

NEW OIL DISTRIBUTION PROGRAM

In an effort to alleviate some of the problems of our current distribution system and to help you sell more oil at a greater profit, we are implementing the following changes:

I. SEMI-ANNUAL - 100 CASE FREE FREIGHT PROGRAM

Any combination of Power Blend or Premium II oil that totals 100 cases or more will be shipped freight free to any dealer in the United States (excluding Alaska and Hawaii).

NOTE: A 55 GALLON DRUM COUNTS AS "10 CASES".

In addition to the free freight, the normal 12 1/2% discount for 100 or more cases means even more profit for you!

DON'T DELAY ACT NOW!

Orders must be placed NOW through February 15, 1985 for shipment March 1 to March 10. NOTE: CANNOT BE ORDERED ON TRADE ACCEPTANCE.

FUTURE FREE FREIGHT ORDERS

This offer will be repeated again later this year (exact date not determined yet) and semi-annually thereafter.

II. REGULAR ORDERS

Effective March 1, 1985 the minimum quantity for any order will be 25 cases, freight collect.

Again, any combination of Power Blend or Premium II oil that totals 25 cases will fulfill the minimum requirement. Likewise, a 55 gallon drum counts as "10 cases".

Here's an example of a minimum order.

5 cases of Power Blend	=	5 cases
10 cases of Premium II	=	10 cases
1 Drum of Power Blend	=	<u>10 cases</u>

25 TOTAL CASES

For your ordering convenience, a list of part numbers and prices is attached.

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Attachment

CASE OF 24 QUARTS

P/N 99815 SP MULTI GRADE 20W-50

<u>QTY.</u>	<u>DEALER NET</u>	<u>SUGGESTED RETAIL</u>
(01-24)	\$30.42	1.95 QUART
(25-49)	28.90	
(50-99)	27.38	
(100 & UP)	26.62	

55 GALLON DRUM

P/N 99825 SP MULTI GRADE 20W-50

Dealer Net \$250.58

Suggested Retail \$1.70 Quart

CASE OF 24 QUARTS

P/N 99815 M Medium Heavy
P/N 99815 R Regular Heavy
P/N 99815 X Extra Heavy Grade 60
P/N 99815 SL Special Light (to be discontinued when stock is depleted)

<u>QTY.</u>	<u>DEALER NET</u>	<u>SUGGESTED RETAIL</u>
(01-24)	\$28.08	\$1.80 Quart
(25-49)	26.68	
(50-99)	25.27	
(100 & UP)	24.57	

55 GALLON DRUM

P/N 99825 M Medium Heavy
P/N 99825 R Regular Heavy
P/N 99825 X Extra Heavy
P/N 99825 SL Special Light (To be discontinued when stock is depleted)

Dealer Net \$228.47

Suggested Retail \$1.55 Quart