



# FiberGutter Dealer Presentation

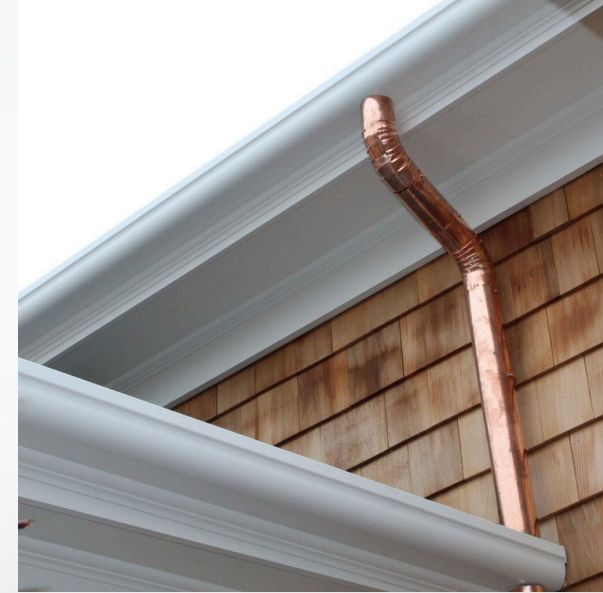
Fiberglass Building Products Inc.

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Halifax, MA 02338

[www.fibergutter.com](http://www.fibergutter.com)

# Why Fibergutter?



- Fibergutter® manufactures and distributes fiberglass gutter for use in new construction, historic renovation and replacement for commercial and residential properties.
  - Fibergutter® is the most durable, corrosion resistant and aesthetically pleasing gutter available.
- With thousands of installations completed (over 1 million feet installed) we are the largest manufacturer of fiberglass gutter with the most experience.
- Today's goal: Show how Fibergutter can drive profitability and customer satisfaction for your business

# What is Fibergutter?



**Fiberglass Gutter & Downspout**

FiberGutter® brand Fiberglass Gutter will never chip, dent, corrode, leak or rust.

**Unmatched Durability & Strength**  
The strength of these fiberglass gutters provides unmatched impact resistance and virtually zero expansion and contraction eliminating maintenance, moisture damage, and rotting associated with other gutter materials.

FiberGutter is highly UV stable, and significantly more impact resistant than vinyl, aluminum and copper gutters.

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FG6016	4x5 Fiberglass Gutter (16ft)
FG6024	4x5 Fiberglass Gutter (24ft)
FG6040	4x5 Fiberglass Gutter (40ft)
FG9016	4x6 Fiberglass Gutter (16ft)
FG9024	4x6 Fiberglass Gutter (24ft)
FG9040	4x6 Fiberglass Gutter (40ft)
FGEC1	4x5 Fiberglass Endcap G-60
FGEC2	4x6 Fiberglass Endcap G-90
FG238	PVC Downspout Outlet 2-1/2"
FGSCREW3	FiberGutter Structural Screw (Box of 50)
DSPR-10	3" Plain Round Fiberglass Downspout (10')
DSPR-EL75	3" Plain Round Fiberglass Elbow 75 Degree
DSSQ-10	3" x 3" Square Fiberglass Downspout (10')
DSPR-EL75	3" Square Fiberglass Elbow
FDSTAB1	Downspout Connecting Tab
DSHGRD3	3" Round Downspout Hanger
DSHGSS3	3" Square Downspout Hanger

- Made from high-strength fiberglass—durable, rot-resistant, and maintenance-free
  - Designed to replicate the traditional look of wood gutters
- Perfect for high-end homes, historical restorations, and coastal environments
  - 50 Year Warranty
  - Made in the USA

# Why Choose Fibergutter?



- High Margins: Premium product with excellent profitability
- Unique Selling Point: No direct competitors in fiberglass gutter systems
- Growing Demand: Ideal for discerning homeowners and contractors focused on quality
  - Versatile Applications: Residential, commercial, and historical projects
    - Easy upsell with trim packages

# Why Choose Fibergutter?



Figure 13: Painted Fibergutter on 12 Vernon St., Brookline, MA. This house built in 1890 is on the National Register of Historic Places (Ref. # 85003280).



- **Case Study #1: Historical Restoration Project in Massachusetts** *"As a contractor specializing in historical restorations, finding materials that combine authenticity and durability is a constant challenge. Fibergutter proved to be the perfect solution for our project in Massachusetts. Their products maintained the historical integrity of the building while offering modern resilience against the elements. The team at Fibergutter was incredibly knowledgeable and provided all the support we needed, from samples to installation guidance. Thanks to them, we preserved history without compromising quality. I highly recommend Fibergutter for any restoration project."*— John D., Historical Restoration Contractor
- **Case Study #2: Coastal Property on Cape Cod Withstanding Harsh Weather** *"Living on the coast, our home faces extreme weather conditions year-round. We needed a gutter system that could handle salt air, heavy rain, and high winds without frequent maintenance or replacement. Fibergutter exceeded our expectations. Their fiberglass gutters are not only aesthetically pleasing but have proven to be incredibly durable through multiple storms. We're confident that this was the best investment we could make to protect our home. Thank you, Fibergutter, for providing a product that's as tough as it is beautiful."*— Lisa and Mark R., Homeowners
- **Testimonial from Contractors:** *"Fibergutter is the gold standard in gutter systems. As a contractor, I rely on their products for their exceptional quality, ease of installation, and ability to meet the demands of my clients, whether it's a historic restoration or a new build. My clients are consistently impressed with the durability and timeless look of their gutters. Fibergutter is more than just a product—it's a partnership with a company that truly cares about its customers."*— Steve M., Contractor
- **Testimonial from Homeowners:** *"We've tried other gutter systems before, but none compare to Fibergutter. From their seamless design to their unmatched durability, these gutters have transformed the look and functionality of our home. Whether you're in a historic town or on the coast, Fibergutter is the clear choice."*— The Johnson Family, Homeowners

# Benefits for Dealers



- Increased Revenue: Higher price point = more profit per sale
- Turnkey Support: Samples, displays, literature, and training provided
  - Dealer Exclusivity: Limited competition in your region
- Marketing Assistance: Co-branded ads, social media content, and leads from Fibergutter's website

# Stocking Dealer Advantage



Feature/Benefit	Special Order Dealer	Stocking Dealer
<b>Inventory Requirement</b>	No inventory required – orders placed as needed	Must keep product inventory in stock
<b>Initial Investment</b>	Minimal	Higher due to stocking inventory
<b>Lead Time for Products</b>	Longer, based on supplier delivery timelines	Immediate availability for most products
<b>Customer Service Offering</b>	Focused on fulfilling custom or unique orders	Quick service due to stocked items
<b>Profit Margin Potential</b>	Lower per order due to lack of bulk purchasing	Higher margins from volume and on-hand inventory
<b>Customer Experience</b>	Limited product availability, must wait for delivery	Faster turnaround; customers see products in stock
<b>Marketing Support from Supplier</b>	Limited	Greater – may include displays, samples, and literature
<b>Sales Volume Expectations</b>	Lower volume, occasional orders	Higher volume, consistent sales
<b>Space Requirement</b>	Minimal – no dedicated storage space needed	Requires dedicated storage/display space
<b>Supplier Support (Training, etc.)</b>	Moderate	Strong – often receive priority training/support
<b>Target Customer Base</b>	Contractors/homeowners with specific needs	Contractors/homeowners seeking quick solutions

# How to Get Started



- Contact Fibergutter or your Fibergutter distributor to receive a starter package
- Receive Display, Samples and Literature—boost customer interest and confidence
  - Complete dealer training for your team—we'll ensure you're experts
  - Start promoting Fibergutter in your local market with our marketing toolkit



# Dealer Support & Resources



- Dedicated Sales Reps: Personalized support for your business
- Product Education: Training sessions, videos, and literature
- Marketing Materials: Brochures, samples, and displays
- Technical Assistance: Installation guides and troubleshooting

  
**SUMMER COOKOUTS**  
FREE LUNCH • MEET VENDORS • SEE NEW PRODUCTS  
STOP BY BETWEEN 12:00PM - 2:00PM

NANTUCKET	HYANNIS	WELLFLEET
Thursday 8-10	Friday 8-11	Thursday 8-17
Sponsored by:	Sponsored by:	Sponsored by:
		
FIBERGUTTER®	FIBERGUTTER®	FIBERGUTTER®

# Join the Fibergutter Family Today!



- Don't miss the opportunity to grow your business with Fibergutter
- Reach out to our distributors to place your order or learn more
- Together, let's bring the best gutter solution to your customers