

### NEW! WOOSTER CATALOG

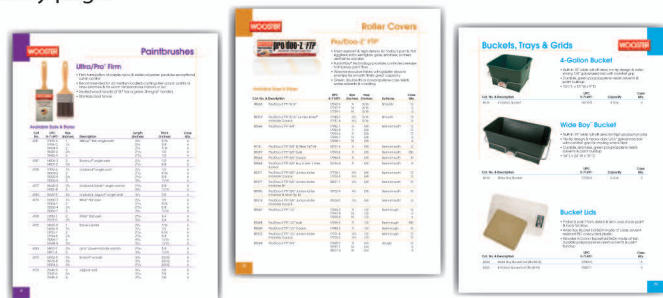


Around the same time that our summer newsletter was mailing we released our new product catalog. All Wooster catalogs are named for the year of release; because 2018 is our 167th year in business, this new catalog is #167.

If you're familiar with catalog #162, or any Wooster catalog of the last several decades, you'll notice one big change right away. Our paintbrush sections used to be organized by paintbrush style (angle sash, flat sash, varnish, wall, etc.); the thought behind that arrangement was that every painter has a size and style of brush that he/she prefers.

Over the years, our Customer Service department has noted that a large number of painters choose their paint first and then select an applicator designed for success with that coating. Because of that shift in how applicators are being selected, these tools are now arranged by product family/filament blend. This product arrangement shows retailers and painters all of the many styles available in our various paintbrush lines.

Just like how all of the paintbrush families are together, we've done the same with our roller products. For instance, if a roller family like Pro/Doo-Z® FTP® has corresponding Jumbo-Koter® minirollers or roller kits available...you'll find them all on the corresponding family page.



Whether you're a fan of print or digital, our products are now being arranged the same. If you'd like a print copy of Catalog #167, please reach out to our Customer Service department at 800-392-7246. If at any time you'd like a digital copy, it can be viewed/downloaded on the lower-left corner of our website's homepage.

### Seasons



Are you ready for some football? Fall is my favorite season and football is my favorite sport to watch. Wooster is 50 miles south of Cleveland and I'm a Browns fan. I grew up watching Jim Brown, Leroy Kelly, Paul Warfield, Frank Ryan and then later Brian Sipe, Ozzie Newsome, Hanford Dixon and Frank Minnifield...the Dawgs. I am optimistic that the Browns will be much improved this year.

The fall season brings with it another one of my favorite pastimes—hunting season...particularly ruffed grouse season in the northern Michigan woods. Watching bird dogs work those rascals really mesmerizes me. Then there is that thundering sound made by a grouse's wings when it bursts into flight...often followed by muttering sounds when I miss. How many grouse I put "in the bag" isn't that important to me anymore. Enjoying the fall colors, smells of the woods, time with the dogs and friends, and a good meal at a favorite restaurant at day's end are more important. Can you tell I am ready for football and grouse season?

Fall is also show season for The Wooster Brush Company. Shows give us a chance to see all our favorite retailers and painters. We hope our paths cross with you this fall. We love the chance to hear what you have to say and share what we have going on product and promotion wise to help you.

Some people view fall as the end of the painting season. We know that's not true; once the weather turns there are still lots of indoor jobs to do. This time of year, many people look to spruce up interiors with a fresh coat of paint before the Thanksgiving and Christmas holidays. If you need advice about a challenging job, give us a call, drop us a note or leave a message in the Contact Us section of our website. Someone will be in touch to recommend a Wooster solution to help you succeed.

We don't let up in the fall either. The winter months are when we build inventory so we have what you need when peak season returns. Fall is also a time when we focus on giving thanks. I am thankful for all the Wooster Brush people who work hard every day and I am thankful for your support when you choose or recommend a Wooster product. Are you ready?

Bill Fagert, President



# ASK

## THE ENGINEERS



**Years ago I tried using a Jumbo-Koter roller and I've never looked back. What's the difference between those tools and the new Mini-Koter program I've heard about from my local Wooster rep?**



Many folks think that all minirollers are exactly the same—not true. Both of Wooster's miniroller programs are designed for specific needs in the application market. Here's an explanation of what makes the Jumbo-Koter® and Mini-Koter® miniroller programs unique.



### ***Just Like Your Favorite Wooster Roller, Only... Smaller***

For most of the available SKUs in the Jumbo-Koter line, these minirollers are scaled-down versions of your favorite Wooster standard-size rollers. Super/Fab® FTP®, Pro/Doo-Z® FTP®, Micro Plush™, and many other Wooster applicators have corresponding Jumbo-Koter products that are all produced using the exact same roller fabrics. Why is that important? It means that when you use that miniroller in a small or narrow area you will create a finish that matches the rest of your painted surface. This prevents your results from having “picture framing” or “hat banding,” two terms used to describe when the edges appear to have a different finish than the rest of the painted surface.



The open cores found in Jumbo-Koter minis also allow these items to be priced less. Because the mechanics are built into Jumbo-Koter roller frames, this miniroller system functions just like a 9-inch roller system—the main difference is that Jumbo-Koter frames may be used with 4½- and/or 6½-inch minirollers. Also, having a cage support the cores of these rollers helps them to better maintain their shape just like a pro cage improves the performance of a standard-sized roller cover.

### ***Value-Based Minis for Painters of All Skill Levels***

Many painters are used to, and some even prefer, using a traditional rod-based miniroller system like Wooster's Mini-Koter line. One element that is different with a rod-based miniroller system like this is the bearing mechanics are built into the rollers rather than the frame. Another element that is different with the relaunched program is that our Mini-Koter rollers are available in 4- and 6-inch sizes. Every new Wooster Mini-Koter roller is designed to achieve a specific application goal. While they have similar strengths as many other Wooster painting tools—high capacity, shed resistance, smooth application capabilities—they are considered value-priced items when compared to the Wooster Jumbo-Koter line.

If you're a painter who typically uses a rod-based miniroller system, we would suggest you try our relaunched Mini-Koter minirollers. These items will surely meet or exceed the expectations that many have for a quality miniroller.



## Do More....

Painters have lots of challenges that can affect a day's work that sometimes can't be changed—fast drying coatings, fluctuating weather conditions, and more. But difficult angles don't have to be a problem.

Extension poles aren't made to fit tools without threads of their own. With the Wooster Lock Jaw® tool holder (catalog # F6333), you have a practical solution to using accessories safely and securely in hard-to-reach places.

The Lock Jaw's innovative design withstands pressure from use and prevents slippage, locking tools in place with a flip of a lever. It can adjust in 20-degree increments to cover all planes of a surface, including odd and difficult angles.

Where would you really use it? Maybe it is a kitchen that has cabinets in the way of your approach to cutting in the ceiling line—sometimes all you need is a better approach angle—that's exactly what the Lock Jaw allows you to do. A threaded or Wooster GT® roller frame only goes on an extension pole one way, but placing a roller handle into the F6333 gives you 160 degrees worth of options.



Don't get us wrong—there are plenty of times when ladders and scaffolding are the best choices for a job. However, there are also jobs where simply having a better approach angle can not only save you time by not setting up ladders or scaffolding...they give you the extra safety of keeping your work boots on the ground.

## IN MEMORIAM



### WILF GRAPENTIN

November 6, 1952 -  
August 6, 2018

If you're a painter or retailer in the Canadian provinces of Alberta, British Columbia, Manitoba & Saskatchewan, you've likely shared more than

a few laughs with our dear friend Wilf. He passed unexpectedly this past August. Wilf represented the Wooster brand through his company, Cansource Sales Agency (which started in 2007).

Wilf was born in Kelowna, BC on November 6, 1952. His father, Heinz, and his mother, Pearl, moved to Calgary when Wilf was a young baby. It was in Calgary that Wilf's sister, Gloria, and his brother, Walter, were born. Wilf attended primary school and secondary school in Calgary. After high school he went to the Painter and Decorator Apprenticeship program. He received his journeyman certification and red seal, which he was very proud of. Upon completion of this program, Wilf became an instructor at NAIT and was also self-employed in the paint and decorating field. One of the professional paint and decorating companies he owned was OPC. Following OPC, Wilf created Cansource Sales Agency, where he supported various North American companies as a Manufacturer's Representative. He recently completed an online training course to become an MPI Certified Architectural Coating Inspector and did inspections for the Alberta Painting Contractors Association.

Wilf met Elaine in Lethbridge, where they married on October 8, 1988. They moved to Calgary and built their home together. Wilf and Elaine were marriage and business partners. They had a collaborative and caring relationship—one based on mutual support and a deep love for each other. Wilf was a kind and gentle person.

He always took the time to make a connection with others. He had a heart of gold and left a lasting impression with everyone he met. Wilf lived life to the fullest. He enjoyed laughing and joking with family and friends. He always was the life of the party and everyone's 'little buddy.' Wilf had many hobbies including golfing, fishing, and his beloved hunting camp. This is where he enjoyed being the camp cook, riding his ATV, and scoping the mountains from his favorite lookout.

Wilf was a very detailed and creative person. He had many interests and was self-taught in various areas such as baking, perfecting his pizza dough recipe, and making the perfect latte. No details went unnoticed with Wilf. Wilf's great sense of humor, sense of adventure, and upbeat attitude are certainly traits we can aspire to and incorporate in our lives. Though we won't be creating new memories with Wilf, the memories we have created will last in our hearts forever. Wilf, you will be dearly missed!

# Wooster Mini-Koter® Line Gets a New Look, New Items

For decades, the Wooster Mini-Koter miniroller lines have been a good solution for painting in tight areas such as behind radiators, pipes, behind toilet tanks, or anywhere else a brush simply won't reach.

If you haven't seen them already, new Wooster Mini-Koter items will start arriving in your area soon. These new tools have redesigned packaging. For the first time ever, the new Mini-Koter items are available in clamshell 10-packs. The different fabric choices available in this line include: Shed-Resistant, High-Capacity, Microfiber, Mohair Blend™, Foam, and High-Capacity Yarn.

See this issue's *Ask the Engineers* column for more information about what makes this line different from Wooster Jumbo-Koter® minirollers.



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