

Top Of The News

DURO-LAST® 2018 NATIONAL SALES SEMINAR EDITION

DURO-LAST®

40TH

ANNIVERSARY

1978 ▶ 2018



Message from Tom Saeli

It's hard to believe that another Duro-Last® National Sales Seminar has come and gone. Over 1,000 contractors and guests, and 200 companies traveled across the nation to attend this year's event in San Antonio, Texas!

Sessions were packed with lively speakers and informational presentations, including keynote addresses from National Roofing Contractor Association CEO Reid Ribble and former Blue Angel pilot John Foley. Breakout sessions included topics ranging from installation

techniques and custom-fabrication benefits, to growing your business with Duro-Shield™ and EXCEPTIONAL® Metals products, as well as customer engagement and lead development. Attendees left feeling inspired and motivated to make 2018 their best year yet!

We also took time to honor the hard work and dedication of so many of our contractors, recognizing outstanding sales figures and unique projects from the past year. Congratulations to our Contractors of the Year, Royalty Roofing and Parsons Commercial Roofing, and to everyone that was recognized - the growth and success of Duro-Last is due to your continued dedication and hard work.

While the 2018 Seminar offered invaluable learning opportunities, it also served as the official kick off to our year-long 40th Anniversary celebration! When John R. Burt manufactured the first Duro-Last

roof in 1978, he established a philosophy focused on creating the best roofing products and providing the best customer-centered service. This philosophy continues to drive everything that we do today, and inspires us to push the envelope to meet the complex needs of the industry. All of us at Duro-Last are proud of the accomplishments that we've achieved with our network of dedicated contractors and we thank you for sharing your journey with us.

Thank you again to everyone who made the trip to San Antonio with us, we hope you found the sessions and networking as valuable as we did. Let's hit the ground running in 2018, and I look forward to celebrating even more outstanding achievements at our 2019 National Sales Seminar in Orlando, Florida!



2018 Duro-Last National Sales Seminar: Celebrating Success, Dedication and 40 Years at the Top!

By Tara Gerhardt, Marketing Manager

The 2018 Duro-Last National Sales Seminar had another record year with over 1,000 registered attendees. This also marked the first Seminar with our entire team of Quality Assurance Technical Representatives in attendance – what an awesome experience that was! It was truly extraordinary to see everyone pack the Hyatt Hill Country Resort and Spa in San Antonio, Texas for three days of learning, networking and celebrating the successes of 2017.

The theme for this year's Seminar was 40 Years at the Top. Believe it or not, it has been 40 years since John R. Burt manufactured the first Duro-Last Roofing System, and the phenomenal success of his vision could have never been accomplished without the continued dedication of our network of contractors across the United States and Canada. We couldn't think of a more fitting way to honor this group and kick off the upcoming year than to celebrate this milestone with those who made it possible.

In addition to the informative breakout sessions and sensational keynote speakers, many partner suppliers made the trip to talk with attendees at the Vendor Showcase, highlighting how their products can enhance installations and business efforts. It was great to see so many contractors making connections with the vendors and discovering tools to take their business to the next level.

One of the most popular spots for attendees was the on-site Duro-Last Storefront. A wide variety of



clothing inventory and promotional items were available for purchase, as well as examples of marketing promotions that could be customized and ordered online. We're looking forward to seeing these Storefront purchases out in the field!

Thank you to everyone who participated in the 2018 National Sales Seminar – we hope you left with inspiration and excitement overflowing, just like all of us did. And here is to another year of record-breaking success!



We've already started planning next year's National Sales Seminar, which will take place January 20 – 22, 2019 at the beautiful Hyatt Regency Grand Cypress in Orlando, Florida. We hope you can make it!

Sales Representative Awards Banquet

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

Duro-Last recognized several talented sales representatives for their years of service and achievements during 2017. The event was held at the Buckhorn Saloon in downtown San Antonio, and attendees had a chance to show off their best “country” outfits.

The 2017 Duro-Last Sales Representative of the Year Award went to Buddy Wilson, who represents the East Texas region and has been with the company for 33 years.

Buddy has been recognized with the Sales Representative of the Year Award 11 times since 1985, and this is the 12th consecutive year he has been honored with the Top Sales Volume Award as well.

Congratulations to Buddy and to the entire Duro-Last sales team on another record year!



Sales Awards

ANNIVERSARIES

1 Year: Brad Backman, Tony Bryan, Scott Crowder, Eric Ghise, Tony Hirsch, Jim Imel, Glenn Katz, Ian MacNeill, Mark Newman, John Wagner Jr., John Wagner Sr., Randy Young

5 Years: Bill Paynter **10 Years:** Ryan Clark, Matt Jozwiak

15 Years: Mark Akagi, Barry Hirsch, Matt Moeller **20 Years:** Mike Spaniol

ACHIEVING A SIGNIFICANT SALES VOLUME FOR THE FIRST TIME

Over \$1,000,000

Glenn Katz

Over \$2,000,000

Jim Imel
Chris Monhollen

Over \$3,000,000

Dean Borkowski
Victor Daugherty

Over \$4,000,000

Eric Ghise / Jay Monteverde
Will Williams
Randy Young

Over \$7,000,000

Jeremy Tunney

Over \$10,000,000

John Deal / Adam Deal

Over \$31,000,000

Buddy Wilson

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

Victor Daugherty
Jim Imel
Mike Jenkins
Matt Jozwiak
Chris Monhollen

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

Ryan Clark
Jay Monteverde
Joey Weatherford

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

Matt Moeller / Justin Moeller
Will Williams

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

Dean Borkowski
Glenn Katz

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

John Deal / Adam Deal
Jeremy Tunney

TOP SALES INCREASE AWARDS OVER BEST YEAR EVER

Third place:

Buddy Wilson

Second Place:

Randy Young

First Place:

Brad Podojil / Larry Podojil / Tony Bryan

TOP SALES VOLUME AWARDS

Third Place:

Tom Allen / Steve Hibbs / Ryan Kinneberg

Second Place:

Jeff Gottron / Trevor Wagester / Ron Krueger

First Place:

Buddy Wilson

SALES REPRESENTATIVE OF THE YEAR

Buddy Wilson





Golf Tournament

The 9th annual Dick Jozwiak Memorial Golf Tournament took place on Sunday, January 21st at the Hill Country Golf Club. Well over 100 players enjoyed a day on the championship course, featuring diverse terrain, rolling meadows, lush hillsides, tree-shaded plateaus and tranquil lakes and ponds. Ranked as the “Best Golf Course in San Antonio” by readers of San Antonio Magazine, it was the perfect setting to kick off Seminar festivities.

Competition among teams was fierce throughout the day, and entertainment was plentiful. Congratulations to all of the winners!



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

THE WINNING TEAM!

1st Place:

Wendell Olson, Zach Cross, Jeff Strain, Rodney Castilleja
from Parsons Commercial Roofing

Closest to the pin winners:

Duro-Last Quality Assurance Technical Representative Scott Frederick, Jim Humphrey from Humphrey Construction, Wendell Olson from Parsons Commercial Roofing, and Matt McAninch from Colorado Commercial Roofing, Inc.

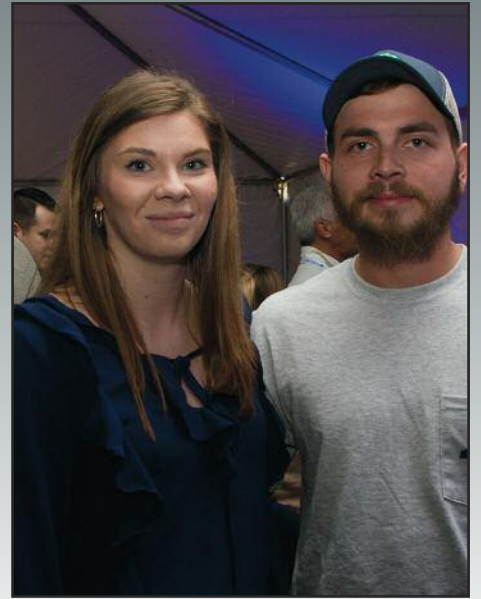
Longest Drive:

Al Holloway from Western Roofing, Inc.





NEW CONTRACTOR WELCOME RECEPTION



SUNDAY WELCOME PARTY



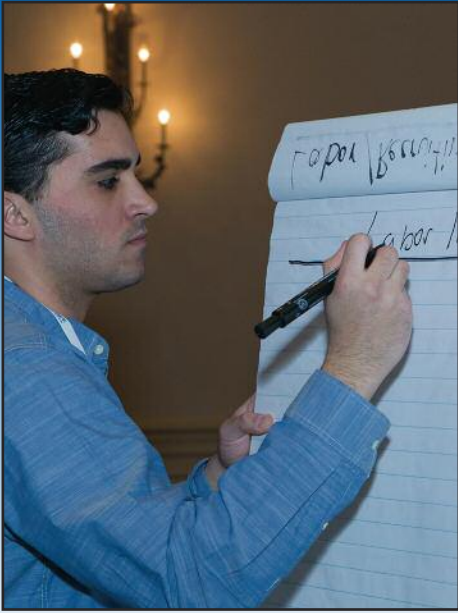
ROOFING COMPETITION



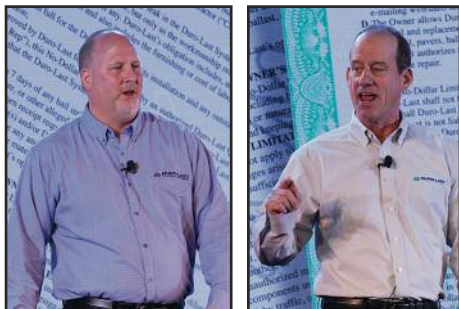
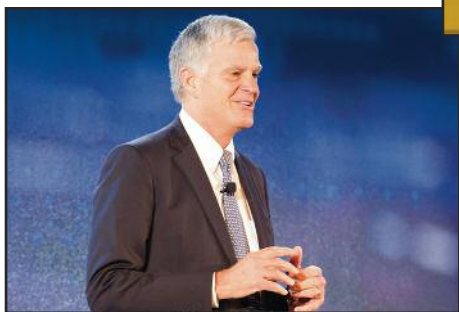
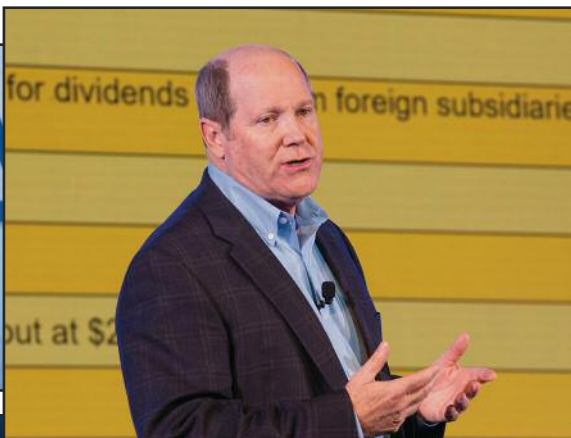
Congratulations to Robbie Ruiz and Miguel Hernandez of Southwest Spray Foam from Santa Fe, New Mexico for taking first place in the 2018 Duro-Last Roofing Competition! Thank you to competition sponsor Hapco, Inc. for donating BAK RiOn Handheld Hot-Air Welders to the top three winning teams.



BREAKOUT SESSIONS



Monday General Session



Exciting Announcements and Industry Insights

Monday's General Session kicked off with a bang as we welcomed our entire team of Quality Assurance Technical Representatives to the stage for the first time ever. After a State of the Company report from CEO Tom Saeli, Duro-Last representatives took the stage to share exciting updates and announcements.

Duro-Last's Corporate Accounts and Quality Assurance leaders teamed up to introduce a new service management initiative dedicated to handling post-installation service calls for Duro-Last and non-Duro-Last roofs on corporate account facilities. With the help of Duro-Last contractors, this developing initiative will oversee all elements of a service request, including the actual service call through the new A+ Service Contractor Program.

But the excitement didn't stop there. Keith Gere, Duro-Last Director of Engineering Services, joined Mitch Guettler, Duro-Last Director of Quality Assurance, to announce the new 25 and 30-year NDL warranty options available to Platinum, Elite and Master level authorized contractors.

Other presentations included a review of the benefits of Duro-Last's

custom-fabricated membrane and accessories, marketing activities and literature updates from the past year, a growth and product update from EXCEPTIONAL Metals, updated resources available through the Engineering Services team, and much more.

Four contractors were honored with project awards throughout Monday's General Session as well. Mid-Western Commercial Roofers were recognized with the 2017 Custom-Fabrication Award, Commonwealth Building Systems was recognized with the 2017 Edge-to-Edge & Deck-to-Sky™ Award, and Premiere Metalworks and Core Construction Group were each recognized with the 2017 Metal Roof Award.

Monday's General Session was rounded out with a keynote speech from National Roofing Contractor Association CEO Reid Ribble. Reid spoke to the eager audience about the state of the roofing industry and emerging trends, encouraging contractors to tackle the challenges they face in their own companies while lending their voice to the national conversation about issues impacting the industry as a whole.

Tuesday General Session



Inspiration and Tactics to Grow with Duro-Last

Tuesday's General Session energized the audience with even more exciting announcements, awards, and an inspirational speech by former Blue Angels pilot John Foley.

Duro-Last Marketing Manager Tara Gerhardt partnered with National Sales Manager Jason Dark and Director of Quality Assurance Mitch Guettler to announce the restructured Duro-Last Rewards program – Gateway to Growth – with larger-than-life samples of the benefits provided to qualifying contractors.

Another highlight of the presentations was a panel discussion moderated by Jason Dark with Todd Nasi, owner of Nasi Roofing; Ohio-region Duro-Last Independent Sales Representative Mike Gottron; and Duro-Last Business Development Manager for New England Scott Bieber. The group provided thoughtful answers on topics ranging from contractor relationships to insights on achieving successful Duro-Last sales.

Other presentations included the value of positive referrals in the marketplace; an update on the

continued development of the Duro-Shield™ product line; how to utilize rebate and incentive programs through local utility companies; tactics for utilizing Duro-Last's extensive variety of products to win jobs, and more.

The final three 2017 Project Awards were also recognized during Tuesday's General Session, along with the winners of the 2018 Roofing Competition. Southwest Spray Foam took home the Roofing Competition trophy for their speedy and clean installation of a mock Duro-Last roof during Sunday's competition. The 2017 Specialty Membrane Award was presented to Jaco Roofing, the 2017 Sustainability Award was presented to The Duerson Corporation, and the 2017 Roof of the Year Award was presented to Parsons Commercial Roofing.

Finally, our General Session was closed out with an awe-inspiring speech by John Foley. John shared a message of teamwork, trust, and leadership that he learned during his time with the Blue Angels, inspiring the audience to apply those lessons to their own businesses, rethink what they believe is possible and challenge the status quo.



Contractor of the Year
Royalty Roofing
 Seymour, Indiana



Over \$9 million in Duro-Last sales!



**20-Year Club
 Member**

Duro-Last, Inc. is proud to honor Royalty Roofing with the 2017 Contractor of the Year Award. Royalty Roofing - based in Seymour, Indiana – has been a certified Duro-Last contractor for 23 years, and sold over \$9 million of Duro-Last products throughout 2017. Congratulations Royalty Roofing!



Contractor of the Year
Parsons Commercial Roofing
Waco, Texas



Over \$9 million in Duro-Last sales!



Duro-Last, Inc. is proud to honor Parsons Commercial Roofing with the 2017 Contractor of the Year Award. This is the 12th year in a row that the Parsons team has been honored as Contractor of the Year. Parsons Commercial Roofing - based in Waco, Texas – has been a certified Duro-Last contractor for 20 years, and sold over \$9 million of Duro-Last products throughout 2017. Congratulations Parsons Commercial Roofing!



DURO-LAST
PLATINUM CONTRACTOR 2017

**20-Year Club
Member**



Monday Night Awards Banquet

**Congratulations to each of the award winners and thank you
for your continued loyalty to Duro-Last!**

Century Award

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

President Award

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

Admiral Award

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

General Award

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

Chairman Award

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

Golden Eagle Award

10 contractors were recognized for Duro-Last sales of \$2,000,000 or more.

John R. Burt Award

3 contractors were recognized for Duro-Last sales of \$4,000,000 or more.

Award winners unable to attend are listed on pages 42-43.



CENTURY AWARD



Advanced Roofing Services, LLC
Gulf Breeze, Florida



Anthony Roofing
Aurora, Illinois



Ascension Roofing & Fabrication
Gonzales, Louisiana



Capitol Roofing Service
Sandy, Utah



Complete Commercial Roofing
Kokomo, Indiana



Copley Roofing, Inc.
Crystal Lake, Illinois



Delta Roofing
Brookline, Missouri



Diekevers Roofing, Inc.
Grand Rapids, Michigan



D.M. Norris Co., Inc.
Clevs, Ohio



Done Right Roofing & General Contracting
Milano, Texas



Dynamic Alliance, LLC
Wisconsin Rapids, Wisconsin



Greystone Roofing, LLC
Krugerville, Texas



H. Treder & Sons
Princeton, Wisconsin



Hamilton Roofing
Lubbock, Texas



Incore Restoration
Wixom, Michigan



Joe Campbell Roofing, Inc.
Wilkesboro, North Carolina



J.T. Roofing
Melbourne, Florida



Kimmons Roofing & Ventilation
Merrill, Wisconsin



K.P. Lamarco
Chester, Connecticut



Lloyd Carpentry
Somerset, Pennsylvania



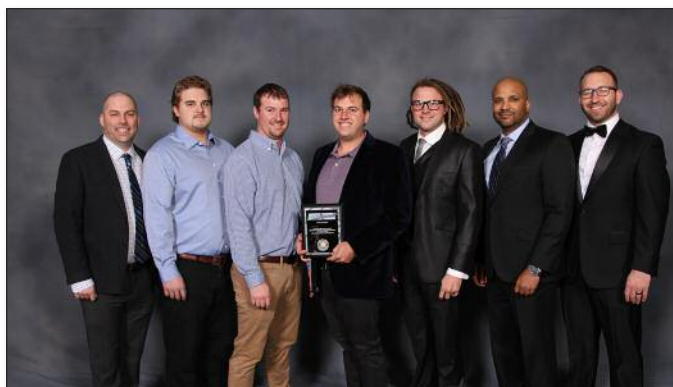
Lone Star Roof Systems
College Station, Texas



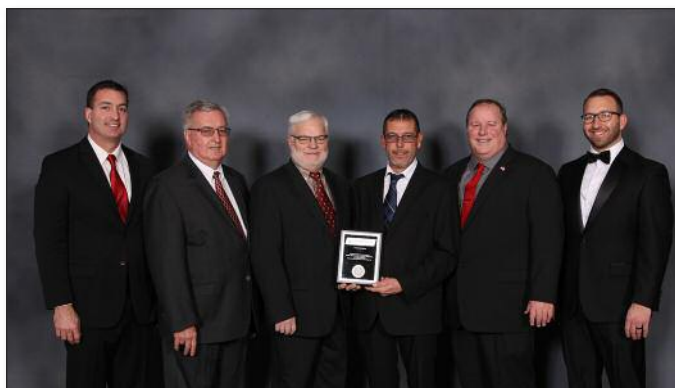
Medrano Roofing, Inc.
Bakersfield, California



Monarch Roofing, LLC
Myrtle Beach, South Carolina



Morgan Corp.
Clinton, Ontario



Pell Roofing
Brazil, Indiana



Premier Metalworks, LLC
Waco, Texas



Quinn Roofing Solutions
Windsor, Ontario



Rich Roofing Systems, Inc.
Zionsville, Indiana



Select Construction Co.
Ashburn, Virginia



Shields & Associates, Inc.
Little Rock, Arkansas



Southern Roofing Company
West Point, Mississippi



Southwest Spray Foam
Santa Fe, New Mexico



Sterling Pacific Commercial Roofing
Portland, Oregon



Superior Roofing, Inc.
Belvidere, Illinois



The Core Construction Group
Decatur, Alabama



PRESIDENT AWARD



All Weather Roofing, Co.
Stockton, California



Allen Roofing & Construction, Inc.
Monona, Iowa



Bruttell Roofing, Inc.
Oak Park, Michigan



Burrell Built Exteriors
Ooltewah, Tennessee



Coastal Roofing Co.
Charleston, South Carolina



Cosam Contracting, Inc.
Tiro, Ohio



Cowan Roofing, Inc.
Marshalltown, Iowa



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



DCA
Dundee, Ohio



Dempsey Roofing Co.
Lakeland, Florida



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



Energy Roofing Technology
Lake City, Florida



Freeport Industrial Roofing, Inc.
Freeport, Illinois



Frontier Contractors, Inc.
Pittsburgh, Pennsylvania



Goodmen Roofing Calgary, Ltd.
Airdrie, Alberta



Herbert Roofing & Insulation
Saginaw, Michigan



JBK, Inc.
Corbin, Kentucky



John Matthews Roofing
Russellville, Kentucky



Kidd-Luukko Corporation
Worcester, Massachusetts



Lake State Roofing, Inc.
Iron Mountain, Michigan



Leak Solutions
Birmingham, Alabama



Lindholm Roofing
Chicago, Illinois



Magic Roofing & Construction
Farmington, New Mexico



McDermott & Son Roofing, Co.
Atlantic, Iowa



McDonnell Roofing, Inc.
Anaheim, California



Mid-West Roofing & Sheet Metal
Kearney, Nebraska



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



Northern IL Seamless Roofing, Inc.
Mendota, Illinois



Professional Quality Roofing, LLC
Silverton, Oregon



P.S.I. Roofing
Oakland Park, Florida



Roof Tech, Inc.
Stillwater, Minnesota



Roofing by Fred Gross
Medford, New Jersey



Roofing Solutions, Inc.
Louisville, Kentucky



Saco Roofing
Saco, Maine



Sealtec White Roof, Inc.
Burlington, Ontario



Texas Roof Systems
Odessa, Texas



TRC Roofing
Alpena, Michigan



TriVAN Roofing & Waterproofing
Southlake, Texas



U.S. Roofing
Peabody, Massachusetts



Watertite Roofing
Dunnville, Ontario



West Central Roofing Contractors, Inc.
Willmar, Minnesota



WM Services, Inc.
Mississauga, Ontario



ADMIRAL AWARD



768-Roof
Clearfield, Pennsylvania



Ace Roofing, Inc.
Lafayette, Louisiana



Bordeau Contracting
St. Charles, Missouri



Ciaccio Roofing Corporation
Omaha, Nebraska



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



GKS Commercial, Inc.
Lubbock, Texas



Goodmen Roofing, Ltd.
Red Deer, Alberta



H.C. Anderson Roofing Company, Inc.
Rockton, Illinois



Hinkle Roofing Products, Inc.
Birmingham, Alabama



JAM Associates, Inc.
Poughkeepsie, New York



Kelly Roofing
Naples, Florida



Merit Roofing Systems, Inc.
Richardson, Texas



Nelson Enterprises
Pendleton, Oregon



Precision Roofing Services, Inc.
Sheboygan, Wisconsin



Pressure Point Roofing, Inc.
Central Point, Oregon



Red Sky Roofing
Crescent City, California



Roberts-McNutt, Inc.
North Little Rock, Arkansas



Sealtite Applicators, Inc.
Cockeysville, Maryland



Seaside Roofing, Inc.
Stuart, Florida



Slagle Roofing & Construction, Inc.
Monongahela, Pennsylvania



Springfield Construction
Kingsley, Michigan



State Roofing Systems, Inc.
San Leandro, California



Ultimate Roofing Systems
Cedar Park, Texas



Umbrella Roofing Systems, Inc.
Ellwood City, Pennsylvania



Urethane Unlimited
Gratis, Ohio





GENERAL AWARD



All Elements, Inc.
Montecello, Minnesota



Beyer Roofing Company, Inc.
Saginaw, Michigan



Construction Specialty Assoc.
Eva, Alabama



Cotterman & Company, Inc.
Minster, Ohio



Crossmark Roofing Solutions, LLC
Charlotte, North Carolina



Etheridge Roofing
Wilson, North Carolina



I.C. Enterprises, Inc.
Effingham, Illinois



Maxim Homes, Inc.
Flint, Michigan



Old South Construction
Wetumpka, Alabama



Reynolds Construction Co., Inc.
White Hall, Arkansas



Roofing Plus, Inc.
Grayson, Georgia





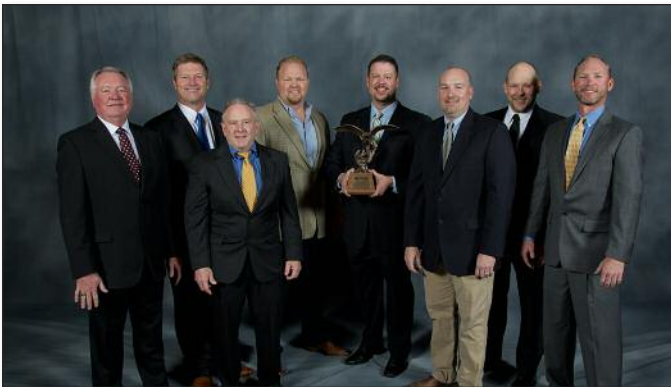
CHAIRMAN AWARD



All Weather Systems, Inc.
Newark, Ohio



Alternative Roofing Systems, Inc.
Snohomish, Washington



AW Roofing
Waco, Texas



B & M Roofing Contractors
Rocky Mount, North Carolina



Beckwith Commercial Roofing, Inc.
Clinton, Iowa



Building Associates
Bloomington, Indiana



Broken Arrow, Inc.
Tooele, Utah



CE Davis Contracting, LLC
Ford City, Pennsylvania



Colorado Commercial Roofing, Inc.
Colorado Springs, Colorado



Cool Roofing Systems, Inc.
Manteca, California



Damschroder Roofing, Inc.
Fremont, Ohio



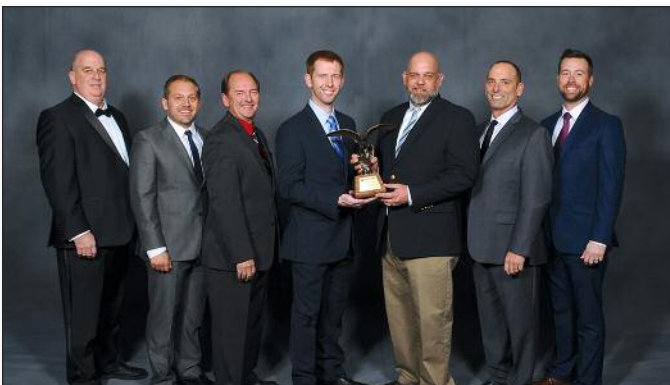
Deason Roofing
Tuscaloosa, Alabama



Great Lakes Roofing & Insulation Systems
Sault Sainte Marie, Michigan



Harrison Roofing Co., Inc.
San Angelo, Texas



Jewett Roofing Company
Greenville, Illinois



LaFerney, Inc.
Kingsport, Tennessee



Marty Robbins Roofing Company, Inc.
Dothan, Alabama



MC Roofing, LLC
Fort Thomas, Kentucky



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



Ohio & Indiana Roofing Co.
St. Henry, Ohio



Prime Source Construction
Burleson, Texas



Rest Assured Roofing
Brooklyn, New York



Roof Management Co., Inc.
Farmington Hills, Michigan



Superior Services RSH, Inc.
Lansing, Michigan



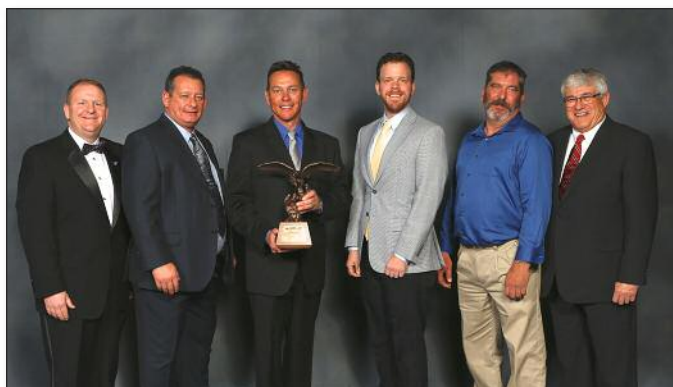
Technique Roofing Systems, LLC
St. Henry, Ohio



Washington Roofing Company
McMinnville, Oregon



Watson Roofing Company
Alamo, Tennessee



Wormley Bros. Roofing, Inc.
Buford, Georgia



Zimmer Roofing & Construction, Ltd.
Port Huron, Michigan





Coryell Roofing, Inc.

New Castle, Oklahoma



Platinum Contractor

Back Row (Left to right) Duro-Last National Sales Manager Jason Dark, Brandon Rakestraw, Kelly Coryell, Andrew Fierro, Greg Dunson, and Jeremy Hey
Middle Row (Left to right) Duro-Last Vice President of Southern Sales Lee Cobb, Duro-Last Independent Sales Representative Randy Young, Brian Prater, Colten Scott, Christian Coryell, Adam Meave, Sean Johnson, Jesse Kuykendall, Duro-Last Regional Sales Manager Michael Bottoms, and Duro-Last Vice President of West Coast Operations Tim Hart
Front row (Left to right) Nathan Young, Chase Stevens, Ragan Beedy, Theresa Coryell, Chris Coryell, Summer Kuykendall, Sunny Cooper, Cody Womack



The Duerson Corporation

Altoona, Iowa



25-Year Club Member • Platinum Contractor

Back Row (Left to right) Duro-Last Board Member Tom Lawler, Duro-Last Independent Sales Representative Ryan Kinneberg, Tanner Duer, Duro-Last Independent Sales Representative Tom Allen, Duro-Last Director of Quality Assurance Mitch Guettler, and Duro-Last Vice President of Southern Sales Lee Cobb
Front Row (Left to right) Kirk Duer, Lori Duer



Harold Hall Roofing, Inc.

Stuttgart, Arkansas



20-Year Club Member • Platinum Contractor

Back Row (Left to right) Duro-Last Independent Sales Representative Mark Newman, Jeremy Britton, Amanda Britton, Duro-Last Independent Sales Representative Dave Bradke, Jamie Hall, Duro-Last Independent Sales Representative Phil Davis, Mike Smith, Jana Smith, Sarah Grace Hall, and Duro-Last Vice President of West Coast Operations Tim Hart
Middle Row (Left to right) Harold Hall, Elois Hall, Jimmie Hall, Melody Hall, Brock Smith
Front Row (Left to right) Bryden Britton, Bralyn Britton, Braxen Britton



Jaco Roofing & Construction, Inc.

Clute, Texas



30-Year Club Member • Platinum Contractor

(Left to right) Wayne Parker, Duro-Last Independent Sales Representative Buddy Wilson, Glen Christensen, and Duro-Last Vice President of Sales Operations Steve Ruth



Mid-Western Commercial Roofers, Inc.

Mobile, Alabama



15-Year Club Member • Platinum Contractor

Back Row (Left to right) Duro-Last Independent Sales Representative Mark Newman, Duro-Last Independent Sales Representative Phil Davis, Gordon Nichols, Duro-Last Independent Sales Representative Ryan Clark, Duro-Last Independent Sales Representative David Bradke, and Duro-Last Director of Northeast Sales Brian Regnier
Front Row (Left to right) Cole Pace, Daniel Smith, George Bock, Marcus Dohert, and Chuck Smith



Nasi Roofing, LLC

Minocqua, Wisconsin



Platinum Contractor

Back Row (Left to right) Duro-Last Independent Sales Representative Matt Moeller, Josh Colassaco, Aaron Holtz, Eric Pietila, Ben Sivula, Cole Amundson, and Duro-Last Independent Sales Representative Justin Moeller
Front Row (Left to right) Chayce Nasi, Todd Nasi, Tess Nasi, Ayden Nasi, and Darren Losh



Presidential Roofing

Englewood, Colorado



Platinum Contractor

(Left to right) Duro-Last Director of Northeast Sales Brian Regnier, Duro-Last Independent Sales Representative Adam Deal, Raven Moser, Jeff Dopp, Jeff Bader and Duro-Last Independent Sales Representative John Deal



Sentry Roofing, Inc.

Covington, Indiana



30-Year Club Member • Platinum Contractor

(Left to right) Duro-Last Chairman of the Board Jack Burt, Duro-Last Independent Sales Representative Brad Podojil, Gene Fowler, Luann Fowler, Daniel Fowler, Taylor Fowler, Duro-Last Independent Sales Representative Tom Allen, and Duro-Last Independent Sales Representative Ryan Kinneberg



Trumble Construction, Inc.

Nash, Texas



Platinum Contractor

Back Row (Left to right) Troy Franklin, Ryan Campbell, Chris Trumble, Kyle Trumble, Duro-Last Independent Sales Representative Buddy Wilson, and Duro-Last Vice President of Sales Operations Steve Ruth
Front Row (Left to right) Kyle Osburn, Suzy Osburn, Barby Trumble, Robert Trumble, and River Osburn



Western Roofing, Inc.

Wheat Ridge, Colorado



20-Year Club Member • Platinum Contractor

Back Row (Left to right) Duro-Last Chairman of the Board Jack Burt, Duro-Last Independent Sales Representative John Deal, Joe Escalante, Junior Connelly, Brent Mings, Kevin Keyes, Steve Riley, Curtis Nicholson, Al Holloway, Dan Burggraf, Mike Reeder, Gordon Lane, Gil Herrera, Jim Jacobsen, and Duro-Last Independent Sales Representative Adam Deal
Front Row (Left to right) Sarah Connelly, Rhonda Leisure, Katie Keyes, Susan Nicholson, Lucy Benson, Yvonne Herrera, Susan Riley, and Maria Steele



D.K. Haney Roofing

Fort Worth, Texas



15-Year Club Member • Platinum Contractor

Back Row (Left to right) Melvin Foster, James Germany, Steven Welch, Thomas "MAC" Morris, Bryce Bundy, Dustin Haney, Will Riley, Ralph Harris, Terry Pittman, and Duro-Last CEO Tom Saeli
Front Row (Left to right) Jenifer Howdeshell, Carol Germany, Jayme Haney, Emina Paluszek, Rajeana Pittman



**Congratulations to all of this years winners.
Your success is what keeps your company and
Duro-Last at the top!**

ADDITIONAL AWARD WINNERS

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

Century Award

7 Summits Exteriors, LLC	Custom Craft Construction	Kawkawlin Roofing Co., Inc.
8135380 Canada, Inc.	Custom Exteriors	Kelco Builders, LLC
A & A Contracting	Dal Mar Roofing	Klapp Roofing Co., Inc.
A.W. Farrell & Son	Dempsey Commercial Roofing, Inc.	Kolpak Industries, Inc.
Action Roofing, Inc.	Devren Evans	Lentz Roofing Co.
Advance Construction Co., Inc.	Diamond B Roofing & Construction	Lewis Roofing & Construction
All Seasons Roofing, Inc.	Diamond Roofing, Inc.	Linkville Roofing
Allen Brothers, Inc.	DK Mason Construction Co.	Loberg Roofing
Andy's Roofing Co., Inc.	Domestic and Commercial Alterations	Lusk Roofing
A-Plus Roofing Co.	Dublin Construction Company, Inc.	Lydick-Hooks
Architectural Metals, Inc.	Durable Roofing, LLC	Maspeth Roofing & Siding
Arthur's Construction, Inc.	Durable Rooftop Solutions	McMurray & Sons, Inc.
Asta Roofing & Construction	Dynamic Exteriors 01, Inc.	Mikalan Roofing, Inc.
Atlantic Roofing Systems	Eagle Peak Exteriors	Mitchell's Roofing
AWT Construction Group, Inc.	Ed Rutherford Roofing Co.	Molloy Roofing Company
Awynn Roofing	Element Smart Roofing	Montano Construction & Roofing
B & B Roofing, Inc.	Elite Roofing Services	Monument Constructors, Inc.
Baldwin Roofing Co., Inc.	Elite Roofing Supply - Stockton	Moore Roofing, LLC
Barnett Roofing & Siding	Enduren Roofing, LLC	Nelson Roof Contractors
Barth Roofing Company, Inc.	Enviro-Tech, LLC	Nickerson Construction
Becker Roofing	Esary Roofing & Siding Co., Inc.	Nor-Lake, Inc.
Bennett Remodeling, Inc.	Florida Exterior Coating	Northern Exposure Roofing
Big D Dunnrite Roofing	Florida Southern Roofing	Northern Metal & Roofing
Bill Chambers Roofing	Four Seasons Energy Efficient Roofing	Northwest Building Specialist
Black & Sons Construction, Inc.	Freeman Sheet Metal	Pacific Weathershield Inc.
Bleser Built Roofing	Giese Roofing, Co.	Pacific Yurts, Inc.
Boster Roofing	Gold Country Roofing	Patrick Moody
Britton Roofing	Guaranty Sheet Metal Works, Inc.	PetersenDean
Brown Roofing	Guycan Aluminum, Ltd	Pickens Roofing & Sheet Metal
Builders Firstsource, Inc.	H & S Contracting, Inc.	Platinum Roofing, Inc.
Bulldog Contractors	Hausler Roofing, Inc.	Premier South Roofing
C & J Construction	Hefner Roofing, LLC	Pro-Tek Exterior Services, Inc.
Caden Roofing	Holko Enercon	R. Behmer Roofing, Inc.
Central Alabama Metal	I Roofs, LLC	R.A. Haitz Co., Inc.
Champion Roofing Co.	IRC Roofing, Inc.	Rain Man Roofing & Waterproofing
Circle City Roofing, Inc.	James Wright Roofing	Rainbow Enterprises, Inc.
Cobb Roofing	JHS Restoration, Inc.	Raincoat Roofing Systems
Columbia River Roofing	Jim Stevens Construction	Roof One, LLC
Commercial Construction Services, LLC	Jim Wallis & Sons Roofing	Roofing Solutions, NW
Commercial Roofing Services	John J. Narke G.C.	Roofing Specialists, Inc.
Consolidated Contracting, LLC	Jordan Construction	Royal Roofing Co., Inc.
Cross Country Roofing, Inc.	JR & Company	S.G. Young Contracting
CRS Companies		Santucci & Sons Construction
CS Roofing Co., LLC		Scarborough Industries, Inc.
Cumberland Fabrication		Schaus Roofing
		Schmidt Roofing Systems, LLC

Scott Quick Construction
 Shoemaker Roofing & Insulation
 Silver Shield Roofing & Construction
 Skyline Roofing Houston
 Sonic Enterprises, Inc.
 Specialty Roofers, Inc.
 Spiff Contracting, LLC
 Spoden Construction
 Sprick Roofing, Inc.
 State of the Art Roofing, LLC
 Sterling Commercial Roofing
 Stutzman & Kropf Contractors, Inc.
 Sweers Eavestrough & Roofing Co., Inc.
 Swindoll Construction, LLC
 Tech Corp LLC
 Ted's Quality Roofing, Inc.
 The Colorado Yurt Company
 The Roof Depot, Inc.
 Tranberg Roofing
 Turner Morris, Inc.
 Tusing Builders, Ltd
 Twin Rivers Improvement
 U.S. Commercial Roofing, Inc.
 United Roofing Contractors, Inc.
 United Roofing of Colorado
 Universal Roofing
 Vogler Sheet Metal Co.
 W.A.L. General Contractor
 Watertight Exteriors, Inc.
 Wayne Gonzales Roofing
 WeatherTight Solutions
 Weatherguard Roofing Co.
 West Wind Roofing, LLC
 Wilson Roofing, Inc.
 WLG Construction
 Woodall Companies, LLC
 Zonamerica SA

President Award

A+ All Pro Roofing, Inc.
 A1 Roof Management
 Advanced Roofing Solutions
 Affordable Roofing
 Alves, Inc.
 Associated Roof Services
 Baker Roofing Co.
 Bel Air Foamed Insulation, Inc.
 Bishop Inc.
 Bloyer & Sons

Borntrager Enterprises, Inc.
 C4 Roofing
 Condia Roofing Contractors, LLC
 Dils Roofing
 Do-Right Roofing, Inc.
 DP Byers Company, LLC
 Elite Roofing Supply Pittsburg
 Elite Sheet Metal Works
 Energy Roofing & Sheet Metal
 Exterior Pro, Inc.
 Fidelity Roofing Company
 Final Solutions Roofing, LLC
 Finishing Solution, LLC
 Frank Fiala Roofing, Inc.
 G & W Roofing & Construction
 Gage Constructors
 Green Earth Energy Photo. Corp.
 Green Roofing & Waterproofing
 Holthaus Companies, Inc.
 Innovative Roofing Solutions
 J.G. Roofing & Construction
 Johns & Kirksey, Inc.
 Kautz Construction
 Kenco Designs, Inc.
 Knox Roofing
 Lee's Roofing & Spouting, Inc.
 M & D's Flat Roof Systems
 Maier Roofing Co., Inc.
 Maloof Weathertight Solutions
 Marlette Roofing & Sheet Metal Co.
 Marsh Waterproofing, Inc.
 Matthews Construction
 McDonnell Roofing, Inc.
 Overhead, Inc.
 Pacific Harbors Roofing
 Phoenix Roofing, LLC
 Piedmont Professional
 Upfitters, Inc.
 Pinnacle Roofing Systems
 Premium Roof Services
 Quality Exteriors
 Reflective Roofing
 Roof Doctor of NE Ohio
 Ryan Roofing, Inc.
 Salazar Roofing & Construction
 Scudder Roofing Co.
 Skyline Roofing & Sheet Metal Co., Inc.
 Southland Roofing, Inc.
 Starkweather Roofing, Inc.
 Sunray Roofing, Inc.

Superior Roofing & Restoration
 Tadlock Roofing
 Terra Firma Estates, Inc.
 The Roofing Company
 Total Roofing & Reconstruction
 Tri-Silver Builders
 Turley Roofing
 United Roofing & Sheet Metal, Inc.
 Vega Roofing Co.
 Versatile Roofing Systems
 Wilson Roofing Division
 Wright Roofing, Inc.

Admiral Award

Alliance Roofing
 Ampco Roofing
 Basic Capital Management
 Brandle Roofing & Sheet Metal Co.
 Buchinger Roofing, Inc.
 CMS Roofing, LLC
 Competitive Commercial Roofing, Inc.
 Elliott Roofing
 Grell Commercial Roofing, Inc.
 K2 Summit
 Marchbanks Specialty Company, Inc.
 New Vision Roofing
 Robert Binns Roofing, Inc.
 RTN Roofing Systems, LLC
 Southern Roofing & Vinyl
 Spirit & Sons, Inc.
 Streng Construction, Inc.
 Vanguard Products, LLC
 WTI

General Award

Badgerland Commercial Roofing, Inc.
 Breault Roofing, Inc.
 Cooper Roofing
 Esko Maintenance Company
 Laguna Siding & Roofing
 Midwest Coating, Inc.

Chairman Award

L.J. Beck Roofing & Guttering, Inc.

Golden Eagle Award

Nohava Construction, Inc.

DURO-LAST PROJECT AWARDS

Edge-to-Edge & Deck to Sky™ Award

Commonwealth Building Systems, LLC

Project: Main Street, Cambridge
Location: Cambridge, Massachusetts **Square Feet:** 27,300
Products: Duro-Last® 60 mil membrane, Strip Mastic, and custom-fabricated curb flashings and stacks; Roof Trak® III walkway pads; Duro-Guard® ISO II; EXCEPTIONAL® Metals pitch pans, coping, and 2-piece snap-on compression

Runners Up:

Jewett Roofing Company - KMG Electronic Chemicals Project
Damschroder Roofing, Inc. - Coloneal Crawford Local Schools Project



Custom-Fabrication Award

Mid-Western Commercial Roofers, Inc.

Project: VT MAE Hangars 1&2
Location: Mobile, Alabama **Square Feet:** 177,000
Products: Duro-Last® 50 mil membrane, drains, stacks and two-way air vents; Duro-Guard® DEXcell™ cover board and Duro-Weave™ slip sheet; EXCEPTIONAL® Metals scuppers and edge details

Runners Up:

Trumble Construction, Inc. - Dr. Garza Elementary School Project
Damschroder Roofing, Inc. - ODOT District 4 Conneaut Salt Dome Project



Specialty Membrane Award

Jaco Roofing & Construction, Inc.

Project: First United Methodist Church
Location: Lake Jackson, Texas **Square Feet:** 77,000
Products: Duro-Last® 50 mil Sandstone Shingle-Ply®, two-way air vents, custom-fabricated stacks and curb flashings; Duro-Caulk® Advanced; Duro-Guard® EPS Fan Fold; EXCEPTIONAL® Metals edge detail

Runner Ups:

Jaco Roofing & Construction, Inc. - Central Assembly of God
- Angleton Project
Pacific Harbors Roofing - Puyallup Strip Mall Project



Sustainability Award

The Duerson Corporation

Project: Pella Regional Health Center
Location: Pella, Iowa **Square Feet:** 27,600
Products: Duro-Last® 50 mil membrane, custom-fabricated curb flashings, vapor barrier, Strip Mastic, and two-way air vents; Roof Trak® III walkway pads; Duro-Caulk®; Duro-Guard® ISO; EXCEPTIONAL® Metals coping and 2-piece snap-on compression

Runner Up:

Nasi Roofing, LLC - Lakeland Union High School Project



Metal Roofing Award

Premier Metalworks, LLC

Project: The Potter's House of North Dallas

Location: Frisco, Texas **Square Feet:** 19,000

Products: EXCEPTIONAL® Metals LokSeam® standing seam metal panels



Metal Roofing Award

The Core Construction Group, LLC

Project: St. Clair Correctional Facility

Location: Springville, Alabama **Square Feet:** 24,000

Products: Duro-Guard® ISO III CG; EXCEPTIONAL® Metals LokSeam® and Ultra-Dek® standing seam panels, Artisan® Series panels; varied caps, trims, terminations and flashings



Runners Up:

Presidential Roofing and Restoration, LLC - Alpert Residence Project
TriVAN Roofing - Allen Ranch Project

PROJECT OF THE YEAR

Parsons Commercial Roofing

Project: Sonora Independent School District

Location: Sonora, Texas **Square Feet:** 300,000

Products: Duro-Last® 50 mil membrane and custom-fabricated curb flashings; EXCEPTIONAL® Metals LokSeam® roof panels, gutters and downspouts; Duro-Guard® ISO, EPS, and DensDeck® cover board



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

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 24, 2018.

QUESTIONS?

Please contact Melissa Whitford at 800-248-2080 ext. 1079 or email mwhitfor@duro-last.com.

ENTRY RULES

Unique roofing jobs completed between January 1, 2017 and August 24, 2018 are eligible for the competition.

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.

Mail or email entries to: Duro-Last, Inc. Attn: Melissa Whitford, 525 E. Morley Drive Saginaw, MI 48601 Email: mwhitfor@duro-last.com

FINALE PARTY

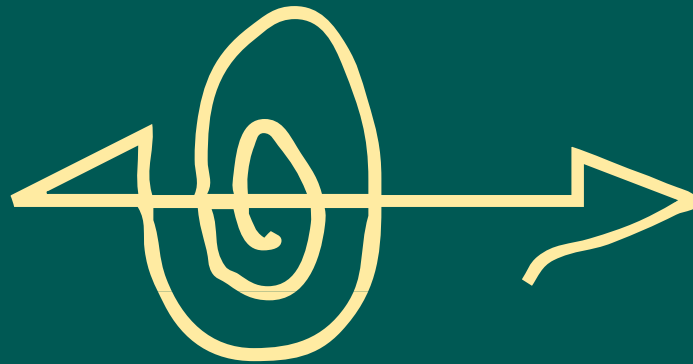




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CONTRACTOR**



SEMINAR FUN



SEMINAR FUN



Join Us at the Hyatt Regency Grand Cypress Hotel in Orlando, Florida for the 2019 National Sales Seminar



We hope you can join us for next year's National Sales Seminar in Orlando, Florida. Planning is already in full swing for the event, which will take place January 20 – 22, 2019 at the beautiful Hyatt Regency Grand Cypress.

Enjoy sunshine, seclusion and serenity in the heart of Lake Buena Vista. This family-friendly, luxury resort offers elegance and convenience. See for yourself with outdoor gardens, twelve tennis courts and 45 holes of Jack Nicklaus signa-

ture designed golf. There is also an on-site Marilyn Monroe Spa designed as if you were walking into the iconic starlet's California home!



We'll see you in Orlando, Florida in January!



Top Of The News

800-248-0280

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

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