

Bulletin Number: M22-003

Date: February 25, 2021

Distribution: External

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Peak Advantage® Update and Point Consolidation Declaration

As we begin a new year, Johns Manville would like to take a moment to refresh our Peak Advantage customers on our program requirements. As a Peak Advantage® Contractor, you'll gain access to tools and services designed to help you gain productivity, build upon your expertise and put you in a stronger position to serve our mutual clients. From training courses to destination conferences, professional recognition and technical support, the Peak Advantage program is designed to elevate your business and your reach.

There will be no changes to the 2022 program point calculation and qualification targets. As a reminder there are five levels:

Program Level	Requirements
Peak	<ul style="list-style-type: none"> One qualifying guarantee or registration
Altitude Club™	<ul style="list-style-type: none"> Three qualifying guarantees, registrations or combinations thereof Earn 10,000 Peak Advantage Points with guaranteed and registered projects
Summit Club®	<ul style="list-style-type: none"> Four qualifying guarantees, registrations or combinations thereof Earn 16,000 Peak Advantage Points with guaranteed and registered projects
Pinnacle Council®	<ul style="list-style-type: none"> Five qualifying guarantees, registrations or combinations thereof Earn 27,500 Peak Advantage Points with guaranteed and registered projects
5280 Council™	<ul style="list-style-type: none"> Meet Pinnacle Council requirements Rank in the top 15 Peak Advantage point earners

Point Calculation:

Eligible JM Products	Points Per Square*
JM Membrane	1 Point
Cover Boards: ProtectoR® HD / Invinsa® / Seperator® / Seperator® CGF / DuraBoard® / FESCO® / Retro-Fit™ / RetroPlus™	1 Point
Other Cover Boards: SECUROCK® / DensDeck® / DEXcell®	.5 Point
JM Insulation	1 Point per layer with maximum of 2 points

*All points will be multiplied by the contractors' quality multiplier.

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Please find some critical dates below that impact status and benefits of the program. There will be more information available in the annual Peak Advantage Program brochure available in March. However, there are a few **reminders** for the first quarter of 2022:

1. Contractors must meet criteria annually, as outlined during the application process, and are required to sign a service-level agreement.
2. JM reserves the right to cancel contractors for inactivity. Contractors may register projects that do not require a guarantee to maintain their Peak or better status.
3. **Contractors must maintain a level of Altitude** or better to qualify for **Early Bird Gold** which allows contractors to 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. **If Altitude or better was not achieved in 2021, contractors will no longer have Early Bird Gold status as of March 31, 2022.** Once Altitude or better is achieved, contractors can re-apply for Early Bird Gold status. Contractors may lose their status if they do not complete (and record in the JM portal) open punch list items within 30 days of notification and/or they do not maintain payment terms of net 60 days to keep your account current for the calendar year.
4. **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, 2022.**

Thank you for your continued support!

Jennifer Ford-Smith
Director of Marketing and Product Management
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.