

# Top Of The News

DURO-LAST® 2019 NATIONAL SALES SEMINAR EDITION





## Message from Tom Saeli

And just like that, the most well attended Duro-Last® National Sales Seminar ever is in the books!

An incredible 260 of our partners comprising 1,900 people traveled to this year's three-day event in Orlando! The General Sessions were packed with lively speakers and informational presentations, including an inspiring keynote address about leadership and culture from retired Navy Commander

Mike Abrashoff.

I really enjoyed the breakout sessions with many topics relevant to running a successful commercial roofing business. We discussed installation techniques, custom-fabrication benefits, Exceptional® Metals vast array of products, employee retention, income tax changes, and our brand new contractor website templates. We hope you left Orlando inspired to make 2019 your best year yet!

We also took time to honor the hard work and dedication of so many of our contractors, recognizing outstanding sales and unique projects from the past year. Congratulations to our Contractor of the Year, Parsons Commercial Roofing, and to everyone who attended the Awards Banquet. I was nervous and laughing at the same

time as the entertainment juggled dangerous objects while making jokes!

The theme of this year's Seminar was "Power of Partnership" – a fitting reminder of how John R. Burt founded and built Duro-Last! We consider you to be invaluable partners to us; in much that same way we are also partners with the companies that supply us with products and services.

Thank you again for all you do with Duro-Last, we hope we were successful in fulfilling our mission to "WOW OUR CUSTOMERS ALL WAYS ALWAYS!" We look forward to an exciting 2019!





# Maximizing the Power of Partnerships

The 2019 Duro-Last National Sales Seminar was one for the history books! Over 1,900 contractors and guests from 260 companies traveled from across the nation to be in Orlando for the event – our largest attendance numbers in Seminar history!

The theme for Seminar this year was Power of Partnership. Duro-Last was built around the concept of strategic partnerships and it was exciting to bring that to life during this year's event. Attendees were able to explore the power of their partnerships with Duro-Last by visiting with the on-site vendors, celebrating successes with peers, and learning how to take their businesses to the next level through thought-provoking speakers and breakout sessions. Topics covered in the breakout sessions included:

- Duro-Last Contractor Websites: What Are They and How Do They Work?
- Contractor Round Tables
- Recruit, Retain and Develop the Talent Your Business Needs to Survive and Thrive
- EXCEPTIONAL® Metals Flashings and Insulated Metal Panels
- 2018 Accounting and Tax Reform Changes
- Duro-Shield™ Roof Coatings with GRACO Professional Sprayers
- Installing Duro-Last: The Latest Tips, Tricks, and Installation Techniques
- Cost Savings When Using Duro-Guard® Polyiso

We were also thrilled to welcome retired Navy Commander Mike Abrashoff as our keynote



speaker. At the age of 36, Mike was named Commander of USS Benfold - a ship that was plagued by low morale, high-turnover and abysmal performance evaluations. Through hard work and reinventing the leadership culture aboard the ship, the USS Benfold was ranked #1 in performance just one year later. Mike shared his experiences and insight into leadership, culture, and the process of cultivating a high-performing team in your own company.

After three full days of education and activities, attendees were treated to a New York City street party at Universal Studios Florida™. Between the DJ, rides and attractions, food carts, and a visit from the Blues Brothers, it was the perfect way to end this incredible Seminar season.



***We've already started planning next year's National Sales Seminar, which will take place January 19-21, 2020 at the beautiful Arizona Grand Resort & Spa in Phoenix, Arizona. We hope you can make it!***

# Sales Representative Awards Banquet

## TOM ALLEN, KEITH HASTINGS, AND RYAN KINNEBERG HONORED AS DURO-LAST SALES REPRESENTATIVE OF THE YEAR

Duro-Last recognized several talented sales representatives for their years of service and achievements during the Roaring 20's Great Gatsby themed Sales Representative Awards Banquet. During the evening's festivities special recognition was paid to Jeff Gottron, who has represented Duro-Last as a dedicated independent sales representative throughout the Michigan region for over 35 years. Along with his Associate Representatives Ron Kruger and Trevor Wagester, Jeff's leadership and hard work over the years were recognized as a key element in Duro-Last's success throughout the Midwest. Tom Allen, longtime Duro-Last independent sales representative for the Iowa, Missouri and Illinois regions, was awarded with the 2018 Sales Representative of the Year award, along with his Associate Representatives Ryan Kinneberg and Keith Hastings. Tom has been representing Duro-Last for over 30 years, and throughout 2018 his team achieved a \$6.6 million sales increase over their best year ever.

Congratulations to Jeff, Tom and to the entire Duro-Last sales team on another record year!





# Sales Awards

## ANNIVERSARIES

**1 Year:** Joe Bristow, Dan Wilson

**5 Years:** John Deal, Jay Monteverde

**15 Years:** Daniel Lakstins

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

Mike Gottron – Bryan Gottron – Chris Gottron

Dean Borkowski

Glenn Katz

Mark Akagi

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

Mike Spaniol

Brett Franz

Ian Macneill

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

Will Williams

Matt Jozwiak

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

Chris Monhollen

## ACHIEVING A SIGNIFICANT SALES VOLUME FOR THE FIRST TIME OF \$4,000,000

Jay Monteverde and Eric Ghise

## TOP SALES INCREASE AWARDS OVER BEST YEAR EVER

### Third place:

Buddy Wilson

### Second Place:

Jeff Gottron, Trevor Wagester, Ron Kruger

### First Place:

Tom Allen, Keith Hastings, Ryan Kinneberg

## TOP SALES VOLUME AWARDS

### Third Place:

Jeff Gottron, Trevor Wagester, Ron Kruger

### Second Place:

Tom Allen, Keith Hastings, Ryan Kinneberg

### First Place:

Buddy Wilson

## SALES REPRESENTATIVES OF THE YEAR

Tom Allen , Keith Hastings, Ryan Kinneberg





# Golf Tournament

The annual Dick Jozwiak Memorial Golf Tournament took place on Sunday, January 20, at The Grand Cypress Golf Club. Over 25 teams enjoyed a day on the award-winning links, featuring 45 holes of Jack Nicklaus Signature-designed golf on four different courses.

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



(From left to right) Rodney Castilleja, Zach Cross, Jeff Strain, Kevin Strain

## THE WINNING TEAM!

**1st Place Team:** Parsons Commercial Roofing – score of 62  
Rodney Castilleja, Zach Cross, Jeff Strain, Kevin Strain

**2nd Place Team:** Jay Monteverde, Jim Schriber, Craig Davis, Benjamin Timko

**3rd Place Team:** Corey Burell, Brandon Sprinkle, Jesse Mathews

**Closest to the Pin:** North #4: Matthew Pugh, North #8: Steve Heaton, South #3: Jeff Strain, South #8: Ryan Milliken

**Closest to the Line:** North #9 Men: Ryan Kinneberg  
North #9 Ladies: Lisa Candela









# SUNDAY WELCOME PARTY





# ROOFING COMPETITION





# Monday General Session



## Monday General Session Features Supersized Announcements, Introductions and Resources

To say Seminar was “super-sized” this year is an understatement, and Monday’s General Session was no exception. After a State of the Company report from CEO Tom Saeli, Marketing Manager Tara Gerhardt took the stage to showcase a brand new initiative - contractor website templates. Best of all, they’re AMP-Up eligible!

After the exciting Marketing presentation, National Sales Manager Jason Dark took the stage to introduce his seven-part Super Breakout series. This Super Breakout was developed as a step-by-step approach for contractors to sell a Duro-Last Roofing System. During Monday’s General Session, Jason covered steps one through three: Needs Analysis, Below the Membrane Insulation Solutions, and Duro-Last Membrane Solutions. Each step covered the core activities that contractors should complete to successfully sell a Duro-Last Roofing System and the key customer benefits that should be highlighted during the selling process.

Other presentations included an update on the Duro-Shield™ coatings product line, the reveal of EXCEPTIONAL® Metals’ newly updated website, as well as an Engineering update which included the introduction of Duro-Last’s new Engineering Manager Ryan VanWert.

Two contractors were honored with Project Awards throughout Monday’s General Session as well. Superior Services RSH, Inc. was recognized with the 2018 Custom-Fabrication Award, and Freeman Sheet Metal was recognized with the 2018 Edge-to-Edge & Deck-to-Sky™ Award. Royalty Roofing was also recognized with the 2018 Edge Metal Installer of the Year Award.

Monday’s General Session was rounded out with a presentation from employee recruitment guru Chris Czarnik. Chris shared his insight into the labor shortage challenges facing the roofing industry with tips and principles for recruiting quality personnel and engaging them for long-term employment.



# Tuesday General Session



## Tuesday's General Session – Exploring the Power of Partnership with Customers and Employees

Tuesday's General Session was just as "super-sized" as Monday! Day two kicked off with Quality Assurance and Warranty Services Director Mitch Guettler presenting the 2019 Roofing Competition trophy to J.H. Strickland Construction. Following the presentation, Jason Dark took the stage with the continuation of his Super Break-out series. Throughout Tuesday's General Session, Jason covered steps four through seven: Custom-Fabricated Accessories, Metal Edge, Quality Assurance, and Warranties.

Other presentations included an update on Corporate Accounts, as well as Quality Assurance initiatives and the recognition of 40 contractors with the 2018 A+ Service Award.

The final four 2018 Project Awards were also recognized during Tuesday's General Session. The 2018 Metal Roofing Award was presented to Independent Roofing Systems, the 2018 Sustainability Award was presented

to Versatile Roofing, the 2018 Specialty Membrane Award was presented to Crossmark Roofing Solutions, and the 2018 Roof of the Year Award was presented to Elliott Roofing for their outstanding work on the Osage Casino and Hotel in Tulsa, Oklahoma.

Finally, General Session was closed out with an inspiring key-note speech by retired Navy Commander Mike Abrashoff. Mike shared his experience of taking over the USS Benfold as the most junior Commanding Officer in the Pacific fleet. With high turnover and low morale, Mike knew he was in for a challenge. However, within one year the ship was ranked #1 in performance – with the same crew. By changing the culture of the ship from "command and control" to engagement and cohesion, the crew began taking pride in their work and each other. Mike's message was clear – lead by example and cultivate a positive culture in your company, and your employees will stick with you for the long-haul.



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



*Over 8 million in Duro-Last sales!*



**DURO-LAST**  
PLATINUM CONTRACTOR 2016

**20-Year Club  
Member**

For the thirteenth consecutive year, Duro-Last has the distinct honor of recognizing Parsons Commercial Roofing of Waco, Texas as the Contractor of the Year. Parsons is a proud member of the 20-Year Club and has reached the pinnacle of success, exceeding \$8,000,000 in sales.

It is our sincere privilege and honor to present Parsons Commercial Roofing with the 2018 Duro-Last Contractor of the Year Award.





# Monday Night Awards Banquet

**Congratulations to over 450 award winners and thank you for your continued loyalty to Duro-Last!**

## **Century Award**

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

## **President Award**

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

## **Admiral Award**

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

## **General Award**

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

## **Chairman Award**

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

## **Golden Eagle Award**

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

## **John R. Burt Award**

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

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



## CENTURY AWARD



**1st Class Roofing, Inc.**  
Auburndale, Florida



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



**Bob Harvey Roofing, Inc.**  
Layton, Utah



**Capitol Roofing Service**  
Sandy, Utah





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



**DK Mason Construction Co.**  
Gaffney, South Carolina



**Done Right Roofing**  
Milano, Texas



**Enduren Roofing, LLC**  
Belle Vernon, Pennsylvania



**Fischer's, Inc.**  
New Orleans, Louisiana



**Freeman Sheet Metal, Inc.**  
Tuscaloosa, Alabama



**H. Treder & Sons, Inc.**  
Princeton, Wisconsin



**Hi-Tech Roofing & Sheet Metal**  
Lake Worth, Florida





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



**Kimmons Roofing & Ventilation**  
Merrill, Wisconsin



**Matthews Construction**  
Russellville, Kentucky



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



**MG Roofing, Inc.**  
Muscle Shores, Alabama



**Niederkoher Construction**  
Upper Sandusky, Ohio



**Northern IL Seamless Roofing, Inc.**  
Mendota, Illinois



**Pell Roofing**  
Brazil, Indiana





**Roof Right, Inc.**  
*Hampstead, Maryland*



**Select Renovations**  
*Fraser, Michigan*



**Source One Construction**  
*Plymouth, Michigan*



**Southern Roofing Company**  
*West Point, Mississippi*



**Surface Coatings, Inc.**  
*Devon, Pennsylvania*



**The Core Construction Group**  
*Decatur, Alabama*



**Tri Master Roofing, Inc.**  
*Etobicoke, Ontario*



**U.S. Roofing**  
*Peabody, Massachusetts*



**Veterans National Property Services**  
Lutz, Florida



**Weather Tight**  
Sanford, Michigan



**Wilson Company, LLC**  
Steamboat Springs, Colorado







# PRESIDENT AWARD



**768-Roof**  
Clearfield, Pennsylvania



**All Weather Roofing Co.**  
Stockton, California



**Ampco Roofing**  
Copley, Ohio



**AVCO Roofing**  
Tyler, Texas



**Bruttell Roofing, Inc.**  
Oak Park, Michigan



**Burrell Built Exteriors**  
Ooltewah, Tennessee



**C&J Construction**  
Milan, Michigan



**City Star Roofers, Inc.**  
Toronto, Ontario



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



**Columbia River Roofing**  
Clackamas, Oregon



**Commonwealth Roofing Corp**  
Louisville, Kentucky



**Complete Commercial Roofing**  
Kokomo, Indiana



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



**Crossmark Roofing Solutions, Inc.**  
Charlotte, North Carolina



**Dempsey Roofing Co.**  
Lakeland, Florida



**Dr. Roof, Inc.**  
Seaview, Washington





**Elliott Roofing**  
Oklahoma City, Oklahoma



**Energy Roofing Technology**  
Lake City, Florida



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



**Green Roofing & Waterproofing**  
Nokomis, Florida



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



**Independent Roofing Systems, Inc.**  
Jackson, Mississippi



**JH Strickland Construction, LLC**  
Hahira, Georgia



**Kidd-Luukko Corporation**  
Worcester, Massachusetts



**Leak Solutions**  
Birmingham, Alabama



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



**M&D's Flat Roof Systems**  
Lewiston, Idaho



**Nickerson Construction**  
Blossburg, Pennsylvania



**Rana Construction Company**  
Memphis, Tennessee



**Roof Tech, Inc.**  
Stillwater, Minnesota



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



**Seaside Roofing Co.**  
Stuart, Florida





**Select Construction Co.**  
Ashburn, Virginia



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



**Turley Roofing**  
Ocala, Florida



**Ultimate Roofing Systems**  
Cedar Park, Texas



**Universal Roofing Company, Inc.**  
Linwood, Michigan



**Urethane Unlimited**  
Gratis, Ohio



**Vanguard Org, Inc.**  
Wappinger Falls, New York



**Versatile Roofing Systems**  
Grant, Michigan



**Venture Holdings, Ltd.**  
Taber, Alberta



**Woodall Companies, LLC**  
Murray, Kentucky



## ADMIRAL AWARD



**ASTA Roofing & Construction**  
Winslow, Alabama



**Bel Air Foam & Roofing, Inc.**  
Bel Air, Maryland



**Building Associates**  
Bloomington, Indiana



**CE Davis Contracting, LLC**  
Ford City, Pennsylvania





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



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



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



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



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



**K2 Summit**  
Deerfield Beach, Florida



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



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



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



**Moser Roofing Solutions, LLC**  
Lancaster, Pennsylvania



**Old South Construction**  
Wetumpka, Alabama



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



**P.S.I. Roofing**  
Oakland Park, Florida



**Professional Quality Construction, LLC**  
Silverton, Oregon



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



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





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



**Springfield Construction**  
Kingsley, Michigan



**Trivan Roofing & Waterproofing**  
Southlake, Texas



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



**Watertite Roofing**  
Dunnville, Ontario





# GENERAL AWARD



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



**Hinkle Roofing Products, Inc.**  
Birmingham, Alabama



**Jewett Roofing Co.**  
Greenville, Illinois



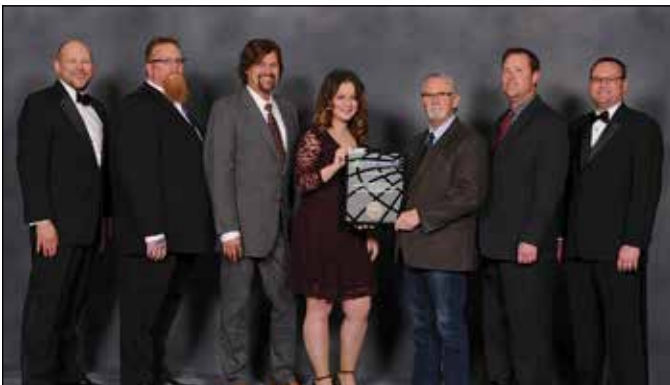
**Kelly Roofing**  
Naples, Florida



**MC Roofing, LLC**  
Fort Thomas, Kentucky



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



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







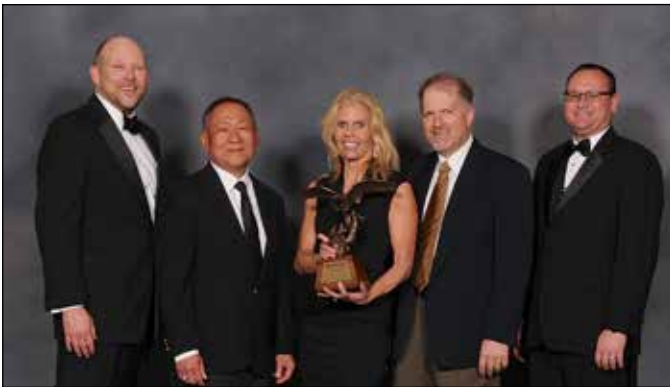
# CHAIRMAN AWARD



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



**B&M Construction, Inc.**  
Rocky Mount, North Carolina



**L.J. Beck Roofing & Guttering, Inc.**  
Derby, Kansas



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



**Brandle Roofing & Sheet Metal Co.**  
Midland, Michigan



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



**Ciaccio Roofing Corporation**  
Omaha, Nebraska



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



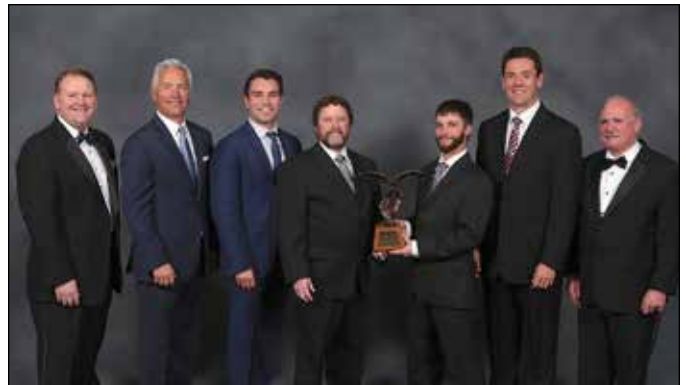
**Construction Specialty Assoc.**  
Eva, Alabama



**Cool Roofing Systems, Inc.**  
Manteca, California



**Coryell Roofing Systems, Inc.**  
Oklahoma City, Oklahoma



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



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



**DCA Commercial Roofing**  
Millersburg, Ohio



**DCI**  
West Palm Beach, Florida



**Etheridge Roofing**  
Wilson, North Carolina





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



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



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



**JBK, Inc.**  
Corbin, Kentucky



**LaFerney, Inc.**  
Kingsport, Tennessee



**Marchbanks Specialty Company, Inc.**  
Water Valley, Mississippi



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



**Maxim Roofing**  
Flint, Michigan



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



**Nasi Roofing, LLC**  
Minocqua, Wisconsin



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



**Pressure Point Roofing, Inc.**  
Central Point, Oregon



**Rest Assured Roofing**  
Brooklyn, New York



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

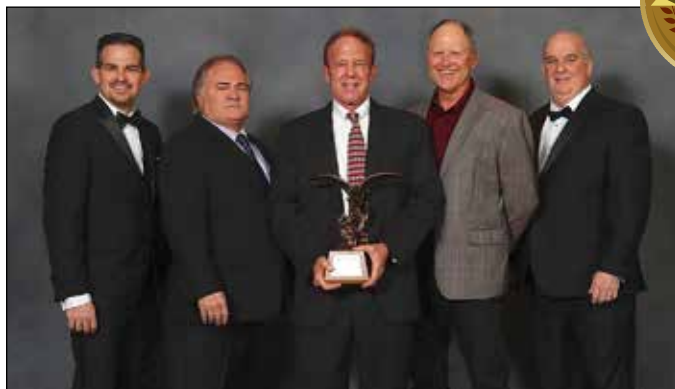


**Superior Services RSH, Inc.**  
Lansing, Michigan



**Technique Roofing Systems, LLC**  
St. Henry, Ohio





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



**Washington Roofing Company**  
McMinnville, Oregon



**Watson Roofing Company**  
Alamo, Tennessee



**Zimmer Roofing & Construction, Ltd.**  
Port Huron, Michigan



## The Duerson Corporation

Altoona, Iowa



**25-Year Club Member • Platinum Contractor**

(Back Row - Left to right) Duro-Last Executive Vice President Shawn Sny, Duro-Last Independent Sales Representative Ryan Kinneberg, Tanner Duer, Kirk Duer, Jake Viggers, Duro-Last Independent Sales Representative Tom Allen, and Duro-Last Vice President of West Coast Operations Tim Hart  
(Front Row - Left to right) Brodi Duer, Lori Duer, and Maggie Viggers



## Harold Hall Roofing, Inc.

Stuttgart, Arkansas



### *20-Year Club Member • Platinum Contractor*

*(Back Row - Left to right) Duro-Last Board Member Tom Lawler, Mark Newman, Amanda Britton, Duro-Last Independent Sales Representative Ryan Brown, Jeremy Britton, Jimmie Hall, Mike Smith, Darryl Mixon, Brock Smith, Duro-Last Independent Sales Representative Phil Davis, and Duro-Last National Sales Manager Jason Dark*

*(Front Row - Left to Right) Bryden Britton, Braxton Britton, Bralyn Britton, Jana Smith, Courtney Mixon, Lillian Smith, and Melody Smith*



## Jaco Roofing & Construction, Inc.

Clute, Texas



### *30-Year Club Member • Platinum Contractor*

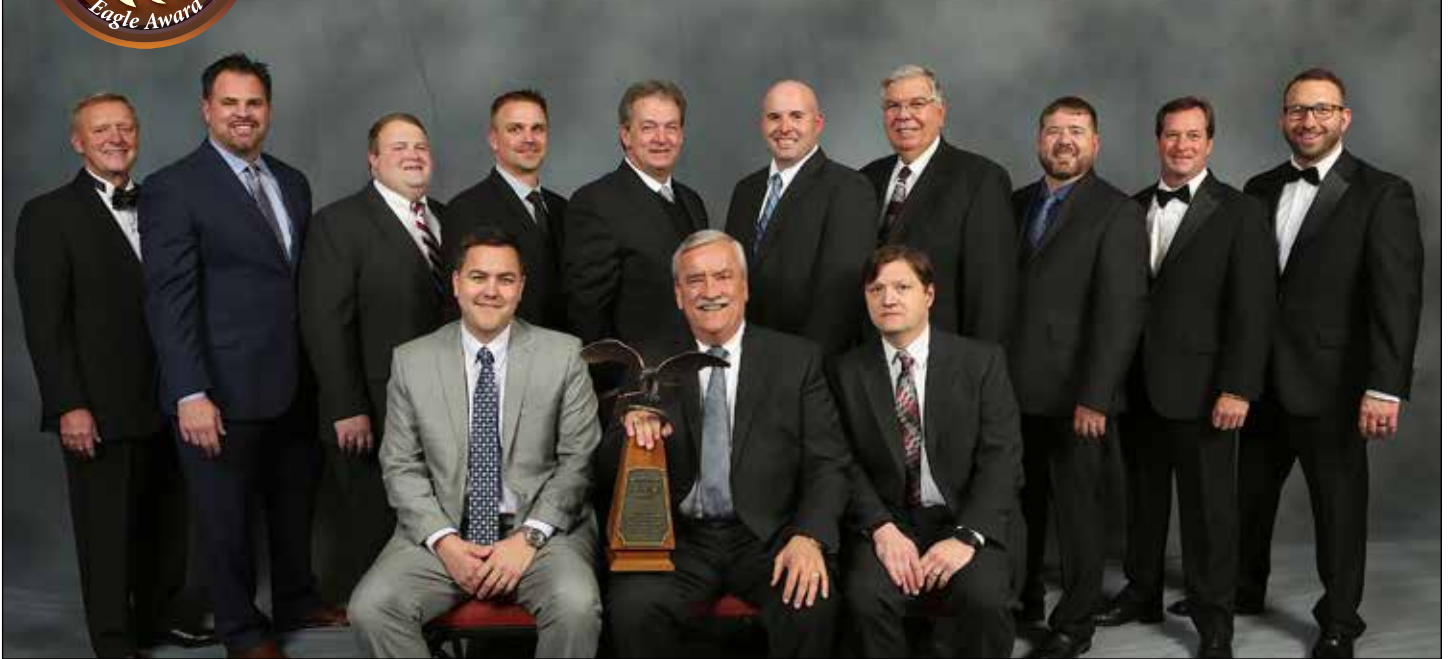
*(Left to Right) Duro-Last Board Member Tom Lawler, Duro-Last Independent Sales Representative Buddy Wilson, Chris Christensen, Glen Christensen, and Duro-Last National Sales Manager Jason Dark*





# Mid-Western Commercial Roofers, Inc.

Mobile, Alabama



## 20-Year Club Member • Platinum Contractor

*(Back Row - Left to Right) Duro-Last Board Member Tom Lawler, Duro-Last Independent Sales Representative Ryan Brown, Duro-Last Associate Sales Representative Gordon Nichols, Duro-Last Independent Sales Representative Ryan Clark, Chuck Smith, Cole Pace, Duro-Last Independent Sales Representative Phil Davis, Duro-Last Associate Sales Representative Mark Newman, Duro-Last Vice President of Southern Sales Lee Cobb, and Duro-Last National Sales Manager Jason Dark  
(Front Row - Left to Right) Daniel Smith, George Bock, and Marcus Dobert*



# Prime Source Construction

Burleson, Texas



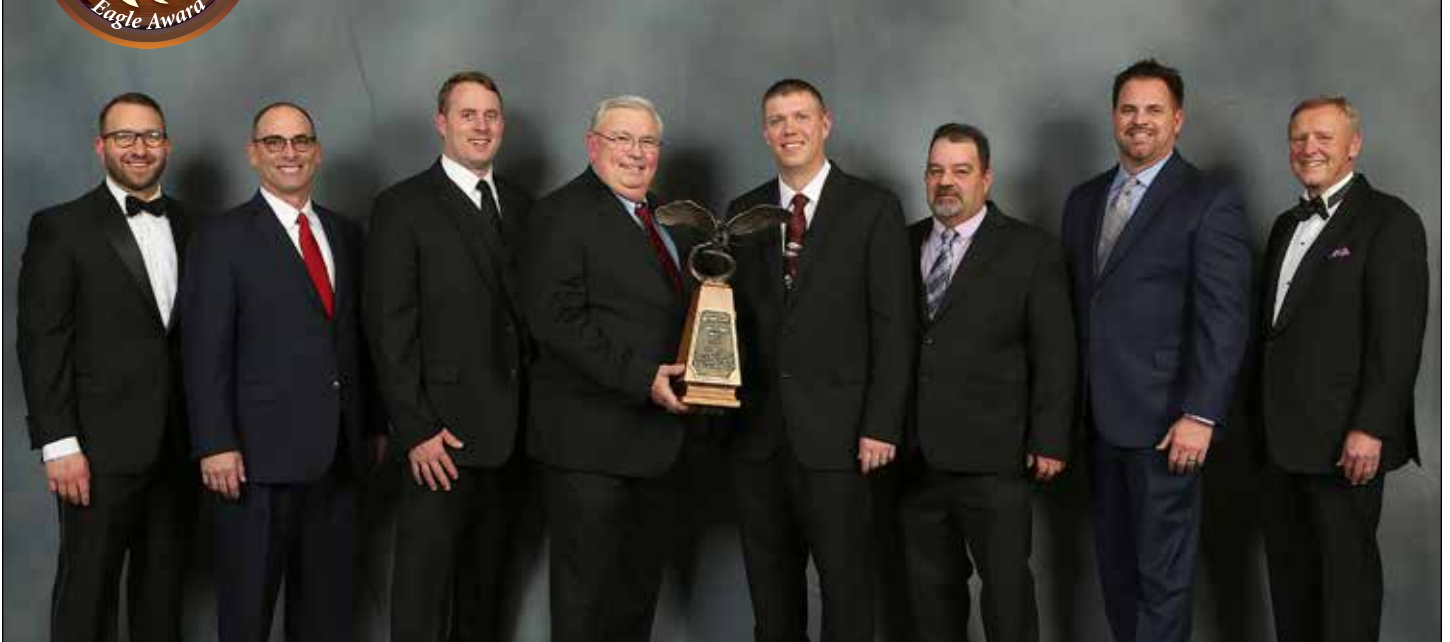
## 20-Year Club Member • Platinum Contractor

*(Back Row - Left to Right) Duro-Last Vice President of Operations Mike Tracey, Erin Jenkins, Trent Doty, Eric Brown, Brad Doty, Tanner Love, Duro-Last Independent Sales Representative Buddy Wilson, and Duro-Last Vice President of Sales Operations Steve Ruth  
(Front Row - Left to Right) Taylen Doty, Sherry Brown, Delaina Doty, and Teagen Doty*



# Reynolds Construction Co., Inc.

White Hall, Arkansas



**15-Year Club Member • Platinum Contractor**

*(From Left to right) Duro-Last National Sales Manager Jason Dark, Duro-Last Independent Sales Representative Tom Allen, Duro-Last Associate Sales Representative Keith Hastings, Ronnie Reynolds, Mike Reynolds, Greg Bass, Duro-Last Independent Sales Representative Ryan Brown, and Duro-Last Board Member Tom Lawler*



# Trumble Construction, Inc.

Nash, Texas



**5-Year Club Member • Platinum Contractor**

*(Back Row - From Left to Right) Duro-Last Vice President of Operations Mike Tracey, Duro-Last Independent Sales Representative Buddy Wilson, Chris Trumble, Ryan Campbell, Robert Trumble, Kyle Osburn, Kyle Trumble, and Duro-Last Vice President of Sales Operations Steve Ruth  
(Front Row - Left to right) Hanna Campbell, Barby Osburn, Suzy Osburn*





# Western Roofing, Inc.

Wheat Ridge, Colorado



## 20-Year Club Member • Platinum Contractor

*(Back Row - From Left to Right) Duro-Last Executive Vice President Shawn Sny, Duro-Last Independent Sales Representative John Deal, Brent Mings, Kevin Keyes, Gil Herrera, Al Holloway, Curtis Nicholson, Steve Riley, Jim Jacobson, Gordon Lane, Dan Burggraf, and Duro-Last Vice President of West Coast Operations Tim Hart*

*(Front Row - Left to right) Rhonda Leisure, Katie Keyes, Yvonne Herrera, Susan Nicholson, Susan Riley, Maria Steele, Nancy Thatcher, and Lucy Benson*



# D.K. Haney Roofing

Fort Worth, Texas



## 15-Year Club Member • Platinum Contractor

*(Back Row - Left to Right) Duro-Last Executive Vice President Jason Tunney, Duro-Last Sales Representative Randy Young, Melvin Foster, Steven Welch, Will Riley, James Germany, Bryce Bundy, Duro-Last Independent Sales Representative Buddy Wilson, Duro-Last Independent Sales Representative John Deal, EXCEPTIONAL Metals General Manager Mike Gwizdala, and Duro-Last CEO Tom Saeli*

*(Front Row - Left to Right) - Max Whitemyer, Lauren Whitemyer, Dustin Haney, Jayme Haney,*

*Carol Germany, Emina Paluszek, and Ralph Harris*



## Royalty Roofing

Seymour, Indiana



### **20-Year Club Member • Platinum Contractor**

*(Back Row - Left to right) Duro-Last Executive Vice President Jason Tunney, George Mantz, Darrell Couch, Thom Hayes, John Kelley, Duro-Last Associate Sales Representative Larry Podojil, Duro-Last Associate Sales Representative Tony Bryan, and EXCEPTIONAL Metals General Manager Mike Gwizdala*

*(Front Row - Left to Right) - Bob Ketchem, Dale Sventeck, Andy Royalty, Robert Gorczyca, and Duro-Last Independent Sales Representative Brad Podojil*



## Sentry Roofing, Inc.

Covington, Indiana



### **20-Year Club Member • Platinum Contractor**

*(Back Row - Left to Right) Duro-Last Vice President of Southern Sales Lee Cobb, Duro-Last Independent Sales Representative Ryan Kinneberg, Duro-Last Independent Sales Representative Tom Allen, Daniel Fowler, Gene Fowler, Brian Eades, Tim Fowler, Duro-Last Independent Sales Representative Brad Podojil, and Duro-Last Chairman of the Board Jack Burt*

*(Front Row - Left to Right) April Fowler, Luann Fowler, Laura Eades, and Elizabeth Fowler*



## 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	Evergreen Design-Build	Meyer Roofing & Sheet Metal, Inc.
A & M Contractors, Inc.	Everguard Roofing	MGC Roofing & Construction, Inc.
A.H. Sturgill Roofing, Inc.	Four Seasons Energy Efficient Roofing	Michigan Roofing Group
A1 Roof Management	Fox Brothers Co.	Mid-America Roofing
ACE Roofing, LLC	Frey-Moss Structures, Inc.	Midwest Roofing & Custom Metals
Advanced Roofing & Waterproofing	Future Construction	Mid-West Roofing & Sheet Metal
All Seasons Roofing, Inc.	Gage Constructors	Miller Roofing, Inc.
Alliance Exterior Construction	Geisler Roofing, Inc.	Montano Construction & Roofing
All-Rite Construction, Inc.	Genco Roofing, LLC	Montgomery Contractors
A-Plus Roofing Company	GKS Commercial Roofing	More Consulting Corp.
Awynn Roofing	Gluth Brothers Roofing Co.	Nazareth Roofing
Axiom Division 7	Goodmen Roofing Calgary, Ltd.	Northern Exposure Roofing
B & B Roofing, Inc.	Graco Roofing & Construction, LLC	NW Roofing Solutions, LLC
Baldwin Roofing Co., Inc.	H & S Contracting, Inc.	NWBS, Inc.
Bally Refrigerated Boxes	Hausler Roofing, Inc.	Overton Roofing, LLC
Barnett Roofing & Siding	Herbert Roofing & Insulation	Pacific Harbors Roofing
Becker Roofing	Hively Contracting Co.	Pacific Weathershield, Inc.
Big D Dunnrite Roofing	Holland Roofing	Patrick Moody
Bill Chambers Roofing	Hopkins Roofing	Paul Horschel & Son, Inc.
Black & Sons Construction, Inc.	Howard & Sons, Inc.	Perfection Roofing & Construction, Inc.
Bleser Built Roofing	Imperial Roofing Contractor	Petersendean (Formerly Roofing Services, Inc.)
Bloyer & Sons, Inc.	Innovative Roofing Solutions	Phoenix Roofing, LLC
Booth & Little, Inc.	IRC Roofing, Inc.	Platinum Roofing, Inc.
Bravo Roofing, Inc.	J. Adams Roofing	Ponderosa Roofing & Steel Works
Breck Construction	J. DAVIS Construction	Premier Building Associates, LLC
Caleb Crowell Roofing, LLC	James R. Taylor & Son's, Inc.	Premier South Roofing
Carlson Roofing Company, Inc.	James Wright Roofing	Pro Roofing & Siding
Central Alabama Metal	Jessie Bryant Roofing Co., Inc.	Pro-Tek Exterior Services, Inc.
Chinook Roofing & Gutters	Jet Construction	Quality Roofing Solutions, LLC
Classic Roofing, Inc.	JGA Roofing	Quality Roofing
Clearview Construction, LLC	Jim Brown & Sons Roofing Co., Inc.	Quick Construction, Inc.
CMAC Roofing	Jim Stevens Construction, Inc.	Raincoat Roofing Systems
CMS Roofing, LLC	Jim Wallis & Sons Roofing, Inc.	RB Hash & Associates
Coastline Roofing & Construction, Inc.	J-Kay Construction, Inc.	Reclaim Construction, LLC
Cobb Roofing, Inc.	John J. Narke G.C.	Red Sky Roofing
Commercial Roofing Services	John Matthews Roofing	Renew Roofing Co.
Commercial Roofing Solution	Johns & Kirksey, Inc.	Rich Roofing Systems, Inc.
Con-Metal Contractors	Jorco Construction	Richter Roofing Co., Inc.
Consolidated Contracting, LLC	Jordan Construction	Rising Star Roofing
CS Roofing Co, LLC	Josh Martin Roofing, Inc.	Rogue Valley Roofing
D.J. Walker Construction, LLC	JR & Company Roofing Contractors, Inc.	Roof Corp of California, Inc.
Dal Mar Roofing	K & M Distributing & Roofing Systems, Inc.	Roof Doctor of NE Ohio
Danielson Glass & Mirror	K.J.N. Restoration Co.	Roof Maintenance Spec.
Dempsey Commerical Roofing, Inc.	Kautz Construction	Roof One, LLC
Diamond Roofers, LLP	Kawkawlin Roofing Co., Inc.	Roofing Solutions NW
Diversified Services	Kentuckiana General Construction	Roofs, Inc.
DP Byers Company, LLC	Lentz Roofing Company	Roofscapes, Inc.
Dunnrite Roofing, Inc.	Lewis Roofing & Construction	Roy Collins Construction Company, Inc.
Durable Roofing, LLC	Life Roofing, LLC	RTN Roofing Systems, LLC
Durable Rooftop Solutions	Loberg Roofing	Salazar Roofing & Construction
Eichler Construction	Long's Roofing & Sheet Metal	Scarborough Industries, Inc.
Element Smart Roofing	Lusk Roofing	Schena Roofing & Sheet Metal
Elevated Roofing, LLC	M&W Roofing & Construction	Schmidt Roofing Systems, LLC
Elsom Roofing, Inc.	McAllen Valley Roofing Co.	Sidney Roofing Co., Inc.
Enterprise Roofing & Sheet Metal	McElrath Roofing, Inc.	Silver Shield Roofing & Construction
Enviro-Tech, LLC	McMurray & Sons, Inc.	Silverado Roofing Group

Skyline Roofing Houston  
 Southwest Spray Foam  
 Specialty Roofers, Inc.  
 Spiff Contracting, LLC  
 Sprick Roofing, Inc.  
 Starkweather Roofing, Inc.  
 State of the Art Roofing, LLC  
 Statewide Roofing, Inc.  
 Storm Guard Franchise Systems, LLC  
 Sunray Roofing, Inc.  
 Superior Roofing & Restoration  
 Sweers Eavestrough & Roofing Co., Inc.  
 Swindoll Construction, LLC  
 T.F. Thompson Co.  
 Tadco, LLC  
 Tecta America Arizona Commercial Roofing  
 Tecta America Co.  
 Templeton Roofing Co., Inc.  
 Charles Terry Construction Co.  
 Texas Roof Systems  
 The Colorado Yurt Company  
 The Cool Roofing Co., Inc.  
 The Renew Roofing Company  
 The Roof Depot, Inc.  
 The Roofing Company  
 Thompson Construction, LLC  
 Tichenor, Inc.  
 TMB Construction, LLC  
 Tondini's Egyptian Roofing & Insulation Co.  
 Tranberg Roofing  
 TRC Roofing  
 Tri-Silver Builders  
 Tusing Builders, Ltd.  
 Twin Rivers Improvement  
 U.S. Commercial Roofing, Inc.  
 United Roofing Contractors, Inc.  
 United Roofing of Colorado  
 Vanderleek Roofing, Inc.  
 Vanguard Org., Inc.  
 Vega Roofing Co.  
 Versatile Contracting, LLC  
 Warner Commercial Roofing, LLC  
 Warren Construction & Roofing, Inc.  
 Weather Tight Solutions  
 Weather-Tech Roofing & Waterproofing  
 West Wind Roofing, LLC  
 Wheeler Roofing Co.  
 WM Services, Inc.  
 Woolbright's Roofing  
 XNS, Inc.  
 Zehr's Metal Roofing, LLC  
 Zonamerica SA

#### **President Club**

A+ All Pro Roofing, Inc.  
 Alves, Inc.

Associated Roof Services  
 Baker Roofing Co.  
 Basic Capital Management, Inc.  
 Borntrager Enterprises, Inc.  
 Bourdeau Contracting  
 Buchinger Roofing, Inc.  
 Commercial Roofing Products  
 Condia Roofing Contractors, LLC  
 Cumberland Fabrication  
 Custom Architectural Sheet Metal  
 CYE Enterprises, Inc.  
 D. Thomas Roofing Company  
 Dale Tadlock Roofing, Inc.  
 Deason, Inc.  
 Delta Roofing  
 Devren Evans  
 Dils Roofing  
 Direct Roofing & Waterproofing  
 Do-Right Roofing, Inc.  
 E. Cornell Malone Corp.  
 Ed's Sheetmetal & Air Conditioning, Inc.  
 Energy Roofing & Sheet Metal  
 Esray Roofing & Siding Co., Inc.  
 Exterior Pro, Inc.  
 Finishing Solution, LLC  
 Frank Fiala Roofing, Inc.  
 Florida Exterior Coating  
 Green Earth Energy Photo. Corp  
 Greystone Roofing, LLC  
 Holko Enercon  
 J.G. Roofing & Construction  
 Knox Roofing  
 Lee's Roofing & Spouting, Inc.  
 Legacy Roofing & Waterproofing  
 Lindholm Roofing  
 Marlette Roofing & Sheet Metal Co.  
 Marsh Waterproofing, Inc.  
 McDonnell Roofing, Inc.  
 Moore Roofing, LLC  
 Nelson Enterprises  
 New Vision Roofing  
 Northwest Building Specialists  
 Pacific Yurts, Inc.  
 Piedmont Professional Upfitters, Inc.  
 Pinnacle Roofing Systems, Inc.  
 Premium Roof Services  
 Ryan Roofing, Inc.  
 Saddleback Roofing, Inc.  
 Skyline Roofing & Sheet Metal Co., Inc.  
 Slagle Roofing & Construction, Inc.  
 Southland Roofing, Inc.  
 Swadley Roof Systems  
 T & K Roofing Company, Inc.  
 Tech Corp LLC  
 Terra Firma Estates, Inc.  
 Total Roofing & Reconstruction  
 Turner Morris, Inc.  
 Vertex Roofing  
 Vogler Sheet Metal Co.

Weatherpro Exteriors, LLC  
 West Central Roofing Contractors, Inc.  
 Wright Roofing, Inc.

#### **Admiral Club**

Affordable Roofing Co., Inc.  
 Ace Roofing, Inc.  
 All Weather Systems, Inc.  
 Alliance Roofing  
 Alternative Roofing Systems  
 AW Roofing  
 Breault Roofing, Inc.  
 Dublin Construction Company, Inc.  
 Elite Sheet Metal Works  
 Esko Maintenance Company  
 Holthaus Companies, Inc.  
 JAM Associates, Inc.  
 Jimmy's Roofing  
 Kenco Designs, Inc.  
 MacDermott Roofing, Inc.  
 McDonald & Wetle Roofing  
 Merit Roofing Systems, Inc.  
 Mikalan Roofing, Inc.  
 Overhead, Inc.  
 Presidential Roofing  
 Sector Roofing, LLC  
 Southern Roofing & Vinyl  
 Spirit & Sons, Inc.  
 Streng Construction, Inc.

#### **General Club**

Bishop, Inc.  
 Competitive Commercial Roofing  
 Fidelity Roofing Company  
 Final Solutions Roofing, LLC  
 Laguna Siding & Roofing  
 Maloof Weathertight Solutions  
 Midwest Coating, Inc.  
 Nohava Construction, Inc.  
 Riddell Roofing, Inc.  
 Robert Binns Roofing, Inc.  
 Roofing Plus, Inc.  
 Scudder Roofing Co.

#### **Chairman Award**

Badgerland Commercial Roofing, Inc.  
 Beyer Roofing Company, Inc.  
 Cooper Roofing Co., Inc.  
 Wormley Bros. Roofing, Inc.  
 WTI-Waste Tech, Inc.



# DURO-LAST PROJECT AWARDS

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

### **Freeman Sheet Metal, Inc.**

**Project:** Holt High School  
**Location:** Tuscaloosa, Alabama  
**Square Feet:** 97,000 membrane / 35,000 metal panels  
**Products:** Duro-Tuff® 60 mil membrane; Duro-Guard® ISO; EXCEPTIONAL® Metals LokSeam® metal panels, 2-Piece Snap-On Compression, vinyl-coated drip edge, LX-style gutters and downspouts



## *Custom-Fabrication Award Winner*

### **Superior Services RSH, Inc.**

**Project:** Milosch's Palace Chrysler, Jeep & Dodge  
**Location:** Lake Orion, Michigan  
**Square Feet:** 53,000  
**Products:** Custom-fabricated Duro-Last® 50 mil membrane, Duro-Guard® EPS Fanfold, custom stacks and curb flashings, 2-way air vents, Roof-Trak® III Walkway Pads, EXCEPTIONAL® Metals fascia extender



## *Specialty Membrane Award Winner*

### **Crossmark Roofing Solutions**

**Project:** Freedom High School  
**Location:** Morganton, North Carolina  
**Square Feet:** 118,000  
**Products:** Duro-Tuff® 60 mil gray membrane; Duro-Last® custom curbs, stacks; Roof-Trak® III Walkway Pads; Duro-Guard® Securock® Gypsum Roof Board; EXCEPTIONAL® Metals 2-Piece Snap-On Compression, scuppers



## *Sustainability Award Winner*

### **Versatile Roofing**

**Project:** Buchanan Elementary School  
**Location:** Grand Rapids, Michigan  
**Square Feet:** 62,500 membrane / 7,200 metal panels  
**Products:** Duro-Last® 60 mil membrane, Duro-Fleece® 60 mil membrane, custom stacks and curb flashings; Duro-Guard® ISO; EXCEPTIONAL® Metals CF Architectural insulated panels, pitch pans



## Metal Roofing Award Winner

### Independent Roofing Systems

**Project:** National Warmwater Aquaculture Research Center (NWARC) at Mississippi State University Delta Research and Extension Center

**Location:** Stoneville, Mississippi

**Square Feet:** 9,100 standing seam panels / 6,000 wall panels

**Products:** EXCEPTIONAL® Metals BattenLok® standing seam panels, Designer™ Series wall panels



## PROJECT OF THE YEAR

### Elliott Roofing

**Project:** Osage Casino & Hotel

**Location:** Tulsa, Oklahoma

**Square Feet:** 171,000

**Products:** Custom-fabricated Duro-Last® 60 mil membrane, 2-way air vents, custom stacks and curb flashings; Duro-Guard® ISO and tapered EPS; DEXcell® Gypsum Cover Board; EXCEPTIONAL® Metals pitch pans; Roof-Trak® III Walkway Pads



**You can watch videos of these projects at:** [www.youtube.com/user/DuroLastRoofing](http://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.

#### 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 June 28, 2019.

#### QUESTIONS?

Please contact Erin Atha at 800-248-2080 ext. 2443 or email [eatha@duro-last.com](mailto:eatha@duro-last.com).

#### ENTRY RULES

Unique roofing jobs completed between January 1, 2018 and June 28, 2019 are eligible for the competition.

#### ENTRY PREPARATION:

1. A nomination form: [http://www.portal.duro-last.com/sale\\_resources](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: Erin Atha, 525 E. Morley Drive Saginaw, MI 48601  
Email: [eatha@duro-last.com](mailto:eatha@duro-last.com) ENTRIES MUST BE SUBMITTED BY FRIDAY, JUNE 28, 2019.



# FINALE PARTY





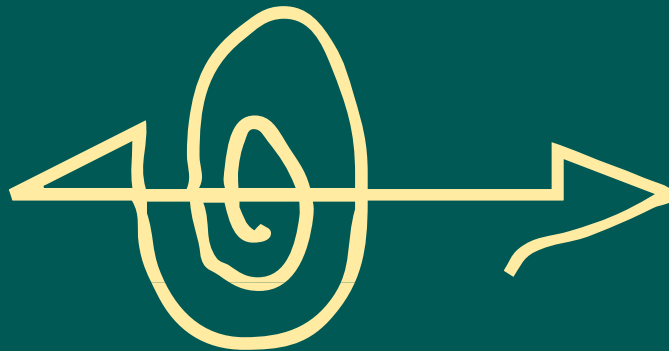




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Gypsum



**ANCHOR  
PRODUCTS™**







Commercial Skylights





# HAPCO<sup>INC</sup>



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# MORE FUN





## Join Us at the Arizona Grand Resort & Spa in Phoenix, Arizona for the 2020 National Sales Seminar



We hope you can join us for next year's National Sales Seminar in Phoenix, Arizona. Planning is already in full swing for the event, which will take place January 19-21, 2020 at the beautiful Arizona Grand Resort & Spa.

Ideally situated on the doorstep

of 17,000 acres of South Mountain Preserve, the Arizona Grand Resort & Spa puts you in the midst of one of Phoenix, Arizona's most naturally beautiful places.

The resort is conveniently located just six miles from Phoenix's Sky Harbor International Airport,

and features a variety of exciting amenities that put you in a world beyond, including a challenging 18-hole golf course, full-service spa and salon, and casual dining at six on-site restaurants.



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





**800-248-0280**

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