

PREFERRED CUSTOMER EDITION

MAGAZINE

DECEMBER 2014





SIGNATURE SERIES
EXCELS IN
DOUBLE-LENGTH | PAGE 6
PERFORMANCE TEST

2014 Year in Review | PAGE 10





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THE COVER

Signature Series is not a standard oil. To truly prove its performance, the standard length of the Sequence IIIG was doubled. The results are impressive.

From the President's Desk

You will see in this issue of your Magazine the results of a Sequence IIIG Engine Test an independent lab ran on our Signature Series 5W-30 Motor Oil. The Sequence IIIG is an ASTM test using a 3.8L General Motors V6 engine operating at 125 hp and 3,600 rpm. The test is designed to measure oil thickening, piston deposits, oil consumption and engine wear. It's an industry-standard test that must be passed to meet the API SN and ILSAC GF-5 motor oil specifications. There was nothing standard, however, about what we did. We instructed the lab to double the test duration from 100 to 200 hours. In typical AMSOIL fashion, we attempted to push our oil to the absolute breaking point. We never got there.

Even after 200 hours of operation the oil held up incredibly well. It did its job with room to spare. Wear protection on the cam lobes and lifters was 70 percent better than the allowable standard. The pistons were 85 percent cleaner than the standard, and oil thickening remained 72 percent below the maximum threshold. It was proof once again that our Signature Series oil offers exceptional protection against harmful deposits, viscosity increase and wear in the most demanding operating conditions.

I am not aware of a single company that tests its lubricants as aggressively as we do. Beyond the testing conducted at independent facilities. our in-house mechanical lab runs full-throttle. Three 480-square-foot dynamometer cells, each capable of housing two dynos each, test lubricants across a full range of applications. Our in-house testing gives us the flexibility to modify parameters and focus in on specific properties of oil. We conduct tests that other companies would never conceive of conducting. In short, we go the extra mile.

But testing is just part of the equation. Every product we introduce has

been analyzed across a full range of variables. Decision-makers from all areas of the company meet formally on a regular basis to discuss and debate the merits of any particular product. This group includes members from a cross-section of departments, including, among others, technical development, marketing, sales and finance. Consideration is first given to the performance of the product. If developed, will it meet AMSOIL standards? Will it meet the benchmark our consumers have come to expect from us?

We also determine the potential demand. We identify the target market and establish sales projections. It may be that the product carries broad appeal and will move the needle substantially, or it may be that it will simply fill a niche but meet an important need. In many cases the product is developed to satisfy the demands created by new technology or specific specification requirements. Our mission is always to keep our Dealers well-armed.

Every effort is made to ensure the product is priced competitively. This can be difficult. AMSOIL has always formulated products with quality as the target. We don't identify a cost limit and restrict ourselves to that. My philosophy has always been 'a half a loaf of bread is better than none,' so we never get greedy with our profit margins. We have to keep our Dealers in the game.

Discussion is also given to marketing. We analyze the market and develop those messages that would best resonate. We then determine which venues would most effectively carry the message. Beyond the communication to our Dealers, it may

be that we target the most relevant magazines; create video or television ads; initiate a social media push; formulate a plan for racing or event sponsorship promotions; or develop sales brochures, technical studies and point-of-purchase materials.

Finally, it is imperative that the potential is there for our Dealers to have success with the product. Will our Dealers be able to sell it? That's the bottom line, and that's where you come in. It's at this point that the opportunity belongs to you.

A.J. "Al" Amatuzio President and CEO, AMSOIL INC.





AMSOIL SIGNATURE SERIES SYNTHETIC MOTOR OIL EXCELS IN DOUBLE-LENGTH PERFORMANCE TEST

Signature Series once again raises the bar for motor oil performance.

The Sequence IIIG Engine Test (ASTM D7320) is designed to evaluate automotive motor oils for oil thickening, piston deposits, oil consumption and engine wear during moderately high-speed, high-temperature service. It must be passed for motor oil to meet the API SN and ILSAC GF-5 motor oil specifications. Results in the 100-hour test are an important indicator of how well a motor oil will perform in real-world service.

Double-Length Test

Because Signature Series has historically performed well in the test, AMSOIL decided to push the envelope and subject the oil to a double-length (200-hour) Sequence IIIG Engine Test. Signature Series 5W-30 Synthetic Motor Oil not only passed the double-length test, it did so with flying colors. Results show the oil delivered outstanding wear protection,

deposit control and oxidative stability after 200 hours of testing. The complete results are available in the new Sequence IIIG Technical Study (G3320).

What it Means to Motorists

Modern engines demand increased performance from motor oil. Turbochargers, direct fuel injection, variable valve timing and other advancements improve fuel economy and performance, but result in increased operating temperatures, pressures and contaminants, while increasing the likelihood of viscosity loss due to mechanical shear. Motor oil today must guard against the negative effects of added stress for today's sensitive engine systems to function as designed.

While not all motor oils may be up to the challenge, these test results



prove that Signature Series offers exceptional protection against harmful deposits, viscosity increase and wear in the toughest conditions, helping motorists maximize the performance and longevity of their vehicles. Its ability to keep components clean despite increased stress helps sophisticated engine systems operate smoothly and demonstrate long life. Signature Series' outstanding performance combined with its extended-drain capabilities offer a unique combination of quality and value not offered by other motor oils.

Cam & Lifters After Double-Length Sequence IIIG Engine Test

Results

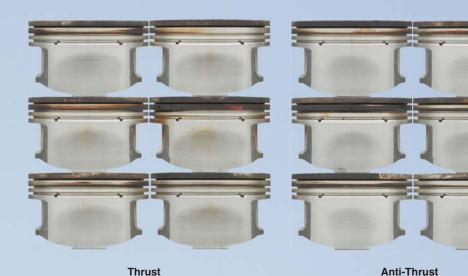
The camshaft and lifter wear values provide a measure of the anti-wear quality of the oil under conditions of high-pressure mechanical contact. Even after 200 hours of testing, Signature Series Synthetic Motor Oil limited wear well below the maximum allowable, providing excellent wear protection.



	API SN/ILSAC GF-5 Requirement after 100 Hours	AMSOIL Signature Series after 100 Hours	AMSOIL Signature Series after 200 Hours
Average Cam plus Lifter Wear (microns)	60 (maximum)	14.8	17.6



Pistons After Double-Length (200-Hour) Sequence IIIG Engine Test



	API SN/ILSAC GF-5 Requirement after 100 Hours	AMSOIL Signature Series after 100 Hours	AMSOIL Signature Series after 200 Hours
Average Piston Deposits (ratings)	4.0 (Minimum)	7.70	7.42

Example of Failing Result after 100 Hours using Competitor's Motor Oil for Comparison Thrust Anti-Thrust

Double-Length Sequence III Georgie Test An established of Addice, Separate State Sta

Results

A rating of 5.5 for piston deposits after 100 hours of testing is commonly considered outstanding, while motor oils must earn a minimum 4.0 rating to meet the API SN/ILSAC GF-5 motor oil specification. Even after 200 hours of testing, Signature Series limited deposits and earned ratings well

above the minimum threshold. An example of a piston lubricated with a competitor's oil that failed a normal-length Sequence IIIG Engine Test is included for comparison. Signature Series demonstrated excellent thermal stability and cleanliness properties, easily passing the double-length test.

Sequence IIIG Technical Study

Stock# Qty. U.S. Can. G3320 1 1.05 1.30





"I was quite surprised. We've been building engines for a long time now and we've used all types of oils. We've done different parts, different bearings, you name it, and this is one time I was really surprised because I know that we had 50 hard pulls on that Ford motor in 2012. It's not like we idled; 50 hard pulls, 2500 to 6700 rpm, and we expected some bearing damage. We expected parts wear, which is normal. I kid you not; when I took those bearings out I was in disbelief. If it wasn't my own motor and someone showed it to me I would've said 'no, you're just telling me lies.' I was really, really impressed. I'd say AMSOIL really has a good product."



Oil analysis can provide tremendous value.

Carefully consider all factors before performing an analysis to ensure maximum cost-effectiveness.

Allen Bender | OAI MANAGER

In April 2014 we introduced the new Oil Analyzers Value Kit as a costeffective test to determine whether motor oil is suitable for continued use. The kit provides "just the facts," as Joe Friday was fond of saying, and can be used to test any lubricant to assess the overall health of the system. So what if you're venturing into oil analysis for the first time? Why is oil analysis important?

Oil analysis is a review of the chemical and physical properties of a new or used lubricant. As the old cliché goes, oil is "the lifeblood of an engine." Just as in the analysis of human blood, oil analysis can provide insight as to the health (internal condition) of the equipment. It also provides detailed information regarding the condition and serviceability of the lubricant itself.

Should a problem be detected via analysis, the equipment owner will have the opportunity to schedule repairs at a time and location that is most convenient and economical. This is significant because an unexpected failure is likely to be significantly more expensive than a failure that is addressed during a scheduled maintenance procedure.

The effectiveness of equipment maintenance procedures and service intervals can also be verified through oil analysis. Performing maintenance too frequently will increase operational costs but provide little or no additional benefit. Alternatively, too great a period between maintenance intervals can result in even greater costs.

Take diesel oil for example. There is no good reason to change the oil in a

diesel engine if the oil is suitable for continued use. This does nothing but increase operating costs and waste; however, running diesel oil beyond its service life can be even more costly.

Oil analysis allows equipment owners to be proactive instead of reactive. We can head off problems that increase downtime and expenses. Keep in mind the old adage: "Equipment will only make you money when it's working."

Whatever the reason may be, an equipment owner/operator may become concerned that the equipment or the oil is not functioning properly. To provide peace of mind, an oil analysis may be the answer.

Although there is a cost to have oil analysis performed, there is also a value to the information oil analysis can provide. For example, the cost to replace an engine in a Class 8 truck today is roughly \$18,000-\$20,000, as compared to \$14-\$18 for an oil analysis kit.

It is wise to carefully qualify potential equipment to determine if it is worth investing in oil analysis. Areas to consider include the following:

- The age of the equipment. Newer equipment would be more likely to be worth the investment than equipment that is nearing the end of its life expectancy.
- The value of the equipment, both from a replacement cost standpoint and its operational value to you or your organization. The replacement value of a piece of equipment may be small but if it breaks down, the impact may be significant.

- Consider comparing the cost of an analysis to the cost of replacing the oil. Trying to extend the service life of a few ounces of oil may not be cost-effective, but for a 100-gallon reservoir, analysis may be worth considering.
- Anytime you have a concern with a piece of equipment or the lubricant being used, analysis should be considered. The peace of mind that comes from knowing whether a problem exists is generally worth the investment.

When should an oil analysis be performed? The answer largely depends on the equipment, the frequency at which it is used and the severity of that use. Typically, oil analysis is performed at normal fluid change intervals. In more critical applications or if a problem has been noted in the past, analysis frequency is half the normal fluid drain interval. Anytime there is a question, problem or concern is an appropriate time for oil analysis.

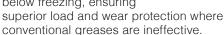
Customers can use oil analysis to help diagnose equipment issues, identify contamination issues, identify how to safely extend drain intervals and help solve problems.

Visit www.oaitesting.com for more information.

2014 YE New products and part

JANUARY AMSOIL Introduces Arctic Synthetic Grease

New AMSOIL Arctic Synthetic Grease (GEC) provides extreme lowtemperature pumpability and superior protection for equipment operating in harsh climates where temperatures drop well below freezing, ensuring





Team AMSOIL Riders Medal at Winter X

AMSOIL-sponsored Hentges Racing snocross riders Kody Kamm and Justin Broberg take the silver and bronze medals, respectively, at the 2014 ESPN Winter X Games.

FEBRUARY AMSOIL SABER® Professional is Updated, Fuel Stabilizer Added to Formula

AMSOIL SABER® Professional Synthetic 2-Stroke Oil's (ATP) label and supporting material are redesigned to make it clear users can choose

the mix ratios they're comfortable with. Users seeking an uncompromising combination of convenience, savings and protection are encouraged to use the SABER Ratio™ (80:1, 100:1). Fuel stabilizer is also added to the formulation, further increasing its value.



Team AMSOIL rider Tyler Bowers sweeps the main events in Salt Lake City to earn his fourth straight AMSOIL Arenacross title.



Borich Sets AMSOIL GNCC Record

Team AMSOIL ATV rider Chris Borich overcomes a rain-soaked course in Morganton, N.C. to set a new **AMSOIL GNCC** career victory record with 69 total victories.



APRIL New OAI Value Kit Hits the Market

AMSOIL introduces the new Oil Analyzers Value Kit (KIT14), providing customers an affordable option when a full fluid analysis is not required.

MAY

New CVT Fluid Provides Outstanding Protection for Continuously Variable Transmissions (CVTs)

New AMSOIL Synthetic CVT Fluid (CVT) provides outstanding protection and performance for continuously variable transmissions (CVTs). It



helps prevent belt and chain slipping, resists oxidation and wear for maximum CVT life and provides outstanding anti-shudder durability and reduced noise and vibration. AMSOIL CVT Fluid offers a cost-effective, premium-quality alternative to vehicle-manufacturerbranded fluids, saving customers money.



Bogle Wins Monster Energy Supercross Title

GEICO/AMSOIL/Honda rider Justin Bogle clinches the 2014 Monster Energy Supercross 250SX East Coast title in Las Vegas, extending the AMSOILbacked team's streak of championshipwinning seasons to five.



KIN KAMAM

nerships highlight 2014.

JUNE **Landing Pages** Receive a **Facelift**

The landing pages at www.amsoil.com undergo a transformation. The updated pages are designed to engage visitors with rich. interactive content that identifies challenges and answers questions they may have.





JULY **AMSOIL Partners with MMI**

AMSOIL enters a partnership with Universal Technical Institute (UTI) to become the official oil of its motorcycle and marine divisions, the Motorcycle Mechanics Institute (MMI) and Marine Mechanics Institute (MMI). As the Official Oil of MMI, AMSOIL gains four AMSOIL-branded classrooms and assumes an active role in the lubrication and chemical curriculum training.



AUGUST AMSOIL Keeps Sturgis Cool

Hundreds of thousands of motorcycle enthusiasts make the trek to Sturgis. S.D. for the 2014 Sturgis Motorcycle Rally. AMSOIL returns as the Official Oil for the 74th annual rally and becomes the exclusive Official Oil of the legendary Buffalo Chip Campground, which hosts rounds 11 and 12 of the TORC Series presented by AMSOIL.



Team AMSOIL/ Factory Connection rider **RJ** Hampshire makes history by becoming the first amateur racer in nearly 20 years to sweep both A (250 A and Open Pro Sport) classes at the 2014 AMA Amateur National



Motocross Championship presented by AMSOIL at Loretta Lynn's Ranch in Hurricane Mills, Tenn.



SEPTEMBER LeDuc Swipes AMSOIL Cup

Kyle LeDuc puts on a driving clinic at the historic Crandon International Raceway on Labor Day Weekend to take the AMSOIL Cup.

Borich Captures AMSOIL GNCC Title

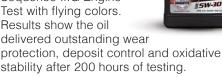
Team AMSOIL GNCC rider Chris Borich wins his sixth AMSOIL GNCC XC1 Pro ATV championship at the AMSOIL Ironman GNCC in Crawfordsville, Ind.



DECEMBER

Signature Series **Synthetic Motor Oil Excels in Double-Length Performance Test**

AMSOIL Signature Series 5W-30 Synthetic Motor Oil (ASL) passes a double-length (200-hour) Sequence IIIG Engine Test with flying colors. Results show the oil delivered outstanding wear







Supercross Goes Live

Live network television coverage provides increased exposure for AMSOIL the Official Oil of Monster Energy Supercross.

Monster Energy Supercross is getting a major boost in its coverage for the 2015 season. Feld Motor Sports announced that the 2015 television schedule will include 17 live races, headlined by the first-ever live FOX network broadcast from MetLife Stadium in East Rutherford, N.J. on Saturday, April 25.

The 2015 Monster Energy Supercross season opens Saturday, January 3 in Anaheim, Calif., with the first of 12 races scheduled to broadcast live on FOX Sports 1. Three races are scheduled to air live on FOX Sports 2, with all races available live through the FOX Sports GO app.

"The 2015 Monster Energy Supercross television package on FOX Sports is a testament to the network's strengthening commitment to help grow the Monster Energy Supercross brand," said Ken Hudgens, COO, Feld Motor Sports. "The 2015 television package is the strongest ever and signifies a major milestone with the first-ever live airing on FOX Broadcast Network. The riders, teams, manufacturers, sponsors and entire sport will be elevated by the live network broadcast on FOX. This is a major announcement that is great for everyone involved, including the broad viewing audience."

A key change to the races in 2015 will be the start times. Except for the East Rutherford round, each race will start 30 minutes earlier, at 7 p.m. local time, with the afternoon pit parties also starting 30 minutes earlier, at noon local time.

The series has also revamped its schedule, adding a second event in Atlanta and an inaugural event in Santa Clara, Calif. at the new Levi's Stadium.

"Every year, more fans are attending Monster Energy Supercross events, and more people are coming early to the popular pit parties," said AMSOIL Race Program Manager Jeremy Meyer. "The new television package is a boon to the sport, and it will allow AMSOIL to continue its growth in this far-reaching series."

For complete details surrounding Monster Energy Supercross, including the new television schedule, visit www.amsoilracing.com.



I refuse to believe my calendar. There is no possible way it is already December. Time flies, I suppose, and since we have entered the 12th month of the year, it is a good opportunity for us to catch our collective breath and take a look back at some

of the events from the past 11

months.

AMSOIL continued its push into the world of drag racing. We came to terms with Black Diamond Motorsports last winter to spearhead our efforts in the International Hot Rod Association (IHRA). Led by John DeFlorian and Kevin Bealko. Team AMSOIL took home one Ironman and set Pro Stock world records in elapsed time (6.224) and miles per hour (226.70).

The TORC Series presented by AMSOIL continued its national growth plan, moving back to Charlotte and taking Sturgis by storm with a new track that debuted at the legendary **Buffalo Chip Campground** during the world-famous Sturgis Motorcycle Rally.

Speaking of the Chip, AMSOIL entered a three-year deal with the popular destination in Sturgis. The venue hosts some of the biggest names in music each year during the Sturgis Rally, and AMSOIL gained exceptional exposure to the tens of thousands of bikers who rolled through the venue.

Finally, in the world of motorcycle racing, Erik Buell Racing (EBR) made history by becoming a worldwide racing team, with Geoff May and Aaron Yates competing in World Superbike, while Larry Pegram and Cory West stayed stateside to compete for the AMA Superbike championship.

I'm positive that 2015 will offer more changes and opportunities. Hopefully it doesn't speed by too quickly.



Borich Captures AMSOIL GNCC Title

Championship comes down to final turns at AMSOIL Ironman event.

It had been approximately two decades since the AMSOIL GNCC XC1 Pro ATV Championship was decided at the final round, and perhaps even longer since its top contenders entered the finale tied in the points standings. But the AMSOIL Ironman GNCC in Crawfordsville, Ind. was a winner-take-all affair for Team AMSOIL rider Chris Borich and top challenger Walker Fowler.

As if the pre-race hype surrounding the championship chase wasn't enough, Borich and Fowler treated the thousands of Indiana cross-country race fans to one of the most exciting finales in the history of AMSOIL GNCC. In an all-out drag race to the finish, Borich emerged victorious and took the title.

As the green flag dropped for the highly anticipated finale, Fowler wasted no time making his way to the front, and despite a bad jump off the start, Borich quickly jumped into second close behind. Fowler commanded the lead for a majority of the two-hour race, while Borich took a more veteran approach by applying pressure from behind. However, in true

Borich fashion, the defending champion kicked it up a notch on the final lap and the duo swapped lead positions several times as they encountered everything from lapped traffic to deep mud and even the occasional tree. The two riders flew side-by-side over the final motocross jump, and with only a couple corners left to go, Borich inched his way into the lead and held Fowler off until the finish.

"I kind of thought it was over for a minute, but I just put my head down and kept pushing," Borich said. "I doubled up the triple and I thought I threw it away on the outside line, but we came together at the bottom and it was a drag race to the next corner. I knew since I was a little bit ahead of him that I'd be able to take it into the finish."

Borich admits that the weeks leading up to the finale weren't easy, especially following a six-round winless streak, but the six-time champion maintained his focus through the final round.



"There were three long weeks where we were just sitting there tied for points and couldn't do anything about it. I was on the bike pretty much every day for an hour, and that's when I started having fun," he added. "I have to thank my friends for pushing me during that time. That, along with the great support we've received this year, especially from AMSOIL, has made this a fun season."

Catch all the racing action from the AMSOIL Ironman GNCC at www.amsoilracing.com/media.

Holiday Closings

The AMSOIL corporate headquarters, U.S. distribution centers and Canadian distribution centers will be closed Thursday, December 25 for Christmas Day and Thursday, January 1 for New Year's Day. The Toronto Distribution Center will be closed Friday, December 26 for Boxing Day.

Holiday Shipping

Keep in mind that shipping companies are extra busy during the holiday season, possibly resulting in shipping delays. Customers are urged to plan accordingly and place orders earlier than normal to ensure they arrive on time.

EA15K88 Manufacturing Issue Persists

Although AMSOIL was satisfied with the resolution to the manufacturing issue affecting the EA15K88 Oil Filter, the new process for manufacturing this filter has presented additional challenges. AMSOIL and its filtration partners are continuing to perfect the process and AMSOIL will not reintroduce the EA15K88 until the issue is resolved. AMSOIL adheres to the strictest quality standards, and customers can be assured only products that meet those standards will be allowed to reach the marketplace. At this time, it is uncertain when the EA15K88 Filters will be available. Check the Preferred Customer Zone for additional updates.

New UTV Product Guide

The new AMSOIL Utility Terrain Vehicle (UTV) Product Guide at www.amsoil.com (Product Guides > UTV Lookup Guide) includes fluid capacities and product recommendations for a comprehensive list of UTV applications.

Klim Winter Gloves

A perfect complement to the Klim Winter Parka, these Klim Winter Gloves are guaranteed to keep you dry. Feature GORE-TEX® waterproof/breathable liner, max visibility 3M Scotchlite™ reflective piping, reinforced rubberized textured palm, adjustable wrist cinch and goggle squeegee.

Stock #	Size	U.S.	Can.
G2874	S	70.00	84.60
G2875	M	70.00	84.60
G2876	L	70.00	84.60
G2877	XL	70.00	84.60
G2878	2X	70.00	84.60



Klim Winter Parka

Klim Klimate GTX Parka provides 200 grams of 3M Thinsulate insulation, triple the amount of 3M Scotchlite™ reflective material for maximum low-light and nighttime visibility, attractive new style lines and a new gray ballistic nylon overlay treatment to the shoulders and elbows. This highly breathable jacket is guaranteed to keep you dry and features articulated sleeves/elbows, heavy-duty dual-head two-way center front zipper, kill switch D-ring, double storm flap construction at front zipper, wide open pit zips with interior storm flap, two exterior and four internal pockets, high-strength Cordura in high-wear areas and guilted interior comfort liner.

Stock #	Size	U.S.	Can.
G2868	S	299.99	363.05
G2869	Μ	299.99	363.05
G2870	L	299.99	363.05
G2871	XL	299.99	363.05
G2872	2X	299.99	363.05

DEALERSHIP OPPORTUNITIES AVAILABLE

Be your own boss. Full-time or part-time, an AMSOIL Dealership is the ideal business opportunity. No quotas to fill. No inventory requirements. Contact your sponsoring Dealer or see the Preferred Customer Zone for more information. To upgrade to Dealer, click the "Buy Wholesale" link at the top of www.amsoil.com or order or download a Change of Status Form (G18US in the U.S., G18UC in Canada) from the Preferred Customer Zone.





Combat Fuel Issues with AMSOIL Diesel Fuel Additives

Poor diesel fuel quality can foul injectors, accelerate injector pump wear, lead to rough running, impede starting and cause cold-temperature stalling. AMSOIL diesel fuel additives effectively combat these issues and help improve diesel engine performance.

Diesel Injector Clean (ADF)

- Addresses problems with high-pressure common-rail (HPCR) engines
- Cleans dirty injectors
- Provides optimal lubricity to help protect the fuel pump and injectors from wear

Diesel Cold Flow (ACF)

- · Combats fuel gelling
- Improves cold-flow ability up to 20°F
- Enhances cold-weather reliability

Diesel Injector Clean + Cold Flow (DFC)

 Provides the benefits of Diesel Injector Clean and Diesel Cold Flow in one convenient package

Diesel Cetane Boost (ACB)

- Maximizes horsepower
- Helps increase fuel economy
- Improves startability

Diesel Recovery (DRC)

- Quickly dissolves gelled fuel
- Thaws frozen fuel filters
- Performs well with all diesel fuels



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Donaldson.





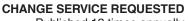
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LEGENDARY Breakthrough

December 2014

New 2015 Calendars Available Now

The new 2015 AMSOIL calendar highlights legendary people, 12 events and breakthroughs in the history of AMSOIL INC. The full-color calendar also includes information on AMSOIL INC. and the list of AMSOIL firsts.

> Stock # Qty. Can. G1105-EA 1 1.75 2.00 G1105-CA 10 15.00 16.95

Calendars also subject to shipping charges.

