



# ACTION NEWS

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The First in Synthetics

DECEMBER 2001

## Bus Fleet Cuts Costs With AMSOIL

AMSOIL 15W-40 Synthetic Heavy Duty Diesel and Marine Motor Oil and Dual-Gard Filtration System Put to the Test



Vehicle	Metal	Type of Oil	Parts Per Million	Type of Oil	Parts Per Million	% Reduction
Bus #4	Iron (Fe)	Rotella	170	AMSOIL	146	-14 %
	Copper (Cu)		34		35	+3 %
	Aluminum (Al)		68		16	-76 %
	Lead (Pb)		26		7	-73 %
					<b>Average</b>	<b>-44 %</b>
Bus #7	Iron (Fe)	Rotella	126	AMSOIL	53	-58%
	Copper (Cu)		42		14	-67%
	Aluminum (Al)		98		6	-94%
	Lead (Pb)		42		16	-62%
					<b>Average</b>	<b>-70%</b>
Bus #2	Iron (Fe)	Rotella	136	AMSOIL	49	-64%
	Copper (Cu)		234		10	-96%
	Aluminum (Al)		117		8	-93%
	Lead (Pb)		39		0	-100%
					<b>Average</b>	<b>-88%</b>



## From the President's Desk...



Today, in these highly competitive times, businesses are looking harder than ever for ways to cut operating costs. You can help them do that by introducing them to AMSOIL products. Any business or governmental agency that operates a fleet of cars or trucks, any farmer who operates farm equipment, any excavating business that operates heavy equipment and dump trucks, any manufacturing business that operates compressors or special purpose machines that require lubrication – you can help them all cut costs with AMSOIL products.

In addition, retailers today are looking for products that will both expand their present markets and increase their profits on every sale. AMSOIL products fit the bill on both counts. Consumers are now actually looking for AMSOIL products on the shelf and they will buy them where they find them. A retailer will make more profit on a quart of AMSOIL Motor Oil than on any other brand on his shelf. In addition, AMSOIL users are loyal customers who return time after time to where they find AMSOIL products. The store will see increased traffic, making it very likely that its overall sales will increase.

In conjunction with our Dealers, we have conducted a number of demonstrations in recent years that point out the savings that can be achieved using AMSOIL Synthetic Lubricants and By-Pass Filters. In one demonstration, a 1995 Freightliner FD-120 powered by a Detroit 60 Series diesel engine went 212,326 miles on one AMSOIL oil change with no signs that it should be changed (based on oil analysis). Using petroleum oil, the truck would have required 42 oil changes and 42 full flow filters. In addition, wear metals decreased after switching to AMSOIL, indicating reduced engine wear and longer engine life.

In another such demonstration, five 1996 Kenworth class 8 tractors equipped with Cummins N-14 ESP3

engines were run over 250,000 miles on two oil changes using AMSOIL Synthetic Motor Oil. The results for all five trucks were excellent, and included less wear, less downtime, and increased fuel economy. The oil performed flawlessly.

Demonstrations on three 1997 International 3800 school buses with 6-cylinder Detroit Diesel engines showed a sharp reduction of wear metals using AMSOIL lubricants. This means less wear was occurring even though our oil was being used three to four times longer between drains than buses using conventional petroleum oils. Also, fuel economy increased 3-5% in the buses using AMSOIL.

In each of these demonstrations, drain intervals were increased, engine wear was reduced, and fuel economy was improved. The equipment experienced much less downtime and bottom line... the customer saved money! And environmentally, the use of our synthetic lubricants resulted in much, much less used oil to dispose of.

On the surface, a purchasing agent simply looking at our prices would expect that using AMSOIL lubricants would be more expensive than using conventional petroleum lubricants. That's where you come in, because when you explain our longer drain intervals, reduced downtime, and longer equipment life, they'll realize that AMSOIL lubricants always wind up costing less and performing better. That's music to most buyers ears!

The time is definitely right for our Dealers to focus on commercial and retail sales. You have a lot to offer. Our name recognition and excellent reputation precede us wherever we go. That fact was illustrated quite emphatically to Direct Jobber Roger Silcox from Edmonton, Alberta Canada, at a snowmobile show last month.

Roger told my son, Alan, that AMSOIL was "huge" at the show. He couldn't emphasize enough how excited showgoers were about AMSOIL products, saying customers were thrusting their credit cards at his booth to buy oil. They sold \$1,000 worth in the first three hours and took orders from then on. Roger said they could have easily sold \$5,000 worth and next year they are coming prepared!

That's exciting news, but it's not untypical of what's going on out there. I'm sure AMSOIL's popularity at this show did not go unnoticed by those in the retail snowmobile supply business. They, like so many other retailers out there, are going to be looking for a source of supply for these hot AMSOIL synthetic products. Who's going to be the Dealer to sign them up?

As I write this, it is nearly Thanksgiving and still over a month until Christmas. But by the time you receive your ACTION NEWS, it will be getting very close. With that in mind, I want to be sure to wish you and your families all the best for the Holidays and for an outstanding New Year. I am very thankful for all of you. Together we've built a marvelous company. Your support and friendship have always been very important to me personally. Happy Holidays!

A handwritten signature in blue ink that reads "A. J. Amatuzio". The signature is fluid and cursive, with a large initial "A" and "J".

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

# DEALERS IN ACTION!

## What do you do when your car accumulates over 300,000 Miles? Kenneth Lindland gave his to AMSOIL!



Lindland was proud to display his high mileage car.

Kenneth Lindland, a retired preacher from Grass Lake, Michigan, didn't really know what he was getting into when he purchased his used 1985 Pontiac Parisienne from his wife Agnes' brother in 1989. At that time, the car had just over 57,000 miles on it, and Lindland said he would be happy if the car simply held together until 137,000 miles.

He got all of that, and a lot more.

"The last thing on our minds when we obtained this car from Agnes' brother was that we would drive it an unusual number of miles," Lindland said. "I figured if we drove it to 137,860 miles that we would have our money's worth out of a totally depreciated car." Lindland soon had to recalculate his depreciation figures to 150,000 miles, and then to 200,000 miles. He would be recalculating those figures for quite some time, because the car was just too good to part with. "Because I had such short-term mileage expectancies for the car," Lindland said, we didn't 'over-protect' it. We used it for jobs like hauling firewood and gravel at our cottage. This car vastly outperformed all of our expectancies."

Because the car kept running dependably past all of his benchmarks after becoming fully depreciated, Lindland realized that the car was actually making him money at the depreciation figure of 10 cents per mile. By the time it had accumulated over 330,000 miles, Lindland decided it had saved him the nearly \$20,000 he would have spent on acquiring a new car. So when it came time for the Lindlands to purchase a motor home, those savings were instrumental in the decision to make the purchase. "This Pontiac actually bought our motor home for us debt free," Lindland said.

Lindland credits the car's long service life to using AMSOIL synthetic motor oil in the engine since the day he bought it. "I'm very grateful for the longevity which I believe AMSOIL gave to our vehicle," Lindland

said. "We've kept it up, but as far as I'm concerned, the secret is lubrication."

Lindland also credits AMSOIL synthetic motor oil with savings associated with the costs of motor oil and motor oil disposal. "We have changed the oil only 11 times (every 25,000 miles) while we owned the car," Lindland said. "If we used conventional oils changed at conventional 3,000 mile intervals it would have required more than 400 quarts to last this long. We have used only 55 quarts for the oil changes and 13 extra quarts when changing filters. Just think how much oil this kept out of disposal units!"

Although the car has accumulated more than 340,000 miles, the engine and transmission are in remarkably good shape. In fact, it ran so well through the years that the head was never removed for any repairs. Lindland had a compression test done on the vehicle in December 2000, and could barely believe the results. The highest and lowest recorded cylinder pressures were only eight pounds apart.

Unfortunately, all good things must come to an end. Although the car seemed to have many miles left to travel, Lindland's wife Agnes finally convinced him that it was time to purchase a newer car. "The longer he had the vehicle," she said "the harder it was to make him get rid of it." It was with great reluctance on Kenneth's part that the Lindlands purchased another car. With appreciation they gave their Parisienne to AMSOIL INC. "I feel very indebted to AMSOIL," Lindland said. "No way would this car have given us this fine service with conventional oils." The Lindlands drove up the 700 miles from Grass Lake, Michigan, to Superior, Wisconsin, to deliver their Parisienne to Superior on June 26, 2001. The car is now being driven by an AMSOIL employee to see how many more miles can be added to the 340,000.



Lindland said that the extra life he got out of his 1985 Pontiac Parisienne more than paid for his motor home.

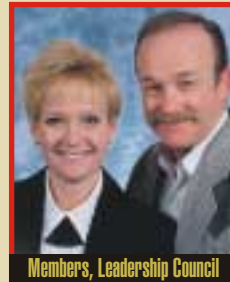
# MONTHLY LE



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



**Ray & Arlene Schmit**  
Minnesota  
★★Regency Platinum Direct Jobbers  
Second—Leaders in Total Organization  
Second—Leaders in Personal Group Sales  
Fourth—Leaders in Commercial & Retail Marketing  
Fifth—Group With Highest New Dealer Sponsorship  
Fourth—Most New Qualified Dealers & Accounts



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



**Leonard & Eunice Pearson**  
Washington  
★Regency Platinum Direct Jobbers  
Fourth—Leaders in Total Organization  
Fifth—Leaders in Personal Group Sales  
Third—Group With Highest New Dealer Sponsorship



**Members, Leadership Council**  
**Carl & Kimberlee McNamee**  
Ontario  
Regency Gold Direct Jobbers  
Eighth—Leaders in Total Organization  
Ninth—Leaders in Personal Group Sales



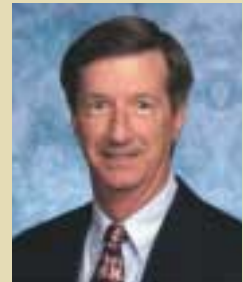
**Members, Leadership Council**  
**Gerry & Patricia Reid**  
Virginia  
Regency Gold Direct Jobbers  
Ninth—Leaders in Total Organization  
Sixth—Leaders in Personal Group Sales  
Sixth—Most New Qualified Dealers & Accounts



**Bud & Lorna Bourquin**  
Minnesota  
Regency Direct Jobbers  
Tenth—Leaders in Total Organization  
Seventh—Leaders in Personal Group Sales



**Daniel & Judy Watson**  
Florida  
Regency Silver Direct Jobbers  
Tenth—Leaders in Personal Group Sales



**David B. Richardson**  
Ohio  
Direct Jobber  
Second—Leader in Commercial & Retail Marketing



**Linda & Steve Cross**  
Colorado  
Regency Silver Direct Jobbers  
Fourth—Group With Highest New Dealer Sponsorship



**Steven Hanson**  
Minnesota  
Direct Dealer  
**FIRST**—Most New Qualified Dealers & Accounts



**Lynn & Beth Pabst**  
Wisconsin  
Executive Direct Jobbers  
Second—Most New Qualified Dealers & Accounts



**Greg Landuyt**  
Indiana  
Direct Jobber  
Third—Most New Qualified Dealers & Accounts



**Eric W. Dalgaard**  
Minnesota  
Direct Jobber  
Fifth—Most New Qualified Dealers & Accounts

# ADERS

September  
2001

# HALL OF FAME

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



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*  
*Third—Leader in Personal Group Sales*



**David & Carol Bell**  
*Texas*  
Regency Platinum Direct Jobbers  
*Seventh—Leaders in Total Organization*  
*Fourth—Leaders in Personal Group Sales*  
**FIRST**—Leaders in Commercial & Retail Marketing  
*Eighth—Most New Qualified Dealers & Accounts*



**Bill and Donna Durand,**  
★★★★Regency Platinum



**Michael Ellis**  
*Michigan*  
Regency Direct Jobber  
*Third—Leader in Commercial & Retail Marketing*



**Greg & Debra McKenzie**  
*Alberta*  
Premiere Direct Jobbers  
*Fifth—Leader in Commercial & Retail Marketing*



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



**Shirley Green,**  
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**Dorothy Hansen,**  
Regency Platinum



**George & Shirley Douglas**  
*Florida*  
Regency Gold Direct Jobbers  
*Seventh—Most New Qualified Dealers & Accounts*



**Michael & Eileen Kaufman**  
*Michigan*  
Premiere Direct Jobbers  
*Ninth—Most New Qualified Dealers & Accounts*



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



**Harold and Marcile Hartman,**  
Regency Platinum

# HIGHER LEVELS OF

## REGENCY PLATINUM DIRECT JOBBERS



David and Carol Bell  
Texas

## PREMIERE DIRECT JOBBERS



Arthur and Nenita  
Nesmith  
Texas



David and Maureen  
Vlodarchyk  
Ontario



Daniel & Sandi  
Wilhelm  
Ontario

## NEW DIRECT JOBBER



Mark Desantis  
New York  
Sponsor: Valentine Sanford  
Direct Jobber: Shirley Green

**2500 Level Honors** 2500 monthly commission credits 25 Dealers sponsored

**Jake and Vanessa Akin**, Texas Sponsor: Alfred F. Ziska

**2000 Level Honors** 2000 monthly commission credits 20 Dealers sponsored

**Thomas and Sandra Siderius**, Michigan Sponsors: Darrell and Marylou Chapel

**1500 Level Honors** 1500 monthly commission credits 15 Dealers sponsored

**Norman E. Ayres**, Nevada Sponsor: Patrick Scott McPherson

**Galyn J. Broders**, Idaho Sponsors: Mark and Sherree Schell

**James F. Thomas**, Wisconsin Sponsor: Edie Villers

**1000 Level Honors** 1000 monthly commission credits 10 Dealers sponsored

**Brian and Kimberly Duffy**, Ohio Sponsor: William G. Boyce, Jr

**Fred Weaver**, Pennsylvania Sponsors: Vincent and Ruth Santell

**500 Level Honors** 500 monthly commission credits 5 Dealers sponsored

**Ruth and Robert Anderson**, Ohio Sponsors: Reinert and Diana Lindland

**Norman and Alpha Bean**, Arkansas Sponsors: Harry and Thelma Rowlands

**Robert and Cathy Binder**, Alaska Sponsors: Lyle and Rosemary Wilcox

**Bill R. Brown**, Minnesota Sponsor: Eric W. Dalgaard

**Buford W. Brown**, Virginia Sponsors: Donald and Lina Nichols

**Joseph C. Broyles**, New Hampshire Sponsor: Joseph E. Broyles

**Ivan P. Chupp**, Ohio Sponsor: Aden A. Stutzman

**S.D. Copp**, Arizona Sponsors: Ken and Felice Sherwin

**Edward G. Di Panni Jr.** Florida Sponsors: Albert and Barbara King

**Pete B. Hetterle**, Washington Sponsors: Leonard and Eunice Pearson

**Heather C. Hirschman**, Delaware Sponsors: Robert and Helen Czczok

**Bryon Jones**, Oklahoma Sponsors: Patrick and Donna Grady

**Robert and Linda Korenke**, Idaho Sponsors: Mark and Sherree Schell

**Gary and Cindy Linstead**, Washington Sponsors: Leonard and Eunice Pearson

**Thomas Jr. and Judy MacBride**, Maryland Sponsors: Jerry and Judy Goss

**Robert V. Papale**, New Jersey Sponsor: James M. Ball, Jr.

**Nathan B. Peszko**, Virginia Sponsors: Raymond and Karen Peszko

**Charles Rose**, Wisconsin Sponsor: Ted Mainwaring

**Roger and Jennifer Sawyer**, Minnesota Sponsor: George D. Will

**Rodney and Kim Simons**, Minnesota Sponsors: Ray and Arlene Schmit

## NEW DIRECT DEALERS



**Victor A. Sorlie**  
*Texas*  
Sponsors:  
Robert and Marcia Weil  
Direct Jobbers:  
Robert and Marcia Weil



**Steven Hanson**  
*Minnesota*  
Sponsors:  
Lynn and Beth Pabst  
Direct Jobbers:  
Lynn and Beth Pabst



**Thomas M. Schmit**  
*Minnesota*  
Sponsors:  
Ray and Arlene Schmit  
Direct Jobbers:  
Ray and Arlene Schmit

**300 Level Honors** 300 monthly commission credits 3 Dealers sponsored

**John Applebee**, *Connecticut* Sponsors: Larry and Felicity Freese  
**Eldon and Patricia Barone**, *Ohio* Sponsors: Alvin and Magdalena Wengred  
**Matt and Amy Boschae**, *Wisconsin* Sponsor: Mark E. Niemuth  
**Lewis L. Brown**, *California* Sponsors: Eugene and Lucille Haskell  
**Ralph A. Burt, II**, *Florida* Sponsor: Larry K. Perry  
**John and Connie Conolly**, *Colorado* Sponsor: Shawn Haddock  
**David Groethe**, *South Dakota* Sponsors: Ray and Arlene Schmit  
**Benjamin D. Hall**, *Virginia* Sponsor: Buford W. Brown  
**Fred and Trudy Harrison**, *Pennsylvania* Sponsors: Alan and Carol Harrison  
**Ronald and Lucinda Kemp**, *Tennessee* Sponsors: Robert and Cathy Binder  
**Gary J. Kleser**, *Wisconsin* Sponsors: Kenneth and Lorna Kerkman  
**Bryan and Shannon Kuhlman**, *Alabama* Sponsors: Don and Brenda Cole  
**Karl D. Lindquist**, *Wisconsin* Sponsors: Steven and Nickie Kerkvliet  
**Augustine and Louis Losada**, *California* Sponsors: Phillip and Judith Wickersham  
**Leonel Macias**, *Texas* Sponsors: Todd and Camilla Westfall  
**Frederick and Ann Moore**, *Nevada* Sponsor: Norman E. Ayres  
**Joseph R. Morris**, *Massachusetts* Sponsors: Raymond and Paulette Desmarais  
**Dale and Carol Niska**, *Minnesota* Sponsors: Ray and Arlene Schmit  
**Ken L. Nyhus**, *Wisconsin* Sponsors: Steven and Nickie Kerkvliet  
**Tom Nykolayko**, *Wisconsin* Sponsor: Edie Villers  
**Robert F. O'Marah**, *New York* Sponsor: Matthew A. Maryhugh  
**James W. Phye**, *California* Sponsors: Richard and Delores Nichol  
**Doug J. Rennich**, *Wisconsin* Sponsor: William H. Blain  
**John S. Ripic**, *Pennsylvania* Sponsor: Stephen S. Cashman  
**Paul J. Rudquist**, *Minnesota* Sponsors: Richard and Wanda Wood  
**Thomas Jr. and Edythe Sack**, *Colorado* Sponsors: Wayne and Barbara Pierson  
**Kenneth L. Seymour**, *Florida* Sponsors: Daniel and Judy Watson  
**Charles W. Smith**, *Ohio* Sponsors: Stephen and Vicki Smith  
**Scott T. Swendson**, *Wisconsin* Sponsors: Todd and Diana Hill  
**Sinclair P.H. Taniguchi**, *Hawaii* Sponsor: Mario Yano  
**Jason F. Welch**, *Alabama* Sponsor: Renate M. Goehring  
**Billy and Ethel Wells**, *Texas* Sponsors: Edward Jr. and Dessa Anderson  
**Duane and Mary Jo Whaley**, *California* Sponsors: Gary and Diane Thieschafer  
**Mark and Karen Wilson**, *New York* Sponsor: William K. Shirk  
**Fred and Linda Winter**, *Idaho* Sponsor: Galyn J. Broers

# AMSOIL Proves Superior in Clark County Field Test

In order to demonstrate the effectiveness of AMSOIL 15W-40 Synthetic Heavy Duty Diesel and Marine Motor Oil and the AMSOIL Dual-Gard filtration system in reducing operating expenses, AMSOIL and Direct Dealer Bill Andes began an ongoing field test in October 1998 with the bus fleet of the Clark County Board of Mental Retardation & Developmental Disabilities (MR/DD) in Springfield, Ohio.

Participating in the field test are three 1997 International 3800 school buses, two equipped with Detroit 466 diesel engines and one with a Detroit 466E diesel engine. Each had previously been running a conventional petroleum-based oil.

Prior to starting the field test, four goals were set:

1. The reduction of fuel consumption through the superior lubricity and reduced viscometric drag provided by AMSOIL 15W-40 Synthetic Heavy Duty Diesel and Marine Motor Oil. Verification of this goal will be obtained by comparing previously documented fuel mileage reports using petroleum oils with fuel mileage reports of the same vehicles now using AMSOIL diesel oil.
2. The extension of fluid drain intervals due to the superior synthetic chemistry and additive system of AMSOIL Synthetic Heavy Duty Diesel and Marine Motor Oil, along with the additional efficiency provided by the AMSOIL Dual-Gard filtration system.
3. The reduction of maintenance costs due to the superior wear protection and extended drain intervals provided by AMSOIL Synthetic Heavy Duty Diesel and Marine Motor Oil and the AMSOIL Dual-Gard filtration system.
4. Provide the above-mentioned benefits without compromising the mechanical integrity of the equipment.

Baseline samples of the petroleum oil already in the crankcase were obtained, tested and documented. Next, the oil was drained and the engines flushed with AMSOIL Engine Flush. AMSOIL BMK-12 Filter Mounts,



two BE-110 By-pass Filtration elements and AMSOIL 15W-40 Synthetic Heavy Duty Diesel and Marine Motor Oil were installed in each vehicle.

Oil samples from each bus are drawn and tested at 4000-mile intervals, the normal oil drain interval practiced by MR/DD when using conventional lubricants. Data obtained from the oil samples serves to determine the following:

1. Fluid and vehicle baselines
2. The mechanical condition of the vehicles
3. Ability of the equipment to continue functioning as a demonstration vehicle
4. Rate of internal equipment wear
5. Serviceability of fluids and filters

Once drawn, each oil sample is reviewed in the areas of elemental analysis (including wear metals, contaminants and additives), physical properties (including viscosity, total acid number and total base number) and contamination (including water, solids, glycol, oxidation, fuel soot and fuel dilution).

Oil condemnation limits vary due to individual engine idiosyncrasies, operating conditions and time the fluid has been in service.

## Observations

As of May 1, 2001, the buses had accumulated a total of 182,426 miles without oil changes, and several benefits associated with running the AMSOIL products have been realized. First, both labor and vehicle downtime have been reduced. While using the previous petroleum-based motor oil, the Clark County Board of MR/DD was accustomed to changing oil at 4,000-mile intervals. They now plan to extend their intervals to 10,000 miles and beyond if supported by oil analysis results. The chart below shows the comparison figures.

As for the aftermarket full flow oil filters, the original intention was to change them every 6,000 to 10,000 miles, but after careful review of oil analysis results, it was determined that because of the efficiency of the AMSOIL

Bus Number	Miles on AMSOIL without being changed	# of Petroleum oil changes (based on 4,000-mile interval)	# of AMSOIL oil changes (based on 10,000-mile interval)
4	45,465	12	5
7	71,185	18	8
22	65,776	17	7



Dual-Gard filtration system, 10,000- to 12,000-mile intervals were easily obtainable on the full-flow filters.

For demonstration purposes, the BE-110 filter elements remained unchanged for a 2-year period. However, after review, it was determined that under normal conditions it would be beneficial to change them after a 40,000- to 50,000-mile interval.

Engine wear rates have decreased significantly since changing to AMSOIL 15W-40 Synthetic Heavy Duty Diesel and Marine Motor Oil. High temperature operating conditions have also been reduced. This leads to enhanced engine protection, and ultimately, to longer engine life. Because the engines have been operating more efficiently, three to five percent gains in fuel economy have also been realized. The chart below compares the levels of wear particles present in the previous conventional oil with the levels present in the AMSOIL as of May 2001. The condition of the AMSOIL at various testing intervals is documented to the right.

## Conclusion

Overall, this field demonstration was highly successful for AMSOIL. The oil analysis data indicate that AMSOIL products deliver uncompromising protection and performance. AMSOIL provides longer equipment life and reduced downtime, longer drain intervals, significant decreases in wear rates and operating temperatures and dramatic improvement in engine performance when compared to conventional petroleum oils.

Oil Analysis - Bus #4								
Mileage	Viscosity (100°C)	Percent (%) of the amount allowable			Parts Per Million (PPM)			
		OXD	NOX	TBN	Fe (Iron)	Pb (Lead)	Cu (Copper)	Al (Aluminum)
0	15.2	0.0	0.0	12.0	0	0	0	0
3883	11.6	7.8	4.3	12.7	17	1	2	7
5378	12.3	23.3	8.6	9.9	20	3	4	8
9700	14.0	4.4	7.1	13.0	40	2	4	8
22885	12.0	7.8	15.7	12.1	89	3	11	7
34059	12.4	21.1	15.7	12.4	134	5	30	12
45465	12.2	20.0	18.6	11.9	146	7	35	16

Oil Analysis - Bus #7								
Mileage	Viscosity (100°C)	Percent (%) of the amount allowable			Parts Per Million (PPM)			
		OXD	NOX	TBN	Fe (Iron)	Pb (Lead)	Cu (Copper)	Al (Aluminum)
0	15.2	0.0	0.0	12.0	0	0	0	0
3614	12.8	1.0	2.8	12.9	5	1	1	6
4126	13.6	3.3	4.3	9.8	9	3	3	7
10607	13.9	2.2	10.0	11.9	12	2	2	6
22428	12.9	10.0	10.0	12.2	30	5	27	8
31569	13.2	15.6	14.3	11.0	28	1	12	5
42647	13.6	25.6	18.6	10.6	61	12	38	9
58055	14.0	27.8	21.4	10.5	73	20	30	10
71185	14.2	17.8	20.0	10.7	53	16	14	6

Oil Analysis - Bus #22								
Mileage	Viscosity (100°C)	Percent (%) of the amount allowable			Parts Per Million (PPM)			
		OXD	NOX	TBN	Fe (Iron)	Pb (Lead)	Cu (Copper)	Al (Aluminum)
0	15.2	0.0	0.0	12.0	0	0	0	0
2732	13.4	1.1	2.8	7.8	7	2	12	6
3680	12.3	7.8	4.3	12.8	8	1	1	8
14329	12.5	5.6	10.0	12.9	14	4	3	6
20905	13.4	11.1	10.0	12.3	26	7	5	8
30671	12.8	6.7	11.4	9.1	28	6	6	7
41196	13.1	16.7	14.3	11.7	36	6	11	7
52983	13.7	21.1	15.7	11.2	44	7	19	7
65776	13.8	12.2	14.3	11.0	49	0	10	8

## Oil Analysis Comparison: Petroleum Oil at 4,000 miles vs. AMSOIL Motor Oil at 45,465 miles to 71,185 miles

Vehicle	Metal	Type of Oil	Parts Per Million	Type of Oil	Parts Per Million	% Reduction
Bus #4	Iron (Fe)	Rotella	170	AMSOIL	146	-14 %
	Copper (Cu)		34		35	+3 %
	Aluminum (Al)		68		16	-76 %
	Lead (Pb)		26		7	-73 %
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	Copper (Cu)		42		14	-67%
	Aluminum (Al)		98		6	-94%
	Lead (Pb)		42		16	-62%
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Bus #22	Iron (Fe)	Rotella	136	AMSOIL	49	-64%
	Copper (Cu)		234		10	-96%
	Aluminum (Al)		117		8	-93%
	Lead (Pb)		39		0	-100%
					<b>Average</b>	<b>-88%</b>

# Reduce Dependence on Foreign Oil With AMSOIL Synthetic Lubricants

It is a time of increased awareness. We've seen fuel prices in a constant state of fluctuation over the past few years, and it has caused us to seek ways to get more for our gasoline dollar. At times, prices have climbed high enough to cause many people to alter their driving habits, including the cancellations of vacations and long road trips. All of this has served to make Americans more aware of our nation's dependence on foreign oil. Now is also a time of renewed patriotism and desire to "buy American." How can using AMSOIL synthetic lubricants increase fuel economy and help decrease dependence on foreign oil?

Refined petroleum-based lubricants are composed of irregular molecules of various sizes. As the molecules slip across each other, they create friction which adversely affects both wear protection and fuel economy. AMSOIL synthetic lubricants, on the other hand, contain only smooth, uniform molecules which easily slip across each other, effectively keeping friction to a minimum. This allows fuel to be diverted from the task of overcoming friction to reaching the drivetrain, decreasing overall fuel consumption.

Conventional lubricants are also very susceptible to volatility. When their lighter molecules "boil off" during hot operating conditions, the oil becomes thick and more difficult to pump, consuming more energy and reducing fuel economy. Because AMSOIL synthetic lubricants contain uniformly sized molecules, they lose very little to volatility and keep fuel economy high.

AMSOIL synthetic motor oils, gear lubes and drivetrain fluids consistently yield increases in fuel economy. Industry tests demonstrate that an average passenger car can conservatively decrease its fuel consumption by two to five percent by switching to synthetic lubricants, while independent testing shows that trucks can decrease fuel consumption by 8.2 percent. Many AMSOIL customers report even larger gains in fuel economy.

Based on 1998 Domestic Fuel Consumption data, American cars consume 72 billion gallons of gasoline per year. If all these vehicles switched to using AMSOIL synthetic lubricants and gained a five percent increase in fuel economy, America would save a staggering 3.66 billion gallons of fuel. That's enough fuel to drive to the moon and back more than 163,000 times. It's enough to drive to the sun and back 420 times.

By taking advantage of the extended drain intervals of AMSOIL synthetic lubricants, oil usage is also sig-



nificantly reduced. People can reduce the amount of oil they use by as much as 80 percent by switching to AMSOIL.

**AMSOIL synthetic lubricants are made in the USA.**

## Domestic Fuel Consumption Data Documentation

The numbers in this calculation were based on 1998 data on Domestic Motor Fuel Consumption by Type of Vehicle, 1970-1998. \* The most recent year for complete data was 1998, but each succeeding year has seen an increase in these numbers, so it can be postulated that the numbers would actually be higher.

### Cars

**Fuel Consumption:** All cars 72 billion gallons  
2% of 72 billion = 1.44 billion gallons  
5% of 72 billion = 3.66 billion gallons  
Average miles per gallon: 21.4 miles per gallon  
at 2% fuel savings = 30.8 billion miles (1.44 x 21.4)  
at 5% fuel savings = 78.3 billion miles (3.66 x 21.4)

### How far is 30.8 billion miles?

**Distance to Sun: 93 million miles** Round Trip: 186 million miles  
To Sun & Back: 165 round trips if fuel use is reduced 2%  
420 round trips if fuel use is reduced 5%

Distance to Moon: 238,857 miles Round Trip: 477,714 miles  
Trips to Moon & Back: 64,473 round trips if fuel use is reduced 2%  
163,000 round trips if fuel use is reduced 5%

### Trucks

**Fuel Consumption:** All trucks 30.8 billion gallons  
Fuel savings by switching to AMSOIL lubricants in engine and drivetrain = 8.2%  
8.2% of 30.8 billion = 2.52 billion gallons  
Average miles per gallon: 6.4 miles per gallon  
2.52 billion gallons @ 6.4 miles per gallon = 16.128 billion miles

This equates to 86 trips to the sun and back (16.128 billion divided by 186 million)  
Or 33,760 trips to the moon and back (16.128 billion divided by 477,714)

### Bottom Line: AMSOIL Saves You Money.

\* p. 640, U.S. Census Bureau, Statistical Abstract of the United States, 2000

# AMSOIL Signs Two-year Agreement With LaRocco

## Motocross Racing Legend Wants AMSOIL Products in His Bike ... and on His Side

AMSOIL, the leader in synthetic lubricants, has reached an agreement with Factory Connection to sponsor Mike LaRocco and its junior riders for two more years.

The deal keeps AMSOIL synthetics in the team's motorcycles through 2003.

"Like AMSOIL, Mike and Team Owner Rick Zielfelder are committed to excellence," said AMSOIL Racing Coordinator John Schuldt. "They are great representatives for us. Together, we're an unstoppable combination and remain a force in motorcycle racing."

LaRocco, a 14-year veteran rider, is the reigning World Motocross Champion. He finished the 2001 supercross season in third place and the national outdoor season in fourth. Mike made big news this past motocross season by riding the Honda four-stroke bike in competition. The AMSOIL/Dr. Martens/Journeys Team begins its quest for a supercross title in January. For more on Mike LaRocco and Team AMSOIL racing go to [www.amsoil.com](http://www.amsoil.com).



Photo Courtesy of Jim Sanderson



Photo Courtesy of Steve Bruehn

LaRocco signs with AMSOIL for two more years.

### 2002 EA Sports Supercross Schedule

Round 1	Jan. 5	Anaheim, CA
Round 2	Jan. 12	San Diego, CA
Round 3	Jan. 19	Anaheim, CA
Round 4	Jan. 26	Phoenix, AZ

The complete schedule at [www.amsoil.com](http://www.amsoil.com).  
All events are televised.



Photo Courtesy of Jim Sanderson

The AMSOIL/Dr. Martens/Journeys Team Transporter.

## LaRocco Rolls Dice in Las Vegas AMSOIL Rider Stands on Podium

Mike LaRocco proved again that he may be the senior citizen on the supercross circuit, but he's still on top of his game and the youngsters will have to respect their elders.

LaRocco rolled the dice at 2001 U.S. Open Supercross in Las Vegas and wound up a winner.

LaRocco, on his 250cc Honda, finished second in one heat and won the other. Those wins propelled Mike to the main events where he finished third and fifth, respectively, for an overall fourth place finish.

## AMSOIL Sprint Car Team Is National Champion



Zach Chappell raced his sprint car to the top of the national standings.

AMSOIL-sponsored Zach Chappell is the 2001 American Sprint Car Series (ASCS) champion. Chappell won the title while racing at the Devil's Bowl Nationals in Mesquite, Texas. The Talala, OK native had a considerable lead in the overall points standings and needed only to qualify for both feature races to win the national crown, which he did.

Zach's sister Stephanie is also sponsored by AMSOIL. She finished the season ninth in the national ASCS standings.

Congratulations to Zach and Stephanie on tremendous seasons.

## Team AMSOIL Snocross Off to Flying Start



DJ Eckstrom of Team AMSOIL Snocross is one of the best in the world. Last year he finished third in Pro Open and fourth in Pro Stock.

The Team AMSOIL Snocross Team is off and racing toward 2001-2002 WSA titles. Owner Steve Scheuring is expecting great things from veteran riders DJ Eckstrom and Justin Tate. Eckstrom and Tate finished last season as two of the top snocross pilots in the world.

# AMSOIL for the Holidays

AMSOIL Promotional Items Make Outstanding Holiday Gifts



## New AMSOIL Metal Racers™

Collectible AMSOIL ATV and Snowcross Metal Racers™ feature high quality diecast metal and incredible detail and functionality. ATV comes complete with working front and rear suspensions, functional steering action and rotating drive belts. Snowmobile features working suspension and rotating tread track. Both collectibles feature prominent AMSOIL logos and are accessorized with authentic tools and interchangeable parts. Make great gifts for children and adults alike. Color subject to availability.

Stock #		U.S.	Can.
G-1773	ATV Racer	6.95	11.25
G-1774	Snowcross Racer	6.95	11.25



## New AMSOIL A.J. Amatuzio Signature Series Race Jacket

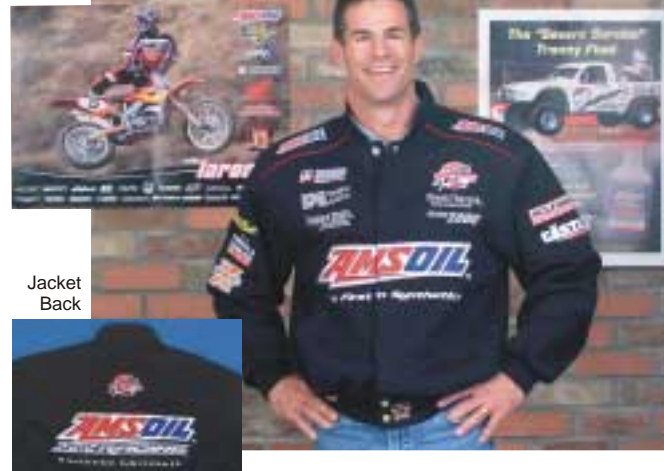
The new AMSOIL A.J. Amatuzio Signature Series Race Jacket is a real attention-getter. Modeled after NASCAR-style jackets, the AMSOIL Race Jacket features large embroidered AMSOIL logo and

Stock #	Size	U.S.	Can.
G-1748	XS	97.00	158.00
G-1721	S	97.00	158.00
G-1722	M	97.00	158.00
G-1723	L	97.00	158.00
G-1724	XL	97.00	158.00
G-1725	XXL	97.00	158.00
G-1726	XXX	97.00	158.00
G-1727	Youth L	87.00	141.00

products on the front, AMSOIL racing sponsorships on the sleeves and large AMSOIL racing logo on the back. High quality jacket features 14.5 oz. brushed twill, satin lining with an inside pocket, knit cuff and waistband, shoulder pads, racing collar and stainless steel snaps. These jackets normally run in excess of \$200, but AMSOIL is offering them below cost for Dealers and Preferred Customers. Makes an excellent Christmas gift. Made in the USA. Large, generous fit. In doubt, order one size smaller than you normally do. Sizes Extra Small-XXXL, Youth L.

Mike LaRocco Poster  
G-1673 2.00 U.S. 3.20 Can.

AMSOIL ATF Poster  
G-1691 2.00 U.S. 3.20 Can.



Jacket Back



Shirt Back



## New Long Sleeve Racing T-Shirt

The new AMSOIL long sleeve racing T-shirt features sharp new AMSOIL racing logos on the front and back and "AMSOIL Racing" on the sleeves. Coordinates nicely with the new AMSOIL A.J. Amatuzio Signature Series Race Jacket. Features 50 percent cotton and 50 percent polyester for longer wear and less fading. Sizes S-XXXL.

Stock #	Size	U.S.	Can.
G-1736	S	16.95	27.25
G-1737	M	16.95	27.25
G-1738	L	16.95	27.25
G-1739	XL	16.95	27.25
G-1740	XXL	17.95	28.95
G-1741	XXXL	17.95	28.95





### Team AMSOIL Diecast Model

This heavy duty 1/64 scale diecast model of the Team AMSOIL snocross transporter is detailed right down to the custom paint job, simulated chrome, rubber tires, working rear door and more! Perfect for the collector on your list.

Stock #	U.S.	Can.
G-1640	69.95	112.50

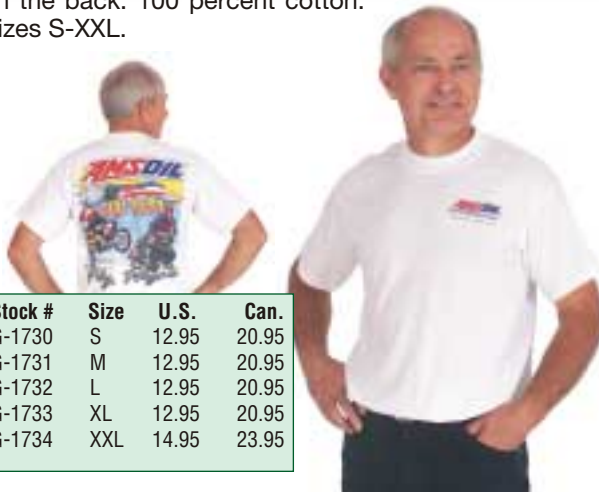
### AMSOIL Sport Jersey

Large AMSOIL logos, both front and back, dominate a color-charged sport-stripe look. Cool in the summer and warm in the winter, this long-sleeve jersey is cut for generous fits. Sizes S-XXL.

Stock #	Size	U.S.	Can.
G-1617	S	39.95	64.50
G-1618	M	39.95	64.50
G-1619	L	39.95	64.50
G-1620	XL	39.95	64.50
G-1621	XXL	41.95	67.75

### New AMSOIL Multi-Race T-Shirt

The new AMSOIL multi-race T-shirt features left crest logo design on the front and attractive motocross bike, snocross sled and formula one race boat images on the back. 100 percent cotton. Sizes S-XXL.



Stock #	Size	U.S.	Can.
G-1730	S	12.95	20.95
G-1731	M	12.95	20.95
G-1732	L	12.95	20.95
G-1733	XL	12.95	20.95
G-1734	XXL	14.95	23.95

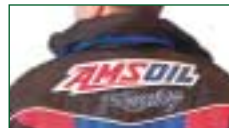
### Winter Race Jacket

Exceptional quality and warmth highlight the AMSOIL Winter Race Jacket, modeled after the official Team AMSOIL snocross race jackets. Includes cozy fleece lining, four exterior zippered pockets, two interior pockets and a belted waist for extra warmth and style. Sizes S-XXL.



Stock #	Size	U.S.	Can.
G-1626	S	189.00	305.00
G-1627	M	189.00	305.00
G-1628	L	189.00	305.00
G-1629	XL	189.00	305.00
G-1630	XXL	199.00	320.00

Jacket Back



### Team AMSOIL Cap

- Large AMSOIL Racing logo
- Black and white
- Adjustable velcro closure
- Five panels

Stock #	U.S.	Can.
G-1633	12.00	19.25



### White Cap

- Large AMSOIL logo
- Stylish yellow braid
- Adjustable velcro closure
- Five panels

Stock #	U.S.	Can.
G-1499	8.50	13.75



### Team AMSOIL Striped Race Cap

- Large AMSOIL Racing logo
- Sleek race stripe
- Adjustable velcro closure
- Six panels

Stock #	U.S.	Can.
G-1599	12.00	19.25



### Black Cap

- Large AMSOIL logo
- Stylish white braid
- Adjustable snap closure
- Five panels

Stock #	U.S.	Can.
G-1572	9.50	15.25

# What's New on the Web?

## New Features

Among the new features added to the AMSOIL Website is an "AMSOIL News" section.

The "AMSOIL News" section features news stories covering AMSOIL products and benefits and offers updates on sponsored race teams and events. It is easy to find on the home page of the website and also contains a link to the "What's New?" section. It's a great place to get caught up with what is happening in the world of AMSOIL.

The "What's New?" button can be used to instantly navigate to a section of the site that lists updates by date and title. Anything that has recently been added to the website is listed here including products, race photos and schedules, testimonials, newsletters, product comparison data and new product documentation. It should be your first stop to see "what's new" on the AMSOIL website.

## Dealer's Zone

The "Dealer's Zone" has also recently been updated to include a variety of new features including PDF forms, website creation and update information, an "Ask AMSOIL" section, downloadable/printable versions of *Technical Service Bulletins* and back issues of the *Action News*.

The "Dealer Services" section of the zone now contains many useful AMSOIL documents in PDF versions. Dealers can download and print Dealer to Dealer order forms, AMSOIL Price Lists, Material Safety Data Sheets and registration information from the website. The section also has a link that allows volume transfers to be conducted online. Most of the standard AMSOIL business forms can be found online, and the web staff will accept any suggestions for material that could be added.

The "Dealer Services" section also includes more information for Dealers who are creating or updating AMSOIL websites. By filling out an online form, a Dealer who has purchased the basic AMSOIL website can have it updated to include the new Altrumonline.com website link. Updating a basic website package with the link allows the site to carry both AMSOIL and Altrum products. The main section of the "Dealer's Zone" also contains information and tools for website design and submission to search engines. There are links to several search

engines that will list Dealers' websites for free, and there are several downloadable statistics counters that can be installed on websites that Dealers have created themselves. Many necessary software tools for developing a website can be downloaded from this section and informational links are available for those who are newcomers to the Internet. AMSWIN computer accounting software is also now available from a link in the "Dealer Services" section.

The "Ask AMSOIL" section of the "Dealer's Zone" is a place for Dealers to submit questions and receive answers regarding various products and advice for building businesses. There is also the option to see other questions that have been frequently asked along with AMSOIL corporate responses.

For those Dealers who may have missed an issue of the *Action News*, downloadable and printable PDF versions of back issues through February 2001 are now available, and more will be added as each monthly issue is made available. Dealers can also find copies of recently released *Technical Service Bulletins* in the "Dealer's Zone."

## New Products

A selection of new products has been recently added to the online store. AMSOIL Sirocco™ compressor oil, XL-7500 5W-20 Synthetic Motor Oil and 0W-40 Formula 4-Stroke Oil are now available for purchase as well as many new clothing and promotional items. Industrial products have been given a special subdirectory so Dealers and customers can focus their product search more efficiently.

In addition, special information pertaining to new products is frequently published on the website. AMSOIL INC. updates the site with cost and product comparisons, special offers, press releases, technical data bulletins and product application information. There is also a list of corporate contacts that can offer assistance in obtaining a wide variety of information and services. If Dealers or customers are looking for more information on a specific product, the website is a good place to start the search.



# Check Out the AMSOIL Website

## Racing Teams

The "AMSOIL Racing" section of the website is the best place to find the most current race dates and information for AMSOIL-sponsored race teams. The section features the AMSOIL Supercross/Motocross team, the AMSOIL Snocross team, the Laughlin P.R.O.P. Tour races, CORE Off-Road racing, Taurus-the-Bull Monster Truck events and AMSOIL Late Model Series Racing. Many photos of the race teams have been added to this section. The racing section is the place to check in periodically for press releases and information about many of the AMSOIL-sponsored racing teams that compete locally throughout North America.

## More Testimonials

The overwhelming response from AMSOIL Dealers and customers has kept the "Satisfied Customers" section of the website in a constant state of change. New testimonials are continually being added. The section has been divided into two parts that cover satisfied customer and sponsored race team testimonials. There is also a link available for Dealers and customers who would like to submit their testimonials for publication both in print and on the web and a special link to include photos with a testimonial.

## Oil and Air Filter Selection Guides

An oil and air filter search option has been added to the website to assist Dealers and customers in locating AMSOIL and Hastings air and oil filters for their applications. The search engine can locate the correct filter for vehicles from 1980 or newer by entering the make, model and year and by selecting an engine size and configuration.

In addition to the oil and air filter search option, the AMSOIL website now features an oil and air filter cross reference guide to assist Dealers in determining which AMSOIL and Hastings

air and oil filters can replace their current filters. Using the electronic catalog, Dealers can find the AMSOIL and Hastings equivalents of the filters they already use by simply entering the filter part number. The catalog will find the equivalent

AMSOIL or Hastings filter for cars and light trucks, off highway vehicles and heavy duty trucks and buses.

## The Checkered Flag

The "Checkered Flag" is a new publication produced by AMSOIL INC. that is sent out via e-mail to subscribers. It is published weekly and is filled with updates and information for all venues of racing. A link for subscribing to the Checkered Flag can be found with the back issues on the "Racing Pages" of the AMSOIL website. It can also be forwarded from subscribers to anyone who might have an interest in AMSOIL racing news.

## Registration Changes

Registration for the Online Store and the Dealer's Zone has been updated to include a new recommendation concerning the use of passwords. It is now recommended that Dealers use the same password for both the online store and the "Dealer's Zone." This allows the Internet staff to quickly and easily assist Dealers who request help. It is also easier to remember one password for both sign-in screens. There is a new option in the "Dealer's Zone" registration area that allows Dealers to assign one password for both sign-in screens.

## AMSOIL Dealer Website Options

**Option #1** - A basic site for someone without a computer. It can be ordered with a G-1547 computer services form. Price: \$30 U.S.

**Option #2** - An AMSOIL-hosted website that you can modify. It can be ordered with a G-159 order form. Price: \$9.95 per month U.S.

**Option #3** - An AMSOIL-hosted website with your personalized domain name. It can be ordered with a G-159 order form. Price: \$14.95 per month U.S.

**Option #4** - For those who already have their own AMSOIL website or want to host a site on their own. Dealers' websites can be registered via the AMSOIL home page or by mailing a hard copy of the site to:

AMSOIL INC.  
Website Registration  
925 Tower Avenue  
Superior, WI 54880



**AMSOIL**  
**BULLETIN BOARD**  
...of coming events

### T-1 CERTIFICATION MEETINGS

#### OHIO

• January 29 - Tuesday Meeting - 7 p.m.  
DENATO'S PIZZA ON BROADWAY  
Grove City, OH 43123  
Hosted by *Premiere Direct Jobber Brad White*. Cost is \$20

• December - Every Friday  
• January - 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

• December 20 - Thursday  
• January 17 - Thursday Meeting - 7 p.m.  
STANLEO'S SUB VILLA  
Governor's Drive  
Huntsville, AL  
Hosted by *Direct Jobbers Cliff Goehring & Gerry Gotwald* (256) 337-0376

• December 20 - Thursday  
• January 17 - 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

• December 20 - Thursday  
• January 17 - Thursday Meeting - 7 p.m.  
PHILLIPS  
INTERNATIONAL INN  
5121 Arctic Blvd.  
Anchorage, AK 99507  
Hosted by *Dealer Don Nusbaum* (907) 563-2274 Call for reservations

• December 4, 18 - Tuesday  
• January 15 - 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

• December 18 - Tuesday  
• January 15 - Tuesday Meeting - 6:30 p.m.  
CAR REPAIR COMPANY  
2918 N. Scottsdale Road  
Scottsdale, AZ 85251  
Hosted by *Executive Direct Jobber Dick Nulo and Dealer Jim Brewer* RSVP (602) 996-7181 Dick (480) 968-4922 Jim

#### ARKANSAS

• December 13 - Thursday  
• January 10 - Thursday Meeting - 6:30 p.m.  
GARDNER RESIDENCE  
280 York Chapel Rd.  
Nashville, AR 71852  
Hosted by *Dealer Gerry Gardner* (870) 451-9152 jgard24@iocc.com

• December 12 - Wednesday  
• January 9 - Wednesday Meeting - 7 p.m.  
PASTERNAK RESIDENCE  
217 CR 472  
Jonesboro, AR 72404  
Hosted by *Account Directs David and Brenda Pasternak* (870) 933-8376

#### CALIFORNIA

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

• December 6, 20 - Thursday  
• January 3, 17 - 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

• December 5 - Wednesday  
• January 2 - Wednesday Meeting - 7 p.m.  
MCCOOL RESIDENCE  
2210 Codding Dr.  
Modesto, CA 95350  
Hosted by *Dealer Bill McCool* (209) 577-0174

• January 22 - Tuesday Meeting - 7 p.m.  
EVANS RESIDENCE  
40728 Sundale Dr.  
Fremont, CA 94538  
Hosted by *Direct Dealers Chuck and Linda Evans* (510) 659-4078

• December 11 - Tuesday  
• January 8 - 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

• December 3 - Monday  
• January 7, 28 - Monday Meeting - 7 p.m.  
INTERNATIONAL HOUSE OF PANCAKES/VINTAGE OAKS SHOPPING CENTER  
Novato, CA 94945  
Hosted by *Dealer Richard Eplett* (800) 280-9905

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

• December 4 - Tuesday Meeting - 7 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

• December 20 - Thursday  
• January 17 - Thursday Meeting - 7:30 p.m.  
AMSOIL HOUSE  
4316 Ridgecrest Drive  
Colorado Springs, CO 80918  
Hosted by *Premiere Direct Jobbers Don & Ida Gray* (719) 598-5115

#### CONNECTICUT

None Scheduled

#### DELAWARE

• December 8 - Saturday  
• January 12 - Saturday Meeting - Noon  
Call for reservations  
KING RESIDENCE  
2306 Taggart Court  
Wilmington, DE 19810  
Hosted by *Direct Dealer Greg King* (302) 475-9358 Guests Welcome!

#### DISTRICT OF COLUMBIA

None Scheduled

#### FLORIDA

• December 4 - Tuesday Meeting - 7 p.m.  
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

• December 20 - Thursday  
• January 17 - 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

• December 18 - Tuesday  
• January 15 - Tuesday Meeting - 7 p.m.  
DAWSON RESIDENCE  
4525 Brinson Lane  
Tallahassee, FL 32311  
Hosted by *Executive Direct Jobbers Don and Priscilla Dawson* (850) 385-3620  
e-mail: dondawson@the-oilman.com

#### GEORGIA

• December 8 - Saturday  
• January 12 - Saturday Meeting - 9-11 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

• December 6 - Thursday  
• January 3 - Thursday Meeting - 7 p.m.  
DIRKSEN RESIDENCE  
1905 Queens Road  
Albany, GA 31707  
Hosted by *Master Direct Jobber Sherry Dirksen* (912) 436-5532  
Potluck, everyone brings a dish

#### HAWAII

None Scheduled

#### IDAHO

• December 1 - Saturday  
• January 5 - Saturday Meeting - 12 - 3 p.m.  
SCHELL RESIDENCE  
2000 W. Broadway  
Idaho Falls, ID  
Hosted by *Regency Platinum Direct Jobbers Mark & Sherree Schell*  
Reservations: (208) 524-0322 RSVP

#### ILLINOIS

• December 11 - Tuesday  
• January 8 - 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

#### INDIANA

• December 5, 19 Wednesday  
• January 2, 16 Wednesday Meeting - 7:30 p.m.

RENTOWN SHOP  
1533 Rentown Rd.  
Bremeon, IN  
Hosted by *Direct Jobbers LeRoy and Malinda Hochstetler and Direct Jobbers Willis and Rolene Gingerich* (219) 831-2839

#### IOWA

#### KANSAS

#### KENTUCKY

None Scheduled

#### LOUISIANA

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

#### MAINE

None Scheduled

#### MARYLAND

• December 26 - Wednesday  
• January 30 - Wednesday Meeting - 7:30 p.m.  
COUTO RESIDENCE  
115 Lakeview Drive  
Salisbury, MD 21804  
Hosted by *Dealer Tony Couto* (410) 860-1813 Call for reservations

• December 28 - Friday  
• January 25 - 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

• December 28 - Friday  
• January 25 - Friday Meeting - 7 p.m.  
GRONER RESIDENCE  
9208 Todd Ave.  
Fort Howard, MD 21052  
Hosted by *Account Direct Harvey Groner* (410) 477-8255

• December 6 - Thursday  
• January 3 - 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

• December 28 - Friday  
• January 25 - Friday Meeting - 7:30 p.m.  
AL SMITH AUTOMOTIVE  
3228 E Joppa Rd.  
Baltimore, MD 21234  
Hosted by *Premiere Direct Jobber Al Smith* (410) 882-9696  
At@SynLubes.com  
Reservations Required

#### MASSACHUSETTS

None Scheduled

#### MICHIGAN

• December 17 - Monday  
• January 21 - Monday Meeting - 7 p.m. (info)  
Meeting - 8 p.m. (opportunity)  
KIRBY RESIDENCE  
644 Shady Maple Dr.  
Wixom, MI 48393  
Hosted by *Master Direct Jobber Tom Kirby* (248) 669-9093  
Refreshments served, RSVP Required

• December 3 - Monday  
• January 7 - Monday Meeting - 7 p.m. (info)  
Meeting - 8 p.m. (opportunity)  
ELLIS RESIDENCE  
61653 Miriam Dr  
Washington, MI 48094  
Hosted by *Regency Direct Jobber Mike Ellis* RSVP at (810) 781-5092 or (810) 918-1578

• December 3 - Monday  
• January 7 - Monday Meeting - 7 p.m. (info)  
Meeting - 8 p.m. (opportunity)  
RABE RESIDENCE  
9338 Rawsonville Road  
Belleville, MI 48111  
Hosted by *Dealer Dale Rabe*  
RSVP at (734) 461-9577 or 355-9747

#### MINNESOTA

• December 20 - Thursday  
• January 17 - Thursday Meeting - 7 p.m.  
SCHMIT RESIDENCE  
932 38th Ave. No.  
St. Cloud, MN 56301  
Hosted by *Regency Platinum Direct Jobbers Ray & Arlene Schmit* (320) 251-4861

• December 20 - Thursday  
• January 17 - Thursday Meeting - 7 p.m.  
MEYER RESIDENCE  
800 2nd Street  
Cleveland, MN 56017  
Hosted by *Premiere Direct Jobbers Charles & Donna Meyer* (507) 931-3875

• December 13 - Thursday  
• January 10 - Thursday Meeting - 7:30 p.m.  
STAVE RESIDENCE  
44 Crow River Dr.  
Elk River, MN 55330  
Hosted by *Dealer Ordell Stave* (612) 241-5267

#### MISSISSIPPI

• December - Every Wednesday  
• January - 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/Guest Welcome  
jwday2000@yahoo.com

#### MISSOURI

#### MONTANA

#### NEBRASKA

None Scheduled

#### NEVADA

• December 6 - Thursday  
• January 3 - Thursday Meeting - 6:30 - 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

• January 22 - Tuesday Meeting - 7:30 p.m.  
GREENBERG RESIDENCE  
1537 Bryn Mawr NE  
Albuquerque, NM 87106  
Hosted by *Regency Direct Jobbers Paul and Nancy Greenberg* (505) 255-2137 fax (505) 232-8330  
NMOilman@aol.com

#### NEW YORK

• December 19 - Wednesday  
• January 16 - Wednesday Meeting - 7 p.m.  
O'BRIEN RESIDENCE  
436 Mosely Road  
Fairport, NY 14450  
Hosted by *Dealer Gerry O'Brien* (716) 223-8016  
Call ahead to reserve a seat

• December 19 - Wednesday  
• January 16 - Wednesday Meeting - 7:30 p.m.  
SYRACUSE AREA  
Call ahead for specific location.  
Hosted by *Direct Jobber Peter Finnerty* (315) 682-9791



• December 19 - Wednesday  
• January 16 - Wednesday  
Meeting - 7:30 p.m.  
**NEWARK, NY**  
LOCATION  
Call ahead for specific location.  
Hosted by Dealer Brad Timerson  
(315) 331-7110

## NORTH CAROLINA

• December 13 - Thursday  
• January 10 - 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

• December 13 - Thursday  
• January 10 - 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

• December 13 - Thursday  
• January 10 - Thursday  
Meeting - 7 p.m.  
**BURNELL RESIDENCE**  
9424 Springdale Drive  
Raleigh, NC 27613  
Hosted by Direct Jobbers  
Chuck and Judi Burnell  
(919) 870-9633 Call first

• December 11 - Tuesday  
• January 8 - Tuesday  
Meeting - 7 p.m.  
**CLEVELAND RESIDENCE**  
224 Campbell Place  
Jacksonville, NC 28546  
Hosted by Dealers  
George & Nancy Cleveland  
(910) 346-3866  
Call first. All Dealers welcome

## NORTH DAKOTA

None Scheduled

## OHIO

• December - Every Wednesday  
• January - 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 RSVP

• December 8 - Saturday  
• January 12 - Saturday  
Meeting - 1 - 4 p.m.  
**LACKORE RESIDENCE**  
1900 George Ave.  
Brunswick, OH 44212  
Hosted by Master Direct Jobber  
Calvin Lackore (800) 798-9777

• December 2 - Sunday  
• January 6 - Sunday  
Meeting - 1 p.m.  
**MERRITT RESIDENCE**  
650 State Route 131  
Fayetteville, OH 45718  
Hosted by Dealers  
Gordon and Sara Merritt  
(937) 288-2568

• January 28 - Monday  
Meeting - 7 p.m.  
**PENA RESIDENCE**  
2933 West U.S. 20  
Gibsonburg, OH 43431  
Hosted by Direct Jobbers  
Luis and Sharon Pena Please RSVP to:  
(419) 349-3451 or (419) 297-3451

• December 11 Tuesday  
• January 8, 22 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

• December 1 - Saturday  
• January 5 - 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 \*Pat

• December 13 - Thursday  
• January 10 - Thursday  
Meeting - 7 - 8:30 p.m.  
**DIAMOND JACK'S**  
3609 E. 51 St.  
Tulsa, OK 74135  
Hosted by Dealer Richard Coats and  
Account Direct Kevin Alexander  
(918) 342-9537  
Call first to confirm space for you and  
your guests

• December 13 - Thursday  
• January 10 - Thursday  
Meeting - 10 a.m.  
**GRADY RESIDENCE**  
2612 W. Galveston Rd.  
Broken Arrow, OK 74012  
Hosted by Regency Gold Direct Jobber  
Patrick Grady and Account Direct  
Kevin Alexander  
(918) 258-6979 RSVP  
kevina@mordam.com

## OREGON

• December 20 - Thursday  
• January 17 - Thursday  
Optional Dinner - 6 p.m.  
Meeting - 7 - 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

• December 6 - Thursday  
• January 3 - 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

• January 28 - Monday  
Meeting - 6 p.m.  
**AUNE RESIDENCE**  
803 N. 2nd St.  
Silverton, OR 97381  
Hosted by Direct Dealer Todd Aune  
(888) 283-3580 All are welcome. RSVP

## PENNSYLVANIA

• December - Every Monday  
• January - 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

• January 11 - Friday  
Special Banquet Meeting  
Begins at 11 am  
Dinner at 11:30 am  
Meeting 12 - 4 pm  
**HERSHEY HOLIDAY INN**  
Exit 28 off of Interstate 81  
Hershey, PA 17028  
Hosted by Direct Jobber  
Joseph M. Hallock  
Guest Speakers DJ's  
Ray and Marilyn Stilson  
Reservations Required  
Cost: \$16.00 per person  
Call (814) 368-8625 for info.

## RHODE ISLAND

None Scheduled

## SOUTH CAROLINA

• December - Every Tuesday  
• January - 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

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

• December - First Tuesday  
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

• December 18 - Tuesday  
• January 15 - Tuesday  
Meeting 7 p.m. (info)  
8 p.m. (opportunity)  
**DW WILSON CENTER**  
Tullahoma, TN  
Hosted by Dealer Nelson Gill  
(931) 393-2601

## TEXAS

• December 18 - Tuesday  
• January 15 - 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

• December 6 - Thursday  
• January 3 - 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

• December 20 - Thursday  
• January 17 - Thursday  
Meeting - 7:30 p.m.  
**WEIL RESIDENCE**  
2521 Cherry Blossom Lane  
Bedford, TX 76021  
Hosted by Direct Jobber Bob Weil  
(817) 545-5257

## UTAH

• December - Every Tuesday  
• January - 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

• December - Every Friday  
• January - Every Friday  
Meeting - After 4 p.m.  
**GREENE RESIDENCE**  
11653 S. Patchwork Circle  
South Jordan, UT 84095  
Hosted by Dealer Dorsej Greene  
(801) 576-1896  
T-1 Certification classes every Friday  
pre-paid registration required  
Everyone welcome; RSVP

## VERMONT

None Scheduled

## VIRGINIA

Saturday meetings: 10 a.m. - noon  
Monday meetings 7 - 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

• December 10 - Monday  
• January 14, 28 - 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

• December 10 - Monday  
• January 14 - Monday  
Meeting - 7 p.m.  
**GRAVITTE RESIDENCE**  
1042 Merganser Circle  
Gloucester, VA  
Hosted by Premiere Direct Jobbers  
Cliff & Dee Gravitte (804) 694-0221

• December 4 - Tuesday  
• February 5 - Tuesday  
Meeting - 7:30 p.m.  
**PESZKO RESIDENCE**  
4503 Southampton Arch  
Portsmouth, VA 23703  
Hosted by Regency Silver Direct Jobbers  
Raymond & Karen Peszko  
(804) 484-9491

• December 11 - Tuesday  
• January 8 - Tuesday  
Meeting - 7 p.m.  
**DAYS INN RESTAURANT**  
5500 Williamsburg Rd.  
Sandston, VA  
Hosted by Account Directs  
Roger Riggle and Mel Piggas  
(804) 737-9231 or (804) 737-4874

## WASHINGTON

• December 17 - Monday  
• February 18 - Monday  
Meeting - 7:30 p.m.  
**GASPER'S SHOP SERVICE CENTER**  
11034 A River Road  
Puyallup, WA 98003  
Hosted by Executive Direct Jobbers  
Cliff and Lorna Gasper  
(253) 864-7618, or (877) 633-7618  
Everyone Welcome

• December 11 - Tuesday  
• January 8 - Tuesday  
Meeting - 7:30 p.m.  
**STOUGARD RESIDENCE**  
22907 Prairie Road  
Sedro Woolley, WA 98284  
Hosted by Premiere Direct Jobbers  
Marv & Charlotte Stougaard  
(360) 856-1641 Guests Welcome

• December 13 - Thursday  
• January 10 - 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

• December 11 - Tuesday  
• January 8 - 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!

• December 10 - Monday  
• January 14, 28 - Monday  
Meeting - 7:30 p.m.  
**POODLE DOG**  
1522 54th Avenue East  
Fife, WA 98424  
Hosted by \*Regency Platinum Directs  
Leonard & Eunice Pearson  
(253) 939-8401 Guests Welcome!

## WEST VIRGINIA

None Scheduled

## WISCONSIN

• December 20 - Thursday  
• January 17 - Thursday  
Meeting - 7:30 p.m.  
**SEL-AMSOIL ACADEMY**  
1201 Clough Ave.  
Superior, WI 54880

Hosted by \*\*\*\*Regency Platinum  
Direct Jobbers Bill & Donna Durand  
Refreshments Served  
(715) 392-4006 Guests Welcome!

• December 13 - Thursday  
• January 10 - 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

• December 8, 22 - Saturday  
• February 9, 23 - Saturday  
Meeting - 1 - 3 p.m.  
**VILLERS RESIDENCE**  
2600 W. High St.  
Racine, WI 53404  
Hosted by Regency Direct Jobber  
Edie Villers (414) 637-2726  
RSVP

## WYOMING

None Scheduled

## INTERNATIONAL

**ALBERTA**  
**BRITISH COLUMBIA**  
**MANITOBA**  
None Scheduled

## NEW BRUNSWICK

• December 17 - Monday  
• January 21 - Monday  
• February 18 - 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

• December 27 Thursday  
• January 31 Thursday  
• February 28 - Thursday  
Meeting - 6 - 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

• December 3 - Monday  
• January 7 - Monday  
• February 4 - Monday  
Meeting - 6:30 - 9 p.m.  
**AMSOIL DISTRIBUTION CENTER**  
3/1 Binsted Rd, New Lynn  
Auckland, NZ  
Hosted by Premiere Direct Jobber  
John Gurney  
Phone (021) 936-091  
Fax (021) 636-094  
synoil@dangerousbrothers.com  
Fec: \$10

# AMSOIL CENTERLINES ...and updates

## HOLIDAY CLOSINGS

The AMSOIL corporate headquarters, U.S. Distribution Centers and Canadian Distribution Centers will be closed Tuesday, December 25 for Christmas Day and Tuesday, January 1 for New Year's Day. The corporate headquarters will also close at 3 p.m. CST on Monday, December 24 and Monday, December 31 for Christmas Eve and New Year's Eve. The Toronto Distribution Center will be closed Wednesday, December 26 for Boxing Day.

## NEW MAGNETIC CAR SIGNS

Make your vehicle into a mobile advertisement for your business with the new 11"x17" AMSOIL Dealer magnetic car door signs. Durable, removable and easy to use. Kit includes two signs and two sets of numbers to attach for your phone number. Individual signs and number sets also available. Do not apply signs over molding.



Stock #		U.S.	Can
G-1735	Magnetic Sign Kit	12.50	20.25
G-1728	Single Magnetic Sign	6.50	10.50
G-1729	Magnetic Sign Decals	1.00	1.60

## NEW AMSOIL ATF POSTER

The exciting new AMSOIL Automatic Transmission Fluid poster (18"x24") is an outstanding sales tool. Features action photo of AMSOIL-sponsored "Flying Dutchman," High Temperature Fluid Life Test chart and application recommendations.



Stock #	U.S.	Can
G-1691	2.00	3.20

## SHOCK THERAPY DATA BULLETINS

Newly revised full-color AMSOIL Shock Therapy Suspension Fluid data bulletins are available for purchase.

Stock #		U.S.	Can
G-1663	25 bulletins	2.80	4.65

## COFFEE MUGS

Ten-ounce hot/cold thermal mugs feature AMSOIL motor oils in two styles with custom label colors. Non-breakable and dishwasher safe.



Stock #		U.S.	Can
G-1668	10W-30 mug	3.95	6.50
G-1669	15W-40 mug	3.95	6.50
G-1679	10W-30 mugs (6 case)	23.40	37.80
G-1683	15W-40 mugs (6 case)	23.40	37.80
G-1677	10W-30 mugs (24 case)	90.00	146.40
G-1678	15W-40 mugs (24 case)	90.00	146.40

## LITERATURE PACK PRICE ADJUSTMENT

Effective January 1, 2002 the cost of the AMSOIL Literature Pack (G-1312) will be \$30 (\$48.50 Can.). The Literature Pack contains samples of virtually every AMSOIL sales brochure.

## AMSOIL ADVERTISING

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

### December 2001 & January 2002

#### Display Advertisements

NOLN	Dec. '01	(805) 796-2577
Snow Goer	Dec. '01	(800) 848-6247
Supertrax	Dec. '01	(612) 473-7870
NOLN	Jan. '02	(805) 796-2577
Snow Goer	Jan. '02	(800) 848-6247
Supertrax	Jan. '02	(612) 473-7870
WSA Yearbook	Winter	(763) 383-4400

#### Catalog Showcase Advertisements

Truckin'	Dec. '01	(714) 939-2400
Mini Truckin'	Dec. '01	(714) 939-2400
4 Wheel Drive & Sport Utility	Dec. '01	(714) 939-2400
Off-Road	Dec. '01	(714) 939-2400
SUV	Dec. '01	(714) 939-2400
Sport Compact Car	Dec. '01	(714) 939-2400
European Car	Dec. '01	(714) 939-2400
VW Trends	Dec. '01	(714) 939-2400
Turbo High Tech Perf.	Dec. '01	(714) 939-2400
Import Tuner	Dec. '01	(714) 939-2400
Street Rodder	Dec. '01	(714) 939-2400
Classic Trucks	Dec. '01	(714) 939-2400
Super Chevy	Dec. '01	(714) 939-2400
Popular Hot Rodding	Dec. '01	(714) 939-2400
High Perf. Pontiac	Dec. '01	(714) 939-2400
Mustang Illustrated	Dec. '01	(714) 939-2400
Muscle Mustangs & Fast Fords	Dec. '01	(714) 939-2400
Vette	Dec. '01	(714) 939-2400
Corvette Fever	Dec. '01	(323) 782-2000
Four Wheeler	Dec. '01	(323) 782-2000
Open Wheel	Dec. '01	(323) 782-2000

## DIRECT JOBBER CONVENTION

The AMSOIL Direct Jobber Convention has been rescheduled for March 14-16, 2002 in Williamsburg, Virginia. Hotel accommodations, meeting locations and other arrangements remain the same as the previously scheduled convention in October. Direct Jobbers may contact the Marriott Williamsburg at 1-800-442-3654 for hotel reservations. To register for the convention call 1-800-777-7094, fax 715-392-5225 or e-mail Julie Jacobson at [jjacobson@amsoil.com](mailto:jjacobson@amsoil.com).

## NORTH CAROLINA SALES TAX

Effective immediately, the North Carolina sales tax will increase from 6% to 6.5%.

## HASTINGS FILTERS

The Hastings FF938 fuel filter has been discontinued and replaced with the FF935.

## G-7Y DEALER SALES MANUAL

The AMSOIL G-7Y Dealer Sales Manual (6-for-10) no longer includes a G-194 Oil & Air Filter Application Guide. Information on locating filters for specific applications is listed on the G-1667 AMSOIL/Hastings Filter Brochure included in the kit.

## COMPRESSOR OILS

In order to reduce the possibility of product misapplication, AMSOIL Diester 100 Compressor Oil has changed from product code "SEK" to product code "DCK."

## NEW AMSOIL STAINLESS STEEL MUG

New 14 oz. AMSOIL Stainless Steel Mug is thermally insulated for hot or cold beverages. Features translucent blue acrylic outer shell, stainless steel inner shell and spill proof lid.

Stock #	U.S.	Can
G-1743	8.50	13.75



## NASA KNOWS AMSOIL

If you think the people who work for NASA have a firm grasp on what makes a quality lubricant and insist on the very best for their personal vehicles, you'd be right. This picture of a Citgo gas station was taken on the grounds of Kennedy Space Center. The station is for use by base personnel only.

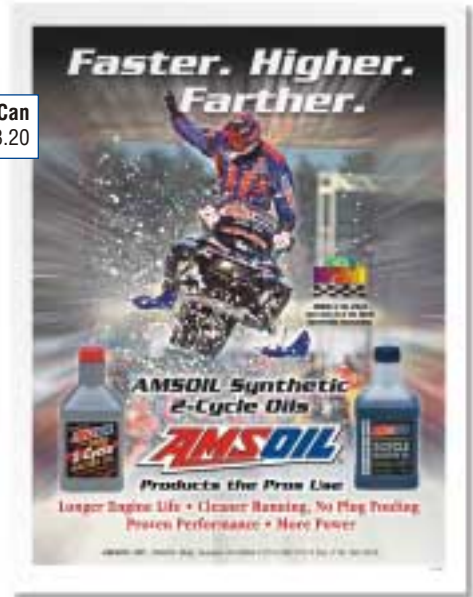


As the picture shows, the station prominently displays the AMSOIL logo in the window. Advertising is essential to a successful AMSOIL Dealership. As people become more and more conscious of the benefits AMSOIL synthetic lubricants offer, advertising takes on the very important role of informing people where they may purchase them.

## NEW AMSOIL 2-CYCLE POSTER

The new AMSOIL 2-Cycle Oil poster features exciting action shot of AMSOIL-sponsored snocross star Justin Tate, as well as product photos and benefits.

Stock #	U.S.	Can
G-1742	2.00	3.20



## AMSOIL UNIVERSITY 2002

AMSOIL University 2002 is scheduled to be held May 19 through May 23, 2002 in Superior, Wisconsin. Registration is now open. Three instructional course programs are available for registration for the 2002 University:

The **Core Technology Program** contains class instruction focused on many of the aspects of automotive lubrication and AMSOIL sales strategies.

The **Industrial Technology Program** contains class instruction useful in becoming proficient at industrial sales situations. It has been designed for Dealers that already have a working knowledge of basic lubrication and sales strategies.

The **Advanced Development Program** is focused on opportunities for the established Direct Jobber, including market trends, promotional ideas, advanced technical briefings and opportunities to share ideas with AMSOIL corporate staff. It has been designed to provide a "behind the scenes" look at AMSOIL. Enrollment for this track has been limited to a total of 40 individuals representing a minimum of 20 Dealerships.

More enrollment information and registration forms can be requested by calling AMSOIL University Registration Coordinator Julie Jacobson at 715-392-7101. Registration forms may be submitted by mail or fax or can be completed online at: [www.amsoil.com/dealer/university.htm](http://www.amsoil.com/dealer/university.htm)

***Don't delay - These programs are expected to fill up fast. We hope to see you at AMSOIL University 2002.***

# Be Prepared for Cold Weather With AMSOIL Synthetic Motor Oil



Outstanding cold temperature protection



Unsurpassed cold temperature protection

AMSOIL synthetic motor oils are formulated for superior cold temperature engine protection. While conventional motor oils contain paraffins, or waxes, that cause the oil to thicken in cold temperatures, AMSOIL synthetic motor oils are formulated without paraffins and remain fluid down to -60 degrees F, delivering quick, dependable starts and greatly reducing engine wear.

Think of the "W" in an oil's viscosity rating as standing for "Winter." The smaller the "W" number, the better the cold temperature performance.



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

**CHANGE SERVICE  
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