



*Bobs' Business, Inc.*

**1.800.328.9311**

**www.bobsbusiness.com**

### *Ebonite's 92-Day Balls*

We sometimes shudder slightly when there are multiple ball announcements sharing the same release date. Of course, new introductions means guessing on everyone's part: yours, ours, and even the vendor's as to what the initial level of interest will be. Even more challenging for us, for every ball introduced an existing one will eventually be discontinued. Since it is frequently more the death and/or discontinuation that negatively impacts us, *Ebonite's* simultaneous declaration that the same four balls being introduced this month are being discontinued in 92 days (December 31<sup>st</sup>) triggered more than a shudder.

Our past experience has been mid-season introductions for entry-level balls, such as Maxims, remain off most shop's radar screens as they continue to sell catalog balls. With that said, we had to make a decision to either place the minimum qualifying order so we could offer these balls or opt not to stock them. In the end, we placed our order to afford our customers the option to purchase. In weighing how to stock, we elected to carry all of the weights at our Illinois warehouse (with the exception of the 16# Maxims), and only the more popular weights in Red Wing. With our decision to stock these four balls, we are now crossing our fingers that shops will consider promoting these (Maxims: Black/Red Sparkle & Black/Royal/Yellow and Cyclones: Turquoise/Purple/Magenta & Yellow/Turquoise) between now and the end of the calendar year. As a footnote, if you are looking for additional options for 16 pound polyester, we have approximately thirty different models of discontinued polyester balls in this weight that we are now offering on a first come basis for the great price of just \$19.99.

# Foul Line

**OCTOBER 2013** Volume 34, Issue 3



## *Brunswick Seminar*

**Monday, November 4<sup>th</sup>**

**Tuttles Bowling Bar & Grill**

**107 Shady Oak Rd**

**Hopkins, MN 55343**

**Tuesday, November 5<sup>th</sup>**

**Brunswick Zone**

**1555 West 75th Street**

**Woodbridge, IL 60517**

**Wednesday, November 6<sup>th</sup>**

**Super Bowl**

**2222 E Northland Avenue**

**Appleton, WI 54911**

Seminar cost is **\$199** and includes one ball each from the Brunswick, DV8, and Radical performance lines which you will receive at the seminar. Lunch will be provided and you can win prizes during the demo. Don't forget to bring your bowling shoes! Call today and reserve your spot: 800.328.9311

*"You do not need a parachute to skydive. You only need a parachute to skydive twice" . . . . . Unknown*

## Consumer Goods Update

**Balls** - Brunswick inventory is in great shape with the exception on the 12 lb and 13 lb Divas which will not be available until the end of the month. Ebonite owes a handful of Endures that should arrive the middle of this month. *Storm* has delayed the release of the Byte and Reign On until October 22<sup>nd</sup>.

**Bags** - We are hoping that the Brunswick Flash X Triple Rollers in Pink and Lime will arrive the end of this month along with the KR LR6, LR3, Cruiser Double Roller (Black/Silver), and Triple Roller (Orange). Columbia's 300 Pro 2 Ball Roller (Red) and Ebonite's Transport II's are scheduled to arrive in late November. The Hammer 4 Ball Stackable (Black/Orange) should arrive mid October.

**Shoes** - Overall we are in excellent shape on men's and women's shoes. The one exception are Dexter wides some of which will arrive the middle of this month and a few won't be available until mid November. As stated last month, Storm's SP800 should arrive in about two weeks.

**Accessories** - There are a number of Brunswick accessories that have been on back order and we are told to expect a shipment in a couple of weeks that should replenish our inventory. Dexter slide soles and heels once again have been on back order to us. We did receive a number of soles in the last few days which has cleared up most of our open orders. However, it appears that the heels will not arrive until the end of November.

Customer Service will do their best to give you the latest updates on these items when placing your order.

## Product Updates

The Tropical Breeze (S-245) Blue/Green/Yellow lists the fragrance as Lemon Zest. We would describe it as similar to a Lemon Birthday Cake and wanted you to be aware of this when selling the ball.

Gift Certificates are no longer available to purchase. We appologize for any inconvenience, but we are unable to locate a source at a reasonable cost.

## Price Correction

We discovered an error in the pricing of *Storm* bowling balls that only affects the third column. Please update your Confidential price sheet for the following *Storm* balls at Level 3.

| Model            | (L3)   |
|------------------|--------|
| Crossroad        | 106.15 |
| Frantics         | 86.73  |
| Hy-Roads         | 106.15 |
| Ice Storm        | 38.94  |
| IQ Tours         | 129.21 |
| Lights Out       | 86.73  |
| Lucid            | 141.56 |
| Marvels          | 129.21 |
| Mix              | 44.84  |
| Naturals         | 86.73  |
| Polar Ice        | 44.84  |
| Reign of Power   | 86.73  |
| Sync             | 143.96 |
| Tropical Breezes | 58.41  |

## Personal Revivor



P-PR

We now have a reviver oven that is affordable for small pro shops and can even be sold to individual bowlers. The recommended "bake time" which is hot forced air, is 2 hours and you can simply wipe out the lane oil out of the bottom of the unit. Pro shop price is \$199.95.

## COLD BLOOD by *Hammer*

H-675

BSR 255.95

Color: Black/Blue  
 Cover Stock: NBT Pearl  
 Design: First Blood Core  
 Drilling: Like two piece  
 Features: Strong midlane and strong angular back end  
 Release Date: **October 8<sup>th</sup>**



(L1) 147.35 (L2) 144.55 (L3) 142.19

# BOBS' TOP TEN

SEPTEMBER '13

AUGUST '13

## HIGH

## MID

- 1) Primal Rage
- 2) Marvel-S
- 3) IQ Tour Pearl
- 4) Disturbed
- 5) Sync
- 6) Endless Nightmare
- 7) Totally Defiant
- 8) Lucid
- 9) Tribal
- 10) Defiant Soul

- Wrecker
- Hy-Road Pearl
- Lights Out
- Rumble
- Freak 'N Frantic
- Shout
- Super Natural
- Marauder Mutiny
- Meanstreak Beatdown
- Spike

## HIGH

## MID

- Marvel-S
- Primal Rage
- Wrecker
- Totally Defiant
- IQ Tour Pearl
- Disturbed
- Sync
- Endless Nightmare
- IQ Tour
- Defiant Soul

- Hy-Road Pearl
- Deranged
- Freak 'N Frantic
- Lights Out
- Rumble
- Marauder Mutiny
- Source
- Shout
- Venom Toxin
- Hy-Road

\*\*\*\*\*Listings are for 15 pounds\*\*\*\*\*

### Dude by DV8

DV-580

BSR \$189.95

Color: Black/Purple Solid  
Cover Stock: Class 4F Reactive  
Design: Dude  
Drilling: Like two piece  
Features: Floats easily down the lane  
plenty of flip at the breakpoint  
Release Date: **October 31<sup>st</sup>**



(L1) 107.61 (L2) 105.56 (L3) 103.84

### Ruckus by DV8

DV-582

BSR \$242.95

Color: Black/Blue/lime  
Cover Stock: Class 8F Hybrid  
Design: Ruckus Medium RG  
Drilling: Like two piece  
Features: Provides plenty of hook with  
extremely aggressive back end  
Release Date: **October 31<sup>st</sup>**



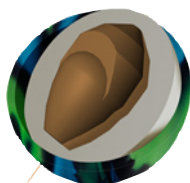
(L1) 139.40 (L2) 136.75 (L3) 134.52

### 706C/A by Track

T-0482

BSR \$212.95

Color: Teal/Black/Lime  
Cover Stock: Gen X C/A Hybrid  
Design: Helmet  
Drilling: Like two piece  
Features: Medium to  
heavy oil  
Release Date: **October 22<sup>nd</sup>**



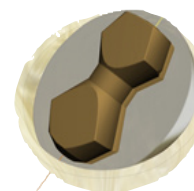
(L1) 121.06 (L2) 118.76 (L3) 116.82

### 400A Special Edition by Track

T-0485

BSR \$150.95

Color: White Diamond  
Cover Stock: Luxury MA  
Design: DNA  
Drilling: Like two piece  
Features: Medium to dry  
conditions  
Release Date: **October 22<sup>nd</sup>**



(L1) 83.76 (L2) 82.17 (L3) 80.83



# Manufacturer's Specials

## *Cold Blood Pro Shop Special*

Purchase up to four *Hammer Cold Blood* (H-675) balls from Bobs' Business before October 31<sup>st</sup> and **receive one Vibe Jet Black**. (This ball is only available via this special). The completed redemption form must be sent to *Hammer* by November 30<sup>th</sup>. All balls must be ordered on one invoice dated between October 8<sup>th</sup> and October 31<sup>st</sup>. Invoice and form should be mailed to *Vivian Craft, PO Box 746, Hopkinsville, KY 42241*. Offer is limited to one per brick and mortar pro shop.



## *Motiv Matrix Ball Plug*

Motiv has a **risk-free** plug offer. Call us and order a kit of the Matrix Plug, and if for any reason you do not like the product, Motiv will refund your money.



**P-1003-01**  
**1 Gallon Kit**  
**\$83.25**

## *DV8 Package*

Order your DV8 2-Ball Pack (1 Ruckus & 1 Dude) and receive a **\$30 rebate check** per package. The Ruckus (DV-582) is available in 12 ~ 16 lbs. and the Dude (DV-580) is available in 10 ~ 16 lbs. Limit of four (4) packages per pro shop location. Offer ends November 30, 2013. Call Bobs' today!



## *Track Early Bird Offer*

This package includes one each of the two new *Track* performance balls: 706 C/A (T-0482) and 400A SE (T-0485) at a package price of \$165.00 from Bobs' Business - a **25% discount!** Place your order before October 22<sup>nd</sup> and the balls will ship directly to your shop from *Track*. Limit one package per brick and mortar pro shop location. Order must be approved by Bobs'.



**\$146.95**

## *Package Includes 1 Each:*

Cyclone: Black/Gold/Silver (12 or 14#)  
Basic Bag: Black  
Hand Towel: Grey  
Wild Grip Sack

**Cost \$83.15**

**Offer Expires: December 31, 2013**

**Stock #E-767**

# ***Blowouts October 2013***

| <b>Balls</b> |  |                            | <b>BSR</b> | <b>Sale</b>    |
|--------------|--|----------------------------|------------|----------------|
| B-280        | Slingshot (Silver/Black Pearl)         | 10*,12*,14,16*             | 103.95     | <b>45.99</b>   |
| B-281        | Slingshot (Red/Silver Pearl)           | 13*,14*,15*,16*            | 103.95     | <b>45.99</b>   |
| B-312        | Revolver (Purple/White Pearl)          | 15,16*                     | 209.95     | <b>69.99</b>   |
| B-332        | Wicked Siege (Black/Purple Pearl)      | 13*,14*                    | 248.95     | <b>99.99</b>   |
| B-337        | Karma Solid (Black/Blue)               | 10*,12*                    | 121.95     | <b>49.99</b>   |
| B-352        | Tzone (Purple Bliss)                   | 10*,14*,16                 | 64.95      | <b>24.99**</b> |
| B-419        | Nexus f (P) Pearl (Black/Blue/Silver)  | 12*,13*,14*,15,16*         | 253.95     | <b>99.99</b>   |
| B-446        | Karma Pearl (Purple/Pink Pearl)        | 11*,15,16*                 | 121.95     | <b>49.99</b>   |
| B-471        | Nexus f P+S 3X (Bronze/Graphite Pearl) | 13*,14*,15,16              | 253.95     | <b>99.99</b>   |
| B-771        | Avalanche Solid (Blue/Red)             | 11*,15*,16*                | 130.95     | <b>39.99</b>   |
| B-910        | Swarm (Black/Yellow Pearl)             | 16                         | 163.95     | <b>39.99</b>   |
| B-992        | Hearts (Pink)                          | 14*                        | 68.95      | <b>29.99</b>   |
| C-0995       | White Dot (Blue/Purple/Orange)         | 6*,9*,11*,13*              | 61.95      | <b>24.99</b>   |
| C-1132       | Jazz (Blue/Green)                      | 16                         | 103.95     | <b>29.99</b>   |
| C-1244       | Freeze (Scarlet/Black)                 | 11*,16*                    | 107.95     | <b>45.99**</b> |
| C-1291       | Freeze (Purple/Orange)                 | 16*                        | 112.95     | <b>39.99</b>   |
| C-1297       | Eruption (Electric Blue/Violet)        | 12*,14*,15*                | 159.95     | <b>65.99</b>   |
| C-1710       | The Classic (Slate)                    | 12*,16*                    | 128.95     | <b>49.99**</b> |
| C-6007       | Scout R (Pink/Orange)                  | 15*,16*                    | 84.95      | <b>32.99**</b> |
| DV-391       | Hell Raiser (Black/Red/Yellow)         | 14,15,16*                  | 232.95     | <b>89.99</b>   |
| DV-424       | Too Reckless (Blk/Neon Green Solid)    | 10*,11*,13*,14*,15,16*     | 179.95     | <b>69.99</b>   |
| E-417        | Vital Energy (Red/Orange/Silver Pearl) | 16                         | 204.95     | <b>59.99</b>   |
| E-981        | Hard Ball (Navy/Red/Green)             | 16                         | 138.95     | <b>45.99</b>   |
| E-985        | Tornado (Red/White/Blue)               | 16                         | 93.95      | <b>32.99</b>   |
| G-0402       | Bam (Black/White)                      | 6*,8*,10*,12,13*,14,15*16* | 67.95      | <b>24.99</b>   |
| G-1050       | Jewel (Purple/Pink Pearl)              | 15                         | 164.95     | <b>72.99</b>   |
| G-9351       | Hook (Pink/Black)                      | 10*,11*,12*,14*,15*        | 110.95     | <b>49.99</b>   |
| G-9354       | Hook (Black/Silver Pearl)              | 10*,11*,13*,14*,16*        | 110.95     | <b>49.99</b>   |
| G-9702       | Freight Train (Black/Grey)             | 14*,16*                    | 253.95     | <b>89.99**</b> |
| H-572        | Razyr (Black/Red)                      | 11*                        | 105.95     | <b>32.99</b>   |
| H-619        | Midnight Vibe (Black/Blue Pearl)       | 10*,11*,12*,16             | 128.95     | <b>49.99**</b> |
| H-973        | Taboo (Blue/Silver)                    | 14*,15*                    | 251.95     | <b>101.99</b>  |
| M-252        | Craze (Purple Pearl)                   | 16*                        | 227.95     | <b>59.99</b>   |
| M-320        | RipR (Blue/Black/White Pearl)          | 16*                        | 216.95     | <b>45.99</b>   |
| MT-410       | QZ2 Backdraft (Black/Fire Pearl)       | 12*,16*                    | 175.95     | <b>69.99</b>   |
| MT-412       | Sigma Tour (Black)                     | 12*,14*,16*                | 213.95     | <b>85.99</b>   |
| R-401        | Golden Globe (Clear)                   | 16*                        | 123.95     | <b>49.99</b>   |
| R-427        | Scream (Neon Green/Pink)               | 11,16*                     | 111.95     | <b>45.99</b>   |
| S-250        | Polar Ice (Red/Purple Pearl)           | 6*,12*,13*,14*,16*         | 78.95      | <b>33.99</b>   |
| S-300        | Tropical Heat (Black/Silver Pearl)     | 10*,11*,12*                | 127.95     | <b>52.99</b>   |
| S-417        | Natural (Black)                        | 12*,15*                    | 156.95     | <b>55.99</b>   |
| TX-1140      | The Rising 2 <sup>nd</sup> (Purple)    | 16*                        | na         | <b>39.99</b>   |
| U-2410       | Grip (Purple/Blue)                     | 14*                        | 168.95     | <b>65.99</b>   |
| U-4848       | Smoke (Purple/Red)                     | 16*                        | 95.95      | <b>32.99</b>   |
| U-7071       | OMG (Purple/Black)                     | 14*,16*                    | 209.95     | <b>79.99**</b> |

\* Indicates Quantity in Stock of 4 or Less \*\* Designates \$5 Off on these 16# Specific Models Only

***All Sale Items Limited to Stock on Hand – No Returns Unless Defective***



# MECHANIC'S CORNER

BOBS' BUSINESS INC. 800.328.9311 Oct. 2013



## Inventory Update

We have built up our inventory on the *Kegel* Fire and Ice lane conditioners, and are getting lots of calls for these new products. As far as all other chemicals we are in great shape. *Brunswick* and *AMF* have been doing quite well filling orders with the following exceptions:

12-1506 Turret Clutch Drive Pulley and 12-400263-000 AP Pin Wheel Roller Assembly, which are due around October 25<sup>th</sup>. The 12-200016-091 Scissor Arm Assembly Complete is due October 7<sup>th</sup>, and the 12-150049-000 Pin Release Lever Assembly is expected December 1<sup>st</sup>. *AMF* has us on back order for the 743507007 Circuit Breaker AMP and the 070006022 Tube Assembly Middle Distributor until the middle of October. Please keep in mind that we do have the 070006022 Tubes in stock under the *APP* and *Vantage* parts line.



## Lane Machine Tip by Bruce Plein

When changing oils it is very important to flush the old oil out of the tank. With the new *Kegel* Fire and Ice selling very well, we have had several questions regarding this. So to be on the safe side, any time you change conditioners it is important to flush the tank with some solvent, and at the same time inspect the plastic lines. They may become brittle and that can cause leaking in the fitting. When it comes to lane oils, it is also very important to rotate your inventory and to use the oldest dated product first.

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## Odds 'N Ends

**FOR SALE:** Capital equipment. Call Roger at Star Lanes, Starbuck, MN for more info. 320.766.8199

## Technical Support

It was brought to our attention that Randy Clark's old phone is still receiving calls, PLEASE DO NOT call 651-399-2141 ANY LONGER. You will not get a return call. We are in the process of getting this line disconnected. If you need lane machine help call your sales representative or call Bruce @ 612-325-6755.

## Sales Force

If you need to speak to your sales representative feel free to contact them. When they are going to be in your area, it is a great time to place an order for oil, cleaner, cloth, or large items like pit boards for Brunswick machines or carpet belts for AMF machines. Customer Service generally will call you a week in advance of when you may expect them, so you may place an order for him to deliver.

### Andy Shutt (Kegel Level 2)

515-554-5316 andy@bobsbusiness.com

### Doene Moos (Kegel Level 1)

435-720-7485 doene@bobsbusiness.com

### Jim O'Reilly (Kegel Level 2)

507-269-8173 jim@bobsbusiness.com

### Kent Norman (Kegel Level 1)

612-867-4014 kent@bobsbusiness.com

### Skip Wolfe (Kegel Level 2)

815-440-0681 skip@bobsbusiness.com

## Kegel Lane Machines

The Kegel Flex Walkers and Flex machines have been selling very well. If you need a new lane machine please do not hesitate to call and ask Bruce your questions or call your sales representative to get all of the details of these new machines. They are the state of the art machines!

## ***NEW OEM Plus™ Deck Chutes***

These new deck chutes are arguably the most functional urethane deck chutes in the market today. Designed to provide perfect balance between durability, flexibility, slipperiness and functionality they are injection molded using premium Bayer® urethane. The very low coefficient of friction allows pins to easily pass through the chute. Backed by a 2-year warranty, they are made in the USA and are featured on page 64 of your Genuine Parts catalog.

***Brunswick is offering 10% off Plus Deck Chutes for orders placed through November 30<sup>th</sup>.***

| <b>Part #</b> | <b>Description</b>            | <b>Reg. \$</b> | <b>Sale \$</b> |
|---------------|-------------------------------|----------------|----------------|
| 12-200808-502 | OEM Plus - Deck Chute #1      | \$50.66        | <b>\$45.59</b> |
| 12-200837-500 | OEM Plus - Deck Chute #5      | \$40.70        | <b>\$36.63</b> |
| 12-200808-503 | OEM Plus - Deck Chute #7 & 10 | \$57.23        | <b>\$51.51</b> |
| 12-200900-500 | OEM Plus - Deck Chute Multi   | \$40.90        | <b>\$36.81</b> |

### ***Brunswick Tip*** by ***Bruce Plein***

Ball calls? Having trouble with balls not returning, or the return time being too long? First check the condition of the lift rod cover and position of the lift rod caps (duct tape is only a temporary fix). Next, but often overlooked, make sure the ball wheel is riding on both of the lower ball wheel guide rollers. Over time the pressure between the ball wheel and the lift rods can move the ball wheel to the seven pin side. For a quick check try to spin the lower grooved ball wheel guide roller (10 pin side). If the roller spins, it needs adjusting. To adjust, first unhook the ball wheel belt idler spring, then loosen both upper ball wheel guide and roller brackets allowing the ball wheel to rest on both the lower rollers. Tighten the upper guide roller on the lift rod side against the ball wheel first, then the other side. This will position the ball wheel correctly. If the ball pick-up problem still occurs, then go through the lift rod adjustments in the service manual.



### ***AMF Tip*** by ***Tom Zernia***

As your machines get older, the pin guides on the bin are starting to break more frequently. With the new cost saving APP parts, the pin guide costs \$2.87 and the OEM cost is \$3.25. Always look at the APP parts list for savings when you are putting together a parts order.

#### **APP-0700006353 Pin Guide**



#### **PPP-HDSS. Heavy Duty Shuttle Strap**



The shuttle strap replaces the OEM pin holders. The 4mm steel plate ensures 7 and 10 short shuttle tubes stay rigid. Unique 4 bolt design adds additional strength to resist twisting, bending, breaking, and rear clamp hardware loosening. Longer mounting bolts included. Cost is \$11.85



#### **V-785501375 Start Switch GE.**

If you are still using the centrifugal switches board in the GE backend motor on the 82-70 or the 82-30 you can still get the switch. P/N V-785501375. This item is in stock. Cost is \$31.04.