



the warranty group®

## News from The Warranty Group

*For Immediate Release*

### **Virginia Surety Announces Expanded Administrative and Marketing Agreement with Safe-Guard Products**

**CHICAGO**, June 30, 2010 – Virginia Surety Company, Inc. (VSC), a subsidiary of The Warranty Group, Inc., announced an agreement with Safe-Guard Products International, LLC to provide underwriting and actuarial support for their finance and insurance product offerings.

“We are pleased to announce our expanded partnership with Safe-Guard,” said Mike Frosch, senior vice president of VSC. “This new endeavor is a testament to the outstanding relationship we’ve developed over the past several years. We look forward to helping grow Safe-Guard’s manufacturer, consolidator and agent business.”

Douglas Duncan, chairman and chief executive officer of Safe-Guard Products, stated, “We recognize that in order to continue the viability of aftermarket products, administrators must perform the proper internal due diligence to ensure mutually successful programs, for both themselves and their underwriters. Because of Safe-Guard’s strong history in risk management and claims processing, Safe-Guard is in an excellent position to provide stable, viable products for manufacturers, consolidators and agents.”

The program is now underway on a nationwide basis.

#### **About The Warranty Group**

The Warranty Group is the world’s premier provider of service contracts and related benefits, with operations in 33 countries and 2000 employees. With underwriting, claims administration and marketing expertise, The Warranty Group is a single-source solution for manufacturers, distributors and retailers of consumer goods including autos, homes, consumer electronics, furniture and appliances as well as financial institutions and the travel and leisure industry. [www.TheWG.com](http://www.TheWG.com)

#### **About Safe-Guard Products**

Safe-Guard Products International, LLC has earned its impeccable reputation and the respect of its peers and partners by offering the highest quality F&I products in the industry, in addition to successful product development and unparalleled customer support. By incorporating extensive industry knowledge and a client-first approach, Safe-Guard has become the leading provider of ancillary F&I products in the automotive aftermarket industry while also offering a wide array of profitable products for the RV/trailer, marine and powersport segments. With a complete product portfolio and sensible technology solutions, top OEMs, dealers and independent representatives consistently choose Safe-Guard more than any other administrator. [www.safe-guardproducts.com](http://www.safe-guardproducts.com)

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