

# Providence Lacquer & Supply Centre

## NEWS

Quarter 1, 2007



Stop by:  
***Booth 436***  
at the  
**Providence Boat Show**

**January 11-14, 2007**

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# About Providence Lacquer & Supply Centre, Inc.

**Providence Lacquer** is one of the most progressive and respected PBE Jobbers in New England. It is a family business that was started in 1948 by Fredrick (Red) and Silvia Kafriksen. The Kafriksen's owned the company until 1980 when they sold it to Benny DiCaprio, one of the companies long time employees. In 1985, Benny went into semi-retirement and transferred the control of the corporation to Brian Keough and Peter Kilkenny.

**Providence Lacquer** is unlike any other Jobber. We have a Management team that combines PBE expertise with backgrounds in business disciplines including marketing, advertising, finance and more. We focus on bringing the best new products and programs to our customers.

We continue to upgrade every process so we can add even more value for our customers. We are committed to our business and to yours, and we recognize that our growth will only come from helping your business grow.

## **Providence Lacquer Is Your #1 Choice For All Your PBE Needs!**

- \* Over 3,500 Items In Stock
- \* Over 75 Manufacturer Lines
- \* Full Line of HMG Marine
- \* Full Line of DuPont and Standox
- \* Full Line of Norton Abrasives
- \* Competitive Prices!
- \* Free e-mail newsletter and specials
- \* Free Delivery
- \* 2 locations
- \* Easy access from the highway
- \* Informative Website
- \* Access Major Manufacturer Websites
- \* Dedicated Customer Service

**“If you are not already doing business with US, we want YOU as a customer!”**

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## ***Educational Classes – Providence Lacquer Trade Shows***

Providence Lacquer & Supply Centre is pleased to host 2 trade shows with the leading manufacturers to help keep you up-to-date with the latest products and market trends.

The seminars will be:  
Thursday, January 18<sup>th</sup> at the Hilton Mystic  
(20 Coogan Blvd., Mystic, CT) from 11:00-2:00.  
Thursday, January 25<sup>th</sup> at the Newport Marriott  
(25 America's Cup Ave. Newport, RI) from  
11:00-2:00. Lunch will be served at both trade shows.

Education is lacking in the marine industry. Providence Lacquer and its manufactures are going to change that. We are going to do everything that we can to keep you on top of all the new products that will help you get the job done better and faster.

Come and take advantage of this great opportunity to speak with manufacturer representatives. There are tons of great products out on the market that have not hit the marine industry yet. We are here to show and make these products available to you.

Some of the lines that will be represented are HMG Marine, Norton Abrasives, Presta Products, American Tape, Dynabrade, DeVilbiss, SEM Products, SAS Safety, Hutchins and many more.

We are going to show you products that work, save time, and save you money.

Space is limited. Sign-up now. Do not get shut out.



## Crystalseal Floor & Galley Varnish



Crystalseal is a moisture curing polyurethane coating available in high gloss and designed for use as a general purpose seal for most flooring and galley substrates.

Crystalseal dries to a finish that offers excellent chemical resistance, adhesion, abrasion resistance and flexibility combined with excellent color retentive properties. Its hardness is exceptional.

One of the greatest features of Crystalseal is that you can overcoat it in approximately 2 hours, which means that you can get a few coats down each day.

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### *Pure Air 2000 with Opti-Fit Fullface Respirator*

The Pure Air Breathing System is a break-through in respiratory protection! This extraordinary system **uses just one air line** to supply users with clean, filtered, Grade “D” breathing air from common air compressors while maintaining pressure for use of spray equipment, sanders and all types of air tools.

Your air line from the compressor will run through a breathable air filtration unit (DeVilbiss DAD-503) and snap into your Pure Air belt. From the Pure Air belt runs a shorter air line to operate your spray gun or tool. This means you are only carrying one air line around behind you.

The Opti-Fit Fullface Respirator is comfortable. It has a durable silicone faceplate. There is a standard nose cup in the mask to prevent fogging. It has a replaceable, anti-scratch coated lens. The Opti-Fit mask gives you an exceptional view with new state-of-the-art lens. This mask comes with a 3-year warranty. The Opti-Fit mask can also be used without fresh air. You can put cartridges on it.



## Acquire RX – Color Accuracy, Quick & Easy

Finding the best color formula is easy when you have the right tools. To keep you at the forefront of color innovations, DuPont has designed a totally automated and convenient formula retrieval process, so you can find the color you need, quickly and easily.

Acquire RX is a portable, hand-held color measurement instrument that is used directly on a boat or part to obtain the correct color match, then transmits that reading into the ColorNet formula retrieval system. ColorNet retrieves and adjusts the formula to an accurate match in the color quality you need.



Providence Lacquer will be at the Providence Boat Show

Providence Lacquer will participate in the Providence Boat Show held January 11 – January 14 at the Rhode Island Convention Center.

Peter Kilkenny said, “Everyone at Providence Lacquer is excited about introducing our HMG Marine Coatings to the boating industry.” At Providence Lacquer we have a tradition of searching the globe to get the best. In that tradition we are proud to carry the paints from HMG Marine which some say is “the best-kept secret in the marine industry.”



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## *Duraglas – The Original*

The original, premium all-purpose reinforced body filler. Repairs rusted-out areas, holes, tears and cracks on metal, wood and fiberglass. Combines resin and chopped fiberglass, giving Duraglas superior strength over ordinary plastic fillers. Can also be used with fiberglass cloth to cover large holes. Waterproof!!!



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## *Dolphin Glaze*

Dolphin Glaze is a two component chemical liquid used for the final skimming of a polyester putty repair or for direct application onto minor imperfections on bodywork prior to over-painting.

Dolphine Glaze is self-leveling and it will not pinhole. It is ideal for skimming over finished body filler. It is tackfree, bleedthrough resistant and shrink resistant.



## ***Providence Lacquer Inventory Control Program***

Inventory Control is a specialty of ours. Like other businesses, without control for inventory, the shelves will become inflated with slow moving products. This means good money spent amiss. What we would like to do is establish a suitable level for all products. This includes paint related and allied (i.e. sandpaper, tapes, etc) products.

Over time, a sales history is developed and we will then adjust the stocking levels. Every month we print out the products bought and circle the purchases that look to be out of the norm. We have found this program to be quiet successful in saving our customers money and making them more efficient and productive.

### ***Providence Lacquer has joined the ABBRA***

The ABBRA was founded in 1943 and it “serves to strengthen and to encourage the professionalism of the marine service industry through the sharing of knowledge and the search for solutions to common problems” (ABBRA Bylaws.)

We are very serious about the marine industry and we feel that we have information available to us that is very valuable to the industry that we would like to pass on.



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## ***IBEX 2006***

The International BoatBuilders' Exhibition (IBEX) show took place November 1-3 at the Miami Beach Convention Center. Peter Kilkenny and Michael Casey from Providence Lacquer both attended the show.

From IBEX, we have picked up two new lines: MAS Epoxies and Festool. Both are excellent lines and we believe they are the best in the industry.

Also represented at IBEX were Norton Abrasives, Presta Products, Meguiars, Dynabrade, Hutchins, and many more.

Next year, IBEX will take place from October 10 till October 12 at the Miami Beach Convention Center.



### **3M 08984 vs. SEM Solve**

Save yourself some money! Both products do the same thing. SEM Solve is about 45% less expensive.

SEM Solve removes adhesives, waxes, grease, and paint overspray.



### **Kimberly Clark L40 Wipes**

WYPALL\* L40 Wipers are an outstanding general-purpose wiper featuring our unique DRC base sheet technology.

The L40 Wipe easily absorbs liquids, lubricants and oils.

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### **Crystal Tack Rags**

Crystal Premium Tack Rags are 18"x36". They are the finest tack cloths on the market. They will not dry out, harden or darken. They are designed to leave no residue.

*For a crystal clear finish,  
tack-off the dust before you paint.*

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## **Presta Pre-Paint Solvent Wipe**



Presta Pre-Paint Solvent Wipe is a low VOC cleaner. It is a water-based cleaner/degreaser containing a unique blend of detergents and solvents that quickly and efficiently clean and prepare surfaces for painting. It is formulated to remove oil, grease, wax, silicone, sanding residue and other surface contaminants from bare metal, primer and plastic. Presta Pre-Paint Solvent Wipe greatly reduces static buildup, which helps check dirt nibs, and minimizes the need to wet sand and buff.



## *MAS Epoxies – Strong! Simple! Sure!*

All epoxies are not the same. MAS Epoxies careful blend of materials yields non-blushing results plus slight flexibility, an added benefit, which is very important for composite construction of all kinds. MAS Epoxies offers a two-part epoxy system featuring three “no-blush” blendable hardeners; two blendable resins and a simple 2:1 mix ratio. It is 100% solid and has no VOCs. It’s strong, simple and sure!



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## *Festool*

Festool offers not just tools, but complete, portable solutions. Festool makes superior power tools and pneumatic sanders that make boat and marine work faster, easier and more accurate than ever before. Festool provides a complete system, from high performance dust extraction to long-life consumables. For boat building, marine fabrication and restoration. Festool helps make the job more profitable for the discriminating professional. All of their tools are backed by a 3-year warranty – one of the longest in the industry.



**FESTOOL**



At Providence Lacquer we are committed to your business. We are here to help your business grow. If there are any products that you are interested in please let us know and we will do everything that we can to get it for you.

Also at Providence Lacquer we take education in our industry very serious. Let us know if there are any classes that you would be interested in attending. We can also come right to your shop and certify your employees in HMG Marine, Norton Abrasives, SEM, DeVilbiss, Presta, etc.

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***Coming in the Next Issue:***

- Trade Show Updates
- Providence Boat Show Update
- Much More