



Mohawk Finishing Products - Fall 2012

Summer was very busy for Mohawk, we have added many new colors to our Marker and Fil-Stik® lines and added new glaze markers! Also, new assortments have been added that will insure that you have every color you will need on hand.

Another new product that we are announcing is our [Wiping Stain Sample Assortment M545-3600](#). These 8 oz. samples are a great selling tool for you. See details below.

Recently, we named our Distributor of the Year - **GLUE PRODUCTS** and our Salesman of the Year - **DAVE BIGGART!** Also see other honors that were awarded to Mohawk Representatives.

Don't miss our "Customer Feature" in this newsletter. From time to time, we feature one of our customers so you can see how Mohawk products are used. We hope you enjoy it!

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 US, see below for our schedule.

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New! Markers and Fil-Stiks®

We're excited to announce the following new Fil-Stiks® and a variety of markers. Mohawk has the largest selection of colors in the industry.

Please see the link below to view all the new colors in our stock line-up!



- **Ultra® Mark - 58 New Colors**
- **Pro-Marks® - 2 New Colors**
- **NEW! Vinyl Marker Glaze Hang-Up - 11 New Colors**
 - *Designed for interior use on all rigid vinyl plastics such as PVC. Fast drying, low solids, good hiding power. Resistant to common household cleaners, including ammonia and alcohol. Tough and flexible.*
- **Background Markers - 7 New Colors**

NEW! Background Marker Glaze Hang-Up - 8 New Colors

- Dispenses a thin, highly opaque, fast drying glaze.

- **Fil-Stiks® - 72 New Colors**

[New Markers & Fil-Stik® Colors - Click here](#)

New! Marker and Fil-Stik® Assortments

M230-4720 - 72 Pack Assortment

M280-4720 - 72 Pack Assortment

These new assortments contain the new markers and Fil-Stiks® above. These assortments will give you all the colors to complete your repairs.



Announcing our NEW Wiping Stain Samples

The Wiping Stain Sample Assortment contains 30 Wiping Wood (M545) and 6 Designer Series (M547) Stains for a total of 36 Colors. Each stain is in an 8 ounce can. [Click here for colors of Wiping Stains and Designer Stains.](#) This is an excellent tool for sampling colors.



Announcing! Mohawk's Distributor of the Year! GLUE PRODUCTS

Mohawk is proud to announce that Glue Products, West Palm Beach, Florida has been named Mohawk's Distributor of the Year.



Doreen Pierce and Diane Liguori of Glue Products

This is the highest award that Mohawk gives for its distributors. This award recognizes Glue Products as the top distributor for their sales performance and the support of the Mohawk Distributorship Program to our mutual customers. Glue Products' 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, Glue Products is recognized for their continued frequent customer training using Mohawk products and an exceptional working relationship with their customers.



Mohawk's Salesperson of the Year Dave Biggart

We're excited to announce **Dave Biggart** as our "**Salesperson of the Year 2012**". He was awarded this honor in July at Mohawk's National Sales Meeting in Memphis, Tennessee.

Dave is from Rocklin, California and has been with Mohawk Finishing Products for 31 years. Salesperson of the Year is the top honor among Mohawk Sales Representatives. Dave was chosen for this prestigious award for his excellence in performance in all facets of the Mohawk business.

Congratulations, Dave!



Mohawk's Team of the Year/Team Leader of the Year Southeast Region

Each year, Mohawk Sales Reps compete for the honor of being **Team of the Year**. This year our Southeast Region won the title! This region includes Tennessee, Louisiana, Mississippi, Alabama, Florida, Georgia, South Carolina and North Carolina.

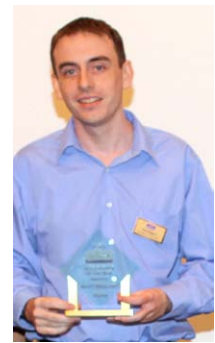
Congratulations to the Southeast Team which includes (top row, left to right) **Norm Wilson, Joel Rago, also Team Leader of the Year, Tim Rakers, Sid Light** (bottom row, left to right) **Don Raynor, Joe Mishtal and Steve Rorex**.

This prestigious award is given to the team that achieves the goals set for them and also by going above and beyond for their customers.



Mohawk's Rookie of the Year - Matt Biggart

Mohawk is proud to name our "Rookie of the Year", Matt Biggart. Matt joined Mohawk in October of 2011 and lives in Glastonbury, Connecticut. Matt will celebrate his 1 year anniversary with Mohawk this month.



Customer Feature!

Historic Chapel Project by Dean Lutes Wonders of Wood in Tracy City, TN

Wonders of Wood used Mohawk Products the project seen here, including M520-206 Lt. Walnut Ultra® Penetrating Stain and M504-1478 Finisher's Glaze Glazing Stain and also M614-2440 DuraCoat™ Pre-Catalyzed Lacquer.



Dean's assignment was to create an oak electronics control booth hiding sophisticated audio equipment. While that sounds simple at first, the control box was to be installed in the famous All Saints' Chapel, a beautiful landmark at the University of the South (commonly known as "Sewanee"), which broke ground in 1905.

The regal-looking chapel is known for its ornate, Victorian Gothic-style architecture, patterned after the Church of England style emanating from Oxford, England, a design movement that began in the late 1740's in England. The Gothic revival movement had a dramatic influence on architecture around the world, especially on educational campuses.

"What makes this job so challenging and fun is that the control booth, which we're making out of red oak, cannot look out of place in the chapel. On the contrary, it must look as though it's been part of the chapel's historic interior for over a century."

Lute says his business has grown steadily over the years by word of mouth advertising. His shop handles everything from simple woodworking jobs to ornate reproductions of antique furniture, porch columns, windows and doors, and custom cabinets.

Thank you to **Wonders of Wood** for allowing us to share their inspiring story with all of our readers.

Mohawk Training Workshops!

Mohawk Finishing Products offers professional, hands on training for wood & leather to assist everyone from beginners to business owners.

Region	Location Name	City, State	Begin Date	End Date
Leather Touch-Up & Repair - 2 Day				
NE	LaGuardia Airport Hotel	East Elmhurst, NY	11/15/2012	11/16/2012
MW	Comfort Inn	Bloomington, MN	11/29/2012	11/30/2012
W	Holiday Inn & Suites	Fullerton, CA	12/06/2012	12/07/2012
MW	Comfort Inn	Waterford, MI	12/13/2012	12/14/2012
W	Comfort Suites - Seattle Southside	Seattle, WA	01/15/2013	01/16/2013
W	Portland - Location to be Determined	Portland, OR	03/14/2013	03/15/2013
Wood Touch-Up & Repair - 2 Day				
MW	Holiday Inn Akron /West	Akron, OH	10/09/2012	10/10/2012
SW	Sleep Inn & Suites	Edmond, OK	10/30/2012	10/31/2012
NE	LaGuardia Airport Hotel	East Elmhurst, NY	11/13/2012	11/14/2012
SW	Holiday Inn Houston Intercontinental Airport	Houston, TX	11/27/2012	11/28/2012
MW	Comfort Inn	Bloomington, MN	11/27/2012	11/28/2012
W	Holiday Inn & Suites	Fullerton, CA	12/04/2012	12/05/2012
SE	Red Knight Distribution Center	Clarksville, TN	12/04/2012	12/05/2012
MW	Comfort Inn	Waterford, MI	12/11/2012	12/12/2012
MW	Holiday Inn SW & Viking Conf. Ctr.	St. Louis, MO	12/11/2012	12/12/2012
W	Comfort Suites - Seattle Southside	Seattle, WA	01/17/2013	01/18/2013
MW	Holiday Inn - Itasca	Itasca, IL	02/19/2013	02/20/2013
W	Portland - Location to be Determined	Portland, OR	03/12/2013	03/13/2013

To register call 1-800-545-0047 or register online at www.mohawk-finishing.com

Contact Information

Mohawk Customer Service

Phone: 800-545-0047

Fax: 800-721-1545

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. 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.

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Be sure to add the [Mohawk Website](#) to your list of favorites so that you have quick access to some of the finest products available for touch-up, repair and finishing products available.

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