

MTD Signs Agreement for McCulloch's Rights

MTD has entered into a distribution and trademark licensing agreement with Jenn Feng Industrial Co., Ltd. to be the exclusive provider of McCulloch power equipment and lighting products in the United States, Canada and Mexico.

MTD representatives stated in a June 6, 2003, letter to the MTD parts and service organization, "The McCulloch brand has been one associated with quality, durability and reliability for over 50 years, and we are proud to have this as part of our product portfolio."

On Jan. 12 1999, McCulloch Corporation declared bankruptcy, relieving any obligations to provide service for products manufactured before that time. In October 1999, Taiwan-based Jenn Feng purchased McCulloch's North American operations. Due to the liquidation of tooling and service parts at the time of bankruptcy, Jenn Feng didn't offer service support for McCulloch products manufactured prior to its involvement. Similarly, MTD will provide after-sale service support and maintain warranty issues for only those McCulloch products manufactured since 2000.

MTD launched its distribution of McCulloch whole goods to servicing dealers on Aug. 1, 2003. As of that same date, all McCulloch parts orders were required to go through MTD centrals, and all dealers needed to submit McCulloch warranty claims through MTD.



Committing Commerce

Last month we discussed how to determine yearly operating expenses for your service shop, one of seven factors necessary to calculate your shop labor rate so it is both competitive and profitable. This month we determine the yearly investment cost.

Factor 2) Determining the Yearly Investment Cost for the Service Department

Look at the total equipment investment within your service shop and determine the investment on a yearly basis.

Step 1) Take the cost of each piece of equipment in your service shop and divide that by the number of years you expect the equipment to last.

Step 2) Add up the annual values for each piece of equipment to determine the year's investment in shop equipment.

This gives you the yearly investment for the service department.

Example:

Equipment	Cost	# Years	Annual Investment
Air Compressor	\$2,800	7	\$400
Hydraulic Press	\$1,000	10	\$100
Tractor Lift	\$4,000	20	\$200
TOTAL	—	—	\$700

Next month we discuss Determining Annual Payroll Costs.

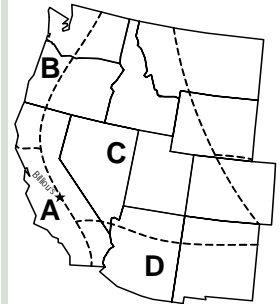
Yamaha Engine Joint Venture in China

Yamaha Motor has reached a 3-way agreement with the Chinese motorcycle engine maker Jiangsu Linhai Power Machinery Group Corporation and Yamaha Motor's motorcycle manufacturing joint venture Jiangsu Linhai Yamaha Motor Company Limited, known as "LYM," to establish a new company to produce multi-purpose engines.

The new company is expected to start operations in the autumn of 2004. It will produce six four-stroke multi-purpose engine models with a maximum rating of 12 hp. In its initial year, output will be about 30,000 units, and by five years total production is expected to reach about 400,000 units.

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Billiou's Marketplace Weather Forecast



Region A (California):
Avg. Temp: 71° (4° > avg.)
Precipitation: 0.4" (0.1" > avg.)
Sep 1-3 Hot, scattered t-storms
Sep 4-14 Sunny, very warm
Sep 15-18 T-storms
Sep 19-30 Sunny, hot

Region B (Pacific NW):
Avg. Temp: 66° (2° > avg.)
Precipitation: 2" (0.5" < avg.)
Sep 1-3 Partly sunny, showers
Sep 4-7 Partly sunny
Sep 8-13 Rain
Sep 14-19 Showers
Sep 20-30 Sunny

Region C (Rocky Mtns):
Avg. Temp: 63° (avg.)
Precipitation: 1.5" (0.5" > avg.)
Sep 1-7 Showers, turning cooler
Sep 8-16 Sunny, cool
Sep 17-18 Showers, seasonable
Sep 19-30 Sunny, mild

Region D (SW Desert):
Avg. Temp: 81° (2° > avg.)
Precipitation: 3" (2" > avg.)
Sep 1-7 T-storms
Sep 8-15 Sunny, warm
Sep 16-22 T-storms, cool
Sep 23-27 Sunny
Sep 28-30 Showers


Quoted Source: Almanac.com

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All Carlton Cut Loops are on Special in September!

Now until the end of September, buy six or more Carlton Saw Chain Cut Loops and get them at the 30+ price. All loops in the current Billiou's Carlton Price List qualify. If you don't have a Carlton price list, just ask for one when you call! Call (800-245-5468) and ask for Laura in the Sales Department, making sure to mention Lawn Clippings' September monthly special.

Fits	Part Number	Special Dealer Price	Special 6+ Price
12" Bars: Echo, Green Machine, Husqvarna, John Deere, Jonsered, Makita, Olympic, Poulan, Poulan Pro, Red Max, Ryobi, Sears, Shindaiwa, Skil, Tanaka	N1C-BL-45E Champion	6.60	6.78
			
20" Bars: Dolmar, Echo, Green Machine, Homelite, Husqvarna, Josered, Makita, McCulloch, Olympic, Poulan, Poulan Pro, Red Max, Sears, Shindaiwa, Skil, Solo, Stihl, Tanaka	A1-LM-72E Magna Chisel	10.71	9.98
24" Bars: Echo, Green Machine, McCulloch, Poulan, Red Max, Sears, Skil, Stihl, Tanaka	A1-LM-84E Magna Chisel	12.50	10.84

Humor Is, As Humor Does



Three elderly men go out walking. First one says, "Windy, isn't it?"

Second one says, "No, it's Thursday!"

Third one says, "So am I. Let's go get a beer." ☺

How do you tell a blonde has been using your lawnmower? The green welcome mat is ripped to shreds. ☺

A preacher was making his rounds to his parishioners on a bicycle, when he came upon a little boy trying to sell a lawn mower.

"How much do you want for the mower?" asked the preacher.

"I just want enough money to go out and buy me a bicycle," said the little boy.

After a moment of consideration, the preacher asked, "Will you take my bike in trade for it?"

The little boy asked if he could try it out first, and after riding the bike around a little while said, "Mister, you've got yourself a deal."

The preacher tried cranking the mower. He pulled on the rope a few times, and each time the engine slowed to a halt with no sign of even trying to start.

So the preacher called to the little boy, who was riding away on the bike, "I can't get this mower to start!"

The little boy yelled back, "That's because you have to cuss at it to get it started."

"I've been a man of the cloth for twenty-five years. I don't even remember how to cuss," shouted the preacher.

The little boy looked back at him, smiled, and said just loud enough for the preacher to hear, "Just keep pulling on that rope, and it'll all come back to ya." ☺

Bumper Stickers

Why didn't Noah just swat those darn mosquitoes?

Honk if your horn is broken.

Support Search and Rescue — Get Lost!

My kid got inmate of the month at county jail.

So many cats, so few recipes. ☺

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