

VERSICO CELEBRATES SUCCESS WITH KING'S COURT



King's Court Program

Through the King's Court program, Versico awards top-performing contractors with an annual all-inclusive trip for two as well as access to a variety of marketing and PR materials.

Example: A 20,000 SF Total System Warranty project composed of 90-mil EPDM fully adhered over two layers of 1.5" Versico Polyiso will receive 30,000 points.

HOW TO QUALIFY

Versico awards a select number of contractors with the King's Court distinction based on how many Excalibur Rewards points they accumulate throughout the year. During the year, contractors earn Excalibur Rewards points for installing Versico's VersiGard® EPDM, VersiWeld® TPO, VersiFlex™ PVC and VersiFleece® Total System Warranty projects. Additional points can also be earned by using Versico's insulation and metal. In order to qualify for King's Court, an authorized Versico contractor must earn 600,000 Excalibur Rewards points between January 1st and December 31st. Points are calculated based upon job completion date. The total system warranty projects are tracked through our warranty system and points are issued based upon system composition.

Excalibur Rewards Points System

(Points per square foot)

| | | |
|--------------------|--|---|
| Membrane | 60 mils & Thinner .50 points | Thicker than 60 mils .75 points |
| System Type | Fully Adhered .50 points | All other Types .25 points |
| Insulation | Versico Polyiso .25 points | No Versico Polyiso 0 points |
| Metal | Versico Metal .25 points | No Versico Metal 0 points |

KING'S COURT TRIP

The annual King's Court trip not only provides some much needed rest and relaxation, but also provides an opportunity to network with Versico staff and other contractors while being among the first to know about the latest industry standards and the newest products.

The event is all-inclusive, which means Versico covers all costs associated with airfare, lodging, entertainment, meals and excursions. The trip typically takes place in the spring, in a warm, exotic location. The dates and locations are announced each year to qualifying contractors.

Over the years, King's Court has been held at many beautiful destinations, such as the Dominican Republic, Cabo San Lucas, Jamaica and the Riviera Maya. No matter the destination, you can count on building relationships with peers and Versico staff members while having a great time!

Age Policy: Due to the presence of alcohol, all attendees must be 21 years or older.

Internet Access to Points

Versico authorized contractors can view their accumulated points at any time on the password-protected section of the Versico website.

MARKETING TOOLS & PROGRAMS

King's Court contractors have access to customized marketing pieces geared towards recognizing your business and its achievements, as well as access to exclusive programs.

Contractor Profile

Versico will produce a customized company profile, highlighting the company's accomplishments and areas of expertise, providing an easy-to-use sales tool for calling on customers.

Press Release

Versico will create and distribute a personalized press release for each qualifying contractor, making sure the industry is aware of their company's accomplishments. The release will be distributed to industry publications as well as specific publications in the contractor's geographic region.

Plus V Warranty Extension Program

King's Court contractors have access to the Plus V Warranty Extension Program which provides an additional 5 years of warranty coverage at no cost.

*See Plus V Brochure for program rules.



Locations subject to change without notice.



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