

# NEWS

Quarter 1, 2006

# Inside:

News & Events Super Marine Varnish New Technology in Sanding Quality Finish for Interior & Exterior The Easy Way to a Brilliant Finish

# 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 Kafrissen. The Kafrissen'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 <u>YOU</u> as a customer!"

### Providence Lacquer 2<sup>nd</sup> Annual Charity Golf Tournament

Providence Lacquer announces its Charity Golf Tournament to be held Saturday, June 24, 2006 at Cranston Country Club. Brian Keough, President, said, "Everyone at Providence Lacquer is excited about our annual charity golf tournament. We want to show our customers that we really appreciate their business."

The tournament package includes lunch, 18 holes of golf, unlimited range balls, cart, dinner, plenty of door prizes and lots of fun. Cranston Country Club was designed by Geoffrey Cornish. It is a 18 hole championship course that turns an everyday round of golf into an uncommon experience. At Cranston Country Club you'll appreciate the meticulous attention they give their course. All proceeds will benefit "The imPOSSIBLE DREAM." "The imPOSSIBLE DREAM" is a charitable organization based out of Warwick, RI that makes dreams come true for chronically ill children.

This event is held in memory of Benny DiCaprio, '88.

For more information on the tournament, contact Peter Kilkenny at 401-943-1700.



It is bard not to think of the words "excellence" and "success" when we see a gleaming boat moored at the quay. Few objects make such a clear statement of a job done to the highest standards. Creating such an image of quality is the natural love for craftsmen and those at the very top of their performance.

RYTHANE XS

For HMG the pursuit of excellence in marine coatings has led to the Acrythane XSC range of ultra-high quality marine topcoats. Acrythane has been created without compromise to give boat builders and boat painters the best paint we can make.



Acrythane looks beautiful with outstanding gloss and gloss retention, but is tough and resilient even in the most aggressive environments. Acrythane goes on beautifully. HMG's "second flow" on technology means that orange peel and spray lines are consigned to memory. Acrythane covers beautifully. At HMG we don't let our accounts department mess with success; our pigments are used at full strength to give great coverage, reducing the number of coats required and saving our customers time and money. Acrythane behaves beautifully.

In the real world of the marine industry and the untamed world of the ocean, even the best of us can occasionally need to touch-in or repair an area. Acrythane is designed to be fully reparable from a small scratch to a large gouge.

Just as we would expect builders and owners to be proud of their achievements, so too at HMG we are justifiably proud of our growing partnership with the customers who together with us, build and create excellence and success.





### **Bessette Marine Finishes**

Bessette Marine Finishes is owned and operated by Norman & Susan Bessette. For over 18 years they have specialized in fiberglass boat repair and refinishing including removal of existing antifouling paints and osmosis repairs.

Bessette Marine Finishes specializes in total boat refurbishment. Other services include providing advanced fiberglass technologies and automotive/marine coatings applications in the construction industry.

All services are performed to perfection and will have your boat looking better than the day it left the factory.

Norman Bessette started using the HMG Marine paint system right away. Providence Lacquer & HMG Marine wants to thank Bessette Marine Finishes for their loyalty to us and we look forward to being the preferred choice for years to come.

To contact Bessette Marine Finishes call 401-783-2005

Coma Berenice Super Marine Varnish is a single pack material with outstanding properties.

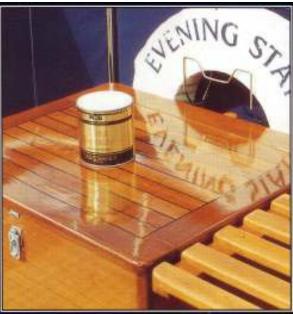
Coma Berenice offers high build, ultra high gloss, ultraviolet resistance and colour stability like no other comparable product in the industry, the results being a longevity of product that is rivaled by none.

Coma Berenice is an outstanding, long lasting bright

work varnish. Its deep, rich, high gloss finish is achieved without the need for complex mixing or multiple coats allowing even first time varnishers to achieve the highest possible standards of appearance on their bright work.

Typically varnishes age and crack because they lose their flexibility. Coma Berenice is unique in its ability to maintain flexibility and even after extended periods in the sun and rain, it continues to adapt to the wood's expansion and contraction.









# New Technology in Sanding





The Norton Multi-Air Process combines the revolutionary maximum dust extraction Multi-Air back up pad with premium abrasive Multi-Air discs to optimize performance, increase productivity and eliminate dust.

Less dust means more productivity. Increased productivity means more profit.

Eliminating dust and increasing the surface cutting area is how Multi-Air is able to improve productivity by 35% versus traditional vacuum sanding and by 60% versus non-vacuum sanding. It's simple, if you keep the abrasive grain exposed to cut through paint and gel coat by continually removing the dirt that can clog paper and

leave wild scratches, you will cut faster and the sandpaper will last longer.



Bottom line, the job gets done faster and costs less with Norton Multi-Air.

### **A Full Service Marina at Brewer Wickford Cove**



Brewer Wickford Cove Marina's location in Narragansett Bay make it one of the best hurricane holes on the East Coast. With 151 slips, 39 moorings, pilings that allow for fore and aft mooring, Brewer Wickford Cove is at the top of the list for safe & secure marinas.

For service and repair, Brewer Wickford Cove Marina is in a class of its own. Major repairs to fiberglass and wooden hulls, as well as a full complement of other services, are in keeping with the Brewer Yacht Yard tradition of quality and reputation. Brewer Wickford Cove's full service repair facility is staffed with highly trained personnel to handle everything from simple repairs to complete overhauls.

Brewer Wickford Cove's applicators are starting to use the HMG Marine products. Providence Lacquer & HMG Marine want to thank Brewer Wickford Cove for their willingness to give us a chance and we look forward to becoming the preferred choice for years to come.



Visit.www.byy.com/Wickford for more information about their services or call at 401-884-7014.

# **About HMG Marine**



In 1930, a small group of men shared a simple vision for a new company. Armed with considerably more enthusiasm than hard resources and driven by a genuine belief they could make a difference, H. Marcel Guest (HMG) started a long journey. 75 years later, the company has grown, building a world-class reputation based on product performance, reliability, innovation and customer support.

Customers of HMG can expect that we will be satisfied with nothing less than excellence and we will work with our customers to achieve just that.

Real enthusiasm is the hallmark of HMG's approach to paints and surface coatings. We make no apology for the fact that we will persistently work towards excellence with our customers and we are proud of the fact that our products are designed to evolve along with your business.

Our aim is that our customers feel as if they have their own paint company that they are in control and that the business that they operate is served by HMG in exactly the same way, as it would be if it were one of their departments.

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."* 



### A Quality Finish for Your Interior & Exterior

K-Type Varnish is the perfect all around varnish.

K Type is a one-part brush or spray applied tough and durable polyurethane marine varnish available in a full range of gloss levels. It is just the easiest varnish you will ever use.

K Type Varnish combines a long wet edge time with quick through drying allowing the largest of vessels to be brushed or sprayed without dusty overspray problems.

K Type finds uses in the decorative field including interior & exterior wood finishing and also in other applications where its great adhesion resistance, toughness and gloss retention make it a popular choice.

K Type is typically used inside on floors and cabinets. It can also be used outside as it contains large amounts of ultraviolet absorbers.



## Other Great HMG Marine Products



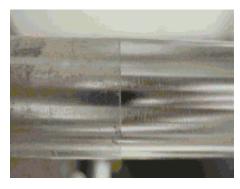
### HMG Texturecoat Additives:

HMG Texturecoat Additive is an additive designed to produce a textured, non-skid surface when mixed with the Acrythane XSC paint system.

To apply Texturecoat, it is added right into your Acrythane XSC topcoat. Texturecoat is available in both fine grain and a medium grain. You can mix both grains together to get a custom look.

### Microshield Aluma-Protect 102:

Microshield Aluma-Protect 102 is an exceptionally low viscosity, high solids coating designed for "swab" application to aluminum. Microshield Aluma-Protect 102 is a uniquely tough and resilient coating that will greatly improve the durability of the coated article. Once dried, Mircorshield Aluma-Protect 102 is nearly impossible to remove.



#### SAH 270 Water-Based Degreaser:

SAH 270 Water-Based Degreaser is a cleaner especially formulated for metals and fiberglass. SAH 270 Water-Based Degreaser is formulated for wipe on, wipe off application.

#### **Acrythane Matting Agent:**

Acrythane Matting Agent is designed to reduce gloss when used with Acrythane XSC. The greater the addition, the lower the gloss.



#### **Polykote AMC Primer Surfacer:**

Polykote AMC Primer Surfacer is a 2 part isocyanate cured primer. Polykote AMC Primer Surfacer may be overcoated without sanding wet-on-wet or may be denibbed. Polykote AMC Primer Surfacer has superlative sanding properties. It has very low sinkage properties allowing for exceptional gloss hold up when overcoated with Acrythane XSC. It is particularly suited to repaints or when a color change might be required and existing substrate is in a sound condition.

# **One Name that Covers Everything!**



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.

Right now, we have the 2006 Providence Lacquer Marine Seminar in the works. It is scheduled for Wednesday, March 8 at 5:00 p.m. We are going to have the manufacturer reps in for the seminar. The seminar will showcase HMG Marine, Norton Abrasives, Presta, American Tape, Hutchins, DeVilbiss, SAS Safety, Dynabrade and SEM. If you are interested in attending the *free* seminar call Peter Kilkenny at 401-943-1700 to reserve your spot.

### Coming in the Next Issue:

- How to save gas and increase speed with bottom paint.
- Crystalseal Floor & Galley Varnish
- Presta...The Finest in Finishing Products
- Byotrol Microcleanse
- A275 The Best Sandpaper

