

Top Of The News

DURO-LAST® 2017 NATIONAL SALES SEMINAR EDITION



BEST in CLASS: 2.0

R O O F I N G S M A R T E R



Events



Speakers



Celebrations



Fun



Message from Tom Saeli

This year's National Sales Seminar in Orlando was one of the most exciting events yet! We had over 1,500 of our contractors and their families in attendance, and at our award ceremony, we celebrated more contractor successes

than ever! Thanks to everyone who was able to attend; and for those who could not make it this year, please mark your calendars for San Antonio for the next Seminar in January 2018!

You should be confident that every one at Duro-Last will continue to focus on your experience with us as our customer and partner. The better we can take care of you, the better you can take care of your building owners. This is a top priority for us, and to that end our 2017 theme is to ensure that we have a "SAY / DO RATIO OF 100%" with you. Quite simply this means that we live up to our com-

mitments to you and deliver on every promise every day!

Needless to say we are very enthusiastic about our outlook for 2017! We have the best contractors and entrepreneurs in the industry, combined with the Duro-Last broad range of products, as well as our commitment to taking care of you, I think we are unstoppable!

Thanks for entrusting your business with Duro-Last; let's make 2017 the best year yet!

Seminar Delivers with Record Attendance, Exciting Announcements and Packed Breakouts

We've lived up to our theme of providing you with a "Best in Class" seminar to help you "Roof Smarter." We were thrilled to welcome a record breaking attendance of more than 1,500 from more than 240 companies at the beautiful Loew's Royal Pacific Resort in Orlando, Florida! As always, the Seminar was a packed program full of education, innovation, and fun.

The weather on Sunday didn't turn golfers away from the annual Dick Jozwiak Memorial Golf Tournament or the popular Roofing Competition! General Session both days had a full lineup of great speakers, new and returning, followed by Keynote Speakers each day. Both Monday and Tuesday evening we took time to celebrate you during the annual Awards Banquet and Finale Party.

We've already started planning next year's National Sales Seminar, which will take place January 21 – 23, 2018 at the beautiful Hyatt Regency Hill Country Resort & Spa in San Antonio, Texas. We hope you can make it!



Sales Representative Awards Banquet

JEFF GOTTRON HONORED AS DURO-LAST SALES REPRESENTATIVE OF THE YEAR

Saturday night, January 28th, Duro-Last recognized several of our talented sales representatives for their years of service and sales achievements during 2016. The event was held at the Hard Rock Concert Hall where everyone got into the music spirit!

The 2016 Duro-Last Sales Representative of the Year Award went to Jeff Gottron and his associate sales representatives, Ron Krueger and Trevor Wagester. Jeff represents the great state of Michigan and has been with the company for over 30 years. Jeff has received this prestigious award 20 times since 1984.





Sales Awards

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

SIGNIFICANT ANNIVERSARIES

20 Years: Chris Hemphill

25 Years: Phil Davis

30 Years: Tom Allen

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

Mike Spaniol

Buddy Wilson

John Storkman

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

Bill Paynter

Chris Seacor

Wes Neal & Steve Smith

Paul Taylor

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

Jeff Gottron / Trevor Wagester / Ron Krueger

Jim English

TOP SALES INCREASE AWARDS OVER BEST YEAR EVER

Third place:

Tom Allen, Chip Seidel, Ryan Kinneberg, and Steve Hibbs

Second Place:

Lyn Davis, Roger Bertolini, and Devin Davis

First Place:

Bobby Nelson

TOP SALES VOLUME AWARDS

Third Place:

Tom Allen, Chip Seidel, Ryan Kinneberg, & Steve Hibbs

Second Place:

Jeff Gottron, Trevor Wagester, & Ron Krueger

First Place:

Buddy Wilson

SALES REPRESENTATIVE OF THE YEAR

Jeff Gottron



Honoring Buddy Wilson

Top Sales Representative in Sales Volume for 2016

Many sales representatives were honored at the annual banquet awards including Buddy Wilson, a 10 time Sales Representative of the Year recipient, with the top sales volume for 2016. This is the 11th consecutive year Buddy has received the top sales volume award.

Buddy became an independent sales representative for Duro-Last in 1984, now representing eastern Texas, where he has been an integral part of the development of that territory. Anyone who has the pleasure to know and work with Buddy knows he is one of a kind. Generous, hardworking, competitive, passionate, and family guy are just a few of the words that can be used to describe him.

One should take a lesson out of Buddy's playbook in embracing the moment, pushing on, and going the extra mile.



Congratulations Buddy!



Golf Tournament

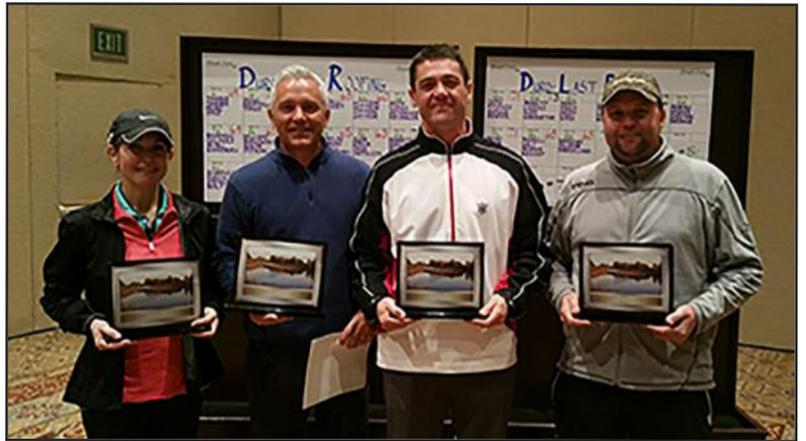
The annual Dick Jozwiak Memorial Golf Tournament took place on Sunday, January 29th at Shingle Creek Golf Club in Orlando. Thirty teams enjoyed a day of friendly rivalry on the par 72 course designed by the Arnold Palmer Design Company.

Competition was fierce; with an overall scramble score of 60, Sheila, Mike, Bryan, and Mark Gottron took home the 1st place title. Each received a \$50 gift certificate to Creative Impressions.

The first hole-in-one in Seminar history went to Ronnie Reynolds of Reynold's Construction Company on the 5th hole. This is the 3rd hole-in-one he achieved in his golfing lifetime! Ronnie's achievement earned him a set of Titleist irons and ProV golf balls.

Closest to the pin winners were Scott Fitzkee on the 7th hole and Adam Capps on the 15th hole. Scott and Adam each won a dozen Titleist ProV golf balls.

Congratulations to everyone for a great game, and we'll see you on the course next year!



(From left to right) Sheila Gottron, Mike Gottron, Bryan Gottron, and Mark Gottron

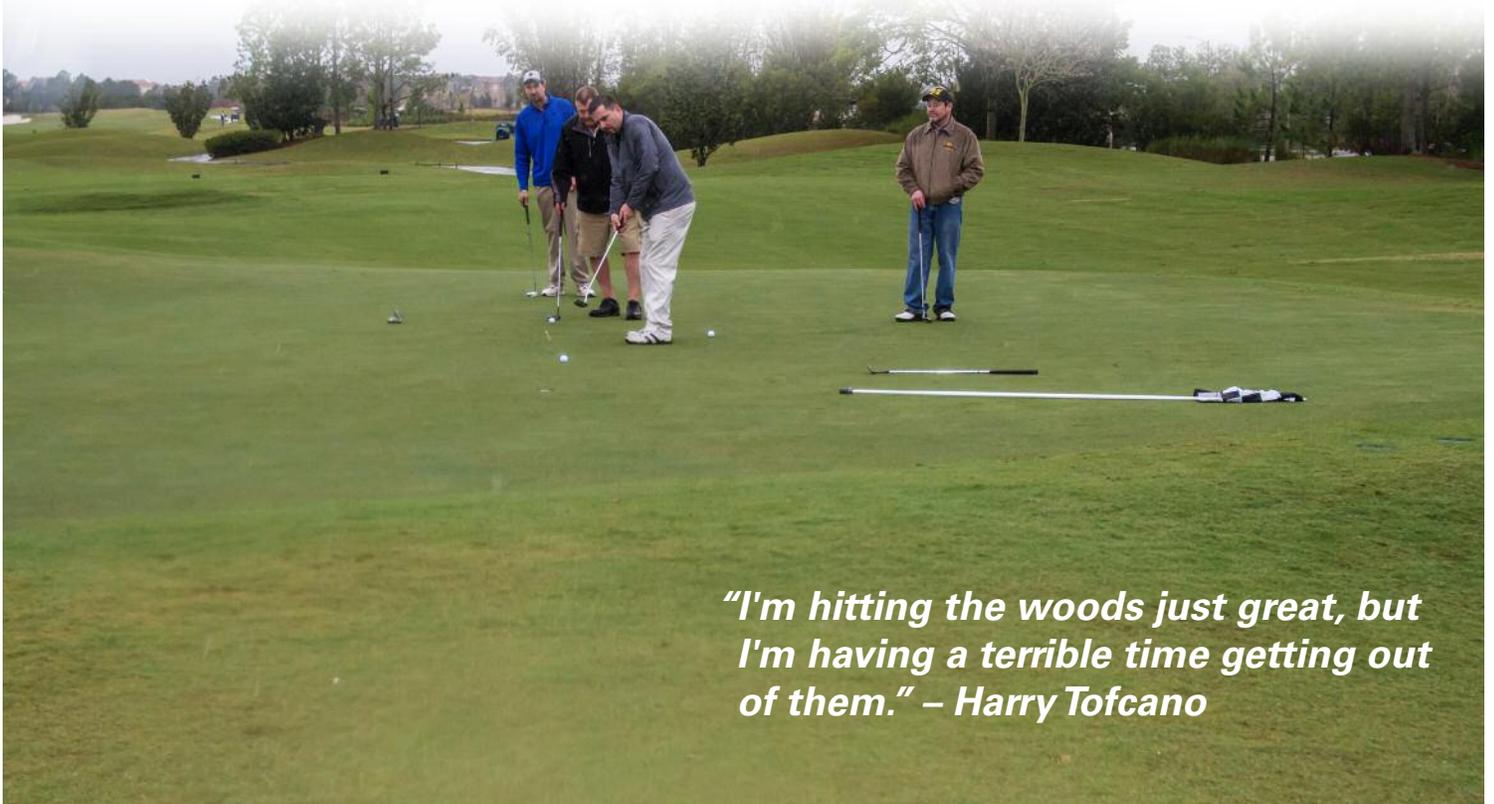
THE WINNING TEAM!

1st Place: Sheila Gottron, Mike Gottron, Bryan Gottron, and Mark Gottron

Closest to the pin winners:
Scott Fitzkee, Ronnie Reynolds, and Adam Capps

Hole-In-One: Ronnie Reynolds





"I'm hitting the woods just great, but I'm having a terrible time getting out of them." – Harry Tofcano

SUNDAY WELCOME PARTY



ROOFING COMPETITION



Monday General Session



Monday's General Session with Keynote Speaker Josh Linkner

Tom Saeli kicked off the event with his annual State of the Company speech where he informed all in attendance of the great happenings at John R. Burt Enterprises, including the acquisition of Anvil Paints & Coatings. This newly acquired company is the first step for Duro-Last entering the coatings market, and introducing our new maintenance roof coating product, Duro-Shield™. We are excited to share with you yet another solution to offer your customers.

Tom also announced to the audience a new manufacturing facility opening in Ludlow, Massachusetts. Massachusetts is the cross-roads of New England and will give our East Coast contractors better access to Duro-Last products in a growing market.

General Session continued with a full lineup of speakers followed by keynote speaker Josh Linkner. Josh's palatable energy shined through as he presented funny, impactful information on the importance of being curious, nimble and

innovative when it comes to tackling our ever-changing business world.

The afternoon brought seven different breakout sessions including Mitch Guettler's Installation Tips & Tricks – a must see each year. This interactive breakout taught attendees how to install Duro-Last products, including the new Ladder Anchor. New this year, Contractor Round Tables, a peer-to-peer workshop, was a full house! The room was jam-packed with great ideas flowing. Special guest Ariana Fahrney from Google joined Tara Gerhardt in helping you craft a marketing plan for any budget.

The night ended with an elegant affair at the annual Awards Banquet. We honored a record number of award winners with Parsons Commercial Roofing taking home the Contractor of the Year Award for the 11th year in a row. Congratulations to all the winners!

Tuesday General Session



Tuesday's General Session with Keynote Speaker Randy Fox

Tuesday's General Session started off with the announcement of the Roofing Competition winners. Al Janni was back and presented Jaco Roofing & Construction with the coveted trophy! There were several speakers, that again took the stage to reinforce our messaging on our membrane strategy, tools we've created to help you in the field, as well as how to sell against the competition. JBK, Inc. was honored with the Roof of the Year Award for their work at Lynn Camp Elementary School in Corbin, Kentucky.

Through practical and passionate speaking, keynote speaker Randy Fox, taught attendees how to maximize their life by reducing stress and start living it to the fullest. His passion for life was contagious and gave everyone practical and effective actions for the workplace...and life.

The sunny skies and warmer weather didn't keep people from attending the afternoon breakout sessions. Duro-Last employees, representatives, and vendor partners presented a total of 9 different educational sessions during the

breakouts. Contractors were able to learn about how to sell metal roofing, install the Duro-Bond® System, and even got a preview of the new Duro-Shield Maintenance Roof Coating.

At one of the biggest parties Duro-Last has ever thrown, this year's Finale Party didn't disappoint! Duro-Last contractors were treated to a special VIP experience at The Wizarding World of Harry Potter™ - Diagon Alley™, Krustyland on The Simpsons Ride™, and the World Expo areas of Universal Studios Florida™. It was a night of unforgettable fun and excitement.



Contractor of the Year
Parsons Commercial Roofing
Waco, Texas



Over 6 million in Duro-Last sales!



DURO-LAST
PLATINUM CONTRACTOR 2016

**15-Year Club
Member**

For the 11th consecutive year, Parsons Commercial Roofing of Waco, Texas was honored as the Duro-Last Contractor of the Year for 2016.

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 2016 Contractor of the Year Award.



Monday Night Awards Banquet

Congratulations to over *five hundred* 2016 award winners and thank you for your continued loyalty to Duro-Last!

Century Award

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

President Award

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

Admiral Award

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

General Award

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

Chairman Award

38 contractors were recognized for Duro-Last sales of \$1,000,000 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.

For award winners unable to attend see pages 38-39.



CENTURY AWARD



AI's Roofing, LLC
Tacoma, Washington



Bulldog Contractors
Lakeville, Minnesota



Central Oregon Roofing
Bend, Oregon



Cityscape Roofing, Inc.
Clairmont, North Carolina



Enduren Roofing, LLC
Belle Vernon, Pennsylvania



Florida Exterior Coatings
Eagle Lake, Florida



Four Seasons Energy Efficient Roofing
Marine St. Croix, Minnesota



Geisler Roofing, Inc.
Concordia, Kansas



Gold Country Roofing
Grass Valley, California



H. Tredler & Sons
Princeton, Wisconsin



Herbert Roofing & Insulation
Saginaw, Michigan



Hudson Specialty Group
Barnesville, Georgia



I Roofs, LLC
Celina, Texas



Integrity Roofing Service
Decatur, Alabama



JAM Associates, Inc.
Poughkeepsie, New York



JH Strickland Construction, LLC
Hahira, Georgia



Kidd-Luukko Corporation
Worcester, Massachusetts



Magic Roofing & Construction
Farmington, New Mexico



Manchester Roofing Systems
West Caln, Pennsylvania



McAllen Valley Roofing, Co.
McAllen, Texas



Monarch Roofing, LLC
Myrtle Beach, South Carolina



Montano Construction & Roofing
Canyon, Texas



Monument Constructors, Inc.
Beaumont, Texas



Moore Roofing, Inc.
Mount Vernon, Ohio



Palmer Roofing & Sheet Metal
Jeffersonville, Indiana



Paul Horschel & Son, Inc.
Melbourne, Florida



P.S.I. Roofing
Oakland Park, Florida



Quinn Roofing Solutions
Windsor, Ontario



RanaCo, LLC
Memphis, Tennessee



Reliable Roofing
Nashville, Tennessee



Rich Roofing Systems, Inc.
Zionsville, Indiana



Rodriguez Construction
Miami, Arizona



Roof Right, Inc.
Hampstead, Maryland



Saco Roofing
Saco, Maine



Soloha Contractors, Inc.
Plain City, Ohio



Southern New England Roofing, Co.
West Hartford, Connecticut



Swindoll Construction, LLC
Batesville, Mississippi



TRC Roofing
Alpena, Michigan



Turley Roofing
Ocala, Florida



U.S. Roofing
Peabody, Massachusetts



Vanguard Org, Inc.
Wappinger Falls, New York



Venture Holding, Ltd.
Taber, Alberta



PRESIDENT AWARD



Ben Timko's / 768-Roof
Clearfield, Pennsylvania



Acme Roofing Company
San Antonio, Texas



All Weather Roofing, Co.
Stockton, California



A+ All Pro Roofing, Inc.
Ocala, Florida



Borntrager Enterprises, Inc.
Goshen, Indiana



Brown Roofing, Co.
The Dalles, Oregon



Bruttell Roofing, Inc.
Oak Park, Michigan



Coastal Roofing Co., Inc.
Charleston, South Carolina



Commonwealth Roofing Corp.
Louisville, Kentucky



Complete Commercial Roofing
Kokomo, Indiana



Coryell Roofing, Inc.
New Castle, Oklahoma



Cowan Roofing, Inc.
Marshalltown, Iowa



Dempsey Roofing Co., Inc.
Lakeland, Florida



Diamond Roofing, Inc.
Kent, Washington



Diekevers Roofing, Inc.
Grand Rapids, Michigan



Element Smart Roofing
Bellevue, Washington



Finishing Solutions, LLC
Orange Beach, Alabama



Frontier Contractors, Inc.
Pittsburgh, Pennsylvania



Goodmen Roofing Calgary, Ltd
Airdrie, Alberta



Greystone Roofing, LLC
Krugerville, Texas



Holthaus Companies, Inc.
Canton, Illinois



J.G. Roofing & Construction
Chilliwack, British Columbia



Leak Solutions
Birmingham, Alabama



Lindholm Roofing
Chicago, Illinois



Lone Star Roof Systems
College Station, Texas



Matthews Construction
Russellville, Kentucky



Moser Roofing Solutions, LLC
Lancaster, Pennsylvania



Northern IL Seamless Roofing, Inc.
Mendota, Illinois



Old South Construction
Wetumpka, Alabama



Overhead, Inc.
Toledo, Ohio



Pell Roofing
Brazil, Indiana



Professional Quality Roofing, LLC
Silverton, Oregon



Red Sky Roofing
Crescent City, California



Seaside Roofing Co.
Stuart, Florida



Southern Roofing Company
West Point, Mississippi



Southland Roofing, Inc.
Regina, Saskatchewan



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



State Roofing Systems, Inc.
San Leandro, California



Tusing Builders, Ltd.
Monroeville, Ohio



Urethane Unlimited
Gratis, Ohio



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



Watertite Roofing
Dunnville, Ontario



West Central Roofing Contractors, Inc.
Willmar, Minnesota



WM Services, Inc.
Mississauga, Ontario



ADMIRAL AWARD



Ampco Roofing
Copley, Ohio



Baker Roofing Co.
Stockton, California



Bourdeau Contracting
St. Charles, Missouri



Breault Roofing, Inc.
New Bedford, Massachusetts



Building Associates
Bloomington, Indiana



C E Davis Contracting, LLC
Ford City, Pennsylvania



Cosam Contracting, Inc.
Tiro, Ohio



Crossmark Roofing Solutions, Inc.
Charlotte, North Carolina



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



Energy Roofing Technology
Kearney, Nebraska



Freeport Industrial Roofing, Inc.
Freeport, Illinois



Hinkle Roofing Products, Inc.
Gerber, California



K2 Summit
Deerfield Beach, Florida



Kelly Roofing
Naples, Florida



M&W Construction Co., Inc.
Monroe, Indiana



MacDermott Roofing, Inc.
Livonia, Michigan



McDermott & Son Roofing, Inc.
Atlantic, Iowa



Phoenix Roofing, LLC
Elon, North Carolina



Precision Roofing Services, Inc.
Sheboygan, Wisconsin



Pro-Tek Exterior Services, Inc.
Cincinnati, Ohio



Roofing by Fred Gross
Medford, New Jersey



Sealtec White Roof, Inc.
Burlington, Ontario



Sealtite Applicators, Inc.
Cockeysville, Maryland



Springfield Construction
Kingsley, Michigan



Trivan Roofing & Waterproofing
Southlake, Texas





GENERAL AWARD



Colorado Commercial Roofing, Inc.
Colorado Springs, Colorado



Construction Specialty Assoc.
Eva, Alabama



Cotterman & Company, Inc.
Minster, Ohio



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



Esko Maintenance Company
Shelby Township, Michigan



Etheridge Roofing
Wilson, North Carolina



Grell Commercial Roofing, Inc.
Fort Dodge, Iowa



I.C. Enterprises, Inc.
Effington, Illinois



Jewett Roofing Company
Greenville, Illinois



Marlette Roofing & Sheet Metal Co.
Marlette, Michigan



Marty Robbins Roofing Company, Inc.
Dothan, Alabama



Maxim Homes, Inc.
Flint, Michigan



Ohio and Indiana Roofing Co.
St. Henry, Ohio



Roofing Plus, Inc.
Lawrenceville, Georgia



Ultimate Roofing Systems
Cedar Park, Texas



Umbrella Roofing Systems, Inc.
Elwood City, Pennsylvania



CHAIRMAN AWARD



A-Vet Roofing & Construction
Warner Robins, Georgia



All Elements, Inc.
Monticello, Minnesota



AW Roofing
Waco, Texas



B & M Roofing Contractors
Rocky Mount, North Carolina



Beckwith Commercial Roofing, Inc.
Clinton, Iowa



Beyer Roofing Company, Inc.
Saginaw, Michigan



Broken Arrow, Inc.
Tooele, Utah



Cool Roofing Systems, Inc.
Manteca, California



Damschroder Roofing, Inc.
Fremont, Ohio



Great Lakes Roofing & Insulation Systems
Sault Ste Marie, Michigan



Harrison Roofing Co., Inc.
San Angelo, Texas



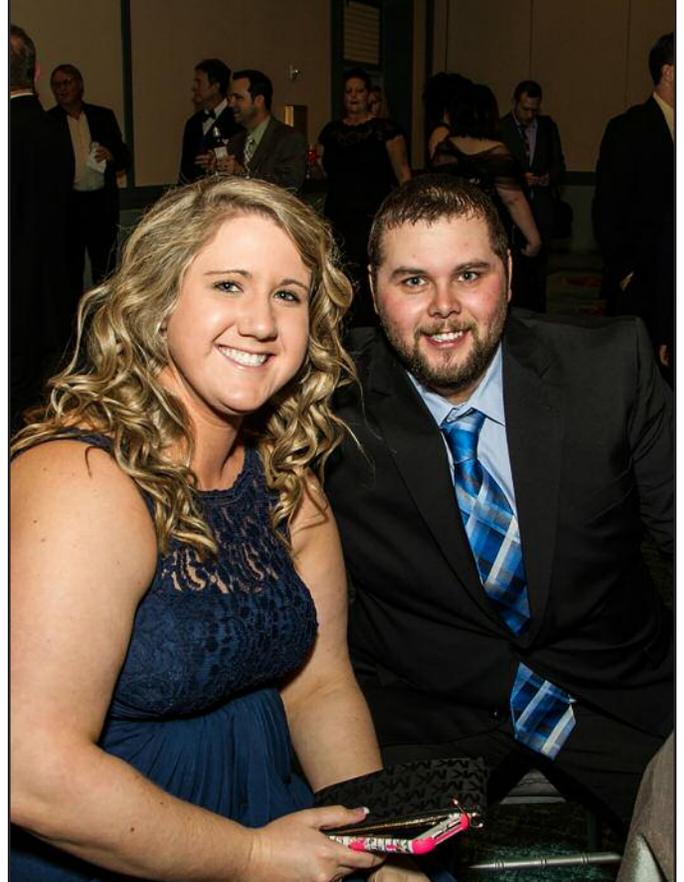
JBK, Inc.
Corbin, Kentucky



LaFerney, Inc.
Kingsport, Tennessee



Marchbanks Specialty Company, Inc.
Winter Valley, Mississippi





MC Roofing, Inc.
Fort Thomas, Kentucky



Merit Roofing Systems, Inc.
Richardson, Texas



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



Nasi Roofing, LLC
Minocqua, Wisconsin



Presidential Roofing
Parker, Colorado



Prime Source Construction
Burlison, Texas



Rest Assured Roofing
Howell, New Jersey



Reynolds Construction Co., Inc.
White Hall, Arkansas



Roberts-McNutt, Inc.
North Little Rock, Arkansas



Roof Management Co., Inc.
Farmington Hills, Michigan



Roofs Inc
Lubbock, Texas



Sentry Roofing, Inc.
Covington, Indiana



Superior Services RSH, Inc.
Lansing, Michigan



Technique Roofing Systems, LLC
Burgoon, Ohio



Trumble Construction, Inc.
Nash, Texas



Washington Roofing Company
McMinnville, Oregon



Watson Roofing Company
Alamo, Tennessee



Western Roofing, Inc.
Golden, Colorado



Zimmer Roofing & Construction, Ltd
Port Huron, Michigan





D.K. HANEY CONSTRUCTION

Fort Worth, Texas



15-Year Club Member • Platinum Contractor

(Left to right) Ralph Harris, Emina Paluszek, Duro-Last Chairman of the Board Jack Burt



DUERSON CORPORATION

Altoona, Iowa



20-Year Club Member • Platinum Contractor

(Left to right) Duro-Last Independent Sales Representative Ryan Kinneberg, Duro-Last Independent Sales Representative Tom Allen, Lori Duer, Kirk Duer, Tanner Duer, and Duro-Last Chairman of the Board Jack Burt



GOODMEN ROOFING, LTD.

Red Deer, Alberta



10-Year Club Member • Platinum Contractor

*(Back Row - Left to right) Duro-Last Independent Sales Representative Barry Hirsch, Michel Jacques, Mary Jacques, Christine Gilbert, Marco Gilbert, and Duro-Last Chairman of the Board Jack Burt
(Front Row - Left to right) Noah Gilbert, Ryley Gilbert, and Nick Gilbert*



HAROLD HALL ROOFING, INC.

Stuttgart, Arkansas



20-Year Club Member • Platinum Contractor

(From left to right) Duro-Last Independent Sales Representative Dave Bradke, Harold Hall, Jimmie Hall, and Duro-Last Chairman of the Board Jack Burt



JACO ROOFING & CONSTRUCTION, INC.

Clute, Texas



30-Year Club Member • Platinum Contractor

(From left to right) Chris Christensen, Lori Christensen, Glen Christensen, Duro-Last Chairman of the Board Jack Burt



MID-WESTERN COMMERCIAL ROOFING, INC.

Mobile, Alabama



15-Year Club Member • Platinum Contractor

(Back Row - from left to right) Mark Newman, Daniel Smith, Tony Weaver, Duro-Last Independent Sales Representative Ryan Clark, and Duro-Last Chairman of the Board Jack Burt

(Front Row - from left to right) George Bock, Marcus Dobert, and Charles Smith



ROYALTY ROOFING

Seymour, Indiana



20-year Club Member • Platinum Contractor

(Back Row - from left to right) Duro-Last Independent Sales Representative Tony Bryan, Marty Lewandowski, George Mantz, Thom Hayes, Fred Sitter, Duro-Last Independent Sales Representative Brad Podojil, Duro-Last Independent Sales Representative Larry Podojil, Duro-Last Chairman of the Board Jack Burt

(Front Row - from left to right) Mike Klockow, Aaron Royalty, Dale Sveteck, Andy Royalty, Darrell Couch, Bobby Mcilquham, and Bob Ketchem

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.W. Farrell & Son
AA Applicators, Inc.
Accurate Roofing Co., Inc.
Advance Construction Co., Inc.
Advanced Roofing & Waterproofing
Advanced Roofing Solutions
Advanced Roofing Systems
Affordable Roofing
Alabama Roofing & Sheet Metal Co.
Alcal Hawaii
All Around Roofing & Gutters
All Seasons Roofing, Inc.
Alves, Inc.
Anthony Roofing
Armored Metal Works, Inc.
Associated Roof Services
Atlantic Roofing Systems
Awynn Roofing
Baldwin Roofing Co., Inc.
Barth Roofing Company, Inc.
Becker Roofing
Bell Roofing
Ben's Roofing, Inc.
Black & Sons Construction, Inc.
Bleser Built Roofing
Bond/Tec, Inc.
Booms Construction, Inc.

Booth & Little, Inc.
Bow-Tie Roofing
C & C Construction
Capitol Roofing
Cardinal Roofing
Central Alabama Metal
Citiroof Corporation
Clark Roofing Co.
CMAC Roofing & Maintenance
Columbia River Roofing
Commercial Roofing Services
Commercial Roofing Services, Inc.
Commercial Roofing, Inc.
Copley Roofing, Inc.
CRC Roofing, Inc.
CRS Companies
Cumberland Fabrication
Custom Craft Construction
D & G Roof Systems, LLC
D.M. Norris Co., Inc.
Dal Mar Roofing
Davis Roofing
Delta Roofing & Sheet Metal
Dempsey Commercial Roofing, Inc.
Diesslin Structures, Inc.
Dils Roofing
Diversified Services
Do-Right Roofing, Inc.
Durable Roofing, LLC
Durable Rooftop Solutions

Dynamic Exteriors 01, Inc.
East Muskegon Roofing
Ed Rutherford Roofing Co.
Elite Sheet Metal Works
Energy Roofing & Sheet Metal
Energy Roofing Solutions
Enviro-Tech, LLC
Esary Roofing & Siding Co., Inc.
Everguard Roofing
Exact Fit Contractors, Inc.
Farha Construction, Inc.
Fischer's Inc.
Florida Southern Roofing
Flying Out Construction
Future Construction
Genco Roofing, LLC
Graham Prewett, Inc.
Grays Roofing
Griffith Roofing Co., Inc.
H & S Contracting, Inc.
H.C. Anderson Roofing Company, Inc.
H.T.R.
Hall Contractors
Hausler Roofing, Inc.
Hermitage Roofing Co., Inc.
Hopkins Roofing
Independent Roofing Systems
IRC Roofing, Inc.
James Wright Roofing
JD Ventures, LLC

Jim Wallis & Sons Roofing
Johns & Kirksey, Inc.
Jordan Construction
JR & Company
JRS Facilities, Inc.
K.J.N. Restoration Co.
Kelco Builders, LLC
Kolpak Industries, Inc.
Kysor/Needham
Lake State Roofing, Inc.
Legacy Roofing & Waterproofing
Lentz Roofing Co.
Liberty Fence & Supply
Lighty Contractors
Linkville Roofing
M & C Construction
Maier Roofing Co., Inc.
Maloof Weathertight Solutions
Marshall Roofing & Sheet Metal
Martin & Sons Roofing, Inc.
Mc Elrath Roofing, Inc.
McDonnell Roofing, Inc.
Midian Roofing
Mid-South Roof Systems
Miller Roofing
Molloy Roofing Company
Montgomery Contractors
Montgomery Winslow Roofing
Moreno Roofing
Murray Roofing Co.
Nathan E. Daniels Roofing, Co.
Nelson Roof Contractors
New Vision Roofing
Nor-Lake, Inc.
North Central Wisconsin
Northern Exposure Roofing
Northwest Building Specialist
P.O. Roofing, Inc.
Pacific Harbors Roofing
Patrick Moody
Perkins Roofing Co., Inc.
Pickens Roofing & Sheet Metal
Premier South Roofing
Premium Roof Services
Priority Roofing Solutions
Pro Fastening Systems
Professional Roofing
R & D Radar Ventures, LLC
R & H Roofing, LLP
R & K Contracting, Inc.
R & M Construction
R.A. Haitz Co., Inc.
Rain Man Roofing & Waterproofing
Rainbow Enterprises, Inc.
Reflective Roofing
Robbins Roofing, Inc.
Rocky Mountain Applicators
Roof Doctor of NE Ohio
Roof Masters
Roof One, LLC
RoofTop Roofing, Inc.
RTN Roofing Systems, LLC
Ruff Roofers, Inc.
Ryman Commercial Roofing
S.G. Young Contracting
Sak's Contracting
Salazar Roofing & Construction
Sanchez Single Ply Roofing
Schaus Roofing
Schena Roofing & Sheet Metal
Select Renovations
Silver Comet Roofing
Skyline Construction
Skyline Enterprises, LLC
Skyline Roofing & Sheet Metal Co., Inc.

Skyline Roofing Houston
Sonic Enterprises, Inc.
Sorenson & Associates Roofing
Source One Construction
Southern Roof & Wood
Specialty Roofers, Inc.
Spiff Contracting, LLC
State of the Art Roofing, LLC
Summit Construction
Sunray Roofing, Inc.
Superior One Roofing & Construction
Sweers Eavestrough & Roofing Co., Inc.
Sydney Roofing
Tadco LLC
Tadlock Roofing
Tap Out Construction Limited
Tennessee Roofing & Construction
The Colorado Yurt Company
The Cool Roofing Co.
The Roof Depot, Inc.
The Roofing Company
Thomas Brown & Son Roofing
Tichenor, Inc.
Tile Roofing, Inc.
Timofey Nikulin
Tom's Sheet Metal & Roofing
Tricon Roofing & Construction
Turner Morris, Inc.
U.S. Commercial Roofing, Inc.
Versatile Roofing Systems
Vogler Sheet Metal Co.
Watertight Exteriors, Inc.
WeatherTight Solutions
West Wind Roofing, LLC
Wilson Roofing, Inc.

President Club

8135380 Canada, Inc.
A.H. Sturgill Roofing
A1 Roof Management
All Seasons Roofing Services
All Weather Roofing Co.
Allen Roofing & Construction, Inc.
Alliance Roofing
Apollo Roofing & Sheet Metal
Aulson Company LLC
Bel Air Foamed Insulation, Inc.
Best Roofing Services, LLC
Buchinger Roofing, Inc.
Burrell Built, LLC
C4 Roofing
Canyon State Roofing
CMS Roofing, LLC
Competitive Commercial Roofing, Inc.
Condia Roofing Contractors, LLC
CS Roofing Co., LLC
Done Right Roofing & General Contracting
DP Byers Company, LLC
Ed's Sheet Metal & Air Conditioning, Inc.
Exterior Pro, Inc.
Final Solutions Roofing, LLC
Frank Fiala Roofing, Inc.
Gage Constructors
GKS Commercial, Inc.
Green Roofing & Waterproofing
Hamilton Roofing
Holko Enercon
Innovative Roofing Solutions
Jessie Bryant Roofing Co., Inc.
J-Kay Construction, Inc.
John J. Narke G.C.
John Matthews Roofing
Kautz Construction
Kenco Designs, Inc.

Knox Roofing
Lee's Roofing & Spouting, Inc.
Lusk Roofing
M & D's Flat Roof Systems
Malone Properties, Inc.
Marsh Waterproofing, Inc.
Mid-America Roofing
Mikalan Roofing, Inc.
Mitchell's Roofing
Nickerson Construction
Pacific Weathershield Inc.
Pacific Yurts, Inc.
Permaroof Structures, LLC
Petersen Dean
Piedmont Professional Upfitters, Inc.
Pressure Point Roofing, Inc.
Riddell Roofing, Inc.
Roofing Solutions, Inc.
Rosie the Roofer, LLC
RPI/DDCI-JV, LLC
Ryan Roofing, Inc.
Saddleback Roofing, Inc.
Santucci & Sons Construction
Scott Quick Construction
Slagle Roofing & Construction, Inc.
Southern Roofing & Vinyl
SR Building Services, LLC
Starkweather Roofing, Inc.
Ted's Quality Roofing, Inc.
Terra Firma Estates, Inc.
Texas Roof Systems
Total Roofing & Reconstruction
Tranberg Roofing
United Roofing & Sheet Metal, Inc.
United Roofing Contractors, Inc.
Vega Roofing Co.
Wright Roofing, Inc.
WTI
Yorkstate Roofing Services, Inc.

Admiral Club

A. Secondino & Son, Inc.
Asta Roofing & Construction
Basic Capital Management
Dublin Construction Company, Inc.
Klapp Roofing Co., Inc.
Laguna Siding & Roofing
Metro Roofing & Sheet Metal, Inc.
Robert Binns Roofing, Inc.
Spirit & Sons, Inc.
Streng Construction, Inc.

General Club

Ace Roofing, Inc.
Alternative Roofing Systems, Inc.
Brandle Roofing & Sheet Metal Co.
Ciaccio Roofing Corporation
Cooper Roofing
Deason Roofing
Fidelity Roofing Company
Guycan Aluminum, Ltd
Nazareth Roofing
Scudder Roofing Co.

Chairman Award

Badgerland Commercial Roofing, Inc.
L.J. Beck Roofing & Guttering, Inc.
Midwest Coating, Inc.
Tomkat Roofing, Inc.
Wormley Bros. Roofing, Inc.

Golden Eagle Award

Nohava Construction, Inc.

DURO-LAST PROJECT AWARDS

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



Baker Roofing

Project: E & J Gallo Winery
Location: Modesto, California **Square Feet:** 20,000
Products: Duro-Last® membrane, Duro-Guard® ISO tapered panels, DEXcell™ roof boards, Roof Trak® Walkway Pads, Duro-Grip® CR-20 adhesive, Duro-Caulk® Advanced, EXCEPTIONAL® Metals edge details

Runner Up: Ohio and Indiana Roofing – West Liberty School
Royalty Roofing – General Wholesale Co.



Custom-Fabrication Award Winner



Roof Management Co.

Project: Cambridge Plaza
Location: Hazel Park, Michigan **Square Feet:** 103,000
Products: Duro-Last® membrane, Roof Trak® Walkway Pads, Duro-Caulk® Advanced

Runner Up: Superior Services RSH, Inc. – Brembo North America
Roof Management Co. – Pack Spec



Specialty Membrane Award Winner



Project: Flamingo South Beach – Center Tower
Location: Miami Beach, Florida **Square Feet:** 10,000
Products: Duro-Fleece Plus® and Duro-Last® membranes, Roof Trak® Walkway Pads, Duro-Caulk® Advanced, Duro-Grip® CR-20 adhesive, Duro-Last Duro-Blue® Slip Sheet

Runner Up: JRS Facilities, Inc. – Mini Mart
SR Building Services, LLC – Virginia Mason Hospital



Sustainability Award Winner



Roof Right, Inc.

Project: Ceresville New Holland
Location: Fredrick Maryland **Square Feet:** 17,000
Products: Duro-Last® membrane, Duro-Guard® EPS Flute Fill Combo insulation, Duro-Caulk® Advanced, EXCEPTIONAL® Metals edge details

Runner Up: Jewett Roofing – Colorado College, Honnen Ice Arena



Metal Roofing Award Winner



Moser Roofing Solutions

Project: OST Trucking Inc.
Location: Baltimore, Maryland **Square Feet:** 68,000
Products: Duro-Last® membrane, EXCEPTIONAL® Metals EM Retro-R® metal roofing panel



Runner Up: Maxim Homes, Inc. – Torrey Hill Intermediate School
Tech Roofing Services, Inc. – U-Haul

ROOF OF THE YEAR

JBK, Inc.

JBK, Inc.

Project: Lynn Camp Elementary School
Location: Corbin, Kentucky **Square Feet:** 119,000
Products: Duro-Fleece®, Duro-Tuff® and Duro-Last® membranes; Vinyl Ribs; Duro-Guard® EPS Flute Fill Combo insulation; Duro-Guard ISO HD insulation, Duro-Guard DensDeck® cover boards, EXCEPTIONAL® Metals accessories and edge details, Duro-Grip® CR-20 adhesive; Duro-Caulk® Advanced



You can watch videos of these projects at: www.youtube.com/user/DuroLastRoofing

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.

2017 Duro-Last Roofing Award Categories

- Edge-to-Edge & Deck-to-Sky™
- Custom-fabrication
- Specialty Roofing
- Metal Roofing
- Sustainability

ENTRY DEADLINE

Entries must be submitted by August 25, 2017.

QUESTIONS?

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

ENTRY RULES

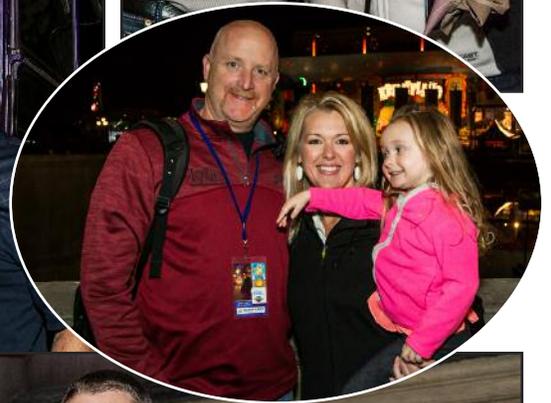
Unique roofing jobs completed between January 1, 2016 and August 25, 2017 are eligible for the competition.

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 25, 2017.

FINALE PARTY



“IT DOES NOT DO TO DWELL ON DREAMS AND FORGET TO LIVE, REMEMBER THAT.”

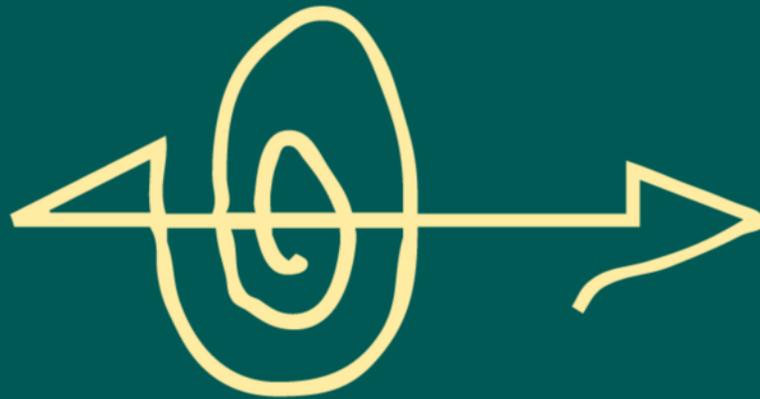
– DUMBLEDORE



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MORE FUN!



Join Us at the Hyatt Regency Hill Country Resort & Spa in San Antonio, Texas for the 2018 National Sales Seminar



We hope you can join us for next year's National Sales Seminar in San Antonio, Texas. Planning is already in full swing for the event, which will take place January 21 – 23, 2018 at the beautiful Hyatt Regency Hill Country Resort & Spa.

Nestled on 300 acres of the Rogers-Wiseman family ranch, this San Antonio Resort & Spa offers a unique blend of countryside relaxation and casual elegance. Prepare to float down their lazy river, or pull up a rocking chair on Aunt Mary's porch, you will enjoy a wonderful

retreat that feels a world away!

So mark your calendars for the 2018 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 Texas in January!



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800-248-0280

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