



OCTOBER 2005

BI-TRON news

newsletter
updates
latest news

THE KEYS TO ROBERT'S SUCCESS!

Robert has an extensive background in Retail Store Operations and Franchising having spent 28yrs in a varied career with Color Your World Paints which in its day the largest paint and wallpaper chain in Canada with over 450 stores. From retail store management in Vancouver to **area manager** in Calgary returning to Vancouver in the late 70's to become a Franchisee in Coquitlam and adding two more stores, Maple Ridge and Burnaby, he grew his little empire over the next five years. When 20% interest

rates drastically changed the business finance landscape, Robert was recruited back into management and as a District Manager for Western Canada and five years later to take

over the expansion in Franchising and Dealerships in the West. During this time he met a **young aggressive entrepreneur** building a chain of sandwich stores. His name was George Moen.

Over the next 15 years their businesses came together from time to time as they moved down separate paths. In 1997 Robert went into his own consulting business in Franchise development and worked with many new and junior franchise systems and enjoyed helping people find a self owned business that suited them the best. A great many people that Robert dealt with had the dream to own their own business but did not have the capital to afford the typical **\$100-200,000 down payment** nor the assets to risk on the rest. Robert had looked at many Network Marketing systems in search of the ideal home based business for this group of would be business owners. When George Moen approached Robert with his new business trend passion, Bi-Tron, it was perfect timing and a great working relationship emerged.

"What really launched it for me was the first Conference I attended October 4th, 05 in Penticton. This is where I saw the vision of what the business could become. I remember saying to George when

we were walking across the parking lot at the end of the conference, "We're really going to do this big time!". George responded with an excited "you bet!" and he has been very instrumental in my success ever since."

"George and Chuck Pinnell have had the greatest influence on my business with their sincerity and business oriented attitude. It is my goal to have a similar influence on the success partners that are joining me in the Bi-Tron venture. My long term goal is to build a residual income for my retirement and to help my son Brad to build financial freedom in Bi-Tron. The greatest part of this business for me is that in order to accomplish my goal I will have to help some great friends like Donna Willon and George Moen do the same."

"My Bi-Tron story that I tell most often is about the **integrity and progressive attitude** of the Corporate Management and the Senior Distributor team. For me this is what it is all about. The products have a huge list of customer testimonials and with the current market trend in oil it made it easy for me to see the strength there. I have had a great deal of experience with other Network Organizations and many have been solid large corporations but I have never found this level of business culture before nor have I been able to create the rate of growth and duplication in any other program as a result."

"As I mentioned **the Key to my business** has been the Conferences without any doubt. The simple truth is that I see no growth from anyone that does not attend Conference. There is a message there. My advice to new and old folk in Bi-Tron is simple. "Don't bother to get into this business in an attempt to grow a business income if you do not commit to the next and every Conference. Otherwise you're a Customer and we will love you always." **The secret to this business** is to focus your goals and efforts in 3-4 month blocks of time leading up to the next Conference. If you will do that, then all you have to do is to learn and adopt the Bi-Tron system like it was your own, just like you would if you invested in a \$250K Franchise Business and you will duplicate what I am doing." I look forward to seeing everyone in January at the River Rock Conference.



Robert Skinner, Delta, BC

WILDLY SUCCESSFUL!

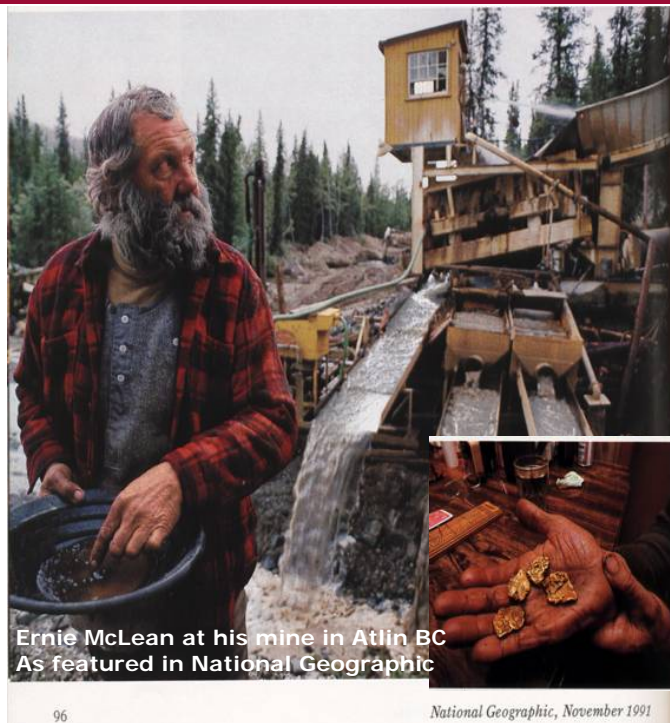
Ernie "Punch" McLean background is full of hockey, he has spent over half of his life coaching hockey professionally and over the years has Coached many amazing players including, "The Great One" Wayne Gretzky. "Not too many people coached as many kids as I did who ended up in the **National Hockey League**" says Ernie. Ernie was very successful when coaching, his team won the Western Hockey League four times in a row, and he also took his team to the **memorial cup championships** four times in a row. Furthermore Ernie is considered the most successful Coach in Junior Hockey throughout the 70's.

All of Ernie's Coaching experience with Hockey has done nothing but good for him with regards to Bi-Tron. "Bi-Tron is much easier to train people when you've been a trainer half your life." Punch continues by saying that, "in Hockey is all about duplication once you get the player to follow the system everything and everyone follows, once that leadership is in place the foundations for success are already set." Ernie feels that it's the same way with Bi-Tron once you learn how its done its simply duplication from there onward.

Ernie has done a lot in his life, after selling his Hockey Team The New Westminster Bruins to Nelson Skalbania, he decided to partner up with Don Berry a famous hockey player for team Canada in order to take up a career in Mining in Atlin, BC. Ernie uses a lot of heavy machinery when running his mine and in 1994 he was introduced to the Bi-Tron product line. He decided to try it out in his equipment at the mine to help with the longevity and overall performance. After testing the products Ernie had a **true belief in Bi-Tron** but only wanted the product and wasn't interested in doing the business.



A clean shaven Ernie McLean receives his Certificate



It wasn't until October 29th 2004 that "Punch" had any involvement with Bi-Tron other than using the products he had purchased. It was at this time that Donna Willon called him up and said, "Bi-Tron's back! Do you mind if George Moen calls you to give you all the latest and greatest with the company. So when George Moen called up "Punch" he responded, "what do you want you only call when you want something." Soon after having a chat with old friend George Moen Ernie was at his first meeting on. Ernie **joined the Company immediately** and since he already knew about the product and how well it worked he started talking to people. The next thing Ernie knew he had a bunch of people who wanted to join, but he didn't know how to do the paperwork, this time he called George for help. With George's along with Mark Wrights help "Punch" really started to understand how the business really works.

Ernie got right into it and started to help George out with Bi-Tron today. Now with the belief in the product he wanted to meet the corporate management. Punch came to head office and met with Dick Simmonds and Mark Wright. He found the meeting was mainly about hockey but by the end of it he had full confidence in the ownership and management side of the company. So he decided he, "better get out to work." Immediately "Punch" personally enrolled 13 people and was off to a great start. Since then Ernie has steadily worked his Bi-Tron business and finds himself **enjoying it every step of the way.**



TIME WELL SPENT

Greg Bright leads a very busy life, working a full time Tax business, fitting time in to develop his Bi-Tron Business, and spending what time there is left with family.

Greg was exposed to Bi-Tron in late 2003 and again in early 2004 by a number of people, including Dick Simmonds. At that time the timing was not right and Greg had a full plate. It was an interesting combination of events that had Greg take a serious look at Bi-Tron in early 2004. Tax programs are usually busy during the later half of the year, so timing was better, and a phone call from a long time friend George Moen sparked a visit to check things out. "George knew Dick well and felt confident in the management & financial capability of Bi-Tron. George knew my background and experience in network marketing and wanted me to check out the marketing plan to see if we could make any money. I was well aware of the popularity and success of the Bi-Tron product, so I took the time to meet with Dick Simmonds, and Mark Wright," says Greg.

"I was impressed by Dick and Mark, they handled themselves very well. I could see Dick's long term vision for the company and his desire to take the actions necessary to succeed. Mark was a wealth of product knowledge and business experience with a track record of success. I knew the compensation plan was fair and money could be made. When I met George to review my findings I asked him one question, will Dick Simmonds go the distance and do what it takes. Georges answer was an unwavering YES. So we teamed up and **joined together on the spot.**"

Greg worked the Bi-Tron business diligently for the next few months bringing in 10 quality people. "I thought my business would explode from these 10 people, many of them were **leaders and high income earners** in network marketing. The interesting thing I have found is successful people don't wait around for opportunities to fall in their lap, they go out and make things happen. Many of these leaders, myself included, had developed businesses outside of network marketing and were making very good money from them. Successful people stay successful and do what it takes. So the challenge becomes fitting Bi-Tron in to an otherwise busy life."

Greg sees the big picture, and a powerful long term future with Bi-Tron. "It's all about long term residual income, diversification, and multiple streams of income. That's what Bi-Tron provides, and people

can see that. It's easy to get people to join Bi-Tron, it's easy to create customers, the product is phenomenal and it **puts money in your pocket** by simply using it! There is a difference between joining and getting involved, and to build a big business you need many involved people."



Greg & Cheryl Bright

"What sparked my business recently was continued support, growth, and ongoing sponsorship. The binary has a great dynamic, as new people spill down in the group. I have had people spark to life when they suddenly realized the growth that was taking place under them in the binary. You never know who the next big leader will be, but you must keep looking till you find 6 of them."

If someone with the busy schedule of Greg can build his Bi-Tron business **anyone can make the time.** "It's worth the time spent now, whatever you can fit in, because ultimately the time spent creating a solid team, and plugging them in to the support system, will pay off long term. This is a long term retirement plan that you will be so glad you put the time into"

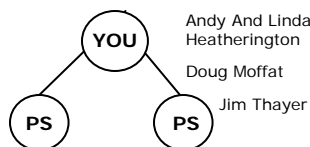
Greg is looking forward to the next Conference at the River Rock Casino Resort. "Conferences are the **ultimate learning experience** and energy boost. If you want to be successful in network marketing **you must plug in and learn** from the leaders. You must plug in to regional trainings, weekly meetings, and training calls as well, but the conference is the ultimate. You don't have to be a leader to be there, but you have to be there to be a leader. You must expose yourself to people who are making it happen, and those people are all at conference."



BI-TRON CONTINUES TO GROW!

CONGRATULATIONS TO OUR DISTRIBUTORS!

Qualified



PS = Personal Sponsor

A = Active

Don Lecomte
Andy And Linda Heatherington
Doug Moffat
Jim Thayer

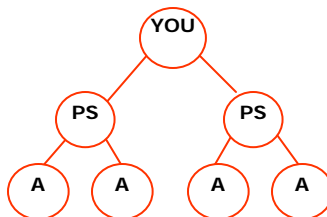
Mary Dennis
Jake Wiens
William Cook
Philip Goddard
Jo-Anne Meissner
Lasca
Chris Randall
J. Michael Forbes
Allan Crawford
Al Patterson
Bob Frew
Bill Millikin Jane Kriese
DJ Modern Mill Consultants
Jeff Bandick
Fred Martinson
Harold Carmont
Kim Meissner
Mary Jean Adams
Larry Sokoloski
Edwin Epp
Robert Martz
Jeff Patterson
Wright Pro Hardware
Vern Gattinger
Brian O'keefe
Jan & Garry Berdahl
Marc Beaulieu
Violet Green
Marie Nobles
Environmental Protection Inc.
In2spd
Paul Gifford
Audra Deane
Rick Waddell

Brendan Egan
Clearview Marketing And Sales
Jonathan Thomas
Robert Simons
Herbert Fleming
Ken & Deanne Mackay
Alan Charlton
Ivar Rye
Dominic Cianni
Bech-Hansen Book-keeping & Consulting
Don Hartel
Allen Schwabe
T I G Ventures
Daryl Froess
Marianne Welliver
H. E. Heinrichs
Lyle Williams
Art Cowie
625001 BC Ltd.
Chris Cornett
Al Williams
The Idea Zone Advertising Ltd.
Material Resources Planning Inc
Ted Berg
Brad Skinner
Ryan Racoma
Nayville Fernandes
Carol Wrenn
Recco Builders Inc.
Colin Atkinson
Giselle Mikela
John Almond
Elton Communications
Darren Saiki

George & Tuula Rands
Irina Allen
Karl Engbrecht
Cathy Haig
Dave Graham
Valleytech Auto Service
Antler Ridge Enterprises
Lisa Beal

Andrew Male
Kristi Selhorst
Showroom Quality Detail
Rick Olsness
Sirn Michelsen
Bryan Moskaluk
Kelly Harris
Jolayne Advent
Larry Allen
Doug Duerksen
Ron Ray
Angela Cianni
Robert Mcewan
Susan & Robert Sobko
Aaron Mueller
Boardroom Capital
George Ross
Elmer Bell
Glen Grunert
Kathie Valentine
Jack Pine Marine
Howard Olsen
Dan & Debbie Watson
George Moen Jr.
Ken Kunka
Crantini Web Design
Michael Babcock
Colin W. Day
Dean Schneider
Tracey Beaven
Marlyn Romero
Scott Berg
Dave Langen
Jeff Todd

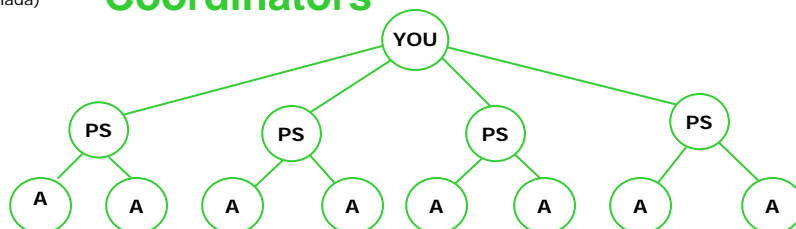
Trainers



Lorne Gilbertson
Dale Forsythe & Melody Russett
Scott Miyano
Mark Olney
Jeffrey Wilson
Ken & Angie Meissner
David Peters

Elaine Advent
Alex Fraser
Kevin Foley
Della Hallowell
Cam Shipowick
Andrew Tajiri

Coordinators



Leon Froess

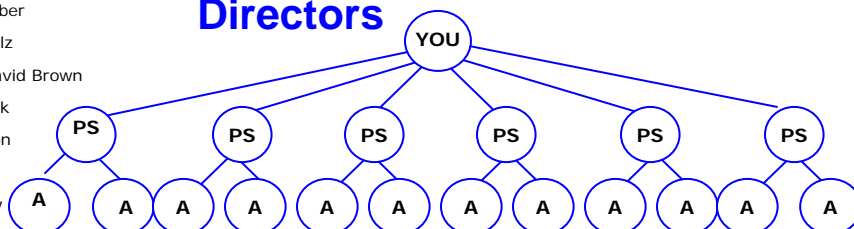
Jerry & Adam Heinrich

Herb Escher & Christine Page

Greg & Cheryl Bright

Donna Willon

Directors



George & Sarah Moen

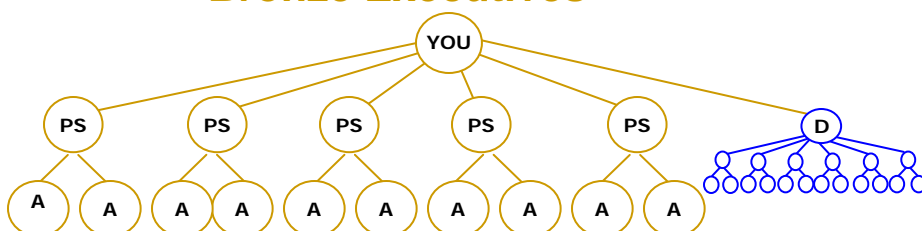
Robert & Lynda Skinner

Ernie "Punch" McLean

Tim & Jo-Anne Meissner

Duane & Norma Andrew

Bronze Executives



Chuck & Erin Pinnell

and

Doug & Mary-Anne Burtch



Elaine Advent, Enjoying New Confidence as a Trainer

Elaine Advent has worked many jobs in the past, from managing a curling rink, to managing a waste management site. With her management experience at the waste site she also was in charge a recycling and garbage pickup center.

One day Elaine was in Winnipeg when she briefly bumped into Chuck Pinnell who explained how she could save money on fuel and help reduce maintenance and repairs on her vehicle. Elaine thought it **sounded great** and found Chuck a man with great integrity with a welcoming presence. Elaine asked for Chuck's card and they parted ways. On October 11th 2004 she decided to follow up with Chuck. After learning more about Bi-Tron and the amazing business opportunity Elaine decided to sign up with a Combo Pack and then a Founders Pack.

Elaine thought to herself, "**Boy I have got some work to do,**" so she started to approach people, who in turn tried the product at retail and experienced the same great results that Elaine did.



Elaine Advent

Elaine approached many people just showing them **right on the spot** how well the penetrating lube works and then further explained that Bi-Tron's products work in your vehicle just the same. Once understanding the business more Elaine introduced Bi-Tron to Shirley Allen who was so excited about the opportunity Elaine was sharing with her that she cried saying, "I've been waiting for something like this to come to me all my life." Shirley was so thrilled at the chance of lifetime she joined right away and went

to work.

Elaine explains that the most enjoyable part of Bi-Tron is helping others achieve there lifetime goals. Its because of this reason that Elaine has decided to go full time with Bi-Tron. She wants to work hard at the business so she can spend more time with her family. Elaine's **confidence in herself and in Bi-Tron** has got her to where she is today. She plans to do a whole lot more with Bi-Tron throughout her future, helping others while helping herself.



Kevin Foley uses "the System"!

After working in a oil patch for six years in Alberta, Kevin decided to change professions by transferring over into workplace safety. It wasn't until December 2004 that Kevin was introduced to Bi-Tron's product line and business opportunity through Adam Heinrich. Kevin decided to try out the products in both of his vehicles. After trying the Bi-Tron's product Kevin fond himself saving 180 kilometers per tank in his 95 Cavalier and 90-120 kilometers in his 89 Ford Ranger. Even though the **products worked so well** in Kevin's vehicles, he was unsure of Network Marketing so he decided to hold off on doing the business with Bi-Tron, "I knew it was a very lucrative plan but I was still reluctant to get involved in Network Marketing." In time Kevin and Deborah, Kevin's wife, decided to give the business a try.

For the first few months Kevin wanted to have full



Kevin & Deborah Foley

control of this business so he decided he would do everything himself so he could control the quality of his business. Kevin found himself working hard but not receiving many results, but by the end of his first month a check arrived at his door and he thought **he was on to something.**

Kevin continued to work his business on his own for couple more months finding the same results with some improvement. It was at this point in time that Kevin and Deborah decided they **better go to the next conference** and see what Bi-Tron is really about and to see the real life testimonials and success stories.

It was after the Conference that Kevin realized that using your up line was so vital and the doing it yourself method is not effective when pursuing his Bi-Tron business.

Continued on next page



Continued from Page 5

After going to the Conference Kevin's Bi-Tron batteries were **all charged up**.

He decided to start using his up line and immediately his prospects were joining his business due to third party credibility. "Its not selling the product, its setting up appointments with prospects and your up line whether its 3 way calls or going to meetings." Kevin obviously found that using your up line and creating 3rd party credibility is far more effective than the ever so tiring do it yourself method. In fact Kevin and Deborah tried to do this business for 5 months before using their up line. Three months after the convention Kevin became trainer.

Kevin explains **how important** the Conferences really are, "The Conferences are most definitely important they bring everyone together as a group, they help develop leaders and you see everything as a whole the synergy of where the company is going." Kevin and Deborah Find their growing more and more as leaders and that the most awarding thing they receive from Bi-Tron is helping others achieve their goals. Kevin and Deborah plan to be laying in the sun on the "Directors Cruise."



Training Tips

Be sure to review the Compensation Plan and Policies and Procedures with your upline so that you can explain it properly and effectively to your own team as it grows. Misunderstandings and misinterpretations can multiply as fast as your business.

As you experience the inevitable challenges and growing pains while your business builds, your first recourse should always be to the corporate literature, website, FAQs and the like. If you are still unsure as to the most appropriate way to proceed, ask your upline for support. Most likely they will have experienced this issue, or something similar before.

In the event that your upline cannot help you they will seek the advice of their own upline leaders and ultimately the Bi-Tron corporate support team.

Take responsibility for your own training and that of your team so that you can deal with the challenges before they multiply.

Ken & Angie Meissner, Work Ethic + Goal Setting = Success



Angie Meissner

Ken and Angie Meissner are both hard workers. Ken works up north on the pipelines seasonally and Angie has done many jobs in the past from traveling across Canada selling Magazine subscriptions to working

with people with disabilities. Angie has decided to take a break from her work to raise her children. It wasn't until last year that Ken and Angie were introduced to Bi-Tron by Tim Meissner. They decided to try out the product to save money on fuel. After seeing such **dramatic results** they felt more inclined to look at the business opportunity.

Tim promised that if Angie were to get involved he would help both her and Ken out. It was at this time that Ken and Angie decided to join Bi-Tron and do the business. From that point on Ken and Angie **got fully plugged in** to the trainings and conference calls. Over time their business started to grow and they began setting goals. Ken and Angie set themselves a **monthly goal** and are determined to sell a combo pack of Bi-Tron each every month.

Ken and Angie are really pursuing their Bi-Tron business for many reasons. They plan on creating another stream of residual income through Bi-Tron, that over time can create enough **financial freedom** for the future of their family.

Angie is a people person. To Angie she wouldn't have been able to do anything without her **up line support** of Tim Meissner and Doug and Mary-Anne Burtch. Bi-Tron is a perfect example of working with others. Angie attended the last conference in Richmond, BC at the Delta Airport Inn. Angie got a lot out of the conference and enjoyed herself so much she has decided to fly down to the next conference at the River Rock Casino and Resort in January 2006.

Highlights from the Richmond Conference



Doug & Mary-Anne Burch—Bronze Executives



Robert & Lynda Skinner—Directors

Duane & Norma Andrew—Directors



Tim & Jo-Anne Meissner—Directors



Ernie McLean—Director



Jerry & Adam Heinrich—Coordinators



Greg & Cheryl Bright—Coordinators



NEWSLETTER, UPDATES AND NEWS



Al & Kirsten Patterson—Founders



Mark & Lynda Terry —Founders



Bob Frew— Founder



Founders Angie Meissner and
Doug & Edna Duerksen



Jeffrey & Rebekah Wilson—Trainer



Dan & Debbie Watson—Founders



September's DVD winner Mark & Lynda Terry join
previous winners Bob Frew and Doug Duerksen



Trainers Dale Forsythe &
Melody Russet



Cam Shipowick—Trainer



Proud Newly Qualified Distributors Have Their Efforts Acknowledged and Receive Their Certificates and Pins



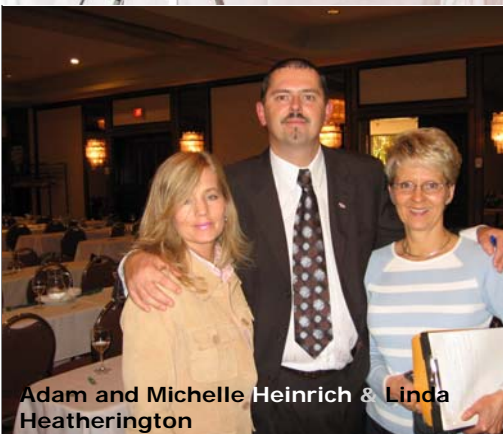
NEWSLETTER, UPDATES AND NEWS



Chuck Pignell & George Moen orchestrate

"Crafty" Al and "Punch" McLean

Donna Willon & Robert Skinner



Adam and Michelle Heinrich & Linda Heatherington



Beware the Conga Line



The Bi-Tronettes perform the YMCA!



FIELD BUSINESS MEETINGS AND TRAININGS

CORPORATE LEADERSHIP CONFERENCE

RIVER ROCK CASINO AND RESORT

RICHMOND, B.C. January 13, 14 and 15, 2006

Cost: \$149.00 per distributor or \$249.00 a couple

Call Corporate Office at 1-866-824-8878 for tickets.

Special Hotel Rate of \$125 has been arranged.

SATURDAY, OCTOBER 22, 2005

SURREY, BC

Start Time: 8:00 a.m. to 1:00pm

ABC Restaurant 152nd Street and Fraser Hwy.

Bronze Director Chuck Pinnell will be in attendance.

SATURDAY, OCTOBER 29, 2005

PENTICTON, BC

Registration: 8:30 a.m. Start Time: 9:00 a.m.

Penticton Lake Side Resort - Merlot Room

21 Lakeshore Drive West (250-493-8221)

Special Guests - Dick Simmonds, Chuck Pinnell and Duane Andrew

NOVEMBER 4 & 5, 2005

ABBOTSFORD, BC - For trainers and above.

Friday, November 4, 2005 - 1:00pm Trainers Meeting

7:00pm Business Presentation open to all Distributors and Guests

Saturday, November 5, 2005 - 10:00am to 4:00pm

RAMADA INN -Abbotsford 1(888) 411-1070

CONFERENCE CALLS AND BROADCASTS

MONDAYS

Live Leadership Conference Call 6:30 p.m. (PST)

To attend these live and exciting calls call:

1-212-990-8000 and enter the pin number #1524

TUESDAYS

Live Internet TV Broadcast Join in online at

www.bitrontoday.com

or follow the link from your own homepage. Get your questions answered live on air!! Streaming

LIVE at noon 12:00pm (PST) on Tuesdays!!

THURSDAYS

Live Training Conference Call 5:30 p.m. (PST)

To attend these live and exciting calls call:

1-212-990-8000 and enter the pin number #1524

Expanded Training session after initial business presentation

MEETINGS & TRAININGS

Unless otherwise stated all meetings commence with Registration at 7:00 p.m. and Start promptly at 7:30 p.m. They follow the standard corporate training format and are open to all distributors and their guests

TUESDAYS

KELOWNA, BC

Holiday Inn at 2569 Dobbin Street, Westbank, BC

VICTORIA, BC

Travelodge Hotel 229 Gorge Road East

WEDNESDAYS

NEW WESTMINSTER, BC

Westminster Club 713 Columbia Street

For any further assistance call 1-866-824-8559

VERNON, BC

Best Western Vernon Lodge 3914 Highway 97.

LLOYDMINSTER, ALBERTA

Tropical Inn 5621 44th Street

Contact: Lorne Gilbertson 1-306-821-1341

THURSDAYS

PENTICTON, BC

Lakeside Resort Convention Centre

21 West Lakeshore Drive 250-493-7151

KAMLOOPS, BC

First and Third Thursday of each month

(October 20, 2005 and November 3, 2005)

Maverick Motor Inn 1250 West Trans Canada

Highway 250-828-0664 Hosted by Rheal Bosse

FRIDAY, OCTOBER 21, 2005

CALGARY, ALBERTA

Registration: 6:30 p.m. Start Time: 7:00 p.m.

Cardel Centre 6010 12th Street SE - non-smoking

Coordinator Greg Bright will be in attendance.

TUESDAY, OCTOBER 25, 2005

ABBOTSFORD, BC

Second and Fourth Tuesday of each month

(October 25, 2005) and (November 8, 2005)

Crossroads Restaurant 1821 Sumas Way

THURSDAY, OCTOBER 27, 2005

VANCOUVER, BC

Second and Fourth Thursday of each month

(October 27, 2005) and (November 10, 2005)

Registration: 4:45 p.m. Start Time: 5:00 p.m.

False Creek Yacht Club 3rd Fl. 1661 Granville St

For any questions or directions contact George

Moen at 1-866-824-8559