

18-PLUSTM

PROFIT
PROTECTION
PROGRAM

For more than 30 years, Guardian Fiberglass has been the most innovative fiberglass manufacturer in the industry.

Being an industry leader means offering our dealers the right combination of products, service and flexibility to meet the specific needs of their customers.

Let us take on your competition. With Guardian's 18-PlusTM Profit Protection Program, we guarantee your margin from the sales of our fiberglass insulation products. You can match or even beat the large chain store prices and still maintain a healthy margin. 18-Plus Profit Protection Program... another example of Guardian's innovative approach to customer success.

ENROLLMENT IS SIMPLE

- 1 Submit an actual competitive ad to:**
18-Plus Profit Protection, 1000 East North Street, Albion, MI 49224
The following must be included:
 - Name of competitor
 - Tear sheet or photocopy of ad
 - Retail competitor's telephone number
 - Brand of insulation being offered
 - Product description
 - Price
 - Dates or length of offer
 - Disclaimers or restrictions that may apply to offer
- 2 Guardian will verify the details of the competitive promotion.**
- 3 Guardian's 18-Plus Program will provide you with tools to help you reach an 18% mark up vs. the advertised price from your competition.** We achieve this through manufacturer's mail-in rebate coupons, price adjustments or a combination of the two based on our research of the competitive situation.
- 4 Guardian will respond with a complete profit protection package within 48 hours of confirming the competitive offer.**

**For complete program details, contact your
Guardian Sales Representative today at 1-800-748-0035.**