



Master Contractor

2022 PROGRAM DETAILS

FIRESTONE MASTER CONTRACTOR

Since its inception, the Firestone Master Contractor program has recognized outstanding contractors who have been responsible for the installation of billions of square feet of warranted Firestone Roofing Systems.

High-quality workmanship and a commitment to long-term roofing system performance are the attributes of a Firestone Master Contractor. This annual program recognizes Firestone's top achieving contractor firms in North America and Latin America who meet our criteria for determining the most elite contractors.

Our top contractors qualify for membership in Firestone's prestigious Master Contractor Program. This year, members will earn one of the following designations:

Master Contractor

This highly regarded group is comprised of our top 250 contractors based on the quality of their work, number of jobs, product mix, and volume of warranted square feet. They have mastered quality commercial roofing solutions while driving significant Firestone business. These contractors exemplify the hard work, determination and entrepreneurial leadership that define Firestone.

President's Club

The top 25 Master Contractors will earn the most esteemed designation in the commercial roofing industry: President's Club. This was established to recognize contractors who significantly exceed the minimum requirements needed to qualify for Master Contractor.



BENEFITS

Master Contractors will receive the following benefits:

Online Training – Our Firestone Online Education Network provides an introduction to various roof trainings and topics.

In-Person Training – Firestone Building Products offers hands-on, in-person training for those who are directly responsible for quality roof installations. Training is available at your location through your local FTR.

Elevated Firestone Contractor Listing – Master Contractors receive an elevated listing on Firestone's website. The listing includes a special Master Contractor designation, making it easier for building owners and roofing professionals to identify Firestone Master Contractors.

Red Shield Rewards Points – Points earned throughout the year can be redeemed for a wide variety of high-quality, including Firestone branded items. See the Red Shield Rewards program brochure for more information.

Firestone Master Contractor Truck Discount – Master Contractors are eligible to receive Firestone's exclusive discount on the invoice price of Ford trucks.

Value Inventory List – Master Contractors get access to a list of discounted inventory by logging into the website and selecting Master Contractor on their dashboard.

Premium Trip – The top 175 Master Contractors and a guest are invited to join the Firestone Building Products executive team on an all-inclusive luxury trip to celebrate their Master Contractor status, while gaining exposure to a range of business updates—from products news to industry trends. The experience includes dining, excursions, entertainment and more at a unique resort destination.

Co-Op Advertising – To help you grow your business, Firestone Building Products will credit you for 50% of your investment (up to your co-op limit) in approved advertising through internet, e-communications, print advertising, direct mail, wearable and premium items, ad words and other directories, and collateral support for events.

President's Club members enjoy all the rewards of Master Contractor plus:

Additional Co-Op Funds – An increased amount of funds available for you to advertise and grow your business.

Early entrance to the premium all-inclusive luxury trip.

PLATINUM COUNCIL 2023

The Firestone Platinum Council is designed to reward contractors who demonstrate outstanding performance over an extended period of time. Award recipients will be those who earn the most Master Contractor Quality Points for the Master Contractor 2022 and 2023 terms. In recognition of the Firestone Platinum Council Award, members will be rewarded with an ultra-luxury trip for the owner and a guest in 2023.



EARNING MASTER CONTRACTOR QUALITY POINTS

All Firestone Red Shield™ licensed contractors are automatically eligible for the Master Contractor program. Firestone will award Master Contractor status to the top roofing contractors who accumulate the the most Master Contractor Quality Points during the program year. Throughout the year, contractors earn quality points for the installation of Firestone RubberGard™ EPDM, UltraPly™ TPO, PVC, Asphalt, and Metal Roof Systems. In addition to Firestone Red Shield warranted systems, contractors can also earn quality points on qualifying GacoFlex and Gaco Deck Waterproofing systems. In order to qualify, all systems must be inspected and warranted by November 5, 2021.

Program Qualifications – A contractor must complete a minimum of eight (8) Red Shield warranted jobs during the term and be in good financial standing with Firestone to be eligible for Master Contractor status. In addition, to qualify for Master Contractor status requires a Quality Incidence Rating (QIR) that does not exceed 2.5 times the average QIR for Red Shield Contractors. QIR is determined by the annual number of quality incidents per million square feet of roofing under warranty.

Point Structure – Total Master Contractor Quality Points will be calculated as demonstrated in the chart and example below. Using this formula, contractors can earn a maximum 13 points per square foot for Firestone Red Shield warranted projects and 3 points per square foot for qualifying Gaco warranted projects.

Growth Points – Contractors who increase their total warranted square footage by 10% or more over the previous year will be awarded a year-end Master Contractor point bonus of 20% of their current year Master Contractor base points.

Red Shield Warranted System Type	Full System	Firestone Preferred Insulation*	Full Tear Off	Premium System (Platinum, UltraWhite, SBS Premium, Max, Fleeceback, Adhered TPO/EPDM/PVC, Metal Edge†)	Self Adhered EPDM or TPO (FullForce or TPO SA)	Max Points Per Square Foot	Max Points Per Square Foot Gaco Coating ^Δ
Single-Ply EPDM/TPO/PVC, Asphalt APP/SBS, BUR, Metal Roofing Panels	3	5	1	3	4	13	3

* Includes: ISO 95+™, ISOGARD™, ISO 95+™ Tapered, Composite Insulations, HailGard™, ISOGARD™ HD Cover Board, RESISTA™.

^Δ Only qualifying Gaco products S20, S21, S42 and Deck Waterproofing products.

† Manufactured Metal Edge/Coping

Calculation Example:

$$\begin{array}{r}
 \underline{300,000} \\
 \text{WARRANTED SQUARE FEET}
 \end{array}
 \times
 \begin{array}{r}
 \underline{9} \\
 \text{TOTAL POINT VALUE BASED ON CHART ABOVE}
 \end{array}
 =
 \begin{array}{r}
 \underline{2,700,000} \\
 \text{BASE MASTER CONTRACTOR POINTS}
 \end{array}$$

RECOGNIZING QUALITY

Firestone recognizes two categories of quality contractors—Inner Circle of Quality and Partner in Quality. The rating system to achieve these designations is based on each company's annual Quality Incidence Rating (QIR). The QIR measure is computed using the total number of warrantable repair incidents occurring on Firestone roofs divided into the total square footage of Firestone roofs under warranty. The QIR is calculated for all Firestone contractors who have installed at least 1 million square feet of Firestone roofs currently under warranty, and Firestone will recognize those contractors who achieve the highest levels of roofing quality in the 2021 Master Contractor Program year.

$$\text{Quality Incidence Rating (QIR)} = \frac{\text{\# of Warrantable Repair Incidents}}{\text{Total Square Feet under Warranty (in millions)}}$$

The following awards will be presented to Firestone contractors who meet the QIR criteria for the year ending prior to the award:

Inner Circle of Quality

CRITERIA:

- 1 Install at least 8 warranted roofs in each year for 2017–21.
- 2 Maintain at least 2 million square feet under warranty.
- 3 Achieve an annual QIR of 1.0 or less.
- 4 Achieve Master Contractor status.

BENEFITS:

Contractors who earn this quality level will receive the following:

- Recipients will earn a 15% bonus for quality points earned the year they hold the distinction.
- Achievement is mentioned in the Master Contractor Spec Letter and Press Release.
- YEAR ONE – Q award.
YEAR TWO – Presentation case; engraved Q medallion every year after first for display with Q award.

Partner in Quality

CRITERIA:

- 1 Install at least 8 warranted roofs in each year for 2017–21.
- 2 Maintain at least 1 million square feet under warranty.
- 3 Achieve an annual QIR of 1.0 or less.

BENEFITS:

Contractors who earn this quality level will receive the following:

- Recipients will earn 15% bonus for quality points earned the year they hold the distinction.
- Achievement is mentioned in a press release.
- Partner in Quality plaque.





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For more information visit
firestonebpc.com