

TOP OF THE NEWS



VOLUME V • JUNE 2001

2001 NATIONAL SALES SEMINAR

SPECIAL EDITION

**BURO-
FAST**
Roofing, Inc.

We Are Family

2001 NATIONAL SALES SEMINAR



MESSAGE FROM JOHN



The mission of the **Top of the News** is to provide an interesting, informative and useful newsletter.

It is published five times a year for Duro-Last contractors, sales representatives and corporate personnel.

The published articles contain the most updated and accurate information available at the time of publication.

Although tremendous efforts are taken to ensure the accuracy of this newsletter, there may be an occasional misprint or omission. If so, we apologize for any inconvenience or hardship the error caused.

To submit article ideas, contact the Duro-Last Marketing Communications Department at 1-800-248-0280.

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Boy ... did I ever miss seeing everyone in Orlando!

I'm sorry I couldn't make it (this was the first seminar I couldn't attend), but you know how doctors can be ... they thought I should stay home and recuperate. Well, I'm better now, and I'm going to work.

I heard a lot of good things about our seminar. Congratulations to all of you for your continued hard work and loyalty to the whole Duro-Last family.

So far, sales are going good and that's a sure sign of success for 2001. Plus, there are many new

and exciting things in the works from our sales, marketing communications, engineering, and R & D departments to help you become more successful.

Today, more than ever, I challenge you to stay focused, organized, and determined. Don't ever give up. The sky is the limit in 2001 — and I know it will be a very good year for you and Duro-Last.

Take care and talk with you soon.

John R. Burt

From
The

PRESIDENT'S CORNER

What a fantastic national sales seminar we had this year! Congratulations to all of our award winners for a job well done.

The enthusiasm and goal setting I witnessed at the seminar just reassures me that we truly do have the world's best contractors, sales representatives and corporate support staff. Thank you for all your hard work and continued support.

I would also like to acknowledge that Duro-Last had a record setting first quarter for sales for 2001! And this milestone can only be attributed to the efforts, quality workmanship and sales drive of each and every one of you. Keep up the great work!

In closing, I am happy to say that our new "Energy Program", which promotes the high reflectivity and energy-saving benefits of the white Duro-Last membrane, has received excellent feedback from contractors and sales representatives. Building owners in states where "urban heat islands" and the desert sun are a constant concern can greatly benefit from using the Duro-Last Roofing System. (See "Energy Program"



article on page 4). So take the opportunity to make use of this unique program ... it is to your benefit to do so.

Again, thanks for your tremendous work efforts and let me know if you need any assistance; I'm always available to help out.

Thomas G. Hollingsworth

2001 DURO-LAST NATIONAL SALES SEMINAR

A REAL FAMILY AFFAIR

Duro-Last's "family" of contractors, sales representatives and corporate employees gathered in Orlando, Florida, February 4-6, 2001 to celebrate yet another successful year in sales and experience an exquisite family affair.



**KEITH HARRELL
CAPTIVATES SEMINAR
GUESTS**

The special event included plenty of time for socializing, golfing, relaxing, and spending time with family and friends.

This year's seminar headquarters located at Disney's Coronado Springs Resort in Lake Buena Vista, Florida added to the beautiful ambiance of Duro-Last's national sales seminar. The interaction between contractors, sales representatives, and Duro-Last employees was outstanding and everyone went home enthusiastic and ready to take on 2001!

Thanks to our special guest speakers Keith Harrell and Frank Miles, seminar attendees learned what it takes to be truly successful — motivation, energy, and enthusiasm.

As in years past, Duro-Last again hosted very informative breakout sessions in which contractors learned new strategies for selling, marketing, presenting, networking and installing the Duro-Last Roofing System.

Thank you for joining us and participating in our annual sales seminar. We hope to see everyone at the 2002 Duro-Last National Sales Seminar.



A FAMILY PORTRAIT



HANGIN' WITH THE GUYS



**HAVING FUN WAS
"IN THE BAG"**



FAMILY ADVENTURES

BOB ROSEWALL IS THE GURU OF SEMINAR WORD SEARCH/SCRAMBLE

"Words" apparently come naturally for **Bob Rosewall of Heritage Roofing Systems of Oklahoma, Inc.** He demonstrated his outstanding word skills and earned the top honor as the winner of the Duro-Last word scramble and word search contests.

Bob's prize was a classy Duro-Last leather tote bag.
Way to go, Bob!



DURO-LAST RECOGNIZES 10 & 15-YEAR CLUB MEMBERS

During the Duro-Last National Sales Seminar, Duro-Last paid homage to contractors who have been recognized for their exceptional sales efforts for 10 and 15 years. These hard working contractors have strived to be the world's best at what they do and have reaped the rewards of success.

Duro-Last Senior Vice Presidents Sharon L. Sny and Kathy L. Allen introduced one inductee for the 10-Year Club along with 10 contractors who have reached the 15-Year Club status.

The following contractors were honored:

10-Year Club

D. Thomas Roofing Company

15-Year Club

- **Borntrager Enterprises, Inc.**
- **Damschroder Construction, LLC**
- **Len Eckstein Roofing, Inc.**
- **Great Lakes Roofing**
- **Haas Builders, Inc.**
- **Jaco Construction, Inc.**
- **Roof-Tec National, Inc.**
- **Sentry Roofing, Inc.**
- **Wagner's Energy Center, Inc.**
- **Eagle Roofing**

Each award-winner received a decorative plaque from Duro-Last.

We applaud all of our winners and hope you continue to climb the ladder of success.

DURO-LAST "ENERGY PROGRAM" A GREAT BENEFIT TO CONTRACTORS

Duro-Last's new "Energy Program" which focuses on promoting the high reflectivity and energy-saving benefits of the white Duro-Last membrane, has been very successful.



This program has received rave reviews from contractors, sales representatives, and energy providers alike. Many

states and/or utility companies have adopted rebate programs to compensate building owners for using energy saving products. In some situations, there are also low interest loans available for financing

projects that use energy efficient products. The U.S. Department of Energy has recognized Duro-Last as the most reflective single-ply roofing system in the country, through the EPA's Energy Star® Roof Projects Program. Additionally, Duro-Last's Engineering Services Department can run energy calculations for your projects; a FREE service available to all Duro-Last contractors.

Take advantage of the Duro-Last "Energy Program" and use it to help increase your sales.



NEW WELDING TECHNOLOGY BEING TESTED AT DURO-LAST SAGINAW PLANT

As you read this article, the next generation of prefabricated roofing technology is being created by Duro-Last Roofing, Inc.

At the Duro-Last Saginaw, Michigan manufacturing plant, a new hot-air welding table is undergoing extensive testing. Membrane sheets produced from the new table have a distinctive weld seam that is flat, smooth, and 1½" wide. In theory, this new machine will allow increased factory production, which in turn will help keep our production and material costs competitive.

At present, the early returns on our testing look very positive.

Rest assured: Once this

technology is fully operative, the factory production staff will still put membrane from the new hot-air welding table through the same rigorous quality inspection process as is currently done with the dielectrically-welded material. This high degree of quality and commitment continues to set Duro-Last apart from other manufacturers.

The manufacturing plants in Grants Pass, Oregon; Jackson, Mississippi; and Sigourney, Iowa will receive their own hot-air welding table in due time. Meanwhile, watch for updates on this exciting development.



WALKING THE PLANK ... SUNDAY WELCOME PARTY A TRUE PIRATE ADVENTURE!



A swashbuckling good time was had by all during the Sunday Welcome Party which took on the look of "Buccaneer's Cove". Big pirates, little pirates, old pirates and new pirates ... were running amuck swapping pirate stories and taking part in pirate games. All the lads and lassies had a terrific time - check out the fun they had!





“Take A Break With Stuart Parsons, Jr. ...”

The featured contractor for this issue of the Top of the News Newsletter is **Stuart Parsons, Jr. of Parsons Commercial Roofing in Waco, Texas**. Stuart's company has been in the roofing business for more than 30 years; over three years as a Duro-Last contractor. His company presently staffs 80-100 employees.

Q: Why did you become a contractor for Duro-Last Roofing, Inc.?

A: “Being the third generation of a 50-year-old company that concentrated mainly on government and state work, I wanted to become more competitive in the private market,” said Stuart Parsons, Jr. “I chose Duro-Last because of its reputation.”

“We have taken Duro-Last from being unknown in Waco (Texas) to over 3 million square feet installed.”

Q: In your opinion, what makes a Duro-Last Roofing System stand out from the rest?

A: “By far, the thing that makes the Duro-Last Roofing System stand out is its ease of application,” noted Parsons. “Also, the ‘one-stop-shop’ ordering process makes it easy to order and receive products efficiently.”

Q: Name three attributes of the Duro-Last Roofing System that benefit your clients.

A: 1) A “leak-proof” roofing system
2) Duro-Last Roofing, Inc. is a “strong, reliable company”
3) Competitive pricing

Q: What are *YOUR* best methods of marketing the Duro-Last Roofing System?

A: According to Parsons, “word of mouth” is the best method to market Duro-Last.

“People talk about something that is GOOD! We also do radio advertising on rainy days and have an eight-page brochure as well as a long list of references that are sent in mailers to potential customers,” Parsons stated.

Q: If you could change one misconception about the roofing industry, what would it be?

A: “Just because a roof system is more expensive, **DOES NOT** mean it is better,” noted Parsons. “A roof consultant will spec a four-ply built-up with a tear-off and tapered insulation. The building owner doesn't know that the majority of his/her money goes up and down the ladder rather than into quality material,” continued Stuart. “With the Duro-Last Roofing System, you get your money's worth ... a leak-proof roof and a warranty that stands behind the product.”

Q: What is the favorite part of your job?

A: “...Talking to a new customer that is completely satisfied with the Duro-Last Roofing System,” said Parsons. “I also enjoy seeing a highly productive day which entails my crew's ability to put down 250 squares in one day!”

Q: Who has influenced your life the most and why?

A: “That would be a tie ... my mother and my father have both been an influential part of my life,” acknowledged Parsons. “They have both shown me the value of hard work.”

Q: Describe your personality in three words.

A: 1) Competitive
2) Hard working
3) Innovative

Q: What makes you laugh?

A: “That's an easy one ... my daughter, Ashton (5) and son, Trey (3),” said Parsons.

Q: What has been your biggest accomplishment?

A: “Personally, my biggest accomplishment has been my wonderful marriage to my wife, Jennifer, and the importance of our family,” said Parsons. “Professionally, my biggest accomplishment has been our growth in the private market with

the Duro-Last Roofing System, and seeing the growth of confidence that our employees have in the product."

Stuart is very proud of all of his Duro-Last projects; one in particular involved a 100,000 square foot shopping center in Waco, Texas. (See photo)

"The owner of this shopping center was having severe problems with his roof," Parsons recalled. "He had tenants that were ready to leave, and he needed a new roof as soon as possible.

"Our Duro-Last sales representative, Buddy Wilson, and I convinced the owner to use the Duro-Last Roofing System," Stuart continued. "He was very pleased when we told him that we could complete the job in six weeks in comparison to our competitor's three months.

"We completed the job in eight days! Needless to say, we had another satisfied customer," exclaimed Parsons.



A TRUE GOLF FANATIC

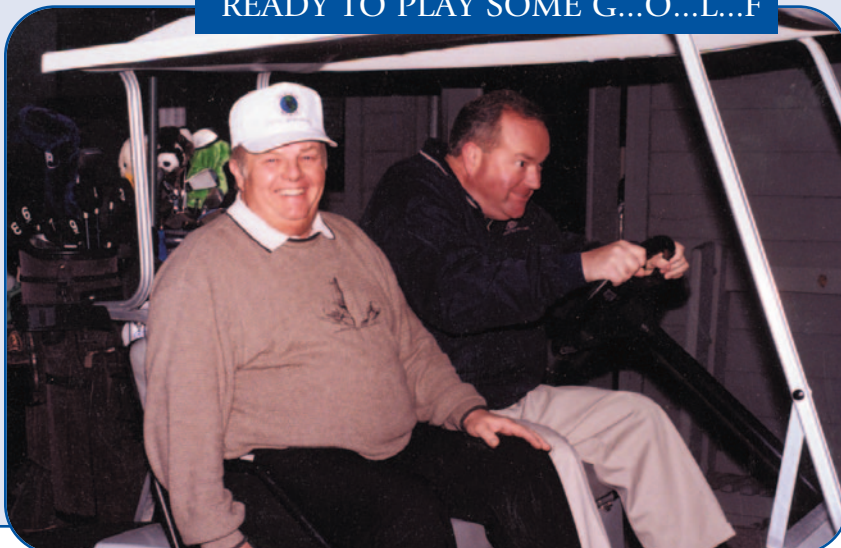
ANNUAL GOLF TOURNAMENT BLUSTERY BUT FUN

READY TO PLAY SOME G...O...L...F

Although it was a rainy and blustery day for golf, 20 teams showed up at the Hunter's Creek Golf Course in Orlando, Florida for some competitive golf. Everyone still enjoyed the festivities, especially the delicious lunch and the many door prizes!

This year's winning team included: Don Springer, Harry Wolfersberger, Aaron Chandler, and Greg Farris.

A big thank you to all of our participants. We look forward to seeing you at next year's golf tournament.



DURO-LAST PAYS TRIBUTE TO ITS "FAMILY" OF CONTRACTORS

It was a "family affair" to remember. During the 2001 Duro-Last National Sales Seminar, the world's best contractors were recognized for their exceptional work ethics, high standards of excellence, outstanding workmanship and dedicated service to Duro-Last.

The first group to be honored was the **Century Club Award** winners which included 54 contractors in 2000. The Century Club Award is given in recognition of outstanding achievement in quality workmanship, customer satisfaction and goals achieved in the interest of Duro-Last with sales of \$100,000 or more. (See *Century Club Award winner photos.*)

The next award presentation paid tribute to the **Presidents Club Award** winners. In 2000, there were 44 Presidents Club Awards given in recognition of outstanding achievement in quality workmanship, customer satisfaction and goals achieved in the interest of Duro-Last with sales of \$250,000 or more. (See *Presidents Club Award winner photos.*)

Duro-Last representatives also honored contractors that earned the **Admirals Club Award**. The Admirals Club Award is given in recognition of outstanding achievement in quality workmanship, customer satisfaction and goals achieved in the interest of Duro-Last with sales of \$500,000 or more. There were 11 contractors that reached this significant goal in 2000. (See *Admirals Club Award winner photos.*)

At this year's national sales seminar, **Generals Club Award** winners were also abundant. With sales of \$750,000 or more, five

Duro-Last contractors received special honors recognizing their tremendous efforts. (See *Generals Club Award winner photos.*)



**DURO-LAST'S 2000 CONTRACTOR
OF THE YEAR RECIPIENT
GAGE ROOFING & CONSTRUCTORS, INC.**

In 2000, Duro-Last had seven contractors who achieved one of the highest honors at the national sales seminar ... the **John R. Burt (JRB) Award** for sales in excess of \$1,000,000.

Those earning the John R. Burt Award included:

- Gene Fowler, John Tingley, David Tingley and Tom Froman of Sentry Roofing, Inc. in Covington, Indiana
- Don La Ferney, Sr., Don La Ferney, Jr., Randi La Ferney, Gary Thomas, Hal Stowers, Mark Slaughter, Mark Ralph, David Reynolds, and Steve Sheppard of La Ferney, Inc. in

Kingsport, Tennessee

- Steve Bunn, Scott Maxfield, Jim Groscost, and Lee Johnson of Broken Arrow, Inc. in Tooele, Utah
- Mike Morss of MW Morss Roofing in Romulus, Michigan
- Jim Bush and Jan Bush of Weather Shield Roofing Systems in Grand Rapids, Michigan
- Larry Winkler, Robert Bland, David Smallwood, Richard Goodlett, and Matt Nichols of United Roofing & Sheet Metal in Bryan, Texas
- Bob Walcik, Bennie Clawson, Glen Christensen, Bill Walcik, and Jim Clawson of Jaco Construction, Inc. in Clute, Texas

(See *John R. Burt Award winner photos.*)

Following the John R. Burt Award presentation, Duro-Last honored the 2000 Contractor of the Year Award winner.

This year's recipient truly epitomizes Duro-Last "family" for every individual affiliated with this contractor is not only considered "family" among Duro-Last representatives but amongst themselves as well. Through hard



**JACK BURT AND "MINNIE"
SMILE FOR THE CAMERA**

Continued from page 8

work, attention to detail, quality workmanship and with an extraordinary staff of talented individuals, **Gage Roofing & Constructors, Inc.** once again proved to be the world's best roofing contractor for Duro-Last Roofing, Inc.

Gage Roofing has received numerous Duro-Last honors for the last 17 years; four of those years as a John R. Burt Award winner! Furthermore, Gage Roofing is the only contractor in Duro-Last's history to pass \$3,000,000 in sales in one year, earning the Duro-Last "Golden Eagle" Award in 1998! It's evident that the Gage business family continues to set sales and installation standards that stand out above the rest.

During the awards ceremony, Duro-Last recognized **Roger Gage, Bobbie Gage, Robin Gage, Annette Gage, Stephen Gage, Sunshine Gage, Bill Williamson, and Lois Williamson.**

On behalf of Duro-Last, John Burt's daughters, Carol Stuhr and Connie Moeller gave the ladies of Gage Roofing & Constructors, Inc. a dozen beautiful red roses. Duro-Last then presented Gage Roofing with a 10-day Tahitian cruise! We know you will have a wonderful trip with plenty of sun and warm weather!

Congratulations to **ALL** of our Duro-Last award winners for having a successful year. You have truly earned respect and distinction as the "world's best" family of contractors.

Duro-Last extends a special "thank you" to each and every one of you for the dedication, enthusiasm, hard work and time that you put into each Duro-Last roof installation.

Because of your remarkable efforts, Duro-Last continues to be the leading manufacturer of prefabricated single-ply roofing systems in America. We look forward to many more years of shared success with our contractors and sales representatives.

Thank you again, for your continued loyalty.



LIVE ENTERTAINMENT BY TOXIC AUDIO



AN ENCHANTING EVENING FOR ALL



FRANK MILES HELPS "FIRE UP"
THE AWARDS BANQUET

CENTURY CLUB AWARD WINNERS



A & A Contracting



A-Men Siding & Roofing
Contractors, Ltd.



All Weather Systems, Inc.



Altec Roofing, Inc.



Becker Roofing



Beckwith Commercial
Roofing, Inc.



Boak & Sons, Inc.



Building Associates, Inc.



Cason Roofing, LLC



Central FL Maintenance
Center, Inc.



Commercial Roofing, Inc.

CENTURY CLUB AWARD WINNERS (Continued)



Congdon Roofing, Inc.



Cook Construction &
Roofing



Cosam Contracting, Inc.



Cowan Roofing, Inc.



D. Thomas Roofing, Inc.



Dakota Coating



Eagle Roofing



Ed Rutherford Roofing



Excel Roofing Service



Gilliland & Son Roofing,
LLC



Haas Builders, Inc.



H.C. Anderson Roofing
Company, Inc.

CENTURY CLUB AWARD WINNERS (Continued)



HLR Roofing



International Construction
& Roofing, Inc.



Jim Brown & Sons Roofing
Company, Inc.



Lutz & Myers, Inc.



Meade Construction, Inc.



Mikalan Roofing, Inc.



Morgan's Roofing



Northern Exposure
Construction, Inc.



Ohio & Indiana Roofing
Company



Paul D. Schaper Roofing,
Inc.



Perma Roofing, Inc.



Poe Construction &
Manufacturing, Inc.

CENTURY CLUB AWARD WINNERS (Continued)



Rainbow Professional
Roofing



Rains Roofing Company



Roanoke Roofing & Sheet
Metal Company, Inc.



Rocklin Roofing, Inc.



Roland Technical Roofing



Roof Crafters, Inc.



Roof Solutions, Inc.



Roofing by Fred Gross



Southeast Roofing
Consultants, Inc.



S.P.I., Inc.



Springfield Construction



SureLock Homes, Inc.

CENTURY CLUB AWARD WINNERS (Continued)



Taylor Roofing, Inc.



THL Enterprises, Inc.



Twin Rivers Improvement



Wagner's Energy Center, Inc.



W.A.L. General
Contractors/Roofing
Contractors, Inc.



Washington Roofing
Company



W.E. Corporation

PRESIDENTS CLUB AWARD WINNERS



AAAAA Enterprises, Inc.



A-PLUS Roofing Company



Affordable Roofing
Company, Inc.

PRESIDENTS CLUB AWARD WINNERS (Continued)



Atlas Roof Systems, Inc.



Breault Roofing, Inc.



Ciaccio Roofing Corporation



Commercial Roofing
Company



Commercial Roof Repair



Cotterman & Commercial, Inc.



Dan Jewett Construction



Davis Contracting



Fischer Companies, Inc.



Great Lakes Roofing



Harold Hall Roofing, Inc.



Herbert Roofing &
Insulation

PRESIDENTS CLUB AWARD WINNERS (Continued)



Heritage Roofing Systems of
Oklahoma, Inc.



Hollingsworth, Inc.



Interstate Roofing, Inc.



Kimball Roofing, LLC



Knox Roofing



Larson Roofing



Len Eckstein Roofing, Inc.



Marchbanks Specialty
Company, Inc.



Marty Robbins Roofing,
Company, Inc.



Mid-Western Commercial
Roofers, Inc.



Pacific Rim Roofing
Company

PRESIDENTS CLUB AWARD WINNERS (Continued)



Prime Source Construction



Pro-Tek Exterior Services,
Inc.



Richard Goff Roofing, Inc.



Richland Co. & Associates, Inc.



River Roofing, Inc.



Roof-Tec National, Inc.



Sealite Applicators, Inc.



Special Maintenance
Roofing, Inc.



State Roofing Systems, Inc.



Sunray Roofing, Inc.



Technique Roofing
Systems, LLC



Tomkat Roofing, Inc.

PRESIDENTS CLUB AWARD WINNERS (Continued)



H. Treder & Sons, Inc.



United Construction, Inc.
of Salida



Universal Roofing
Company, Inc.



Western Roofing, Inc.



Wormley Brothers
Roofing, Inc.

ADMIRALS CLUB AWARD WINNERS



Borntrager Enterprises, Inc.



Brandle Roofing & Sheet
Metal Co.



Jack Buchinger Roofing

ADMIRALS CLUB AWARD WINNERS (Continued)



Dempsey Roofing Co., Inc.



Duerson Corporation



MG Construction, Inc.



Nohava Construction, Inc.



Parsons Commercial
Roofing



Royalty Companies, Inc.



T. Holt Brothers General
Contractors, Inc.



Wayne Nasi
Construction, Inc.

GENERALS CLUB AWARD WINNERS



Badgerland Commercial
Roofing, Inc.



Damschroder
Construction, LLC



Midwest Coating, Inc.



Superior Services RSH, Inc.



Western Systems, Inc.

JOHN R. BURT AWARD WINNERS



Broken Arrow, Inc.



Jaco Construction, Inc.

JOHN R. BURT AWARD WINNERS (Continued)



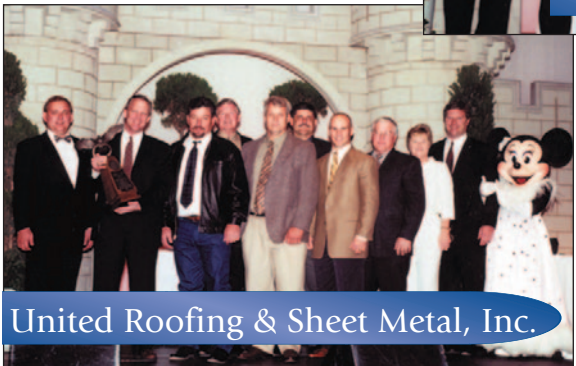
LaFerney, Inc.



MW Morss Roofing



Sentry Roofing, Inc.



United Roofing & Sheet Metal, Inc.



Weather Shield Systems

PALM SPRINGS, CALIFORNIA

Here We Come!



Grab a pen and calendar so you can mark next year's Duro-Last National Sales Seminar dates and location. **We will be heading to warm and sunny Palm Springs, California, February 3-5, 2002**, where you will be able do plenty of sightseeing, golfing, lounging and of course, **RELAXING!**

The 2002 Duro-Last National Sales Seminar headquarters will be located at the Riviera Resort and Racquet Club.

Duro-Last will again host an exhilarating, entertaining and informative seminar with nationally acclaimed speakers, fine accommodations and lots to do and see.

So make plans to join your friends and colleagues for another world's best sales seminar.



SEMINAR
FUN!

A GREAT "FAMILY" GATHERING IN ORLANDO





DURO-LAST SALES REPRESENTATIVES RECEIVE HONORS FOR SALES AND VOLUME INCREASES

Duro-Last sales representatives and associates gathered on Saturday, February 3, 2001 to share sales and marketing strategies as well as to hear the success stories of other sales representatives.

During the evening festivities, attendees strolled along the deck of a classic paddleboat and viewed the spectacular magic and energy of Disney's Main Street Electrical Parade. Next, everyone headed to Magic Kingdom's Diamond Lill's Horseshoe Saloon for the annual awards banquet. Amongst singing

cowboys, dancing showgirls, and western paraphernalia, guests participated in humorous skits and feasted on a fabulous meal. During the official awards program, Duro-Last sales representatives and sub-representatives were recognized for outstanding sales.

Duro-Last salutes all of the sales honorees — keep up the excellent work!

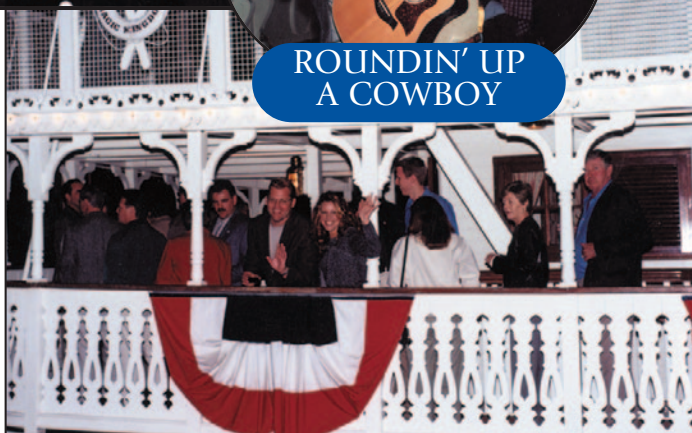


THE HONORABLE
JEFF GOTTRON AND
J. COSTEN — NO. 1
IN SALES VOLUME



ROUNDIN' UP
A COWBOY

A GRAND
EVENING
FOR A
PADDLEBOAT
RIDE



Sales Representatives Honored:

Top 3 in sales volume:

- Jeff Gottron
- J. Costen
- Tom Allen (IA)
- Rodger Wood
- Darrin Boatman
- Buddy Wilson
- Bill Simpson
- Bill Wilson
- Cathy Wilson

Top 3 sales increase:

- Tom Allen (IA)
- Rodger Wood
- Darrin Boatman
- Mark Keefe
- Todd Schneller

Ring winners:

- Mark Keefe
- Todd Schneller
- Tom Allen (IA)
- Rodger Wood
- Darrin Boatman
- Terry Wyatt
- Jesse Bingaman
- Chuck Saylor
- Rod Falgoust
- Jay Falgoust
- Rick Hartz
- Tom Allen (CO)
- Chris Hemphill

Recognized for most contractor activations:

- Dennis Elenbaas
- Mike Skaggs
- Joe Gottron
- Mike Gottron
- Bryan Gottron



New Welder



Traditional Welder

NEW WELDER TWICE AS FAST, LESSENS LABOR, INCREASES WELDING WIDTH

Duro-Last New Dealer Coordinator Mitch Guettler is ALWAYS looking for new equipment and techniques that can assist contractors with installing the Duro-Last Roofing System.

As luck would have it, Guettler recently visited **Curtis Anderson, owner of H. C. Anderson Roofing Company, Inc. in Rockton, Illinois**, who has been a Duro-Last contractor for three years. As an award-winning contractor, Anderson has continually strived to achieve quality workmanship as well as efficient installations of the Duro-Last Roofing System. He had come across a new style of welder that he thought would be very beneficial to other contractors, and so shared his discovery with Guettler.

"I had heard about the LEISTER Hot Air Blower Electron and did some research on it," recalled Anderson.

Then Anderson decided to have his work crew try it out. **Roofing crew member Gordon Bittourn**a used the welder and found it to be very helpful.

"I can detail with it and use it on vents, stacks, for patching ... anything," said Bittourn.

According to Anderson and Bittourn, the design of the LEISTER Hot Air Blower Electron allows for wider seams, faster welds, and is much more versatile to use on smaller projects versus the much larger walker welder.

"I love using it," noted Anderson. "It makes welding a lot easier...with this welder, you know that you're going to get a 2½" weld on your first try."

"With one swoop, the weld is done," added Bittourn.

The reason why the welder is quicker is because it has 220 volts (double the voltage of the traditional welders).

Because of its higher voltage, contractors must have a larger generator on hand and should never lay the welder directly on the roof membrane; rather it should be set on a roller handle or some type of stand.

According to Guettler, it also takes some time to get used to handling the welder because it is slightly larger and works better going in one direction. Nonetheless, Anderson and his crew have continued to use the same type of roller with this welder as they used with the traditional style.



Curtis Anderson, owner of H.C. Anderson Roofing Company, Inc.

"It didn't take our guys very long to get used to the welder — about 10 to 15 minutes," stated Bittourn.

Anderson added, "Some of the guys don't like to weld, so now I can have Gordon do most of the work

because the welder is faster and requires less labor on the roof."

"We always have this welder on the roof with us," said Bittourn.

He has been using the LEISTER Hot Air Blower Electron for approximately six months and has even nicknamed the welder, "Top Gun" because of its excellent attributes.

Even test welds have demonstrated the significant benefits of this welder.

Noted Guettler, "The LEISTER Hot Air Blower Electron welds averaged 120 lbs./sq. in. when pulled apart by the Instron machine, which is approximately 50% greater than Duro-Last's minimum standard requirements."

THE BEST NEWS OF ALL?

Duro-Last is now stocking these welders!

Here's some more information on the LEISTER Hot Air Blower Electron:

- A hot air blower for heating up, shrinking, bending, drying, sterilizing, activating, igniting, thawing, and welding of plastics.
- Temperature is electronically adjustable 68-1202 degrees F
- Has high heat efficiency.
- Price: Electron-\$510.00
80mm Nozzle-\$142.00

To order your own LEISTER Hot Air Blower Electron or to get more details, contact Mitch Guettler at **1-800-248-0280, ext. 2322** or feel free to contact Duro-Last Contractor **Curtis Anderson at (815) 624-4129** to find out why he and his crew recommend this welder.