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PEAK  ADVANTAGE
2018 PROGRAM **Johns Manville**

The Caribbean's Best Kept Secret

FEBRUARY 23-27, 2019

Reawaken in the tropics like never before as you set foot on sugar-soft beaches and encounter lush, forest views secluded from the hustle and bustle of the Caribbean. Welcome to the little-known island of Nevis, in the West Indies. Once the birthplace and childhood home to Alexander Hamilton, Nevis is known for its vivid green terrain and crystalline seas with the Nevis Peak volcano at its heart. With no casinos, mega cruise lines or all-inclusives, it is no wonder that Nevis remains the elite's ultimate tropical escape.

A Hidden Gem in of the West Indies

There is no better place to immerse yourself within the most peaceful and unspoiled islands of the Caribbean than your stay at the AAA 5-diamond, Four Seasons Resort Nevis. As your home to three free-form infinity-edge pools, on-site water sports center, and an herb garden utilized for the spa and Ayurvedic treatments, the Four Seasons will surely magnify the vibrant island experience. World-class accommodations in the exotics continue with an 18-hole championship golf course designed by Robert Trent Jones II, boasting incredible views of the resort, Caribbean, Nevis Peak and neighboring island of St. Kitts.

As with most Four Seasons resorts, the Four Seasons Nevis helps you embrace the true essence and culture of the island, hosting Nevis's most famous Coconut Tree Climber, a Manza's organic farm tour and offerings to explore volcanos on Nevis and the neighboring island – Montserrat. What's on the menu? You can dive n' dine for your own lobster by day and enjoy picturesque ocean views in all four of the restaurants by night.



Live Like a Nevisian

Your new home away from home will surely offer an activities package where everlasting memories will be made. After informative business meetings and feedback sessions, Pinnacle Council members will have access to scheduled golf outings, island tours and delightful dinners both on and off site. Those more adventurous members will have the option of a waterfall hike and snorkeling at the resort. Sunset beachside horseback riding and catamaran sailing will truly submerge you into the enchanting beauty of this charming island.

Body and Mind Anew

The Four Seasons Resort Nevis is your pristine destination for relaxation and rejuvenation. The Caribbean spa brings you Hatha Yoga, Nevisian Massages and Spa Under the Stars – for the ultimate private Eden-like garden sanctuary. Other amenities of the spa include body rituals, facials and salon services. And for the ultimate balance of tranquility and adventure, the Four Seasons offers a Summit and Spa Experience atop the Nevis Peak. Re-energize for more invigorating island discoveries with a complete sensory journey to restore your body and soul.



Mile High Regard

Your participation in the Johns Manville Peak Advantage® Program and your status as a 2018 Pinnacle Council® member could land you among the top 10 Peak Advantage point earners, a celebrated level known as the 5280 Council. And just like the 5,280 feet in a mile, and the home base of Johns Manville in the Mile High City, you'll stand on a higher level and reap the rewards.

St. Kitts – Submerge into Serenity a Little Sooner

If you're among the elite members of the Johns Manville Peak Advantage 5280 Council, you'll begin your tropical excursion in St. Kitts, the stunning sister island in the West Indies on February 21, 2019, extending your getaway with Johns Manville executives, before joining your Pinnacle Council colleagues in Nevis.

As a 5280 Council member, you'll enjoy:

- Two extra nights in St. Kitts, West Indies
- A stay at the ultra-luxe Park Hyatt St. Kitts
- A full day of your choice of golf, spa or a day of leisure
- A special 5280 Council Club dinner

The Park Hyatt – A Caribbean Debut

The Park Hyatt St. Kitts is set along the shores of the Banana Bay within the Christophe Harbour development. This brand new establishment is located on a nearly untouched island, overlooking The Narrows – a majestic straight separating St. Kitts and Nevis. Feel inspired with an array of activities including zip-lining, yachting, fishing, catamaran cruises, historical tours and volcano hiking. Or revitalize in the Miraval Life in Balance Spa with wellness treatments, private yoga and meditations. Whatever you decide, do as the local Kittitians do and *Lamin'* – kick back, relax and embrace the natural wonders of St. Kitts.

St. Kitts and Nevis, West Indies

FEBRUARY 21 – 27, 2019

You are just one dive away from ancient shipwrecks and virgin coral reefs, so make your final push and achieve the highly-respected ranks of the 5280 Council.

Track your progress on the JMConnexus portal.



FEBRUARY 2019

Experience the Ultimate Getaway

JM PEAK ADVANTAGE® SUMMIT CLUB®

Qualifying for Summit Club status in 2019 takes just 3,000 Peak Advantage Points. Your reward is one of two exciting destinations. Summit West will put members in Beverly Hills, California, where glamour and style meets internationally renowned shopping and dining. Summit East will invite members to experience Las Vegas, Nevada, where world-class luxury and entertainment is par for the course. Whether it's California or Nevada, you'll have exciting choices to make when it comes to tailoring your activities for the perfect getaway.

Summit West – Beverly Hills, California

FEBRUARY 3 – 5, 2019

Greetings from Beverly Hills, where taking a promenade around the legendary Golden Triangle in warm and sunny Southern California, will leave you feeling glamorous. Surrounded by the Santa Monica Mountains, Hollywood's favored 90210 is considered the crown jewel of Los Angeles. Live amongst the international elite in the heart of this charming city at the Beverly Wilshire, Beverly Hills (a Four Seasons Hotel experience). Since 1928, this landmark has been providing all guests and celebrities alike with Michelin-Starred dining, a world-class spa and grand Four Seasons hospitality service. A delicate mix of history and glamour, the Beverly Wilshire, Beverly Hills is rightfully located within steps of the internationally renowned shopping and gastronomic dining of Rodeo Drive.



Summit East – Las Vegas, Nevada

February 15 – 17, 2019

What better way to embrace this internationally renowned resort city than to experience luxury while staying at the trademarked hospitality of the Four Seasons. The non-gaming retreat and spa with access to adjacent resort and casino amenities, brings a mix of entertainment and restful sanctuary. Relax by the private pool at the Four Seasons or other adjacent resort-style pools. But if golf is more your cup of "tee," you may choose to spend the day golfing at one of the pristine golf clubs. Whichever activity you choose, reflect on your day over an endless variety of dinner options. In addition to the on-site Charlie Palmer Steak and Veranda, you will have access to many more of the world's finest.



JM PEAK ADVANTAGE® PROGRAM LEVELS

SUMMIT CLUB® LEVEL

Criteria for Membership

- Must be licensed in states of business
- \$1MM aggregate insurance coverage
- \$1MM bonding capability
- Earn 3,000 Peak Advantage Points with guaranteed and registered projects
- Retain record of quality installations
- Have a maintenance department to qualify for repair and lead generation opportunities
- Member of a recognized professional trade organization (i.e. NRCA, MRCA)

Program Elements

- Annual Summit Club conference in Beverly Hills, CA or Las Vegas, NV
- Achieve 5,000 Peak Advantage Points and JM will cover your guest's airfare and activities
- Access to the JMConnexus portal offering enhanced visibility into your current standing in the program and additional features and benefits
- Peak Advantage NDL Guarantees
- May qualify for Early Bird Silver or Gold payment terms
- Inspections within seven days of submission of completion notice
- Appear on the JM Contractor Locator
 - Preferred ranking on the locator
- Annual recognition
 - Wall plaque
 - IRE recognition
- Eligible to participate in JM Roofing Institute training classes
- Preferred contractor for guarantee repairs
- Co-Op Buying Program
 - Health insurance option
- Preferred lead generation opportunities

PINNACLE COUNCIL® LEVEL

Criteria for Membership

- Meet all Summit Level criteria
- Earn 9,500 Peak Advantage Points with guaranteed and registered projects
- Qualify a minimum of five projects requiring a Peak Advantage Guarantee

Program Elements

All elements listed under Summit Club, with the below element enhancements:

- Exclusive invitation for two to the Pinnacle Council conference in Nevis
- Inspections within three days of submission of completion
- Appear on the JM Contractor Locator
 - Top ranking on locator
- Annual recognition
 - Trophy
 - IRE recognition
- Priority contractor for guarantee repairs
- Priority lead generation opportunities

5280 COUNCIL® LEVEL

Criteria for Membership

- Top 10 Peak Advantage Point earners

Program Elements

All elements listed under Summit Club and Pinnacle Council, with the additional perks listed below:

- Two extra nights in St. Kitts, West Indies before heading to Nevis
- Accommodations at the ultra-luxe Park Hyatt St. Kitts
- A full day of your choice of golf, spa or a day of leisure
- Special 5280 Council Club dinners hosted by JM top executives

*JM Approved Contractors who meet Summit Club or Pinnacle Council requirements mid-year will qualify for additional services at that time.
JM Approved Contractors must also qualify a minimum of two projects requiring a Peak Advantage Guarantee to retain Peak or Summit status.*

PEAK ADVANTAGE POINTS PER SQUARE

Roof System with
JM Insulation

1 POINT

Energy 3, ValuTherm,
RetroPlus or any other
JM Insulation installed
in non-JM systems

0.5 POINT

Roof System without
JM Insulation

0.25 POINT

Roof System with JM
approved asphalt

2 POINTS/TON

Quality Multiplier*

Determined by payouts in the last 5 years on all active JM guaranteed squares installed by contractor. The quality multiplier is set at the beginning of each year.

**In order to achieve a Quality Multiplier greater than 1, a contractor must have been a JM approved roofing contractor for a minimum of three years and installed a minimum of 10,000 squares. To receive credit for projects not requiring a JM guarantee they must be entered through the JMConnexus portal as a Registration Only project.*

JM PEAK ADVANTAGE® CO-OP BUYING PROGRAM

Pinnacle Council and Summit Club members have saved more than \$6 million on items ranging from tools to health insurance with their participation in the Co-Op Buying program.

Johns Manville is pleased to offer the Peak Advantage Co-Op Buying program to our Pinnacle Council and Summit Club contractors. This program offers significant savings for business-related items and services such as:

- Health Insurance
- 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
- Distracted Driver Prevention

SERVICES AND ITEMS ARE OFFERED THROUGH SEVERAL NATIONAL VENDORS



NATIONAL GENERAL INSURANCE

Encompasses Medical, Dental, Vision, Life and Disability Benefits through national carriers CIGNA and AETNA.

Access to quality, comprehensive coverage at reduced costs.



NAPA AUTO PARTS

NAPA – Highest discount level available to the public, plus opportunity to earn 2% cash rebate on qualified purchases.



T-MOBILE

Discounts available on monthly service charges, accessories, features and rate plans for both employee personal lines and corporate lines.



AVIS & BUDGET CAR RENTAL

Preferred reservation service, many fees waived and deep discounts for members.



CANON & KONICA MINOLTA COPIERS

Up to 50% discount off list price for multi-functional devices, with flexible leasing or purchase options.



GOODYEAR AND MICHELIN TIRES

Substantial savings on tires for commercial trucks, passenger and light trucks, as well as retreads.



PINKERTON EMPLOYEE SCREENING

I-9 verification.

National account pricing on background checks, drug/alcohol testing, physical exams and more.



CINTAS

Deeply discounted pricing for purchase and rental uniforms, as well as first aid/safety gear. Customized uniforms available.



OFFICE DEPOT

Aggressive national account pricing on more than 400 office supply items, plus discounted retail rates on thousands of other items. Free shipping, upgraded delivery, and no small-order fees.



EXXON-MOBIL

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.



FORKLIFTS & FORKLIFT BATTERIES

National account pricing on Caterpillar, Crown, Hyster, Nissan, and Yale Forklifts as well as 27-35% discounts on EnerSys batteries and chargers.



FASTENAL

Deep discounts across all category groups and products. Ability to work with a local store and representative.

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. You may reach her at (303) 277-3247 or via email at adrolet@dsi-mail.com

JM PEAK ADVANTAGE® CONTRACTOR PROGRAM

Today there are more benefits than ever to becoming a JM Peak Advantage Contractor. In a complex roofing market, find increased opportunities through JM Peak Advantage and be in the forefront of the roofing industry.

Productivity and Efficiency with Superior Services, Guarantees and Training

Peak Advantage Contractors have exclusive access to a variety of services, from technical support to online guarantee management. These services not only expand your product knowledge and installation expertise, they help increase productivity and put you in a stronger competitive position.

As members rise through the program levels, they earn access to expanded and priority services from Johns Manville. These services are proven to save Peak Advantage Contractors time and money and, most importantly, help them provide the best service to their customers.

Put the JM Peak Advantage Program to work for you today. Increase your business, improve your productivity and enjoy the rewards of working with a strong industry leader.



Terms & Conditions

2018 performance will determine 2019 program level. To earn the Pinnacle Council® trip in 2019 a contractor will have to earn 9,500 Peak Advantage Points and qualify for a minimum of 5 projects requiring a Peak Advantage Guarantee in the 2018 program. JM Peak Advantage guarantees are available only on qualified JM roofing systems containing JM roofing products. To earn the Summit Club® trip in 2019, a contractor will have to earn 3,000 Peak Advantage Points with guaranteed and registered products.

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 contractor. Johns Manville reserves the right to amend, modify or cancel this program, in whole or in part, or at any time, without notification. In order 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, 2018 to be able to qualify for 2019 Pinnacle Council Status.

The Johns Manville Pinnacle/Summit Co-Op Buying program is administered by an independent third party (Distributors Solutions, LLC) and is for the exclusive benefit of the qualified Johns Manville Pinnacle/Summit 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.