

*Capture the Heart of the Mediterranean*  
**WITH A SINGLE VOYAGE**



*Preferred Partners*

# OUR COMMITMENT TO PARTNERSHIP

You deserve solutions and rewards that enable you to run your business, your way. That's why you can count on Johns Manville and the stability of Berkshire Hathaway to provide you with one of the widest ranges of insulation solutions on the market. The Johns Manville Preferred Partners program is the cornerstone of our commitment to our partnership. The program is designed as yet another benefit of working with an industry leader by offering practical business tools and meaningful rewards. With a commitment to your success in mind, we proudly offer rewards, incentives, technical and customer support, as well as products that embody safety and consistency.

With the 2017 program, our partners have the opportunity to reach Silver, Gold and Platinum levels based on net purchases of Johns Manville Building Insulation products including fiberglass insulation (excluding scrap blowing wool), spray foam products and equipment, mineral wool and polyiso foam board. The greater your purchases, the more benefit you will receive from the program.



## PLATINUM LEVEL

**\$1,300,000 & Above**

- » 2018 Johns Manville Trip for two, including airfare
- » Plus, all Gold Level program benefits



## GOLD LEVEL

**\$400,000 - \$1,299,999**

- » 1% in Business Development Funds — Use for any business improvement expense or redeem through the program website for merchandise rewards and Johns Manville wearable items
- » Plus, all Silver Level program benefits



## SILVER LEVEL

**\$100,000 - \$399,999**

- » Complimentary access to JM's co-op buying program through Distribution Solutions, Inc. (DSI)
- » Access to the Preferred Partners website for visibility into your current program standing and easy access to claim rewards

## PLATINUM LEVEL TRIP

Meet the Mediterranean head on when you embark on the cruise of a lifetime. Rome, Sorrento, Lipari and Giardini Naxos in Italy will thrill the senses with Renaissance wonders. Then stand in the footprint of ancient history as your voyage transports you to Monemvasia and Athens in the Greek Isles.

Those achieving Platinum Level status in the Johns Manville Preferred Partners program will enjoy deluxe accommodations and transportation for seven days and six nights aboard the Windstar, with its Ocean View Staterooms, endless food and drink choices and array of activities.

Make your push and plan to join us May 13-19, 2018, for this unforgettable Mediterranean shore excursion.



VISIT [WWW.JMPREFERREDPARTNERS.COM](http://WWW.JMPREFERREDPARTNERS.COM) FOR PROGRAM DETAILS



## GOLD AND PLATINUM LEVEL BUSINESS DEVELOPMENT CREDITS (BDCs)

At the Platinum and Gold Levels, you will earn Business Development Credits (BDCs) redeemable for a wide selection of ever-expanding merchandise options.

BDC's may be redeemed in three ways:

- » Receive 100% reimbursement on qualified business improvement expenses, such as company vehicles, office equipment, co-op ads and more.
- » Purchase a variety of JM branded wearable and premium items for yourself, your employees or your customers. You can also co-brand select items with your company logo.
- » Use toward merchandise purchases on thousands of items, including brand name merchandise, jewelry, electronics, event tickets and more.

Now it's even easier to use your BDCs for business expenses. Go to [www.jmpreferredpartners.com](http://www.jmpreferredpartners.com) to access the form and view instructions on how to submit your claim.



## CO-OP BUYING PROGRAM

The JM Co-Op Buying Program, managed by DSI, provides Preferred Partners with savings opportunities for business related items and services through access to national account pricing. JM Preferred Partners members have now saved over \$1.2 million on items ranging from tires and tools to health insurance and employee background screening. Contact Anne Drolet, Director of Business Development for DSI, at 303-277-3247 or [adrolet@dsi-mail.com](mailto:adrolet@dsi-mail.com) to learn more.

All levels will be required to sign an annual program agreement. Customer must be in compliance with agreed terms with Johns Manville to be eligible to receive program benefits. Net purchases are equivalent to gross purchases less freight, allowances, etc. All Business Development Credits are based on net purchases of Johns Manville Building Insulation products, including fiberglass insulation (excludes scrap blowing wool), polyiso rigid foam board, mineral wool and spray foam products and equipment and are issued monthly. Business Development Credits may be redeemed for merchandise rewards and Johns Manville logo items for yourself, your employees or your customers. If you will require a 1099 or letter for tax purposes, please contact Program Headquarters. A 5% fee will be applied to Business Development Credits that are used for business improvement expenses. March 31, 2018 is the deadline to redeem your Business Development Credits. Johns Mansville reserves the right to cancel the program or any component of the program at any time, without notice. If you have any questions, please contact your Johns Manville Sales Representative or call Program Headquarters at 1-800-859-6622.



*Preferred*Partners



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