

# TWO SOURCES OF VALUABLE BUSINESS DATA. AVAILABLE EXCLUSIVELY FROM YOUR ASSOCIATION.

## COST OF DOING BUSINESS STUDY

*The 2009 Cost of Doing Business Study presents the annual financial and operational profile of independent, retail equipment dealerships.*

### TWO EDITIONS AVAILABLE:

#### \* Agricultural Equipment Dealer Study

This study includes results from North American dealers representing 10 regional associations and a side-by-side comparison dealers from your local association.

#### \* Outdoor Power Equipment Dealer Study

This study includes results from dealers in 4 states comprising the Midwest Area (KY, IN, MI, and OH) and space for side-by-side comparison with your figures.

### BOTH EDITIONS INCLUDE:

- \* **Balance Sheet results**  
Assets, Liabilities, Net Worth
- \* **Operating Statement results**  
Sales, Margins, Expenses, Profits
- \* **Financial Ratios**
- \* **Selected Industry Benchmarks**
- \* **Number of Employees by Department**
- \* **Definitions of Terms and Ratios**

## WAGE & SALARY SURVEY

This report is a management tool for evaluating employee remuneration and benefit trends in the power equipment industry in Indiana, Kentucky, Michigan and Ohio. It is not intended to endorse or recommend any remuneration schedules, labor rates or employee benefits. Rather, it tabulates information reported by dealers who participated in the 2010 Confidential Wage & Salary Survey

### What is included in the results?

The report is divided in to 2 sections; agricultural and for outdoor power equipment dealers. The report contains 8 jam-packed pages of facts and figures. Here's a sample of the topics:

- **Salesperson's compensation**
- **Salesperson's commission schedules**
- **Salaries for general manager, sales manager, service manager and parts manager**
- **Hourly wage rates for mechanics, parts personnel, accounting personnel and truck drivers, including incentive programs.**
- **Four-year history of salary and wage trends**
- **Paid holidays, paid sick leave, work uniforms**
- **Group insurance and retirement benefits**
- **Customer labor rates with 10-year history**

**THESE ARE THE ONLY STUDIES OF THEIR KIND AVAILABLE**



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### ORDER FORM

#### 2009 COST OF DOING BUSINESS STUDY

- \_\_\_ copy(ies) of the Agricultural edition.  
Member Price - \$100 each.  
Non-Member Price - \$225 each.
- \_\_\_ copy(ies) of the OPE edition.  
Member Price - \$100 each.  
Non-Member Price - \$225 each.
- \_\_\_ combination of the  
Agricultural & OPE editions.  
Member Price - \$175 per combo  
Non-Member Price - \$400 per combo

#### 2010 WAGE & SALARY SURVEY

- \_\_\_ copy(ies) of the Wage & Salary Survey.  
Member Price - \$50 each.  
Non-Member Price - \$175 each.

*Prices do not include shipping or tax.*

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