



# ACTION NEWS

© AMSOIL INC 2004

*The First in Synthetics*

NOVEMBER 2004

**AMSOIL Introduces  
State-of-the-art Air and  
Oil Filters for Heavy Duty  
Applications**

**NEW!**



**Donaldson™ Endurance  
Heavy Duty Air Filters**



**Donaldson™ Endurance  
Heavy Duty Oil Filters**

**Also in this issue:**  
*AMSOIL Clothing and  
Promotional Items Catalog*





## From the President's Desk...



A friend of mine who is also an AMSOIL commercial account told me about a conversation he had with four of his hunting buddies over breakfast recently. My friend, who is a great advocate of AMSOIL lubricants and has been using them for as long as I have been making oil, was telling these fellows about the benefits of using our synthetic oil. One of the hunters said he also used AMSOIL. He said he puts over 40,000 miles a year on his SUV and used to change oil every three to four weeks before switching to AMSOIL. Now he enjoys the convenience of changing only twice a year, spring and fall, and appreciates the improved fuel economy and cold weather performance AMSOIL provides.

About the time the third guy was convinced, the fourth person at the table said he changed his oil every 3,000 miles just like the oil companies recommended and planned to continue doing so. That really got my friend going. He told this skeptic about how the normal drain intervals in Europe were often over 10,000 miles. He told how GM was no longer making oil change recommendations based on mileage but by monitoring operating conditions, often resulting in drain intervals of over 7,000 miles. He asked why it was necessary for every major oil company to make a synthetic or partial synthetic oil to meet the current ILSAC GF-4 specs required for many of today's automotive applications.

Then, after all that, he asked how it felt to be guilty of wasting our precious energy resources at a time when prices were going through the roof and supply was becoming a concern. He said that if everyone used synthetic oil and actually followed whatever drain recommendations their vehicle manufacturer recom-

mended, we could dramatically reduce our dependence on foreign oil. And if they all used AMSOIL, they would conserve a whole lot more. By the time breakfast was over, everyone at the table including the skeptic agreed that AMSOIL was the way to go.

The point of this story is this: Selling AMSOIL Synthetic Lubricants has never been easier than it is today. Many Dealers can remember when we didn't have all the convincing ammunition we now have to make a sale. When synthetic oil was new, it took a real leap of faith to use it.

Today, it's a no-brainer. If you want the best lubrication, the best fuel economy, the best protection, the most convenience, and conserve energy resources at the same time, your choice is pretty clear. You choose AMSOIL Synthetic Lubricants. That is, if anyone tells you about AMSOIL and the benefits that come from using it. That someone should be you, my friend. If it's not you, sooner or later it will be someone else, and you will miss out on another opportunity to build your business.

The market for our products is humongous. What percent of motorists use synthetic oil today? To the best of my knowledge, it's less than five percent. Now how many vehicles are out there? Two hundred million? Three hundred million? As much as we've grown in recent years and as many other synthetic oils that are now being marketed, we have a long way to go before we saturate this market. A long way!

That should be good news to every AMSOIL Dealer who is serious about building a business. This is still a ground floor opportunity and will remain so for many years to come! The way to take advantage of this opportunity is to start sponsoring and building a sales organization. Your newly sponsored Dealers will find selling AMSOIL products easier than at any time in the company's history and as they succeed, you will begin to realize the real earning potential an AMSOIL business provides.

As many Dealers who have grown to become Direct Jobbers will attest, an AMSOIL business is the best insurance policy you can have to assure your spouse and family a continued income. The downline organization you build today will always be there to produce income for you and your family in the future. I honestly don't believe you could afford an insurance policy that would provide for you and your family like a thriving AMSOIL business.

I was thinking the other day that if an opportunity like AMSOIL would have been available to me as a young man, I would have jumped at it. This business just keeps getting better. We have barely scratched the surface of a huge, huge market, and it gets easier and easier to sell our products. That also means it is easier to sponsor new Preferred Customers, Dealers, retail accounts and commercial accounts. Make it your goal to sponsor, sell, and build because now is the time to grow your business! AMSOIL remains the best ground floor opportunity around. Take advantage of it!

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

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

# AMSOIL CENTERLINES ...and updates

## HOLIDAY CLOSINGS

The Edmonton Distribution Center will be closed Thursday, November 11 for Remembrance Day. The AMSOIL corporate headquarters and U.S. distribution centers will be closed Thursday, November 25 for Thanksgiving Day.

## AMSOIL INSERTS

AMSOIL envelope inserts, targeting specific markets, are available in lots of 100. Ideal for use as envelope stuffers in letters and mailings to customers, accounts and prospects.



Stock #	Description	Qty.	U.S.	Can.
G-2065	Motorcycle Products Inserts	100	5.00	8.00
G-2066	European Car Oil Inserts	100	5.00	8.00
G-2067	Go Boating HPI Inserts	100	5.00	8.00
G-2068	ATV Products Inserts	100	5.00	8.00
G-2069	INTERCEPTOR Inserts	100	5.00	8.00
G-2070	Attention Fishermen Inserts	100	5.00	8.00

## NOVEMBER CLOSE OUT

The last day to process November orders in the U.S. and Canada is the close of business on Tuesday, November 30. The last day to process November orders in Alaska and Puerto Rico is the close of business on Thursday, November 25. Volume transfers for November business will be accepted until 3 p.m. CST on Monday, December 6.

## CLOTHING AND PROMOTIONAL ITEMS CATALOG

The new AMSOIL Clothing and Promotional Items Catalog, as inserted in this issue of the *Action News*, is available for purchase.

Stock #	U.S.	Can
G-1650	0.80	1.30



## COMMERCIAL FREIGHT DISCOUNT

The following changes have been applied to freight discounts for commercial customers:

The full freight bill will be paid by AMSOIL INC. if the gross amount of the order totals \$7,000.00 or more before any discounts are applied and the order is shipped to one destination.

One-half of the freight bill will be paid by AMSOIL INC. if the gross amount of the order totals \$3,500.00 to \$6,999.99 before any discounts are applied and the order is shipped to one destination.

## CUSTOMIZED 2005 AMSOIL APPOINTMENT CALENDARS

New exciting 2005 AMSOIL calendars customized with your Dealership information are available from Norwood Publishing. Calendar features full color photos of AMSOIL market applications including racing, farming, boating and more. Available in lots of 100, the price per calendar is \$1.00 each. An industry survey indicates that the average person uses a calendar five to 12 times a day, so these calendars are an excellent promotional giveaway for your business.

To order, fill out the calendar order form inserted in the September *Action News* or download the order form under What's New in the Dealers' Zone at [www.amsoil.com](http://www.amsoil.com).

Non-personalized calendars are also available for individual purchase from AMSOIL.

### Non-Personalized Calendars

Stock #	U.S.	Can
G-1105	1.00	1.70



## NEW AMSOIL WASTEBASKET

New 4.3-gallon tapered metal wastebasket features AMSOIL logo on a white background with "The First in Synthetics" on the top and bottom.

Stock #	U.S.	Can
G-2048	12.00	19.50



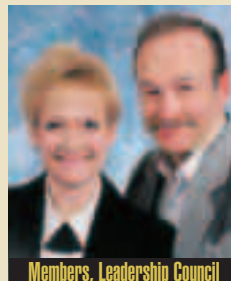
# MONTHLY LE



**Ray and Arlene Schmit**  
Minnesota  
★★★★Regency Platinum  
Direct Jobbers  
**FIRST**—Total Organization  
Second—Personal Group Sales



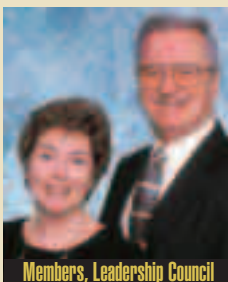
**Leonard and Eunice Pearson**  
Washington  
★★Regency Platinum Direct  
Jobbers  
Second—Total Organization  
Ninth—Personal Group Sales



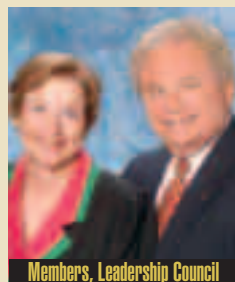
**Members, Leadership Council**  
**Mark and Sherree Schell**  
Idaho  
★★Regency Platinum Direct  
Jobbers  
Third—Total Organization  
Third—Personal Group Sales



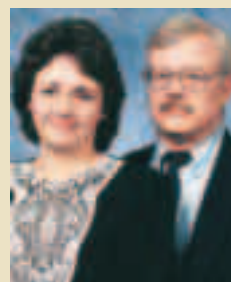
**Dave M. Mann**  
Michigan  
★★★Regency Platinum  
Direct Jobber  
Fourth—Total Organization  
**FIRST**—Personal Group  
Sales  
**FIRST**—New Qualified  
Dealers and Accounts



**Members, Leadership Council**  
**Gerry and Patricia Reid**  
Virginia  
Regency Platinum Direct  
Jobbers  
Eighth—Total Organization  
Fourth—Personal Group Sales  
Second—New Qualified  
Dealers and Accounts



**Members, Leadership Council**  
**Thomas and Sheila Shalin**  
Kansas  
Regency Platinum Direct  
Jobbers  
Ninth—Total Organization  
Sixth—Personal Group Sales  
Third—New Qualified  
Dealers and Accounts



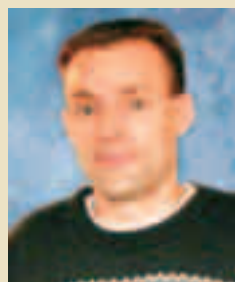
**Daniel and Judy Watson**  
Florida  
Regency Platinum Direct  
Jobbers  
Tenth—Total Organization  
Seventh—Personal Group  
Sales



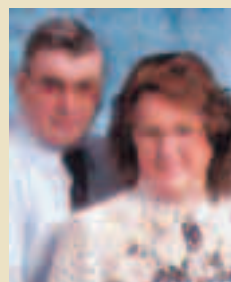
**William and Judith Shirk**  
Maine  
Regency Platinum Direct  
Jobbers  
Tenth—Personal Group  
Sales



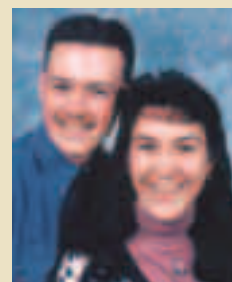
**Herschel L. Gates**  
Florida  
Premiere Direct Jobber  
Fifth—Commercial and  
Retail Marketing



**Ches H. Cain**  
Texas  
Master Direct Jobber  
Fifth—New Qualified  
Dealers and Accounts



**Cliff and Lorna Gasper**  
Washington  
Master Direct Jobbers  
Sixth—New Qualified Dealers  
and Accounts



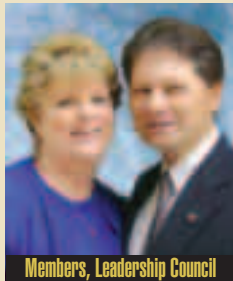
**Michael and Eileen Kaufman**  
Michigan  
Regency Direct Jobbers  
Seventh—New Qualified Dealers  
and Accounts

## HALL OF FAME

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



**David and Carol Bell**  
*Texas*  
★★Regency Platinum  
Direct Jobbers  
*Fifth—Total Organization*  
*Eighth—Personal Group Sales*  
**FIRST**—Commercial  
and Retail Marketing



**George and Shirley Douglas**  
*Florida*  
Regency Platinum Direct  
Jobbers  
*Sixth—Total Organization*  
*Fifth—Personal Group Sales*  
*Ninth—New Qualified Dealers and Accounts*



**Larry and Kathryn Chambless**  
*Georgia*  
Regency Gold Direct Jobbers  
*Seventh—Total Organization*  
*Fourth—New Qualified Dealers and Accounts*



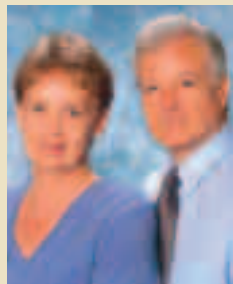
**Shirley Green,**  
Regency Platinum



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



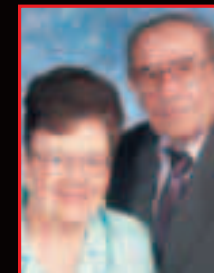
**James J. Allen**  
*Ohio*  
Master Direct Jobber  
*Second—Commercial and Retail Marketing*



**Raymond D. and Kathy Yaeger**  
*Wisconsin*  
Regency Direct Jobbers  
*Third—Commercial and Retail Marketing*



**Edwin L. Greenwood**  
*Oregon*  
Regency Direct Jobber  
*Fourth—Commercial and Retail Marketing*



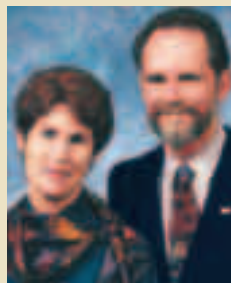
**Harold and Marcile Hartman,**  
Regency Platinum



**Dorothy Hansen,**  
Regency Platinum



**Robert E. Riley**  
*Florida*  
Direct Dealer  
*Eighth—New Qualified Dealers and Accounts*



**John and Jeanne Burke**  
*California*  
Master Direct Jobbers  
*Tenth—New Qualified Dealers and Accounts*



**Ora Mae Boardman,**  
Regency Platinum



**LaDonna Harrison and LaVel Rude,**  
(Lingwall Organization)  
★★★★Regency  
Platinum

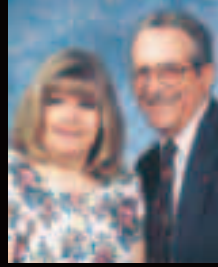
# HIGHER LEVELS OF

## REGENCY DIRECT JOBBER



**Edwin L. Greenwood**  
*Oregon*

## EXECUTIVE DIRECT JOBBERS



**Ronald and Sandra Ward**  
*Texas*

## PREMIERE DIRECT JOBBERS



**Gerald J. Gotvald**  
*Alabama*



**Vincent and Ruth Santell**  
*California*



**Scott T. Swendson**  
*Wisconsin*

### **First Time 1500 Level Honor Achievers** 1500 monthly commission credits 15 Dealers sponsored

**Arthur F. Kouns**, *California* Sponsor: Curtis K. Brilz

### **First Time 1000 Level Honor Achievers** 1000 monthly commission credits 10 Dealers sponsored

**Fernand and Paulette Beaudoin**, *Alberta* Sponsors: Wilfred and Ida Belanger

**Bill Kropf**, *Oklahoma* Sponsor: Vic Sherrell

**Lisandro Lopez**, *Washington* Sponsor: Daniel J. Zimmerman

**Glen E. Pierson**, *Arizona* Sponsors: Ken and Felice Sherwin

**Edward P. Wolfe**, *New York* Sponsors: Paul and Marlene Zimmermann

### **First Time 500 Level Honor Achievers** 500 monthly commission credits 5 Dealers sponsored

**Dave Boone**, *Michigan* Sponsors: Mark and Sherree Schell

**John H. Brevik**, *Texas* Sponsors: Bud and Lorna Bourquin

**Abraham W. Davis**, *Minnesota* Sponsor: Gary A. Rakow Jr.

**Tammy Fuchs**, *Pennsylvania* Sponsors: David and Rebecca Reid

**Chris C. Gades**, *Washington* Sponsor: Roy Anderson

**Tom and Virginia Kelly**, *Oregon* Sponsors: Marshall and Alana Mapes

**Kenneth and Cheryl Kulin**, *Michigan* Sponsor: Michael H. Ellis

**Patrick Ponsonby**, *North Carolina* Sponsor: Dave M. Mann



# RECOGNITION August 2004

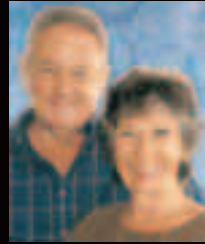
## NEW DIRECT JOBBERS



**Guy and Venus Baldwin**  
*Pennsylvania*  
Sponsors: Wesley and Marla Stauffer  
Direct Jobbers: Wesley and Marla Stauffer



**Kenneth T. Jamieson**  
*California*  
Sponsor: Victor C. Sledzinski  
Direct Jobber: Victor C. Sledzinski



**John and Rita Metz**  
*Florida*  
Sponsors: Joel and Susan Watkins  
Direct Jobbers: Joel and Susan Watkins



**Anthony Gregor, Jr.**  
*Indiana*  
Sponsors: Ronald and Barbara Gambill  
Direct Jobbers: Ronald and Barbara Gambill

## NEW DIRECT DEALERS



**Steve B. Johnson**  
*Utah*  
Sponsors: Neil and Maria Christensen  
Direct Jobbers: Neil and Maria Christensen

**First Time 500 Level Honor Achievers** 500 monthly commission credits 5 Dealers sponsored

**Wayne Proctor**, *Massachusetts* Sponsor: Anthony J. Belcher  
**Dale Wildes**, *California* Sponsor: Mark A. Wendtland

**First Time 300 Level Honor Achievers** 300 monthly commission credits 3 Dealers sponsored

**Peter J. Alotta**, *Massachusetts* Sponsors: Roland and Adeline Guillet  
**Russell Day**, *Colorado* Sponsor: Travis G. Wright  
**August W. Engel**, *Alaska* Sponsors: Frank and Beth Holt  
**Ted Erhart**, *Minnesota* Sponsors: William and Sandy Boese  
**Alison Grosso**, *New York* Sponsor: William Lockwood  
**David Huard**, *North Carolina* Sponsors: James Jr. and Vicki Spradley  
**Robert E. Jones**, *Ohio* Sponsor: James J. Allen  
**Gordon A. Kendall**, *Wisconsin* Sponsor: Larry Walker  
**Sheldon Duane Lunde**, *Minnesota* Sponsors: Ray and Arlene Schmit  
**Kevin C. Nemitz**, *Wisconsin* Sponsors: Mark and Denise Zielinski  
**Jerry Sr. and Rochelle Roy**, *Texas* Sponsor: Jerry Roy  
**Robert T. Sands**, *Montana* Sponsor: Michael E. Henderson  
**James Schafer**, *Ohio* Sponsor: Dave M. Mann  
**Wayne Webb**, *Texas* Sponsors: David and Carol Bell  
**Jim and Susan Willis**, *Virginia* Sponsors: Michael and Eileen Kaufman

# AMSOIL Synthetic Diesel Oils

In October 2002, new Environmental Protection Agency (EPA) pollution regulations went into effect, calling for a 50 percent reduction in diesel emissions. In order to comply with the new regulations, most engine manufacturers introduced exhaust gas recirculation (EGR) engines, which recirculate a portion of the exhaust to the engine's combustion chamber to incinerate pollutants. Although EGR engines effectively reduce emissions, they also run hotter and introduce higher levels of soot and acid into the oil, leading to increased wear and increases in oil viscosity.

Although the time to run field tests on new EGR engines was limited, original equipment manufacturers and oil companies worked together to introduce the API CI-4 diesel oil specification in December 2001. The new specification was designed specifically to provide optimum protection for both EGR and older engines while maintaining previous drain intervals. Areas directly addressed with CI-4 included "corrosive and soot-related wear tendencies, piston deposits, degradation

of low-and high-temperature viscometric properties due to soot accumulation, oxidative thickening, loss of oil consumption control, foaming, degradation of seal materials and viscosity loss due to shear."

In order to assure top performance in EGR-equipped engines, some equipment manufacturers released their own diesel oil performance specifications. In the two years since the October 2002 EPA deadline, manufacturers have collected considerable data on the performance of their engines, prompting many to tweak their specifications.

Mack released its stringent EO-N Premium Plus High Performance Diesel Engine Oil specification in the spring of 2002. However, according to Mack-Volvo powertrain staff engineer Greg Shank, it has since revised the specification due to soot-related oil thickening and shear that occurred after a certain length of highway time.

"The gear drives and the injection systems had changed and that created more shear than the older



## **AMSOIL Series 3000 Synthetic 5W-30 Heavy Duty Diesel Oil**

AMSOIL Series 3000 Synthetic 5W-30 Heavy Duty Diesel Oil is the premium choice for extended service life in both diesel and gasoline engines, including turbo charged vehicles. It provides excellent shear stability, retaining its protective viscosity in conditions that cause conventional oils to fail. Its high 12 TBN controls acids from combustion blow by and EGR, while its superior dispersancy and detergency characteristics effectively control EGR soot thickening and reduce wear. Series 3000 effectively keeps oil consumption, emissions and fuel consumption to an absolute minimum.

**Recommended for applications requiring the following specifications:**

### **Diesel Specifications**

API CI-4 PLUS, CH-4, CF, CF-2 • ACEA B3, B4, E2, E3, E5 • Global DHD-1  
Mack EO-M+, EO-N Premium Plus 03 • DDC Power Guard 93K214 • Caterpillar ECF-1  
Cummins CES 20071, 20072, 20076, 20077, 20078 • Volvo VDS2, VDS3 • MB 228.1, 228.3

### **Gasoline Specifications**

API SL, SJ • ACEA A3 • MB 229.5, 229.3, 229.1 • BMW LL-01/98 • VW 501.01, 502.00, 503.00, 505.00, 506.00 • Opel Long Life Service Fill GM-LL-A-025 • Porsche • Saab



## **AMSOIL Synthetic 15W-40 Heavy Duty Diesel and Marine Motor Oil**

AMSOIL Synthetic Heavy Duty Diesel and Marine Motor Oil is premium diesel oil that provides excellent performance in all types of diesel engines where highly effective control of wear and deposits is vital. Built with heavy-duty dispersant/detergent additives and 12 TBN, AMSOIL Synthetic Heavy Duty Diesel and Marine Motor Oil neutralizes acids and controls soot thickening from EGR and blow-by to effectively prevent corrosion, cylinder bore polishing (wear), varnish/sludge, and ring sticking. It resists heat and breakdown and is recommended for extended drain intervals based on oil analysis.

AMSOIL Synthetic Heavy Duty Diesel and Marine Motor Oil is excellent for on and off-road use and marine service using low or high sulfur fuels in naturally aspirated, turbocharged or super-charged engines.

**Recommended for applications requiring the following specifications:**

API CI-4 PLUS, CH-4, CF, CF-2, SL • Global DHD-1  
ACEA A3, B3, E3, E5 • Mack EO-M+, EO-N Premium Plus 03 • DDC Power Guard 93K214  
Caterpillar ECF-1 • Cummins CES 20071, 20072, 20076, 20077, 20078 • Volvo VDS2, VDS3  
MB 228.1, 228.3, 229.5 • MAN 271, 3275 • MIL-PRF-2104G



# Exceed Latest Specifications

engines," says Shank. After developing a more stringent shear stability test, Mack issued its revised EO-N Premium Plus 03 specification in April 2003. In order to meet the revised Mack specification, many diesel oils had to be reformulated with a new dispersant system and modifications to the viscosity index modifier to ensure improved shear stability.

"As with previous Mack specifications the EO-N Premium Plus 03 specification was aimed at identifying oils that provided extended drain capabilities in Mack engines beyond those provided by the current API CI-4 specification," says Gary Parsons, ChevronTexaco Global Lubricants commercial automotive business unit manager, North America.

Most recently, API has issued an upgrade to its CI-4 specification, CI-4 PLUS, and began licensing on September 1. It is expected to provide a higher level of protection for EGR engines through improved oxidation resistance, shear stability, acid neutralization and soot dispersancy. CI-4 PLUS certified diesel oils also meet

most of the individual manufacturer-issued specifications and are backward compatible with older diesel oil specifications and engines. CI-4 PLUS oils must first meet the original requirements of CI-4, with the additional requirements of passing the 90-Pass Shear Stability Bench Test and the new Mack T-11 engine test, a more stringent upgrade of the Mack T-8E soot-viscosity test required for CI-4.

AMSOIL Synthetic Diesel Oils surpass the most stringent modern diesel oil specifications, including CI-4 PLUS and EO-N Premium Plus 03. Formulated with top-of-the-line synthetic base stocks and advanced additive packages, AMSOIL Synthetic Diesel Oils effectively control the increased soot and acid levels associated with EGR units, while remaining shear stable at high temperatures, avoiding the damaging sludge and deposit build-up that contribute to decreased fuel efficiency, corrosion and accelerated engine wear.



## **AMSOIL Synthetic Blend 15W-40 Diesel Oil**

AMSOIL Synthetic Blend 15W-40 Diesel Oil is combination of synthetic and petroleum base oils with performance-enhancing additives formulated for all types of diesel engines, including modern units equipped with EGR devices. This quality, 12 TBN oil neutralizes acids from EGR and blow-by and keeps soot suspended to effectively prevent corrosion, wear, piston deposits and ring sticking. Plus, the low volatility properties of AMSOIL PCO reduce oil consumption and maintain fuel economy.

AMSOIL Synthetic Blend 15W-40 Diesel Oil is excellent for on- and off-road use with low or high sulfur fuels in naturally aspirated, turbocharged or supercharged diesel engines. It is also good for use in gasoline engines.

### **Recommended for applications requiring the following specifications:**

API CI-4 PLUS, CH-4, CF, CF-2, SL • Global DHD-1 • ACEA A3, B3, E3, E5  
• Mack EO-M+, EO-N Premium Plus 03 • DDC Power Guard 93K214 • Caterpillar ECF-1  
Cummins CES 20071, 20072, 20076, 20077, 20078 • Volvo VDS2, VDS3  
MB 228.1, 228.3, 229.1, 229.3, 229.5 • MAN 271, 3275



## **AMSOIL Synthetic SAE 30 Diesel Oil**

AMSOIL Synthetic SAE 30 Diesel Oil is the premium choice for applications calling for a single grade diesel oil. Formulated to provide excellent performance in diesel and gasoline engines, its high 12 TBN offers superior protection for off highway, high sulfur fuel applications, while its high detergency formulation controls soot thickening and reduces wear. Oil consumption and emissions are kept to a minimum, and high shear stability and thermal stability provide superior protection against rust, corrosion, varnish, sludge and soot.

### **Recommended for applications requiring the following specifications:**

API CI-4 PLUS, CH-4, CF, CF-2, SL • Global DHD-1 • ACEA A3, B3, E3, E5  
Mack EO-M+, EO-N Premium Plus 03 • DDC Power Guard 93K214  
Caterpillar ECF-1 • Cummins CES 20076, 20077, 20078 • Volvo VDS2, VDS3  
MB 228.1, 228.3, 229.1 • MAN 271, 3275

# DEALERS IN ACTION!

## Direct Jobbers Lead the Way to Success

Hard work, determination, networking, knowledge – these are among the tools of success – in any business. These tools are particularly important when you're the boss. And, that's what AMSOIL Dealers are.

Each Dealer is his or her own boss. Independent, self-employed, able to earn as much or as little based on his or her desire, determination, resources and talent.

But that doesn't mean Dealers are walking the wire without a net. That net is the core of the success Dealers find in the proven business opportunity of AMSOIL INC.

Nobody understands the importance of using those tools to keep forward momentum going better than Direct Jobbers David and Carol Bell, who have made their AMSOIL business a high-paying success since they became Dealers more than 15 years ago.

The dynamic duo held an Advanced Dealer Training Program in Kyle, Texas in August that brought together 55 AMSOIL Dealers and Direct Jobbers.

It was a full day of information from how to turn prospects into customers, the importance and value of trade shows, how to sponsor and motivate Dealers in your group, to how to organize a business and goal-setting. Attendees gained valuable insight about sales presentations, listened to seasoned Dealers share common sense sales tips from their own experiences and heard motivational testimonials from other Dealers.

"Doing some form of regular training sessions almost guarantees success in the AMSOIL business if a Dealer is also actively sponsoring new Dealers," said David Bell. "Mr. Al Amatuzio has said that sponsoring and training are the absolute essentials to success in the AMSOIL business. He told us that when we first started in the business in 1989, and it's as true today as it was then."

David and Carol Bell offer this type of large-scale training about twice a year to Dealers in their organization.

In a recent interview, David and Carol talked about the value and variety of training sessions.

"Putting these programs on takes a lot of energy, knowledge, time and money," the Bells said. "Doing



**AMSOIL "NIGHT AT THE RACES"** – Direct Jobbers David and Carol Bell, far right, line up with attendees of their recent Advanced Dealer Training class in Kyle, Texas, where Bryan Meredith of Meredith Racing won with his number 30 race truck that has AMSOIL installed bumper to bumper.

big training programs, like this ADT in Kyle, can and should be a team effort."

Engaging several team members in organizing the program and presenting the materials, according to the Bells, offers attendees varied viewpoints and material, as well as spreading out the workload of the undertaking.

While few Dealers or Direct Jobbers tackle such a large undertaking, attending some type of training classes is a sure-fire way for Dealers to gain the tools they need to succeed.

"If a Dealer ever gets the opportunity to participate in such a program, he should jump

at the chance. Going to training classes is the fast way to learn about this business," the Bells said.

Training sessions, however, can come in all sizes. "The classroom could be the kitchen table or a local restaurant," David Bell said. "Size is not as important as the content or quality, and the fact that training is available to those Dealers who want it."

The Bells also believe it's important to have AMSOIL logos prominently visible with complete product displays and vehicles on display that have AMSOIL signs, decals and advertising on them. "The same goes for all the Dealers attending these programs," they said. "Dealers should be wearing their AMSOIL clothes."

The training day in Texas culminated in an "AMSOIL Night at the Races" at a local race track, with a truck racing team that is sponsored by the Bells. Truck number 30 won the race for the AMSOIL team with 18-year-old driver Bryan Meredith. Meredith Racing is a family team, with father, Jimmy, who builds race engines, and other family members and friends working as pit crew and cheering section.

The training day was a smash hit with those who attended. "I would like to commend you both and all of the Bell team members and guests who conducted your ADT class in August," wrote Dealer David Puente of Oklahoma City. "I have never been more motivated by any other type of training class in my whole life. This class is proof that there are real people in this world who are supportive and dedicated to a team of individuals and willing to help out at any time."



# Account Credit Approval Process

Understanding the account approval process will aid Dealers in servicing their accounts, ensure a more efficient process and reduce frustration. Accounts requesting a line of credit from AMSOIL must first be an established AMSOIL account. Once an account is approved as a commercial or retail account, AMSOIL can begin the credit approval process. New accounts requesting a line of credit must complete both a Commercial/Retail Account Application (G-1389/G-1388) and a Credit Application (G-1391). After AMSOIL receives the Credit Application, the following process ensues:

1. The account receives a letter indicating that AMSOIL has received their Credit Application and is in the process of checking their references.
2. AMSOIL INC. credit personnel issue information request letters through mail and fax to the trade and bank references. The Dunn & Bradstreet database is also checked for available and pertinent information.
3. Should any incomplete references (i.e. incomplete address, phone, etc.) be received, the account is sent a letter stating the situation and requesting a complete reference.
4. Upon becoming established as an AMSOIL account, and prior to a line of credit being established, the account is on a cash basis until AMSOIL has completed its credit analysis.
5. Once the references have responded, the information is analyzed in order to make a decision regarding the line of credit. An approval or denial letter is issued to both the account and Dealer.

\*\* If credit is denied to an account, AMSOIL is *not* denying the account status. Their business is still welcome upon direct or C.O.D. payment.

AMSOIL performs a very careful screening of the financial condition of each account applying for credit, analyzing information obtained from their trade and bank references, as well as from the Dunn & Bradstreet database, to identify their ability to pay invoices within required terms. This process usually takes two to three weeks, depending on the credit limit requested and the cooperation of the references. On occasion, Dealers may need product for an account before their credit is approved. A "personal guarantee" program is available to T-1 Certified Dealers for an account's initial orders. The Dealer signs an agreement with AMSOIL, accepting responsibility for payment of the full invoice if it cannot be collected from the account. No bonuses or commissions are paid on any order going to collections or transferred to a Dealer's account. For more information on the personal guarantee program, contact Account Services at 715-392-7101, or go to the "Ask AMSOIL" section of the Dealers' Zone at [www.amsoil.com](http://www.amsoil.com).

The following tips will make the credit approval process proceed in a timely manner:

1. Because they are not allowed to provide information on their accounts, credit card companies are *not* acceptable forms of reference.
2. All trade references must have an established line of credit with the applicant. Because it may be difficult for the trade reference to locate the customer by name alone, the account number should also be provided. AMSOIL cannot approve credit based on references that have established the accounts as cash or C.O.D.
3. Municipalities are not required to supply references, so they should not be used.
4. Fax numbers should be provided if available, especially if the account does not have a Dunn & Bradstreet listing. This can speed up the process.
5. Postal codes are required for all references, especially Canada.
6. The requested credit limit must be indicated on the application.

# Revolutionary Filters Open

AMSOIL has successfully entered the heavy duty diesel market with synthetic motor oils specifically formulated for heavy-duty diesel performance.

Staying on the cutting edge of technology, AMSOIL has expanded its reach in the diesel market. Through a partnership with a leading worldwide manufacturer of filtration systems and replacement parts for mobile and industrial equipment, AMSOIL now offers state-of-the-art Donaldson Endurance™ air and oil filters.

Donaldson Company Inc. (DCI), patent holder of the Endurance Filter technologies, has products that include air and liquid filters for engines, exhaust and emission products, and air intake systems. Donaldson Company technology is unique in the world. DCI's portfolio is built on three core strengths: leading filtration technologies, solid customer relationships and global presence.

AMSOIL Dealers now can reach a new potential market of more than 4 million vehicles in private and fleet service in on-road heavy duty vehicles. These filters are air and oil specific for on-road applications in gross vehicle weight (GVW) classes 6, 7 and 8.

## Why would Donaldson partner with AMSOIL?

DCI shares the quality and performance oriented operating philosophy of AMSOIL. AMSOIL operates with a unique and successful business model; multiple channels of distribution, Dealer direct to commercial accounts and Dealer direct to retail on the shelf accounts. DCI also recognizes the reputation AMSOIL has as an industry leader and pace-setter. The successful image and track record of AMSOIL makes it a dynamic and vibrant business partner.

## Why would AMSOIL partner with Donaldson?

Donaldson filters dominate heavy-duty diesel rolling stock (class 6, 7 and 8) air and oil filter markets. Donaldson has a reputation for quality and performance. The partnership allows AMSOIL to position itself with more aftermarket filter products that are recognized for outstanding performance in the class 6, 7 and 8 vehicle market.

## Donaldson Endurance™ Air Filters

Donaldson Endurance™ Air Filters with exclusive nanofiber technology offer longer engine life, longer filter life, initial efficiency up to 99.99 percent and five times more capacity.

The nanofiber technology causes submicron contaminants to be held on the surface layer of smaller fibers. This filtration characteristic is only possible with this new type of air filtration technology. In on-highway applications, where the contaminant is primarily submicron in size, Donaldson Endurance filters cause less restriction than conventional filters with cellulose media. The smaller interfiber spaces of nanofiber technology have a higher efficiency and capture more contaminant.

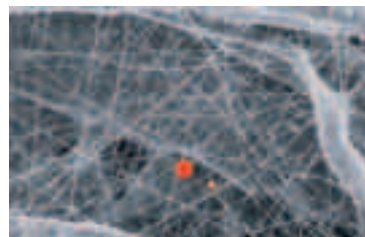
These air filters also are reusable. When the restriction gauge indicates replacement, the filter can be

removed from the air box and cleaned with shop air up to five times.

Donaldson Endurance™ air filters are guaranteed to deliver twice the miles between change intervals over cellulose air filters for on-highway applications or customers receive a new filter at no charge.

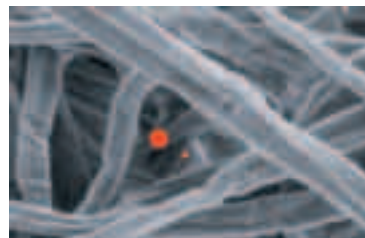


## Donaldson Endurance™ Air Filters With Nanofiber vs. Conventional Cellulose



Nanofibers have submicron diameters and small interfiber spaces, which result in more contaminant being captured on the surface of the media and lower restriction.

Red circles represent the diameter of a 2 micron and a 5 micron particle.



Cellulose fibers are larger than nanofibers, and have larger spaces between the fibers, causing contaminant to be held in the depth of the media and plug the airflow path; resulting in higher restriction and less capacity.

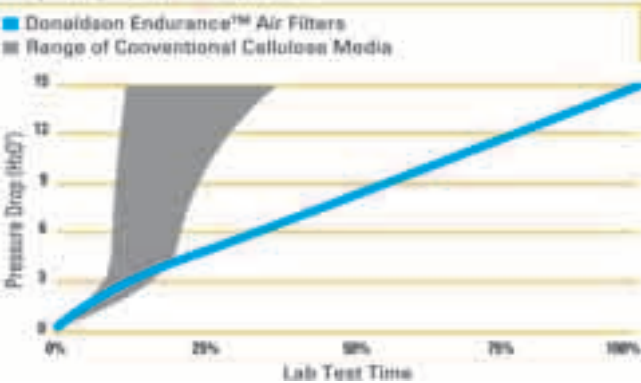
Donaldson Endurance™ air filters deliver cost-saving benefits:

- Longer Engine Life
- Longer Filter Life
- Ideal for Extended Maintenance Intervals
- Cleanable With Shop Air for Reinstallation
- Double Mileage Guarantee



# New Markets for Dealers

Capacity (Tested With Submicron Particles)



## Donaldson Endurance™ Oil Filters

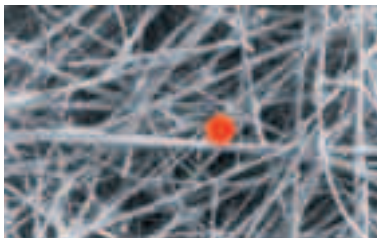
Donaldson Endurance™ oil filters are made with premium advanced synthetic media technology that results in fibers that have a controlled size, shape and smaller fiber diameter.

The controlled media manufacturing process allows Donaldson Endurance™ oil filters to deliver both higher dirt holding capacity at the same pressure differential and higher efficiency compared to conventional cellulose filters. The synthetic media also has better durability with usage.

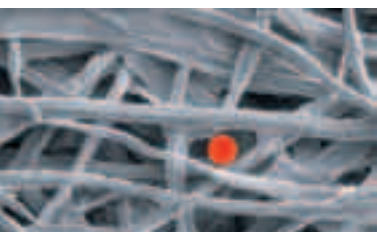
Throughout the service life of a cellulose filter, hot oil will degrade the resins that bind the media. The synthetic media technology uses a wire screen backing pleated with the media, resulting in superior strength.

Donaldson Endurance™ oil filters offer extended service intervals, greater engine protection to prolong engine and equipment life, improved lubricant flow, improved cold start performance and lower operating costs.

## Donaldson Endurance™ Oil Filters With Nanofiber vs. Conventional Cellulose



*Small, consistent synthetic fibers trap smaller particles and hold more contaminants, resulting in lower restriction.*



*Red circle represents the diameter of a 20 micron particle.*

*Cellulose fibers are inconsistent in size and shape, allowing more contaminants to pass through, resulting in higher restriction and lower capacity.*

## Engine Protection Filters Drive Costs Down

Donaldson Endurance lube filters are made using exclusive advanced synthetic media technologies. Synthetic media technology delivers cost saving benefits with:

- **Extended Service Life** • **Greater engine protection to prolong engine and equipment life**
- **Improved lubricant flow** • **Improved cold start performance** • **Reduced operating costs**

An AMSOIL Dealer can now get his or her “sales” foot in the door with class 6, 7 and 8 equipped fleets as they bring the superior quality of AMSOIL synthetic motor oils and lubricants to the customer, as well as air and oil filter technology that is second to none in the world.

Depending on geographic market size, it takes the typical stocking retail/distributor a substantial investment and commitment to become a Donaldson filter distributor. Most small to medium retailers don't have the financing to carry the Donaldson filter line, which includes the state-of-the-art, premium-quality, efficiency-oriented Endurance line. AMSOIL Dealers can sell new and existing Retail On The Shelf accounts any Donaldson Endurance™ filters they need, without the retailer having to make such a substantial filter investment. AMSOIL Dealers can cater to new and existing commercial account fleets, which otherwise have to seek out and find the closest stocking Donaldson Endurance™ filter distributor.

So whether you want to extend maintenance intervals to the limit and run your engine for a million miles without an overhaul, or whether you are maintaining a national fleet or running a coal mine, Donaldson Endurance™ filters can lower your total operating costs. Using AMSOIL synthetic oils and the Donaldson Endurance™ filters, with advanced synthetic technology, makes a superior extended drain combination.



**For pricing information see insert in this issue and on the AMSOIL corporate website at [www.amsoil.com](http://www.amsoil.com)**

**Donaldson™ Endurance OIL FILTER CROSS REFERENCE**

<b>Donaldson Endurance</b>	<b>AMSOIL</b>	<b>Hastings</b>	<b>Fleetguard</b>	<b>LuberFiner</b>	<b>Application</b>
ELF3998	SDF77	LF250XS	LF3620	LFP2160	Detroit Diesel, GMC
ELF7300	SDF74	LF448	LF3000	LFP3000	Cummins
ELF7345	N/A	LF395	LF3345	LFP3900	Case, Cummins
ELF7349	SDF80	LF408	LF3349	LFP780	Dodge, Light-Duty Trucks; Case, Cummins
ELF7367	N/A	LF284	LF3883	LFP2285	Agco, Terex; Detroit Diesel, International, Navistar
ELF7405	SDF73	LF282XS	LF691A	LFP4005	Caterpillar
ELF7483	SDF70	LF531XS	LF667	LFP3191XL	Mack, Volvo, White Trucks
ELF7670	SDF72	LF262	LF670	P670/LFP911	Cummins, Detroit Diesel
ELF7739	SDF70	LF327XS	LF9667/LF3379	LFP3191	Caterpillar
ELF7777	SDF75	LF439	LF777	LFP777B	Caterpillar, Cummins, GMC
ELF7900	N/A	LF499	LF9001	LFP9001	Cummins
ELF7947	N/A	LF273	LF3333SC	LFP947	Detroit Diesel

**Donaldson™ Endurance AIR FILTER CROSS REFERENCE**

<b>Donaldson Endurance</b>	<b>Hastings</b>	<b>Fleetguard</b>	<b>LuberFiner</b>	<b>Primary Application</b>
EAF5069	AF2120	AF25139M	LAF1849	Duramax, Mercedes, Cummins, Detroit 60, Volvo, Cat
EAF5107	AF2302	AF25598	LAF5873	Kenworth, Peterbilt
EAF5108	AF2315	AF25687	LAF8691	Mack
EAF5106	AF2216	AF25219	LAF2536	Cummins, Freightliner, Peterbilt
EAF5067	AF2093	AF4878	LAF1878	Caterpillar, Cummins, Kenworth, Ottawa, Peterbilt, Sterling; Deere, Magnum, GMC
EAF5053	AF785	AF1968M	LAF3551	Freightliner, Kenworth, Mack, Western Star, White, Donaldson
EAF5109	AF2248	AF25359	LAF3930	Chevrolet, Sterling; Deere, Kenworth
EAF5040	AF576	AF899M	LAF5069	Case, Caterpillar, Terex, Euclid, Komatsu, Donaldson
EAF5047	AF797	AF1969	LAF695	Mack, Donaldson
EAF5025	AF583	AF931M	LAF9472	Ford, GMC, International, Mack, White, GMC, Donaldson
EAF5027	AF700	AF1817M	LAF2100	Caterpillar, International; Universal Coach, Donaldson
EAF5038	AF574	AF879M	LAF5069	Caterpillar, Euclid, Terex, Donaldson
EAF5039	AF240	AF851M	LAF9155	Caterpillar, Euclid, Terex, Volvo, Donaldson
EAF5034	AF217	AF418M	LAF6587	Ag-Chem, Allis Chalmers, Case, Caterpillar, Clark, Daewoo, Massey Ferguson, New Holland; Iveco, R.V.I. Buses, Donaldson
EAF5008	AF469	AF852M	LAF6918	GMC, Kenworth, Mack; Caterpillar, Cummins, Donaldson
EAF5042	AF658	AF1605M	LAF8407	Ingersoll Rand; Hitachi, Terex, Donaldson
EAF5098	N/A	AF25435	N/A	Volvo
EAF5028	AF608	AF979M	LAF9545	International, Kenworth, Mercedes, Peterbilt, Donaldson
EAF5024	AF2312	AF954M	LAF9396	Ford, GMC, International, Mack, Donaldson

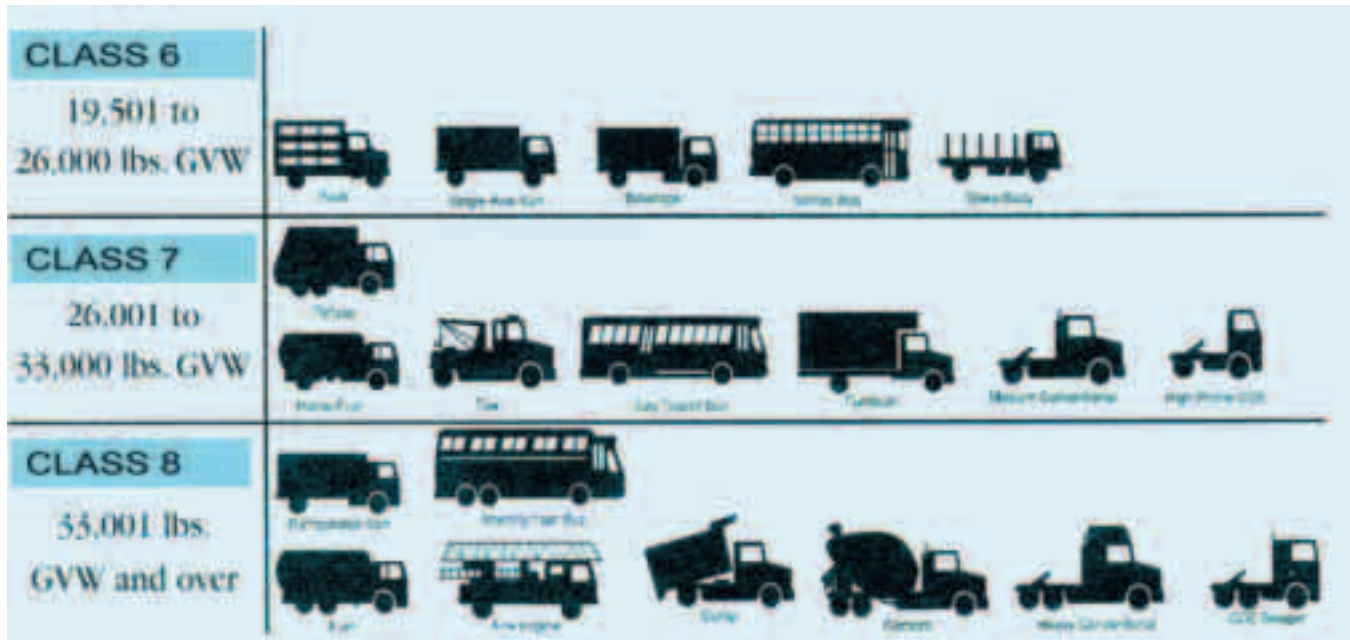


The Donaldson Endurance™ line of air and oil filters gives Dealers the opportunity to reach a large, diverse market. The chart below illustrates the types of vehicles in each class of heavy duty vehicle in classes 6, 7 and 8.

With more than 4 million heavy duty and fleet vehicles owned and operated across the country, the demand for these premium filters is nearly limitless.

Examples of the potential market for Donaldson Endurance™ air and oil filters follow below.

## The Heavy-Duty Vehicle Market



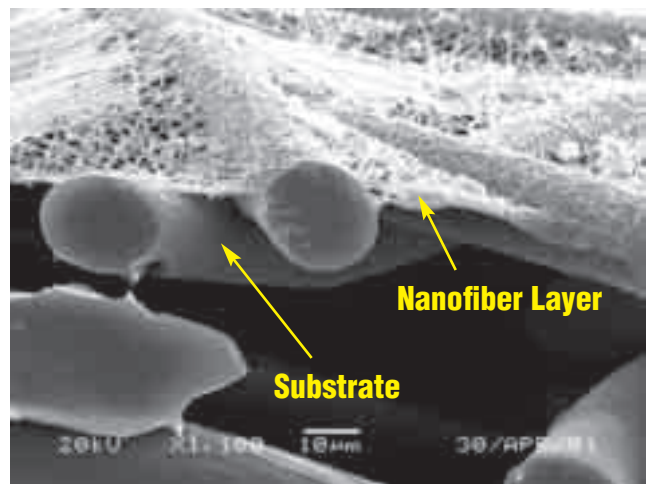
### Annual Air Filter Replacement

Class	Population	Service Frequency	Filter Need In Units
Class 6	508,000	0.82	414,799
Class 7	1,155,000	0.87	1,007,163
Class 8	2,424,000	1.25	3,021,664
Total			4,443,626

### Annual Oil Filter Replacement

Class	Population	Service Frequency	Filter Need In Units
Class 6	508,000	2	1,020,933
Class 7	1,155,000	4	4,416,040
Class 8	2,424,000	6	15,192,261
Total			20,629,234

### Nanofibers in Filtration Cross Section View



### Success Stories

- Field tested with large fleets, Donaldson Endurance™ air filters have reached more than 400,000 miles with their restriction still within acceptable limits.
- Nanofiber technology is currently in use on M-1 tanks extending operating time in high dust desert conditions.

The SDF 70, 72, 73, 74, 75, 77 and 80 oil filters will be replaced by the Endurance Oil Filters. The current SDF filters will remain in the system while supplies last.

# The Best Amateur Athletes Take Center Stage



Beautiful Tennessee scenery is the backdrop for intense motocross racing as the National Championships decide who will possibly launch a pro career.



The ranch has developed into a vacation hotspot in Tennessee over the years. Aside from the motocross racing, guests can find a wide variety of entertainment options.

## Coal Miner's Daughter Provides Backdrop for Amateur National Championships

During this Olympic season there's an emphasis on the amateur athlete. Earlier this summer the epitome of amateur motocross competition took place on a top-notch course cut into a large field at a campground owned by a coal miner's daughter.

The Amateur National Championships at Loretta Lynn's Ranch presented by AMSOIL can be the launching pad for professional careers. However, for far more riders this competition is the end of the road; the culmination of dozens and dozens of races, hundreds of dirt-choking laps and thousands of miles of travel from race to race, season after season all in the pursuit of one goal – an amateur title.

Hurricane Mills, Tenn. is a picturesque hamlet about an hour out of Nashville. It's where country music legend Loretta Lynn and late husband Mooney built their plantation-style homestead. The "ranch" was developed into a campground and theater now billed as "Tennessee's Seventh Largest Attraction." It seems an unlikely place to hold a motorsports event of this magnitude, but actually it's perfect. The campground with its winding creek, rolling hills, pool and facilities offers great family camping. It's been dubbed, "The world's greatest motocross vacation."

You want action? There are 33 classes, three motos per class. In other words, there are 99 motos totaling over 2,200 minutes of hard-core, wheel-to-wheel racing. Long before this point, more than 65 qualifying events were held from coast-to-coast with more than 14,000



The event draws the finest riders from around the country. Over 14,000 hopeful contestants were narrowed down to just the top 10 percent in a series of more than 65 qualifying events.



hopeful contestants. Only 10 percent gained entrance to the national championships. Riders who have graduated from here include AMSOIL/Chaparral/Honda riders Kevin Windham, Josh Grant, Ryan Mills and Mike LaRocco.

AMSOIL Direct Jobbers John and Virginia Strenkowski along with Chip Fisher set up shop at the main hub of activity, the intersection of two main roads and the center of most activities. The "AMSOIL Arena" was over one shoulder; the starting gate for all races was over the other. An ever-present coating of dust and an irrepressible heat didn't diminish their enthusiasm for the week-long event.

The AMSOIL presence was everywhere. The company logo was clearly visible on every rider, sign, program, event clothing item and many, many more places. Media coverage extended from local newspapers, to Nashville television, to national cable programs and publications. AMSOIL dominated the landscape.

During a time when gold medals are being given for excellence, AMSOIL deserves one for choosing to sponsor and represent the best amateur motocross athletes in the world.



*AMSOIL is proud to sponsor racing at the event, and has a strong presence both on the track and in the pits.*



*Riders from coast to coast show up to test their skills and compete in the 33 class events that total over 2,200 minutes of racing.*







## T-1 CERTIFICATION MEETINGS

### UTAH

• November - Every Friday  
 • December - Every Friday  
 Meeting - after 4 p.m.  
**GREENE RESIDENCE**  
 11653 S. Patchwork Circle  
 South Jordan, UT 84095  
 Hosted by Dealer Dorsey Greene  
 (801) 253-2701  
 Pre-paid registration required

## AMSOIL DEALER MEETINGS

### ALABAMA

• November 18 - Thursday  
 • December 16 - Thursday  
 Meeting - 7 p.m.  
**STANLEO'S SUB VILLA**  
 Governor's Drive  
 Huntsville, AL  
 Hosted by Direct Jobber Cliff  
 Goehring & Premiere Direct Jobber  
 Gerry Gotwald (256) 337-0376

• November 18 - Thursday  
 • December 16 - Thursday  
 Meeting - 7 p.m.  
**BOWMAN RESIDENCE**  
 1330 Frank Marshall Road  
 Ozark, AL 36360  
 Hosted by Direct Jobbers E. E. "Al" &  
 Mildred Bowman  
 (334) 774-3344

### ALASKA

• November 18 - Thursday  
 • December 16 - Thursday  
 Meeting - 7 p.m.  
**PHILLIPS INTERNATIONAL INN**  
 5121 Arctic Boulevard  
 Anchorage, AK 99507  
 Hosted by Dealer Don Nusbaum  
 (907) 563-2274 Call for reservations

• November 2, 16 - Tuesday  
 • December 7, 21 - Tuesday  
 Meeting - 7 p.m.  
**STATEN RESIDENCE**  
 2949 Sunflower Street  
 Anchorage, AK 99508  
 Hosted by Premiere Direct Jobber  
 Melda Staten (907) 333-0124  
 Call for reservations

### ARIZONA

• November 16 - Tuesday  
 • December 21 - Tuesday  
 Optional no-host dinner - 5:30 p.m.  
 Meeting - 6:30 p.m.  
**FIREHOUSE RESTAURANT**  
 1639 E. Apache Boulevard  
 Tempe, AZ 85281  
 Hosted by Executive Direct Jobber  
 Dick Nudo and Dealer Jim Brewer  
 RSVP  
 (602) 996-7181 Dick  
 (480) 968-4922 Jim

### ARKANSAS

• November 11 - Thursday  
 • December 9 - Thursday  
 Meeting - 6:30 p.m.  
**GARDNER RESIDENCE**  
 280 York Chapel Road  
 Nashville, AR 71852  
 Hosted by Dealer Jerry Gardner  
 (870) 451-9152 jgard24@iocc.com

• November 10 - Wednesday  
 • December 8 - Wednesday  
 Meeting - 7 p.m.  
**PASTERNAK RESIDENCE**  
 217 CR 472  
 Jonesboro, AR 72404  
 Hosted by Premiere Direct Jobbers  
 David and Brenda Pasterniak  
 (870) 933-8376

### CALIFORNIA

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

• November 3 - Wednesday  
 • December 1 - Wednesday  
 Meeting - 7 p.m.  
**MCCOOL RESIDENCE**  
 2210 Coddling Drive  
 Modesto, CA 95350  
 Hosted by Dealer Bill McCool  
 (209) 577-0174

• November 23 - Tuesday  
 • December 28 - Tuesday  
 Meeting - 7 p.m.  
**EVANS RESIDENCE**  
 40728 Sundale Drive  
 Fremont, CA 94538  
 Hosted by Premiere Direct Jobbers  
 Chuck and Linda Evans  
 (510) 659-4078

• November 9 - Tuesday  
 • December 14 - Tuesday  
 Meeting - 6:30 p.m.  
**COCO'S RESTAURANT**  
 284 East Highland Avenue  
 San Bernardino, CA 92401  
 Hosted by Dealer Jim Johnstone  
 (909) 886-4842

• November 2 - Tuesday  
 • December 7 - Tuesday  
 Meeting - 7 p.m.  
**CARROW'S RESTAURANT**  
 19011 Bloomfield Avenue  
 Cerritos, CA  
 Dealer Dave Gumpertz  
 (562) 212-3709  
 Dave@Lubes4U.com

• November 16 - Tuesday  
 • December 21 - Tuesday  
 Meeting - 7 p.m.  
 Downline and Guests FREE, Out of  
 line - \$5  
**LUDWICK RESIDENCE**  
 6015 Hughes Street  
 San Diego, CA 92115  
 Hosted by Direct Dealer Craig  
 Ludwick  
 R.S.V.P. (619) 583-5218

### COLORADO

• November 18 - Thursday  
 • December 16 - Thursday  
 Meeting - 7:30 p.m.  
**AMSOIL HOUSE**  
 4316 Ridgcrest Drive  
 Colorado Springs, CO  
 80918  
 Hosted by Executive Direct Jobber  
 Ida Gray (719) 598-5115

### CONNECTICUT

None Scheduled

### DELAWARE

• November 13 - Saturday  
 • December 11 - Saturday  
 Meetings at Noon  
 Call for reservations  
**BLUE DIAMOND PARK**  
 765 Hamburg Road  
 New Castle, DE 19720  
 Hosted by Direct Jobber Greg King  
 (302) 345-4350 Guests Welcome

### DISTRICT OF COLUMBIA

None Scheduled

### FLORIDA

• November 2 - Tuesday  
 • December 7 - Tuesday  
 Meeting - 7 p.m.  
**DOUGLAS RESIDENCE**  
 3207 Margaret Oaks Lane  
 Orlando, FL 32806  
 Hosted by Regency Platinum Direct  
 Jobbers George & Shirley Douglas  
 (407) 856-1564  
 Call ahead for details,  
 directions and RSVP

• November 2 - Tuesday  
 • December 7 - Tuesday  
 Dinner/Social - 6 p.m.  
 order from menu  
 Meeting - 7 p.m.  
**SAFFRON'S RESTAURANT**  
 1700 Park Street North  
 St. Petersburg, FL, 33710  
 Hosted by Executive Direct Jobbers  
 John and Shirley Alquist  
 (727) 545-8547  
 alquistproducts@hotmail.com  
 www.tell-it-well.com  
 All are welcome. Emphasis on doing  
 AMSOIL as a business.

### GEORGIA

• November 4 - Thursday  
 • December 2 - Thursday  
 Meeting - 7 p.m.  
**DIRKSEN RESIDENCE**  
 1905 Queens Road  
 Albany, GA 31707  
 Hosted by Regency Direct Jobber  
 Sherry Dirksen (229) 436-5532  
 Potluck, everyone brings a dish

### HAWAII

None Scheduled

### IDAHO

• November 6 - Saturday  
 • December 4 - Saturday  
 Meeting - 12 - 3 p.m.  
**SHELL RESIDENCE**  
 2000 W. Broadway  
 Idaho Falls, ID  
 Hosted by ★★Regency Platinum  
 Direct Jobbers Mark & Sherree Schell  
 Reservations: (208) 524-0322 RSVP

• November 10 - Wednesday  
 • December 8 - Wednesday  
 Meeting - 7:30-9:30 p.m.  
**MCGUFFEY RESIDENCE**  
 23446 Freezeout Road  
 Caldwell, ID, 83605  
 Hosted by Premiere Direct Jobbers  
 Charles and Connie McGuffey  
 RSVP: (208) 455-2581

### ILLINOIS

• November 9 - Tuesday  
 • December 14 - Tuesday  
 Meeting - 7:30 p.m.  
**BAUER RESIDENCE**  
 111 Woodland Trail  
 Anna, IL 62906-3904  
 Hosted by Direct Dealers Norm and  
 Barb Bauer (618) 833-3228

• November 20 - Saturday  
 • December 18 - Saturday  
 Meeting - 10 a.m.  
**LINDLAND SALES OFFICE**  
 1421 Winnemac Avenue  
 Unit 1  
 Chicago, IL 60640  
 Hosted by Premiere Direct Jobbers  
 Rienert and Diana Lindland  
 RSVP (773) 271-5678

### INDIANA

• November 3, 17 - Wednesday  
 • December 1, 15 - Wednesday  
 Meeting - 7:30 p.m.  
**RENTOWN SHOP**  
 1533 Rentown Road  
 Bremond, IN  
 Hosted by Direct Jobbers LeRoy and  
 Malinda Hochstetler and  
 Premiere Direct Jobbers  
 Willis and Rolene Gingerich  
 (219) 831-2839

### IOWA

• November 2 - Tuesday  
 • December 7 - Tuesday  
 Meeting - 7 p.m.  
**SORTER RESIDENCE**  
 2629 340th Avenue  
 Terril, Iowa 51364  
 Hosted by Dealers  
 David and Melissa Soter  
 (712) 853-6293

### KANSAS

• November 4 - Thursday  
 • December 2 - Thursday  
 Meeting - 6:30 - 8 p.m.  
**WICHITA PRODUCT CENTER**  
 3800 West 29TH St. South,  
 Ste. 5  
 Wichita, KS 67217  
 Hosted by Regency Platinum Direct  
 Jobbers Tom and Sheila Shalin  
 (316)-733-0002

### KENTUCKY

• November 4 - Thursday  
 • December 2 - Thursday  
 Meeting - 7:30 p.m.  
 Hosted by Executive Direct Jobbers  
 Al and Ann Kelly  
 (859) 879-0728 or e-mail:  
 bestoil@alltel.net  
 Call for location,  
 directions and RSVP

### LOUISIANA

• November 2 - Tuesday  
 • December 7 - Tuesday  
 Meeting - 6 p.m.  
**AUTTONBERRY RESIDENCE**  
 2520 Swiss Street  
 W. Monroe, LA 71291  
 Hosted by Dealer Ellis Auttonberry  
 (318) 396-4348

### MAINE

None Scheduled

### MARYLAND

• November 24 - Wednesday  
 • December 22 - Wednesday  
 Meeting - 7 p.m.  
**HYNES RESIDENCE**  
 291 Chestnut Springs Road  
 Chesapeake City, MD  
 21915  
 Hosted by Dealer William Hynes  
 (302) 540-2525 or 877-885-3111

• November 19 - Friday  
 • December 17 - 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

• November 19 - Friday  
 • December 17 - Friday  
 Meeting - 7 p.m.  
**GRONER RESIDENCE**  
 9208 Todd Avenue  
 Fort Howard, MD 21052  
 Hosted by Account Direct  
 Harvey Groner (410) 477-8255

• November 4 - Thursday  
 • December 2 - 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

• November 19 - Friday  
 • December 17 - Friday  
 Meeting - 7:30 p.m.  
**AL SMITH AUTOMOTIVE CENTER**  
 3228 E Joppa Road  
 Baltimore, MD 21234  
 Hosted by Premiere Direct Jobber  
 Al Smith  
 (410) 882-9696  
 Al@SynLubes.com  
 Reservations Required

### MASSACHUSETTS

• November 18 - Thursday  
 • December - No meeting  
 Meeting - 7 p.m.  
**St. PETER'S HALL**  
 Main Street  
 Dighton, MA 02726  
 Hosted by Dealer Roland Guillet  
 (888) 791-4442

### MICHIGAN

• November 17 - Wednesday  
 • December 15 - Wednesday  
 Meeting - 7 p.m. (Opportunity)  
 Meeting - 7:30 p.m. (Dealer training)  
**MUGRIDGE RESIDENCE**  
 6640 State Road  
 Lakeport, MI 48059  
 Hosted by Premiere Direct Jobbers  
 Barry and Cathy Mugridge  
 (877) 446-2671  
 Call for information and scheduling  
 or visit the web at www.pro-oil-1.com

• November 15 - Monday  
 • December 20 - Monday  
 Meeting - 7 p.m. (info)  
 Meeting - 8 p.m. (opportunity)  
**KIRBY RESIDENCE**  
 644 Shady Maple Drive  
 Wixom, MI 48393  
 Hosted by Regency Platinum Direct  
 Jobber Tom Kirby (248) 669-9093  
 Refreshments served, RSVP Required

• November 1 - Monday  
 • December 6 - Monday  
 Meeting - 7 p.m. (info)  
 Meeting - 8 p.m. (opportunity)  
**ELLIS RESIDENCE**  
 61653 Miriam Drive  
 Washington, MI 48094  
 Hosted by  
 Regency Gold Direct Jobber Mike Ellis  
 RSVP at (810) 781-5092 or  
 (810) 918-1578

• November 1 - Monday  
 • December 6 - 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

• November 18 - Thursday  
 • December 16 - 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

• November 18 - Thursday  
 • December 16 - Thursday  
 Meeting - 7 p.m.  
**MEYER RESIDENCE**  
 800 2nd Street  
 Cleveland, MN 56017  
 Hosted by Executive Direct Jobbers  
 Charles & Donna Meyer  
 (507) 931-3875

• November 11 - Thursday  
 • December 9 - Thursday  
 Meeting - 7:30 p.m.  
**STAVE RESIDENCE**  
 44 Crow River Drive  
 Elk River, MN 55330  
 Hosted by Dealer Ordell Stave  
 (612) 241-5267

• November 20 - Saturday  
 • December 18 - Saturday  
 Meeting - 2 p.m.  
**SAWYER RESIDENCE**  
 28108 - 133rd Street  
 Zimmerman, MN 55398  
 Hosted by Direct Jobbers  
 Roger and Jennifer Sawyer  
 (763) 856-3567  
 sawyerjlm@comcast.net  
 www.rpsracing57.com

### MISSISSIPPI

None Scheduled

### MISSOURI

• November 23 - Tuesday  
 • December 28 - Tuesday  
 Meeting - 7p.m.  
**REPUBLIC PARKS AND RECREATION ACTIVITIES CENTER**  
 711 East Miller Road  
 Republic, MO  
 Hosted by Dealer Jim Barnes  
 Call for directions. (417) 732-2553

• November 20 - Saturday  
 Guest Speaker Meeting - 1-9 p.m.  
**STRATFORD INN**  
 800 South Highway Drive  
 Fenton MO 63026  
 Speakers: ★★Regency Platinum Direct  
 Jobber Mark Schell and  
 Executive Direct Jobber Bill McCarthy  
 (877) 892-6018  
 connielubes@earthlink.net

• December 21 - Tuesday  
 Meeting - 7p.m.  
**LUCZAK RESIDENCE**  
 4810 Mattis Street  
 St. Louis, MO 63128  
 Hosted by Executive Direct Jobbers  
 Connie and John Luczak  
 (314) 892-6018 (417) 732-2553

### MONTANA

None Scheduled

### NEBRASKA

• November 11 - Thursday  
 • December 16 - Thursday  
 Meeting - 6:30 - 8 p.m.  
**AMSOIL PRODUCT CENTER**  
 4545 N. Lamb Blvd., Suite. D  
 Las Vegas, NV  
 Hosted by Executive Direct Jobber  
 Bob Kayles and Regency Platinum Direct  
 Jobber Shirley Green (702) 362-4492

### NEW HAMPSHIRE

None Scheduled

## NEW JERSEY

• November 9, 23 - Tuesday  
• December 14, 28 - Tuesday  
Meeting - 7 p.m.  
SEDA-MORALES  
RESIDENCE  
54 Woodland Ave.  
Mullica Hill, New Jersey  
08062

Hosted by *Premiere Direct Jobber Ben Seda-Morales*  
(856) 478-6732, cell;  
(856) 371-1880, home.  
Please RSVP

## NEW MEXICO

• November 23 - Tuesday  
• December 21 - Tuesday  
Meeting - 7:30 p.m.  
GREENBERG WAREHOUSE  
2415 Princeton Drive NE,  
Suite C  
Albuquerque, NM 87107  
Hosted by *Regency Direct Jobbers Paul and Nancy Greenberg*  
(505) 881-1693 warehouse;  
(595) 255-2137, home  
fax (505) 232-8330  
NMOilman@aol.com

## NEW YORK

• November 17 - Wednesday  
• December 15 - 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

• November 2 - Tuesday  
• December 7 - Tuesday  
Meeting - 7 p.m.  
LOTITO RESIDENCE  
89 Owl Creek Road  
Spencer, NY 14883  
Hosted by *Regency Direct Jobber Peter Lotito* (607) 589-4148  
Call ahead to reserve space and  
confirm location or  
e-mail lubedcalerny@aol.com

• November 11 - Thursday  
• December 9 - Thursday  
Meeting - 7:30 p.m.  
FRITTITTA RESIDENCE  
16 LaForge Avenue  
Staten Island, NY 10302  
Hosted by *Direct Jobbers Viny and Germaine Frittitta*  
(718) 442-4774

• November 17 - Wednesday  
• December 15 - Wednesday  
Meeting - 7:30 p.m.  
SYRACUSE AREA  
Call ahead for specific  
location  
Hosted by *Direct Jobber Peter Finnerty* (315) 682-9791

• November 17 - Wednesday  
• December 15 - Wednesday  
Meeting - 7:30 p.m.  
NEWARK, NY  
LOCATION  
Call ahead for location  
Hosted by *Dealer Brad Timerson*  
(315) 331-7110

## NORTH CAROLINA

• November 11 - Thursday  
• December 9 - 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

• November 11 - Thursday  
• December 9 - Thursday  
Meeting - 7:30 p.m.  
MALLONEE RESIDENCE  
3009 5th Street NW  
Hickory, NC 28601  
Hosted by *Account Direct Larry Mallonee and Dealer Jack Hoskins*  
(828) 327-3655 All Dealers welcome.

• November 11 - Thursday  
• December 9 - Thursday  
Meeting - 7 p.m.  
BURNELL RESIDENCE  
9424 Springdale Drive  
Raleigh, NC 27613  
Hosted by *Executive Direct Jobbers Chuck and Judi Burnell*  
(919) 870-9633 Call first

• November 9 - Tuesday  
• December 14 - Tuesday  
Meeting - 7 p.m.  
CLEVELAND RESIDENCE  
224 Campbell Place  
Jacksonville, NC 28546  
Hosted by *Dealers George and Nancy Cleveland*  
(910) 346-3866  
Call first - All Dealers welcome

## NORTH DAKOTA

• November 2 - Tuesday  
• December 7 - Tuesday  
Meeting - 7:30 p.m.  
EVANSON RESIDENCE  
725 10th Avenue West  
West Fargo, ND 58078  
Hosted by *Direct Jobbers Skip and Anna Evanson*  
(701) 281-1906  
skipsuperlub@msn.com

## OHIO

• November - Every Wednesday  
• December - 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

• November 7 - Sunday  
• December 5 - Sunday  
Meeting - 1 p.m.  
MERRITT RESIDENCE  
650 State Route 131  
Fayetteville, OH 45118  
Hosted by *Dealers Gordon and Sara Merritt*  
(937) 288-2568

• November 22 - Monday  
• December 27 - Monday  
Meeting - 11 a.m.  
PENA RESIDENCE  
2933 West U.S. 20  
Gibsonburg, OH 43431  
Hosted by *Premiere Direct Jobbers Luis and Sharon Pena*  
Please RSVP: (419) 349-3451  
or (419) 297-3451

• November 13 - Saturday  
• December 11 - Saturday  
Meeting - 1 - 4 p.m.  
BREDA RESIDENCE  
850 Remsen Road  
Medina, OH 44256  
Hosted by *Dealer Dennis Breda*  
(330) 239-3146

## OKLAHOMA

• November 6 - Saturday  
• December 4 - Saturday  
Meeting - 9 - 11 a.m.  
GOLDEN CORRAL  
9711 East 71 Street  
Tulsa, OK  
Hosted by *Regency Gold Direct Jobber Patrick Grady* (918) 258-6979 \*Pat

• November 11 - Thursday  
• December 9 - Thursday  
Meeting - 7 - 8:30 p.m.  
Please call for location and  
reservations for you and  
your guests.

Hosted by *Dealers Richard and Brenda Coats* (918) 225-5722

• November 9 - Tuesday  
• December 14 - Tuesday  
Meeting - 7 - 8:30 p.m.  
ALEXANDER RESIDENCE  
14355 East Timberidge  
Drive  
Claremore, OK 74019  
Hosted by *Premiere Direct Jobber Kevin Alexander* (877) 237-6281  
Call first to confirm space for you  
and your guests

• November 11 - Thursday  
• December 9 - Thursday  
Meeting - 10 a.m.  
GRADY RESIDENCE  
2612 W. Galveston Road  
Broken Arrow, OK 74012  
Hosted by *Regency Gold Direct Jobber Patrick Grady and Premiere Direct Jobber Kevin Alexander*  
(918) 258-6979  
RSVP kevin@nordam.com

## OREGON

• November 18 - Thursday  
• December 16 - Thursday  
Optional Dinner - 6 p.m.  
Meeting - 7 - 9 p.m.  
SWEETBRIER INN  
7125 SW Nyberg Road  
Tualatin, OR 97062  
Hosted by *Regency Direct Jobber Ed Greenwood* (800) 722-1092  
Call first to confirm space for you  
and your guests

## PENNSYLVANIA

• November 15 - Monday  
• December 20 - Monday  
Meeting - 7 p.m.  
HALLOCK ENTERPRISE  
STORE  
5 Main Street  
Bradford, PA  
Hosted by *Premiere Direct Jobber Joseph M. Hallock* (814) 368-8625  
T-1 training also available.

## RHODE ISLAND

None Scheduled

## SOUTH CAROLINA

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

• November - Variable Meetings  
• December - 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

• November - First Tuesday  
• December - First Tuesday  
Meeting - 7 p.m.  
DENNY'S RESTAURANT  
2521 Wade Hampton  
Boulevard  
Greenville, SC 29615  
Hosted by *Premiere Direct Jobber Loel D. Handley*  
R.S.V.P (864) 989-0753  
amsoidclearloel@aol.com

## SOUTH DAKOTA

None Scheduled

## TENNESSEE

• November 16 - Tuesday  
• December 21 - Tuesday  
Meeting 7 p.m. (info)  
8 p.m. (opportunity)  
DW WILSON CENTER  
Tullahoma, TN  
Hosted by *Dealer Nelson Gill*  
(931) 393-2601

## TEXAS

• November 16 - Tuesday  
• December 21 - Tuesday  
Meeting - 7 p.m.  
WARD RESIDENCE  
310 S. Grove Road  
Richardson, TX 75081  
Hosted by *Executive Direct Jobbers Ronald & Sandra Ward*  
(972) 231-0773  
oilmandj@comcast.net

## UTAH

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

• November - Every Friday  
• December - Every Friday  
Meeting - After 4 p.m.  
GREENE RESIDENCE  
11653 S. Patchwork Circle  
South Jordan, UT 84095  
Hosted by *Dealer Dorsey Greene*  
(801) 253-2701  
T-1 Certification classes every Friday,  
pre-paid registration required  
Everyone welcome; RSVP

## VERMONT

None Scheduled

## VIRGINIA

• November - First Tuesday  
Introduction to AMSOIL, History,  
Demonstrations, Products  
• December - First Tuesday  
Introduction to AMSOIL, History,  
Demonstrations, Products  
Meeting 7 p.m.  
REID RESIDENCE  
14600 Cornwall Lane  
Chester, VA 23836

Hosted by  
*Regency Platinum Direct Jobbers Gerry & Patricia Reid and Executive Direct Jobbers David and Rebecca Reid*  
Please call (804) 530-1400 to reserve  
space; (804) 530-0179 Fax  
synthoils@comcast.net

• November 1 - Monday  
• December 6 - Monday  
Meeting - 7 p.m.  
ISRA-UL TRAINING  
MEETINGS  
P.O. Box 2734  
Chesterfield, VA 23832  
Hosted by *Dealers M. and S. Isra-UI*  
Call in advance to RSVP, and get  
directions. Limited seating available.  
(804) 640-3402

• November 8, 22 - Monday  
• December 13, 27 - Monday  
Meeting - 7:30 p.m.  
STANCIL RESIDENCE  
240 N. Oceana Boulevard  
Virginia Beach, VA 23454  
Hosted by *Regency Direct Jobbers Bill & Barbara Stancil*  
(804) 428-6049

• November 8 - Monday  
• December 13 - Monday  
Meeting - 7 p.m.  
GRAVITTE RESIDENCE  
1042 Merganser Circle  
Gloucester, VA  
Hosted by *Premiere Direct Jobbers Cliff & Dee Gravitte* (804) 694-0221

• November 2 - Tuesday  
• December 7 - Tuesday  
Meeting - 7:30 p.m.  
PEZSKO RESIDENCE  
4503 Southampton Arch  
Portsmouth, VA 23703  
Hosted by *Regency Silver Direct Jobbers Raymond & Karen Peszko*  
(757) 484-9491

• November 9 - Tuesday  
• December 14 - Tuesday  
Optional dinner - 6 p.m.  
Meeting - 7 p.m.  
DAYS INN RESTAURANT  
5500 Williamsburg Road  
Sandston, VA  
Hosted by *Account Directs Roger Riggie and Mel Piggas*  
(804) 737-4874 or (804) 737-9231

## WASHINGTON

• November 15 - Monday  
• December 20 - Monday  
Meeting - 6:30 p.m.  
GASPER'S LUBE SERVICE  
CENTER & WAREHOUSE  
3325 Meridian Avenue East  
Edgewood, WA 98371  
Hosted by *Master Direct Jobbers Cliff and Lorna Gasper*  
(253) 864-7618, or (877) 633-7618  
Everyone Welcome

• November 9 - Tuesday  
• December 14 - Tuesday  
Meeting - 7:30 p.m.  
STOUGARD RESIDENCE  
22907 Prairie Road  
Sedro Woolley, WA 98284  
Hosted by *Executive Direct Jobbers Mary & Charlotte Stougaard*  
(360) 856-1641 Guests Welcome

• November 11 - Thursday  
• December 9 - Thursday  
Meeting - 7 p.m.  
WALSH RESIDENCE  
2220 South Castle Way  
Lynnwood, WA 98036  
Hosted by *Master Direct Jobbers Tom and Shirley Walsh*  
(425) 483-2582  
T-1 certification classes available  
by appointment with pre-paid  
registration.

• November 8, 22 - Monday  
• December 13, 27 - Monday  
Meeting - 7 p.m.  
POODLE DOG  
RESTAURANT  
1522 54th Avenue East  
Fife, WA 98424  
Hosted by  
★★Regency Platinum Direct Jobbers  
Leonard & Eunice Pearson  
(253) 939-8401 Guests Welcome!

• November 9 - Tuesday  
• December 14 - Tuesday  
Meeting - 7 p.m.  
PRUKOP RESIDENCE  
10306 86th Avenue East  
Puyallup, WA 98373  
Hosted by *Premiere Direct Jobbers Raymond & Patsy Prukop*  
(253) 845-9755 / 800-267-6450  
Everyone Welcome!

• November 13 - Saturday  
• December 11 - Saturday  
Meeting - 9 a.m. - noon  
AMSOIL (SYNLUBE) STORE  
2424 North Monroe  
Avenue  
Spokane, WA 99205  
Hosted by *Premiere Direct Jobber Jack Whitehill and Training Dealer Tom Bennett* (509) 324-3588  
Everyone Welcome. No charge

• November 23 - Tuesday  
• December 28 - Tuesday  
Meeting - 7:30 p.m.  
SAMUELSON RESIDENCE  
610 E. 20th Street  
Vancouver, WA 98663  
Hosted by  
*Direct Jobber Sammy Samuelson*  
(360) 699-5257  
1-UPS-5W30-OIL  
(1-877-593-0645)  
Discussion on product application  
and oil analysis  
All are welcome! Please RSVP

## WEST VIRGINIA

None Scheduled

## WISCONSIN

• November 18 - Thursday  
• December 16 - Thursday  
Meeting - 7:30 p.m.  
SEL-AMSOIL Academy  
1201 Clough Avenue  
Superior, WI 54880  
Hosted by ★★★★★Regency Platinum  
Direct Jobbers Bill & Donna Durand  
Refreshments Served (715) 392-4006  
Guests Welcome

• November 11 - Thursday  
• December 9 - 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

• November 4 - Thursday  
• December 2 - Thursday  
Meeting - 7 p.m.  
PABST RESIDENCE  
650 Larcom Street  
Hammond, WI 54015  
Hosted by *Regency Direct Jobber Lynn Pabst* (715) 796-5441  
Guests welcome.

## WYOMING

None Scheduled

## INTERNATIONAL

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

## NEW BRUNSWICK

• November 15 - Monday  
• December 20 - Monday  
Meeting - 7:30 p.m.  
McLAUGHLIN RESIDENCE  
913 Coverdale Road  
Riverview, NB E1B 5E6  
Hosted by *Premiere Direct Jobber Wayne McLaughlin and Dealer Wendell Steeves*  
(506) 386-2896 Everyone Welcome

## NEWFOUNDLAND

## NOVA SCOTIA

None Scheduled

## ONTARIO

• November 25 - Thursday  
• December 23 - Thursday  
Meeting - 6 - 8 p.m.  
AMSOIL DISTRIBUTION  
CENTER  
6625 Tomken Road  
Units 12-14  
Mississauga, ON L5T-2C2  
Hosted by *Master Direct Jobber Don Stefanik and local Dealers*  
(519) 786-4045

## PRINCE EDWARD

## ISLAND

## PUERTO RICO

## QUEBEC

## SASKATCHEWAN

## NEW ZEALAND

None Scheduled



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