



STONHARD
FLOORS FOR EVERY ENVIRONMENT

**5 REASONS YOU WANT TO BE A
STONHARD INSTALLATION PARTNER**

ONE



GET MORE PROJECTS, LARGER PROJECTS, AND WORK IN MORE MARKETS WITH NO COST OF SALES.

Keeping projects in the pipeline keeps businesses alive. Stonhard installation partners work in more markets with more [projects](#). If an industry is down, Stonhard finds work in another one. Stonhard's more than 160 sales people work directly with their end users and GCs in both industrial and commercial spaces. That's a lot of feet on the street every day selling projects anywhere from multinational food or pharmaceutical facilities, to hospital operating rooms or stadiums. 95% of Stonhard customers are repeat customers. That's business you can count on and you have no cost of sales.

TWO



MANAGE AND TRACK MONEY MORE EFFICIENTLY. IMPROVE YOUR CASH FLOW WITH A QUICKER PAY CYCLE!

Know better, do better. Payroll, materials, equipment, it costs a lot to run a business. Partnering with Stonhard allows you to streamline your business, work with much better payment terms, and alleviate a lot of financial pressure (ARs), so you can keep your attention on projects. Stonhard helps set installation partners up for best practices in money management to keep things running more cost effectively.

THREE



BEING AFFILIATED WITH A 100-YEAR BRAND CHANGES HOW PEOPLE LOOK AT YOUR BUSINESS.

Being part of a nearly century-old company, with an excellent reputation and powerful ties to markets around the world, is a game changer for installation partners. Stonhard brings not only a long history of success, with projects from Atlanta to Amarillo, but also brings a substantial number of resources like marketing, sales administration, technical service, world-class research & development, and product/installation training. What does that mean for an installation partner? An extension of your business and more business! Stonhard is known for quality and stability and when you're a part of Stonhard, that reputation will follow you too.

FOUR



THE COMPANY GIVES ITS CUSTOMERS A WARRANTY ON PRODUCTS AND INSTALLATION. WHAT OTHER COMPANIES CAN DO THAT, OR ARE WILLING TO DO IT?

How many companies take responsibility for products and installation? Stonhard is an exclusive organization that [warranties](#) their products and works with installation partners to deliver the highest quality result to their customers. That's why the Stonhard brand is the standard for resinous floors. When customers say I want to "Stonhard" my floor, they are asking for the best in class. Being an installation partner with Stonhard is a distinction that will not only help you expand your business, but help you manage risks.

FIVE



SOMEONE HAVING YOUR BACK IS A TESTAMENT TO LOYALTY.

Stonhard installation partners and their crews feel they belong to something bigger, because in addition to the many resources and broad scope of markets and customers Stonhard brings, they're people, people who are committed to success -- a family with a foundation built on trust. Some of Stonhard's installation partner relationships span more than 30 years. We value multi-generational businesses. It's not unusual to find many of our [Installation Partners](#) are family-owned businesses, who are passing their businesses and Stonhard relationships on to their own legacy. A company that supports legacy businesses is one you want to associate with for the long haul. When you experience loyalty it changes how you feel about your work, and that means you're in a better position for success and growth.

STONHARD is a global leader in manufacturing and installing seamless floor, wall and lining systems with sales operations in more than 65 countries.

For more information about becoming a Stonhard Installation Partner please contact us at installationpartners@stonhard.com



STONHARD.COM | 800.257.7953

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