



# Billiou's Dealer Zone to be Unveiled in January

By the end of January, you'll have a new online tool to help provide necessary information for your service business.

Billiou's is preparing to launch the "Dealer Zone," a password-protected area in which you'll have access to parts lists, price lists, service bulletins, and much more.

This site will be evolving with new information added weekly. Planned content includes:

- Parts Lists
- Price Lists
- Service Bulletins
- Parts Flashes
- Warranty-Related Documentation
- Dealer Support Forum
- Technical Tips
- Enhanced Manufacturer Links to Valuable Key Locations
- Special Shop Tools
- Package Tracking
- Order Status Requests
- Parts Return Requests
- Dealer Purchase Order Forms



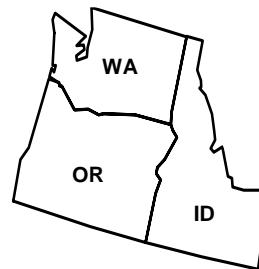
- Billiou's Lawn Clippings Newsletter
- Customized Line Cards for Your Specific Region
- Suggested Stock Lists for Easier Ordering
- Company Directory
- Holiday Schedule

Watch this column next month for the web address and instructions on how to sign up for secure access to this new valuable tool.

## Marketplace Weather Forecast



**January 2006**  
**1st-3rd.** Stormy, gales on coast, break out umbrellas for Rose Parade. **4th-7th.** Clearing. **8th-11th.** Showers spread East **12th-15th.** Clear and chilly. Frosts on S. plateaus. **16th-19th.** Stormy. **20th-23rd.** Clearing, cold. Frost for parts of Calif. **24th-27th.** Showers spread inland. **28th-31st.** Unsettled, stormy again, another Pacific disturbance comes onshore.



**January 2006**  
**1st-3rd.** Changeable. Stormy, with gales along the Pacific Coast. **4th-7th.** Clearing. **8th-11th.** Changeable, unsettled, with rain, and, over the Cascade Range, snow. **12th-15th.** Clear and chilly. **16th-19th.** Becoming very unsettled. **20th-23rd.** Clearing and chilly. **24th-27th.** Showers spread inland. **28th-31st.** Unsettled and stormy.

### Points of Interest:

- Dealer Zone set for January debut, offers easy access to info
- Though it's been said that sleep is a symptom of caffeine deprivation, it's the golden chain that ties health and body
- Lisa gets Slimy this month, but at least she doesn't leak
- Tecumseh closes down Mississippi plant
- Disorder in the court
- Tecumseh bags it with class and style

## Sleeping your Way to Success

“Not enough rest” ranks third on the list of *Law Enforcement’s 10 Deadly Errors*, ranking well above “failure to watch the hands of a suspect”, “improper handcuffing”, and “dirty or inoperative weapon.”

Fatigue caused by lack of sleep, while potentially deadly in the areas of police work and medicine, can be a pricey problem for all sectors of industry and can wreck havoc in your personal life as well. According to the National Sleep Foundation, sleep deprivation costs over \$100 billion annually in lost productivity, medical expenses, time off, and property damage for businesses in the United States. Many relationships have soured due to misunderstanding the symptoms of this condition.

### Symptoms

Sleep deprivation afflicts 47 million American adults, or almost a quarter of the adult population. Exhaustion and fatigue



affect our emotional moods, causing pessimism, sadness, stress, and anger. The National Sleep Foundation (NSF) has suggested that social problems such as

road rage may be caused, in part, by a national epidemic of sleepiness. Without sufficient rest, emotional mood deteriorates. People become irritable and short-tempered, both with themselves and others. Loss of emotional control is possible, leading to emotional outbursts and even violence.

Stress and anxiety levels both rise as a result of sleepiness, which often begins a vicious circle. Insomnia and fatigue leads to stress and anxiety. Stress and anxiety are leading causes of insomnia. Left unchecked, this cycle can result in full-blown anxiety disorders and depression.

Insufficient rest adversely affects the frontal cortex’s ability to control speech, access memory, and solve problems. The

effect on physical energy is also startling: otherwise healthy people quickly show symptoms of age and early diabetes as glucose metabolism falls by up to forty percent. Driving and other activities can become dangerous without sufficient rest.

The brain’s ability to problem solve is greatly impaired: decision-making abilities are compromised, and the brain falls into rigid thought patterns that make it difficult to generate new problem-solving ideas.

Other related symptoms include sensitivity to cold, weight gain, depression, joint or muscle pain, pale skin color, brittle fingernails, and slow or slurred speech.

Total sleep deprivation is fatal: lab rats denied the chance to rest die within two to three weeks.

### Sleep Loss Equals Weight Gain

Is it possible that in America, the obesity epidemic is caused by sleep loss? Recent

*(Continued on page 3)*

## Lisa Often Gets “Slimy” with our Dealers

Lisa, a Tier-Two Agent in our Inside Sales and Service Department, isn’t miry, mucky, oozy, sludgy, or slushy, but she has been known to be a bit “slimy” on occasion,

recommending a great product to dealers looking out for their customer’s best interests that are not opposed to making a profit while doing so.

“It really fixes flats before they happen,” Lisa explains. “And the very best time to fix a problem is before there is one.”



### Prevent & Repair Flats

- Install Slime before a puncture occurs to prevent flats

- Seals punctures up to 1/4”
- Works immediately and does not dry up

### How does Slime work?

Slime can be installed as a pre-treatment before a puncture occurs. Slime can also be used to repair a flat tire or a slow leak. Simply remove the valve core from your tire, inject Slime, re-inflate it and rotate it. IT’S THAT EASY!

Once installed into the tire, Slime remains liquid, evenly coating the inside.

When a puncture occurs, the escaping air forces Slime into the hole where environmentally friendly fibers, binders, polymers, and proprietary congealing agents intertwine and clot

to create a long-lasting, flexible plug. It’s non-flammable, non-toxic and water soluble.



Talk to your Billiou’s Territory Sales and Service Manager about the full line of products, but Lisa recommends:

**10009** – (6 per box)  
32 oz. Sealant for Tubeless Tires,  
**dealer cost \$58.26**  
per box, suggested list price \$14.99 per bottle, profit \$31.68



**SDSB-1G/02** – (2 per box)  
1 gallon Tubeless Tire Sealant, **dealer cost \$51.48**, suggested list price \$39.99, profit \$28.50

## Tecumseh Announces Change at Corinth, Mississippi Plant

TECUMSEH, Mich., Oct. 28 – Tecumseh Products Company announces that it will cease engine assembly operations in Corinth, Mississippi and consolidate such activities at its U.S. assembly facility in Dunlap, Tennessee. Approximately 280 people will be affected by the shutdown of the Corinth plant. Layoffs are expected to begin on or after December 31, 2005.

"Improvements in scheduling and productivity, as well as increased Brazilian production, will now allow us to efficiently respond to customer demand from a single U.S. engine assembly facility," says Jim Bonsall of AlixPartners who also serves as President of Tecumseh's Engine & Power Train



Group. AlixPartners was engaged by Tecumseh Products in August, 2005 to accelerate the implementation of the Engine & Power Train Group's performance improvement plan. Improving productivity and reducing excess capacity are key elements of the ongoing restructuring.

The Corinth facility was originally established in 1996 to produce electric motors for U.S. built compressors, but the motor operations were recently concentrated in the Paris, Tennessee hermetic motor plant. Since March, 2004, the facility has been utilized for engine assembly to absorb peak production volumes in the U.S. "Since opening this facility in 1996, the employees of

Corinth and the community have been very good to Tecumseh Products," said Todd W. Herrick, Chairman and CEO of Tecumseh. "Since its opening, the plant has had to continuously adapt its operations as many of the markets it served moved overseas." The Company is evaluating the Corinth facility as a potential shared central distribution warehouse serving Tecumseh Products Company's 14 U.S. production operations.

The company estimates the cost of the Corinth shutdown to be \$1.5 million, consisting primarily of severance and asset relocation costs. The majority of these costs will be incurred in the fourth quarter of 2005.

## Sleeping your Way to Success (cont.)

(Continued from page 2)

evidence indicates that sleep deprivation is a cause of weight gain.

The federal government's National Health and Nutrition Examination Survey indicated that people who got less than four hours of sleep a night were 73 percent more likely to be obese than those who got the recommended seven to nine hours of rest. People averaging five hours of sleep had a 50 percent greater risk, and those with six hours of sleep had 23 percent more.

### Personal Costs

Lack of sleep causes more than physical health problems. The moodiness and irritability that accompany chronic sleepiness affect job performance and personal relationships. Interpersonal conflicts become more common, causing stress that can further interfere with normal rest patterns.

A study by scientists at the University of California that included more than a million participants found people who managed to sleep four or less hours a night died younger.

### Are We Getting Enough Rest?

The trend in industrialized nations over the last hundred years suggests that people are increasingly sleep deprived. In 1910, the average person slept 9.0 hours a night. By 1975, the total had fallen to 7.5 hours. The 2002 Sleep in America poll, conducted by the NSF, indicates that the average American adult now only sleeps 6.9 hours a night, leading to fatigue, exhaustion and other symptoms. Shift workers suffer more than other people: many shift workers average only five hours a night.

### How Much Do You Need?

Different people require different amounts of rest, but the majority of adults should spend between eight to nine hours asleep. However, quality is more important than quantity. The best indicator of how much rest you need is how long you sleep before waking naturally without an alarm clock and then rising and feeling refreshed and energetic all day. The time a

person spends asleep also changes with age:

- 0-24 months: 13-17 hours
- 2 years: 9-13 hours
- 10 years: 10-11 hours
- 16-65 years: 6-9 hours
- Over 65 years: Six to eight hours

### Sleep Hygiene

Sleep hygiene refers to a group of suggestions that increase your chances for a good night's rest. Consider these:

- Take Melatonin Supplements
- Rest According to a Schedule
- Exercise Regularly
- Don't Lie Awake
- Limit Alcohol, Nicotine and Caffeine
- Eat and Drink Long Before Bedtime
- Relax in Preparation for Sleep

### Preserve Your Sleeping Environment

Watching television, paying the bills, reading a book, and listening to music in the bedroom are not recommended. By doing so, you create the expectation in your mind that the bedroom is for activities other than resting. Experts say the bedroom should be used for only two things. The first is sleeping. You figure out the other one.





**Billiou's, Inc.**

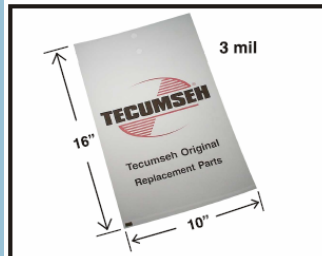
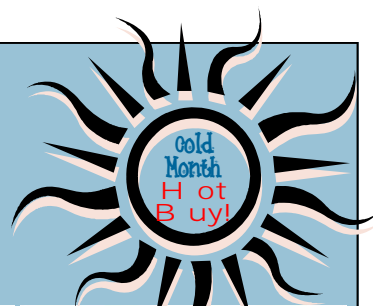
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Rick Groves,  
 Business Development Manager

**The Service Solution**



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**\$16.50 PER ROLL!\*** *Just 6.6¢ a bag!*

*\*Minimum order of 2 rolls*

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- Presents Professional Image to Customers
- Promotes Sales of Original OEM Parts
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- Return Old Parts to Customer
- Display Owners Manuals with New Equipment

**Humor Is, As Humor Does**

These are from a book called *Disorder in the American Courts*, and are things people actually said in court, word for word, taken down and now published by court reporters who had the torment of staying calm while these exchanges were taking place!

*Attorney:* This myasthenia gravis, does it affect your memory at all?  
*Witness:* Yes.  
*Attorney:* And in what ways does it affect your memory?  
*Witness:* I forget.  
*Attorney:* You forget? Can you give us an example of something you forgot?

*Attorney:* What was the first thing your husband said to you that morning?  
*Witness:* He said, "Where am I, Cathy?"  
*Attorney:* And why did that upset you?  
*Witness:* My name is Susan.

*Attorney:* Now doctor, isn't it true that when a person dies in his sleep, he doesn't know about it until the next morning?  
*Witness:* Did you actually pass the bar exam?  
*Attorney:* The youngest son, the twenty-year-

old, how old is he?  
*Witness:* Uh, he's twenty-one.

*Attorney:* Were you present when your picture was taken?  
*Witness:* Would you repeat the question?



*Attorney:* She had three children, right?  
*Witness:* Yes.  
*Attorney:* How many were boys?  
*Witness:* None.  
*Attorney:* Were there any girls?  
*Attorney:* How was your first marriage terminated?  
*Witness:* By death.

*Attorney:* And by whose death was it terminated?

*Attorney:* Can you describe the individual?  
*Witness:* He was about medium height and had a beard.  
*Attorney:* Was this a male or a female?

*Attorney:* Doctor, how many of your autopsies have you performed on dead people?  
*Witness:* All my autopsies are performed on dead people.

*Attorney:* Do you recall the time that you examined the body?  
*Witness:* The autopsy started around 8:30 p.m.  
*Attorney:* And Mr. Denton was dead at the time?  
*Witness:* No, he was sitting on the table wondering why I was doing an autopsy on him!  
*Attorney:* Doctor, before you performed the autopsy, did you check for a pulse?  
*Witness:* No.  
*Attorney:* Did you check for blood pressure?  
*Witness:* No.  
*Attorney:* Did you check for breathing?  
*Witness:* No.  
*Attorney:* So, then it is possible that the patient was alive when you began the autopsy?  
*Witness:* No.  
*Attorney:* How can you be so sure, Doctor?  
*Witness:* Because his brain was sitting in a jar on my desk.  
*Attorney:* But nevertheless could the patient have still been alive?  
*Witness:* Yes, it is possible that he could have been alive and practicing law."