



Qualified In Time for Conference!

Congratulations...

Chuck and Erin Pinnell

Newest Founders and
Presidential Founders



Some of you may have heard his story before, but it's worthwhile to hear it again—or, in this case, read; it may dispell some of those ol' myths, like, *but I can't do that, or, I don't have time for another job, or, yeah, but I'd need a lot of money to get started.*

Well, yes you can...you do...and, no you don't! According to Chuck, working with Bi-Tron and for yourself is, not only, do-able, but timely, and you can get in with minimal financial risk. *And, you can make money, with time and effort.*

Only A Start

"Earning a share in the Founders Pool, and a share in the Presidential Founders pool is only a start," he says. "A lot of money can be made in this compensation plan, and this Founders Club program is a great big bonus for those who will work the business."

As a high school dropout, Chuck started working in a sawmill, and put nearly 14 years into his J.O.B. Or, as he puts it, "Just Over Broke!" After all that time and struggle, he had to sell everything he owned, just to get back to zero.

"Yes, it took me a long time to learn the first rule of HOLES—when you're in one, STOP DIGGING! The job was just a hole, and for years I was getting in deeper."

When Chuck realized that the job idea wasn't working, he knew he had to do something to change his situation...to get into business for himself, somehow. "And, I was tired of all the noise." So, he decided to get a license as a realtor, and become a "used house salesman".

His lifestyle did improve with the decision, and a couple years later, he opened his own office. After a while, he found that even though the opportunity to get paid more—what you are really worth—was there, it is limited to how much time you can dedicate and how much you are prepared to sacrifice.

Had Money but no Time

"When I had money, I had no time to enjoy things, and when I had time, I had no money to do anything," he says. Then, in 1993, he was introduced to the concept of Network Marketing. "This made sense to me. It was the first time I'd seen a vehicle that was so different and simple, that even I could understand it—I was so excited, that I didn't sleep for three days."

15 months into working his new part-time business, he was able to leave Real Estate, and go full-time in his home-based, MLM business. Over the next five years, he had become one of only five distributors that achieved the top level in that company, and, had worked at the same time as VP of sales for the Company for more than four years.

Chuck retired from the industry in 1999, and has only recently decided to come out of retirement when introduced to the Bi-Tron opportunity. "Since '99, I have been approached by many MLM companies, but it wasn't until February of this year, when I looked at the Bi-Tron business, that I felt the timing for this company, and for myself, was right."

Erin, who recently sold her Barber Shop to help Chuck with the business, agrees that timing is everything.

"And, it's exciting, being part of a new company—actually seeing all the changes as it grows," she says. "We're looking forward to the coming Leadership conference, and, Chuck tells me we'll be meeting a lot of new friends in fun places...what a great business."

Proud of Whole Team Effort

"I am very proud of our friends Doug and Mary-Anne Burtch, and Duane and Norma Andrew, who have already beat us to the Founders pools," Chuck says.

"They always blow the myths in this industry away... who says, your downline can't surpass your upline."





Way to go, Doug and Mary-Anne Burtch! Another Founders share...

Well, not only were they the first Founders, and the first Presidential Founders, but they've gone and done it *again*, with their second share in the Founders pool—and, just in time for the upcoming conference, too.



"And," says Mary-Anne, "we're doing our very best, to help one of our distributors, hopefully, by the end of the week, to become a Founder, as well."

Doug and Mary-Anne met in 1990, back in Ontario, where she was a realtor for 13 years; he had a renovating business on the side, while working full-time as a foreman at a steel plant, managing 300 employees.

They married in '91, then moved to Kelowna a year later, and started a "Ma 'n' Pa" roofing company. "We worked that for two years, until Doug's heart attack, at which time we were introduced to network marketing. After a number of years with a company, which eventually collapsed, Doug sold cars for nearly four years, and I stayed home."

Get Out of the Rat Race

Then they decided to get out of the rat-race—get back into their own business again, which they've done, with their thriving carpet-cleaning business. And, as Mary-Anne stated in their previous story, Doug works the front line, while she manages the office.

Doug and Mary-Anne say they try very hard to lead by example. Every month, their objective is to parallel the compensation plan. "Our goal is to enroll three Quick-Start distributors each month, which would get us into

the Quick-Start bonus pool; if we did that every two months, we would qualify for a Founders share."

And, the Burtches work with the serious, not the curious. "Hopefully, the timing is right for one or more of the three people we've sponsored to make a serious commitment to their Bi-Tron business; it's with that new distributor, that we try to duplicate our efforts."

With their goals aligned with the compensation plan, they find it's an excellent track to run on, as it allows them to work right through the plan, and teach their group to do the same.

And, speaking of teaching, with training from some of the top people in this industry at the conference in Kelowna on June 26, Doug and Mary-Anne know that anyone would benefit from this training—to miss it, would be a real shame!

"We're really looking forward to the conference next week. We know what this can do, for not only our business, but for anyone who's in attendance."



What People Are Saying About Bi-Tron

I own a 1987 Jeep Wagoneer Limited that has 288,000 kilometres on it. Since using Bi-Tron I have noticed that the engine is running a lot smoother, considerable more performance and I'm getting an extra 120-140 kilometres on a tank-full.

The lawnmower that I use at home is running a lot smoother and quieter and cuts the taller grass easier.

Herb Escher, Kelowna

Investment back in 10 min.

I just wanted to let you know what took place with my old '79 Ford. I put in the Bi-Tron products as instructed and went for a short drive with the truck.

First I noticed an increase in power.

Second the carburetor that I was going to replace started to act like it should (now I don't have to rebuild it).

Third the power steering pump which was hissing when you turned the wheel went silent (now I don't have to rebuild that).

It is a funny thing when a vehicle is finally running right how much you enjoy driving it, now I'm looking forward to getting decent fuel economy.

Ken Nelson, Nanaimo BC



A Message from the President



What are you going to do about your retirement?

Are you counting on your pension plan?

The Globe & Mail, in their June 6th issue, reported that *almost 60% of defined- benefit pension plans in Canada are still in a deficit position,*

and will require massive cash infusions to head off a looming social and economic crisis.

Out of every 100 people that reach 65 in Canada and the US, only 5% are financially independent; the other 95% are either dead or dead broke!

Do you have a plan for retirement? Is it working? If you do have a plan and it's not working maybe you need a new plan!

Remember, "If you continue to do what you've always done, you'll continue to get what you've always gotten.

Join Mark and me at the Kelowna Conference, and let's work together with the other Bi-Tron leaders to help you develop your new plan. We have a number of our leaders who will be sharing *their* plan for retirement, and they will be there to train you how to do it.

Sometimes, the hardest thing about getting to the top, is breaking through the crowd at the bottom.

You *can* do it! Don't let others take away your dream.

The journey *can* be difficult, but worth it, because, if we work together, it's not what you get in accomplishing your goals that counts—it's *who* you become along the way—and I would like to share that with you.

See you in Kelowna!



Kelowna Training

For June 25, 2004

8:00pm to 11:00 Founders, Sail Away Dinner with Mark Wright and Dick Simmonds

All Founders be at the back of The Grande Hotel at 7:30 for boarding

For June 26, 2004 at The Grande Hotel in Kelowna

12:00 noon	Registration starts outside the room
12:55	Doors open
1:10- 2:50	Welcome Training Recognition of distributors
2:50- 3:00	Break
3:00-4:50	More training and recognition
4:50-5:00	Break
5:00-6:50	More training and recognition
6:50-7:30	Break/Change for dinner
7:30-8:00	Reception
8:00-9:00	Dinner
9:00-10:15	Awards and Recognition of Founders and Presidential Founders End of the official Bi-Tron function.
10:15-1:00	Dancing

Another Positive Experience

I would like you to know that my experience with using Bi-Tron has been totally positive. I first installed Bi-Tron fuel conditioner just before a trip from Kelowna to Vancouver. I monitored my car's performance on the way to Vancouver, but didn't really notice any difference. On the way back, however, it was very obvious that the car was running more smoothly. As I was driving up the Coquihalla Highway, I noticed that the car had not downshifted. This is unheard of. I actually made it all the way to the summit without having the car downshift.

I have kept track of my mileage for the month that I have been using Bi-Tron. My miles per tankful has increased by 19.5%. When I did the math, I found that my saving, after deducting the cost of the fuel conditioner was \$62.00 in one month. This works out to a saving of \$744.00 per year. I actually anticipate that my savings will be greater than this because I am now using the Bi-Tron engine treatment as well.

My car is a 2003 Toyota Corolla.

Sincerely,
Al MacEachern

Distributor Information Bulletin



James English,
M.I.M., M.S.M.Eng.,
Director of R & D

Turbos & Heat

Now you own a turbo and no one told you about the additional heat?

Most people who buy high performance smaller engines don't even know they just bought a turbo. Not every person that buys a turbo is a teenager looking to become a street racer.

You know the cars, older Hondas with lowered suspensions and large tail pipes. Noise and speed are

what they are trying to get out of those engines. Well you may be surprised to find those same engines in a great number of run-of-the-mill vehicles.

Soccer moms and seniors who want a smaller four-cylinder engine just bought their first turbo. Someone at the dealership didn't tell them, or told them not to worry.

Audi, Toyota, VW and Honda all have turbos that are sprinkled in their vehicle line-up. Turbos are everywhere in today's auto manufacturers' engine offerings. These turbos create a unique problem that most consumers don't know about compared to a normally aspirated engine, and the problem is additional heat.

Heat that you don't have to deal with in non-turbo engines. Heat so great that turbos are now normally water-cooled. In the past, many were air-cooled. GM, for example, had to give up on air-cooled turbo engines because consumers burned up their engines. In traffic back-ups and those hot summer trips, turbos (the older air-cooled type) just didn't make it. I had two of them when I worked for GM and I fired both of them. So you need to find out what type of turbo you have before you take that trip to downtown LA on a hot sunny day.

Before we go much further with this, you need to understand that increased heat affects your engine in many ways. These effects are not just all internal. This heat affects your engine and your oil. Oil in turbo engines is under greater stress and these oils break down faster in turbo engines.

The public needs to understand that turbos were only used in high performance cars for many years. That has changed. Manufacturers like VW, now use turbos in their Beetle. This is a type of car your daughter or your grandmother would drive. Is she aware of the increased engine heat? We don't think so.

How does owning a turbo affect your oil? You must understand that maximum lubrication is a must for these types of engines. Having minimum oil protection can be deadly to a turbo engine.

You say you don't believe this statement? Then:

Look at your Tachometer!

It will tell you what's happening on the inside of your engine. Most new turbos don't kick in until about 2500 rpm. Look at your tachometer at 65 or 70 miles an hour. The same, about 2500 rpm.

What does this tell you!

To get the increased acceleration from a light, or when merging onto a freeway, you need to kick the turbo in, to do that you need to run the engine at 2500 rpm, the same rpms you need to run your car at 70 miles an hour.

Common sense will tell you that this increase in rpm will affect your engine in a negative way.

More rpms mean more heat and, wear and tear on your engine.

These four-cylinder turbos will give you the pick-up and pep like a six-cylinder, but what affect does it have on the longevity of your four-cylinder engine?

The affect of the heat and the acids created by the breaking down of the oil will increase wear on these little engines. These little four-cylinder engines have to compete with larger engines in day-to-day driving.

Because of the strain and the additional wear these little engines normally give poorer performance after 30,000 miles.

What is an owner to do to prevent this destruction of their little four-cylinder turbo? Oil changes are critical with these engines. Letting it go another thousand miles will not work with these little heat boxes.

Synthetic oils are recommend by many of the manufacturers for turbo engines because of the fear they have that the engine oil will break down. This is a natural fear after you review the numbers created by these little engines.

Of all the engine families out there, these engines need additional protection. These engines need Bi-Tron.

The Bi-Tron oil additive will not break down like conventional motor oils. It will prevent the oil from losing its lubrication ability and the additional lubricity caused by the Bi-Tron oil additive will help stabilize the engine oil mixture.

Additional heat needs additional lubrication and Bi-Tron can deliver that to you.

J. K. English