



Johns Manville

PEAK  *Johns Manville*
ADVANTAGE

2021

THE JOHNS MANVILLE 2021 PEAK ADVANTAGE[®] PROGRAM

In a demanding and increasingly competitive industry, you need to stand out and stay ahead. One of the best ways to do that is to build a strong, lasting relationship with a manufacturer who goes above and beyond to put you at the forefront of the roofing industry.

We are that manufacturer.

THE TOP CONTRACTORS ARE INVITED TO ATTEND THESE 2022 CONFERENCES

Every qualifying contractor for Pinnacle or Summit level will get the opportunity to travel to exciting destinations and engage in informative business sessions. You'll have plenty of time to enjoy the area's highly attractive excursions.

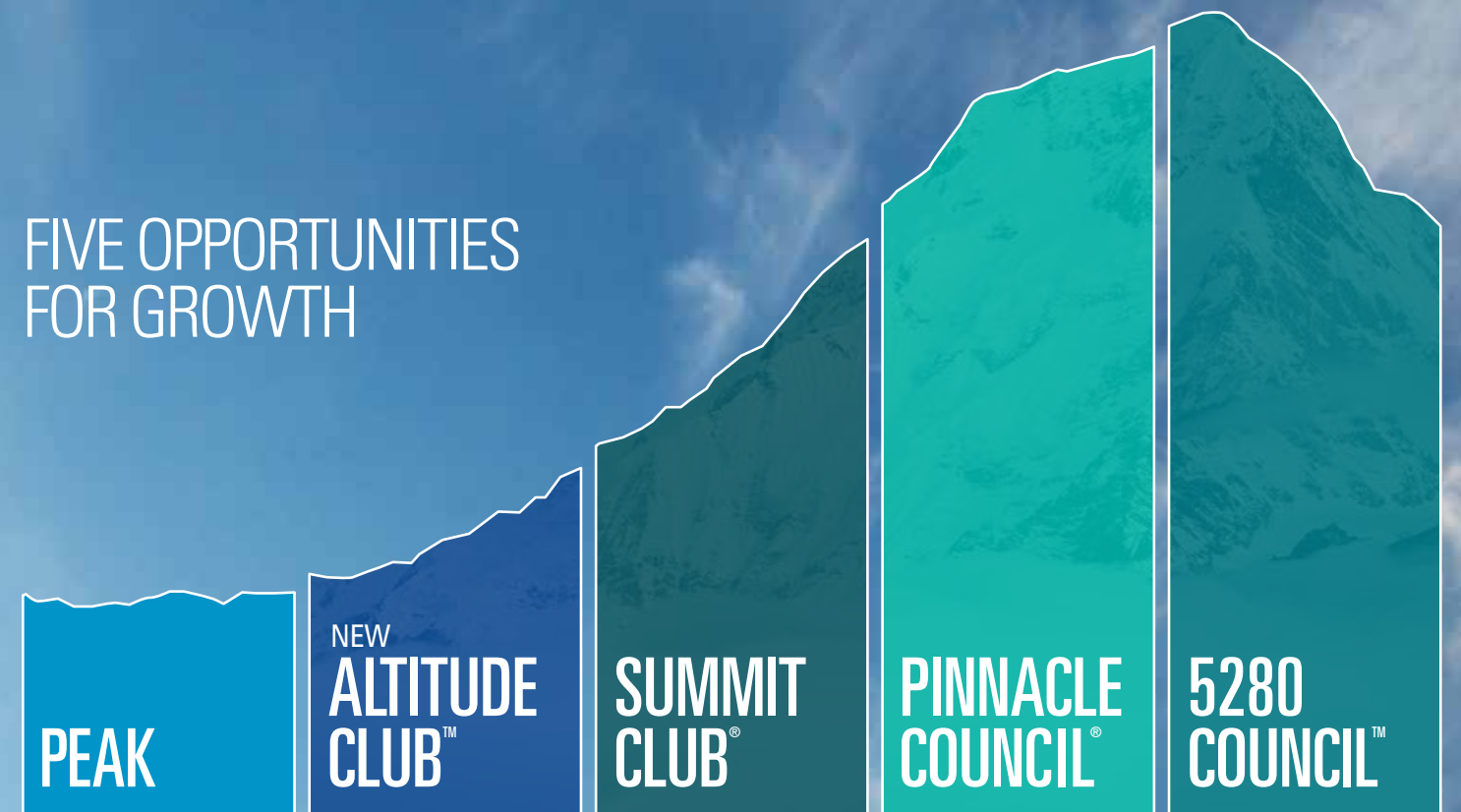
THE SUMMIT CLUB
TBD

THE PINNACLE COUNCIL
FOUR SEASONS HUALALAI
MARCH 7-11, 2022

THE 5280 COUNCIL
FOUR SEASONS NAPA VALLEY
MARCH 11-14, 2022



FIVE OPPORTUNITIES FOR GROWTH



As you qualify for higher Peak Advantage Program levels, you earn access to a range of JM priority services, contractor recognition and new business opportunities.

PEAK	NEW ALTITUDE CLUB™	SUMMIT CLUB®	PINNACLE COUNCIL®	5280 COUNCIL™
One qualifying guarantee or registration	Meet all Peak level criteria	Meet all Altitude Club criteria	Meet all Summit Club criteria	Meet all Pinnacle Council criteria
\$1MM aggregate insurance coverage	Three qualifying guarantees, registrations or combinations thereof	Four qualifying guarantees, registrations or combinations thereof	Five qualifying guarantees, registrations or combinations thereof	Rank in the top 15 Peak Advantage point earners
\$1MM bonding capacity	Retain record of quality installations	Earn 16,000 Peak Advantage Points with guaranteed and registered projects	Earn 27,500 Peak Advantage Points with guaranteed and registered projects	
Must be licensed in all states of business	Have a maintenance department to qualify for repair and lead-generation opportunities			
Member of a recognized professional trade organization (e.g., NRCA, MRCA)	Earn 10,000 Peak Advantage Points with guaranteed and registered projects			

JM Peak Advantage contractors who meet Peak, Altitude Club, Summit Club or Pinnacle Council requirements mid-year will qualify for additional services at that time. Contractors must meet criteria annually.

BUSINESS BENEFITS

HOW YOUR BENEFITS GROW AS YOU DO

PEAK	NEW! ALTITUDE CLUB	SUMMIT CLUB	PINNACLE COUNCIL	5280 COUNCIL
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Co-Op Buying Program				
Peak Advantage NDL Guarantees				
Access to the JM Connexus Portal, which offers enhanced visibility into your current standing in the program and additional features and benefits				
Appear on the JM Contractor Locator (priority listing based on Peak Advantage level earned*)				
May qualify for Early Bird Silver payment terms				
Eligible to participate in the JM Roofing Institute training classes				
Eligible to perform Guarantee Repairs (assignment priority based on Peak Advantage level earned*)				
Peak Life opportunities (assignment priority based on Peak Advantage level earned*)				
Inspections within 14 days of submission of completion notice				
Shop-fabricated metal may be included in the Guarantee for no extra charge**				
International Roofing Expo recognition				
Contractor spotlight marketing piece featuring a noteworthy job				
May qualify for Early Bird Gold payment terms				
Inspections within 7 days of submission of completion notice				
Altitude Club award				
Invitation for you and a guest to the annual Summit Club Conference, including airfare, hotel and activities				
Summit Club wall plaque				
Eligible for a JM technical representative to administer the hands-on testing portion of the NRCA ProCertification® thermoplastic test				
Invitation for you and a guest to the Pinnacle Council Conference, including airfare, hotel and activities				
Inspections within 3 days of submission of completion				
Complimentary admission to the International Roofing Expo, with a private reception hosted by JM executives				
Pinnacle Council trophy				
Invitation for you and a guest to the 5280 Council Conference, after attending the Pinnacle Council Conference, including airfare and hotel				
Private reception hosted by JM executives during the 5280 Council Conference				
5280 Council trophy				

ATTAIN PREFERRED CONTRACTOR RECOGNITION IN THE JM CONTRACTOR LOCATOR

Premium placement in the JM Contractor Locator.

ATTAIN SUPERIOR CONCIERGE SERVICE

5280, Pinnacle, Summit and Altitude level contractors have priority for faster response times on requests for:

- Assembly Letters
- Technical Information
- Guarantee Information
- Shipping Information

GROW YOUR BUSINESS BY BECOMING A REPAIR CONTRACTOR

Qualifying Peak Advantage contractors that meet all criteria may be contacted by JM for repair work.

- Opportunities that are customized to your business
- Priority of opportunities based on level you achieve*

ACHIEVE PEAK LIFE OPPORTUNITIES

5280, Pinnacle, Summit and Altitude contractors will have the opportunity to receive Peak Life leads.

- Wear and tear on buildings is inevitable, so we put you in front of the owner to help them decide if they should repair or replace the roof
- Give you the opportunity to connect with the building owner and provide exceptional customer service

EARN EARLY BIRD PAYMENT TERM ACCESS

Achieve 5280, Pinnacle, Summit or Altitude level each year, and have the ability to apply for Early Bird Silver or Gold payment terms. This service is designed to expedite the guarantee application process**

GAIN SPECIAL PROMOTIONS AND MARKETING SUPPORT

Opportunities that could put you in a stronger marketing position include:

- Contractor spotlights featuring a noteworthy job
- Priority communication for product launches
- Product promotions
- Highlighted achievements on JM.com

*Contractors must meet criteria annually, as outlined during the application process, and are required to sign a service-level agreement.
 **Contractors that qualify for Early Bird Silver or Gold payment terms are still responsible for final inspection and addressing any issues identified. Early Bird Silver contractors must meet all requirements for the issuance of the guarantee, including successful completion of the final inspection. Once all is complete, the guarantee will be made ready prior to payment, and the contractor will be billed for the guarantee charges. Early Bird Gold contractors can receive their guarantee prior to completion of the final inspection and payment. They will be billed for the guarantee charges, and the final inspection must be completed within 30 days.

*Priority of lead-generation opportunities based on level: 5280, Pinnacle, Summit, Altitude and then Peak level contractors.
 **Metal must conform to SMACNA standards, and the metal finish warranty must match the roof guarantee period request. On guarantees with wind riders at 100 mph or over, a JM pre-manufactured metal edge system matching the requirement for the wind speed rider must be used.
 Note: Contractors will only attend the trip for the highest level earned. Pinnacle and Summit trips must be attended by a principal of the contractor company. Any substitutions will need to be approved by JM senior leadership.

TAKE YOUR BUSINESS TO THE NEXT LEVEL

Earn points for every square of eligible JM products purchased

Eligible JM Products	Points Per Square (a total of 4 points/sq can be earned)
JM Membrane	1 point
JM Cover Boards*: ProtectoR® HD, Invinsa®, SeparatoR®, SeparatoR® CGF, DuraBoard®, FESCO®, Retro Fit®, RetroPlus®	1 point
Other Cover Boards: SECUROCK®, DensDeck®, DEXcell® ***	.5 point
JM Insulation	1 point per layer, with a max of 2 points

All points multiplied by the contractor's quality multiplier.**
The higher the quality multiplier, the more Peak Advantage Points you receive.

To qualify for points in the 2021 period, all registration-only jobs need to be entered in the JM Connexus portal by November 30, 2021. Material warranties only count toward Peak Advantage Points when the registration box is checked at the time of entering the material warranty. See terms and conditions for additional details regarding the program and qualification requirements.

*Substrate boards do not count toward Peak Advantage Points.
**The quality multiplier is based on a contractor's payout rate. The payout rate is calculated by dividing the total contractor payouts by all previously installed squares after the 2-year contractor period. This payout rate is compared to the overall payout rate history per membrane. Then a multiplier is assigned based on this comparison.
***When purchased from JM.

INCLUDING OUR CO-OP BUYING PROGRAM

Any contractor achieving at least Peak status can participate. JM Peak Advantage members have saved more than \$8 million on items ranging from tools to health insurance with their participation in the Co-Op Buying Program. Secure your savings on business-related items and services such as:

- Health Insurance (for Pinnacle, Summit and Altitude Contractors Only)
- Cellular Services and Accessories
- Copier Purchase and/or Lease
- Automotive Supplies
- Forklifts and Pallet Jacks
- Employee Background Screening and Drug Testing
- Office Supplies
- Uniforms and First Aid/Safety Gear
- Rental Cars
- Tires



GAIN ACCESS TO EXPERT TRAINING

Take advantage of our JM Roofing Institute. This hands-on learning program provides firsthand training to help your crew understand new products and technologies and participate in a best practice installation experience.



NEW FOR PINNACLE CONTRACTORS!

ACHIEVE BETTER STANDARDS AND GROW YOUR TEAM'S KNOWLEDGE

5280 and Pinnacle Council contractors can have an NRCA-Certified JM technical representative administer the hands-on portion of the NRCA ProCertification® thermoplastic test. Your employees' certification in specific roof system installations may help your business. (The number of tests per contractor is limited, so reach out to your local JM technical representative for more information.)

<p>Preferred reservation service, many fees waived and deep discounts for members.</p>	<p>Substantial savings on tires for commercial, passenger and light trucks, as well as retreads.</p>
<p>Aggressive national account pricing on more than 400 office supply items, plus discounted retail rates on thousands of other items.</p>	<p>National account pricing on Caterpillar, Crown, Hyster, Hyundai, Mitsubishi, Nissan and Yale Forklifts as well as 27% off EnerSys batteries and chargers.</p>
<p>Deep discounts across all category groups and products. Ability to work with a local store and representative.</p>	<p>This leading independent employee benefits firm provides local service and resources for medical, dental, vision, life and disability benefits – all tailored to your company's offerings.</p>
<p>Highest discount level available to the public, plus opportunity to earn 2% cash rebate on qualified purchases.</p>	<p>Discounts available on monthly service charges, accessories, features and rate plans for both employee personal lines and corporate lines.</p>
<p>Up to 50% off list price for multi-functional devices, with flexible leasing or purchase options.</p>	<p>National account rates to help contractors with on-site shops save on high-performance engine oils, transmission lubricants, chassis grease, hydraulic liquids, coolants/antifreeze and more.</p>
<p>Deeply discounted pricing for purchase and rental uniforms, as well as first aid/safety gear. Customized uniforms available.</p>	

The Johns Manville Co-Op Buying Program is managed by a dedicated JM account executive at Distributors Solutions, LLC ("DSI"). If you have questions about the program, please contact Anne Drolet, director of business development for DSI, at (303) 827-4483 or via email at adrolet@dsi-mail.com.

Logos referenced are the property of their respective owners. The services and products available through the Co-Op Buying Program are provided by independent, third-party organizations that are not affiliated with Johns Manville. Such services and products are provided as a convenience and for informational purposes only; they do not constitute either an endorsement or an approval by Johns Manville of any of the products, services or opinions of the individual corporations or organizations or individuals therein.



Put the JM Peak Advantage Program to work for you today.

Grow your business, improve your productivity and enjoy the rewards of working with a strong industry leader.

2021 PEAK ADVANTAGE TERMS AND CONDITIONS

2021 performance will determine 2022 program level. To earn Pinnacle Council status in 2022, a contractor will have to earn 27,500 Peak Advantage Points and qualify at least five guarantees, registrations or any combination thereof in the 2021 program. To earn Summit Club status in 2022, a contractor will have to earn 16,000 Peak Advantage Points and qualify at least four guarantees, registrations or any combination thereof in the 2021 program. To earn Altitude Club status, a contractor will have to earn 10,000 Peak Advantage Points and qualify a minimum of three guarantees, registrations or any combination thereof in the 2021 program. To qualify for Peak level, a minimum of one qualifying job is required in the 2021 program. JM Peak Advantage guarantees are available only on qualified JM roofing systems containing JM roofing products.

Companies with multiple branches may consolidate Peak Advantage Points to qualify for one invitation for a principal and a guest to the 2022 conference of the highest level achieved and one award. Contractor must request points consolidation in writing by March 31, 2021. Contractors must meet all criteria annually to keep Early Bird Silver and Early Bird Gold payment terms and to be a JM repair contractor. Failure to meet the minimum requirements by December 31, 2021, could result in being removed from these benefits.

JM standard production terms and conditions will apply to include a one-year limited product warranty. The Johns Manville Peak Advantage contractor's appointment as a JM Peak Advantage contractor does not establish the contractor as an agent or representative of Johns Manville.

The Johns Manville Peak Advantage contractor is and shall at all times be and conduct itself as an independent third-party contractor. Johns Manville is not responsible for the conduct and capabilities of the independent third-party contractor. Johns Manville reserves the right to amend, modify or cancel this program, in whole or in part or at any time, without notification. For a separate branch of a JM Pinnacle Council contractor to also qualify for Pinnacle Council, the branch must service a different market and employ its own staff, including roofing crews. All branches must be approved as a JM authorized contractor prior to January 1, 2021, to be able to qualify for 2022 Pinnacle Council status. The Johns Manville Co-Op Buying Program is administered by an independent third party at Distributors Solutions, LLC, and is for the exclusive benefit of the qualified Johns Manville contractors. Distributors Solutions, LLC, is an independent company that negotiates all pricing and programs and is the sole manager of the Co-Op Buying Program.



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Guarantee and Technical Services

For questions regarding
guarantees and technical services:
(800) 922-5922