

State of the Distributor Address to Our Partners

Last month, we discussed that Billiou's would be implementing a new **VoIP (Voice over Internet Protocol) Phone System** this spring that will allow us to handle much greater call volumes and substantially improve our service levels to you. Hardware has already arrived, so we're making quick progress toward that goal.

Incorporating such a high-tech phone system means we must make considerable investments in other areas as well, so that a proper network infrastructure can be built.

For those in tune with geek-speak, we've just completed re-cabling the building with **2.27 miles** (yes, miles) of the **newest Cat-6 cabling**, capable of handling gigabit (1,000 megabit) throughput, replacing the existing Cat-5 which was limited to 100 megabit — increasing our data-handling capabilities tenfold. For the non-geeks, the upgrade from Cat-5 to Cat-6 means we have 20% more cats in the wall, and they meow much louder and faster. ☺



Billiou's has selected **Cisco routers, switches, and firewall** to complete the backbone of this enhanced network. Cisco is considered the standard against which all other networking devices are compared, and their quality is well-known by corporate America.



For inquiring minds that want to know, the specific hardware is:

- ◆ **Cisco 2651XM Router**
- ◆ **Cisco Catalyst 3750-48PS SMI Switch**
- ◆ **Cisco PIX 515E Firewall**

We've also just taken delivery and are getting ready to deploy a new **HP ProLiant DL380 G4**

High Performance Server.
Again, for the geeks:



- ◆ **Dual Xeon 3.4 GHz processors (800 MHz bus)**
- ◆ **2 GB Ram (400 MHz)**
- ◆ **Two 72.8 GB Hard Drives Ultra320 SCSI 10,000 rpm (RAID 1—Hot Swappable) Operating System**
- ◆ **Three 72.8 GB Hard Drives Ultra320 SCSI 10,000 rpm (RAID 5—Hot Swappable) Data Storage**

All these items will be housed in an **APC Net-shelter VX Enclosure**, and power backup for emergencies will be handled by an **APC Sym-metra RM 4kVA Scalable Power Array**. Human interface will be through an **APC Monitor/**



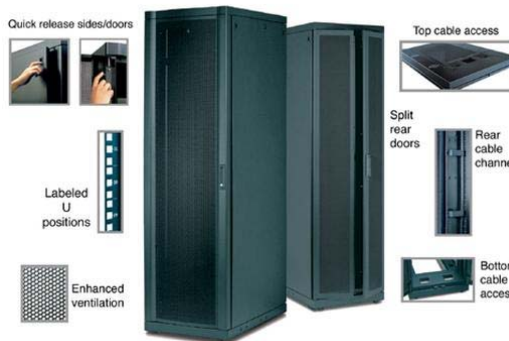
Keyboard Drawer with a TFT 1024x768 Flat panel display.

These investments demonstrate that Billiou's is fully committed to its customers, suppliers, and staff — and we plan to continue

successful growth for many years into the future.

Over the next few months, we'll be sharing lots of great news about improvements that promise to be very exciting and beneficial for the most important person we serve — you.

Thank you for your continued support!

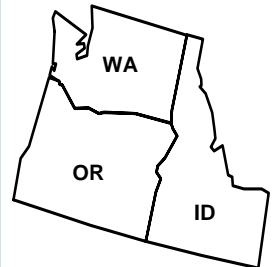


Volume 18, Issue 2
February, 2005

Billiou's Marketplace Weather Forecast



Southwest: February 2005
1st-3rd. Light snow Utah, then clearing. Pleasant elsewhere. 4th-7th. Gusty, showery weather. 8th-11th. Clearing and colder. 12th-15th. Fair, then showers. 16th-19th. Turning windy and stormy. 20th-23rd. Fair. 24th-28th. Pleasant California, South Plateau, then blustery and wet.



Northwest: February 2005
1st-3rd. Pleasant. 4th-7th. Major storm, heavy snow Idaho, accumulations up to one foot. 8th-11th. Dry and colder. 12th-15th. Fair, then showery. 16th-19th. Windy, then stormy. 20th-23rd. Fair skies. 24th-28th. Unsettled Washington and Oregon.

Quoted Source:
www.farmersalmanac.com

RICK GROVES, EDITOR
rickg@billious.com

solo®

Reconditioned Backpack Sprayer

Comfort!

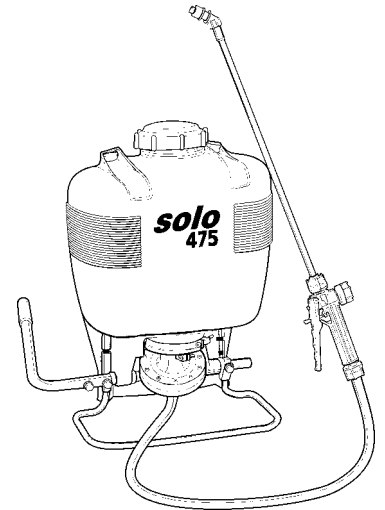
Durability!

Features!

Performance!

Solo Backpack Sprayer Model 475r

- ◆ Produces up to 60 psi
- ◆ 4 adjustable pressure settings — 15, 30, 45, 60 psi
- ◆ Diaphragm pump handles both wettable powder and liquid chemicals
- ◆ Designed to pass small abrasive particles without damaging pump
- ◆ Rugged connecting rod actuated diaphragm pump
- ◆ High-quality Viton® diaphragm resists harsh chemicals and abrasion for long life
- ◆ Large 4.25" opening with filter basket
- ◆ High density polyethylene w/UV inhibitors for unmatched durability
- ◆ Shut-off valve
- ◆ 28" wand gets to hard-to-reach places
- ◆ 4' high-pressure hose
- ◆ Padded shoulder straps for comfort



\$49⁹⁵ Special Price
@ \$89⁹⁵ Suggested List
= \$40⁰⁰ Profit!!!

Get Prepaid Freight on 6 or more units. Place your order with Glenda 800-245-5468 ext. 143

Humor Is, As Humor Does

A woman awoke excitedly on Valentine's Day and announced enthusiastically to her husband, "I just dreamed that you gave me a pearl necklace for Valentine's day! What do you think it means?"

With certainty in his voice, the man said with a wink, "You'll know for sure tonight."

That evening, the man came home with a small package and handed it to his wife. With anxious anticipation, the woman quickly opened the package to find a book entitled — *The True Meaning of Dreams*. ☺

One morning a woman went to the local mall to buy Valentine's Day cards for her

son and father. The huge displays for the hundreds of cards really astounded her, and she muttered out loud, "Hmm, I wonder if they have anything for ex-husbands."

The clerk behind the counter said, "Yes, ma'am, we do. But they're in the Sporting Goods section. They're called darts." ☺

When a newly married couple smiles, everyone knows why. When a ten-year married couple smiles, everyone wonders why. ☺

A husband said to his wife, "No, I don't hate your relatives. In fact, I like your mother-in-law better than I like mine." ☺

The honeymoon is over

when the husband calls home to say he'll be late for dinner and the answering machine says it's in the microwave. ☺

A man whose credit card was stolen decided not to report it because the thief was spending less than his wife did. ☺

In the 1st year of marriage, the man speaks and the woman listens. In the 2nd year, the woman speaks and the man listens. In the 3rd year, they both speak and the neighbors listen. ☺

When a man opens the door of his car for his wife, you can be sure of one thing: either the car is new — or the wife is. ☺



BILLIOUS, INC.

1343 S. Main St.
Porterville, CA 93257

Phone: 559-784-4102
Fax: 559-781-1875
Email: letushelp@billious.com
Web: <http://www.billious.com>