

From: The Purchasing Department

ALL STORES • August 10, 2015

Valvoline Introduces Bay Boxes

On June 1st 2015 Valvoline introduced their 6 gallon bay boxes for purchase to all franchise locations through your local Valvoline Oil Distributor. Big O Tires is reviewing adding bay boxes in your servicing Big O warehouses at a later date based upon acceptance of the program and a better understanding of the expected volume and product mix.

Bay Box Benefits:

- Increases profitability through lower cost structure vs quarts; lower working capital expense by changing over slower moving items from drums to bay boxes
- Provides a clean, professional look in less space; organized easy to use dispensing system with up to six different oil options for your customers; helps save time as compared to handling quart bottles.
- Easy to identify with color coded boxes that allow quick product and grade identification
- Eco Friendly – greatly reduce the amount of plastic being discarded as compared to quart bottles

Minimum ordering requirements:

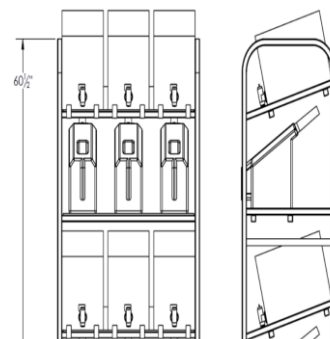
- Initial bay box order requires a minimum of 6 bay boxes
- Ongoing orders require a 30 gallon minimum of any oil products (combined)

Free Bay Box Rack:

- Receive a free rack with annual purchase commitment of 24 bay boxes; 2nd free rack with 48 annual bay box commitment.
- Rack will also be made available for direct purchase after the initial rollout.

Please contact your Valvoline rep for details on how to order through your Valvoline distributor. If you are currently not a Valvoline Oil customer, but are interested, please contact Michael Guarriello at mrguarriello@ashland.com; 317-645-5002.

If you experience any Valvoline Oil distributor service issues, please contact Michael Guarriello at mrguarriello@ashland.com; 317-645-5002 or Bryan Kingston, Director TBC Purchasing at bkingston@tbccorp.com; 561- 383-3000, ext.2882



Each Bay Box contains 24 quarts/6 gallons of oil, and weighs approximately 45 lbs.

BIG O TIRES

THE TEAM YOU TRUST[®]

Customer Service: 877.424.4699

Main Toll-Free: 800.321.2446

Thank You for Your Continued Business!