing
Maier Roofing Co., Inc.
Marlette Roofing & Sheet Metal Co.
Matthews Construction
McDermott & Son Roofing Co.
Mid Michigan Roofing
Midian Roofing
Miller Roofing
Monument Constructors, Inc.
Moore Roofing, Inc.
Ozone Roofing, Inc.
Pinnacle Roofing Systems, Inc.
Premium Roof Services
Rain King, Inc.
Raincoat Roofing Systems
Robbins Roofing, Inc.
Robert Binns Roofing, Inc.
Ryan Roofing, Inc.
Salazar Roofing & Construction
Skyline Roofing
& Sheet Metal Co., Inc.
Skyline Roofing Houston
Spirit & Sons, Inc.
SR Building Services, LLC
Sweers Eavestrough
& Roofing Co., Inc.
Ted's Quality Roofing, Inc.
Tichenor, Inc.
Total Roofing & Reconstruction
Turley Roofing
Turner Morris, Inc.
United Roofing Contractors, Inc.
Vega Roofing Co.
Watertite Roofing
WTI

Admiral Club

All Seasons Roofing Services
Alternative Roofing Systems, Inc.
Cooper Roofing Co., Inc.
EDA Contractors, Inc.
Frank Fiala Roofing, Inc.
Grell Commercial Roofing, Inc.
I.C. Enterprises, Inc.
L.J. Beck Roofing & Guttering, Inc.
Laguna Siding & Roofing
Lee's Roofing & Spouting, Inc.
Marty Robbins Roofing Company, Inc.
Merit Roofing Systems, Inc.
Nazareth Roofing
New Vision Roofing
Pressure Point Roofing, Inc.
Prime Source Construction
Springfield Construction
Streng Construction, Inc.
Terra Firma Estates, Inc.
United Roofing & Sheet Metal, Inc.

General Club

Ace Roofing, Inc.
A-Vet Roofing & Construction
Dublin Construction Company, Inc.
Tomkat Roofing, Inc.

Chairman Award

Badgerland Commercial Roofing
K2 Summit
Riddell Roofing, Inc.
Wormley Bros. Roofing

FINALE PARTY

Welcome to Duro-Con!



Join Us at the Loews Royal Pacific Resort in Orlando, Florida for the 2017 National Sales Seminar



We hope you can join us for next year's Sales Seminar in Orlando, Florida. Planning is already in full swing for the event, which will take place January 29-31, 2017 at the beautiful Loews Royal Pacific Resort.

This luxury resort is known as a South Seas-themed escape right in Orlando. Resort grounds include palm trees, a reflection pool, a lagoon-style pool and Balinese umbrellas, called tedung; they're a symbol of protection and date back to the 13th century.

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 increase sales and 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 2017 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 Florida in January!

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800-248-0280

To view all the photos from the Sales Seminar visit
www.duro-lastseminar.com