

# Providence Lacquer & Supply Centre

## NEWS

Quarter 4, 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!”**

\*within our local delivery area

## Newport International Boat Show



The Newport International Boat Show took place September 13 – 16 and featured new sailboats and powerboats and thousands of products and services from both domestic and international exhibitors.

Providence Lacquer displayed at the Newport International Boat Show showing HMG Marine Coatings, Blue Water Marine Paint, Festool and MAS Epoxies.



## Product Profile

### Festool RO 150 FEQ

Never before has such a powerful sander been so refined. The Rotex® RO 150 FEQ changes effortlessly from coarse sanding, to fine sanding, to polishing. Changing sanding pads is just as simple, and requires no extra tools. 720 watts of power means the RO 150 FEQ can take on any job. Yet its 5 lb. frame, minimal vibration and superior ergonomic design make it nearly effortless to work with. The gear box is completely enclosed and impervious to dust, making the RO 150 FEQ last extremely long, even in the toughest applications.



## NEW PRODUCT LINE

### Blue Water Marine Paint®

Blue Water Marine Paint® has vast experience, as they owned (until the sale to Interlux® Yacht Finishes), KL-990®, Glouster® Paint, Nautical® Paint & US Yacht Paint®. Blue Water marine coatings are the finest in the industry. They use the highest quality raw materials, are high solids formulations and are manufactured for yacht applications.



**Enviro-Pads™** are manufactured from pure, specially selected celluloses, DE and synthetic fibers. Enviro-Pads are excellent for removing power washings of antifouling paint. This is a major cost savings solution of a full filtration system.

\$245/pad (15' x 25')  
\$735/roll (15' x 75')

**Armada Wood Finishes** are unique high performance interior and exterior wood treatments. Armada Wood Finishes contain synthetic transparent iron oxide pigments, which shield the wood against sunlight. This effectively protects the wood's lining, a key component in it's strength, which is degraded by exposed UV. It has excellent weathering properties and , importantly, its flexible. Compares to Sikkens Cetol®. (\$15.95/quart)



**Uraglow™ Fairing Gold** is a 2-component premium trowelable fairing compound for profiling above and below the waterline. Uraglow Fairing Gold has outstanding sag resistance, is very easy to sand, has high build capability up to 800 mils, minimal shrinkage, and provides a smooth surface for priming.

\$315.90/ 4-gallon kit

**Copper Shield SCX** has a high copper content (45%) in a self-polishing ablative technology. In addition, a performance booster SCX™ (Slime Control Extra™) provides outstanding protection against slime, grass and weed. Multi-Season paint for superior protection against hard and soft growth in high fouling waters, and can re-launch after extended haul-out while retaining original antifouling properties. Compares to Interlux Micron Extra™. (\$124.95/gallon)



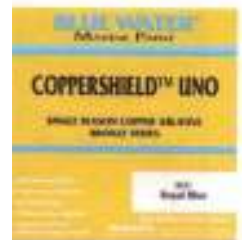
**Copper Shield** has a high cuprous oxide content (45%) with a coating that provides a self-polishing ablative technology. This coating will provide multi-season protection for moderate fouling conditions. No paint buildup will occur and eliminates the need for heavy sanding. Compares to Interlux Micron CSC™.



\$89.95/gallon

**Copper Shield 45 UNO** has a high cuprous oxide content (45%) with a coating that provides a self-polishing ablative technology. This coating will provide full season protection for moderate fouling conditions. Perfect for powerboats and sailboats in seasonal boating conditions. Compares to Interlux Fiberglass Bottomkote ACT™.

\$60.95/gallon



**Propsleek** is a high performance high solids coating system that sticks and performs exceptionally well on props and other underwater metals. Prevents marine growth from bonding to metal surfaces below the waterline. **Propsleek** works because it is slick, not because it is toxic. A simple 2-step process beginning with a 100% solids 1-part etch primer followed by a 90% solids 1-part foul release clear finish.

\$24.95/can



# **Ballentine's Boat Shop**

Ballentine's Boat Shop did a complete HMG paint job on a 22-foot, 1950 Palmer Scott designed powerboat.

The decks were painted in Greystone using the HMG wet-on-wet system. Two coats of HMG Polykote MPS 4+1 Primer Filler was sprayed down then two coats of HMG Greystone Acrythane XSC was sprayed over the top.

The hull was painted in Claret. Two coats of HMG Polykote MPS 4+1 Primer Filler were sprayed down. Then, they sanded the primer back and shot two coats of HMG Claret Acrythane XSC over the top.

HMG Marine and Providence Lacquer would like to thank Ballentine's Boat Shop for their continued support of the HMG Marine Paint line.



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## **3<sup>rd</sup> Annual Providence Lacquer Charity Golf Tournament**

The 3<sup>rd</sup> Annual Providence Lacquer Charity Golf Tournament took place on August 11, 2007 at Cranston Country Club. Seventy-six participants enjoyed a beautiful summer day of golf and fun.

The event included lunch, range balls, dinner, door prizes and much more. First place overall went to Donny Salvatore, Tony Kramer, Joe Fantozzi and Jerry Papitto. First place men's went to Jerome St. Sauveur, Glen Kulberg, Steve Andruchow and Lou Perras. First place mixed went to Pete Kilkenny, Bill Emerson, Al Colucci, and Linda Colucci. First place women's went to Trish Keough, Leann Cesarie, Donna Jean Rainville and Janis Constantine. Closest to the line went to Peter Kilkenny. Closest to the pin went to David Pulsifer. Longest Drive Women's went to Jo-Ann Pellegrino. Longest Drive Men's went to Dr. George Pirie.

“This year's tournament was a huge success. We were extremely excited about this event. This annual event is something everyone at Providence Lacquer loves

to put on to show our valued customer we really appreciate their business.”

To make this event a success we looked at our distributors. We can't begin to thank them enough for all the assistance and support they provided to help us make our customers the most appreciated in the industry. We want to thank our Corporate Sponsors: Norton Abrasives, National Oak, The CRC Line, Pepsi, and HMG Marine.

We hope to see you all at next years event, which is scheduled for either June 21 or June 22, 2008

We were able to raise \$6,600 for the imPOSSIBLE DREAM, bringing the total to \$21,000 over the past three years. Thank You!



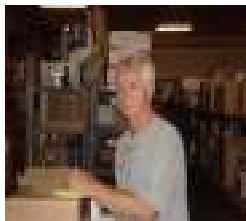
Donny Salvatore, Tony Kramer, Joe Fantozzi & Jerry Papitto

## A Look Inside the Providence Lacquer Team



**Brian Keough**, President • [briank@providencelacquer.com](mailto:briank@providencelacquer.com)

Has been with Providence Lacquer since 1981. Brian took over the responsibility of President in 1985, when Benny DiCaprio went into semi-retirement. He oversees all of the operations of the company. He is continually working with the customers to inform them of the latest in technology and processes to make the shops more profitable.



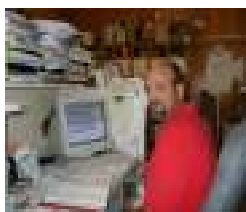
**Peter Kilkenny**, Vice President

Has been with Providence Lacquer since 1981. Pete is responsible for the employees. He is in charge of the hiring process. He has to make sure that everyone does what they are supposed to. He also works on the counter and helps out with the warehouse duties.



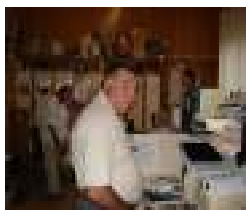
**Patricia Keough**, Treasurer

Has been with Providence Lacquer since 1988. Trish works in the store answering the phones and making sure that our customers are taken care of. She is also responsible for the office staff.



**Alan Caruolo**, General Manager • [alan@providencelacquer.com](mailto:alan@providencelacquer.com)

Has been with Providence Lacquer since 1977. Alan is in charge of purchasing and finding new products. He is very knowledgeable with equipment and spray booths.



**Ralph Merola**, Sales Manager • [sales@providencelacquer.com](mailto:sales@providencelacquer.com) • Cell: 401-639-8473

Has been with Providence Lacquer since 1968. Ralph is responsible for the sales force. He comes up with the weekly sales specials and helps run the sales meetings. Ralph covers the Rhode Island territory. He is known as “Stroker.”



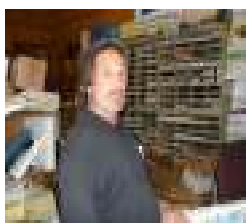
**Domenic DiFormato**, Sales • Cell: 401-639-8474

Has been with Providence Lacquer since 1992. Domenic was a painter from 1962 to 1997. Then he went to work for BASF as a sales representative until 1992. He was known as “Diamont Dom.” Domenic is now on the road 5 sometimes 6 days a week calling on customers all over Rhode Island and Massachusetts. He is now known as “DuPont Dom.”



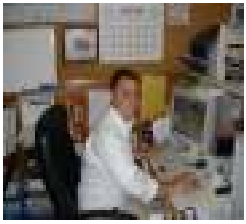
**David St. Peter**, Sales • Cell: 401.639.8476

Has been with Providence Lacquer since 1990. David has worked in positions of the company, as a driver, inside sales and dispatch. He is trained in DuPont Industrial. David covers from Rhode Island out to Cape Cod.



**Robert Gugliermo**, Sales • Cell: 401.527.3778

Has been with Providence Lacquer since 1990. Bobby has been in the automotive industry for 34 years. He was the Providence Lacquer Technical Representative for 11 years for multiple paint lines. Bobby covers the Connecticut territory.



**Peter Kilkeny**, Sales • peterk@providencelacquer.com • Cell: 401-639-8479

Has been with Providence Lacquer since 2002. Peter started by working in the store learning the business and products. In April 2005, Peter started the marine division. He is in charge of writing the marine and automotive quarterly newsletters as well as the weekly specials. Peter is a graduate of Saint Anselm College and holds a bachelors degree in Business.



**Michael Casey**, Sales • mikec@providencelacquer.com • Cell: 401-230-6467

Has been with Providence Lacquer since October 2006. Mike began painting boats in 1976. He owned and operated his own yacht repair company for 7 years. Mike also worked for another jobber selling paint and equipment. In 1994, he worked directly for Awlgrip. Overall, Mike has 30 plus years of extensive marine refinish and repair history.



**Robert Robitaille**, Technical Representative

Has been with Providence Lacquer since 2001. Bobby painted automobiles thru 1984 then he joined up with another automotive jobber until 1998. He then went and worked directly for Akzo Nobel until 2001. Bobby has been in the industry for 39 years. He is one of the best in the business. He is known as "Bondo Bob."



**John Morancey**, Manager

Has been with Providence Lacquer since 1996. John is the manager of our Cranston, RI store. John is responsible for custom color mixes and stains. He is also in charge of dispatching the drivers and setting up the runs.



**Billy Dionizio**, Manager

Has been with Providence Lacquer since 1987. Billy is the manager of our Norwich, CT store. Billy is responsible for our Connecticut store. He does everything. He answers the phones, mixes paint, puts up orders and he has to make sure that the store has stock.



**David Bello & Tina Wells**, Inside Sales

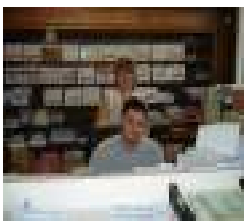
David has been with Providence Lacquer since 1989. David works at the Cranston store. He does everything from answering the phones to mixing paint to putting up orders.

Tina has been with Providence Lacquer since 1999. Tina works at the Norwich store. She has the same responsibilities as David.



**Billy Gifford**, Warehouse

Has been with Providence Lacquer since 1988. Billy is in charge of all the products that come in and go out of the store. He is also in charge of how the products are displayed in the store and he makes sure the shelves are stocked.



**Monica Leavitt & David Kilkeny**, Office • office@providencelacquer.com

Monica has been with Providence Lacquer since 1984. She is in charge of accounts receivable and account payable. She also sets up new accounts and takes care of the credit applications.

David has been with Providence Lacquer since 2002. David takes care of all the MSDS sheets. David is a graduate of Nichols College and holds a bachelors degree in Business.



## Learn, Source & Team with the World's Best Boatbuilders: IBEX 2007

IBEX 2007 was held October 10 – 12 at the Miami Beach Convention Center.

IBEX is the largest sourcing opportunity in the boatbuilding industry, with more than 800 companies bringing the latest technologies in boatbuilding design and repair.

Some of the companies that displayed at IBEX 2007 were Norton Abrasives, Festool, MAS Epoxies, Presta, Blue Water Marine, Hutchins, Dynabrade, Meguiars and ABBRA.



Peter Kilkenny and Michael Casey both attended IBEX 2007. While down there they found a few new lines of interest:

- DuPont Marine Finishes
- Dustless Technologies – Dust Muzzle
- HK Research – High Definition Gel Coats
- Michigan Composites
- SurfaSolve – Waterless Hand Wipes
- 

IBEX 2008 will take place October 6 – 8 at the Miami Beach Convention Center.



## Investing in Your Most Valuable Asset

Where is your money going? To expenses, equipment to stay afloat? Most companies today are constantly striving to improve productivity and profitability so they focus on the process and materials and forget that employees can make or break the bottom line. Employees are the most underutilized resource.

Successful companies are realizing that they cannot afford to invest in their employees, their most valuable asset. According to the ASTD (American Society for Training and Development) leading-edge companies are spending between \$900-\$1,500 per employee, per year on staff development. They use training not as an event, but as an investment in the company and employee's future.

Here are some things to consider before investing in your most valuable asset:

\* Establish development outcomes for the employee. Make sure they know what is expected of them after training.

\* Follow-up. You have to determine if the employee is actually applying the knowledge and skills that were learned.

Employees want to be invested in, just ask them. They want to feel valued, have challenging & exciting work, a great boss & fair compensation.

Keep the good employees that you have and attract the ones you want. Show that you really consider them an asset by investing in their personal and overall development. You will be surprised by the payback in efficiency, moral and your bottom line.

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## A Must Have: A Website

How often do you catch yourself saying, "No, I don't have a website." Maybe you are thinking about making a website but just haven't had the time to get around to it. Here are the 6 reasons why you **MUST** have a website.

1. Your competition hopes that you don't have one - A website can really make a difference in a tight market. Think for a minute: would you rather do business with a company that has a website or a one-dimensional yellow-page ad?
2. Improve your professional image – Even if you are a one-man shop a website builds credibility and can make you look like a bigger company.
3. Your prospects assume you have one – Customers expect businesses that are serious to be on the web. A website is a convenient source of information, contact information, business hours and more right at your potential customers fingertips.
4. 24/7 office – A website never takes a break or sleeps. It is always working for you.
5. Expand your Market – It doesn't matter where your customers live anymore.
6. It's affordable – A website doesn't cost an arm and a leg.

If you want an easier, faster way for you and your customers to send and receive information then you **MUST** have a website.

Even if you do not already have a website everyone **NEEDS** to have an e-mail address. They are very easy to set-up and are free. You can go right on yahoo.com and sign-up for a free e-mail account.





## MAS ADHESIVES

### GLUZILLA



A one component, high bond strength, moisture curing, adhesive.  
100% waterproof for wood, fiberglass, stone, metal, foam and 1000's of other uses.



**Gluzilla** is a high performance polyurethane (PUR) adhesive. These PUR systems have made a name for themselves in application where other adhesives fail. Twenty years experience in the development and utilization of PUR adhesives shows this can be used in a wide range of application areas: flooring installation, wood processing, prefab element design, load-bearing timber structures, metal structures, production of laminated structural elements and vehicle interiors.

**Gluzilla** holds stronger than the competitive products.

Ask Mike Casey for a demo.



## FLEXBOND 5000

The assembly adhesive, which also seals.



**Flex-Bond 5000** is the strong one-component adhesive and sealant with excellent adhesion to metallic surfaces even under the action of water. Flex-Bond is suitable for adhesive bonding of different materials in building, for interior construction and for exterior decoration. Thanks to the good initial tack, Flex-Bond 5000 permits uncomplicated and fast assembly.

Flex-Bond 5000 Advantages:  
Does not yellow  
Sandable and Paintable



## MAS Adhesives: Epoxy-All

**Epoxy-All** is a medium viscosity, solvent free structural adhesive system that provides flexibility, toughness and surface adhesion for bonding plastics and metals in any combination. Cured performance show excellent adhesion and bond strength to nylons, polystyrenes, fiberglass, reinforced plastics, stone, ceramics and most plain and plated metal components. This material can withstand thermal cycling and shock loading between dissimilar materials.

Although it is always best to clean and prepare most bonded surfaces for improved adhesion, **Epoxy-All** will work successfully in many applications without preparation.

**Epoxy-All** is a moderate cure speed, two component product with an open time of 12-16 minutes at 72 degrees after thorough mixing.

### Why should you select this adhesive?

- Toughness & Durability
- Excellent Adhesion to Plastics & Metals
- Impact Resistance
- Moderate Cure Speed & Excellent Gap Cure





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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860-885-0700

[www.providencelacquer.com](http://www.providencelacquer.com)

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Michael Casey – [mikec@providencelacquer.com](mailto:mikec@providencelacquer.com) • Cell: 401.230.6764

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

- News & Events
- Providence Boat Show
- Cape Cod Boat Show
- New Products
- Stay Clean Products

**Holiday Wishes**



From all of us at Providence Lacquer we wish you and your family a safe and happy holiday season.