

Providence Lacquer & Supply Centre, Inc.

NEWS

Quarter 1, 2008



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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!”

*within our local delivery area

2008 Providence Boat Show

The 15th Annual Providence Boat Show took place January 3 – 6 at the Rhode Island Convention Center.

Providence Lacquer & Supply Centre displayed HMG Marine, Stay Byotrol Clean, Festool and Blue Water Marine Paint products at the show.



2008 Providence Lacquer Trade Show

2008 Providence Lacquer



Trade Show

The 2008 Providence Lacquer Trade Show will take place **February 23, 2008** from 10:00 – 3:00 at the Knights of Columbus (1047 Park Ave. Cranston).

This is a trade show focused on **YOU** – the Repair Professional. This show gives you the opportunity to speak with and learn from manufacturer professionals. As well as being able to see some new and innovative products that are on the market.

This show is different from any show in the area because it **only focuses** on the Repair Professional.

Take advantage of this great opportunity to speak with manufacturer representatives and see some new and innovative products.

We hope to see you all at the 2008 Providence Lacquer Trade Show.

SURFASOLVE WIPES

Surfasolve™ waterless wipes offer an effective cost and time saving method for cleaning hands without having to use hazardous solvents. The dual textured towel quickly traps material being cleaned within pockets on the towel. The biodegradable formula is powerful enough to instantly remove just about anything from hands yet leaves them soft and conditioned. Surfasolve wipes have many other cleaning uses that can offer superior economy over using expensive solvent and rags with much better results.

Benefits:

1. Easy one step time saving cleaning
2. Will not transfer material being cleaned back onto hands.
3. Highly efficient

Removes from hands:

*Resin, Gel-Coats, Adhesives, Putties, Ink, Dyes, Grease, Urethanes, just about anything.

* Cleaning anything out of carpet.

* Cleaning work surfaces

* Removing overspray

* **Removing & Cleaning 5200**

WOW!



**New Product
Line**



Marine Stay Byotrol Clean™ Range “works while you play”

Byotrol Inc. offers a complete range of products for the boat owners who want to maintain their boats in a pristine stain and odor free condition including: Bilge Cleaner/Deodorizer, Galley & Shower Cleaner, and Canvas & Sail Cleaner/Protector.

The **Marine Stay Byotrol Clean's™** unique patented technology leaves an invisible barrier on surfaces leaving them cleaner longer. The bane of a boat owner's existence is staining and unpleasant odors caused by algae/mold/mildew. When applied according to instructions, the **Marine Stay Byotrol Clean™** will clean and protect from stains caused by algae, mold and mildew while deodorizing surfaces. Cleaning time will decrease after each subsequent application; which makes it an ideal maintenance cleaner.

The Marine Line offers all of these very desirable features to the boat owner:

- Cleans and protects from stains caused by mold, mildew and algae
- Excellent deodorizer
- Maintains a pristine interior and exterior
- Fantastic maintenance cleaner
- Makes winterizing and off season protection a breeze
- Is a gentle yet effective cleaner and deodorizer



Bilge Cleaner/Deodorizer

Available in a 1 Gallon (3.78 Liter) Ready to Use for spray or foaming.

After 3-4 applications, the dreaded bilge cleaning chore becomes a breeze. When winterizing, application of **Stay Byotrol Clean™** will keep the bilge clean and odor free until the next boating season!

Galley Cleaner & Shower Cleaner

Available in 16.9 fluid ounce (500 milliliter) trigger spray bottle.

Gentle on surfaces yet effective for everyday use. **Stay Byotrol Clean™** is great for showers, shower curtains, counters and sinks. Great also for off-season protection of seat cushions and benches to keep mildew stain and odor free.

Canvas & Sail Cleaner/Protector

Available in 16.9 fluid ounce trigger spray bottle and a ½ - Gallon hose end sprayer

Apply **Stay Byotrol Clean™** to new sails to maintain that mildew stain free appearance. Then apply prior to winterizing for off-season protection from mildew stains during storage and those fearsome odors that can accumulate over the winter!

New – HMG Marine Literature & Color Cards

HMG Marine has new literature and Color Cards coming in the near future. The HMG Marine Color Cards will be full of new, popular colors as well as the classic colors. The literature will include: an HMG Product Overview and flyers on Acrythane XSC, SuperSpeed SP52, Coma Berenice, K-Type Varnish and Crystalseal. There will also be a HMG Marine Application Guide and a Maintenance Guide. These flyers along with the color cards will serve as great sales tools for you to your customers.




12L HMG

For over 10 years HMG has manufactured high performance paints and coatings for some of the most demanding customers. Customers like Aqua Rayon and Eze-Dentary sail yachts like Docking Station and the backhoe's handle have all called on HMG when they need a special product.

It is only natural that HMG would feel at home in the demanding environment of the space industry. Our brackets and base covers are long investigated to respect only the best when it comes to the materials they use in the cabinetry construction of the base. And the more solid, the better they select a "conventional" approach when it comes to tackling problems, those of which are not as much a risk as the sea.

Our Anti-Foul does on the bottom of millions of tons of aquatic vehicles to produce a reliable solution to bottom fouling. Our Bio-Antifoul uses conventional wisdom on its base work, as well as, ultra high performance coatings. The best goes on.

Product Overview

Acrythane 12L is a two-part acrylic. Customer response. Long lasting very high gloss and non-yellowing finish on finished with a very low VOC. It is also resistant to abrasion, weathering, and UV radiation. It is also resistant to salt water and other harsh environments.

Acrythane 12L is a two-part acrylic. Customer response. Long lasting very high gloss and non-yellowing finish on finished with a very low VOC. It is also resistant to abrasion, weathering, and UV radiation. It is also resistant to salt water and other harsh environments.

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SuperSpeed SP52

Easy to Use

Exceptional Physical Performance

Potential Speed Enhancement

SuperSpeed SP52 is a revolutionary water anti-foul, using technology to reduce the area of a hull. A lightly applied amount of SuperSpeed SP52 will cause the water to slip off the hull during the hull clean and efficient.

Although no claims are made, enhanced performance and fuel savings have been achieved by many users. Submersible and without users have experienced improved speed performance and SP52 is not the first choice of many competitive sailors and fishermen alike.

SuperSpeed SP52 also remains in properties where the boat is generally concerned that water has changed its composition.

HMG Performance Coatings
PO Box 313
Rutherford, NJ 07070
T 866-367-4386

Distributed By:
Perichloro Laminar & Supply
1010 Park Ave
Camden, NJ 08104
T 856-942-1768



HMG Marine Coatings

Excellent Coverage

High Gloss, Mirror Finish

Fully Repairable

HMG Marine Coatings offers a complete system from primers to topcoats to restore paint to its original.

It is very important to us at HMG not only do our customers have the best materials to work with, but also they get an extraordinary result in possible to use. Acrythane XSC fulfills these requirements, ready and well. It is a two-part Acrylic Coatings with excellent opacity, easy to use and it will cover irregularly and it gives a very high gloss finish and is simple to use.

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K-Type Polyurethane

Excellent Gloss Retention

Durable

Excellent Abrasion & Chemical Resistance

K-Type Polyurethane maintains a long wet edge with good flow allowing for large of areas to be finished in sprayed without dusty irregular finishes. A full edge of gloss leads to wood finishing.

K-Type Polyurethane finish uses the distinctive field including interior and exterior wood finishing and also in other applications where its good abrasion resistance, toughness and glass transition make it a popular choice.

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Crystalseal

Excellent Color Retention

Flexible

Excellent Abrasion Resistance

Crystalseal is a transparent water polyurethane coating available in high gloss and designed for use as a general purpose and the most durable and lasting substrate.

Crystalseal does not block that offers excellent chemical resistance, abrasion, abrasion resistance and durability resistance and excellent color retention properties. Its hardness is comparable.

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Coma Berenice

Superb UV Resistance

Ultra High Gloss

High Build, but Remains Flexible

Coma Berenice is an extraordinary long lasting bright work. Its deep rich, high gloss finish is achieved without the need for complex mixing in multiple coats. Adding more coats will cause the surface to become the brightest possible regardless of appearance so that bright work. Typically contains high gloss and is not because they have the flexibility. Coma Berenice is easier to its ability to maintain flexibility and even after extended periods in the sun and rain it continues to adapt to the user's exposure and maintenance. Finally - Coma Berenice offers high build, ultra high gloss, abrasion resistance and color retention like no other and a lifetime of product life created by you.

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Office: **7 Steps Toward A Safer, Citation Free - Shop**

1. Legal Responsibilities—Who's responsible to comply with OSHA?
 - a. Owners/Managers where an employer/employee relationship exists.
 - b. Employees are required to comply with proper safety procedures/programs.

2. Creation and Administration of a Basic Shop Safety Program.
 - a. Make an employee folder. A simple manila folder, with each name is adequate.
 - b. Document everything. Ex: Safety meetings, safety equipment training, injury and illness data (shops with 10 + employees - mandatory), physicals, fire extinguisher training, Hazard Communication training, tool/machinery training, MSDS training, etc.
 - c. Organize the MSDS sheets, keep them current, teach employees how to find and use them.
 - d. Post all shop chemicals in use, with pertinent Haz Com info, poison control #'s, emergency #'s (fire, police, ambulance,).

3. Running your Safety Program.
 - a. Make employees, however few, part of a safety team, have brief weekly meetings, include the following:
 - Flammable materials handling: No Smoking, Ground metal containers.
 - Safety equipment location and training: Fire Extinguishers, First Aid Kit, Eye Wash Station, Drench Shower.
 - Health hazards: MSDS sheets; how to read and where to find them.
 - Emergency Evacuation Plan: Where to go in case of evacuation. How to get there, posted wall map showing all exits and evacuation route. Who's in charge of counting heads at the approved gathering place.
 - Housekeeping
 - Approved blow guns: 30 lbs max.
 - Personnel safety equipment: Safety glasses, hearing protection, gloves, respirators: including maintenance program for filter change and cleaning.
 - Smoking locations if allowed.
 - Respirator change and cleaning schedule.
 - b. Encourage employees to report shop conditions.
 - c. Compliment or reward employees for using correct safety equipment. The primary goal is to effect a positive employee attitude toward good safety habits.
 - d. Make it known, verbally and on paper, "who is in charge of what".

4. Sources of Information and Assistance.

- a. OSHA home page (www.osha.gov), Every bit of info is there.
- b. OSHA consultation service. Free shop inspection service (tel: 624-6400), Agree up front to rectify problems. Safety Works will assist you to rectify problems. Safety Works consultants are separate from the enforcement group and can be very helpful and effective.
- c. Insurance carriers. Caution, they may be stricter than OSHA.
- d. Local Fire Departments. Always helpful.
- e. Professional industrial hygienist/safety organizations and companies.

5. How to avoid citations.

- a. Keep the shop clean and neat! Shops in bad shape make inspectors look closer.
- b. Have MSDS conveniently located and immediately available. Post shop chemicals.
- c. Have employee folders with documented evidence of a functional safety prog.
- d. Fix any obviously dangerous shop condition immediately.
- e. Have necessary shop signs.
- f. Back-up lighting in case of power failure.
- g. Have fire extinguishers correctly mounted, and inspection tags updated.
- h. Show OSHA work place posters, and other appropriate signage.
- i. Have screens on compressor belts, guards on cut off tools, etc
- j. Have bench grinders secured, mounted shields, correct spacing between tool rest and grinding surface.
- k. Keep flammables in safe condition. Keep the paint room neat. Use oily waste cans.
- l. Have required labels on all chemicals.
- m. Hazardous waste disposal service. Have documentation.
- n. Owner/Managers are responsible for assessing shop PPE needs, are required to buy necessary PPE, to train employees in their proper use, and to insure PPE use.
- o. As much as possible, segregate work functions. Examples: Keep painting, welding and bodywork separated, grinding and blasting work safely screened off.
- p. Repair defective tools and electrical equipment.
- q. Ground outlets, (GSCI receptacles). Ground tools, equipment, drums of solvent.
- r. Have an employee take a physical before starting the job. Include a hearing test.
- s. On company time, employees who wear respirators must complete a mandatory medical evaluation questionnaire, before being fit tested. Questionnaire to be evaluated by a Doctor or LCHP. Fit test are annual. Medical evaluation as needed.
- t. Keep spray booth, and filters clean. Insure spray booth lighting is code.

6. Respirators.

- a. Employees who must use a respirator, must successfully complete a medical questionnaire, on company time, before starting work. To be confidentially evaluated by a PLHCP. A new questionnaire must be completed only if required by the shop owner, manager, or safety coordinator.
- b. An annual fit test is required. Virtually anyone is qualified to conduct the fit test. Minimum training is required.
- c. Use a fit test ampule, a NIOSH approved respirator, a fit test form.
- d. Employees with seal inhibiting condition (ex: beards) must use a supplied air hood system.
- e. Employers are responsible for respirator selection, training, and on-going program evaluation.
- f. When working with products containing isocyanates, use Supplied Air System ONLY.
- g. Respirators must be used in mixing rooms.
- h. Respirators should be used when in the booth after painting. (Paint is still flashing off)
- i. In absence of ESLI indicator on cartridge, owner/manager must establish a schedule to replace cartridges before they deteriorate.
- j. All Cartridge respirators or Supplied Air Respirator users must be fit tested annually, or when a type/brand respirator is changed.

7. What To Do If Cited

- a. Be polite, don't argue.
- b. Fix problems ASAP, and never say a problem has been fixed if it hasn't.
- c. If available take advantage of E.I.S.A. Expedited Informal Settlement Agreement. At time of citation, businesses have 15 days to contest or pay the fine. If a shop is in good shape, has a functioning safety program, and evidence is shown that problems are being fixed as agreed, fines may be reduced. Always attempt to negotiate any fine down.
- d. There is a three year statute of limitations on OSHA violations. Don't get fined for the same thing within three years, or fines will increase dramatically.

SAS SAFETY CORP.

When Protection Counts™

DeKUPS

The DeKups system allows you to choose the right filter for the job, providing the best color match when using finish coats, metallics, and pearls. The filters are easy to clean, simply flush them at the same time you clean your gun. Re-usable filters mean less wasted time and more money saved.

The DeKups liner features high collapsibility, so all the paint is moved through the gun and onto the job. Save time and money, increase productivity and waste less paint.



Positive Locking Lid

The re-usable DeKups lid locks firmly into place and will not come detached from the gun while in use is properly installed.
No messy accidents.

Refill Without Opening the Cup

Their patented self-venting funnels allow a painter to refill without opening the cup lid. No mess on the bench during the refill process saves clean-up time, wasted paint and money.



Self-Dispensing Packaging

The versatile dispensers mount conveniently on the wall so you can put them wherever you like. No space restrictions, no need to refill bins. Each cup and lid dispenses separately for less hassle. Save time and space.



Larger Volumes

DeKups offers 9-50 percent more cup volume compared to the competition. Refill less. With three different cup sizes, you can size the cup to the job, wasting less paint, saving more money.



All Paint Teams Up with Go Pyro Studios for a Killer Paint Job

All Paint teamed up with Go Pyro Studios to paint a 50 plus foot Outerlimits Powerboat. Graham Batting from Go Pyro Studios laid down the graphics while All Paint sprayed the clearcoat and cut and buffed the powerboat. DuPont and House of Kolor were used on this job.



MAS Epoxies

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 kind.

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!

Try MAS Epoxies on your next epoxy job, you'll be glad that you did.



FESTOOL - Dustless Vacuum Sanding

With all of the new EPA and OSHA laws coming through dustless sanding is right around the corner. Some shops are already switching to dustless tools and collecting the sanding dust.

FESTOOL offers a complete sanding system with tools and vacuums.

If you're not already a **FESTOOL** customer, get ready to change the way you work. Whenever you use a **FESTOOL** power tool, one thing is for certain: you will finish the job more quickly, more easily and more cost-effectively than ever before. Simply put: **FESTOOL** power tools do things other tools cannot.

Call Providence Lacquer to try the **FESTOOL** sanding system.



When you are sick you call a Doctor.



When your car breaks down you call a mechanic.



When you are looking for Paint and Supplies...Why wouldn't you call a Paint & Supplies Specialist?



Call Providence Lacquer for all your Paint & Supplies

At Providence Lacquer we have a Management and Sales 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 are here to work for

YOU – THE REPAIR PROFESSIONAL!



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:

- News & Events
- 4th Annual Providence Lacquer Golf Tournament

***"Successful people do the things
others don't like to do" - Harvey Mackay***