

Top Of The News

DURO-LAST® 2020 NATIONAL SALES SEMINAR EDITION



 **VISION 2020**
SEMINAR
DURO-LAST® | 2020 NATIONAL SALES SEMINAR



Message from Tom Saeli

A company's Vision Statement is crucial in helping to define where it wants to go in the future. "A computer on every desk and in every home" helped to define the future for Microsoft. Disney, the most famous entertainment brand of all, has a vision to "Entertain, inform and inspire people around the globe through the power of unparalleled storytelling..." A company's vision is an essential element of success, ultimately setting the tone for its growth, prosperity, and legacy.

At Duro-Last®, Inc., our vision is quite simply, "To be respected for the highest quality products, services, and employee engagement."

We believe that our roofing systems and leadership in custom-fabrication provide superior solutions in the commercial roofing industry; and by supporting our expansive network of contractors with excellent service we can leave a legacy of high-quality roofing systems for generations to come. It was this vision that we had the opportunity to explore with our contractor partners at the 2020 National Sales Seminar in Phoenix, Arizona.

Over an action-packed three days of learning, networking, and celebrating, we were privileged to host over 1,100 contractors representing an incredible 240 companies. General Sessions featured lively speakers and informational presentations, including an inspiring keynote address about leadership and culture from retired Navy Seal Rorke Denver. Breakout Sessions were packed and covered topics ranging from Duro-Last tips and tricks to cybersecurity; Ryan Groth's Sales Accelerator program, as well as marketing and branding

strategies, and the always popular Contractor Round Tables. It was exhilarating to learn and celebrate with all of the attendees and I returned to the office energized about growing our vision with each of you in the years to come!

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

I want to extend my sincere thanks to everyone that made the trip and attended the Vision 2020 National Sales Seminar in Phoenix with us, and to our entire contractor network for all that you do with Duro-Last. We are honored to work hand-in-hand with you and continue to strive to "WOW OUR CUSTOMERS ALL WAYS ALWAYS!"

Let's make 2020 the best year yet!





**By: Andrea Fisher,
Director of Marketing**

Duro-Last has a reputation for hosting the best roofing contractor event in the industry, and the 2020 National Sales Seminar in Phoenix, Arizona definitely lived up to that status! As the new Director of Marketing for Duro-Last and John R. Burt Enterprises, it was exhilarating and educational to share in this experience with such a dedicated group of contractors.

The theme for this year's Seminar was Vision 2020 - a company's vision is a powerful and essential tool that ultimately guides its trajectory and success. Our founder, John R. Burt, had a vision for Duro-Last that was firmly grounded in providing the best products and working with the best contractors in the industry. It is that vision that has guided us to where we are today, and we are proud to be on this journey with each of you.

Over the event's three days, attendees had the opportunity to explore their own vision in partnership with Duro-Last by visiting vendors, celebrating successes with their peers, and learning how to take their businesses to the next level through thought-provoking speakers and breakout sessions. From hands-on tips and tricks to sales, marketing, roundtable discussions, and cybersecurity basics, contractors left with a wealth of knowledge that will help set them up for success in 2020 and beyond!

Focusing on our Vision-*Together*



Perhaps the most anticipated event of Seminar, the Contractor Awards Banquet, recognized a record-breaking number of award winners for their outstanding sales achievements and quality workmanship. As if their accomplishments alone weren't enough, the attire was out of this world! Friends, you look good! I can't imagine a better event to celebrate the success of Duro-Last's most valuable asset - you, our loyal contractors. Congratulations to all that were honored!

It was truly an honor for me to take part in the National Sales Seminar and to get to know so many of our contractors over the course of these exciting three days. I look forward to getting to know each of you more, supporting you as you grow, and learning from your invaluable expertise! Please, mark your calendars for Seminar 2021, January 24 - 26 at the amazing Dolby Theater in Hollywood, California. It will be epic!

Andrea Fisher



***We've already started planning next year's National Sales Seminar, which will take place January 24-26, 2021 in beautiful Hollywood, California.
We hope you can make it!***

Sales Representative Awards Banquet

MIKE, BRYAN, AND CHRIS GOTTRON 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 Sales Representative Awards Banquet on Saturday night. The elegant event was held at the Arizona Grand Resort and Spa, and attendees had the opportunity to celebrate the successes of the past year with their peers.

During the night's festivities, Mike Gottron, Bryan Gottron, and Chris Gottron of Engineered Systems were awarded with the 2019 Sales Representative of the Year Award. Mike is a familiar face to many in the commercial roofing industry, representing Duro-Last in the Ohio region for over 35 years after taking over the territory from his father, Joe Gottron. Bryan joined his brother after college and has been representing Duro-Last with Mike for 24 years, and Mike's son Chris rounded out the family team in 2018. Throughout 2019, the Engineered Systems' team achieved an over \$2 million sales increase from their best year ever.

Congratulations to Mike, Bryan, and Chris, as well as the entire Duro-Last sales team, on another record year!



ANNIVERSARIES

1 Year: Ryan Brown, Ryan Milliken, Marsha Crowder, Jake Morey, Chris Gottron, Tim Young, Keith Hastings

5 Years: Jim English, Justin Moeller, Mike Jenkins, Adam Deal

10 Years: Dean Borkowski, Will Williams

35 Years: Mike Gottron, Buddy Wilson

Sales Awards

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

Brad Podojil, Larry Podojil & Tony Bryan

Jim Imel

Phil Davis & Mark Newman

Scott & Marsha Crowder

Mark Akagi

Joey Weatherford

Bobby Nelson

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

Jeremy Tunney, Tina Tunney & Jake Morey

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

Dan Wilson

Ian MacNeill

Tim Young

Bill Paynter

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

Glenn Katz

Jeff Gottron, Trevor Wagester & Ron Krueger

Randy Young

TOP SALES INCREASE AWARDS OVER BEST YEAR EVER

Third place:

Mike Gottron, Bryan Gottron & Chris Gottron

Second Place:

Ryan Clark

First Place:

Will Williams

TOP SALES VOLUME AWARDS

Third Place:

Tom Allen, Ryan Kinneberg & Keith Hastings

Second Place:

Jeff Gottron, Trevor Wagester & Ron Krueger

First Place:

Buddy Wilson

SALES REPRESENTATIVE OF THE YEAR

Mike Gottron, Bryan Gottron & Chris Gottron





Golf Tournament

The annual Dick Jozwiak Memorial Golf Tournament took place on Sunday, January 19th at The Legacy Golf Club. Over 36 teams enjoyed a day on the award-winning links, featuring historic structures from Dwight B. Heard's 20th century ranch that once sat on the land, and scenic views of Camelback Mountain, Squaw Peak, and the Phoenix skyline.

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



(From left to right) Tom Field, Ryan Kinneberg, Dan Determan, Jeff Beckwith

THE WINNING TEAM!

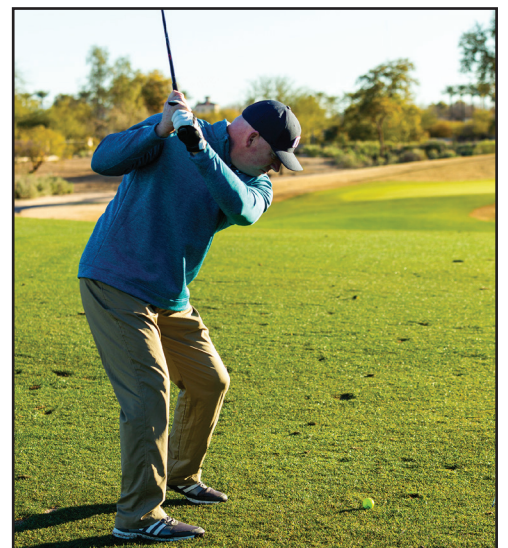
1st Place Team: Jeff Beckwith, Dan Determan, Tom Field, Ryan Kinneberg

2nd Place Tie: Rodney Castilleja, Wendell Olson, Jeff Strain, Zach Cross

2nd Place Tie: Mark Gottron, Jeff Gottron, Matt Jozwiak, Ben Timmons

3rd Place Tie: Ronnie Reynolds, Michael Reynolds, Mark Akagi

3rd Place Tie: Mike Gottron, Bryan Gottron, Chris Gottron, Mike Suman





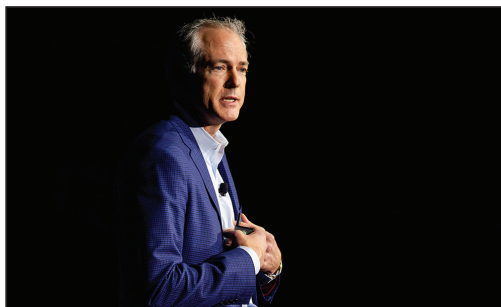
NEW ATTENDEE RECEPTION



SUNDAY WELCOME PARTY



Monday General Session



Monday General Session Features New Faces, New Products, and A Whole Lot of Vision

It's only fitting that the Vision 2020 Seminar officially kicked-off with a State of the Company report from CEO Tom Saeli. Highlighting key milestones for Duro-Last over the past year, Tom shared with the audience Duro-Last's vision of continued growth and exciting innovation.

Following Tom's report, National Sales Manager Jason Dark and Vice President of Sales Operations Steve Ruth gave an update on Duro-Last sales initiatives and activities before welcoming contractor sales guru Ryan Groth to the stage. Ryan gave a rousing overview of his Sales Accelerator Program, which provides tips and tricks specifically geared towards increasing the sales pipeline for contractors.

After Ryan's engaging presentation, Executive Vice President Shawn Sny had the privilege of introducing Andrea Fisher, Duro-Last's new Director of Marketing, who had quite literally just arrived from the summit of Mt. Kilimanjaro in Africa. Attendees were also introduced to Duro-Last's new Director of National Accounts, Dan Ervin. Both Andrea and Dan gave updates on their respective departments, and shared their visions for exciting new initia-

tives and partnerships with contractors throughout the next year and beyond.

Other presenters on the stage included Senior Product Manager Erica Farver along with Director of Northeast Sales Brian Regnier, highlighting Duro-Last's newest products including Roof Paver color options and Duro-Last Solvent-Grip™ Spray Adhesive. Additionally, Sales Representatives Dave Bradke and Jeff Gottron shared their proven tips and tricks for quoting and selling the Duro-Last custom-fabricated roofing system.

Three contractors were honored with Project Awards throughout Monday's General Session as well. Northwest Building Specialists was recognized with the 2019 Custom-Fabrication Award, Pressure Point Roofing was recognized with the 2019 Metal Roofing Award, and Sector Roofing was recognized with the 2019 Edge-to-Edge & Deck-to-Sky™ Award.

Finally, Monday's General Session was rounded out with a presentation from Director of National Accounts Dan Ervin. Dan shared his entertaining sales experiences and hard-learned keys to success.

Tuesday General Session



Tuesday's General Session – Drilling Down and Getting Technical

While Monday's General Session focused on the "big picture" vision for Duro-Last, Tuesday's General Session got more technical with presentations covering Engineering Services, to the Service Department and even drones.

EXCEPTIONAL® Metals General Manager Mike Gwizdala opened the session with an update on all things metal, highlighting a new online quoting and design tool that is available to Duro-Last and EXCEPTIONAL Metals contractors. Mike also recognized Royalty Roofing with the 2019 Edge Metal Installer of the Year Award.

Ryan VanWert, Director of Engineering Services, took the stage to inform the audience of technical changes throughout the industry, including the updated American Society of Civil Engineers' ASCE 7-16 standard which was adopted into the 2018 International Building Code. National Sales Manager Jason Dark followed Ryan's update with a presentation highlighting the key steps to making a lasting impression when selling Duro-Last Roofing Systems, while

Duro-Last Sales Representative Jeremy Tunney was joined by Chris Gildenstern, owner of the creative firm Barnes, Chase, and Davis, to educate the audience on the "wow factor" that drones can bring to a roofing business.

The final three Project Awards were also recognized during Tuesday's General Session. The 2019 Sustainability Award was presented to Green Earth Energy Photovoltaic, the 2019 Specialty Membrane Award was presented to Lee's Roofing and Spouting, and the 2019 Roof of the Year Award was presented to Di Pasqua Construction for their outstanding work on the Deering Groves complex in Homestead, Florida.

Finally, General Session was closed out with an inspiring keynote speech by retired Navy SEAL Rorke Denver. Commander Denver has run every phase of training for the U.S. Navy SEALs and led special-forces missions in the Middle East, Africa, Latin America, and other international hot spots. Through engaging stories and anecdotes, Commander Denver shared his personal experiences and lessons learned from "leaning into the pain" to achieve a culture of excellence and leadership in his personal and professional life.



Contractor of the Year

Parsons Commercial Roofing

Waco, Texas



Over \$11 million in Duro-Last sales!



For the fourteenth consecutive year, Duro-Last has the distinct honor of recognizing Parsons Commercial Roofing of Waco, Texas as the Contractor of the Year.

Parsons reached a pinnacle of success, exceeding a record-breaking \$11,000,000 in sales, making them one of three of this year's John R. Burt Award recipients. Parsons is also a proud member of the 20-Year Club.

It is our sincere privilege to present Parsons Commercial Roofing with the 2019 Duro-Last Contractor of the Year Award.



Parsons Commercial Roofing

Waco, Texas



Monday Night Awards Banquet

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

Century Award

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

President Award

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

Admiral Award

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

General Award

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

Chairman Award

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

Golden Eagle Award

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

John R. Burt Award

3 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



AWT Construction Group, Inc.
Benicia, California



Bob Harvey Roofing, Inc.
Layton, Utah



Building Associates
Bloomington, Indiana



DK Mason Construction Co.
Gaffney, South Carolina



Exterior Guru
Westminster, Colorado



Flat Roof Solutions
Malvern, Pennsylvania



Green Earth Energy Photovoltaic
East Windsor, Connecticut



Hi-Tech Roofing & Sheet Metal
Lake Worth, Florida



Incore Restoration
Wixom, Michigan



JD Contractors
Brandon, Florida



Jewett Roofing Co.
Colorado Springs, Colorado



J.G. Roofing & Construction
Chilliwack, British Columbia



Kingdom Construction
Marion, Indiana



Mako Construction
Harrisburg, Pennsylvania



New Image Roofing
Cumming, Georgia



Northwest Building Specialist
Coos Bay, Oregon



Northern Awning
Marquette, Michigan



Pell Roofing
Brazil, Indiana



Quinn Roofing Solutions
Windsor, Ontario



Roof Right, Inc.
Hampstead, Maryland



Seaside Roofing, Inc.
Stuart, Florida



Southern Roofing Company
West Point, Mississippi



Southwest Spray Foam
Santa Fe, New Mexico



State Roofing Systems, Inc.
San Leandro, California



Tema Roofing Services
Girard, Ohio



The Core Group
Decatur, Alabama



Winston Roofing Company
Winston, Oregon



WM Services, Inc.
Mississauga, Ontario



PRESIDENT AWARD



All Weather Roofing Co.
Stockton, California



AVCO Roofing
Tyler, Texas



Bruttell Roofing, Inc.
Oak Park, Michigan



Capitol Roofing Service
Sandy, Utah



City Star Roofers, Inc.
Toronto, Ontario



Complete Commercial Roofing
Kokomo, Indiana



Done Right Roofing & General Contracting
Milano, Texas



Enduren Roofing, LLC
Belle Vernon, Pennsylvania



Energy Roofing Technology
Lake City, Florida



Frontier Contractors, Inc.
Pittsburgh, Pennsylvania



Imperial Construction Services
Petersburg, Michigan



Jimmy's Roofing
Spokane Valley, Washington



John Matthews Roofing
Russellville, Kentucky



Kidd-Luukko Corporation
Worcester, Massachusetts



Kimmons Roofing & Ventilation
Merrill, Wisconsin



Lindholm Roofing
Chicago, Illinois



Lone Star Roof Systems
College Station, Texas



M & D's Flat Systems
Lewiston, Idaho



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



Maxim Roofing Co.
Fairborn, Ohio



McDermott & Son Roofing Co.
Atlantic, Iowa



MG Roofing, Inc.
Muscle Shoals, Alabama



Northern IL Seamless Roofing, Inc.
Mendota, Illinois



P.S.I. Roofing
Oakland Park, Florida



Rana Construction Company
Memphis, Tennessee



Rich Roofing Systems, Inc.
Brownsburg, Indiana



Schroeder's Exteriors, Inc.
Champlin, Minnesota



Scudder Roofing Co.
Monterey, California



Select Construction Co.
Ashburn, Virginia



Shepard Construction Co.
Logan, Utah



Skyline Roofing
Stockbridge, Georgia



Slagle Roofing & Construction
Monongahela, Pennsylvania



Source One Construction
Plymouth, Michigan



T.F. Thompson Co.
Bentonville, Arkansas



Ultimate Roofing Systems
Cedar Park, Texas



United Roofing & Sheet Metal, Inc.
Bryan, Texas



Universal Roofing Company, Inc.
Linwood, Michigan



Vega Roofing Co.
McAllen, Texas



Veterans National Property Services
Lutz, Florida



VHL Construction, Ltd.
Taber, Alberta



Woodall Companies, LLC
Murray, Kentucky



ADMIRAL AWARD



768-ROOF, LLC
Clearfield, Pennsylvania



Alternative Roof Systems
Snohomish, Washington



Barth Roofing Company, Inc.
Tracy, California



Breault Roofing, Inc.
New Bedford, Massachusetts



CE Davis Contracting, LLC
Ford City, Pennsylvania



Columbia River Roofing
Clackamas, Oregon



Cosam Contracting, Inc.
Tiro, Ohio



Dr. Roof, Inc.
Seaview, Washington



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



JGA Roofing
Waco, Texas



Kelly Roofing
Naples, Florida



Ohio & Indiana Roofing Co.
St. Henry, Ohio



Professional Quality Construction, LLC
Silverton, Oregon



Roofing by Fred Gross
Medford, New Jersey



Roy Collins Construction Company
Cleveland, Mississippi



Sealtite Applicators, Inc.
Cockeysville, Maryland



Urethane Unlimited
Gratis, Ohio



Watertite Roofing
Dunnville, Ontario



GENERAL AWARD



All Weather Systems, Inc.
Hebron, Ohio



Broken Arrow, Inc.
Tooele, Utah



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



Harrison Roofing Co., Inc.
San Angelo, Texas



I.C. Enterprises, Inc.
Effingham, Illinois



JBK, Inc.
Corbin, Kentucky



Leak Solutions
Birmingham, Alabama



MacDermott Roofing, Inc.
Livonia, Michigan



McDonnell Roofing, Inc.
Riverside, California



Merit Roofing Systems, Inc.
Richardson, Texas



Pressure Point Roofing, Inc.
Central Point, Oregon



Robert Binns Roofing, Inc.
White Haven, Florida



Roberts-McNutt, Inc.
North Little Rock, Arkansas



Springfield Construction
Kingsley, Michigan



Tomkat Roofing, Inc.
Streator, Illinois



TriVAN Roofing & Waterproofing
Southlake, Texas



CHAIRMAN AWARD



All Elements, Inc.
Monticello, Minnesota



Brandle Roofing & Sheet Metal Co.
Midland, Michigan



Ciaccio Roofing Corporation
Omaha, Nebraska



Colorado Commercial Roofing, Inc.
Colorado Springs, Colorado



Construction Specialty Assoc.
Eva, Alabama



Damschroder Roofing, Inc.
Fremont, Ohio



DCA Commercial Roofing
Millersburg, Ohio



DCI
West Palm Beach, Florida



Esko Maintenance Co.
Shelby Township, Michigan



Etheridge Roofing
Wilson, North Carolina



Goodmen Roofing Calgary, Ltd.
Airdrie, Alberta



Grell Commercial Roofing, Inc.
Fort Lodge, Iowa



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



Hinkle Roofing Products, Inc.
Birmingham, Alabama



Jaco Roofing & Construction, Inc.
Clute, Texas



Marty Robbins Roofing Company, Inc.
Dothan, Alabama



Maxim Roofing
Flint, Michigan



MC Roofing, Inc.
Fort Thomas, Kentucky



Moser Roofing Solutions, LLC
Lancaster, Pennsylvania



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



Nasi Roofing, LLC
Minocqua, Wisconsin



Old South Construction
Wetumpka, Alabama



Preferred Roof Services
Tacoma, Washington



Rest Assured Roofing
Brooklyn, New York



Roof Management Co., Inc.
Farmington Hills, Michigan



Roofing Plus, Inc.
Auburn, Georgia



Ryan Roofing, Inc.
Salina, Kansas



Superior Services RSH, Inc.
Lansing, Michigan



Technique Roofing Systems, LLC
Helena, Ohio



Umbrella Roofing Systems, Inc.
Ellwood City, Pennsylvania



Vanguard Org., Inc.
Wappinger Falls, New York



Washington Roofing Company
McMinnville, Oregon



Watson Roofing Company
Friendship, Tennessee



Western Roofing, Inc.
Wheat Ridge, Colorado



Zimmer Roofing & Construction, Ltd.
Port Huron, Michigan



GOLDEN EAGLE AWARD



B&M Roofing Contractors

Rocky Mount, North Carolina



10-Year Club Member (12) • Platinum Contractor

(Back Row - From Left to Right) Duro-Last Executive Vice President Shawn Sny, Joel Vinson, Mike Boykin, Jarret Barfield, Jerry Barfield, Alton Rogerson, Jerry Fisher, Duro-Last Independent Sales Representative Bill Paynter, and Duro-Last Vice President of West Coast Operations Tim Hart
(Front Row - Left to right) Eddie Lester, Susan Lester, Latoya Boykin, Sharon Greer, Allison Fisher, Toni Barry, and Bob Barry



Coryell Roofing, Inc.

Oklahoma City, Oklahoma



9-Year Sales Award Recipient • Platinum Contractor

(Back Row - Left to Right) Duro-Last Executive Vice President Jason Tunney, Duro-Last Sales Representative Randy Young, Dave Floyd, Ryan Lemarr, Seth Castillo, Jeremy Hey, Kelly Coryell, Greg Dunson, Marcus Borchers, Justin Coryell, Brandon Rakestraw, Colten Scott, Dylan Adams, Jacob Stranz, Dane Scott, and EXCEPTIONAL Metals General Manager Mike Gwizdala

(Front Row - Left to Right) Graham Easterly, Christian Coryell, Cooper Coryell, Mayra Flores, Summer Kuykendall, Keenan Young, Chris Coryell, Theresa Coryell, Sunny Cooper, Cody Womack, Nathan Young, and Anthony Valez



The Duerson Corporation

Altoona, Iowa



25-Year Club Member (27) • Platinum Contractor

(Back Row - Left to right) Duro-Last Board Member Tom Lawler, Duro-Last Independent Sales Representative Tom Allen, Jake Viggers, Maggie Viggers, Kirk Duer, Lori Duer, Brodi Duer, Tanner Duer, Duro-Last Independent Sales Representative Ryan Kinneberg, and Duro-Last National Sales Manager Jason Dark



Harold Hall Roofing, Inc.

Stuttgart, Arkansas



25-Year Club Member • Platinum Contractor

(Back Row - Left to right) Duro-Last Executive Vice President Shawn Sny, Duro-Last Independent Sales Representative Ryan Brown, Mark Newman, Heather Looper, Earl Looper, Jamie Hall, Jennifer Hall, Mike Smith, Lillian Smith, Brock Smith, Jana Smith, Haleigh Hall, and Duro-Last Vice President of West Coast Operations Tim Hart

(Front Row - Left to Right) Tucker Looper, Ali Looper, Elois Hall, Harold Hall, Adi Looper, and Sarah Grace Hall



LaFerney, Inc.

Kingsport, Tennessee



30-Year Club Member • Platinum Contractor

(Left to Right) Duro-Last Board Member Tom Lawler, Duro-Last Sales Representative Tim Young, Travis Taylor, Teri LaFerney, Don LaFerney, and Duro-Last National Sales Manager Jason Dark



Mid-Western Commercial Roofers, Inc.

Mobile, Alabama



20-Year Club Member (21) • Platinum Contractor

(Back Row - Left to Right) Director of Sales New England District Brian Regnier, Duro-Last Independent Sales Representative Ryan Clark, Chuck Smith, Cole Pace, Duro-Last Associate Sales Representative Mark Newman, Duro-Last Independent Sales Representative Ryan Brown, and Duro-Last Chairman of the Board Jack Burt

(Front Row - Left to Right) Daniel Smith, George Bock, and Marcus Dobert



Prime Source Construction

Burleson, Texas



20-Year Club Member (21) • Platinum Contractor

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



Reynolds Construction Co., Inc.

White Hall, Arkansas



15-Year Club Member (18) • Platinum Contractor

(From Left to right) Director of Sales New England District Brian Regnier, Ashley Reynolds, Duro-Last Independent Sales Representative Tom Allen, Brian Mathews, Duro-Last Associate Sales Representative Keith Hastings, Kate Carpenter, Duro-Last Independent Sales Representative Ryan Brown, Pam Bass, and Duro-Last Chairman of the Board Jack Burt
(Front Row - Left to Right) Mike Reynolds, Ronnie Reynolds, and Greg Bass



Sentry Roofing, Inc.

Covington, Indiana



30-Year Club Member (33) • Platinum Contractor

(Left to Right) Duro-Last Board Member Tom Lawler, Duro-Last Independent Sales Representative Ryan Kinneberg, Elizabeth Fowler, Tim Fowler, Gene Fowler, Luann Fowler, Duro-Last Independent Sales Representative Tom Allen, Duro-Last Independent Sales Representative Brad Podojil, and Duro-Last National Sales Manager Jason Dark



D.K. Haney Roofing

Fort Worth, Texas



15-Year Club Member (18) • Platinum Contractor

(Back Row - Left to Right) Duro-Last Executive Vice President Shawn Sny, Duro-Last Sales Representative Randy Young, Duro-Last Independent Sales Representative Buddy Wilson, Brian Burden, Bryce Bundy, Cody Russell, Dustin Haney, James Germany, Royce Martin, Duro-Last Independent Sales Representative John Deal, Adam Deal, and Duro-Last Vice President of West Coast Operations Tim Hart
(Front Row - Left to Right) Caleb Duvall, Lacy Duvall, Chelsea Bundy, Mallory Russell, Jayme Haney, Carol Germany, Ashley Riley, and Will Riley



Royalty Roofing

Seymour, Indiana



20-Year Club Member (23) • Platinum Contractor

(Back Row - Left to right) Duro-Last Executive Vice President Jason Tunney, Duro-Last Independent Sales Representative Brad Podojil, George Mantz, Thom Hayes, John Kelley, Patrick Owens, Duro-Last Associate Sales Representative Tony Bryan, and EXCEPTIONAL Metals General Manager Mike Gwizdala
(Front Row - Left to Right) Jacob Newkirk, Fred Sitter, Dale Sventek, Andy Royalty, Darrell Couch, and Duro-Last Associate Sales Representative Larry Podojil

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

3-D ROOF SYSTEMS

A & M CONTRACTORS, INC.

A-PLUS ROOFING CO.

A1 ROOF MANAGEMENT

ACE ROOFING, LLC

ACME ROOFING COMPANY

ADAM QUENNEVILLE ROOFING

ADVANCED ROOFING SERVICES, LLC

ADVANCED ROOFING SOLUTIONS

ADVANCED ROOFING SYSTEMS

ALL SEASONS ROOFING & WATERPROOFING

ALL WEATHER ROOFING

ALLEN ROOFING & CONSTR.

ALLIANCE ROOFING SOLUTIONS

ALLTITE ROOFING

ALVES, INC.

AMERICAN HOMES ROOFING

APEX BUSINESS SOLUTIONS

ASCENSION ROOFING & FABRIC.

AULSON COMPANY, LLC

AWYNN ROOFING

BAFUNDO & ASSOCIATES

BALDWIN ROOFING CO., INC.

BECKER ROOFING

BELL ROOFING

BEN'S ROOFING

BENNETT SHEET METAL WRKS

BLESER BUILT ROOFING

BOND CONSTRUCTION, LLC

CALEB CROWELL ROOFING, LLC

CHRISTIAN REMODELING

CIRCLE CITY ROOFING, INC.

COASTLINE ROOFING & CONSTRUCTION

COBB ROOFING, INC.

COLUMBIA ROOFING & SHTML

COLUMBUS ROOFING & SHTML

COMMERCIAL ROOFING PRODUCTS

CONSOLIDATED CONTRACTNG, LLC

COPLEY ROOFING, INC.

COWAN ROOFING, INC.

CRC ROOFING, INC.

CS ROOFING CO, LLC

CUSTOM CRAFT CONSTRUCTION

D.M. NORRIS CO, INC.

DEMPSEY COMM ROOFING, INC.

DENTON ROOF MASTERS, LLC

DILS ROOFING

DIVERSIFIED SERVICES

DP BYERS COMPANY, LLC

DUBO ROOFING CO.

DURABLE ROOFING, LLC

DURABLE ROOFTOP SOLUTIONS

EAGLE RIVET ROOF SVCS

EAST MUSKEGON ROOFING

ED RUTHERFORD ROOFING, INC.

ELEVATED ROOFING, LLC

ELK ROOFING SOLUTIONS, LLC

ELLIOTT ROOFING

ELSOM ROOFING, INC.

ENTERPRISE ROOFING & SHTML

EO WOODS COMPANY, LLC

EXCELLENT ROOFING, LLC

FOREST ROOFING, LLC

FUTURE CONSTRUCTION

G & W ROOFING & CONSTRUCTION

GARY'S ROOFING

GENCO ROOFING, LLC

GKS COMMERCIAL

GUARDIAN COM'L ROOFING

H & S CONTRACTING, INC.

HAUSLER ROOFING, INC.

HAYES ROOFING, INC.

HOLLAND ROOFING

HOLMAN MANAGEMENT, INC.

HOWARD & SONS, INC.

INDEPENDENT ROOFING SYS.

INNOVATIVE ROOFING SOLUTIONS

IRC ROOFING, INC.

J.T. ROOFING

JAGGER ROOFING

JAKE'S ROOF RESTORATION

JET CONSTRUCTION

JHS RESTORATION, INC.

JOSH MARTIN ROOFING

JR & CO ROOFING CONTRACTORS, INC.

JRS FACILITIES, INC.

K & S CONTRACTORS, INC.

K H ROOFING, LLC

K.J.N. RESTORATION CO.

K&M ROOFING

KAUTZ CONSTRUCTION

KAWKAWLIN ROOFING CO, INC.

LANGLOIS ROOFING, INC.

LEEWARD ROOFING

LEGACY ROOFING, INC.

LENTZ ROOFING COMPANY

LEWIS ROOFING & CONST.

LINKVILLE ROOFING

LMK ROOFING & CONST.

DANA M LOGSDON ROOFING, INC.

LUKE ROOFING, INC.

LUSK ROOFING

LYDICK-HOOKS

M & W ROOFING AND CONSTRUCTION

MASON CITY ROOFING

MASTER CONSTRUCTION CO.

MC ELRATH ROOFING, INC.

MCMURRAY & SONS, INC.

MEDRANO ROOFING, INC.

MICHIGAN ROOFING GROUP

MID-AMERICA ROOFING

MID-WEST ROOFING & SHTML

MOORE ROOFING, LLC

MOORE'S ROOFING COMPANY

MRI BUILDERS

MULTI ROOFING SYSTEM, INC.

JOHN J NARKE, G.C.

NAZARETH ROOFING, LLC

NICKERSON CONSTRUCTION

OVERTON ROOFING, LLC

P.S.I. ROOFING

PACIFIC HARBORS ROOFING

PAUL HORSCHER & SON, INC.

PERMAROOF STRUCTURES

PORTZEN CONSTRUCTION, INC.

PREMIER SOUTH ROOFING

PRESIDENTIAL ROOFING

PROFESSIONAL ROOFING

QUALITY 1ST ROOFING, INC.

QUICK CONSTRUCTION, INC.

R & M CONST

RAINCOAT ROOFING SYSTEMS

RECLAIM CONSTRUCTION, LLC

REDBIRD ROOFING

RENEW ROOFING, CO.

REYES SINGLE PLY ROOFING

RISING STAR ROOFING

RODRIGUEZ CONSTRUCTION

ROGUE VALLEY ROOFING

ROOF DOCTOR OF NE OHIO

ROOF FIX NOW

ROOF SOLUTIONS & CONST.

ROOFING SOLUTIONS, INC.

ROOFING TOOLS & EQUIP

S & S ROOFING, INC.

S.P.I., INC.

SADDLEBACK ROOFING, INC.

SALAZAR ROOFING & CONST

SANTUCCI & SONS CONSTRUCTION

SEQUOIA PROPERTY SERVICES

SHIELDS & ASSOCIATES, INC.

SIDNEY ROOFING CO., INC.

SILVER SHIELD ROOFING & CONST

SKYLINE CONSTRUCTION

SLR BUILDING CONTRACTORS

SOUTH EAST ROOFING

SOUTHERN ROOFING & RENO.

SOUTHERN STRUCTURES CORP

SOUTHLAND ROOFING, INC.

SPECIALTY ROOFERS, INC.

STARKWEATHER ROOFING, INC.

STRENG CONSTRUCTION, INC.

A.H. STURGILL ROOFING

SUNRAY ROOFING, INC.

SURFACE COATINGS, INC.

TAP OUT CONSTRUCTION LIMITED

TECH ROOFING SRVS, INC.

TERRA FIRMA ESTATES, INC.

TEXAS PRO ROOFING, LLC

TEXCITY ROOFING, LLC

THOMPSON CONST, LLC
 TICHENOR, INC.
 TITAN ROOFING, INC.
 TLS ENTERPRISES
 TOM'S SHEETMETAL & ROOFING
 TOP NOTCH ROOFING, INC.
 TRANBERG ROOFING
 TRI MASTER ROOFING, INC.
 TRI-STATE COML ROOFING
 TRICON ROOFING & CONSTRUCTION
 TURN KEY ROOFING
 TURNER MORRIS, INC.
 TUSING BUILDERS LTD
 TWIN RIVERS IMPROVEMENT
 UNITED ROOFING CONSULTANT
 UNITED ROOFING OF COLORADO
 VACCA ROOFING, INC.
 VANDERLEEK ROOFING, INC.
 VERSATILE CONTRACTING, LLC
 VERTEX ROOFING
 WALLIS JIM & SONS ROOFING
 WARNER COMMERCIAL ROOFING, LLC
 WATERTIGHT EXTERIORS
 WEATHERTIGHT SOLUTIONS
 WEATHER-TECH ROOFING & WTRPF
 WHEELER ROOFING CO.
 JAMES WRIGHT ROOFING
 ZEHR'S METAL ROOFING, LLC

[President Club](#)

A & A CONTRACTING
 AFFORDABLE ROOFING CO., INC.
 ALL-RITE CONSTRUCTION, INC.
 ALLIANCE ROOFING
 AMPCO ROOFING
 ASSOCIATED ROOF SERVICES
 BABILLA, E.C., INC.
 BASIC CAPITAL MANAGEMENT
 BLOYER & SONS, INC.
 BUCHINGER ROOFING, INC.
 CARDINAL ROOFING
 DAVID A CHENOWETH ROOFING
 COASTAL ROOFING CO., INC.
 COMMERCIAL CONTR SVCS LLC
 CONDIA ROOFING CONTRACTORS
 COOL ROOFING SYSTEMS
 D.THOMAS ROOFING COMPANY
 DEASON, INC.
 DELTA ROOFING
 DIAMOND ROOFERS LLP
 DO-RIGHT ROOFING, INC.
 DUNNRITE ROOFING, INC.
 ECO-TECH ROOFING, INC.
 ED'S SHEETMETAL & A/C, INC.
 ENERGY ROOFING & SHEET METAL
 ENTERPRISE ROOFING & CONST
 ESARY ROOFING & SIDING CO., INC.
 FINAL SOLUTION ROOFING, LLC
 FINISHING SOLUTION, LLC

FISCHER'S, INC.
 FLORIDA EXTERIOR COATING
 FOSSIL CREEK CONSTRUCTION
 FRANK FIALA ROOFING
 FREEPORT INDUSTRIAL ROOFING
 GAGE CONSTRUCTORS
 GEISLER ROOFING & HOME IMPROVEMENT
 HERBERT ROOFING & INSULATION
 HERMITAGE ROOFING CO., INC.
 HOLKO ENERCON
 HOLTHAUS COMPANIES, INC.
 INNOVATIVE EXTERIORS, INC.
 J-KAY CONSTRUCTION, INC.
 JAM ASSOCIATES, INC.
 JOHNS AND KIRKSEY, INC.
 JORCO CONST.
 K2 SUMMIT, LLC
 KALKREUTH ROOFING & SHTMTL
 KNOX ROOFING
 LEE'S ROOFING
 MATTHEWS CONSTRUCTION
 MCDONALD & WETLE ROOFING
 MITCHELL'S ROOFING
 NORTHERN EXPOSURE ROOFING
 OLYMPIC ROOFING
 PACIFICYURTS
 PETERSEN DEAN, INC. RES
 PIEDMONT PROF UPFITTERS
 PIONEER ROOFING CO.
 PLATINUM ROOFING, INC.
 PREMIER BLDG ASSOC. LLC
 PREMIUM ROOF SERVICES
 PRO-TEK EXTERIOR SERVICES
 RAIN MAN ROOFING & WATERPROOFING
 RED SKY ROOFING
 REFLECTIVE ROOFING
 SECTOR ROOFING, LLC
 SOUTHERN ROOFING & VINYL
 STORM GUARD FRANCHISE SYSTEMS, LLC
 SWADLEY ROOF SYSTEMS
 SWEERS EAVES & ROOFING
 TMB CONSTRUCTION, LLC
 TOTAL ROOFING & RECONSTR.
 TRC ROOFING
 TURLEY ROOFING
 UNITED ROOFING CONTRACTORS
 WILLOUGHBY ROOFING & SHTM
 WILSON ROOFING DIVISION
 WILSON ROOFING, INC.
 WRIGHT ROOFING
 ZONAMERICA SA

[Admiral Club](#)

A+ ALL PRO ROOFING, INC.
 ACE ROOFING, INC.
 AW ROOFING
 BAKER ROOFING CO
 L.J. BECK ROOFING & GTRG, INC.
 BEL AIR FOAM & ROOFING, INC.

BURELL BUILT, LLC
 COMMONWEALTH ROOFING CORP
 COTTERMAN & COMPANY, INC.
 CROSSMARK ROOFING SOLUTIONS, LLC
 DEMPSEY ROOFING COMPANY
 DIEKEVERS ROOFING, INC.
 EXTERIOR PRO, INC.
 FIDELITY ROOF COMPANY
 J.H. STRICKLAND CONSTRUCTION, LLC
 JEWETT ROOFING COMPANY
 KENCO DESIGNS, INC.
 LEAK SOLUTIONS
 E.CORNELL MALONE CORP.
 MALOOF WEATHERTIGHT SOLU.
 MARCHBANKS SPECIALTY CO.
 MARSH WATERPROOFING, INC.
 MONUMENT GREENROOF, INC.
 NELSON ROOFING
 NEW VISION ROOFING
 PRECISION ROOFING SERVS., INC.
 RTN ROOFING SYSTEMS, LLC
 SPIRIT & SONS, INC.
 WEST CENTRAL ROOFING CONT
 WTI - WASTE TECH, INC.

[General Club](#)

BECKWITH ROOFING CO.
 BORNTRAGER ENTERPRISES
 BOURDEAU CONTRACTING
 CI SERVICES, INC.
 DUBLIN CONSTRUCTION
 LAKEFRONT ROOFING & SIDING
 MARLETTE ROOFING & SHTMTL
 MIDWEST COATING
 OVERHEAD, INC.
 RIDDELL ROOFING, INC.
 SNYDER ROOFING OF WA
 V&R SHEET METAL, LLC

[Chairman Award](#)

BADGERLAND COMMERCIAL ROOFING
 BEYER ROOFING COMPANY, INC.
 COMPETITIVE COMMERCIAL ROOFING
 COOPER ROOFING & SOLAR, LLC
 LAGUNA SIDING & ROOFING
 TRUMBLE CONSTRUCTION, INC.
 WORMLEY BROS. ROOFING

[Golden Eagle Award](#)

NOHAVA CONSTRUCTION, INC.

DURO-LAST PROJECT AWARDS

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

Sector Roofing

Project: Renaissance Apartments

Location: Rochester, NY

Square Feet: 47,000

Products: Duro-Last® 60 mil custom-fabricated membrane, Duro-Last® Roof Pavers, custom-fabricated stacks, Roof-Trak® III Walkway Pads; Duro-Guard® ISO; EXCEPTIONAL® Metals 2-Piece Snap-On Compression, fascia and cover, pitch pan, downspout, gutter



Custom-Fabrication Award Winner

Northwest Building Specialists

Project: Marshfield High School

Location: Coos Bay, OR

Square Feet: 40,000

Products: Duro-Last® 60 mil custom-fabricated membrane, Duro-Last® Vapor Barrier, custom-fabricated curbs and stacks, Roof-Trak® III Walkway Pads; Duro-Guard® ISO, DensDeck®, Duro-Blue® Slip Sheet; EXCEPTIONAL® Metals vinyl-coated drip edge, scuppers, pitch pan



Specialty Membrane Award Winner

Lee's Roofing & Spouting, Inc.

Project: St. John Chrysostom Byzantine Catholic Church

Location: Columbus, OH

Square Feet: 12,500

Products: Duro-Tuff® 50 mil membrane; EXCEPTIONAL® Metals fascia, downspout, gutter



Sustainability Award Winner

Green Earth Energy Photovoltaic

Project: Harte Infinity Dealership, Harte Nissan Dealership

Location: Hartford, CT

Square Feet: 38,800 combined

Products: Duro-Last® 50 mil custom-fabricated membrane, custom-fabricated curbs, custom-fabricated stacks; EXCEPTIONAL® Metals 26 gauge EM PBR metal panels, 2-Piece Snap-On Compression



Metal Roofing Award Winner

Pressure Point Roofing

Project: Mazama Dormitory

Location: Crater Lake National Park, OR

Square Feet: 18,500

Products: EXCEPTIONAL® Metals 24 gauge SuperLok® vertical leg standing seam panels, fascia bar; Duro-Tuff® 60 mil membrane



PROJECT OF THE YEAR

Di Pasqua Construction, Inc.

Project: Deering Groves

Location: Homestead, FL

Square Feet: 144,000

Products: Duro-Tuff® 50 mil membrane; Duro-Last® Vinyl Rib; Roof-Trak® III Walkway Pad; Duro-Guard® ISO; DensDeck®; EXCEPTIONAL® Metals vinyl-coated drip edge, scupper, collector box, downspout



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.

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 30, 2020.

QUESTIONS?

Please contact Erin Atha at 800-248-2080 ext. 2443 or email eatha@duro-last.com.

ENTRY RULES

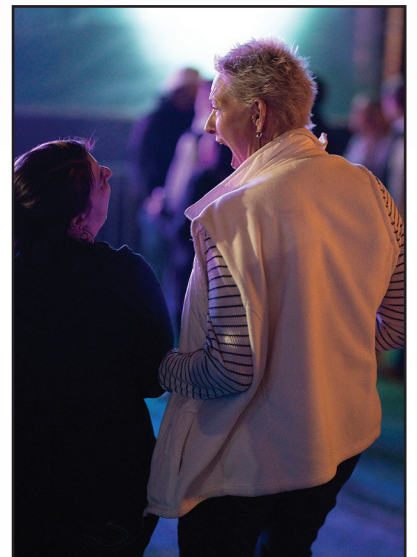
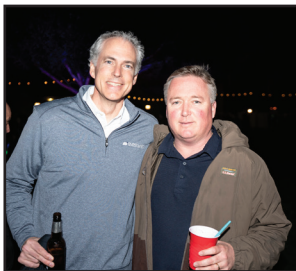
Unique roofing jobs completed between January 1, 2019 and June 30, 2020 are eligible for the competition.

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.

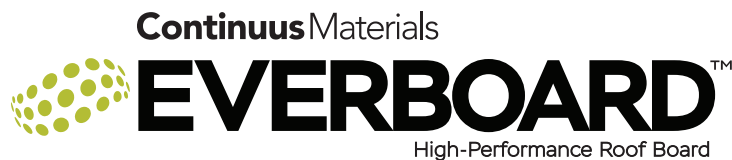
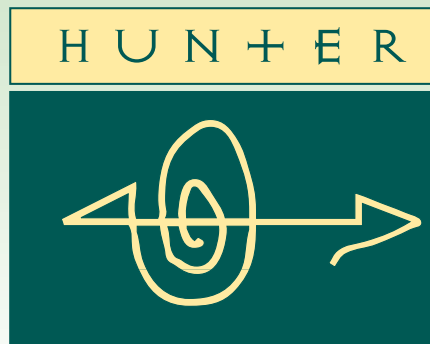
Mail or email entries to: Duro-Last, Inc. Attn: Erin Atha, 525 E. Morley Drive Saginaw, MI 48601
Email: eatha@duro-last.com ENTRIES MUST BE SUBMITTED BY TUESDAY, JUNE 30, 2020.

FINALE PARTY





THANK YOU TO ALL OF OUR 2020 SALES SEMINAR SPONSORS





Georgia-Pacific
Gypsum



AMERICAN SKYLIGHT



LIFTING EQUIPMENT
SOLUTIONS



CASCADE ROOFTOP
SCREENS



MORE FUN



Lights! Camera! Action!



Join us for a once in a lifetime experience at the 2021 National Sales Seminar in Hollywood, California from January 24-26! Learn about the newest Duro-Last tips and tricks on the same site where Judy Garland and Tom Hanks have their

handprints immortalized in the sidewalk. Explore new marketing and sales tools in the shadow of the infamous Hollywood sign. And accept your contractor award on the same stage as Hollywood's biggest stars. That's right! The 2021 Contractor

Awards Banquet will be held in the Dolby Theater, the same venue as the Oscars and countless other A-List movie premiers. If there was ever a time to earn your spot on the awards stage, it's now!



We'll see you in Hollywood in January!



800-248-0280

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