



The Chemical Company

March 18, 2011

Mr. Aaron Schulenburg
Society of Collision Repair Specialists
Po Box 346
Smyrna, DE 19977
Dear Mr. Schulenburg:

Re: Tinting and blending for color match

BASF recommends blending into an adjacent undamaged panel whenever the panel being repaired / replaced has color applied to the entire surface, or color is applied to the part of the panel that borders an undamaged panel. This is the most cost effective and durable method to produce an undetectable color match when repairing motor vehicles.

There is a limit to the amount of color tone variance that can be overcome by blending. When the variance is too great to successfully blend, adjusting the color by adding or subtracting base pigments or "tinting" is recommended. The process of tinting a color ends when a blendable color match is achieved. At this point, the tinted color is then applied to the repaired panel(s) and blended into adjacent undamaged panels as required.

Tinting a color to an exact "panel match" is possible, but it is almost always more time consuming than blending. Additionally, the amount of time required can be unpredictable and in the end, most likely will not produce the same undetectable repair that can be achieved by blending.

Sincerely,

A handwritten signature in black ink, appearing to read "Joseph Skurka".

Joseph Skurka
Manager, OEM & Industry relations

BASF Corporation
cc: B. Koevenig
A. Farah