April 1968 Vol. XV No. 4

PURE OIL CO. LEMONT REFINERY REC'D MAY 14 1968 DGM JGV ACD LWV PSK CEH HPS EMV CJA GJG BEC WDC

# Dealer Progress

UN MIN





# YOU'RE NO. 1 BECAUSE YOU'RE ON



# A WINNING TEAM WITH A POWERFUL, NEW ADVERTISING THEME BEHIND YOU:



#### **FACT:**

Pure is number one in racing wins. Pure Firebird racing gasoline has powered more winners than all other brands put together.

#### FACT:

Pure is number one in track records. Pure Firebird racing gasoline has put more time-breaking firsts on the books than any other gasoline.

The facts make Pure the Number One name in racing. And that's the message Pure is delivering to your customers.

You've got *proven* power. And you know that power sells gasoline. That's why Pure makes a powerful gasoline for your customers, Pure Firebird Super.

#### **FACT:**

Pure is number one in racing experience. Pure has participated in racing events for over 50 years.

#### FACT:

Pure is the number one supplier of racing gasoline in the world. Pure is the *only major oil company* with a refinery producing racing gasoline.

The new advertising theme presents an impressive picture of Pure to your customers. And it gives you—a member of the Pure team—something you'll boast about for a long time.

#### **BROADCAST**

#### The Number One Action in Television

Pure's 1968 television messages contain some of the most colorful, exciting racing footage ever filmed. Every detail of every scene looks and says "Number One". Award-winning film crews, including the cameraman who filmed the racing sequences for the movie, "Grand Prix", were right there at the track. As a result, the most spectacular moments from many of the most thrilling U.S. racing events were captured. You can bet these commercials are going to be talked about for quite a while.

#### The Number One Sound in Radio

Pure radio commercials generate an authentic "you are there" atmosphere. Thanks to master technicians at the scene recording the forceful sounds of racing power. Listeners are directed to you for the gasoline with power, Pure Firebird Super.

#### PRINT AND OUTDOOR

#### The Number One Look in Magazines

Car enthusiast magazines carry the new advertising theme in big, bold, dramatic color ads that look "Number One". See the page on your left for a good example of this type of advertising.

#### The Number One Theme in Outdoor

The "Number One" theme will also be continued with dynamic new outdoor advertising.

#### PROMOTION

#### The Number One Sales Booster in Promotion

Meet Cash Roulette—your sensational new game for spring '68. It promises to be the biggest Pure promotion yet. Heavy television, radio and newspaper advertising is geared to make Cash Roulette Pure's Number One sales and traffic builder.

Cash Roulette produces instant winners right in your station. Grand prize winners get to select their own prize. How? Pure will bring a giant roulette wheel to your station. Winners then spin the wheel for cash prizes ranging from \$1000 to \$5000. In addition, every Pure dealer has a chance to win one of the special Cash Roulette dealer prizes. Turn the page for all the facts on Cash Roulette.

#### Dealer Progress

© 1968 Union Oil Company of California DON P. McCAULEY.....Editor

This is your publication. DEALER PROGRESS is published for Pure Oil Dealers under supervision of the Marketing Department, Pure Oil Division, Union Oil Company of California.

# YOU'RE NO. 1 WITH... PURE CASH ROULETTE A SPECTACULAR NEW PROMOTIONAL PROGRAM!

#### IT'S BIG ...

with a top prize of up to \$5,000 (as determined by the dynamic prize selection method discussed later) and more cash prizes than we ever offered before.

### IT'S EXCITING ...

tying in directly with the glamour and excitement of winning at the "Wheel of Fortune" . . . a compelling, attractive, high quality treatment.

## IT'S POWERFUL ...

designed specifically to provide great continuity of customer visits . . . an incentive to drive in again and again to *build up* your traffic, gallonage, TBA sales and services.



## Here's How Pure Cash Roulette Works

The promotion involves the use of both game cards and game tickets. The first time a licensed driver visits your station, he should be given a PURE CASH ROULETTE game card (as shown above, and actual sample bound into these pages) and one of the folded, sealed game tickets (shown below).

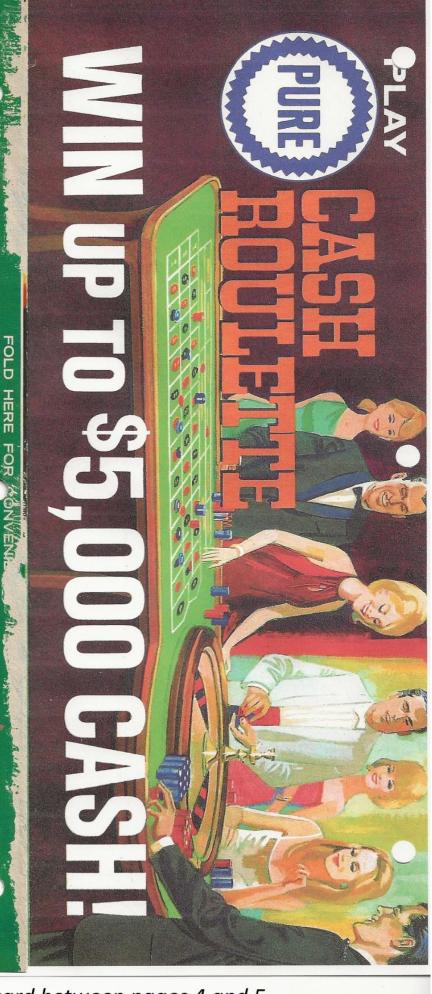
The game card is an essential game "starter" device (without it, the game cannot be played). The importance of distributing

these to every licensed driver who visits your station over the first two weeks of the promotion cannot be over-emphasized.

These game cards are provided free to you, and the success of the overall promotion in your station is critically tied to your efforts in seeing that these are distributed. Quantities available for neighborhood distribution.









CASH ROULETTE GAME CARD
FREE — NO PURCHASE NECESSARY
OFFICIAL RULES

FOLD

HERE

FOR

Obtain a free CASH ROLLETTE game ticket containing number stamps from any participating Pure Oil dealer. Open to licensed drivers only. One ticket per visit. No purchase required. (Ohio residents may also obtain game materials by sending a self-addressed envelope to CASH ROULETTE, P.O. Box 387, Columbus, Ohio 43216.)

Separate the number stamps, dampen and affix to the matching number spaces on the other side of this game card. When you collect all the number stamps needed to properly complete any cash prize wheel, take that completed prize section to your participating Pure Oil dealer, Holders of \$1 and \$5 cash prize sections may redeem them at participating Pure Oil stations. Winners of \$10, \$100 and \$500 must send completed prize sections by certified mail to CASH ROULETTE, P.O. Box 757, Hinsdale, Illinois 60521 (Include name, address and social security number). Pure Oil not responsible for lost or misdirected game materials.

If you have properly completed the Grand Prize wheel, you have won at least \$1,000 and may win up to \$5,000. See your participating Pure Oil dealer for redemption instructions.

In lieu of instructions in Rule 2 and 3, Ohio residents with properly completed prize sections may mail them by certified mail to CASH ROULETTE, P.O. Box 387, Columbus, Ohio 43216, for verification and awarding of cash prizes.

All game materials subject to verification. Game materials may be rejected if not obtained through tegitimate channels, or if any part is illegible, mutilated, smeared, or tampered with, or if any materials contain printing or other errors. Void where restricted by law, Applicable taxes due on any prizes are the responsibility of the winner. Offer ends 15 days after close of promotion.

Employees of Pure Oil Company, its subsidiaries, distributors, dealers, dealer employees, suppliers and manufacturers of game materials, their advertising and judging agencies, and the families of the foregoing are not eligible.

@Copyright, 1967, Glendinning Companies, Inc., Westport, Conn.



Pure Oil Division

Union Oil Company of California

Both sides of an insert card between pages 4 and 5





On each subsequent visit, only the PURE CASH ROULETTE game ticket is given out, although again in the early weeks, especially, it is to the benefit of the promotion's success at your location to inquire of a visitor if he needs a game card.

Each PURE CASH ROULETTE game ticket contains three perforated number stamps. Participants open the game ticket and detach these number stamps. Participants dampen the stamps (which have glue on the back) and affix them to the corresponding number spaces on any of the six roulette wheels shown on the game card.

When a participant collects each of the number stamps needed to properly complete all the spaces of any single roulette wheel, that person wins the cash amount denoted beneath that particular wheel—either the top prize of "not less than \$1,000 and not more than \$5,000" (explained below), \$500, \$100, \$10, \$5 or \$1.

The \$1 prize is distributed always as an "instant winner." These instant \$1 winning pieces contain both a message and 3 number stamps—the message informs the participant that the 3 stamps included are the ones needed to complete the \$1 wheel on the game card, that he should affix them to the \$1 section of the card, and then present his card to you immediately for verification and awarding of his \$1 prize.

#### "Grand Prize" Explanation

If a participant in your station completes the "Grand prize" roulette wheel section, that person is eligible to win not less than \$1,000, and up to \$5,000!! We plan this action right at your service station where the customer will be given a chance to spin the Wheel of Fortune to determine for himself whether he has won \$1,000 or if he wins \$2,000, \$3,000, \$4,000 or \$5,000.

If you have such a winner be sure to get in touch with your sales representative immediately and he will set the wheels in motion to see that proper arrangements are made to stage this Grand Prize event.

#### **How to Promote Cash Roulette**

The primary function of any game promotion is to attract new customers and thereby increase traffic and sales during and after the promotion period. Effectiveness of any game promotion depends on (a) the game itself, (b) advertising support, and (c) promotion by the dealer himself.

#### **Cash Roulette**

Cash Roulette has the following 5 elements of a successful game promotion.

- (1) Consumer Interest and Excitement. Cash Roulette, like Jackpot, is instantly appealing, and it's fun to play. Everybody likes a chance to win cash prizes.
- (2) Continuity. Customers become involved in playing Cash Roulette. The game card holds their interest as they match stamps to the card. This keeps them coming back.
- (3) Multiple Chances to Win. Customers play six games at once and have a chance to win cash prizes from \$1.00 to \$5,000.

Best of all there are thousands of Instant \$1.00 winners.

- (4) The Game Must Be Simple. A good game must be easy to understand. Here the player merely matches numbers from his game tickets to numbers on the game card.
- (5) Attractive Prize Structure is Necessary. Successful promotions need a balance of high value prizes with a large number of low value prizes to insure continued enthusiasm. Cash Roulette players have the chance to win up to \$5,000, and thousands of players will win Instant \$1.00 prizes.

#### **Advertising Support**

The purpose of advertising is to convince all gasoline users that they should drive into a Pure Oil station and begin playing Cash Roulette because it is an intriguing new game offering thousands of chances to win prizes. Primary emphasis will be on Instant winners with secondary emphasis placed on the chance to win the Grand Prize of up to \$5,000.

Cash Roulette will receive unprecedented advertising support on TV and radio and will kick off with a newspaper ad, full page, four color, in all of our key markets. Dealers should see their sales representatives for schedules of advertising support.

#### **Promotion By The Dealer**

Obviously a key factor in the success of any promotion is the way it's handled at the point of sale. Participating dealers will be supplied banner tender signs for corner poles and window posters, these should be displayed prominently all during the promotion.

Most importantly, dealers should be sure that all employees understand the game and hand out game tickets to every driver who comes into the service station. Remember that the game card is the initial attention getter. Be sure game cards are distributed widely during the first two weeks of the promotion.

Dealers should verify winning game cards as requested. In such cases secure the customer's signature and social security number in a space on the game card itself. Assist the prize winner by making certain that the person understands he is to mail his prize section in as final verification and redemption to Cash Roulette, Box 757, Hinsdale, Illinois 60521 (Ohio residents may use Post Office Box 387, Columbus, Ohio 43216.)

Pure Oil dealers are authorized to redeem all \$5.00 and \$1.00 prizes. Retain these winning game cards and submit them to your Pure Oil office as instructed for redemption of money paid out in prizes.

#### **Dealer Employee Incentive Awards**

An important assist in promotion at the service station level will be the dealer employee incentive program. Customers will receive game tickets which suggest that they be returned to the attendant who gave good service. Each employee should save these good service awards and send them in as instructed by your sales representative in multiples of 10 to be eligible for cash prizes at drawings which will be conducted approximately each 2 weeks of the promotion. These cash prizes will range in value from \$5.00 up to \$50.

# YOU'RE NO. 1 WHEN YOU DEAL YOURSELF YOUR SHARE OF PROFITABLE TBA SALES

Increased profits are a sure bet when you stock-up on these 2nd quarter tire deals



#### PURE PRIDE 5-STAR DEAL

Special Introductory offer gives you ownership of a set of 4 Pure Pride 5-Star tires for less than factory cost

If you buy at Regular Dealer Price	You may also purchase at Special Introductory Price*	
12 tires	4 tires for \$75 plus tax	
24 tires	4 tires for \$60 plus tax	
32 tires	4 tires for \$45 plus tax	-

<sup>\*</sup>Limit of 1 deal per dealer during the 2nd quarter



#### PURE SPORTS S-70 DEAL

With each one time purchase of Pure Sports S-70 tires of any size combination, you will receive the following F-70 x 14 tires FREE

If you purchase	You will receive FREE		
11 tires	1 tire		
22 tires	2 tires	-	
33 tires	3 tires	-	



# PURE PRIDE and/or SAFETY CUSHION DFAI

With each one time purchase of Pure Prides and/or Safety Cushions, of any size combination, you will receive the following 775 x 14 Pure Pride WSW tires FREE

If you purchase	You will receive FREE		
15 tires	1 tire		
30 tires	2 tires		
45 tires	3 tires		

(Additional free tire for every 15 tires purchased on one order)



#### TUBE DEAL

With any one time purchase of any size combination of passenger car and truck tubes, you will receive the following dealer discount.

If you purchase	Your dealer discount
24 tubes	5% off
48 tubes	10% off
96 tubes	15% off

Additional tube fill-in orders placed during the 2nd quarter will receive the same discount as your original tube stock-up order



# and for a KICKER

you can purchase the following tire servicing equipment at this fabulous special offer.

Equipment	Brand	Model	Regular Dealer Price	Special Dealer Prce	With Purchase of
Toe-Touch Spreader	Big 4	PTS-300	\$99.50	\$20.00	Big 4 tire changer* (choice of 3 models)
Bada Balancer Kit— Kit contains: Off-the-Car Balancer Weight Tool Thin Line Weights (3 sizes) Wall Instruction Chart Owners Manual	Coats	60	\$79.95	\$20.00	Coats tire changer** (choice of 2 models)

\*Big 4 Models XP-100BF Deluxe, XP-100B Deluxe, GS60 Deluxe. \*\*Coats Models 10-10 Super Powerman, 705 Super Twin Air Tireman.

Your 3% TBA Bonus may be used to purchase tire changer, but cannot be used for the BIG 4 Toe-Touch Spreader or the Coats Bada Balancer at the special \$20.00 price.





#### DEAL YOURSELF BIGGER BATTERY SALES WITH THESE VALUABLE BATTERY TOOLS

Here's a deal where every dealer can win—a complete set of battery tools to service your everyday needs.

MODEL 81038 Walker Battery Terminal Tool Kit complete with a Terminal Spreader Service Pliers Terminal Lifter

#### PLUS A

MODEL 829 Walker Battery Post and Terminal Cleaner

MODEL 677 Walker 12 inch Battery Carrier Strap

MODEL 40B Edelmann "Break Not" Hydrometer

TOTAL DEALER VALUE

\$18.14

#### DEAL NO. 1

Yours for only \$12.95 with an order of 6-14 Poweramic batteries

#### DEAL NO. 2

Yours FREE with an order of 15 or more Poweramic batteries

#### additional stock deal

Be sure you qualify for your maximum battery quantity discount. Additional battery fill-in orders placed during the balance of the 2nd quarter will receive the same discount as your original stock-up order.

#### scrap pick-up deal

Once again, get an extra \$1.50 on every junk battery turned in at time of stock up delivery. Number of junk batteries turned in limited to number of new batteries ordered. Offer not applicable in some areas.



#### APRIL

## YOU'RE NO. 1 WHEN YOU DEAL YOURSELF YOUR SHARE OF PROFITABLE TBA SALES

# DEALER'S CHOICE of accessory deals that produce profitable sales



#### **DEALER BONUS OFFER**

You can also qualify for a Belt Tension gauge (\$14.95 value) for \$8.95 and/or a Belt Measuring Device (\$8.95 value) for \$3.95 with a Belt/Hose order of 25 or more.

If you purchase	you receive WINDBREAKER		
25	for \$8.95		
45	for 4.95		
60	FREE		

# BATTERY CABLE and CHARGING EQUIPMENT DEAL



BIG DISCOUNTS on stock up orders of PURE Battery Cables and Battery Charging equipment.

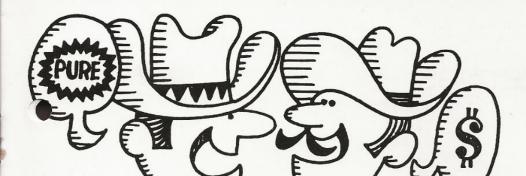
If you purchase	Your discount is
Your choice of 18 cables or PC-18 Cable Assortment	8%
Battery Charger— Tester starter on wheels, Model 168	8%



National Brand
Electrical Appliances—Retail value up to \$23.95

Special offer with purchases of Pure Automotive Chemicals.

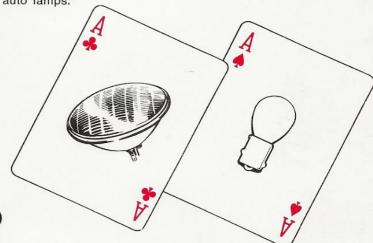
If you purchase	You get your choice of appliances for		
\$ 45.00	\$12.95		
75.00	6.95		
100.00	FREE		





#### **AUTO LAMP DEAL**

Sealed Beam HEAD LAMPS - 8% discount on entire 2nd Quarter purchases with an order of 100 or more miniature auto lamps.



#### plus other SPECIAL DEALS

ITEM	BRAND	IF YOU ORDER	2nd QUARTER 1968 DISCOUNT/ PRICE/DEAL
Tune Up Equipment Dyna-Vision, Dyna-Tune, Redi- Tune, Gold-Line	Marquette	Any Item	10%
Super-Seal Chemical Plug Tire Repair Kit, Model No. 5430	Dill	Dealer Kit	\$12.69
Tubeless Tire Valve and Extension 125 Pack	Dill	100 Valves and 25 Extensions	5%
Summer Thermostats DN-12S Assortment contains: 6-DVN-1 Thermostats 6-DVN-22 Thermostats Complete with FREE No. 7239 Pencil Gauge	Dole	12 Pack Assorted Case	\$19.08 (6% Savings Over Smaller Purchases)
Air Circulating Cushions New 743P Assortment contains 6 Standard and 6 Giant Cushions	Parkway	Regular Assortment	\$30.40
Additives  • Tune-Up  • Motor Honey • 3-C • Smooth-Seal	Casite	3 Cases of Your Choice	FREE Pair of Hush Puppies Shoes

ask your salesman for details

#### DEAL THE WINNING HAND TO YOUR CUSTOMERS

Display the featured 2nd quarter TBA items and place the sale kit materials where your customers can see them . . . then SELL! SELL! SELL!

WINDOW DISPLAY POSTERS 28" x 44"



TIRE CENTER INSERTS





Pure





#### PLUS ...

self-adhesive FACT CARDS and POCKET PRICE CARD for the whole tire line



# BUYER'S GUIDE **Pure Pride** ed Tough 4 Ply Nylan Cord



# BUYER'S GUIDE Pure Safety Cushion

# BUYER'S GUIDE Pure Sports S-70 e High Performance Tire-fely Tested At 130 M.P.H.

play your cards right and you'll win the big pot with profitable TBA sales

## YOU'RE NO. 1 . . . A REVIEW OF PURE'S DEALER MEETINGS

An estimated 8,500 Pure Oil dealers from International Falls, Minnesota to Key West, Florida, came, listened and saw one of the greatest dealer shows in the history of the Pure Oil Division. The theme, "From the No. 1 Name in Racing", kicked off the big six hour event, starting with an equipment trade show, and ending with a top notch professional live stage show, produced by Wilding, Inc. of Chicago.

The stage show brought cheers, laughter and applause as professional actors poked a little fun at the company, dealers, customers and products . . . but the message came on like Gangbusters! This is the year for Pure Oil dealers everywhere to be No. 1.

Key management people from Pure's General Office in Palatine, along with divisional sales managers, explained the exciting new advertising, sales promotion and products that dealers will have working for them in 1968.

Special highlight of the business meeting was the introduction of Pure's new Spring promotion, "Cash Roulette". Dealers were not only introduced to the new game, but it was also used as a door prize device, with \$500 going to lucky dealers at each meeting.

Even as you read this issue, new plans, promotions and reservations are being made for next year's big Spring dealer meetings. The photos on these and the following pages, show the highlights of the 1968 meetings and were typical of all eleven that were held, so no matter which meeting you might have attended, here's what you saw and did! And if you didn't attend, here's what you missed!

It was a hungry group of Memphis dealers that enjoyed an excellent dinner just before the live stage show.



Lucky dealer not only wins \$100 as a Cash Roulette door prize drawing, but gets a kiss from Pure's "Miss Firebird", Winki Louise.





The new line of Marquette tune-up equipment drew crowds at every meeting.

John Towler (left), Senior Vice President of Union Oil, Claude Brinegar,
President, Pure Oil Division, Mrs. Towler and J. H. Williams
of Williams Oil Company, Tampa, Florida, attended Orlando meeting.











# YOU'RE NO. 1... A REVIEW OF PURE'S DEALER MEETINGS



Minneapolis had a good turnout of dealers who were glad they were there



Over 1200 dealers attended the Columbus Division meeting at the Veterans' Auditorium.

Interest in the Pure/AC program of having a "service station on wheels" with a special GMC truck was high at all meetings.









Every dealer ought to have a "maid"





# YOU'RE NO. 1...

# A REVIEW OF PURE'S DEALER MEETINGS

Eugene and Richard Kaskel, dealers from Delphos, Ohio, receive award plaques from Frank Allen as "Dealer of the Year" winners.



Is there a doctor in the house?



Frank Allen, Pure's Vice President of Marketing (center), was one of many Pure management people who attended all of the meetings.

"My fair lady . . ."



Really, Mr. Benny!











"A Pure Oil dealer is so easy to remember, so hard to forget . . ."



Ah so, solid gold credit card.



Truck drivers are "King of the Road"

# YOU'RE NO. 1... A REVIEW OF PURE'S DEALER MEETINGS



Winki was a big attraction at all the dealer meetings!





Detroit dealers learn how to change a tire the easy way.



Wow! This kind of royal welcome service I understand!





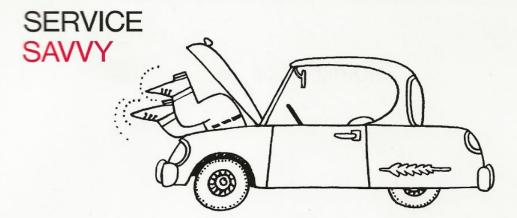
Knoxville dealers came, saw, and bought!

Part of the Orlando crowd getting set for the big musical stage show.









#### CHECKING GAS MILEAGE

Occasionally, a customer may want his gas tank "topped" so he can keep an accurate record of gas consumption versus mileage. Occasionally, too, he may complain, "On the last tankfull I got 15.2 miles per gallon but on this one, I only got 13.8. How come?"

A number of factors may account for the difference, but the two most common are highway driving versus city driving and driving either against a wind or with a helping tailwind.

Many motorists fail to consider the resistance met when heading a vehicle into a stiff wind. By the same token, a strong tailwind will help a car along and show a corresponding increase in miles per gallon.

Experiments have shown that gas mileage may be improved by as much as two to two and one-half miles per gallon when no wind resistance is offered or when the car is travelling with the wind.

This should answer your customer's complaint.

#### COOLING SYSTEM TEMPERATURE CONTROL **CRITICAL ON '68 GM CARS**

Because of exhaust emission control on all '68 cars, GM warns it is extremely important that a higher cooling system temperature range be maintained by the thermostat. The thermostat valve should start to open at 190°-195° F. and be fully open at 212°-217° F. If replacement becomes necessary, do not install a thermostat of lower operating range.

#### **ENGINE IDLERS** AT THE ISLAND

Infrequently, you may have a customer drive up to the island for service and leave the engine running. Besides creating a dangerous fire hazard, an idling engine makes it difficult to get an accurate oil level indication. This affords a tactful way of requesting the driver to shut off the engine, explaining that with the engine stopped, the normal oil accumulation in the engine will drain back into the crankcase to show the true oil level.

#### FORD INSTRUMENT **CLUSTER GAUGES**

Ford and Lincoln Mercury instrument cluster gauge systems operate on 5 volts. Ford warns that applying 12 volts to any part of the system except at the instrument cluster voltage regulator input (terminal marked IGN) can result in burning out one or more of the system components. When removing or replacing the instrument cluster, sending units or other components, always be certain the battery cables are disconnected to prevent accidental grounding. Never attempt to test a gauge by applying more than 5 volts across its terminals.

#### PONTIAC AIR CLEANER SERVICING

Pontiac reports instances of dealers finding the oil-wetted element used in the 1967-68 standard and heavy-duty air cleaners replaced with dry paper types. The filtering elements are purposely oil wetted, Pontiac says, to provide finer filtration without affecting engine performance or fuel economy. Consequently, they should be replaced only with an oil-wetted type. Paper elements should be replaced every 12 months or 12,000 miles under normal driving conditions. Polyurethane elements may be washed in solvent, squeezed dry and reoiled using SAE 30 oil. Allow excess oil to drain from element before reinstalling. Elements must be changed or cleaned and reoiled more frequently when driving under severe dust conditions.





# Dealer Progress

Published by PURE OIL DIVISION Union Oil Company of California 200 East Golf Road • Palatine, Illinois 60067 Don P. McCauley, Editor BULK RATE U. S. POSTAGE

PAID

Palatine, Illinois Permit No. 29

