

Brief Excerpt From  
Tecumseh's SEC  
Form **TECUMSEH**  
10-K

[Editor's Note: Dealers will benefit from a significant 6% increase in U.S. shipments of Tecumseh engines to service.]

**2003 vs. 2002**

Engine & Power Train business sales amounted to \$475.1 million in the full year 2003 compared to \$432.3 million in the full year 2002. The 10% improvement in sales for the year reflected 6% higher U.S. shipment volumes and the effects of currency translation from a weaker U.S. Dollar, partially offset by 18% lower volumes in Europe where the dry, hot summer reduced overall sales.

Full year 2003 volumes of engines used for snow throwers and generators were up 38% and 43%, respectively over 2002. The snow season was helped by early and heavy snowfalls on the East Coast, and the generator market was spurred by the blackout on the East Coast, as well as hurricane and storm activity.

## Kohler Parts are Available **KOHLER engines**

**Original Equipment Kohler** air filters, oil filters, and other fast-moving service parts are on the shelf ready to ship!

While existing distributors should still be considered the primary parts source for Kohler warranty dealers, Billiou's functions as a secondary parts source, supplying parts to non-warranty dealers and trade accounts. If you need a part, we're happy to serve your needs with a courtesy trade discount of 19% (with a few short discount exceptions).

Give us a try and **save 5%** on your first stock order of \$100 or more of Kohler Parts by using the clip-less coupon below and simply referencing promo code **0404FCLIP** on your qualifying order.

## Make More Money Filing MTD Claims Electronically



Beginning April 15, 2004, MTD will no longer pay the administration fee on warranty claims submitted on paper, but they will continue to pay this fee on claims submitted electronically.

### The Electronic Filing Option Offers Many Benefits

If you own a PC, either with your dealership or at home, you can start filing warranty claims online for qualified products manufactured or distributed by MTD Products.

Benefits Include:

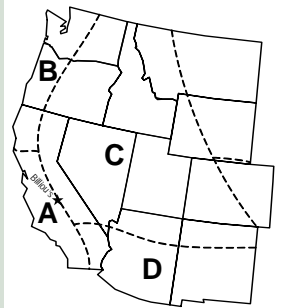
- Additional 5% mark-up on parts reimbursement, if applicable.
- Claims entry available 24 hours a day.
- Claims processed within 24-72 hours.
- Review claims anytime.

You can set up your electronic claims filing account by emailing MTD at [angel.vealey@mtdproducts.com](mailto:angel.vealey@mtdproducts.com). Please provide your email address, and dealer number ("S", service number). You will receive a reply within 24 hours that will contain your password and web site link.

Start filing claims electronically and reap the benefits immediately!

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**Billiou's Marketplace  
Weather Forecast**



**Region A (California):**  
Avg. Temp: 60.5° (4° > avg.)  
Precipitation: 1" (0.5" < avg.)  
Apr 1-6 Sunny, warm  
Apr 7-15 Sunny, seasonable  
Apr 16-20 Showers  
Apr 21-23 Partly sunny, warm  
Apr 24-30 Showers, then cool

**Region B (Pacific NW):**  
Avg. Temp: 49° (1° > avg.)  
Precipitation: 2.5" (1" > avg.)  
Apr 1-7 Partly sunny, seasonable  
Apr 8-11 Cool, showers  
Apr 12-18 Sunny, warm  
Apr 19-24 Rain  
Apr 25-30 Cool, showers

**Region C (Rocky Mtns):**  
Avg. Temp: 47° (1° < avg.)  
Precipitation: 1.5" (0.5" < avg.)  
Apr 1-10 Rain, then sunny, cool  
Apr 11-14 Chilly, rain and snow showers  
Apr 15-19 Sunny, mild  
Apr 20-25 Showers, then sunny, warm  
Apr 26-30 Showers, then sunny, cool

**Region D (SW Desert):**  
Avg. Temp: 67° (1° > avg.)  
Precipitation: 0.3" (0.1" < avg.)  
Apr 1-11 Partly sunny, scattered t-storms  
Apr 12-20 Warm, clouds and sun, scattered t-storms  
Apr 21-24 Sunny, warm  
Apr 25-30 Showers, then sunny, cool

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**Clip-less Coupon**

**Promo Code 0404FCLIP**

**+ 5% Savings +**

**KOHLER engines**

**ON \$100+ KOHLER OEM PARTS**  
Just reference the promo code when ordering.

Tel: 800-245-5468  
Expiration Date: 04/30/2004



*I'm No Fool...No Sir-eee... I Like Mak-ing More Man-ey...*  
*I'm No Fool...No Sir-eee... I Like Mak-ing More Man-ey...*



ake  
 Advantage  
 of our  
*April No-Foolin'  
 Special*

Make 60%  
 Profit!

Part Number	Description	List Price	Regular Dealer	Special !!!!!!!
P1-20-GL	Hand Pruner (with FREE Gloves)	\$49.95	\$32.19	\$20



*Designed to meet the demanding requirements of professional vine pruners making thousands of cuts, the P1-20 is a robust and professional instrument that will be cherished by professional and hobbyist gardeners for years. We dare you to buy better.*

*FREE  
 Gloves!*



Phone (800) 245-5468 or Fax (800) 266-7337 your order today, referencing Promo Code 0404BCLIP. Offer ends April 30, 2004.

## Humor Is, As Humor Does



### *Things That It Took Me Over 50 Years To Learn* (by Dave Barry)

1. Never, under any circumstances, take a sleeping pill and a laxative on the same night.
2. There is a very fine line between "hobby" and "mental illness."
3. People who want to share their religious views with you almost never want you to share yours with them.
4. You should not confuse your career with your life.
5. Nobody cares if you can't dance well. Just get up and dance.
6. Never lick a steak knife.
7. The most destructive force in the universe is

gossip.

8. You will never find anybody who can give you a clear and compelling reason why we observe daylight savings time.
9. You should never say anything to a woman that even remotely suggests that you think she's pregnant unless you can see an actual baby emerging from her at that moment.
10. There comes a time when you should stop expecting other people to make a big deal about your birthday. That time is age eleven.
11. The one thing that unites all human beings, regardless of age, gender, religion, economic status or ethnic background, is that, deep

down inside, we ALL believe that we are above average drivers.

12. A person who is nice to you but rude to the waiter is not a nice person. (This is very important. Pay attention. It never fails.)
  13. Your friends love you anyway.
  14. Never be afraid to try something new. Remember that a lone amateur built the Ark. A large group of professionals built the Titanic.
- FINAL Thought:
15. Men are like a fine wine. They start out as grapes, and It's up to women to stomp the [censored] out of them until they turn into something acceptable to have dinner with. ☺

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