



Bay Town Painting, Inc.

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To: R Hagerty
Business Development Consultant
The Blue Book Network

From: Bay Town Painting, Inc.

Bay Town Painting is an Industrial Painting Contractor located in Baltimore, Maryland. We specialize in painting, coatings, lead paint abatement, sandblasting, etc. I have been a member of the Blue Book for 15 years. Over that time, I have steadily grown my business in the Virginia, Baltimore-Washington Metro region, and vicinity.

There are several ways I receive Return On my Investment with the Blue Book. First, I get direct calls from contractors/owners/government that lead to negotiated work as a result from my advertising and ProView positioning in the network. Secondly, I see both public and private project leads and opportunities in the region. Some of these I am only finding in the Blue Book network, and they reflect the exact types of projects I like to work on. My ability to see the projects, their drawings & specifications, and the ease of navigation of the system are all benefits to me.

The Blue Book has been a valuable component of my marketing plan, and a great partner to share what my business does with other industry players in the region.

Sincerely,

George Tarantino, Vice President
Bay Town Painting, Inc.