

The Newsletter of Sealant Engineering and Associated Lines

## 2011 SPRING MEETING SEAL Descends on 'Big D'

**A Message**  
From Our President

**The Fall Convention**  
Heads to Puerto Rico



# SEAL

FROM THE PRESIDENT  
**Willie Goncharow**  
Guaranteed Supply Company, Greensboro, NC

I am happy to report that our first meeting after the change of the guards, went exceptionally well. It was almost seamless with Kelly and Jan. Their level of expertise proved to be right what our group expects and has set the stage for our future in a very positive direction. Thank You's go out to Kelly, Kit and Jan! Great Job!

The Spring SEAL Meeting in Frisco, Texas was quite the success your Board planned it would be. Thank you to the member sponsors, SSI, Neogard and All Tex Supply for your Texas style Hospitality. Thank you to the membership for your participation and input on issues that affect you, and your thoughts on how SEAL benefits you and the group. It has already been useful in pre-planning future meetings and topics.

The spring meeting added a new distributor member to our ranks with the acceptance of Construction Materials. Again, welcome John Crews and Jeff Barrett! We look forward to your participation in future SEAL meetings.

On a business note, the SEAL Board approved insurance for the group, and now has the proper IRS regs covered, and still has money in the bank. This is a good accomplishment and I commend the Board for their efforts!

Our speakers were quite diverse and covered several topics that touch all of our businesses in some way. From the social media world of Ramsey Mohsen, to the opportunities in the restoration market that Bland Harper shared with us, to the Seal/ No Seal Group presentation by Scott Eilken showing we have more than just competition to contend with. Also a special thanks for the "Carnivore" program presented by Jack Caven and Blake Menzel of InfoTech. Thanks to Jack and Blake for really generating some excitement with that program.

The SEAL Board is very excited about the fall meeting in Puerto Rico this November and plans are well under way to bring you a fantastic event that will benefit you and your business by being in attendance. If you haven't been to a SEAL meeting in a while, this is the one you don't want to miss!

One thing I would like to be sure we continue to build on is our collective strength in working together to move out overstock, shelf life pressured stock that needs to be moved, and assisting with covering a member's immediate product need if requested. I know first-hand this can be a benefit for all of us. One way to get started is be sure your contact information is correct and your vendor lines are up to date. Feel free to share any insight or input you may have on this topic when you can.

I look forward to your feedback always and ask that you share anything you feel would benefit our group.

I am truly excited about the opportunities before us, and about seeing you in November, at the beautiful Gran Melia Golf Resort in Puerto Rico!

*Willie*

Sealant Engineering  
  
and Associated Lines

**SEALED UP**

Second Quarter 2011  
[www.sealgroup.org](http://www.sealgroup.org)

*You can't leave Texas without  
a new Stetson hat!*



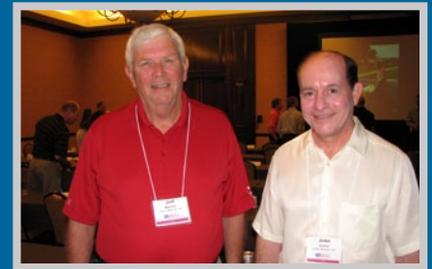
FROM THE EXECUTIVE DIRECTOR  
Kelly Andrews - MP&E, Inc, Raleigh, NC

Hope everyone had a productive time in Frisco at the Spring SEAL meeting. Jan, Kit and I have now soloed our first meeting and look forward to seeing everyone in Puerto Rico. We are committed to creating the best environment possible for each of you to maximize your time at the SEAL meetings to meet your individual business objectives. We are most appreciative to everyone for their very comments, suggestions and constructive criticism. With the help and guidance of a very involved Board of Directors, in the upcoming months we will address tightening up the agenda, reviewing the amount of free time and number of outside speakers, and the possibility of offering optional recreation opportunities before or after the meetings for those who are interested, while allowing those who need to get in and get out, that option of a shorter stay while maintaining the interaction with the membership. Our collective goal as a staff and Board is to serve you, so keep those cards and letters coming.

*Kelly*

## WELCOME TO THE SEAL FAMILY

SEAL welcomes a new distributor member Construction Materials, Ltd based in Montgomery, AL to the family. In attendance at the Spring Meeting were Jeff Barrett (left) GM of the Waterproofing and Concrete Repair Division based in Riviera Beach, FL and John Crews, Corporate President (right).



## TEXAS SIZED HOSPITALITY

We've all heard it before, but this time we experienced it at the Spring SEAL Meeting: everything in Texas is bigger and that includes the hospitality. A special thanks to our three Dallas-based members for their generosity in underwriting the social functions of the Spring Meeting:

**Neogard – Wednesday Welcome Reception**  
**SSI, Inc – Thursday Cowboys Stadium Tour and the Friday evening reception**  
**All Tex Supply – Thursday evening reception and the Friday evening dinner**

## THANKS TO OUR GUEST PRESENTERS

A special thanks to our four presenters for sharing their time and expertise:



**Jack Caven**  
Infotech International  
Jacksonville, FL



**Ramsey Mohsen**  
Digital Evolution Group  
Overland Park, KS



**Bland Harper, AIA**  
Harper Brawner, LLC  
Arlington, TX



**Scott Eilken - Co-Chair of**  
Seal/No Seal Group  
Quality Saw and Seal  
Bridgeview, IL

## SWRI & SEAL MEET AND GREET

Friday afternoon the SEAL Board of Directors had the opportunity to meet with Dan Cain of George D. Alan Company of Irving, Texas, the current President of SWRI. The meeting was set up by SEAL member Brian Koenings of ProSoCo for the purpose of opening a dialogue between the two independent organizations. Dialogue was positive and upbeat and one of the most significant outcomes was an invitation for a SEAL representative to attend the SWRI annual meeting and for us to invite an SWRI rep to our next meeting

# 2011 SEAL SPRING MEETING

## Photos and Memories



Wednesday Evening Welcome Reception



Group Sessions



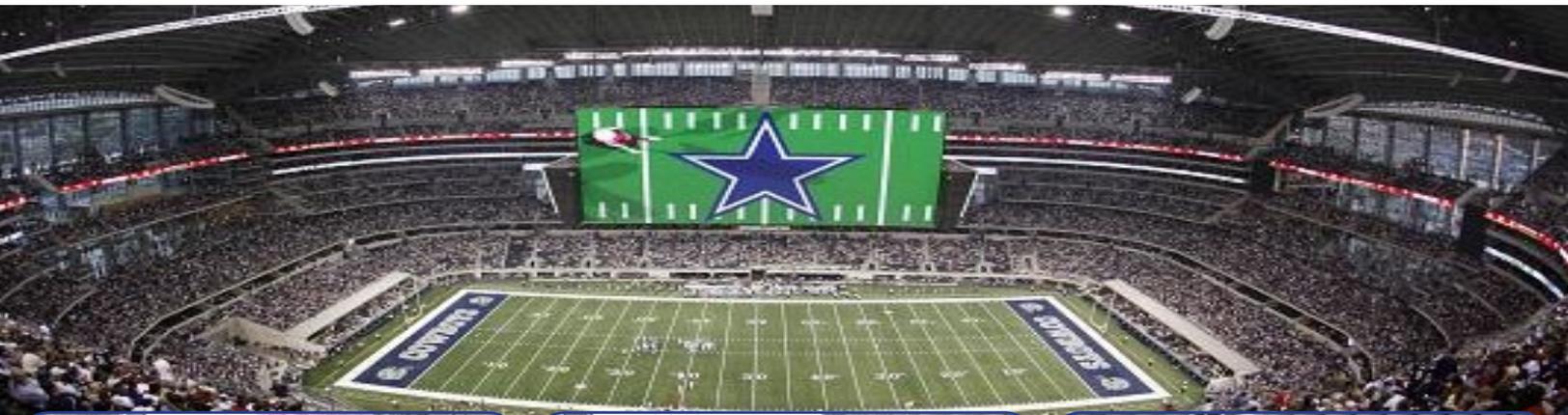
Thursday Evening Reception



Friday Evening Reception and Dinner

# COWBOYS STADIUM TOUR SCORES BIG

Thursday afternoon SEAL members had the chance to tour the new Dallas Cowboys Stadium, opened October 28, 2009. It is the NFL's most expensive stadium, costing \$1.2 billion and seats 80,000 spectators. SEAL members had a two hour tour of the facility which included a surprise sighting of country music star Kenny Chesney who was in the building with his band getting ready for a Saturday night concert but also enjoying a pick-up game of basketball on the stadium floor.



The SEAL Group in front of the world's largest HD jumbotron.



Atlas Supply Team at Cowboy's Stadium



Kenny Chesney talking to a teammate about their basketball strategy.

## Special Moments



Happy 6th Anniversary!! Keith and Bernadette Musante from Lowry's



SEAL President Willie Goncharow thanks Anita Pyle for her work in organizing the social activities and "party bus" at the last Fall Convention.



"I've got questions!!!" Willie telling the story of taking his wife Glenda skydiving on her birthday and having his son's emergency chute deploy before their jump.

# FALL CONVENTION



*EDITOR'S NOTE: Jan's verbal overview at the Spring Meeting on plans for the SEAL Fall Meeting in Puerto Rico was too good not to repeat, so here it is, complete with pictures. There's not much I could add to this. ka*

Imagine a place where the sky is so blue that you can hardly tell where it ends and meets the sea . . . the temperature is a balmy 85° F, but there is a cool Caribbean breeze gently swaying the palm trees as it whispers against your skin. As you relax to the sounds of the waves, and breathe the fresh air, you hear a knock on the door and go to open it. Just as expected, it's your butler coming to fill the hot tub on the private terrace of your luxury suite. Wait. What? Private butler?

Now your imagination has really kicked in. You're starting to think how great it would be if you could actually make this a reality while growing your business by sharing best practices and learning what's new in your industry.

You've just imagined the reality of the 2011 Fall SEAL Meeting at the magnificent Gran Meliá Golf Resort in beautiful Puerto Rico. You need to be there. From its world class Trump International Golf Course adjacent to the property, incredible lagoon style pool, luxury spa, daily activities like yoga on the beach and location just minutes from the El Yunque Rain Forest, the all-suite Gran Meliá has something for everyone.

The best part is the incredible value to you as a SEAL member because we've negotiated a rate starting at just \$150.00 per night for a garden view suite and just \$235 per night for an oceanfront suite with that private butler you imagined. SEAL rates will be honored 3 day before and after the event. That's a lot of value for a 5-star, 4-diamond rated beachfront resort.

Puerto Rico celebrated its 500th birthday in 1993 and, as part of the United States, does not require a passport for US citizens. Getting there is easy because nearly every major US city has direct flights. You will fall in love with its flavorful cuisine, gracious people and historical charm.

## November 3 - 6, 2011 Gran Meliá Golf Resort Río Grande, Puerto Rico

Still need more convincing? Okay. Minutes from the resort, you can enjoy a multitude of activities and excursions like deep sea fishing, scuba diving, snorkeling, golf, hiking in the rain forest, or a shopping trip to explore Old San Juan and the Bacardi factory. Paddle through a dark, moonlit canal where the mangrove trees form a canopy over your kayak into the bioluminescent bay, a natural phenomena that happens in only a few places on earth and must be experienced once in a lifetime.

By now you should be convinced that the 2011 Fall SEAL Meeting at the Gran Meliá Golf Resort is something you don't want to miss. Look for more information this summer. To allow for the best possible airfare deals, registration will start earlier than normal. We can't wait to see you there and don't forget your flip-flops.

*Jan Aument*  
**SEAL Meeting Planner**

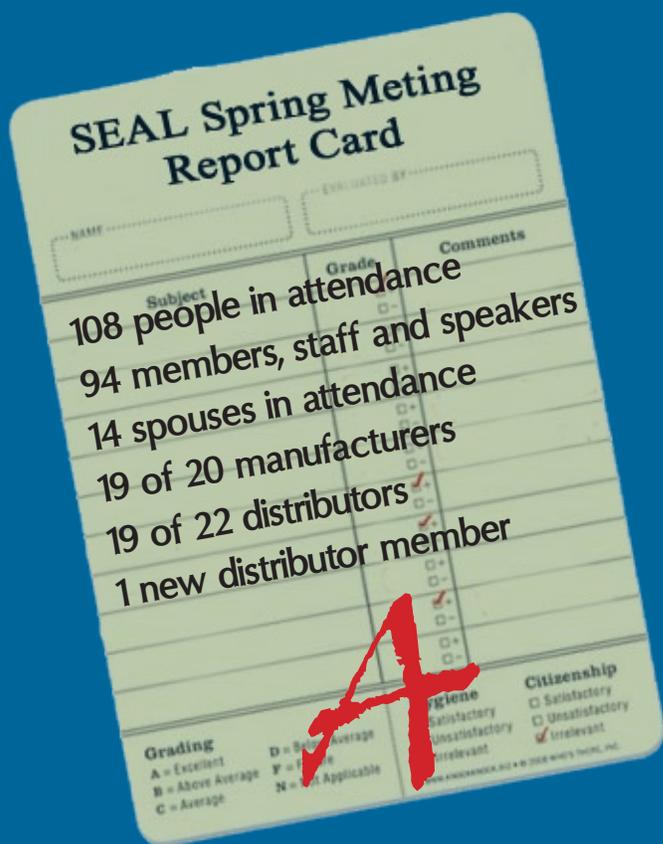
Sealant Engineering  
  
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## 2011 SEAL Board of Directors

President: Willie Goncharow, Guaranteed Supply Company  
Vice President: Steve Larsh, The Glenrock Company  
Secretary: Martin Harrell, Coastal Construction Products, Inc.  
Treasurer: Joe Coy, Smalley & Company  
Past President: Paul McKinnell, Kenseal Construction Products  
Distributor Director: Jessica McIntosh, Atlas Supply, Inc.  
Manufacturer Director: Michael Ephraim, Pecora Corporation  
Manufacturer Director: Brian Glass, Newborn Brothers Co., Inc.  
Manufacturer Director: David Slough, CETCO  
Executive Director: Kelly Andrews, SEAL

SEAL Staff Management Office: 8608 Timberwind Drive, Raleigh, NC 27615  
Phone: (919) 870-0315 Mobile: (919) 271-5471 FAX: (919) 844-4833  
Email: [kellybob@earthlink.net](mailto:kellybob@earthlink.net) Website: [www.sealgroup.org](http://www.sealgroup.org)



**SEAL Spring Meeting Report Card**

NAME: \_\_\_\_\_ EVALUATED BY: \_\_\_\_\_

Subject	Grade	Comments
108 people in attendance	D-	
94 members, staff and speakers	D-	
14 spouses in attendance	D-	
19 of 20 manufacturers	D-	
19 of 22 distributors	D-	
1 new distributor member	D-	

**Grading**  
A = Excellent  
B = Above Average  
C = Average  
D = Below Average  
F = Fair  
N = Not Applicable

**Citizenship**  
 Satisfactory  
 Unsatisfactory  
 Irrelevant

**Hygiene**  
 Satisfactory  
 Unsatisfactory  
 Irrelevant

**A**

### SEAL / NO SEAL GROUP: WANT MORE INFO?

One of the most popular and best received presentations was Scott Eilken's comments on the Seal/No Seal Group and nearly everyone in the room requested to be put on their mailing list. However due to travel connections, there were a number of members who could not attend the session. If you want to be included, please email Scott Eilken, Co-Chair of the group at [SEilken@qualitysawandseal.com](mailto:SEilken@qualitysawandseal.com) and supply your contact info.

The Seal/No Seal Group ([www.sealnoseal.org](http://www.sealnoseal.org)) was formed to respond to the age-old industry question about the value of sealing concrete pavement joints. The mission is to develop a committed membership that takes responsibility for determining the long-term effectiveness of sealants in concrete pavements.

As cost pressures continue, there is increased interest in eliminating transverse joint sealants as a means of lowering the cost of concrete pavements. However, there is a lack of data in the industry to help guide owners about sealant effectiveness and the long-term impact of using or not using such sealants.

**Be on the lookout for for Fall Convention registration information from SEAL Meeting Planner Jan Aument**

# SEAL LOGOwear ORDER FORM

For more shirt details, go to [www.imprintit.biz](http://www.imprintit.biz) and enter style # Z0075 or Z0081



Available Sizes: S / M / L / XL / XXL

-  Basil
-  Black
-  Cobalt
-  Danish Blue
-  Navy
-  Real Red
-  Seagrass
-  White

**\$35**

The SEAL shirt is IZOD X.FG. Performance Pique Golf.

This is 5 oz. 100% polyester Moisture wicking with Anti-microbial & UV protection technologies; Welled collar; Tagless labeling. Two dyed-to-match, pearlized IZOD embossed logo buttons; Self-fabric panel insert along shoulders. Hemmed sleeves; Underarm venting; Side seams. IZOD logo at back neck & on right sleeve. Even finished tail with side vents.

All shirts are \$35 (\$38 for XXL) with SEAL logo embroidered on left breast. Turn around time on orders will normally be two weeks or less after receipt of order and payment. Shipping will be \$15 Priority Mail to your address for 1-6 shirts.

Total Order Quantity \_\_\_ X \$35  
 + \$15 priority flat rate shipping (1-6 shirts)  
 = \$ \_\_\_\_\_

Male / Female	Color	Size	Quantity

Please mail this order form with a check made out to Sports & Fashion to:  
**Sports & Fashion**  
**Attn: Roger Rickman**  
**111-B East Chatham Street**  
**Cary, NC 27511**  
**Phone: (919) 467-6324**  
**Email: rghrickman@cs.com**

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 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone \_\_\_\_\_  
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