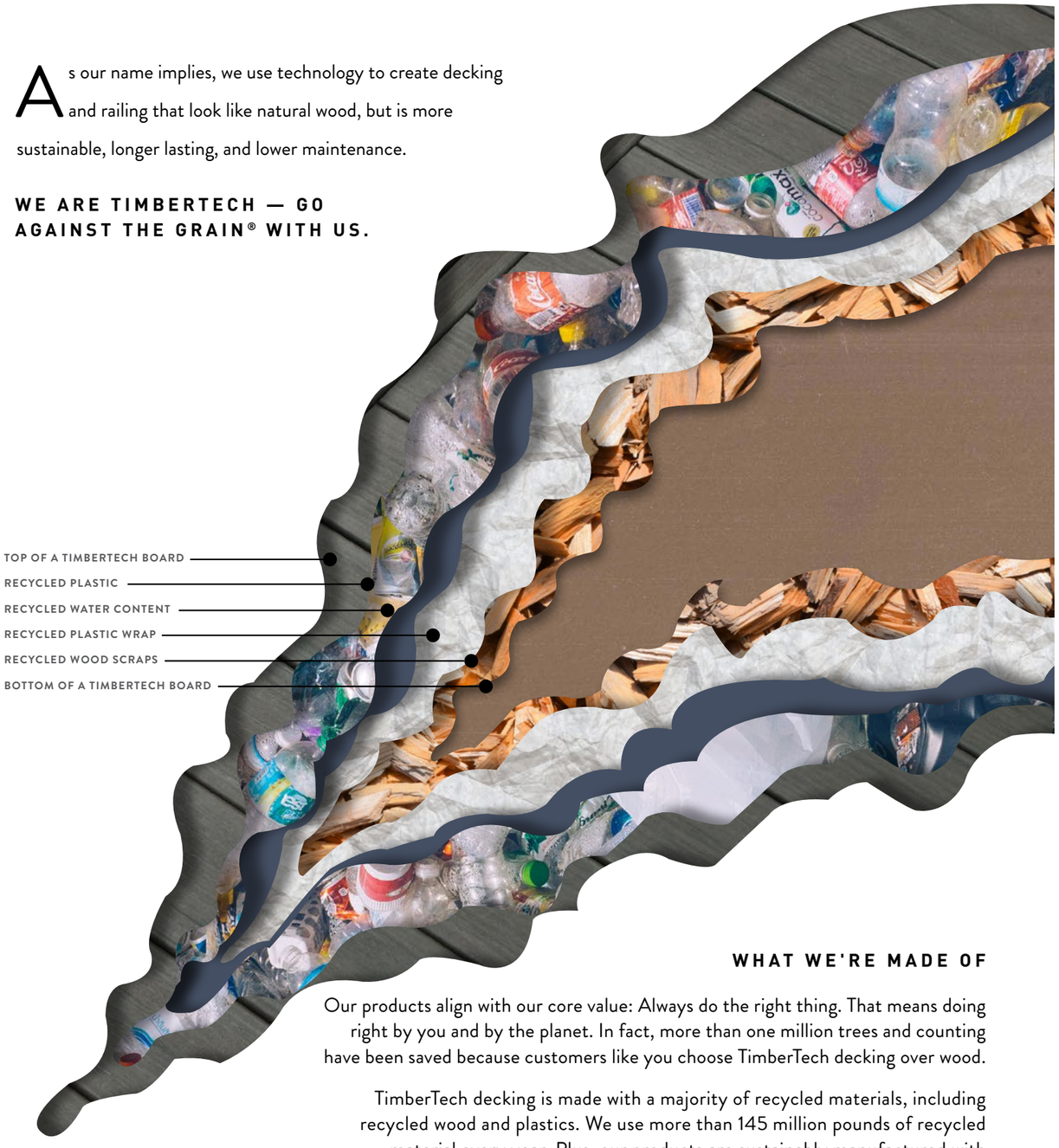
TimberTech / AZEK

2021 CONTRACTOR PROGRAM

As our name implies, we use technology to create decking and railing that look like natural wood, but is more sustainable, longer lasting, and lower maintenance.

WE ARE TIMBERTECH — GO AGAINST THE GRAIN® WITH US.



TimberTech
Go Against the Grain.

WHAT WE'RE MADE OF

Our products align with our core value: Always do the right thing. That means doing right by you and by the planet. In fact, more than one million trees and counting have been saved because customers like you choose TimberTech decking over wood.

TimberTech decking is made with a majority of recycled materials, including recycled wood and plastics. We use more than 145 million pounds of recycled material every year. Plus, our products are sustainably manufactured with hundreds of gallons of recycled water and, in 2019, we diverted approximately 290 million pounds of recycled waste and scrap from landfills.

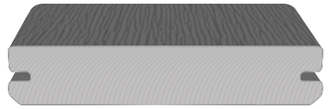
WE DON'T CUT DOWN TREES; WE RESPECT THEM.

The Material Difference

We are proud to offer your customers three unique material types, a comprehensive color portfolio and a wide range of price options. Use the charts below for a quick reference of our 2021 offering.

TimberTech AZEK

CAPPED POLYMER DECKING
UNRIVALED DESIGN AND PERFORMANCE



TimberTech PRO

4-SIDED CAPPED COMPOSITE DECKING
PREMIUM STYLE AND PERFORMANCE

TimberTech EDGE

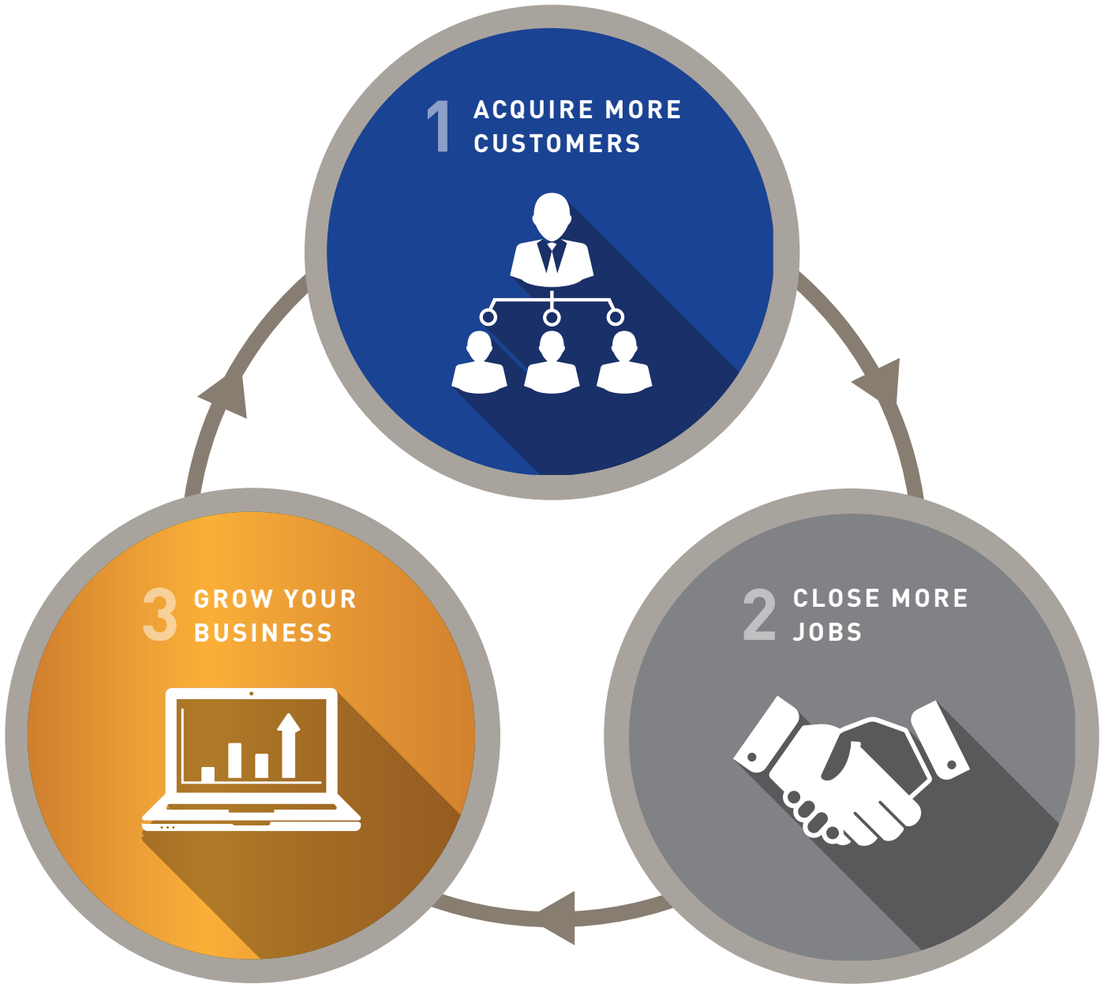
3-SIDED CAPPED COMPOSITE DECKING
ATTAINABLE AND ATTRACTIVE

COLLECTION	HARVEST®	VINTAGE®	TERRAIN®	RESERVE	LEGACY	PRIME+®	PREMIER
MATERIAL	CAPPED POLYMER		4-SIDED CAPPED COMPOSITE			3-SIDED CAPPED COMPOSITE	
PRODUCT WARRANTY	Lifetime		30 Years			25 Years	
PRICE	$$	$$$$	$$	$$$	$$$	$	
MOISTURE RESISTANCE	BEST		BETTER			GOOD	
GRAYS	SLATE GRAY	COASTLINE®	SILVER MAPLE STONE ASH®	DRIFTWOOD	ASHWOOD WHITEWASH CEDAR®	SEA SALT GRAY	MARITIME GRAY™
BROWNS	KONA®	DARK HICKORY ENGLISH WALNUT® MAHOGANY	RUSTIC ELM® BROWN OAK	DARK ROAST™ ANTIQUE LEATHER™	ESPRESSO™ MOCHA PECAN	COCONUT HUSK™	DARK TEAK™
WARM TANS & BLONDES	BROWNSTONE	WEATHERED TEAK®			TIGERWOOD		

WHY PARTNER WITH TIMBERTECH

Let Us Help You Build Your Business

When you join the Contractor Program, you are able to accrue marketing funds that are earned by installing TimberTech and select AZEK Products. These funds, that are captured via invoice submission, are used to differentiate status levels and towards program rewards including business growth tools. You can begin earning funds immediately upon joining the Loyalty Rewards Program.



ACQUIRE MORE CUSTOMERS

Business Exposure

Leverage TimberTech's resources and partnerships to gain visibility in your market.

Priority Access to Leads

Priority access to leads generated through TimberTech.com

Website Locator

Homeowners in your designated locale will be able to find you on TimberTech.com's contractor locator.

Print Center

You can redeem your marketing funds for our pre-designed and customizable printed materials including yard signs and direct mailers.

Monthly Social Media Kit

Opt in to emails to receive monthly downloadable, post-ready social media content.

Home Show and Event Support

For use of branded assets, contact your local TimberTech/AZEK sales representative in advance of your local home show.

Vendor Partners

- Guild Quality
- PHAZE App
- Home Advisor

CLOSE MORE JOBS

Greater Close Rate

Differentiate against competitors with your TimberTech partnership.

Replacement Labor Warranty

Register within our system to qualify and be eligible for our Replacement Labor Warranty.

Training

Contractors will have access to online training through www.azeknow.com. These modules will give valuable insight into the background of TimberTech/AZEK products as well as installation best practices.

AZEK University

Contractors will have the chance to attend hands-on product training based on regional availability.

Seminar

Contractors who achieve Platimun will have the opportunity to attend TimberTech's Annual Contractor Seminar. Requirements will be communicated by your local sales representative.

Best in Class Product Warranties

We're so confident in our products being a smart investment that we back all of them with industry-leading warranties that will assure customers of their choice.

GROW YOUR BUSINESS

Business Development

Create long term value, increase revenue and grow your business.

Simplified Warranty Submission

When you submit your invoices to earn rewards within 60 days of job completion, we will also register the product warranty on your behalf. Your customer will get a branded gift and warranty certificate and you will have officially close the job with a thank you gift they will remember.

TimberTech Newsletter

Newsletters will include the latest updates on the program, products annoucements, events and industry news.

Accumulate Marketing Funds

Upload your project invoices and earn funds that can be put right back into business growth activities.

Vendor Partners

- SingleOps
- GreenSky
- North American Deck and Rail Association (NADRA)

Get more tools to grow your business

Upload your invoices and unlock special program partner discounts and a higher percentage back in marketing funds as you advance through the tiers.

	MEMBER	SILVER	GOLD	PLATINUM
Sales Requirements	**Sales requirements and fund accrual percentage vary by region. Reach out your local sales representative for details.**			
Marketing Fund Accrual for Purchases				
Status Letter				✓
Online Profile			✓	✓
Guild Quality Surveying			✓	✓
Website Contractor Locator		✓	✓	✓
Leads	✓	✓	✓	✓
Replacement Labor Warranty	✓	✓	✓	✓
TimberTech Newsletter	✓	✓	✓	✓
Training	✓	✓	✓	✓
Home Show and Event Support	✓	✓	✓	✓
PHAZE App	**15% off**	**15% off**	**25% off**	**50% off**
Print Store	✓	✓	✓	✓
GreenSky	✓	✓	✓	✓
SingleOps	✓	**15% off up to $1000**	**25% Off up to $2500**	**25% Off up to $2500**
Home Advisor	✓	✓	✓	✓
NADRA	✓	✓	✓	✓

NOTE: Marketing funds accumulated during the current program year need to be used by January 31, 2022. THEY WILL NOT ROLL OVER. Funds will expire after the January 31, 2022 deadline. Level will roll over for one year. Marketing funds may be used at any time during the program year. Program date runs from January 1, 2021 – December 31, 2021. Invoices need to be submitted by December 31, 2021. Invoices with December 2021 purchase dates can be held and uploaded after December 31st if you want them to count towards your 2022 total and have the resulting funds be used for 2022. Marketing funds are awarded at the percentage rate communicated at each level as you move up through the tiers. Reach out to your salesperson with questions.

Simplified Warranty Submission - New in 2021

Close out all of your jobs with a best in class experience for your customers by simply submitting the material invoice within 60 days of job completion. Your submitted invoice will it be used to register your customers material and labor warranties which will be sent to them on your behalf with a branded gift and certificate. AND, you will earn and accrue funds that can be put right back into business growth activities. It's a win win situation!

Products installed by a TimberTech Member or Silver registered contractor:	
WARRANTY LENGTH	**AZEK/TIMBERTECH SYSTEM PURCHASE REQUIREMENT**
2 Years	Standard Protection System (Decking + Fasteners)
4 Years	Maximum Protection System (Decking + Railing + Fasteners)

Products installed by a TimberTech Gold or Platinum registered contractor:	
WARRANTY LENGTH	**AZEK/TIMBERTECH SYSTEM PURCHASE REQUIREMENT**
5 Years	Standard Protection System (Decking + Fasteners)
7 Years	Maximum Protection System (Decking + Railing + Fasteners)

NOTE: Contractor must be qualified and meet training requirements in order to be eligible.

AZEK Building Products, manufacturer of AZEK® and TimberTech®, is the industry leader in performance building materials. With more than 30 years of manufacturing experience, AZEK Building Products' industry leadership and knowledge is unparalleled. You can be confident when you select an AZEK product, you're selecting the best high-performance building materials on the market. With industry leading warranties and additional offerings for railing, lighting and fastening, AZEK & TimberTech are leading the charge in building America's most enduring and durable outdoor living spaces.

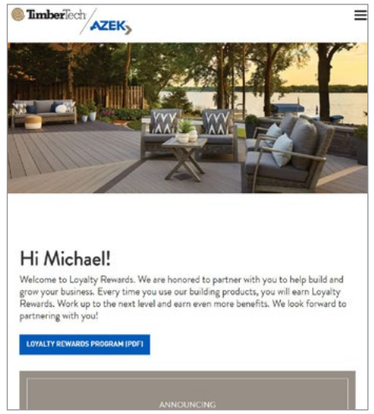
Products Covered:
All AZEK® Deck Products;
All AZEK® Porch Products;
All TimberTech® Deck Products which are capped on 4 sides (does not include TimberTech EDGE™, ReliaBoard®, Twin Finish® or Docksider™ decking);
All AZEK/TimberTech Railing Systems
Fasteners including FUSIONLoc®, CONCEALoc®, TOPLoc™, SIDELoc™, Cortex™ for AZEK/TimberTech, and other AZEK and TimberTech-branded fasteners.

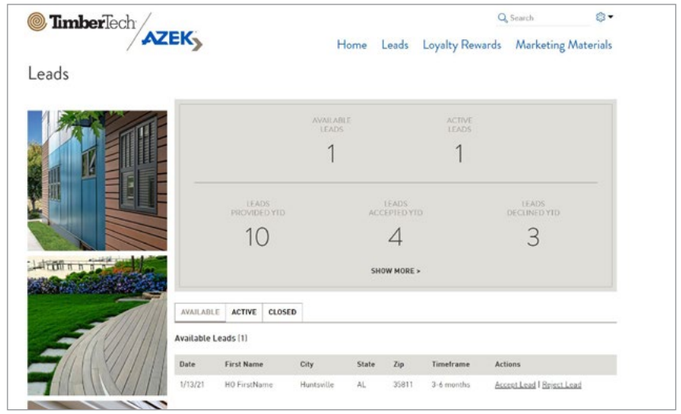
Transfer of Warranty: This warranty may be transferred one (1) time, within the five (5) year period
This warranty applies to installations completed after November 1, 2018 and shall only be applicable and enforceable in the United States of America and Canada

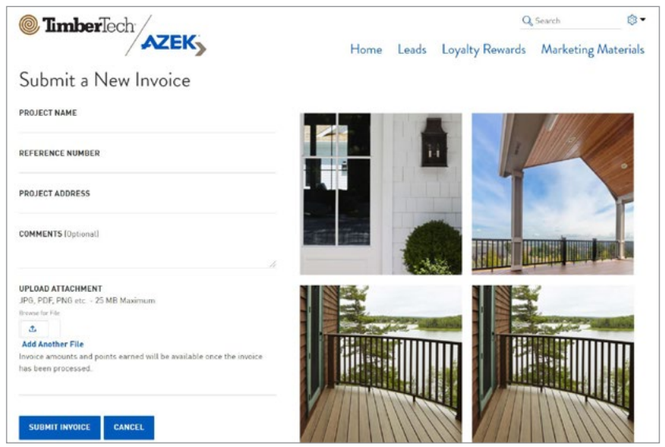
WHAT'S NEW FOR 2021

Introducing AZEK NOW

Upload your invoices and unlock special program partner discounts and a higher percentage back in marketing funds as you advance through the tiers.







EARN MARKETING FUNDS

Start Earning Marketing Funds Now

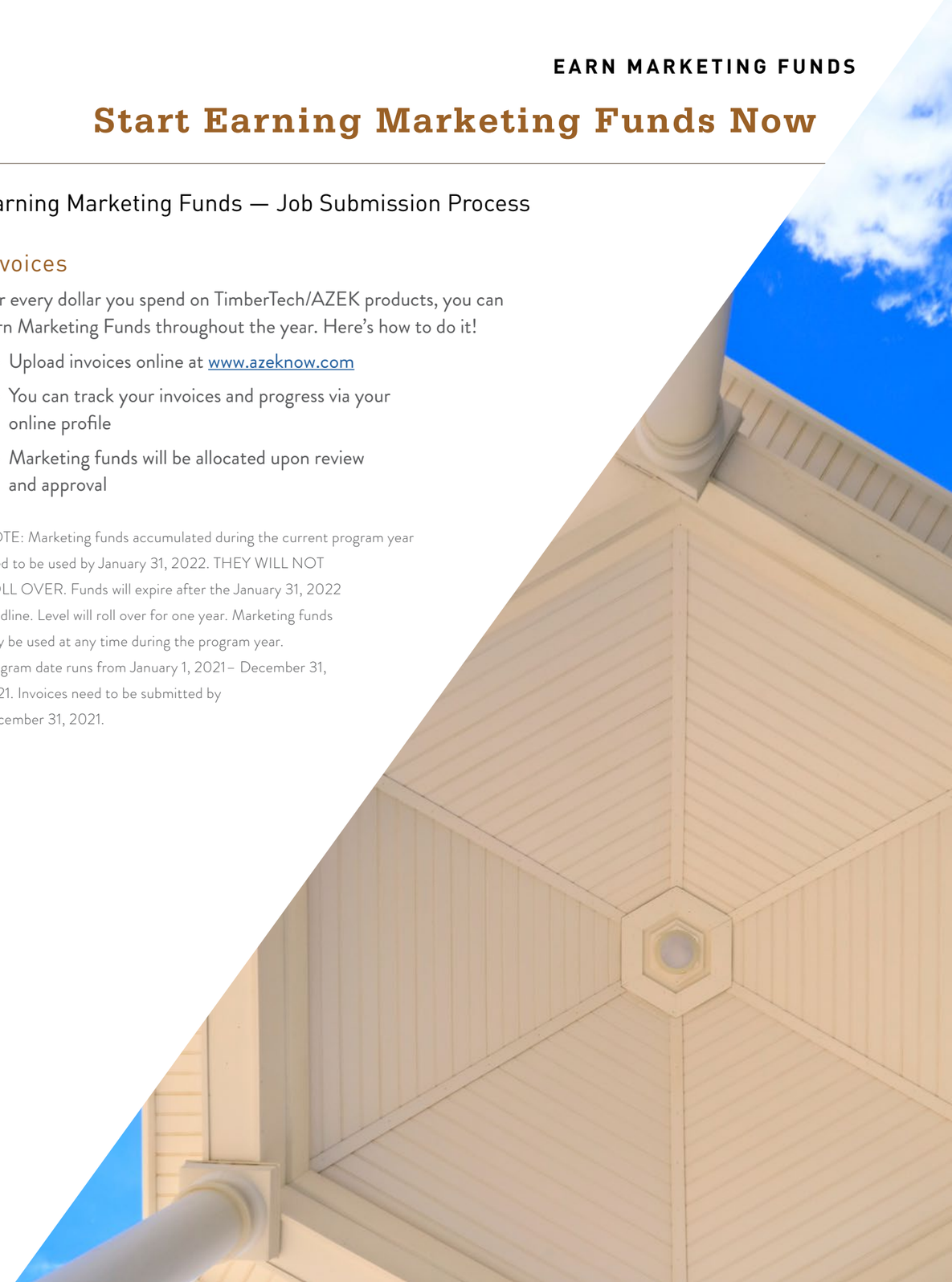
Earning Marketing Funds — Job Submission Process

Invoices

For every dollar you spend on TimberTech/AZEK products, you can earn Marketing Funds throughout the year. Here's how to do it!

- Upload invoices online at www.azeknow.com
- You can track your invoices and progress via your online profile
- Marketing funds will be allocated upon review and approval

NOTE: Marketing funds accumulated during the current program year need to be used by January 31, 2022. THEY WILL NOT ROLL OVER. Funds will expire after the January 31, 2022 deadline. Level will roll over for one year. Marketing funds may be used at any time during the program year. Program date runs from January 1, 2021– December 31, 2021. Invoices need to be submitted by December 31, 2021.



Redeem Marketing Funds. Anytime.

Redeemable Reward Options

As a contractor enrolled in our loyalty program, you will be able to redeem your marketing funds anytime. Funds must be utilized by January 31, 2022.

CUSTOMIZED
PROMOTIONAL MATERIALS
YARD SIGNS
TOOLS
FLYERS
BRANDED GEAR
DOOR HANGERS

LOCAL MARKETING

Marketing activities will be reimbursed based off of marketing fund value within an account. Some of these activities include newspaper ads, billboards, radio ads, and home shows.

PROMO ITEMS & WEARABLES

You can redeem your marketing funds in our web store on www.azeknow.com

PRINT CENTER

You can also redeem your marketing funds for our pre-designed and customizable printed materials within www.azeknow.com

CASH REBATE

If you prefer, we also have an option to convert your marketing funds into cash and receive a check to use at your discretion. All Platinum and Gold Members will be eligible to cash out at 50% of their available balance via check.

MARKETING FUNDS MUST BE USED BY JANUARY 31, 2022.

Marketing funds will **not roll** over after the deadline. Marketing funds can be used on AZEKNow.com for local marketing needs, promo items and much more.

Partner Programs

Guild Quality Surveying guildquality.com/partner/timbertech	• Customizable, multi-touch surveying • Performance reporting • Automated marketing
SingleOps Software singleops.com/azek	Job management software that allows businesses to grow revenue, increase profitability, and improve customer satisfaction with ease.
GreenSky greensky.com/sponsor/timbertech	• Close higher tickets, more deals and get paid faster with GreenSky® • Fast, Easy, Apply & Buy process. Keep the sale moving. Auto-populate client data, get pre-qualifications compare financing options in real time, get most loan decisions in seconds. • Mobile Application with Payment Estimator: GreenSky's mobile app offers paperless applications, saving time and hassle. You can even customize it with your logo and colors. The in-app Payment Estimator instantly compares up to 3 plans and 3 loan amounts. Perfect for Good, Better, Best presentations
NADRA nadra.org/membership/join	The mission of the North American Deck and Railing Association (NADRA) is to provide a unified source for the professional development, promotion, growth, and sustenance of the Deck and Railing building industry in North America so that members can exceed the expectations of their customers.
Home Advisor homeadvisor.com/timbertech	• Connect with the Targeted Prospects You Need to Succeed. • Stay in Control and in Charge of Your Business. • Leap Ahead of the Competition to Win More Jobs.
PHAZE app phaze.com/twp (sign up with your loyalty program email)	• PHAZE captures photos with consistent vantage points, phase by phase. • Quickly build trust with potential clients by showing your progress, selling more at higher price points.

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