

Providence Lacquer & Supply Centre

NEWS

Quarter 4, 2006



*See us at the
Providence Boat
Show*

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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!”

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 18th at the Hilton Mystic (20 Coogan Blvd., Mystic, CT) from 11:00-2:00.
Thursday, January 25th 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.



Norton Dry Ice – A975



For the most demanding sanding applications

The combination of Norton SG seeded-gel and premium heat-treated grains provides the most aggressive yet coolest cut, with maximum resistance to dulling. This results in higher cut rates and extended life - as much as 2:1 vs. conventional designs. The water-based stearate No-Fil coating provides maximum load resistance, extending life even more. Operators do more with each disc in less time and downtime changing spent discs is minimized.

The P-graded abrasive achieves a more consistent, uniform scratch pattern allowing us to maintain an acceptable surface finish even at the higher cut rates of Dry Ice® A975, unlike the competitive purple design where surface finish deteriorates significantly. The fiber reinforced B-weight latex saturated paper provides a 50 - 60% improvement in tear strength while maintaining flexibility, allowing direct competition with competitive film designs.



*Norton **BLAZE** Grinding Discs*

Norton SG **Blaze** self-sharpening design is ideal for high-pressure, heavy metal removal applications. The engineered, laminated backing is extremely durable for the most rugged applications.

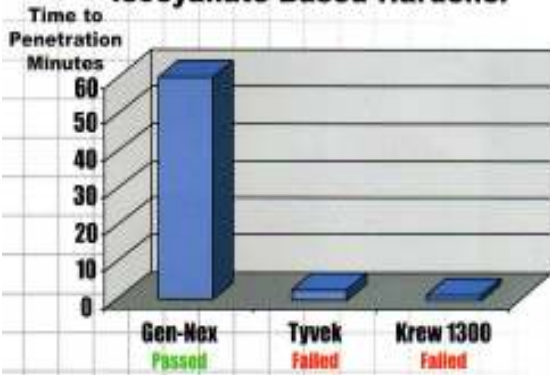
Features:	Benefits:
Laminated Backing	Incredibly Durable
Seeded-gel (SG) abrasive	Long life & cool cut

The SG **Blaze** discs use the Norton Speed-Lok TR System. These 2 and 3 inch discs get into hard-to-reach areas for the toughest jobs. The Speed-Lok TR System permits instant disc mounting and removal. When you are ready to change the disc, simply twist it off.
Work Smarter. Finish Faster.



GEN-NEX™ Painter's Coveralls

ASTM 903-96 Liquid Penetration Test Isocyanate-Based Hardener



SAS Safety Corp. makes no warranties concerning protection by this material and assumes no liability for use of this material with the chemicals tested. The user should determine the applicability of the conditions when assessing suitability of material for actual anticipated exposure. This test was performed by an independent laboratory.

- Patented liquid-proof barrier protects against Isocyanate-based coatings
- Anti-Static
- Lint-free
- Heat dissipating cloth-like fiber
- Full zipper front and elastic wrists
- Non-elastic ankle cuffs



The Dryer the Better

In your shop, the warmer the temperature, the greater the humidity the more water vapor is formed in the compressed air lines. The only way to achieve a quality paint job is to be sure you have a supply of clean, DRY air. Clean, dry air can add to productivity & profitability by eliminating paint defects which cause costly redo's.

Many paint defects are caused by poor quality air.

Fisheyes are small, crater-like holes or indentations in the paint surface. Small impurities often are visible in the center of the crater. Silicone in the environment is the leading cause of fisheyes, but they also can be caused by contamination from grease and oil.

Blistering occurs under the topcoat between one of the underlying layers. Looking like small pimples after application. Moisture or contaminants trapped under the surface are the major causes of blistering.

Quality air is necessary to prevent defects so that every job is top-quality and profitable. Using an air dryer will help provide a clean, DRY air supply.

Moisture also can be removed effectively from compressed air using a chemical air dryer. Passing air through a desiccant (water-absorbing material) can reduce water vapor content significantly.



**DeVilbiss CT30
Desiccant Air Dryer**



Restoring Vinyl, Leather & Plastic

With SEM Products flexible coatings you can change & renew the look of your vinyl, leather, plastic, carpet and velour.

Color Coat

Formulated to match, restore or change color on most vinyl surfaces, flexible and rigid plastics, carpet and velour. COLOR COAT is fade resistant, flexible and is a permanent coating. COLOR COAT is not a dye.

Classic Coat

CLASSIC COAT uses advanced technology to provide superior adhesion and flexibility when changing or restoring the color of most leather and vinyl. CLASSIC COAT is a fade resistant coating that won't chip or peel and is available in many of today's popular colors.



Sure-Coat

SURE-COAT offers excellent flexibility and outstanding adhesion for a variety of interior and exterior marine applications. Dries quickly. May be brushed or sprayed to change or enhance current color while maintaining the texture and look of leather, vinyl and plastic. Works well on leather in climates where other coatings will not.



NEW PRODUCTS - Karajen Corp.

Karajen Corp is the creator of many unique and innovative products for the Automotive and Industrial Painting Industries. The Karajen Corp products will improve organization and efficiency in the spray booth, mixing room, prep decks and other painting areas.

Every painter needs certain tools and materials close at hand while painting. The Karajen Products allow the painter to keep these items nearby, out of the way, and protected from the damaging overspray. Also, the painter can now minimize trips in and out of the spray booth in search for the commonly needed tools and supplies such as tweezers, dirt pick tools, tape, sheet of sand paper, tack cloth, razor blade, touch up brush and more.

Start benefiting from the advantages that the Karajen products provide!



Tough, Flexible and Consistent – Scuff Pads

When you grab a Bear-Tex Scuff Pad, you want it to grab what you're scuffing. You want it to cut fast and last long. That's what you get with the totally re-designed Bear-Tex pads. The perfect mix of consistently graded grain in a new resin system makes for an amazing fast cut with a finish that's noticeable better than other pads. What does this mean for you? A super fast cut without wild scratches. Whether using a Bear- Tex maroon pad for an aggressive cut or a Bear-Tex gray pad for a fine scratch, you won't find a better pad.



The tough synthetic fiber pads won't rust or shred and can be rinsed and reused repeatedly. Use on old paint, primer surfacer, metal, plastic, faring compound, or fiberglass. Strong, yet flexible, for getting into tight places.

The competition hasn't even scratched the surface when it comes to performance like this.



Blue Sheeting

Masking a boat can take a lot of time, but now it doesn't have to. Time is money and you can save a bundle by "paying with plastic." Blue Sheeting eliminates the need to use paper against the critical edge because paint will not flake off when hit with a blast of air.

With Norton Blue Sheeting, paint will adhere to the outside later of plastic, eliminating paint flake off allowing for direct spray. Blue Sheeting features an easy-to-open fold pattern. All sizes come on a standard core, to fit all current plastic masking dispensers, so one person can mask alone.

The cling of Blue Sheeting ensures the material adheres to the area that is to be protected. Blue Sheeting can be painted along the critical edge.



Make Providence Lacquer Your #1 Choice for All of Your Professional Paint, Equipment & Supplies!

What Providence Lacquer can do for you!!!

- We are PAINT SPECIALISTS!
 - We do not sell life jackets or electronics. We only sell paint and supplies and we know our products.
- We offer in shop evaluation, education and training for prep and paint work.
 - Ask about scheduling on sight training. We will work with you to tailor a program that works.
- Complete Marine Respirator & Safety Program
- Computerized Color Matching
 - If you have a color that you cannot match we will come down and take a scan of the color and the computer will match the color for you.
- FREE, Daily Delivery (within our delivery area)
- We are always offering educational classes to keep you aware of new products and ideas.

“We are committed to our business and to yours, and we recognize that our growth will only come from helping your business grow!”

We are able to keep our customers up-to-date with new products when they hit the market with our weekly sales visits.

We will evaluate the current products that you are using and offer you an alternative product, of the same quality if not better, that is less expensive, if possible.

For a ***FREE***, no obligation product comparison give us a call.

Marine Respirator & Safety Program

Providence Lacquer along with SAS Safety will come to your shop and present to your employees everything that they need to know to stay safe in the shop.

We will also fit test all employees for respirators as well as train someone in the shop to administer fit tests.

This is a great way for you to keep your shop compliant

To sign up for the Marine Respirator and Safety Program please contact Peter Kilkenny at 401-639-8479 or Mike Casey at 401-230-6764.



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.

For more information contact us:

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401-943-1700

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Norwich, CT 06360
860-885-0700

www.providencelacquer.com

Coming in the Next Issue:

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