



## Reviewing Your Quote

### Apples to Apples

**Your gut instinct is telling you there is something wrong. How can these quotes be so different?**

Other manufacturers skim their orders in places you may not be looking. Gustafson wants you to be aware of the different places you can look for *skinny quotes*.

- ✓ First and foremost, is your quote gasketed or nongasketed? We believe in our Gustafson G-3® product line and you should too. The benefits of our patented gasket outweigh the minimal add.
- ✓ Is your ductwork cut in 8' or 10' sections? The manufacturer may be trying to save money in freight by standing the duct upright. However, less-than-truckloads (LTL) carriers frequently damage the product in their low clearance doorways.
- ✓ Are your taps quoted full-bodied or are they sneaking in loose saddle taps?
- ✓ Flanges are listed, but are they installed?

Reduce the risk for delivery surprises by understanding all of the differences. We want your decision to be simple and that is why we clearly outline your options. Once you compare apples to apples, you will find the real value in Gustafson product and services.



2600 Airline Blvd, Portsmouth, VA 23701  
Ph: (866) 757-9414 Fax: (757) 488-4502  
[www.gustafsonduct.com](http://www.gustafsonduct.com)