



Billiou's Posts Updated Ryobi and Ridgid Power Tools Price Lists on Website



www.billious.com is growing. Last month, we began posting illustrated parts lists for all Ridgid and Ryobi Woodworking Power Tools on the site. This month, price lists have been added as well.

Techtronic Industries, the manufacturer of Ridgid and Ryobi brands, is a very market-driven, proactive company that moves products quickly and efficiently to the field. Nearly every month new tools are introduced. With new tools comes new parts, so TTI usually updates their price lists monthly.

About the Price Lists

Ridgid and Ryobi dealers can download updated price files in two formats – Excel (.xls) or Adobe Reader (.pdf) – from the Billiou's website.

Files require a PASSWORD to open that will be supplied only to Factory Authorized Service Centers. Passwords will be supplied to qualified dealers either 1.) individually via telephone (upon dealership verification) or 2.) via email distribution whenever a new price list is posted (highly recommended – see the end of the article for more info).

How to Get the Price Lists

1. Go to www.billious.com.
2. Click on the flashing Ridgid+Ryobi "Looking for Parts Lists?" icon in the right side column.
3. Locate the "Dealer Price List" link under the respective product line.

4. Click on the desired price file.

If you prefer a bit of typing, you can get to the price lists directly at the following URLs:

Ridgid Price Lists

www.billious.com/ipls/ridgid/pricelist/

Ryobi Price Lists

www.billious.com/ipls/ryobi/pricelist/

File Formats

Microsoft Excel Spreadsheet (.xls) – You must have the necessary software installed to view, generally Microsoft Excel. If you don't have Excel you can download a free viewer by visiting

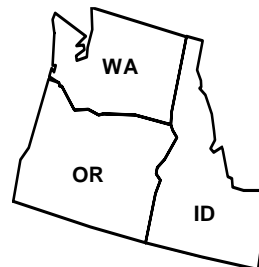
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Marketplace Weather Forecast



October 2005

1st-3rd. Unsettled. **4th-7th.** Gusty winds and showers California and South Plateau. **8th-11th.** Fair and chilly. **12th-15th.** Milder, then showers. **16th-19th.** Mostly fair. **20th-23rd.** Unsettled. **24th-27th.** Clearing, turning colder. **28th-31st.** Unsettled, showery.



October 2005

1st-3rd. Unsettled; light rain, mixed with snow Idaho. **4th-7th.** Fair, then stormy. **8th-11th.** Fair and cool. **12th-15th.** Milder, then showers. **16th-19th.** Mostly fair. **20th-23rd.** Unsettled. **24th-27th.** Clearing and chilly. **28th-31st.** Unsettled; showers.

Points of Interest:

- Always Current Ridgid & Ryobi Price Lists on Billiou's Website
- Price of Gas Got You Down? Check Out These Money-Saving Tips
- Terry B. Says, "Light Up Your Customer's Life and Illuminate Your Way to More Profit!"
- Sign Up For Our Email Distribution List to Stay Current on Pricing
- Egg-actly The Way it Feels
- Did You Even Know We Had This?

Cheaper to Buy New Car in Los Angeles than to Fill the Gas Tank

"When I got home last night, my wife demanded that I take her out to some place expensive — so I took her to a gas station!"

Gas prices being up has most of us down, but keep in mind that those of us driving in 1981 were actually paying more than \$2.80 a gallon in adjusted dollars way back then.



And just to keep it all in perspective, let's do a bit of math — If gas sells for \$3 and you drive a 10 mpg car 20,000 miles a year, you'll spend \$3,000 more than you would have on gas selling for a buck fifty.

Realistically, most cars and minivans get more than 20 mpg, and we usually drive about 15,000 miles a year. That's about \$20 more a week if gasoline prices double.

It stings, but it doesn't add up to a national emergency. Just cut out a trip to McDonald's for Happy Meals with the kids and you've got it whipped.

But if you own a real gas guzzler, maybe picking up a cheap, used small car makes

sense. If you drive 15,000 of your 20,000 annual miles in a 30-mpg Ford Escort and save the Dodge Ram 4x4 for the occasional weekend excursion, you'd save \$3,500 a year — enough to pay off a cheap economy in less than a couple of years.

If you just want to save money on your current ride, try the following tips:

1. Find the best deal on gas in your area by checking out www.gasbuddy.com or www.gaspricewatch.com.
2. If you're already there, buy gas on the "not-rich" side of town, outside the city limits, or just outside the county line, taking advantage of the difference in taxes or cheaper wholesale prices.
3. Check traffic before you leave. Sitting still idling in an Interstate parking lot means you're averaging 0 mpg.
4. Use a credit card with gas rewards (but pay your balance every month or you'll lose more in interest than you gain in gas).
5. Buy mass-merchant gas from retailers like Costco and Wal-Mart.
6. Take advantage of cash discounts or

"frequent-fueler" programs.

7. Keep your car tuned-up and the tires properly aligned and inflated.
8. Remove the junk from the trunk. Every extra 100 pounds means one less mile per gallon. (Might be a good incentive to start that diet and exercise program too.)
9. Whoa, cowboy! Drive like granny. Every 5 mph over 60 is like adding a dime to the cost of a gallon of gas. Just stay out of MY way.
10. Unless you live in Oregon, where pumping your own gas will get you in the same cell as Charles Manson, save yourself as much as 25 cents by doing it yourself. And do you really need premium?
11. Share a ride. Or ride the bus.
12. Try two wheels. Pedal power is good for the environment, good for your health, and saves you money.

If you want to see how much you'll pay for gas on a planned road trip, you might want to check out www.fuelcostcalculator.com. This Auto Club of Southern California website let's you put in various cities and vehicle models to see what you'll spend at the gas station — not counting munchies.

Terry B. says, "Shine Some Light on your Accessory Profits!"

Terry B., a Tier-Two Agent in our Inside Sales and Service Department, never misses an opportunity to help out a customer.

"Many customers that own **RIDGID** Cordless Power Tools would love to have a rechargeable flashlight," says Terry, "but they're hesitant to fork over the \$300 or \$400 to Home Depot to buy the 3-piece or 4-piece combo sets that includes this item."



The flashlight features a swiveling, adjustable-beam head to hit all the angles needed to light up the work project — or the campsite. Dealers should have great success selling these at even a tad over list price to customers because of the quality and convenience.

You might even want to buy an extra one for yourself.

R829 12v Flashlight
R839 14.4v Flashlight
R849 18v Flashlight
 \$17.76 list, **\$10.66 dealer cost** for each.



Billiou's Posts Updated Ryobi and Ridgid Woodworking Power Tools Price Lists on Website (cont.)

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www.microsoft.com. Simply type "excel viewer" in the search box at the upper right corner and you'll get a link to the download page.

Adobe Portable Document Format (.pdf) — Can be viewed with free Adobe Reader software already loaded on most computers. If you don't have it installed already, you can download your free copy at www.adobe.com/products/acrobat/readstep2.html or by simply clicking the link on Billiou's IPL page to get there directly.

Download Instructions

1. Visit www.billious.com.
2. Locate the file you wish to download.
3. Right-click on the link with your mouse, then click "Save target as..." (in Internet Explorer) or "Save Link as..." (in Netscape).
4. Browse to the drive and folder you want to save the file to (your Desktop

is a good location that provides easy access), then click on the "Save" button to download and save the file.

5. Repeat the steps above for each price list you wish to save.

Your new price lists are now saved on your computer for future reference or for importing (Excel format) into your business management system.

Frequently Asked Questions

How often are price files updated?

Price files are updated when we receive them from the manufacturer. TTI has been sending updated pricing to Billiou's on a monthly basis, generally the first week of the month.

How will dealers be notified of price updates?

Dealers that provide an e-mail address can receive an e-mail notification if they "opt-in" for e-mail notification. Those not choosing that option must check the website regularly for current pricing.

How do I get the Password?

Dealers who opt-in for email notification will receive the password and the download link via email to make it seamless and easy to stay current. To be included on the list, send an email with your dealership information, including your account number to bryanc@billious.com or mail/fax the form below. Email notifications will be sent to the address we have on file, so dealers must ensure their email address is updated with us if it changes.

Dealers may also contact their Billiou's Territory Sales & Service Manager, any Inside Sales/Service Agent, or one of the Sales Coordinators via telephone at 800-245-5468. After providing your dealer number for verification, the password will be given to you verbally.

More Questions?

Questions regarding price file updates may be directed to Bryan Cooley at 800-245-5468 ext. 3269, or dial direct 559-560-3269.

Opt-In Form to Receive Ridgid+Ryobi Price List via Email



Ridgid+Ryobi Price List Email Signup



Yes! I'd like to stay current. Please include me on the email distribution list so I'll receive updated pricing as soon as it's available.

Account Number: _____

Email Address: _____

I would like to receive occasional informative emails from Billiou's. I understand my email address will not be shared with anyone else.

Yes! While you're at it, send me some of those flashlights so I can make some extra money by providing my customers with a bit of extra value when they visit!

Qty. _____ R829 12v Flashlight (w/o batt./chgr.) @ \$10.66 each *

Qty. _____ R839 14.4v Flashlight (w/o batt./chgr.) @ \$10.66 each *

Qty. _____ R849 18v Flashlight (w/o batt./chgr.) @ \$10.66 each *

* Authorized Ridgid+Ryobi Service Dealer cost, Normal shipping charges apply, expires 10/31/05

Mail or fax this form to:

Billiou's, Inc.
1343 South Main Street
Porterville, CA 93257
(800) 245-5646 voice
(800) 266-7337 fax



Signature _____

Printed Name _____

Company Name _____

Address _____

Phone _____



Billiou's, Inc.

Billiou's, Inc
1343 S. Main St.
Porterville, CA 93257
Phone: 800-245-5468
Fax: 800-266-7337
Email: letushelp@billious.com

Rick Groves,
Business Development Manager

The Service Solution



Hand-Held Spreader Offers Value and Convenience for Smaller Lawns

Priced right. No compromise on quality. Lightweight, easy to use, requires minimal assembly and maintenance.

This hand-held spreader makes it easy to keep small yards and planting beds looking their best. Small in size, but big in quality and value.

List Price \$26.75
Regular Dealer Price \$20.00

Special Dealer Price
\$17.05



Expires 10/31/05. Place your order with Glenda 800-245-5468 ext. 3235



SMALL size
BIG quality and value

Specifications:

- Hopper Capacity: 25 lb
- Spread Width: 8' - 10'
- Drive Type: metal gear direct drive
- Handles: large poly crank
- Adjustable shoulder strap included
- Carton Size: 35.4"h x 18.1"w x 15.4"
- Shipping: UPS

Note: This information is subject to change without notice or obligation

Humor is, As Humor Does

In the men's room at work, the boss had placed a sign directly above the sink. It had a single word on it – "Think!"

The next day, when the boss went to the men's room, as he looked at the sign he noticed that right below, immediately above the soap dispenser, someone had carefully lettered another sign which read,



"Thoap!" ☺

Technically Challenged Caller: "Can you give me the telephone number for Jack?"

411 Operator: "I'm sorry, I don't understand who you are talking about."

Technically Challenged Caller: "On page 1 section 5, of the user guide it clearly states that I need to unplug the fax machine from the AC wall socket and telephone Jack before cleaning. Now, can you give me the number for Jack?" ☺

Bumper Snickers

A messy car is a happy car. This car is delirious.

When everything's coming your way, you're in the wrong lane.

He who hesitates is not only lost, but miles from the next exit.

I drive way too fast to worry about cholesterol.

Car service: If it ain't broke, we'll fix it until it is.

Belt that kid of yours. It's the law.

Take the mystery out of driving. Use your turn signal.

I may be driving slow, but I'm in front of you.

Upon advice of counsel, my bumper bears no message at this time. ☺

A wife was making a breakfast of fried eggs

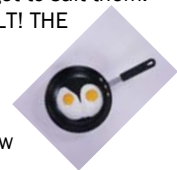


for her husband. Suddenly her husband burst into the kitchen.

"Careful. CAREFUL! Put in some more butter! Oh my goodness! You're cooking too many at once. TOO MANY! Turn them! TURN THEM NOW! We need more butter. Oh my! WHERE are we going to get MORE BUTTER? They're going to STICK! Careful ... CAREFUL! I said be CAREFUL! You NEVER listen to me when you're cooking! Never! Turn

them! Hurry up! Are you CRAZY? Have you LOST your mind? Don't forget to salt them. You know you always forget to salt them. Use the salt. USE THE SALT! THE SALT!"

The wife stared at him. "What's wrong with you? You think I don't know how to fry a couple of eggs?"



The husband calmly replied, "I just wanted to show you what it feels like when I'm driving." ☺