

# The JM Owner Advantage

Johns Manville offers building owners a unique approach to specifying and managing your commercial roofing assets. We have a long-standing dedication to provide superior products and services so that you can have the right system for your building type and site location(s). JM collaborates with you to help navigate the vast complexities involved in the selection and maintenance of your roofing systems. Here are brief highlights of our building owner portfolio:



## The JM Owner Portfolio Services Offers Flexibility

We have the people and technologies devoted to working with your organization the way you want to work. The key is flexibility and turnkey execution. JM roofing professionals have the expertise to coordinate multiple services depending on the solution you need.

## With the Broadest Product Line and Top Service Professionals, JM Can Assure You the Best Life Cycle Roofing Costs

We are unique in the roofing industry in that we can provide you with the roof system you want and need, not just the one product or system we happen to manufacture. That is a very significant distinction in the commercial roofing industry. Most other suppliers can't say the same. If you have a broad building portfolio with multiple site locations, we have the optimal solutions for you – for example, modified bitumen for outstanding puncture resistance or PVC for areas with chemical resistance needs.



## We Coordinate Outstanding Support Among Building Professionals

Commercial construction is time sensitive and demanding of cash flow. The logistics can be complicated and it is essential that the installing contractor be in complete sync with your roof consultant. JM has vetted both contractors and consultants to be your advocates together on a job. We have a nationwide network of certified best-in-class Peak Advantage® Contractors and arrangements with consultants who reflect our standards of excellence.

## Single-Source Responsibility is Absolutely Essential for Top Performance

And you get it from JM. Through sophisticated project-tracking software and oversight by JM technical personnel, JM can help you control project performance and on-time installation. The next time your project is delayed, ask yourself what the opportunity cost is if you're not relying on JM.

## Start working with JM, a Berkshire Hathaway Company

For the best reasons to talk to us, read on...

# The Berkshire Hathaway Advantage

## There is Peace of Mind in Trusting the Company Behind Your Roof

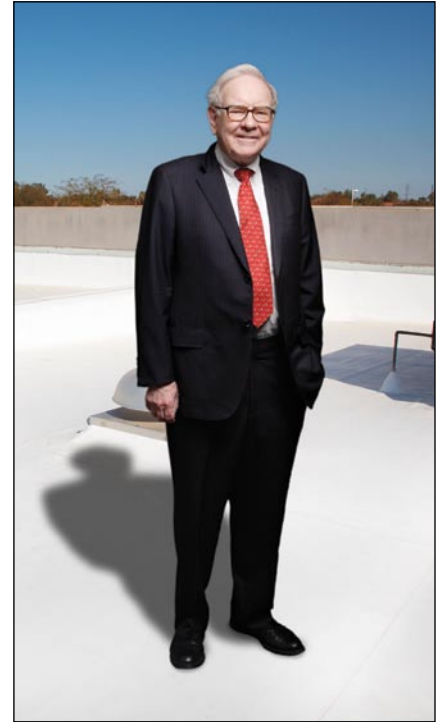
Installing a commercial low-slope roofing system is a substantial investment. As the building owner, you should feel confident in the performance of your system and the company that installs it. **With a Johns Manville system, your roof will protect your building, and your guarantee will protect your investment.**

JM is part of the Berkshire Hathaway family of companies. Under the leadership of Warren Buffett, it is considered one of the most stable companies in the nation and across the globe. As a Berkshire Hathaway company, our Peak Advantage® Guarantees are among the strongest and most comprehensive in the industry. You can be assured that we have no problem backing them.

For more than 150 years, the Johns Manville brand has come to represent strength, stability, quality and consistency. We are a company that:

- Is U.S. based
- Has annual sales in excess of \$2 billion
- Employs over 7,000 people worldwide
- Operates more than 40 manufacturing facilities
- Focuses on our customers and is here to stay

As an industry leader we will continue to be your resource for technical advice on your current or future roofing needs. We will be there during the design phase and through the installation, and we will provide unparalleled service and technical support throughout the life of your roof.



...There is a Significant Advantage in Knowing You Can Always Count On Johns Manville.

# Sustainable Solutions

Johns Manville enthusiastically shares your commitment to green building. We understand that pursuing structures that make more efficient use of energy and materials not only minimizes their impact on the environment, but can enhance your profitability and business status.

## A LEED® Designation Can Enhance Your Reputation

More and more companies and consumers prefer to do business with organizations that demonstrate a concern for the environment. A LEED (Leadership in Energy and Environmental Design) designation for your building is a clear symbol that you support sustainable goals. Many JM Roofing Systems include products that can contribute to LEED points.

We also understand that following the accreditation process can be complicated. That is why we make product information such as recycled content, manufacturing location and VOC content easily accessible. We have LEED-knowledgeable engineers on staff to assist roofing system project designers stay on top of LEED program changes.

## Reflective “Cool” Roofs Can Save Energy and Costs

Green or cool roofs represent a critical line of defense against the transfer of heat from the sun to a building’s interior. A highly reflective and emissive roofing surface, combined with proper insulation, can significantly reduce the heat transferred into a building, requiring less cooling load in the summer months.

JM features a variety of products that contribute to cool roof solutions. Reflective PVC and TPO single ply roofing systems, polyiso roof insulations, GlasKap® CR BUR and several SBS CR cap sheets, and TopGard® acrylic coatings are just some of the JM products that can help generate energy savings.

## We Created JM E<sup>3</sup>co., the Eco-Leadership™ Company, Specifically to Provide Alternative Solutions

As a Berkshire Hathaway company, we have the strength and stability to invest in the next generation of roofing options. As part of our commitment to an environmentally sound future, we created JM E<sup>3</sup>co.

In this new energy economy, business as usual just doesn’t meet the increasingly challenging needs of building owners.

In order to better meet these needs, JM E<sup>3</sup>co. is committed to the future and to the newly emerging technologies, such as cool, solar and vegetative roofs, that will reduce environmental impact and accelerate energy savings.



## A Solar Photovoltaic Roof Could Cover Your Energy Costs

Your roof could become a valuable asset with a photovoltaic (PV) system that is capable of generating its own energy for your building, sometimes even enough to cover your entire energy usage! We have several solutions for incorporating PV systems into your roof with short payback periods and without compromising the roof integrity. We will first do a site-specific analysis of your roof and location to determine its energy potential and cost savings.

## Vegetative Roofs Provide Sustainable Alternatives

Today many municipalities are beginning to mandate the use of vegetative “green” roofs on many buildings to reduce the environmental impact from storm water runoff and to reduce carbon emissions. It is imperative to choose the appropriate roofing system to install underneath a rooftop vegetative system. Johns Manville and JM E<sup>3</sup>co. can provide the expertise, products and guarantee for your roofing system and overburden, so you can help the environment while benefiting from a protective, high performance roof.

# JM Peak Advantage® Contractors

## Ensure That Your Roof is Being Installed by the Best of the Best

Johns Manville is determined that building owners receive the longest life and highest weather resistance from their roofs. We know that even with high-quality JM roofing products, correct installation is critical to achieving the maximum performance. That is why we selectively work with those contractors nationwide who are at the forefront of their business and demonstrate their technical ability, solid management and financial stability. By meeting our criteria, they become JM Peak Advantage Contractors.



These contractors are distinguished by:

- The greatest level of experience
- The most current product knowledge and installation techniques, including environmentally beneficial solutions
- The most complete system expertise, from insulation to specialty products
- The highest installation standards
- The most accurate and reliable estimates
- The most successful record for roof applications

When you choose a JM Peak Advantage Contractor, you have the greatest possible control over every phase of the roof installation and the greatest assurance of a trouble-free roof.

Only through a Peak Advantage Contractor do you have:

- Exclusive access to JM's strongest guarantees
- Access to a JM regional Technical Services Specialist to help meet unique challenges and building codes
- Access to JM's latest, most innovative products



**...Use a Peak Advantage Contractor to Gain the Strongest Advantage With Your JM Roofing System.**

# The JM Technical Service Advantage

## The Expertise You Need Is Always Available at (800) 922-5922

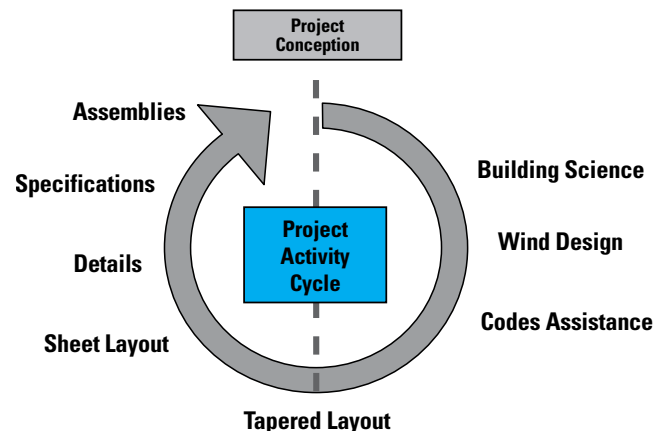
Today's commercial roofs are more sophisticated than ever, and require considerable technical and industry knowledge. Expectations are high and making the right decisions is critical. That is why JM offers our Technical Services team to provide insight, answers and guidance throughout the project life cycle.



Because we look at a roof as a complete system, we feature diverse and comprehensive support services that can include:

- Conceptual product information
- Building science
- Wind uplift data
- National and local code understanding
- FM Global® and UL® regulations
- Tapered insulation needs
- Fastening patterns
- Installation guidelines

With the purchase of a Peak Advantage® Guarantee, you will also have access to our field representatives. They are qualified and authorized to make inspections before, during and after roof installation.



From start to finish, JM is there to provide technical support to help your project run smoothly.

**...Take Advantage of These Services to Optimize the Design of Your Roofing System.**

# Innovation for High-Performing Systems

## Innovative Products Continue to Provide Industry-Leading Performance

At JM, our emphasis on innovation helps us to anticipate market needs, offer more roofing options – including environmentally sound alternatives – improve product performance and make installations faster and easier.

Much of this work takes place in the Johns Manville Technical Center (JMTC), one of the best-equipped research facilities in the country, with extensive capabilities in structural, chemical, mechanical and thermal analyses.

Located near Denver, Colo., the team at JMTC plays an important role in integrating building science into our product development and quality assurance program as well as giving us the ability to design and engineer products, systems and solutions to meet customer needs.

Among the JM innovations to meet the evolving needs of roofing today's buildings are:

- Solar photovoltaic roofing, an energy-providing asset incorporated into a JM Roofing System
- Cool Roof reflective membranes – for both single ply and multi-ply systems – offering greater reflectivity and energy efficiency
- Liquid Membrane System – for a seam-free roof that is easy to apply in areas where asphalt kettles are not allowed or desired



**...Product Development and Testing at JMTC Is Your Assurance That Every Product Represents a Proven Technology and Meets the Strictest Standards for Performance.**

# The JM Education Advantage

## Better Roofing Through Continuing Education

As technology, materials and the performance demands on low-slope roofs evolve, Johns Manville uses its leadership position to provide more value to our owner and contractor partners.

Through the JM Institute™ and the Better Understanding of Roofing Systems Institute (BURSI®), we have created an educational initiative to build on the strength of JM's 150+ years of experience as well as the breadth of experience and talent of our team of trained personnel. BURSI has focused on educating architects, consultants, roofing contractors and building owners on the latest roofing developments. Our goal for building owners in particular is to help them better understand what roofing system technology makes sense for a given situation. In its 35 years of operation, over 60,000 building professionals have been educated through this curriculum.

Held at our 7,500 square foot state-of-the-art training facility in Rockdale, Ill., the workshops are often tailor-made to each group and focus on:

- Materials
- Quality
- Productivity
- Technology
- Design
- Installation
- Safety

In addition to our roofing-specific educational programs, JM offers a comprehensive Building Science platform. Together, these programs will help provide solutions that result in roofs and buildings that meet the needs of our customers for energy efficiency, durability and a better occupant environment.



...Ask How You Can Take Advantage of These Programs Within Your Company.

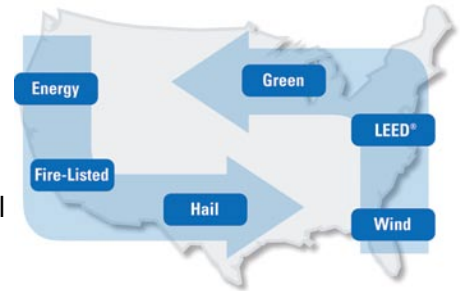
# The JM Total Portfolio Advantage

## The Right Solutions for Every Application

Johns Manville offers the most comprehensive set of solutions for commercial low slope roofing. With excellent specification assistance, the highest quality products and proper installation, there is a JM system to meet your needs with long-term durability and superior life cycle value.

## 150 Years of Experience Means the Ideal Roof for Your Building, Your Climate

We understand that each owner and every part of the country has very specific requirements for a roofing system. Our unmatched offering of systems and products, and our breadth of knowledge of the industry, means we can provide options to meet local codes and regulations as well as stand up to all the elements in your building's particular environment.



## Different Roofs, Different Solutions

Whether you have a single building or multiple structures in different climates around the country, the comprehensive Johns Manville portfolio allows you to choose and provide the functionally correct solution for every roofing situation. An office building in the hail belt and a manufacturing facility in a strong UV, highly chemical environment present distinct roofing challenges. Johns Manville recognizes the difference, and has just the right system solution to meet every one. Even when a single building requires more than one roofing system, our comprehensive guarantees cover the entire roof.

## Components Designed to Work Together

Any JM system you choose includes the membrane, insulation products and accessories – all designed to work together in a functionally integrated system. Being responsible for each part of the system allows us to also offer the industry's most comprehensive roof system guarantees.

## Sustainable Solutions for Energy Efficiency

Sustainability is not only favorable for the environment, but also for your profitability. Energy consumption can be reduced by using Johns Manville highly reflective membrane solutions, in conjunction with polyisocyanurate insulation. In addition to traditional roofing solutions, JM E<sup>3</sup>co. can provide superior alternative solutions, including solar and vegetative systems, to further enhance the energy efficiency of your building.



## High Quality Products Create Lower Life Cycle Costs

"You get what you pay for" has never been truer than with quality JM products. By utilizing state-of-the-art equipment and manufacturing facilities, the membrane and insulation products we produce will always meet or exceed industry standards. With longer roof lives, less maintenance, fewer repairs and lower operating costs, the quality systems of JM, all designed to work together, will mean lower costs over the life of the roof.

# The JM Total Portfolio Advantage

## **Our Complete Line of Roofing Products Includes:**

- Roof Membranes
  - Built-Up roofing
  - SBS and APP modified bitumen
  - TPO, PVC and EPDM single ply
- Roof Insulations and Cover Boards
  - Polyisocyanurate
  - Perlite
  - Composites
  - Tapered, pre-cut crickets and miters
- Roof Coatings, Cements and Adhesives
- Specialty Roofing Products
  - Expansion joint covers
  - Flexible drains
  - Vents
  - Fascia and coping systems
- Flashings
- Roof Fasteners and Plates

# The JM Peak Advantage® Guarantee

Just as your roof protects what is valuable within your building, the guarantee that comes with it protects the investment you have made. And just as JM roofs have higher levels of performance, so do JM guarantees.

## It's More Than a Piece of Paper With JM Behind It

Johns Manville is part of the select group of companies that make up the Berkshire Hathaway Group. With the strength of this organization behind us, we offer some of the strongest and most comprehensive guarantees in the industry. There is no question about your guarantee being honored.

## A Guarantee That's Valuable Even if You Never Make a Claim

As a Peak Advantage Guarantee holder you'll receive additional value beyond the terms of the guarantee. Johns Manville Roofing Systems offers assistance to building owners throughout the life span of the agreement.

## With a Peak Advantage Guarantee You Have Exclusive Access to These Benefits:

- Expert installation by JM-approved Peak Advantage® Contractors
- Experienced technical assistance
- Timely issuance of all guarantee documents
- Efficient processing of any claims or complaints
- Prompt service from highly trained personnel

## JM Field Staff Ensures the Qualification of Your Roof

To meet JM guarantee requirements, JM's field technical staff, located nationwide, monitors roofing applications during installation and makes a final inspection on each guaranteed roofing system upon completion.

...Take Advantage of a Guarantee You Can Count On.



# JM Roof Portfolio Services

## A Unified Approach to Maximize Your ROI

Johns Manville believes that there are three essential elements critical to maximize your roofing investment:

- High-quality products
- Smart design
- Professional installation

The JM Roof Portfolio Services Program provides single-point coordination of our network of leading roof consultants, the broadest industry product offering, and approved Johns Manville Peak Advantage® Contractors. Through the JM Roof Portfolio Services Program, a tailored roof solution is created to meet your needs.



## Predictability, Performance and Peace of Mind

JM combines the resources of a \$2B international company with over 150 years of roofing knowledge to create a high-quality roof solution from planning throughout the life of the roof. From the evaluation of your roof assets through postinstallation maintenance, Johns Manville provides comprehensive roof solutions and services.

## A Systematic Approach to the Best Roofing Solution Begins With a Thorough Survey of Existing Conditions

An analysis of your roof system will provide a baseline of existing conditions including remaining life, a roof repair and maintenance plan with projected budgets, and a roof replacement plan, if necessary, also with projected budgets.

## Construction Planning Leads to a High-Quality Roof

In conjunction with design professionals, JM can help you select the most appropriate system, based on your budget, building requirements and local climate conditions. We can also help formalize your bidding process, prequalify contractors and review the bids to award the contract.

## Johns Manville Field Technical Representatives Inspect Each Guaranteed Project for Quality Installation

To ensure that roof installations are completed on time and within budget, according to the guarantee requirements.

## A Clearly Established Maintenance Procedure Resolves Repair Issues Quickly to Keep Your Building Contents Safe and Dry

Any leaks you may discover are called into a JM toll-free number, manned 12 hours a day, Monday through Friday. A contractor is contacted immediately and will be on the roof within 48 hours. Any problem determined to be a warrantable issue is part of the No Dollar Limit (NDL) Guarantee and is repaired without charge.



# JM Roof Portfolio Services

## **Roof Portfolio Manager™ is a Proprietary Web-Based Tool for Utilizing the Information for Making Better Maintenance Decisions**

This tool gives you a convenient database of roof assets, tracks maintenance, provides budgets and, based on performance history, allows you to make informed decisions that let you reduce spending while maintaining performance.

## **Take Advantage of the JM Peak Advantage® Guarantee**

Just as your roof protects what is valuable in your building, the guarantee that comes with it protects your investment. JM offers some of the strongest and most comprehensive guarantees in the industry

**...Work With a Time-Tested Company, Headquartered in America and Backed by the Strength of Berkshire Hathaway.**