

# CAMPBELL QUARTERLY

Campbell & Sons Oil Co., Inc., Huntsville, Ala.

Vol. 1

Issue 2

Date: Feb. 18, 1997

Editor: Dan Touchon

## ROBBIE McCLEAR TO THE RESCUE!



*(From left to right: Tony Campbell, Robbie McClear,  
Alan Campbell and Labrona Campbell)*

On January 13th at 5:45 A.M. Robbie McClear was on duty at our Texaco Food Mart at 303 Governors Dr., in Huntsville, Al. It was a bitter cold morning and Robbie was doing his usual shift work. Another employee told Robbie that a car at one of their pump islands had just caught on fire. With the speed of Superman Robbie grabbed the fire extinguisher and ran to the car and began putting the fire out. Robbie succeeded in holding the fire at bay until the Fire Dept. arrived. We salute Robbie for his quick action. Robbie was presented plaque by the Campbell brothers for Achievement in Fire Emergency Response.

## NEW DESIGN TO TEXACO CREDIT CARDS



Texaco is pleased to introduce to you the newly designed family of Texaco proprietary credit cards. These new credit cards displayed below will be issued beginning in the first quarter of 1997. The cards were specifically enhanced to support Texaco's Global Marketing initiative, which takes us into the 21st century by capturing the brighter, more colorful image of the new Global facility standards recently introduced.

# CAMPBELL QUARTERLY

Campbell & Sons Oil Co., Inc., Huntsville, Ala.

Vol. 1

Issue 2

Date: Feb. 18, 1997

Editor: Dan Touchon

## TODD FINNERTY



Todd Finnerty is General Manager of our Company. Todd joined us in January of 1987. Todd and Shana have three sons, David, Sloan and Cole. They reside in Madison County. Todd enjoys sports activities with his wife and three sons.

Todd has served as Supervisor of our Convenience Stores and now as General Manager his duties include processing customer orders, dispatching product and supervising all maintenance employees. Todd is certainly one of our key employees.

Todd would like to thank our many customers and vendors for their support and cooperation.

## TEXACO TRAINING FOR THE FUTURE

NEXT  
TRAINING  
CLASS  
ON MAR.  
18TH AT  
9:30 A.M.  
TURNER  
BEVERAGE  
- BE THERE!



Star Training Manager Dewayne Seagraves conducted very informative, important Customer Service Seminar in Jan. here in Huntsville. Thirty Store Managers, Supervisors, Cashiers, attended the class.



# CAMPBELL QUARTERLY

Campbell & Sons Oil Co., Inc., Huntsville, Ala.

Vol. 1

Issue 2

Date: Feb. 18, 1997

Editor: Dan Touchen

## GLOBAL 21 IMAGE HITS HUNTSVILLE



Texaco-Dairy Queen Outlet  
at S. Parkway & Hobbs Island Rd.



303 Governors Dr.



Blimpie-Food Mart on  
Bailey Cove Rd.



Texaco-Dairy Queen in  
Madison on Hwy. 72



Car Wash at Hobbs Island Rd.

## 93.3 POSSUM RADIO PROMOTION SUCCESSFUL



Pictured at Hazel Green Texaco  
in Feb. are on the left WPZM Sales  
Rep. Jay Fowler, Grant Mountain  
Store Manager Garrell Herrington,  
and Radio personality "Biscuit"

The recent Possum Radio promotion is now over. We had good motorist response. A lady in Madison was the first to scratch off WPZM and she won \$1,000. cash prize. We had 10 live radio remotes.

# CAMPBELL QUARTERLY

Campbell & Sons Oil Co., Inc., Huntsville, Ala.

Vol. 1

Issue 2

Date: Feb. 18, 1997

Editor: Dan Touchon

WHAT DO ALL THESE FLEET CARDS HAVE IN COMMON?



THEY CAN ALL BE PROCESSED ELECTRONICALLY AT TEXACO. ALL CASHIERS SHOULD KNOW THIS!

## CAMPBELL AND SONS ANNUAL BASS FISHING CLASSIC ON MARCH 22, 1997.

*Please make sure your Texaco Station has Applications on hand. We have plenty on hand if you need some. Thanks.*

THE OUTDOOR ADVANTAGE SHOW'S

### SPRING FEVER BASS CLASSIC

SPONSORED BY

CAMPBELL AND SON'S TEXACO



March 22, 1997  
Huntsville Lake  
Gosse Pond Colony Resort  
Scottsboro, Alabama

Turnout/Hoster: Darryl McKey



#### TOP THIRTY PLACES GUARANTEED PAYBACK!

Over \$10,000.00 in Total Purse Money!

1. \$ 2,000.00	11. \$ 450.00	21. \$ 200.00
2. \$ 1,800.00	12. \$ 430.00	22. \$ 180.00
3. \$ 1,600.00	13. \$ 410.00	23. \$ 160.00
4. \$ 1,400.00	14. \$ 390.00	24. \$ 140.00
5. \$ 1,200.00	15. \$ 370.00	25. \$ 120.00
6. \$ 1,000.00	16. \$ 350.00	26. \$ 100.00
7. \$ 900.00	17. \$ 330.00	27. \$ 90.00
8. \$ 800.00	18. \$ 310.00	28. \$ 80.00
9. \$ 700.00	19. \$ 290.00	29. \$ 70.00
10. \$ 600.00	20. \$ 270.00	30. \$ 60.00

AND

#### 3 BIG BASS COUNTIES

Shannon's Bass \$100.00  
2nd Biggest Bass \$200.00  
3rd Biggest Bass \$100.00

PLUS, FIVE \$100.00 CASH DRAWINGS  
and

#### TENACO BUSTA RULES

PRESENT A TEXACO GAS RECEIPT PURCHASED IN ANY OTHER JARVISVILLE, WORGAN OR LAWRENCE COUNTY UP TO 3 DAYS PRIOR TO THE TOURNAMENT, AND YOU WILL RECEIVE A ONE DOLLAR CASH PLACE PAYOUT IN TEXACO GAS STATIONS OR GET YOUR BUST PLACE AND ON THE 3 BIG BASS COUNTIES OF THE TOURNAMENT!

Sale Starts 2:00 PM

ENTRY FEE: \$100.00 PER BOAT

Late Entry Fee: \$150.00 (day of tournament)

FOR MORE INFORMATION CALL:  
Darryl McKey (205) 539-3522

STAFF BY

THE OUTDOOR ADVANTAGE SHOW'S

### 1997 SPRING FEVER BASS CLASSIC

SPONSORED BY

CAMPBELL AND SON'S TEXACO

TOURNAMENT SITE: GOSSE POND COLONY RESORT NEAR

DATE & TIME: March 22, 1997, Starts at 6:00 PM

ENTRY FEE: \$100.00 PER BOAT. (Fee includes Big Fish Pot. Fee will receive entry confirmation card from us 2000 by mail)

LATE ENTRY FEE: \$150.00 AFTER MARCH 21, 1997. (Late entry registration at time of receipt of tournament of 12:00 AM.)

PAYOUT: THE TOP THIRTY places will receive a GUARANTEED pay out (see payout schedule)

BIG BASS COUNTY: The THREE (3) heaviest bass will receive a GUARANTEED pay out. (see payout schedule)

#### TENACO BUSTA RULES

IF YOU PLACE THE TOP FIVE (5) FISH FROM AN BUSHIN ONE OF THE TOP THREE (3) AVERAGE BASS OF THE TOURNAMENT AND PRESENT A TEXACO GAS RECEIPT PURCHASED UP TO 3 DAYS PRIOR TO THE TOURNAMENT, WE WILL GIVE YOU A ONE DOLLAR CASH PLACE PAYOUT IN TEXACO GAS STATIONS OR GET YOUR BUST PLACE AND ON THE 3 BIG BASS COUNTIES OF THE TOURNAMENT!

#### FIVE \$100.00 CASH DRAWINGS

THE DRAWINGS WILL BE DRAWN AT 5:00 PM TO RECEIVE ONE HUNDRED DOLLARS PER DAY. THE DRAWING WILL BE HELD AFTER THE LAST DAY AND ISSUED IN PM

FOR MORE INFORMATION CALL:

Darryl McKey (205) 539-3522

Beetle Creek or Liberty Outlets with this entry form to:

Spring Fever Bass Classic

302 LAMAR DRIVE  
HUNTSVILLE, AL 35891

# CAMPBELL QUARTERLY

Campbell & Sons Oil Co., Inc., Huntsville, Ala.

Vol. 1

Issue 2

Date: Feb. 18, 1997

Editor: Dan Touchon

## NEW FEDERAL REGULATIONS ON TOBACCO EFFECTIVE FEB. 28, 1997

PLEASE NOTE CHANGES EFFECTIVE FEB. 28, 1997 AND SECOND GROUP EFF. AUG. 28, 1997



DEPARTMENT OF HEALTH & HUMAN SERVICES

Public Health Service

Food and Drug Administration  
Washington, DC 20205

January 1997

Dear Retailer:

The information contained in this letter can help you comply with a new Federal regulation about cigarettes and smokeless tobacco that goes into effect beginning this February. This rule will directly affect your business if you sell these tobacco products or have in-store tobacco advertising.

As a retailer, you can make a significant difference in protecting children and adolescents from tobacco use. More than 80 percent of people who smoke had their first cigarette by their 18th birthday. Tragically, of the nearly 3,000 youngsters who become regular smokers every day, 1,000 will die prematurely because of their smoking.

This is why last year President Clinton announced a new Federal regulation aimed at reducing significantly the number of young people who smoke cigarettes or use smokeless tobacco. Beginning February 28, 1997, it is a Federal violation for any retailer to sell these products to anyone under 21 years old. (The minimum age may be higher in your state.) Further, to prevent access to youngsters under 18 who look older than their age, retailers must verify the age of any buyer under 27 by checking a photo ID showing the date of birth. Additional measures will take effect on August 28, 1997 and are listed in the enclosed booklet.

The U.S. Food and Drug Administration, in consultation with State and local authorities, will actively enforce this regulation. Throughout the year, unannounced compliance checks, typically involving adolescents under 18, will be conducted to ensure that these measures are being observed. Penalties for failing to comply with the civil money penalties of \$250 or more and could be subject to other actions. Retailers required to have valid cigarettes or smokeless tobacco to someone under 27 without checking their photo ID risk compliance checks being conducted in the future.

To help you understand and comply with the new requirements, FDA will hold a national state conference on February 18 and regional briefings around the country in February for retailers, health officials, community groups, and others. Further, we have developed the enclosed information to tell you and your employees about these findings and the new regulations. If you would like more information, FDA has established a toll-free number (1-888-FDA-48106) and has established a tobacco web site at FDA's Internet home page (<http://www.fda.gov>).

We're counting on working with you to help protect our country's young people from the risk of chronic nicotine and dependence death. Thank you.

Sincerely yours,

David A. Henderson, M.D.  
Commissioner of Food and Drugs

### The New Federal Tobacco Rule: Provisions Affecting Retailers and Their Employees

#### Starting February 28, 1997:

- Do not sell cigarettes or smokeless tobacco to anyone under ~~18~~ 21.
- Check photo ID for anyone under 27.

#### Starting August 28, 1997:

- Sell products only in a direct, face-to-face exchange. (No vending machines or self-service displays permitted except in places that never have anyone under 18 present.)
- Do not sell single cigarettes ("loosies") or packs with fewer than 20 cigarettes ("kiddie packs").
- Only accept coupons for redemption from adults at the store, not through the mail.
- Do not give out any free samples of cigarettes or smokeless tobacco.
- Inside your store: Have all tobacco ads and promotional material that have any pictures or colors removed. Use only ads or material with black text on a white background. (Exception: Inside places that never have anyone under 18 present, pictures or colors are permitted if the ads are not visible from the outside and cannot be removed.)
- Outside your store: Have all outdoor tobacco ads and promotional material (including on store windows) that are within 1,000 feet of a school or public playground removed. Beyond 1,000 feet, use only ads or material with black text on a white background.
- Do not give hats, t-shirts, or any other gift or item to anyone in exchange for a tobacco proof-of-purchase or as part of a sale of cigarettes or smokeless tobacco.

# **CAMPBELL QUARTERLY**

Campbell & Sons Oil Co., Inc., Huntsville, Ala.

Vol. 1

Issue 2

Date: Feb. 18, 1997

Editor: Dan Touchon

## **WHAT'S GOING ON?**

## **C O M M U N I C A T I O N S V I T A L**

- 1. Conversion of many Retail locations to the Global 21 Image. Five done to date with all to follow.**
- 2. Continued TV Advertising on Cable Alabama and Comcast in Huntsville market.**
- 3. Planning big WZYP Radio Promotion to start in May and run through 4th July and work with our Texaco National Racing Scratch and Win Contest during same time period.**
- 4. Campbell & Sons Annual Bass Fishing Classic is March 22, 1997 at Goose Pond Colony Resort. Give your customers information & applications.**
- 5. March 11th and 12th our Star Enterprise Division and District Managers will be in town. Appreciate your efforts in keeping everything looking good as usual at your retail outlets.**
- 6. Remember, the big Texaco Global Conference and Trade Show is April 23 - 26, 1997. Have you Registered? Call 1-800-237-4031 to register. Opryland Themepark, Charlie Daniels show, Lorrie Morgan, General Colin Powell - Big Event.**
- 7. Dewayne Seagraves of Star will hold his second Customer Service Class on March 18, at 9:30 A.M. Everyone who did not attend first class please come.**
- 8. Alabama Oilmen Association Annual Food & Fuel Trade Show is Feb. 28 - March 1, 1997 at the Birmingham - Jefferson Civic Center, Birmingham. The best state trade show going.**