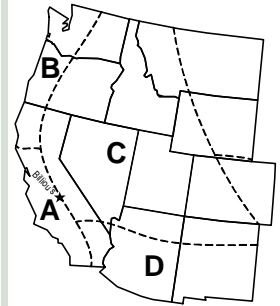


Billiou's Marketplace Weather Forecast



Region A (California):

Avg. Temp: 74° (4° > avg.)

Precipitation: 0" (avg.)

Aug 1-6 Sunny, warm

Aug 7-10 Hot, scattered
t-storms

Aug 11-28 Sunny, warm

Aug 29-31 Sunny, hot

Region B (Pacific NW):

Avg. Temp: 72° (3° > avg.)

Precipitation: 0.5" (0.5" < avg.)

Aug 1-9 Showers, then
sunny and warm

Aug 10-13 Sunny, warm

Aug 14-18 Partly sunny, hot

Aug 19-26 Cooler, showers

Aug 27-31 Sunny, warm

Region C (Rocky Mtns):

Avg. Temp: 75° (3° > avg.)

Precipitation: 1" (avg.)

Aug 1-8 Sunny, hot

Aug 9-16 T-storms, warm

Aug 17-21 Sunny, hot

Aug 22-31 Warm, scattered
t-storms

Region D (SW Desert):

Avg. Temp: 90° (3° > avg.)

Precipitation: 1.1" (0.4" < avg.)

Aug 1-8 Hot, scattered
t-storms

Aug 9-19 Partly sunny;
scattered t-storms

Aug 20-24 Sunny, hot

Aug 25-31 T-storms, then
sunny and hot

Quoted Source: Almanac.com

RICK GROVES, EDITOR
rickg@billious.com

MSAC Offers Small Gas and Diesel Night Classes

Mt. San Antonio College in Walnut, California (east of LA, west of San Bernardino and Riverside counties, and just north of Orange County) is offering two evening courses that may be of interest.

According to Tom Kane, a well-respected colleague from Kubota, Mark Pawlak, the class instructor is exceptional. And if Tom says it, I believe it.

Courses start the week of August 18, so you better hurry.

AGOR-53

Small Gasoline Engine

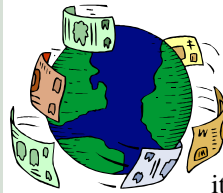
Tuesday nights 6 to 10 PM

AGOR-55

Diesel Engine Repair

Thursday nights 6 to 10 PM

More information, please contact Tom Viscosity at 909-594-5611, extension 4892. You will need to leave a message. Or, if you prefer, tvisosky@mtsac.edu is his email address.



Committing Commerce

Last month we identified seven factors to consider when calculating your shop labor rate so it is both competitive and profitable. This month we start digging a bit deeper into each of these factors.

Factor 1) Determining the Yearly Operating Expenses for the Service Department

Remember, payroll does not enter into this calculation. We'll look at labor separately when we discuss Factor 3.

Step 1) Figure your operating expenses for the total business. You may have others, but typical expenses include Administrative, Advertising, Depreciation, Electricity, Heat, Insurance, Legal Fees, Office Supplies, Postage, Property Tax, Rent/Lease, Repairs/Maintenance, Sales Promotions, Shop Supplies, Telephone, Uniforms, and Waste.

Step 2) Determine the percentage of your building that makes up the service area.

Step 3) Multiply your total operating expenses by the percentage of your building making up the service area.

This gives you the service area operating expenses.

Example:

Total Operating Expenses: \$99,000

Size of Building: 3000 square feet

Service Area Percentage: 1/3 (1000 square feet)

Service Area Operating Expenses: \$99,000 x 1/3 = \$33,000

Next month, we determine our yearly investment costs.



Tired of Telemarketers?

The **National Do Not Call Registry** is open for business, putting consumers in charge of the telemarketing calls they get at home. The Federal Government created the national registry to make it easier and more efficient for you to stop getting telemarketing sales calls you don't want. You can register online at DONOTCALL.GOV if you have an active email address. You can call toll-free, 1-888-382-1222 (TTY 1-866-290-4236), from the number you wish to register. Registration is free.

The Federal Trade Commission, the Federal Communications Commission, and the states will begin enforcing the **National Do Not Call Registry** on Oct. 1, 2003. That's when consumers who put their numbers on the registry by August 31, 2003 will notice a downturn in the number of telemarketing calls they get. Placing your number on the Registry will stop most, but not all, telemarketing calls.

Stock up now and save on this month's newsletter special!



Tecumseh Starter Rope Special

☞ 100% Quality Nylon Rope

| Part Number | Size | Length | List | Dealer Cost | Special Price |
|-------------|------|--------|---------|-------------|---------------|
| 730526 | #4 ½ | 200' | \$15.85 | \$ 9.51 | \$7.30 |
| 730514 | #5 | 200' | \$22.60 | \$13.56 | \$11.30 |
| 730516 | #6 | 200' | \$25.55 | \$15.33 | \$11.63 |

Fax orders 800-266-7337 attn: Glenda Penic, or phone her at 800-245-5468 ext. 143

Humor Is, As Humor Does



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Here's one for the ladies:

Five Secrets to a Perfect Relationship:

1. It is important to find a man who helps at home, who cooks from time to time, cleans up and has a job.
2. It is important to find a man who can make you laugh.
3. It is important to find a man who you can trust and who doesn't lie to you.
4. It is important to find a man who is a kind, considerate lover and who likes to be with you.
5. It is very important that these four men don't know each other. ☺

A man owned a small farm in South Georgia. The Wage and Hour Department claimed he was not paying proper wages to his help and sent an agent to check.

"You just give me a list of your employees and tell me how much you pay them."

"All right," said the farmer. "I have a hired man. Been with me for three years. I pay him \$600 a week, plus room and board. I have a cook. She's been here six months. She gets \$500 a week plus room and board."

"Anybody else?" asked the agent as he scribbled on a note pad.

"Yeah," the farmer said. "There's a half-wit here. Works about eighteen hours

a day. I pay him ten dollars a week and give him chewing tobacco."

"Aha!" the agent roared. "I want to talk to that half-wit!"

"You're talkin' to him now," said the farmer. ☺

A guy goes to visit his grandmother and he brings his friends with him. While he's talking to his grandmother, his friend starts eating the peanuts on the coffee table, and finishes them off. As they're leaving, his friend says to his grandmother, "Thanks for the peanuts."

She says, "Yeah, since I lost my dentures I can only suck the chocolate off 'em." ☺