

APRIL WINNER

75 Red Buckets of Surprises!

“ My name is Paul Overton, I worked for DuPont for 32 years, mostly in their Maintenance Painting Services Division (MPS) and have now moved on to IFF. My first Carboline sales rep in 1990 was Lee Strauser in New Orleans, LA. He could sell paint like it was water in the desert. But, since we were in New Orleans, it was more like selling Tabasco to a Cajun. Then, in 2003 I moved up to Wilmington, DE where I leaned on Carboline Rep Brian McHale for my coating and lining needs. Brian was a young whipper-snapper from Williamson Trade School who knew more about paint than most of the seasoned pros. Brian is no longer a whipper-snapper, but he now knows even more about coatings. Anyone who can sell paint to DuPont, at the time a 100-year old paint company, deserves recognition. He knows his stuff, is responsive, and personable. His success was from never making false promises about the products just to sell a few gallons. He knew what the products could or couldn't handle and wouldn't sell me something if it wouldn't work. Doing so would be bad for business because I wouldn't have called him for the next job. You have a good man there. ”

Paul Overton

DuPont



#Carboline75th

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