



## These Big Dogs are Leading the Pack!

Big dogs don't settle for the bone, they want the huge steak they deserve! And these guys are hunting dogs, sniffing out Tecumseh engine sales and flushing out potential customers from the wild marketplace, earning a Silver Coin for every Tecumseh O.U.R. engine they chase through the system.

The following big dogs are "Best in Show," shining examples of what a top dog really is.

*Roy's Lawnmower Repair  
American Outdoor Power  
A and P Lawnmower Shop*

These other "Large Dogs" deserve recognition for their fine efforts as well. Bow wow — Wow!

*Abate Aweed  
Able Saw And Tool Repair  
Burlap and Landscape  
California Small Engine  
Carson Small Engine  
Desert West Karts  
Don's Graphix Signs Fun Karts  
Fresno Saw  
Gary's Mower Shop  
Grover's  
Hydraulic Technology, Inc.*

*Jensen & Watts Store #1  
Len's Lawnmower  
Madera Small Engine And Marine  
Mid Coast Mower  
Mission Lawnmower Center  
Modoc Engines  
Nelson Hardware*



*Noble Saw  
Omega Maintenance  
Pine Alley Rental  
R C Engine  
Schuyler's Mower Center  
Surprise Lawn and Garden  
The Sharpening Shop  
Tulare Small Engine Repair  
Universal Turf Equipment  
Valley Saw and Lawnmower  
Vegas Motor Sports  
Wheel 2 Wheel Racing And Fab*



We thank everyone for their participation, and wish you the best of profits in selling Tecumseh engines, certainly the best of the breed.

## Randy Bright Brings Home the Gold for Tecumseh Engine Sales

Randy Bright was awarded a Tecumseh Gold Coin valued at \$500 for winning this year's Tecumseh Big Dog Sales Competition.

For every qualifying O.U.R. engine sold to dealers in their territories, Billiou's territory managers were given one chance to win in a drawing held recently.

Winning this contest qualifies Randy to compete in the national contest for a chance to win either a 7-day Caribbean Cruise for Two, a Weekend Get-away for Two, or a \$150 cash prize for achieving excellence.

Salesmen accumulate points for Territory Volume and Growth, Engines per Dealer Sold, Dealer Development, and Dealer Service School Attendance.

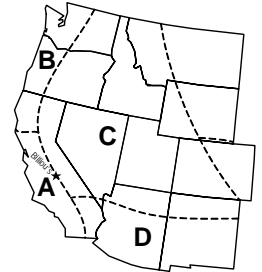
Congratulations, Randy! Hope you win big...



Rick Sherman, Billiou's Sales Manager (left), presents Territory Manager Randy Bright with a Gold Coin for winning this year's Tecumseh Big Dog Sales Contest.

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### Billiou's Marketplace Weather Forecast



**Region A (California):**  
Avg. Temp: 65° (3° > avg.)  
Precipitation: 0.1" (1" < avg.)  
Oct 1-3 Mostly cloudy  
Oct 4-11 Sunny, hot  
Oct 12-18 Sunny, warm  
Oct 19-31 Partly sunny; scattered t-storms south

**Region B (Pacific NW):**  
Avg. Temp: 57° (avg.)  
Precipitation: 3" (0.5" > avg.)  
Oct 1-6 Rain, cool  
Oct 7-12 Partly sunny, seasonable  
Oct 13-18 Warm, rain  
Oct 19-31 Partly sunny, showers

**Region C (Rocky Mtns):**  
Avg. Temp: 52° (1° > avg.)  
Precipitation: 1" (avg.)  
Oct 1-4 Cool, showers  
Oct 5-15 Sunny, seasonable  
Oct 16-26 Warm, rain, then cooler  
Oct 27-31 Cold, rain and snow showers

**Region D (SW Desert):**  
Avg. Temp: 70° (2° > avg.)  
Precipitation: 1" (1" > avg.)  
Oct 1-3 Sunny, cool  
Oct 5-8 Warm west, scattered t-storms east  
Oct 9-20 Sunny, very warm  
Oct 21-27 T-storms, cooler  
Oct 28-31 Sunny, cool

Quoted Source: almanac.com

**RICK GROVES, EDITOR**  
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# Solo®

Featuring High-Quality  
Fuji-Robin Engines



Ask your Billiou's  
Territory Manager  
how you can  
receive dating  
terms and prepaid  
freight!



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Model Number	Suggested Promotional Price
106-R	\$299.95

**Dealer Special**  
**\$224.96**

Features	106-R	130-R
Engine	Fuji-Robin	Fuji-Robin
Displacement	25 cc	35 cc
Horsepower (SAE)	1.1	1.6
Electronic Ignition	Yes	Yes
Fuel Capacity	10 oz.	22 oz.
Anti-vibration	Yes	Yes
Warranty	2 yr cnsmr 1 yr comm	2 yr cnsmr 1 yr comm
Handle	Loop	Bicycle
Head	Nylon	Nylon & 3-T blade
Weight	12 lbs.	18 lbs
Blade (capable)	Yes	Yes
CARB Compliant	Yes	Yes
Extra Quiet	Yes	Yes

Limited to Stock on Hand



Model Number	Suggested Promotional Price
130-R	\$444.95

**Dealer Special**  
**\$333.30**

## Humor Is, As Humor Does

THE TOP TEN SIGNS  
YOU ARE TOO OLD FOR  
TRICK-OR-TREATING

10. You become winded from knocking on the door.

9. You hire another kid to chew the candy for you.

8. You ask for high fiber candy only.

7. When someone drops a candy bar in your bag, you lose your balance and fall over.

6. People say, "Great Mask!" and you're not wearing a mask.

5. When the door opens you yell, "Trick or...." and forget the rest.

4. By the end of the night, you have a bag full of re-

straining orders.

3. You have to carefully choose a costume that won't dislodge your hairpiece.

2. You need to keep a check on your pacemaker.

1. You avoid going to houses where your ex-wives live. ☺

The door bell, rings, and a man answers it. Here stands this plain but well dressed kid, saying, "Trick or Treat!"

The man asks the kid what he's dressed up like for Halloween. The kid says, "I'm an IRS agent." Then he takes 28% of the man's candy, leaves, and doesn't say thank you.

☺

Q: What do you get when you take the circumference of your jack-o-lantern and divide it by its diameter?

A: Pumpkin Pi

Q: What did the skeleton say while riding his Harley Davidson motorcycle?

A: I'm bone to be wild!

Q: Why did the skeleton go to hospital?

A: To have his ghou stones removed!

Q: Who is the best dancer at a Halloween party?

A. The Boogie Man!

Q. Why don't witches ride brooms when they're mad?

A. They're afraid of flying off the handle! ☺