

July 6, 2009



Member News

[Golf Outing Winners](#)

See who won on the course at the 113th MHA Convention!

Sharp Tips



[Dealing with Price](#)

Do your sales people know how to combat price objection?

Pricing Survey

[Summer Items](#)

Classifieds

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Obituaries

[Donna Mueller](#)

Mueller True Value, Hudson, WI

[Bill Mashaw](#)

MHA Members Vote to Proceed with Merger

In a vote held at the Association's Annual Business Meeting on June 24, 2009, MHA members overwhelmingly approved moving forward with a planned merger between MHA and the Minnesota-Dakotas Retail Hardware Association (MDRHA). By a vote of 121 in favor, and 0 (zero) against, MHA members passed a resolution directing the Board of Directors to move ahead with the plan. Members in attendance at the meeting cast their vote in person, while those unable to attend designated a proxy to vote on their behalf.

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State Budget Hole Plugged For Now-Not For Long

by Doug Johnson, MHA General Counsel & Wisconsin Lobbyist

Federal and state political and policy leaders have made a huge bet with enormous consequences, win or lose. They are betting that the trillions of federal dollars now being spent (and already spent) for "stimulus" and "bailouts" will be the grease that's critical to restart the national and state economies. But how do you fix a problem when you don't know how it started and can only guess what it needs to be fixed? These federal and state political and policy leaders decided to throw trillions of dollars at "ghosts in the night" in hopes that something would hit. We should all hope they hit the right ghosts.

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Deja Vu

by Rob Karr, MHA Illinois Lobbyist

In late January, former Governor Blagojevich was impeached and removed from office. His running mate and Lt. Governor, Patrick Quinn, immediately became Governor. His ascension was met with cheers and much relief as many thought the long nightmare was over. Everyone assumed the Spring session would be "normal" - an agreed budget and adjournment for the Summer by May 31. Instead, it has turned out to be more of the same or worse.

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Milwaukee Paid Sick Leave Ruled

Former NRHA Managing
Director

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Unconstitutional

On June 12, 2009, Milwaukee County Circuit Court Judge Thomas R. Cooper issued his decision in the Milwaukee Paid Sick Leave Ordinance (the "Ordinance") case. Judge Cooper found the Ordinance to be unconstitutional, invalidly enacted, and consequently, unenforceable. Accordingly, businesses which employ workers in the City of Milwaukee will not have to comply with the Ordinance's mandates. (A copy of the decision can be found [here](#).)

It is expected that 9to5, the National Association of Working Women, will appeal this decision to the Wisconsin Court of Appeals. In the interim, employers may continue to administer employee leave as they so choose. It appears the Milwaukee Sick Leave Ordinance will likely face several more challenges in the court system, before the constitutionality and validity of the Ordinance is finally decided.

Sales Trends - May 2009

Here are the most recent Illinois and Wisconsin hardware store sales trends, gathered from association members using the MHA's monthly accounting service.

	Month	YTD
Illinois	3.87%	0.18%
Wisconsin	-1.62%	-3.36%

Tips, Trash, and Treasures

by Roger Siskoff, MHA Director of Member Services

A man applying for a job asked if the company paid for his hospitalization insurance.

The interviewer indicated that he would have to pay for it.

"The last place I worked paid for it," he said. "They also paid for life insurance, three weeks vacation, unlimited sick leave, Christmas bonuses, coffee breaks . . ."

"Why did you leave such a place?" the interviewer asked.

"They folded up," the man replied.

Employers are often confronted with employees who, for some reason, decide to drop or change their personal or dependent health coverage. Many employees then seek additional compensation from the boss as their share of the company's "savings." Should you do it? Sorry to say-NO!

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Is Employee Training Really an Investment or Just Another Expense?

by Bill Sharp

Does training actually pay? If you've been an owner or manager for awhile, you've probably heard many people say, "Training doesn't cost. It pays." Some dealers have said, "Yeah, show me the money."

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Website Produces False Receipts

by Patrick Lamb, Lamb Security Consultants, Inc.

There is a new player in town when it comes to finding ways to help dishonest customers find a way to take your hard earned profits. FalseExpense.com is a website where, for a modest fee, they will create actual store receipts with scanable bar codes. All you need to do is provide them with an example of what you would like and they will create the sales receipt on real thermal rolled receipt paper complete with your information. The website indicates "100% genuine looking and 100% fool proof."

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