

AMSOIL

ACTION NEWS

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"The First in Synthetics"

AUGUST 2001

New AMSOIL Formula 4-Stroke Motor Oil



From the President's Desk...



First, I want to congratulate you all for recognizing the AMSOIL opportunity and making it work so well for you and all of us here at AMSOIL. Your sales are up, your sponsoring is up, and when you enjoy success, we also enjoy success. We are, after all, dependent on each other. That's what I want to talk about to you in this message; our interdependence.

The most important element in both our businesses success continues to be the excellent products we manufacture and you market. As most of you know, I take a tremendous amount of pride in the products we manufacture. Our company makes the best lubricants in the world, period. I don't hesitate to make that statement and challenge anyone or any other company to prove me wrong. That won't happen because our competitors know it's true.

But, if you want to know anything about a company, the best people to talk to are its suppliers. They know better than anyone else the caliber of a company's products because they supply the raw materials used to make them. AMSOIL purchases raw materials from some of the largest corporations in the world, and their representatives call on us on a regular basis.

In past weeks my staff and I met with two such companies. One representative acknowledged that based on the products we purchase from them, they know our goal is to produce the best lubricants on the market. He said when his company develops new and better products, AMSOIL is the first company they call. They know if they can produce a better performing product, we will be interested. Our criteria is always to buy raw materials that outperform everything else on the market so our finished products do the same.

I was pleased to have our staff hear this comment coming from such a large and respected company. Among ourselves, we are very confident that the lubricants we

make are the best, but we are also always looking for ways to improve them, and its good to know our suppliers understand and appreciate this.

At another such meeting with another supplier from a giant additive company, I noted that generally speaking, the best lubricants today are made in Europe. These gentlemen agreed, but also pointed out that none compare with the quality of AMSOIL lubricants. He said U.S. oil companies are just now trying to do what I did twenty five plus years ago, but they still don't have the commitment to quality that has made AMSOIL what it is today. Believe me, that commitment remains as strong today as it was when I started this company. As I watch and listen to my staff at these meetings, I can't help but take pride in the fact that they demand the best our suppliers have to offer. They won't accept second best because they know I won't!

Over these past nearly thirty years, the name AMSOIL has become synonymous with high quality lubricants and other products. You, our Dealers, depend upon AMSOIL to provide you with these highest quality products. And we, in turn, depend upon you to sell those products and continue to build our sales force through your sponsoring. Your success guarantees our success, and vice-versa.

This issue of Action News introduces our newest top quality product, our Formula 4-Stroke Motor Oil. This product answers the need for motor oils used in ATV's, 4-stroke outboards, lawn and garden equipment, motorcycles, and other 4-stroke engines. It, along with the many other products we manufacture that are used in outdoor machinery and sporting equipment, make it easier than ever to sign up Retail Accounts that sell sports equipment. That includes our 2-cycle oils, marine lubricants, motorcycle oils, chaincase oil, greases, MP and MPHD, shock oils, etc. The AMSOIL name is known and respected in this market and you should definitely be taking advantage of it in your business.

I was speaking to my good friend Direct Jobber, Matt Koenig, the other day about his AMSOIL business. Matt has always placed a lot of emphasis on personal sales and has been quite successful doing so. But he told me he has become more and more aware of the importance of sponsoring and building his organization. It is crucial in maximizing the income potential of his business, just as it is for every AMSOIL Dealer. That's why signing up Retail Accounts that can sell your whole line of outdoor sports equipment lubricants should be a part of your business plan.

Our job here at AMSOIL is to provide the tools required to make your success as easy to attain as possible. The quality of our products is paramount in that effort. But the one thing we can't provide is the motivation to work hard at your business. Motivation has got to come from within, and we need to continually re-motivate ourselves. Like one of our keynote speakers at a past AMSOIL Convention, Zig Zigler, once said, getting motivated is just like taking a shower. It doesn't last. You've got to take your shower every day!

A handwritten signature in blue ink that reads "A. J. Amatuzio". The signature is written in a cursive, flowing style.

A. J. "AJ" Amatuzio
President and CEO, AMSOIL INC.

DEALERS IN ACTION!

How to Get Extended Service Life from a Car

A 1992 Geo Prizm owned by Direct Dealer Ted Pickul of Sarasota, Florida has gone over the 254,000 mile mark with only 10 oil changes and 20 filters installed during its long life.

Pickul purchased the vehicle new in June of 1992. He immediately converted it over to AMSOIL 10W-30 Motor Oil after using AMSOIL Engine Flush. Pickul also installed an AMSOIL Oil Filter and 2-Stage Air Filter at the 5,000 mile mark.

"The engine is a 1.8 liter 4 cylinder which has never had any major damage," Pickul said. "The valve covers have never been removed, and when you remove the oil cap and look inside the valve cover it is just as clean today as it was when it was new."

Pickul installed AMSOIL Automatic Transmission Fluid at the 30,000 mile mark, and says that it has been changed four times since. After his first year of owning the vehicle, he changed the engine coolant over to AMSOIL Biodegradable AntiFreeze and says that the coolant is replaced every two years. Pickul has also replaced the radiator in his car after owning it six years. "I don't believe in retaining radiators more than five or six years," he said.

"I tend to use a 16 oz. bottle of PI Gasoline Additive every three or four months," Pickul said, "and Power Foam has been used on the injectors and linkage at 30,000 mile intervals. When the odometer rolled over the 200,000 mile mark, I switched my oil over to AMSOIL 10W-40."

So now that his Geo Prizm has reached the 254,000 mile mark, what does Pickul plan to do with it? "This vehicle has been truly given the whole AMSOIL treatment," Pickul said, "and it still runs like a top! It's a rolling testimonial to the excellent quality of AMSOIL products.

"I plan to keep this vehicle until it literally dies. I will keep you all posted after it crosses the 300,000 mile mark and beyond. Thank you Mr. Amatuzio for formulating the best lubricants that money can buy!"



Ted Pickul and his 1992 Geo Prizm.



Pickul is proud to advertise that AMSOIL helped him reach the 254,000 mile mark.

A Customer for Life

Carl Anderson of Colfax, Washington has been using AMSOIL products for nearly 30 years. "My relationship with AMSOIL began at a local fair in 1973 where I saw that an AMSOIL display was set-up," Anderson said. "I was immediately curious when the Dealer began explaining the concept of extended oil drain intervals.

"The idea that I wouldn't have to crawl under my car or truck to change the oil every 2,000 or 3,000 miles was a novel concept," Anderson said. "Back in the 1970s, it seemed as though everybody recommended changing the oil and filter that often or even sooner."

After thinking about how much time and effort he could save, Anderson took the Dealer up on his offer

to try "something new and different." "I tried that new product and have been an AMSOIL product user ever since," Anderson said. "I have used AMSOIL products in my 4X4 pickup (automatic transmission, transfer case, both differentials, engine oil and filter, wheel bearings and power steering), two turbo motorcycles (both Honda CX650 Turbos), and three turbo cars (Subaru, Dodge Shelby and Renault Fuego). I have also used AMSOIL lubricants in all my yard equipment, dirt bikes, generator, power washer and air compressor. And in all the years I have used your products, I have never had an oil-related problem of any kind. Thanks AMSOIL!"

MONTHLY LE



LaDonna Harrison & LaVel Rude
Minnesota
★★★Regency Platinum Direct Jobbers
FIRST—Leaders in Total Organization
Tenth—Leaders in Personal Group Sales



Ray & Arlene Schmit
Minnesota
★★Regency Platinum Direct Jobbers
Second—Leaders in Total Organization
Second—Leaders in Personal Group Sales



Leonard & Eunice Pearson
Washington
★Regency Platinum Direct Jobbers
Third—Leaders in Total Organization
Fifth—Leaders in Personal Group Sales



Members, Leadership Council
Mark & Sherree Schell
Idaho
★★Regency Platinum Direct Jobbers
Fourth—Leaders in Total Organization
Third—Leaders in Personal Group Sales
Second—Group With Highest New Dealer Sponsorship



Member, Leadership Council
Ora Mae Boardman
Virginia
Regency Platinum Direct Jobber
Fifth—Leader in Total Organization



Member, Leadership Council
William Shirk
Maine
Regency Platinum Direct Jobber
Sixth—Leader in Total Organization
FIRST—Leader in Personal Group Sales



Members, Leadership Council
Carl & Kimberlee McNamee
Ontario
Regency Silver Direct Jobbers
Tenth—Leaders in Total Organization



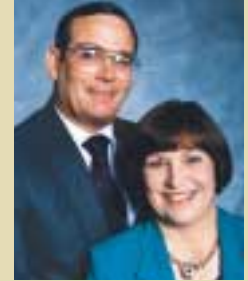
Daniel & Judy Watson
Florida
Regency Silver Direct Jobbers
Sixth—Leaders in Personal Group Sales
Second—Most New Qualified Dealers & Accounts



Bud & Lorna Bourquin
Minnesota
Regency Direct Jobbers
Seventh—Leaders in Personal Group Sales



James J. Allen
Ohio
Master Direct Jobber
FIRST—Leader in Commercial & Retail Marketing



David & Carol Bell
Texas
Regency Gold Direct Jobbers
Second—Leaders in Commercial & Retail Marketing
Third—Most New Qualified Dealers & Accounts



Steve & Linda Cross
Colorado
Regency Direct Jobbers
FIRST—Group With Highest New Dealer Sponsorship
Tenth—Most New Qualified Dealers & Accounts



Gene Mohney
Pennsylvania
Executive Direct Jobber
Third—Group With Highest New Dealer Sponsorship
Fifth—Most New Qualified Dealers & Accounts



Larry & Kathryn Chambless
Georgia
Regency Silver Direct Jobbers
Fourth—Group With Highest New Dealer Sponsorship



Matthew & Arlene Konig
New York
Masters Direct Jobbers
Fifth—Leaders in Group New Dealer Sponsorship



Robert & Lisa Riley
Florida
Executive Direct Jobbers
FIRST—Most New Qualified Dealers & Accounts



Charles Jr. & Judith Burnell
North Carolina
Direct Jobbers
Fourth—Most New Qualified Dealers & Accounts

ADERS

May
2001

HALL OF FAME

AMSOIL Hall of Fame members are recognized for their long-standing service, achievement and commitment to excellence.



Gerry & Patricia Reid
Virginia
Regency Gold Direct
Jobbers
Seventh—Leaders in Total Organization
Fourth—Leaders in Personal Group Sales
Eighth—Most New Qualified Dealers & Accounts



Donald & Joyce Nichols
Virginia
Regency Platinum Direct
Jobbers
Eighth—Leaders in Total Organization
Ninth—Leaders in Personal Group Sales



George & Shirley Douglas
Florida
Regency Gold Direct Jobbers
Ninth—Leaders in Total Organization
Eighth—Leaders in Personal Group Sales



Bill and Donna Durand,
★★★★Regency
Platinum



Luis & Sharon Pena
Ohio
Direct Jobbers
Third—Leaders in Commercial & Retail Marketing



Michael Ellis
Michigan
Master Direct Jobber
Fourth—Leader in Commercial & Retail Marketing



Richard Lamonde
New Hampshire
Direct Dealer
Fifth—Leader in Commercial & Retail Marketing



Shirley Green,
Regency Platinum



Dorothy Hansen,
Regency Platinum



Ervin & Susan JuVette
Texas
Regency Direct Jobbers
Sixth—Most New Qualified Dealers & Accounts



Greg Landuyt
Indiana
Direct Dealer
Seventh—Most New Qualified Dealers & Accounts



Terry & Jane Coalson
Georgia
Dealers
Ninth—Most New Qualified Dealers & Accounts



Harold and Marcile Hartman,
Regency Platinum

HIGHER LEVELS OF

★REGENCY PLATINUM DIRECT JOBBERS



Leonard & Eunice Pearson
Washington

REGENCY GOLD DIRECT JOBBERS



George & Shirley Douglas
Florida

REGENCY DIRECT JOBBERS



Ervin & Susan JuVette
Texas

MASTER DIRECT JOBBERS



Ray Yaeger
Wisconsin

EXECUTIVE DIRECT JOBBERS



Michael Barber
Michigan



Robert & Lisa Riley
Florida



Lynn & Beth Pabst
Wisconsin



John & Virginia Strenkowski
Connecticut



Calvin & Nancy Lackore
Ohio

PREMIERE DIRECT JOBBERS



Michael & Eileen Kaufman
Michigan



Kenneth & Lorna Kerkman
Wisconsin



Jim & Nancy McEvoy
Illinois



Robert & Joyce Nichols
Georgia



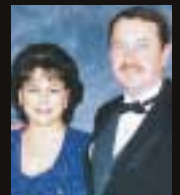
Bradley & Cinda White
Ohio

DIRECT JOBBERS



Robert & Judy Burris
Ohio

Sponsors:
Bradley & Cinda White
Direct Jobbers:
Bradley & Cinda White



Patrick & Mary Lou Bobbitt
Texas

Sponsors:
Thomas & Sheila Shalin
Direct Jobbers:
Thomas & Sheila Shalin

NEW DIRECT DEALERS



Larry L. Crider
Texas

Sponsors:
Michael & Pamela Westwood
Direct Jobbers:
Michael & Pamela Westwood



Gregory & Christine King
Delaware

Sponsors: Leslie & Linda Martin
Direct Jobbers:
Leslie & Linda Martin



William Lockwood
Florida

Sponsor: Victor Rapp
Direct Jobbers:
Matthew & Arlene Konig



David E. Kalasa
Illinois

Sponsors:
Fred & Elaine Geske
Direct Jobbers:
Fred & Elaine Geske

RECOGNITION May 2001

NEW ACCOUNT DIRECTS

Marvin Beck
Oregon
Sponsors:
Jack & Elizabeth Adams
Direct Jobbers:
Marshall & Alana Mapes



Fred J. Reitmeyer
Washington
Sponsors: Andrew & Terrill Collins
Direct Jobbers:
Joseph & Donna Day



Ron Stewart
Texas
Sponsors:
Scott & Anita Plummer
Direct Jobbers:
Scott & Anita Plummer



2500 Level Honors 2500 monthly commission credits 25 Dealers sponsored

George and Drenda Kimball, Florida Sponsors: Patrick and Donna Grady

2000 Level Honors 2000 monthly commission credits 20 Dealers sponsored

Jack and Vanessa Akin, Texas Sponsor: Alfred F. Ziska
John C. Heiermann, New Mexico Sponsors: Paul and Nancy Greenberg
John and Laurie Nelesen, Florida Sponsor: Issac H. Bourne
Victor A. Sorlie, Texas Sponsors: Robert and Marcia Weil

1500 Level Honors 1500 monthly commission credits 15 Dealers sponsored

James and Charlotte Butler, Minnesota Sponsor: Sherry Dirksen
Paul Desilets, Massachusetts Sponsors: Gerry and Patricia Reid
Harold Hedglen, Ohio Sponsor: Wesley R. McClain
James and Lisa Leach, Georgia Sponsors: Larry Jr. and Kathryn Chambless
Gayle and Sharon Montgomery, Idaho Sponsors: Charles and Connie McGuffey
Richard and Delores Nichol, California Sponsors: Thomas and Sheila Shalin
Norman and Doreen Rinehart, Texas Sponsors: Thomas and Sheila Shalin
Rosario and Thora Schepis, Florida Sponsors: Daniel and Judy Watson
Merlin and Joan Schmautz, Washington Sponsors: William and Sandra Schmautz

1000 Level Honors 1000 monthly commission credits 10 Dealers sponsored

Joseph and Shirley Aldridge, Virginia Sponsors: Edwin and Judy Seward
Marvin and Donna Beck, Oregon Sponsors: Jack and Elizabeth Adams
J.R. Blackburn, Florida Sponsor: Ora Mae Boardman
Donald and Priscilla Boyer, Georgia Sponsors: Larry Jr. and Kathryn Chambless
Paul M. Garner, Texas Sponsors: Steve and Linda Cross
Arthur E. Hollister, Florida Sponsor: Thomas A. McKnight
Kenneth G. Irons, Texas Sponsors: David and Linda Trezell
Earl W. Lamb, New York Sponsor: Doris Jackson
Fred J. Reitmeyer, Washington Sponsors: Andrew and Terrill Collins
Dell and Sydney Robertson, Idaho Sponsors: Mark and Sherree Schell
Charles E. Walling, Oregon Sponsor: Glen Brockamp
Todd and Camilla Westfall, Oklahoma Sponsors: Michael and Eileen Kaufman

500 Level Honors 500 monthly commission credits 5 Dealers sponsored

Don and Linda Anastasio, New York Sponsors: Matthew and Arlene Konig
Tom and Ingrid Bennett, Washington Sponsors: Bill and Bev Cressey
Joe and Darlene Betz, Maryland Sponsors: Florence and Robert Peddicord
Harold and Carole Booth, Virginia Sponsors: Wallace and Katherine Hillman
Neil T. Brown, Minnesota Sponsors: Bud and Lorna Bourquin
Gregg S. Conlon, New Jersey Sponsors: Joseph and Ruth Canfield
Gregory and Lei Cooke, Texas Sponsors: Thomas and Sheila Shalin
Jerry and Mary Criswell, Texas Sponsors: Jimmie and Helen Blanton
James R. Daniels, Wisconsin Sponsors: Kenneth and Arlene Robson
Dennis W. Gallagher, Pennsylvania Sponsor: Bill Shirk
William and Debra Green, Florida Sponsors: Daniel and Judy Watson
Jeff L. Hetzel, Pennsylvania Sponsor: Eric M. Keller
Everett S. Hickam, Michigan Sponsors: Herbert and Linda Schramm
Dale and Christine Hudson, Michigan Sponsor: Brad A. Ruffe
William Hynes, Delaware Sponsor: Wesley L. Karlson, Jr.
Richard C. Johnston, Colorado Sponsors: Del and Betty Karlstrum
Francis L. Kelley, Florida Sponsors: Milton and Elaine Roeckel
Tom and Deborah Lawson, California Sponsor: James K. Johnstone
Gregory M. Milo, Wisconsin Sponsor: Edie Villers
Mark M. Mullins, Delaware Sponsor: Wesley L. Karlson, Jr.
Roger Oehler, Minnesota Sponsors: Ray and Arlene Schmidt
Eric C. Page, Vermont Sponsor: Elodia R. Young
Jeffrey P. Ponte, Massachusetts Sponsors: Raymond and Paulette Desmarais
Richard and Sharon Prien, Alaska Sponsors: Richard Sr. and Melda Staten

500 Level Honors 500 monthly commission credits 5 Dealers sponsored

Cecil and Brenda Redditt, Tennessee Sponsors: George Jr. and Shirley Douglas
Frederick and Judy Sander, Colorado Sponsors: Donald Jr. and Kathleen Reichert
Jason E. Schach, Pennsylvania Sponsor: Fred M. Schach
Ralph and Lois Shelton, Ohio Sponsor: David S. Bernstein
Danny and Linda Simmons, North Carolina Sponsors: Harold and Cynthia Rabb
Thomas E. Skeels, Michigan Sponsors: Ken and Susan Campbell
Robert and Christine Tuttle, Connecticut Sponsors: Normand Jr. and Sandra Leclerc
Randall J. Winkler, Kansas Sponsor: Raymond C. Sundstrom
C.L. Jr. and Lynnette Willis, Virginia Sponsors: Raymond and Karen Peszko

300 Level Honors 300 monthly commission credits 3 Dealers sponsored

Michael Banks, California Sponsor: Ora Mae Boardman
Norman and Alpha Bean, Arkansas Sponsors: Harry and Thelma Rowlands
Allan and Deborah Biegler, Florida Sponsor: William Lockwood
Richard and Carol Callahan, Texas Sponsors: Michael and Donalisa Sparks
Herbert and Judith Carter, Colorado Sponsors: John and Patricia Kovac
David C. Chelsted, Pennsylvania Sponsor: Richard W. Chelsted
Joseph B. Coulson, Illinois Sponsors: Elmer and Pat Dietze
Heather A. Czezok, Delaware Sponsors: Robert and Helen Czezok
Gregory C. Dallas, Indiana Sponsor: Stanley R. Schick
Edward R. Dell, Pennsylvania Sponsor: A. Ralph Snozник
Wendell A. Emery, Michigan Sponsors: Lathrop Jr. and Carol Morse
Robert and Alanna Felkins, Kansas Sponsor: Shirley Green
Daniel A. Fleuter, Wisconsin Sponsor: Paul J. LaFrombois
Susana R. Haney, Florida Sponsor: John Dell' Amore
Ron and Penny Haskins, Nevada Sponsor: Gene Mohney
Omar and Joanna Heineman, Minnesota Sponsors: S.L. and Barbara Foster
Bill Holdwick, Michigan Sponsors: Robert and Virginia Eib
Mike A.I. Hunt, Michigan Sponsor: Gerald M. Norton
Steven A. Kaiser, New Mexico Sponsor: John C. Heiermann
Clifford and Pauline Keegan, Oregon Sponsor: Kenneth I. Allison
Terrence and Vicki Kolton, Michigan Sponsor: Gerald M. Norton
Guy J. Lamothe, Florida Sponsor: William Lockwood
David T. Larson, South Carolina Sponsors: John and Sandra Nissley
Charles D. Ledger, California Sponsors: Ronald and Patricia Brown
Richard and Joan Leff, Illinois Sponsors: Fred and Elaine Geske
Joseph and Nancy Moretti, Florida Sponsors: Edward and Lisa Watkins
Ben and Tammy Nickell, Colorado Sponsors: George and Elizabeth Jetton
Paul R. Del Puppo, Ohio Sponsor: Shirley Sundstrom
Arlene T. Plourde, New Hampshire Sponsors: Louis and Mary Severance
Robert and Mary Plushnik, Michigan Sponsors: Charles and Sue Despins
Clem Potelunas, Idaho Sponsors: Robert and Linda Korenke
Wilson and Carolyn Potter, Arizona Sponsors: Robert and Mary Hierl
Richard H. Prevetie, Iowa Sponsors: James and Grace Graf
Kenneth R. Queen, West Virginia Sponsors: Louis and Mary Severance
Kent J. Rackers, Missouri Sponsors: Russell and Carolyn Shaw
Roy and Florence Rudy, Arizona Sponsor: Adam D. Long
Gary and Kerry Russom, Mississippi Sponsor: Vivian P. Robbins
Roger D. Sessom, Oklahoma Sponsor: Sherry Dirksen
Louis W. Soderholtz, Texas Sponsor: Rita and Paul Deaton
Nicolaus L. Stephens, California Sponsor: Ronald Hammar
Eugene W. Taylor, Wisconsin Sponsor: Frances S. Brien
Douglas and Jennifer Teneyck, Idaho Sponsor: Michael B. Teneyck
Richard and Hilda Vesely, Florida Sponsor: Ora Mae Boardman
Andy D. Walls, North Carolina Sponsor: Maurice Buffkin
Leslie M. Wilcox, California Sponsors: C. Wayne and Bette Tull
Gregory S. Williams, Kentucky Sponsors: J. Fred and Doris Williams
Larry W. Woodrow, North Carolina Sponsors: James and Helen Rogers
Dean J. Wright, Colorado Sponsors: Charles and Sue Despins
Paul C. Yoesel, Nebraska Sponsors: Harold and Marcile Hartman
Alfred and June Zehendner, Colorado Sponsors: Jeffrey and Dianne Lange

AMSOIL Introduces New Formula 4-Stroke Motor Oil

New AMSOIL Formula 4-Stroke Synthetic Motor Oil is specially formulated to provide serious protection and performance in recreational four-stroke motors, including ATV's, outboard motors and motorcycles. With a broad 0W-40 viscosity rating, AMSOIL Formula 4-Stroke is ideal for use in both hot and cold temperature extremes. As an SAE 40 motor oil, it protects hot operating, hard working four-stroke motors, while its SAE 0W rating ensures excellent cold weather starting and quick post-startup lubrication in the coldest temperatures.

AMSOIL Formula 4-Stroke Synthetic Motor Oil's friction modifier free formulation is ideal for four-stroke ATV's, outboard motors and motorcycle engines, ensuring dependable starting, smooth running, improved fuel efficiency, desirable stall speeds and clutch compatibility.

AMSOIL Formula 4-Stroke Synthetic Motor Oil provides superior shear stability and resistance to vaporization. Engine wear, oil consumption, heat and emissions are kept to an absolute minimum.

The high-temperature operation of four-stroke engines often leads to the thermal degradation and oxidation of conventional oils, leading to the formation of deposits, sludge and varnish. However, the superior oxidative and thermal stability of AMSOIL Formula 4-Stroke Synthetic Motor Oil inhibits the formation of varnish, deposits and sludge so equipment runs clean in high-stress, high temperature conditions.

The pollution and noise emitted from two-stroke snowmobiles and dirt bikes have come under heavy criticism in recent years, with manufacturers working to perfect cleaner, quieter four-stroke counterparts. As four-stroke



snowmobiles and dirt bikes enter the market, they will require a superior lubricant. As an AMSOIL Dealer, you now offer superior 100 percent synthetic AMSOIL Formula 4-Stroke Motor Oil.

AMSOIL Formula 4-Stroke Synthetic Motor Oil provides second-to-none protection and performance in Yamaha®, Suzuki®, Honda®, Mercury®, Kawasaki®, Arctic Cat®, Polaris®, Nissan® and Bombardier® motors and transmissions specifying 0W-40, 5W-30, 10W-30 and 10W-40 viscosity grades. AMSOIL Formula 4-Stroke Synthetic Motor Oil is also safe for use in wet or dry sumps and is recommended for manual or automatic clutches and with clutch plates in ATV's and motorcycle transmissions.

Drain AMSOIL Formula 4-Stroke at manufacturer's recommended intervals.



Stock #	Pkg/Size	Comm. Credit	Dealer Cost (U.S.)	Sugg. Retail (U.S.)	Dealer Cost (Can.)	Sugg. Retail (Can.)
AFF-QT	(1) quart	3.70	5.00	6.35	8.05	10.25
AFF-01	(12) quarts	44.40	57.00	75.00	91.80	121.80
AFF-30	30-gallon drum	324.00	548.00	652.00	884.00	1061.00
AFF-55	55-gallon drum	536.00	976.00	1132.00	1575.00	1842.00

A Closer Look at the AMSOIL XL-7500 Oil Change Program

James Thomas, the manager of a Texaco Quick Lube Center in Minnesota, speaks about the AMSOIL XL-7500 oil change program.

ACTION NEWS: How receptive have your customers been to AMSOIL XL-7500 extended drain oil changes? How's the XL-7500 program treating you?

THOMAS: It's treating me pretty well. Some people jump at the opportunity to have their oil changes extended, while for others it's just a matter of education.

ACTION NEWS: What do you mean?

THOMAS: Well, some people realize that premium synthetics such as AMSOIL are worth the extra charge, and they understand they can stop back any time to have their oil and other fluids checked. They understand that it saves them money in the long run. But some people have been told to change their oil every 3,000 miles for so long that they just don't understand, even after being shown the cost analysis breakdown. Education, you see? Education. People are used to 3,000 mile oil changes, and they don't understand the technology.

ACTION NEWS: In the quick lube industry, some operators feel extended oil changes cause them to lose money. How do you feel about this idea? In addition, do you think it's easier for people to have oil changes done this way?

THOMAS: Well, in the last quarter, in addition to our regular oil changes, we did over 621 AMSOIL XL-7500 oil changes and six AMSOIL 25,000-mile oil changes. Some days the XL-7500 mile changes amount to 30 percent of my sales. I also try to make sure that when people get the 7,500 mile services, they understand that they should stop by periodically to have things checked over under the hood. When this happens, we still have the opportunity to sell them the windshield wipers, air filters, lightbulbs, etc. Sometimes when they stop back and have seen what the AMSOIL difference is, we have more credibility and I'm able to sell them tranny flush or differential lubes. So we make our money right away through the oil changes, and in addition to that, when customers stop by for preventive maintenance. People definitely like the service and products we give them, and they tell their friends about us.

ACTION NEWS: I notice there is a big difference between the levels of 7,500-mile changes and 25,000-mile changes. Why do you think this is? Do you think the number of 25,000-mile changes will increase as people become more aware?

THOMAS: I think the difference is because people need to get used to the idea of extended oil drains. Like I said, first of all, you have to educate them on the 7,500-mile oil change alone, and they always ask, "What's the difference?" I just tell them it's their [AMSOIL's] highest grade synthetic. The 25,000-mile change is more difficult to sell right now, but when 7,500-mile customers come back, I think they'll be more receptive to the 25,000-mile change after seeing how good the product is. For some people, it takes time to build confidence in synthetics.

ACTION NEWS: Do you use AMSOIL in your own vehicles? Any personal experiences that would cause you to espouse your beliefs in the quality of AMSOIL products?

THOMAS: I wouldn't use anything else. I went through the 20 below weather we had back in January with the XL-7500 in. I have an older vehicle, a full-size Waldoch conversion van, and I don't plug it in. I live on a street where you have to change your parking every night so the plows can get by, and you just can't get an extension cord to your vehicle. You also run the risk of hooligans stealing it or someone spinning their tires on it. I was using the XL-7500 10W-30 at that time and my vehicle started every day like it was 40 above. I just switched to the 25,000-mile program using the 5W-30.

ACTION NEWS: It sounds like you're pretty happy. Did you see an increase in fuel mileage?

THOMAS: Yes, I'm pretty happy. I don't go on many extended trips, so it's kind of hard to gauge the mileage all the time. However, the last time I did go on a trip, I noticed I got a few more miles to the gallon, but I didn't write it down. You know, one of the reasons I changed to the AMSOIL 25,000-mile program is because I run this place and even I don't have time to change my oil. I'm serious! I use it because anywhere I can save time is good.

ACTION NEWS: Well, it looks like there's a few customers coming in. I'll let you get to work. Thank you for your time and thank you for using AMSOIL.

THOMAS: Hey, I'm serious. It's good stuff!

AMSOIL is clearly the best choice for quick lube customers, as well as quick lube operators. If Thomas' shop continues performing over 600 AMSOIL XL-7500 oil changes per quarter, they will do over 2,400 in a year. At \$49.99/change, they will have over \$119,976 in revenue on AMSOIL oil changes alone.



Big Changes Ahead for Diesel Trucks and Oils

The buzz around the diesel truck industry these days concerns the new pollution regulations set to go into effect in October 2002. Although many engine manufacturers and fleet operators remain unsure of how they will meet the new requirements, the general assumption has been the incorporation of exhaust gas recirculation (EGR) units, which would recirculate a portion of the exhaust to the engine's combustion chamber to incinerate pollutants. But although EGR units would seriously reduce levels of nitrous oxides and particulates in diesel exhaust, they would also significantly increase the amount of soot in engines, possibly forcing fleet operators to cut back on oil drain intervals.

With the goal being to "meet the needs of EGR-equipped engines while maintaining current oil drain intervals," the American Petroleum Institute (API) is working on the next category of heavy-duty engine oils, PC-9. However, because of widespread belief that the new oils will not be ready by October 2002, trucking companies are faced with either developing their own internal specifications or using current CH-4 diesel oils. Unfortunately, the use of petroleum CH-4 diesel oils would likely force fleet operators to backtrack on drain intervals, something the industry has been working to lengthen over the past few years.

Another concern facing fleet operators is that the new oils will not be compatible in earlier model years, creating a huge logistical problem. "Our biggest fear is that the new oils will be non-backward compatible," said Lou Stumpp, technical services manager for Budget Truck Group. "If that happens, you have an inventory and storage issue. It becomes a management issue because you have to keep the right stuff in the right engines and you may have different intervals for new and old vehicles. And what happens if you put the wrong oil in the wrong engine? Because you know that's going to happen at some point."

While fleet operators have been assured everything will work out in the end, worries over emissions regulations have just begun. The Environmental Protection Agency (EPA) has scheduled even tighter regulations to take effect in 2007, including a 95 percent reduction in nitrous oxides and particulates and a 90 percent reduction in soot. In order to help meet these new goals, the EPA plans a 97 percent reduction in the sulfur content of diesel fuel in 2006.

The 2007 mandate will be much more difficult to meet, probably impossible unless major changes are made in diesel systems. "Until now, we've been meeting regulations by tweaking engines – doing things like exhaust gas recycling or turbo-charging," said Joe Suchecki, director of public affairs for the Engine Manufacturers Association. "But we've reached a point of diminishing

returns for those kinds of fixes and we're going to have to turn to things like ultra-low sulfur fuel and exhaust after-treatment. Those are bigger undertakings."

Danny Larkin of Detroit Diesel believes 2007 engines will boast a very advanced design, featuring advanced combustion properties and designs that will make the soot problems of 2003 engines a thing of the past. The corresponding diesel oils will also be formulated much differently than today's oils, with an emphasis on deposit control.

If such solutions come about, it could negatively affect the trucking industry in a variety of ways. New after-treatment systems could add \$2000 to the price of new vehicles, and reducing the sulfur content in diesel fuel would undoubtedly raise fuel prices. Of course, there's also the previously mentioned issue of non-backward compatibility in diesel motor oils to consider.

The trucking industry has time on its side. With six years in which to work, many operators hope engine makers will find a workable, affordable and easily implemented solution. Of course, there's also the possibility the 2007 regulations will be amended before going into effect.

With a whole new emphasis on emissions reduction in the diesel trucking industry, premium quality diesel oils will be needed to keep emissions down, control soot and acid levels in the crankcase and maintain longer drain intervals. AMSOIL Diesel Oils offer the ultimate diesel engine protection and performance. AMSOIL Diesel Oils resist oxidation and thermal breakdown, reducing emissions while maintaining viscosity and eliminating sludge and varnish formation. The special performance additives of AMSOIL Diesel Oils effectively control acid and soot, and their extended drain capabilities reduce downtime and oil expenses.



AMSOIL: A Company of Integrity

AMSOIL President and CEO Al Amatuzio introduced the world to his new and revolutionary synthetic motor oil and the concept of extended drain intervals in 1972. For the first time, people could buy the true performance and protection only a 100 percent synthetic motor oil could offer. Back in those early days, Amatuzio found it difficult to market and sell such a revolutionary new product. In fact, he took on much of this responsibility himself, from blending and packaging to marketing and selling. But In 1973, Amatuzio met Shirley Green, changing the AMSOIL business forever. It was Green who introduced Amatuzio to multi-level marketing.

Almost 30 years later, AMSOIL is still thriving as a multi-level marketing company. AMSOIL is well known as a company of integrity, a company that not only offers the highest quality synthetic lubricants on the market, but also one of the most solid business opportunities. AMSOIL Dealers may choose to participate in a variety of programs to build their businesses, including personal retail sales, sponsorship of new Dealers and Preferred Customers and through retail-on-the-shelf, commercial and fund raising accounts. AMSOIL also offers its Dealers top notch support and a wide selection of sales literature, promotional items and other sales tools. Thousands of Independent AMSOIL Dealers have found success through the AMSOIL multi-level marketing plan. People have established careers, raised families and secured their retirements through the income earned from their AMSOIL Dealerships.

AMSOIL is a recognized leader and innovator in the lubricant industry and has worked hard to maintain its reputation for quality and integrity. While many companies through the years have relied on hype and exaggerations to sell their products, AMSOIL has been content to let the facts speak for themselves. Through laboratory and field testing, AMSOIL shows customers just how superior its products are over the competition's. Countless testimonials from AMSOIL users back up everything AMSOIL claims about its products. Customers know AMSOIL delivers true performance, not performance hype.

It is through so many knowledgeable and professional Dealers that AMSOIL has maintained its reputation as a company of integrity for almost 30 years. AMSOIL Dealers have successfully worked together in an atmosphere of mutual respect from the beginning.

AMSOIL Dealers are free to pursue potential customers, downline Dealers, Preferred Customers and commercial, retail-on-the-shelf and fund raising accounts throughout the United States and Canada. Dealers are by no means limited exclusively to the areas they live in. However, Dealers are prohibited from pursuing the existing accounts, Dealers and Preferred Customers of fellow AMSOIL Dealers, all of whom have protected status.

Respect for fellow Dealers is one of the keys to AMSOIL's success over the years. As a Dealer, you know the process sometimes involved with registering potential accounts, downline Dealers and Preferred Customers. Persistence and patience are vital. Not everyone becomes an AMSOIL customer immediately, and you may have to make several sales calls before finally closing the deal. Just as you wouldn't want someone else to suddenly jump in and register an account you had already been actively pursuing, you should be careful not to do the same to another Dealer.

AMSOIL's solid reputation has been a strong asset throughout the years. By maintaining this reputation, AMSOIL will continue to provide the finest synthetic lubricants on the market, while continuing to grow at a steady pace.

AMSOIL marketing plan policies are in place to protect all Dealers.

- AMSOIL Dealers will respect the rights of other Dealers and refrain from actively soliciting other Dealers' current customers and the prospective customers with whom other Dealers are working.
- AMSOIL Dealers are prohibited from pursuing, for either sponsoring or sales purposes, current AMSOIL Dealers, Preferred Customers and Accounts, all of whom have protected status.

A Review of Basic Lubrication Concepts

Lubrication can be a daunting obstacle to someone unfamiliar with its basic concepts. Even someone with experience can be confused by the technology of current machinery combined with the multitude of lubricants available on the market today. Reviewing a few of the basic principles of lubrication can make it easier to see why proper lubrication is necessary in every application.

FRICITION

Webster defines friction as the “rubbing of one body against another,” and as “resistance to relative motion between two bodies in contact.” Friction can be beneficial. As we overcome this resistance to motion between two objects in contact, heat is generated. This heat is what warms our hands or starts a fire. Friction is also the principle behind the braking systems we find on our automobiles. In fact, once we were able to get a car moving, there would be nothing to stop it without friction except the effects of gravity or other objects.

However, friction can also be our enemy. The heat generated as the result of friction can cause damage. Because contact is required to generate friction, wear in the areas of contact can occur. This can lead to material failures, overheating and the formation of wear deposits.

Although there are many ways to reduce friction, the most common way is through the use of a fluid or semi-fluid material. The key characteristic of such materials is that they are not readily compressible. Fluid and semi-fluid materials allow us to minimize component contact or eliminate contact altogether. These fluids are commonly referred to as **lubricants**.

TYPES OF LUBRICATION

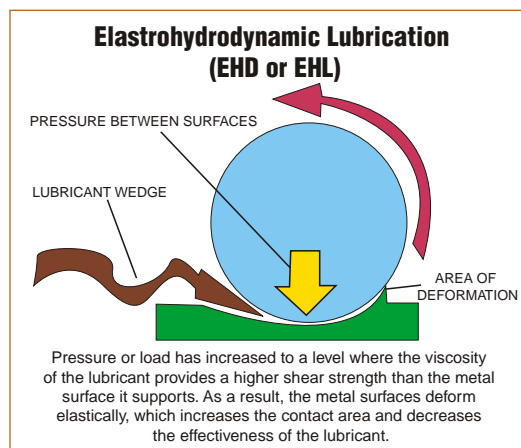
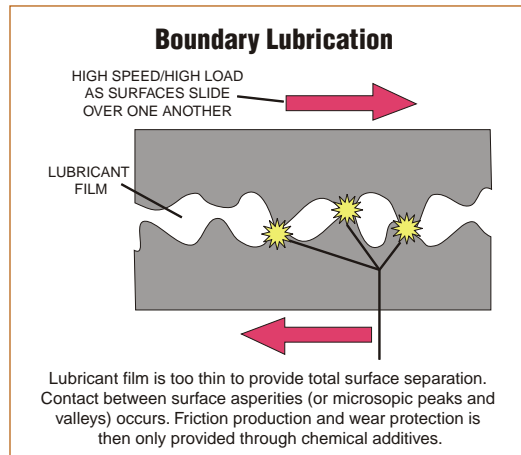
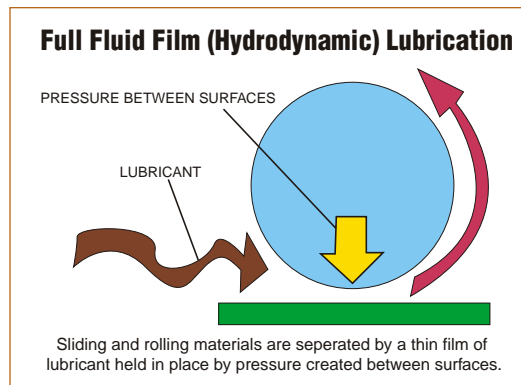
There are three types of lubrication or lubrication situations that can exist between two surfaces separated by a lubricant. Whether or not these situations occur is dependent upon the ability of the lubricant to provide adequate protection to the moving surfaces.

When a fluid lubricant is present between two rolling and/or sliding surfaces, a thicker pressurized film can be generated by the movement of the surfaces (at their respective velocities). The non-compressible nature of this film separates the surfaces and prevents any metal-to-metal contact. The condition in which surfaces are completely separated by a continuous film of lubricating fluid is commonly referred to as **Hydrodynamic** or **Full Fluid Film Lubrication**.

Although hydrodynamic lubrication is the ideal lubrication scenario, in many situations it cannot be maintained. Hydrodynamic lubrication is limited by the lubricant’s viscosity, the rotation speed or RPM and by component loading. An increase in speed or viscosity increases oil film thickness. An increase in load decreases oil film thickness.

Boundary Lubrication is a condition in which the lubricant film becomes too thin to provide total surface separation. This may be due to excessive loading, low speeds or a change in the fluid’s characteristics. In such a case, contact between surface asperities (or peaks and valleys) occurs. Friction reduction and wear protection is then provided via chemical compounds rather than through properties of the lubricating fluid.

The third type lubrication situation is known as **Elastohydrodynamic Lubrication (EHD or EHL)**



EHL). This situation occurs as pressure or load increases to a level where the viscosity of the lubricant provides a higher shear strength than the metal surface that it supports. As a result, the metal surfaces deform elastically in preference to the highly pressurized lubricant. This increases the contact area and decreases the effectiveness of the lubricant.

To minimize friction, an effective lubricant should be able to handle the pressures and speeds of the surfaces it will separate.

WHAT EVERY LUBRICANT MUST DO

Though the ability to minimize friction is the number one function of a lubricant, there are other major functions that must be considered. A lubricant is likely to also be required to:

Clean - A lubricant must maintain internal cleanliness by suspending contaminants or keeping contaminants from adhering to components.

Cool Moving Elements - Reducing friction will reduce the amount of heat that is generated and lower the operating temperature of the components. A lubricant must also absorb heat from the components and transport it to a location where it can be safely dissipated.

Prevent Contamination - The lubricant should act as a dynamic seal in locations such as the piston, piston ring and cylinder contact areas. This minimizes contamination by combustion byproducts (for example) in the lubricating system. Lubricants are also relied upon to support mechanical seals found elsewhere and to minimize external contamination and fluid loss.

Dampen Shock - The lubricant may be required to cushion the blows of mechanical shock. A lubricant film can absorb and disperse these energy spikes over a broader contact area.

Transfer Energy - A lubricant may be required to act as an energy transfer median as in the case of hydraulic equipment or lifters in an automotive engine.

Prevent Corrosion - A lubricant must also have the ability to prevent or minimize internal component corrosion. This can be accomplished either by chemically neutralizing the corrosive products or by setting up a barrier between the components and the corrosive material.

COMPONENTS OF A LUBRICANT

Lubricants are generally composed of two groups of materials. The first is a base or stock fluid. This fluid will make up 75 to 95 percent of the finished product. The most commonly used stocks today are derived from petroleum crude oil. These stocks are also referred to as **mineral or synthetic oils**.

To this, base or stock chemical compounds may be added to enhance or impart new properties to the mineral oil. These compounds are commonly referred to as **additives**. The use of such special chemical compounds is another way to minimize friction and wear. The main role of these compounds is to offer protection when the lubricating fluid can not maintain component separation.

THE EVOLUTION OF SYNTHETIC OILS

As time goes on, the lubrication needs of equipment continue to change. As equipment becomes more sophisticated, the demands placed upon the required lubricants become more severe. What may have been a preferred lubricant in the past is likely to be totally unacceptable today.

The automotive industry is an excellent example of how demands on equipment have changed. The engines used in today's cars require significantly more from a motor oil than they did only a few years ago.

For improved fuel economy, most cars are now using lighter oils. Yet the same cars have engines that put out more power per cubic inch of displacement than ever before. To achieve this power level, designers are adding turbo chargers which expose the oils to higher temperatures and greater stress. Requirements for cleaner exhaust emissions have contributed to higher levels of contaminants in the oil and also increased the oil's operating temperature. By reducing the aerodynamic drag of new vehicles, designers have also minimized the amount of air that flows over engines and drive trains, and caused operating temperatures to increase still further. Even with all of these changes, designers are still requiring lubricants to last longer than they ever did before. The demand for synthetic lubricants has never been higher.

HOW ARE SYNTHETIC OILS DIFFERENT?

Although the engineering of each synthetic base stock varies depending on the particular stock, synthetics are generally made through a reaction process. This reaction process significantly improves the consistency of the stock and its molecular uniformity. Mineral stocks, on the other hand, are obtained through a process of distillation.

Distillation slightly limits the molecular diversity that may exist within the stock, but does not completely eliminate nonessential molecular structures. This is important because unnecessary molecular structures produce variations in the stock's performance. The ideal lubricant's chemical composition is one in which the molecular construction is identical throughout, such as in a synthetic base stock. Because of the way synthetic stocks are

produced, they are molecularly uniform and contain significantly less undesirable materials than a mineral base stock.

Molecular uniformity also affects the properties that each type of lubricant possesses. The properties of mineral oils tend to vary due to inconsistencies in the crude from which they are obtained. The properties and performance features of synthetics, on the other hand, are very predictable. Once again, this is due to their molecular uniformity.

AMSOIL synthetic lubricants are formulated to take advantage of the superior properties of synthetic base stocks. They provide excellent lubrication and wear protection and have been designed to resist the chemical breakdown processes that limit the service life of conventional mineral-based oils.

AMSOIL Returns to Powerboat Racing

Formula One PROP Tour Kicks Off Season



AMSOIL Regency Platinum Direct Jobber Shirley Green explains the virtues of AMSOIL lubricants.

Race weekend starts 8 a.m. Saturday with the drivers meeting. Under the shade of a few palm trees, 16 teams gathered to hear rule changes, ask questions and listen to new sponsors. AMSOIL is on board this season as “The Official 2-Cycle Oil” of the PROP Tour. AMSOIL will also contribute to the year-end contingency point fund. Each team is required to purchase AMSOIL 2-Cycle Oil from the PROP Tour. Each boat carries the distinctive red, white and blue AMSOIL logo. Everywhere a person looked, AMSOIL was there.

The boats are essentially airplanes on water. They’re made of wood and carbon fiber. They’re built aerodynamically so that at top speed only the very end of the boat, just a few inches, is in the water. The boat rides on a cushion of air. The engines are outboards, generally Mercury-made, turning out 360–370 horsepower. On this mile-long course drivers will exceed 120 miles per hour. On some courses the boats will do 130 to 140 miles per hour and 150 is reachable. Drivers are able to pilot their boats tightly around floating course markers. The highly maneuverable boats can turn on a dime.

Saturday morning is set for testing. Crews quickly transfer boats from the pits to the water. They put floppy-hat anglers to shame with how quickly they put boats in and out of the water. Helmeted drivers are wedged into the cockpits. Some drivers choose to wear real fighter pilot helmets. All are required to wear an oxygen mask. Later in the weekend it became clear why the oxygen is so important.

Saturday’s main event is the race for pole position. Some favorites this

The cool Colorado River widens below the Davis Dam. It is an oasis between quiet Bullhead City, Arizona and frenetic Laughlin, Nevada. To the east are desert dunes; on the west are gambling chips. The river also hosts high stakes world-class boat racing, the Formula One PROP Tour of which AMSOIL is a sponsor.

Laughlin is the first stop for the tour each season. The action kicks off in the Mojave warmth to enthusiastic crowds during the first weekend of June. It was a weekend of swimsuits, tanning oil and spectacular racing. Temperatures are expectedly milder in the early summer, but 118-degrees greeted teams this year. AMSOIL lubricants were up to the test and performed exceptionally in the dry heat.

Overall, conditions in and out of the water were difficult, but acceptable for drivers. They had to negotiate a swift nine mile-per-hour current on the racecourse, typical for this event because of the dam. On land it was a bit tougher with 30 mile-per-hour wind gusts swirling sand and drying the mouth. Even the most hearty desert dwellers ran for cover when the winds began rushing through the valley.



Drivers and crew members get instructions prior to hitting the water.



A crew member steadies the #10 boat as it launches off the starting line.



The Blackhawk Racing Team of Terry Rinker uses AMSOIL lubricants. It's one of the top teams.



Rinker rests in boat's cockpit while getting last minute instructions from PROP Tour CEO Bart Garbrecht.

bikini- and shorts-clad viewers got a chance to get a drink and reapply the sunscreen. Temperatures were still above 100 degrees. Finals are 40 laps and generally take 20 minutes or so to complete. By this time drivers had been in their harnesses for nearly an hour. At the drop of the flag, the remaining boats were on their way, 30 laps to go. The boats sound like jets tearing across the water. Drivers jockey for clean water as they try to stay out of the rooster tail spray of the other boats.



Shirley Green and driver Tim Seebold are all smiles after first AMSOIL-sponsored Formula One PROP Tour win. Seebold is reigning series champion.

weekend are last year's champion Tim Seebold in his blue Bud Light boat, Greg Foster in the red Sherwin Williams and Terry Rinker is his canary yellow Rinker Boats ride. Shortly after the flag dropped spectators saw the first wreck of the weekend. A boat ran out of space and hit a marker buoy. The boat flipped and tumbled straight toward the shoreline. Fans bolted from their seats, but they were never in any real danger. Debris floated down river as rescuers quickly pulled the driver from the boat. The safety equipment worked perfectly and the driver was fine. As a precaution, all drivers involved in accidents are brought in on a stretcher to be checked out by medical personnel.

Rinker won the pole for this event. The fastest time for the AMSOIL lubricated boat was 28.6 seconds and 125.7 miles per hour. That wasn't bad considering this was a rough course and the first race of the year. Rinker's crew has been sold on AMSOIL for years. Blackhawk / Rinker's Crew Chief James Chambers says he's been sold on AMSOIL since the days he was behind the wheel 20 years ago.

Sunday's conditions were much the same with temperatures in the triple digits and a stiff breeze. The feature was an exhibition of watercraft wreckage. Five laps in and the first wreck happened. A favorite to win, Greg Foster, flipped over. He was fine, but his boat was totalled. It floated away in the river current to be retrieved later. Five laps later, Carlos Kuri, a crowd favorite, lost control of his fine boat. His shredded Telmex boat remained upside down for several minutes. The crowd grew edgy. Kuri was pulled from the boat, shaken, but all right.

While crews worked in the wet pits to realign the remaining boats,



Safety team rescues driver after his boat flipped. The driver was uninjured.



A dejected Rinker thinks about what might have been. A tripped fuel switch (in green triangle on boat) cost him a win.

Terry Rinker continued his dominance. The power he showed winning the pole had carried over to the final.

He led after every restart. It looked like it was going to be his day. Thirty-four laps in the books and disaster struck. A fuel switch got tripped on the side of Rinker's boat causing it to shut down. Reigning champion Tim Seebold seized the moment and finished the final four laps in first place. Seebold got an early start in retaining his title. Rinker's team would settle for eighth.

The Colorado River acts as border, but it also separates the skilled from the unproven. It can be beautiful, yet treacherous. This Formula One PROP Tour race proved that anything can happen in racing and that AMSOIL lubricants are the choice of front-runners.

For more on the Formula One Prop Tour and all of the AMSOIL racing action, visit our website at:
www.amsoil.com



GUEST SPEAKER MEETINGS

• August 11 - Saturday
Meeting - 5:30 p.m.
RYAN'S RESTAURANT
1501 S. Cherry Lane (3
blocks North of I-90)
White Settlement, TX
Dinner Meeting \$9.50/person
RSVP Regency Direct Jobbers Tom &
Sheila Shalin @ (817) 444-9522
Guest Speaker: Executive Direct Jobber
Bill Bernethy

• August 18 - Saturday
Dinner Meeting - 6:15 p.m.
SHILO INN
760 Lindsay Blvd.
Idaho Falls, Idaho
\$17.95/person
RSVP **Regency Platinum Direct
Jobbers Mark & Sherree Schell
(208) 524-0322
Guest Speaker: Executive Direct Jobber
Les Martin

• August 25 - Saturday
Meeting - 1:30 p.m.
CLARION HOTEL
2727 Frensdale Drive
(Northwest exit 3, West
581)
Roanoke, VA
RSVP Regency Platinum Direct Jobbers
Don & Joyce Nichols
(540) 563-9501
Guest Speaker: Regency Direct Jobbers
Ed and Barbara Chambless

T-1 CERTIFICATION MEETINGS

OHIO
• August 21 - Tuesday
• September 25 - Tuesday
Meeting - 7 p.m.
**DENATO'S PIZZA ON
BROADWAY**
Grove City, OH 43123
Hosted by Premiere Direct Jobber
Brad White. Cost is \$20

• August - Every Friday
• September - Every Friday
Meeting - after 4 p.m.
GREENE RESIDENCE
13500 S. Lone Pt. Ln.
#24101
Draper, UT 84020
Hosted by Dealer Dorsey Greene
(801) 576-1896
Pre-paid registration required.

AMSOIL DEALER MEETINGS

ALABAMA
• August 16 - Thursday
• September 20 - Thursday
Meeting - 7 p.m.
STANLEO'S SUB VILLA
Governor's Drive
Huntsville, AL
Hosted by Direct Jobbers
Cliff Goehring & Gerry Gotvald
(256) 337-0376

• August 16 - Thursday
• September 20 - Thursday
Meeting - 7 p.m.
HOLIDAY INN - OZARK
Hwy. 231
Ozark, AL 36360
Hosted by Direct Jobbers
E. E. "Al" & Mildred Bowman
(334) 774-3344

ALASKA
• August 16 - Thursday
• September 20 - Thursday
Meeting - 7 p.m.
PHILLIPS

INTERNATIONAL INN
5121 Arctic Blvd.
Anchorage, AK 99507
Hosted by Dealer Don Nusbaum
(907) 563-2274
Please call for reservations

• August 7, 21 - Tuesday
• September 4, 18 - Tuesday
Meeting - 7 p.m.
STATEN RESIDENCE
2949 Sunflower Street
Anchorage, AK 99508
Hosted by Direct Jobber Richard Staten
(907) 333-0124
Call for reservations.

ARIZONA
• August 21 - Tuesday
• September 18 - Tuesday
Meeting - 6:30 p.m.
CAR REPAIR COMPANY
2918 N. Scottsdale Road
Scottsdale, AZ 85251
Hosted by Master Direct Jobber
Dick Nudo and Dealer Jim Brewer
Please R.S.V.P.
(602) 996-7181 Dick
(480) 968-4922 Jim

ARKANSAS
• August 9 - Thursday
• September 13 - Thursday
Meeting - 6:30 p.m.
GARDNER RESIDENCE
280 York Chapel Rd.
Nashville, AR 71852
Hosted by Dealer Jerry Gardner
(870) 451-9152
jgard24@iocc.com

• August 8 - Wednesday
• September 12 - Wednesday
Meeting - 7 p.m.
PASTERNAK RESIDENCE
217 CR 472
Jonesboro, AR 72404
Hosted by Account Directs
David and Brenda Pasterniak
(870) 933-8376

CALIFORNIA
• August - Every Thursday
• September - Every Thursday
Meeting - 6:30 p.m.
**STRAWBERRY VILLAGE
SHOPPING CENTER**
Mill Valley, CA
Hosted by Dealer Doug Storms
800-793-5301

• August 2, 16 - Thursday
• September 6, 20 - Thursday
Meeting - 7:30 p.m.
CHRISTENSEN RESIDENCE
4141 Palm Ave, Apt 574
Sacramento, CA 95610
Hosted by Premiere Direct Jobber
Jay Christensen (916) 339-1152

• August 1 - Wednesday
• September 5 - Wednesday
Meeting - 7 p.m.
MCCOOL RESIDENCE
2210 Coddling Dr.
Modesto, CA 95350
Hosted by Dealer Bill McCool
(209) 577-0174

• August 28 - Tuesday
• September 25 - Tuesday
Meeting - 7 p.m.
EVANS RESIDENCE
40728 Sundale Dr.
Fremont, CA 94538
Hosted by Direct Dealers
Chuck and Linda Evans
(510) 659-4078
Guest Speakers Master Direct Jobbers
John and Jeanne Burke

• August 14 - Tuesday
• September 11 - Tuesday
Meeting - 6:30 p.m.
DENNY'S RESTAURANT
740 W. 2nd St.
San Bernardino, CA 94401

Hosted by Dealers
Richard and Delores Nichol
(909) 862-1252

• August 6, 27 - Monday
• September 3, 24 - Monday
Meeting - 7 p.m.
**INTERNATIONAL HOUSE
OF PANCAKES/VINTAGE
OAKS SHOPPING CENTER**
Novato, CA 94945
Hosted by Dealer Richard Eplett
(800) 280-9905

• August 7 - Tuesday
• September 4 - Tuesday
Meeting - 7 p.m.
CARROW'S RESTAURANT
19011 Bloomfield Ave.
Cerritos, CA
RSVP Dealer Dave Gumpertz
(562) 212-3709 Dave@Lubes4U.com

• August 21 - Tuesday
• September 18 - Tuesday
Meeting - 7:30 p.m.
LUDWICK RESIDENCE
6015 Hughes St.
San Diego, CA 92115
Hosted by Direct Dealer Craig Ludwick
R.S.V.P. (619) 583-4100

COLORADO
• August 16 - Thursday
• September 20 - Thursday
Meeting - 7:30 p.m.
AMSOIL HOUSE
4316 Ridgcrest Drive
Colorado Springs, CO
80918
Hosted by Premiere Direct Jobbers
Don & Ida Gray (719) 598-5115

CONNECTICUT

DELAWARE
• August 11 - Saturday
• September 8 - Saturday
Meeting - Noon
(Please call for reservations)
KING RESIDENCE
2306 Taggart Court
Wilmington, DE 19810
Hosted by Account Direct Greg King
(302) 475-9358 Guests Welcome!

DISTRICT OF COLUMBIA

FLORIDA
• August 7 - Tuesday
• September 4 - Tuesday
Meeting - 7 p.m.
(Please call in advance)
DENNY'S
440 South Semoran Blvd.
Orlando, FL 32806
Hosted by Regency Gold Direct Jobbers
George & Shirley Douglas
(407) 856-1564
Call for directions, locations and RSVP.

• August 16 - Thursday
• September 20 - Thursday
Meeting - 7 p.m.
**AMSOIL DISTRIBUTION
CENTER**
3724 Silver Star Rd.
Orlando, FL 32808
Hosted by Regency Silver Direct Jobbers
Dan and Judy Watson
(407) 657-5969

• August 21 - Tuesday
• September 18 - Tuesday
Meeting - 7 p.m.
DAWSON RESIDENCE
4525 Brinson Lane
Tallahassee, FL 32311
Hosted by Premiere Direct Jobbers
Don and Priscilla Dawson
(850) 385-3620
e-mail: dondawson@the-oilman.com

GEORGIA
• August 11 - Saturday
• September 8 - Saturday
Meeting - 9 to 11 a.m.
CHAMBLESS RESIDENCE
1741 Ponce de Leon Ave. NE
Atlanta, GA 30307
Hosted by Regency Silver Direct Jobbers
Larry and Kathryn Chambliss
(404) 373-9916

• August 2 - Thursday
• September 6 - Thursday
Meeting - 7 p.m.
DIRKSEN RESIDENCE
1905 Queens Road
Albany, GA 31707
Hosted by
Master Direct Jobber Sherry Dirksen
(912) 436-5532
Pot Luck, everyone brings a dish.

HAWAII

IDAHO
• August 4 - Saturday
• September 1 - Saturday
Meeting - 12 to 3 p.m.
SCHELL RESIDENCE
2000 W. Broadway
Idaho Falls, ID
Hosted by **Regency Platinum Direct
Jobbers Mark & Sherree Schell
Meeting reservations: (208) 524-0322
Please R.S.V.P.

ILLINOIS
• August 14 - Tuesday
• September 11 - Tuesday
Meeting - 7:30 p.m.
BAUER RESIDENCE
111 Woodland Trail
Anna, IL 62906-3904
Hosted by Account Directs
Norm and Barb Bauer
(618) 833-3228
• September 15 - Saturday
Meeting - 10 a.m.
LINDLAND SALES OFFICE
1421 Winnemac Ave., Unit 1
Chicago, IL 62906
Hosted by Direct Jobbers Reinert and
Diana Lindland (773) 271-5678
Please R.S.V.P.

INDIANA
• August 1, 15 - Wednesday
• September 5, 19 - Wednesday
Meeting - 7:30 p.m.
RENTOWN SHOP
1533 Rentown Rd.
Bremen, IN
Hosted by Direct Jobbers
LeRoy and Malinda Hochstetler and
Account Directs
Willis and Rolene Gingerich
(219) 831-2839

IOWA KANSAS KENTUCKY

LOUISIANA
• August 7 - Tuesday
• September 4 - Tuesday
Meeting - 7:00 p.m.
**AUTTONBERRY
RESIDENCE**
2520 Swiss Street
W. Monroe, LA 71219
Hosted by Dealer Ellis Auttonberry
(318) 396-4348

MAINE

MARYLAND
• August 22 - Wednesday
• September 26 - Wednesday
Meeting - 7:30 p.m.
COUTO RESIDENCE
115 Lakeview Drive
Salisbury, MD 21804
Hosted by Dealer Tony Couto
(410) 860-1813
Please call ahead and make
reservations.

• August 31 - Friday
• September 28 - Friday
Meeting - 7:30 p.m.
Downline and Guests FREE, Out of
line - \$5
MARTIN RESIDENCE
3994 Trace Hollow Run
Salisbury, MD 21801
Hosted by Master Direct Jobbers
Les & Linda Martin (410) 548-LUBE
• August 31 - Friday
• September 28 - Friday
Meeting - 7 p.m.
GRONER RESIDENCE
9208 Todd Ave.
Fort Howard, MD 21052
Hosted by Account Direct
Harvey Groner (410) 477-8255

• August 2 - Thursday
• September 6 - Thursday
Meeting - 7 p.m.
DEACOSTA RESIDENCE
4942 S. Upper Ferry Road
Eden, MD 21822
Hosted by Dealers Chris & Barb DeAcosta
(410) 742-0637
Reservations Required
• August 31 - Friday
• September 28 - Friday
Meeting - 7:30 p.m.
AL SMITH AUTOMOTIVE
3228 E Joppa Rd.
Baltimore, MD 21234
Hosted by Premiere Direct Jobber Al Smith
(410) 882-9936 Al@SynLubes.com
Reservations Required

MASSACHUSETTS
• August 18 - Saturday
• September 15 - Saturday
Meeting - 9 a.m.
DUMAS RESIDENCE
201 Hayden-Rowe St.
Hopkinton, MA 01748
Hosted by Dealer Bob Dumas
(888) 499-9933 Please R.S.V.P.
Coffee and doughnuts served.

MICHIGAN
• August 20 - Monday
• September 17 - Monday
Meeting - 7 p.m. (info)
Meeting - 8 p.m. (opportunity)
KIRBY RESIDENCE
644 Shady Maple Dr.
Wixom, MI 48393
Hosted by Premiere Direct Jobber
Tom Kirby (248) 669-9093
Refreshments served, RSVP required.

• August 6 - Monday
• September 3 - Monday
Meeting - 7 p.m. (info)
Meeting - 8 p.m. (opportunity)
ELLIS RESIDENCE
61653 Miriam Dr.
Washington, MI 48094
Hosted by Master Direct Jobber Mike Ellis
Please R.S.V.P. at (810) 781-5092 or
(810) 918-1578

• August 6 - Monday
• September 3 - Monday
Meeting - 7 p.m. (info)
Meeting - 8 p.m. (opportunity)
RABE RESIDENCE
9338 Rawsonville Road
Belleville, MI 48111
Hosted by Dealer Dale Rabe
Please R.S.V.P. at (734) 461-9577 or
355-9747

MINNESOTA
• August 16 - Thursday
• September 20 - Thursday
Meeting - 7 p.m.
SCHMIT RESIDENCE
932 38th Ave. No.
St. Cloud, MN 56301
Hosted by **Regency Platinum Direct
Jobbers Kay & Arlene Schmit
(320) 251-4861

• August 16 - Thursday
• September 20 - Thursday
Meeting 7 p.m.
MEYER RESIDENCE
800 2nd Street
Cleveland, MN 56017
Hosted by Premiere Direct Jobbers
Charles & Donna Meyer
(507) 931-3875

• August 9 - Thursday
• September 13 - Thursday
Meeting - 7:30 p.m.
STAVE RESIDENCE
44 Crow River Dr.
Elk River, MN 55330
Hosted by Dealer Ordehl Stave
(612) 241-5267

MISSISSIPPI
• August - Every Wednesday
• September - Every Wednesday
Meeting - 11 a.m.
DINNER BELL RESTAURANT
10122-C Central Ave.
D'Iberville, MS 39532
Hosted by Dealer Jim Day
(228) 388-4325 RSVP/Guests Welcome
jwdandy2000@yahoo.com

MISSOURI MONTANA NEBRASKA

None Scheduled

NEVADA

• August 2 - Thursday
• September 6 - Thursday
Meeting - 6:30 to 8 p.m.
AMSOIL PRODUCT CENTER
4545 N. Lamb Blvd.,
Suite, D
Las Vegas, NV
Hosted by *Premiere Direct Jobber Bob Kaytes and Regency Platinum Direct Jobber Shirley Green (702) 362-4492*

NEW HAMPSHIRE

NEW JERSEY

Non Scheduled

NEW MEXICO

• August 28 - Tuesday
• September 25 - Tuesday
Meeting - 7:30 p.m.
GREENBERG RESIDENCE
1537 Bryn Mawr NE
Albuquerque, NM 87106
Hosted by *Master Direct Jobbers Paul and Nancy Greenberg (505) 255-2137 fax (505) 232-8330 NMOilman@aol.com*

NEW YORK

• August 15 - Wednesday
• September 19 - Wednesday
Meeting - 7 p.m.
O'BRIEN RESIDENCE
436 Mosely Road
Fairport, NY 14450
Hosted by *Dealer Gerry O'Brien (716) 223-8016*
Please call ahead to reserve a seat.

• August 15 - Wednesday
• September 19 - Wednesday
Meeting - 7:30 p.m.
SYRACUSE AREA - Please call ahead for specific location.
Hosted by *Direct Jobber Peter Finnerty (315) 682-9791*

• August 15 - Wednesday
• September 19 - Wednesday
Meeting - 7:30 p.m.
Newark, NY
LOCATION - Please call ahead for specific location. Hosted by *Dealer Brad Timerson (315) 331-7110*

NORTH CAROLINA

• August 9 - Thursday
• September 13 - Thursday
Meeting - 7 p.m.
KAZAN RESIDENCE
9200 Lake Wheeler Road
Fuquay-Varina, NC 27526
Hosted by *Account Directs Eric & Donna Kazan (919) 772-9569* Guests welcome.
Non-downline \$2.00

• August 9 - Thursday
• September 13 - Thursday
Meeting - 7:30 p.m.
FOREIGN PARTS CENTRE
2032 Spring Road
Hickory, NC 28601
Hosted by *Account Direct Larry Mallonee and Dealer Jack Hoskins (704) 327-7844 or (704) 322-9312*
All Dealers welcome,
please call Larry first.

• August 9 - Thursday
• September 13 - Thursday
Meeting - 7 p.m.
BURNELL RESIDENCE
9424 Springdale Drive
Raleigh, NC 27613
Hosted by *Direct Jobbers Chuck and Judi Burnell (919) 870-9633* Please call first.

• August 14 - Tuesday
• September 11 - Tuesday
Meeting - 7 p.m.
CLEVELAND RESIDENCE
224 Campbell Place
Jacksonville, NC 28546
Hosted by *Dealers George & Nancy Cleveland (910) 346-3866*
Please call first.
All Dealers welcome.

NORTH DAKOTA

None Scheduled

OHIO

• August - Every Wednesday
• September - Every Wednesday
Meeting - 6 p.m. (training)
Meeting - 8 p.m. (opportunity)
FABIJANIC RESIDENCE
561 Loomis Avenue
Cuyahoga Fall, OH 44221
Hosted by *Dealers Paul & Coralie Fabijanic (216) 928-8863 or 800-874-4827*
Please R.S.V.P.

• August 11 - Saturday
• September 8 - Saturday
Meeting - 1 to 4 p.m.
LACKORE RESIDENCE
1900 George Ave.
Brunswick, OH 44212
Hosted by *Executive Direct Jobber Calvin Lackore (800) 798-9777*

• August 5 - Sunday
• September 2 - Sunday
Meeting - 1 p.m.
MERRITT RESIDENCE
650 State Route 131
Fayetteville, OH 45718
Hosted by *Dealers Gordon and Sara Merritt (937) 288-2568*

• August 14, 28 Tuesday
• September 11, 25 Tuesday
Meeting - 7 p.m.
DENATO'S PIZZA ON BROADWAY
Grove City, OH 43123
Hosted by *Premiere Direct Jobber Brad White (800) 871-5921*

OKLAHOMA

• August 4 - Saturday
• September 1 - Saturday
Meeting - 9 to 11 a.m.
GOLDEN CORRAL
9711 E. 71 Street
Tulsa, OK
Hosted by *Regency Gold Direct Jobber Patrick Grady (918) 258-6979*

• August 16 - Thursday
• September 13 - Thursday
Meeting - 7 to 8:30 p.m.
DIAMOND JACK'S
3609 E. 51 St.
Tulsa, OK 74135
Hosted by *Dealer Richard Coats and Direct Dealer Kevin Alexander (918) 342-9537*
Call first to confirm space for you and your guests.

• August 16 - Thursday
• September 13 - Thursday
Meeting - 10 a.m.
GRADY RESIDENCE
2612 W. Galveston Rd.
Broken Arrow, OK 74012
Hosted by *Regency Gold Direct Jobber Patrick Grady and Direct Dealer Kevin Alexander (918) 258-6979* Please R.S.V.P.
kevin@nordam.com

OREGON

• August 16 - Thursday
• September 20 - Thursday
Optional Dinner - 6 p.m.
Meeting - 7 to 9 p.m.
SWEETBRIER INN
7125 S.W. Nyberg Road
Tualatin, OR 97062
Hosted by *Master Direct Jobber Ed Greenwood (800) 722-1092*
Call first to confirm space for you and your guests.

• August 9 - Thursday
• September 4 - Thursday
Meeting - 7 p.m.
HOFFMAN RESIDENCE
7025 SE 22nd Ave.
Portland, OR 97202
Hosted by *Dealer Dan Hoffman (503) 236-2579* All are welcome.

PENNSYLVANIA

• August - Every Monday
• September - Every Monday
Meeting - 7 p.m.
AMSOIL RETAIL STORE
103 McCargo Street
New Kensington, PA
Hosted by *Dealer A. Ralph Snoznik (724) 335-8608*
All Dealers and guests are welcome.

RHODE ISLAND

None Scheduled

SOUTH CAROLINA

• August - Every Tuesday
• September - Every Tuesday
Meeting - 7:30 p.m.
GEORGE KERR and ASSOCIATES
Northgate Building
5861 Rivers Ave., Suite 107
N. Charleston, SC 29406
Hosted by *Dealer George Kerr (843) 747-8200*

• August - variable meetings
• September - variable meetings
Call for meeting time and date
SPRADLEY RESIDENCE
117 Winston Circle
Pelion, SC 29123
Hosted by *Direct Dealers Jim & Vicki Spradley (803) 894-4618*

• August - First Wednesday
• September - First Wednesday
Meeting - 7 p.m.
DENNEY'S RESTAURANT
2521 Wade Hampton Blvd.
Greenville, SC 29615
Hosted by *Dealer David Larson R.S.V.P. (864) 232-1846*

SOUTH DAKOTA

None Scheduled

TENNESSEE

• August 21 - Tuesday
• September 18 - Tuesday
Meeting 7 p.m. info
Meeting 8 p.m. opportunity
DW WILSON CENTER
Tullahoma, TN
Hosted by *Dealer Nelson Gill (931) 393-2601*

TEXAS

• August 21 - Tuesday
• September 18 - Tuesday
Meeting - 7 p.m.
WARD RESIDENCE
310 S. Grove Road
Richardson, TX 75081
Hosted by *Direct Jobbers Ronald & Sandra Ward (972) 231-0773*
e-mail: oilmandj@home.com

• August 2 - Thursday
• September 6 - Thursday
Meeting - 7:30 to 9 p.m.
SHALIN RESIDENCE
544 Clew Court
Azle, TX 76020
Hosted by *Regency Direct Jobbers Tom and Sheila Shalin (817) 444-9522*

• August 16 - Thursday
• September 20 - Thursday
Meeting - 7:30 p.m.
WEIL RESIDENCE
2521 Cherry Blossom Lane
Bedford, TX 76021
Hosted by *Direct Dealer Bob Weil (817) 545-5257*

UTAH

• August - Every Tuesday
• September - Every Tuesday
Meeting - 7:30 p.m.
CHRISTENSEN RESIDENCE
8516 Snowville Drive
Sandy, UT 84070
Hosted by *Executive Direct Jobber Neil Christensen, Dealer Rodney Haskins and Dealer Doug Blackhurst (801) 942-3881/(801) 942-8641*

• August - Every Friday
• September - Every Friday
Meeting - After 4 p.m.
GREENE RESIDENCE
13500 S. Lone Pt. Ln.
#24101
Draper, UT 84020
Hosted by *Dealer Dorsey Greene (801) 576-1896*
T-1 Certification classes every Friday,
pre-paid registration required. Everyone
welcome, please R.S.V.P.

VERMONT

None Scheduled

VIRGINIA

• August 20 - Monday
"Products Presentation & Opportunity"
• August 25 - Saturday
"Marketing Plan"
• September 24 - Monday
"Products Presentation & Opportunity"
• September 28 - Saturday
"How to use commercial program"
Saturday meetings: 10 a.m. - noon;
Monday meetings 7 to 9 p.m.
REID RESIDENCE

14600 Cornwall Lane
Chester, VA 23831
Hosted by *Regency Gold Direct Jobbers Gerry & Patricia Reid (804) 530-1400, (804) 530-0179* Fax reidgt@home.com

• August 6, 27 - Monday
• September 10, 24 - Monday
Meeting - 7:30 p.m.
STANCIL RESIDENCE
240 N. Oceana Blvd.
Virginia Beach, VA 23454
Hosted by *Regency Direct Jobbers Bill & Barbara Stancil (804) 428-6049*

• August 13 - Monday
• September 10 - Monday
Meeting - 7 p.m.
GRAVITTE RESIDENCE
1042 Merganser Circle
Gloucester, VA
Hosted by *Premiere Direct Jobbers Cliff & Dee Gravitte (804) 694-0221*

• August 7 - Tuesday
• September 4 - Tuesday
Meeting - 7:30 p.m.
PESZKO RESIDENCE
4503 Southampton Arch
Portsmouth, VA 23703
Hosted by *Regency Direct Jobbers Raymond & Karen Peszko (804) 484-9491*

• August 14 - Tuesday
• September 11 - Tuesday
Meeting - 7 p.m.
DAYS INN RESTAURANT
5500 Williamsburg Rd.
Sandston, VA
Hosted by *Account Directs Roger Riggie and Mel Pipgras (804) 737-9231 or (804) 737-4874*

WASHINGTON

• August 20 - Monday
• September 17 - Monday
Meeting - 7:30 p.m.
GASPER'S SHOP SERVICE CENTER
1103-A River Road
Puyallup, WA 98003
Hosted by *Premiere Direct Jobbers Cliff and Lorna Gasper (253) 864-7618, or (877) 633-7618*
Everyone Welcome

• August 14 - Tuesday
• September 11 - Tuesday
Meeting - 7:30 p.m.
STOUGARD RESIDENCE
22907 Prairie Road
Sedro Woolley, WA 98284
Hosted by *Direct Jobbers Marv & Charlotte Stougaard (360) 856-1641* Guests Welcome

• August 9 - Thursday
• September 13 - Thursday
Meeting - 7 p.m.
WALSH RESIDENCE
2220 South Castle Way
Lynnwood, WA 98036
Hosted by *Executive Direct Jobbers Tom & Shirley Walsh (425) 483-2582*

• August 14 - Tuesday
• September 11 - Tuesday
Meeting - 7 p.m.
PRUKOP RESIDENCE
10306 86th Avenue East
Puyallup, WA 98373
Hosted by *Direct Jobbers Raymond & Patsy Prukop (206) 845-9755 / 800-267-6450*
Everyone Welcome!

• August 16 - Thursday
• September 20 - Thursday
Meetings - 7:30 p.m.
SUPER 8 MOTEL
3100 S. 192
Seatac, WA 98002
Hosted by *Regency Platinum Directs Leonard & Eunice Pearson (253) 939-8401* Guests Welcome!

WEST VIRGINIA

None Scheduled

WISCONSIN

• August 16 - Thursday
• September 20 - Thursday
Meeting - 7:30 p.m.
SEL-AMSOIL Academy
1201 Clough Ave.
Superior, WI 54880
Hosted by *4-Star Regency Platinum Direct Jobbers Bill & Donna Durand*
Refreshments served
(715) 392-4006 Guests Welcome!

• August 9 - Thursday
• September 13 - Thursday
Meeting - 7 p.m.
MITMOEN SERVICE GARAGE
6017 65th Street
Kenosha, WI 53142
Hosted by *Executive Direct Jobbers Victor and Lynn Mitmoen (262) 652-3399*

• August 11, 25 - Saturday
• September 8, 22 - Saturday
Meeting - 1 to 3 p.m.
VILLERS RESIDENCE
2600 W. High St.
Racine, WI 53404
Hosted by *Regency Direct Jobber Edie Villers (414) 637-2726*
Please R.S.V.P.

WYOMING

None Scheduled

INTERNATIONAL

ALBERTA

BRITISH COLUMBIA

MANITOBA

None Scheduled

NEW BRUNSWICK

• August 20 - Monday
• September 17 - Monday
• October 15 - Monday
Meeting - 7:30 p.m.
MCLAUGHLIN RESIDENCE
9 Pinder Road
Riverview, NB E1B 3Z2
Hosted by *Account Direct Wayne McLaughlin and Dealer Wendell Steeves (506) 386-2896/(506) 387-3197*
Everyone Welcome

NEWFOUNDLAND

NOVA SCOTIA

None Scheduled

ONTARIO

• August 30 Thursday
• September 27 Thursday
• October 25 Thursday
Meeting - 6 to 8 p.m.
AMSOIL DISTRIBUTION CENTER
6625 Tomken Rd.
Units 12-14
Mississauga, ON L5T-2C2
Hosted by *Premiere Direct Jobber Rob Hilditch and local Dealers (905) 564-7770*

PRINCE EDWARD ISLAND

PUERTO RICO

QUEBEC

SASKATCHEWAN

None Scheduled

NEW ZEALAND

• August 6 - Monday
• September 3 - Monday
• October 1 - Monday
Meeting - 6:30 to 9 p.m.
AMSOIL DISTRIBUTION CENTER
3/1 Binsted Rd, New Lynn
Auckland
Auckland, NZ
Hosted by *Premiere Direct Jobber John Gurney*
Phone (021) 936-091
Fax (021) 636-094
synoil@dangerousbrothers.com
Fee: \$10

AMSOIL CENTERLINES ...and updates



NEW AMSOIL LOGO BANNER

The new AMSOIL logo banner, featuring the words "Synthetic Lubricants and Performance Products," measures 4' x 8' and is hemmed for durability, making it perfect for indoor or outdoor use. Includes 4 metal grommets for attachment.

Stock #	U.S.	Can
G-1694	30.00	48.50

NEW EZ ORDER FORM ADDED TO DEALERS ZONE

For those Dealers who place orders on behalf of their Retail on the Shelf and Commercial accounts, a new EZ On-line Order Form has been added to the Dealers Zone at www.amsoil.com. On-line ordering allows Dealers to place orders 24 hours a day, seven days a week.

In addition to the Commercial and ROTs order forms, the Dealers Zone also features a complete list of corporate e-mail contacts, including a complete list of Distribution Center e-mail addresses. Be sure to check in regularly to see what else is new at www.amsoil.com.



SYNTHETIC MULTI-PURPOSE SPRAY GREASE

AMSOIL Synthetic Multi-Purpose Spray Grease effectively reduces friction and wear. Convenient spray formulation makes it ideal for greasing hard-to-reach equipment such as hinges, springs and many other common applications.

Stock #	Qty.	CC's	U.S. Cost	Can. Cost
GLC-SC	(1) 10 1/2-fl. oz. can	3.35	4.55	7.30
GLC-16	(12) 10 1/2-fl. oz. cans	40.20	51.60	83.40

Use product code CLC in Canada.
Cannot be shipped via air freight or parcel post.

AMSOIL ENGINE FLUSH

AMSOIL Engine Flush cleans the crankcase, cylinder walls, pistons and rings for maximum efficiency, protection and performance, prepping engines for installation of premium AMSOIL Synthetic Motor Oil. Flushing requires one can per vehicle (4 to 6 qt. oil capacity.)



Stock #	Qty.	CC's	U.S. Cost	Can. Cost
AEF-CN	(1) 16-oz. can	2.40	3.35	5.35
AEF-16	(12) 16-oz. can	28.80	37.80	61.20
AEF-01	(1) 5-gallon pail	89.50	108.50	173.80

Use product code CEF in Canada.

HOLIDAY CLOSINGS

The AMSOIL corporate headquarters, U.S. Distribution Centers and Canadian Distribution Centers will be closed Monday, September 3 for Labor Day.

DISCONTINUED ITEMS

The following clothing and promotional items will be discontinued once they are sold out. Order while supplies last.

G-1461	Team AMSOIL Banner
G-1475-1479	Classic Denim Shirt
G-1491-1495	Short Sleeve Sport Shirt
G-1501-1505	Monster Truck T-shirt
G-1549	All Occasion Navy Cap
G-1573-1577	Blue Polo Shirt
G-1634-1638	Snocross T-shirt

AMSOIL ADVERTISING

Look for AMSOIL display advertising or an AMSOIL catalog offering in the following publications:

August & September 2001

Display Advertisements

<i>Bass & Walleye Boats</i>	July/Aug. '01	(310) 537-6322
<i>Trailer Life</i>	Aug. '01	(805) 667-4100
<i>NOLN</i>	Aug. '01	(805) 796-2577
<i>Racer X</i>	Aug. '01	(661) 245-2422
<i>American Iron</i>	Aug. '01	(203) 425-8777
<i>Trailer Life</i>	Sept. '01	(805) 667-4100
<i>NOLN</i>	Sept. '01	(805) 796-2577
<i>Motorcycle Tour & Cruiser</i>	Sept. '01	(203) 425-8777
<i>American Iron</i>	Sept. '01	(203) 425-8777
<i>American Rider</i>	Sept./Oct. '01	(800) 848-6247

Catalog Showcase Advertisements

<i>SEMA News</i>	August '01	(909) 860-2961
<i>Street Chopper</i>	Summer '01	(714) 939-2400
<i>Hot Bike</i>	Sept. '01	(714) 939-2400
<i>Cruising Rider</i>	Fall '01	(763) 383-4400



NEW AMSOIL COUNTER MATS

The newly designed AMSOIL XL-7500 Counter Mats feature updated NOACK and Four-Ball Wear Test results and new bottle colors and labels. Made of durable shock treated foam.

Stock #	U.S.	Can
G-1425	4.20	6.85



Stock #	Size	U.S.	Can
G-1701	S	27.00	43.75
G-1702	M	27.00	43.75
G-1703	L	27.00	43.75
G-1704	XL	27.00	43.75
G-1705	XXL	28.50	46.25

NEW AMSOIL POLO SHIRT

The new AMSOIL polo shirt features 100% combed cotton pique with convenient left chest pocket. Navy polo collar, ribbed cuffs and embroidered AMSOIL logo complete this new upscale shirt.



AMSOIL HEAVY DUTY METAL PROTECTOR

AMSOIL Heavy Duty Metal Protector was put to the test last winter. Two identical wrenches were sandblasted. One was treated with a coating of AMSOIL MPHD, while the other was left unprotected. Both were secured to the bumper of a Ford pickup truck, behind the tires, and exposed to three months of Minnesota snow and slush. As seen in the photo, after the protective coating of AMSOIL MPHD was scraped off the wrench on the right, it showed no signs of rust. The untreated wrench, however, was completely rust covered.

Stock #	Qty.	CC's	U.S. Cost	Can. Cost
AMH-SC	(1) 16-oz. can	2.95	3.95	6.35
AMH	(12) 16-oz. can	35.40	45.00	72.60

Use product code "CMH" in Canada.
Cannot be shipped via airfreight or parcel post



NEW AMSOIL DEALER LAWN SIGNS

Stock #	U.S.	Can
G-1700	29.00	47.00

New two-sided aluminum lawn signs let everyone know where they can buy AMSOIL products (Mounting hardware and brackets not included).

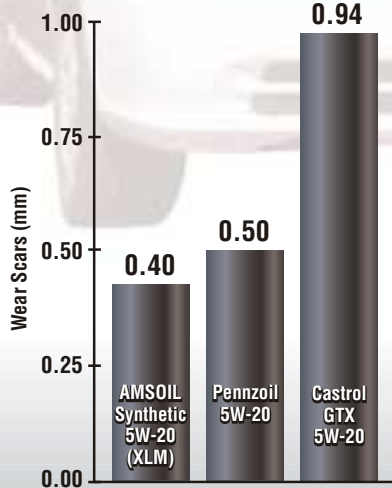
AMSOIL XL-7500 5W-20 Synthetic Motor Oil Offers the Ultimate in Wear Protection and Fuel Economy

As seen in the graphs, AMSOIL XL-7500 5W-20 Motor Oil outperforms competing 5W-20 motor oils.

**"Recommended
for 2001 Ford and
Honda vehicles"**

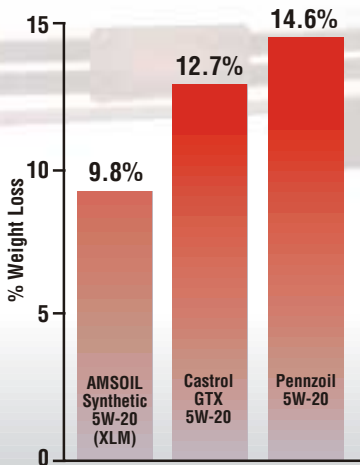


Four-Ball Wear Test



The smaller the wear scar, the better the protection.

**NOACK Volatility Test
ASTM D-5800**



The low volatility of AMSOIL XL-7500 5W-20 Motor Oil reduces oil consumption and improves fuel efficiency.

Stock #	Qty.	CC's	U.S. Cost	Can. Cost
XLM-QT	(1) quart	2.80	4.15	6.70
XLM-01	(12) quarts	33.60	47.40	76.80
XLM-30	30-gal. drum	262.00	437.00	709.00
XLM-55	55-gal. drum	434.00	790.00	1281.00

To order call 1-800-777-7094



AMSOIL INC.
SYNTHETIC LUBRICANTS
AMSOIL BUILDING
Superior, WI 54880-1527
(715) 392-7101
Internet: www.amsoil.com

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