



## Mohawk Finishing Products Fall 2014

Welcome to our Fall newsletter! This is a great time of the year to take one of our Training Classes. It's time to learn some new techniques from the Wood Industry's leading professional trainers. We have these classes all over the United States. Look under the Mohawk Training Workshops' section of our newsletter for locations near you.

Watch our website for new product launches and check back with us periodically to see other happenings here at Mohawk!

VISIT US AT OUR WEBSITE AT [www.mohawk-finishing.com](http://www.mohawk-finishing.com)



### Mohawk Salesperson of the Year 2014

#### Greg Massicotte

Mohawk Finishing Products, Division of RPM Wood Finishes Group, Inc. has recently announced **Greg Massicotte** as its' 2014 Salesperson of the Year. **Greg** was awarded this prestigious award at the recent Mohawk National Sales Meeting. This award is the top honor among Mohawk Sales Representatives.

**Greg** is from Burlington, Connecticut and has been with Mohawk Finishing Products for 9 Years. **Greg** was chosen for this award to honor him for his commitment to Mohawk as well as his proven team leadership skills, excellence in customer service and performance in all facets of the Mohawk business.



### Mohawk Distributor of the Year 2014

#### Abbot Paint & Varnish

Mohawk Finishing Products is pleased to announce **Abbot Paint & Varnish**, located in Brooklyn, New York as their Distributor of the Year for the Fiscal Year that ended May 31.

This award recognizes **Abbot Paint & Varnish** as the top distributor for their sales performance and their support of the Mohawk Distributorship Program to our mutual customers. **Abbot Paint & Varnish's** growth is a reflection of their leadership and desire to be one of the best suppliers in the industry. In addition to their extraordinary sales efforts, **Abbot Paint & Varnish** is recognized for their continued frequent customer training using Mohawk products and an exceptional working relationship with their customers. Pictured left to right, Mohawk Rep-Greg Massicotte, Owner-Hiam Boiangiu, Sr. Store Manager for all three locations-Charlie Hoey.



# New Products!

## Accent Pencils

M271-Color

Accent Pencils are an easy to use tool for applying color or grain lines to a filler or a sand through area. They can also be used to apply color to light cut through edges.

- Accents Pencils can be used on small spot repairs to:
  - Create foreground color
  - Add grain lines, distressing, mineral streaks, cow tailing
- A protective coating must be sprayed over the area after applying
- Accents Pencils come in 7 colors or you can purchase them as a 7 pack assortment



**M271-7000  
7 Pack Assortment**



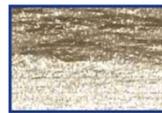
**M271-1000  
Black**



**M271-1001  
Brown**



**M271-1002  
Red Brown**



**M271-1003  
True Brown**



**M271-1004  
Fruitwood**



**M271-1005  
Cherry**



**M271-1007  
Dark Brown**



## Wiping Stain Clear Base

MA240-50006 - 29 ounces

MA240-50007 - 116 ounces

### YOU CAN NOW MAKE YOUR OWN LOW VOC STAIN COLORS....

The Wiping Stain Clear Base has multiple uses:

- Use as a stain base to dilute the color of an MA240-series stain color without changing the way it works and dries or increasing the VOC's
- Use as a clear base and add colorants to make a custom stain color
- Use as a pre-stain conditioner to control stain color penetration and development



### AND THERE IS MORE.....

- Short filled to allow the user to add colorants to make custom colors
- Good open, working time...**EASY TO USE!**
- VOC compliant **ANYWHERE IN THE COUNTRY** for **SHOP** or **ON SITE** application!



# New Product Colors

We have several new color additions to several product lines.

- Fil-Stik® Putty Sticks - M230-Color**
- Ultra® Mark Markers - M280-Color**
- Quick-Fill® Burn-In Sticks - M320-Color**
- PlaneStick® Burn-In Sticks - M350-Color**
- Tone Finish Toners - M115-Color**



**SM Saddle**  
M230-0001



**SM Stone**  
M230-0002



**Stone**  
M230-2000  
M280-2000  
M320-2000  
M350-2000  
M115-2000



**Silk AW**  
M280-5000  
M320-5000  
M350-5000  
M115-5000



**MPLIN/Maple  
Linen AW**  
M280-5001  
M115-5001



## Wiping Stain Advantage

### MA240 - Color

The MA240 Wiping Stains can be used on raw wood as a stain and over a sealer as a glaze for adding color overall or as a glaze over a sealer to add another layer of color or accent lines.

This discovery came when we experimented using the MA240 stains as a glaze and achieved what we believed to be really nice results. We found that we had no issues applying the MA240 stains over a sealer or washcoat and were very happy with the end results that they achieved.



After some discussion, our lab performed some adhesion and application tests. Initially the lab felt that using the MA240 stains as a glaze would not work because of adhesion and also they felt that some of the active solvents in the MA240 stain would attack the sealer.

Panels were tested and new panels were run using the MA240 as a stain and a glaze. The new panels were allowed to cure the standard time and adhesion checks were done. All panels passed adhesion with flying colors.

Another test was then performed by applying several puddles of the MA240 stain over a sealer and then at different time intervals wiping away the excess to see how long someone would have before the stain attacked the sealer. The lab saw no attacking of the sealer even after sitting on the surface for hours.

The conclusion is that the MA240 stains can be used on raw wood as a stain and over a sealer as a glaze for adding color overall or as an accent color. Below is the procedure for using as a stain or a glaze. As a reminder, always run a test panel to assure the system achieves your desired results.

#### **As a stain:**

1. Make sure to sand to 150 or 180 grit before applying stain. The finer the grit the less color development will be achieved.

2. Apply your color choice of stain liberally to the entire surface.
  1. Apply with brush liberally and then wipe excess away to final color with clean cloth.
  2. Apply with cloth liberally to surface and wipe excess away to final color with clean cloth.
  3. Apply by spraying liberally onto surface and then wipe excess away to final color with clean cloth.
3. Wipe away the excess stain with a soft, absorbent cloth.
4. Apply the Mohawk coating of your choice carefully following the directions given.

**As a glaze applied over a sealer or topcoat:**

1. Sand the sealer or topcoat with 280 Grit sand paper.
2. Apply desired MA240 stain by brush, cloth or spray as needed.
  1. Apply with brush liberally then spread and wipe excess away to final color with clean cloth
  2. Apply with cloth liberally to surface then spread and wipe excess away to final color with clean cloth.
  3. Apply by spraying liberally onto surface then spread and wipe excess away to final color with clean cloth.
3. Brush glaze if needed to soften harsh lines.
4. **Allow to dry 30 minutes to 1 hour.**
5. Apply the Mohawk coating of your choice carefully following the directions given.

When working with any finishing products, Mohawk reminds you to always remember the 3 G's; glasses, gloves & good ventilation. Follow all safety precautions listed on the MSDS for the products you are using. MSDS can be obtained from Mohawk's website, by calling Mohawk's customer service or your local Rep.

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## **Mohawk Training Workshops!**

Mohawk Finishing Products offers professional, hands on training for wood & leather to assist everyone from beginners to business owners. Sign up early and receive the following discounts:

**\$20 Discount each for 2 or more people!**  
**\$75 Discount for registering 30 days in advance!**

### **Workshop Dates and Locations**

| <b>Location</b>                           | <b>City, State</b>        | <b>Start Date</b> | <b>End Date</b> |
|-------------------------------------------|---------------------------|-------------------|-----------------|
| <b>Leather</b>                            |                           |                   |                 |
| Quality Inn                               | Memphis, TN               | 12/09/2014        | 12/10/2014      |
| Mission Valley Resort                     | San Diego, CA             | 01/22/2015        | 01/23/2015      |
| Universal Palms Hotel & Conference Center | Ft. Lauderdale, FL        | 02/05/2015        | 02/06/2015      |
| <b>Wood</b>                               |                           |                   |                 |
| Holiday Inn Knoxville West                | Knoxville, TN             | 10/07/2014        | 10/08/2014      |
| Comfort Inn                               | Waterford, MI             | 10/14/2014        | 10/15/2014      |
| Marriott Cleveland East                   | Warrensville Heights, OH  | 10/21/2014        | 10/22/2014      |
| Comfort Suites - Seattle Southside        | Tukwila/Seattle, WA       | 10/28/2014        | 10/29/2014      |
| Holiday Inn Opryland/Airport              | Nashville, TN             | 11/04/2014        | 11/05/2014      |
| Holiday Inn Cincinnati Airport            | Erlanger, KY (Cincinnati) | 11/11/2014        | 11/12/2014      |
| Santa Clara Marriott                      | Santa Clara, CA           | 11/18/2014        | 11/18/2014      |
| Ramada Dallas Lovefield                   | Dallas, TX                | 12/02/2014        | 12/03/2014      |
| Holiday Inn                               | Houston, TX               | 12/16/2014        | 12/17/2014      |
| Mission Valley Resort                     | San Diego, CA             | 01/20/2015        | 01/21/2015      |
| Universal Palms Hotel & Conference Center | Ft. Lauderdale, FL        | 02/03/2015        | 02/04/2015      |
| Holiday Inn-Itasca                        | Itasca, IL                | 02/17/2015        | 02/18/2015      |
| Courtyard Marriott                        | Norwich, CT               | 03/17/2015        | 03/18/2015      |
| Crowne Plaza Portland Convention Center   | Portland, OR              | 04/07/2015        | 04/08/2015      |

To register call 1-800-545-0047 or register online at [www.mohawk-finishing.com](http://www.mohawk-finishing.com)

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**Ordering**

You can order the featured products or any of our products by contacting your Sales Representative, Mohawk Customer Service at 800-545-0047 or on our website at [www.mohawk-finishing.com](http://www.mohawk-finishing.com). Our fax number is 800-721-1545. To ensure your correct pricing level, always use your account number when placing your order.

**FAQ's or Ask the Expert:**

If you have any questions or need advice for your project, contact our Expert by clicking on the links above.

**Contact Information**

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**Mohawk Customer Service**

**Phone: 800-545-0047**

**Fax: 800-721-1545**

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