

MARCH WINNER

# 75 Red Buckets of Surprises!

“ Carboline offers an array of excellent coatings, epoxies, primers & more. I have become very familiar with the Bitumastics, Carboguards, Carbothanes, Splash Zone A-788, and of course, a few of the thinners. I became familiar with the Carboline brand when Somay hired me over twenty years ago, but I have been directly involved in selling Carboline coatings for the past eight years. I certainly would have never made it this far if it had not been for the help and support I have always received from Michael Woodward. If Michael Woodward is not the “Top Sales Rep,” he should be. Whenever I call Michael with a technical question, if he doesn’t answer the phone right away, he usually calls back the same day. If I have the wrong coating in mind, he would suggest the one that could be a better fit for the type of surface.

Michael was instrumental in keeping Somay’s crew working during the shutdown of the pandemic towards the end of February of 2020 in Miami-Dade County. He was willing to help me with a customer by going to the job site a few times to check the job’s progress and the application method during a critical time. Somay was not classified as an essential business; therefore, if it hadn’t been for Michael, we wouldn’t have been able to generate the revenue that we were able to, thanks to his help. He certainly went above and beyond, considering all the businesses around us were closed, and we could work a few hours a day with a skeleton crew to stay afloat. After two years, thank God the pandemic is on its way out; I will be forever indebted to Michael for such a non-selfish gesture during such a scary time. Just last week, he helped me with a sale that I almost lost. Michael is the best sales rep I have ever met. ”

Josephine Garcia

Somay



#Carboline75th

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

