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Exotic Car Buyers Guide 2013

Once you discover the secrets contained in this guide, you'll be able to use them to your advantage to transform prospective buyers into

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"sold" customers time after time after time. The quality of your product/service is important to your success, but not as important as your ability to become a Doctor of Psychology...SALES Psychology that is. Mastering the techniques...that's

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what will really open the financial floodgates... Why? Because, despite everything we know, we are all much more susceptible to persuasion than we think. Question for you... Are you trying to appeal to your prospects hearts or to their minds? If your sales

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presentations lead with a list of your product's features and/or how great you or your company is, then it's over before you even get started.

The wedge-shaped V12 Lamborghini flagships were always spectacular – in shape, sound and performance. The

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Murciélago was an evolution of the Countach and the Diablo, and was as iconic in its time as its illustrious predecessors were in theirs. This book examines the Murcielago in detail, while casting a look back through Lamborghini's troubled history, to

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understand how the Murciélago came into being. Ferruccio Lamborghini, Patrick Minram, Megatech, Chrysler, and finally VW-Audi, all played their part in the birth of this modern classic. The book touches on the people and organisations involved in

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the production of this iconic car, before examining each of the model variants, and discusses the joys and tribulations of ownership.

Just as pilots and doctors improve by studying crash reports and postmortems, experience designers

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can improve by learning how customer experience failures cause products to fail in the marketplace. Rather than proselytizing a particular approach to design, *Why We Fail* holistically explores what teams actually built, why the products failed,

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and how we can learn from the past to avoid failure ourselves.

Featuring a fresh layout, revised maps, and more detail than ever before, the seventh edition of Parker's Wine Buyer's Guide offers collectors and amateurs alike the ultimate

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resource to the world's best wines. Understanding that buyers on every level appreciate a good deal, Parker separates overvalued bottles from undervalued, with wine prices instantly shifting according to his evaluations. Indifferent to the wine's

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pedigree, Parker's eminent 100-point rating system allows for independent, consumer-oriented, inside information. The latest edition of Parker's Wine Buyer's Guide includes expanded information on Spain, Portugal, Germany, Australia,

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Argentina, and Chile, as well as new sections on Israel and Central Europe. As in his previous editions, Parker provides the reassurance of a simple number rating, predictions for future buying potential, and practical overviews of regions and grapes.

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Altogether, an indispensable resource from the man the Los Angeles Times calls "the most powerful critic of any kind."

Thailand Investment and Business
Guide Volume 1 Strategic and
Practical Information

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Porsche 911 (964)

The Definitive History 2004-2012

- F1 cars, Indycars & racing tyres:
the autobiography of Nigel Bennett

J.K. Lasser's Small Business Taxes
2013

Inspired to Design

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Nigel Bennett's unique autobiography describes his life and career, from growing-up influenced by car design, to his education and the building of his 750 specials. He describes his work as

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Firestone Development Manager, recounting many tales of the outstanding designers and drivers of the period. Detailing his work in Formula 1, as a Team Lotus engineer, and then as Team

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Ensign designer, he also covers his Indycar designs at Theodore, Lola Cars and Penske Cars. Life after his retirement, his involvement in boat design and with modern F1 teams, are also recounted.

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Offers advice for prospective buyers of cars and trucks, reveals information on secret warranties and confidential service bulletins, and tells how to complain and get results.

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Retells the stories, revisits the settings and reveals the characters involved in what have been some of the most thrilling and iconic motor races between 1935 and 2011. Featuring such greats as

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**Tazio Nuvolari, Stirling Moss,
Juan Fangio, and James Hunt,
to name just a few, the book
also includes fan photos and
memorabilia collected during
the era, and personal
experiences of many of these**

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great events.

The beautiful design of the Alpine Renault 'berlinettes' and their extraordinary performances in competition made them the cars to beat in the late 1960s and early 1970s.

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This book brings to life the efforts, successes and failures of the engineers and drivers that worked with the cars, and explores the berlinettes' development and history in fascinating detail.

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**Data Management, Analytics
and Innovation
Learning from Experience
Design Failures
Vincent Motorcycles
Parker's Wine Buyer's Guide,
7th Edition**

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**Everything You Need to know
About Health, Property,
Investment, Leisure, Work,
Pensions and Tax
Porsche 911**

The Lotus Europa was Colin
Chapman and Lotus ' s first

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mid-engined road car, and was produced from 1966 through to 1975. Originally designed to slot into the Lotus range below the Elan as a low cost replacement for the Lotus 7, the Europa

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eventually sat alongside the Elan and Plus 2 as a comparable sports car in its own right. Starting with the design philosophy behind the development of the Europa, this book provides detailed

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technical descriptions of all the major versions of the model, starting with the Renault-powered Series 1 through to the Lotus Twin Cam powered Special. It looks at the cars on the road, and

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the racing Type 47 derived from the road cars which competed in the small capacity Group 6 class, as well as featuring in historic racing today. With owners' impressions and interviews

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with ex-Lotus employees, the book provides a valuable insight into owning, running, and racing these iconic cars. Consumer guides & advice. The Taxpayers' Guide 2013 - 2014 John Wiley & Sons

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This is the first and only account of the Chequered Flag race team and its charismatic founder, Graham Warner. It charts the highs and lows, the victories and losses, and features

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interviews with the man himself and several star drivers of the 1960s and '70s. Accompanied by 150 photographs, many previously unpublished, plus a look at Graham's subsequent career

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as a fighter aircraft expert and restorer, this is a unique story of a fascinating life in motorsport.

Consumer Reports

Lemon-Aid New and Used

Cars and Trucks 1990 – 2016

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Lotus Europa - Colin
Chapman ' s mid-engined
masterpiece
Porsche 356
Proceedings of ICDMAI 2019,
Volume 1

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From the exotic M1 and 850Csi to the popular 3. 5- and 7-Series sports luxury tourers, this all-color Buyer's Guide points the way through the full history of the BMW marque, and offers valuable

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specifications, production numbers, investment advice, and more. Take the "ultimate driving machine" out for a test drive before you buy!

Comparable title; Illustrated BMW Buyer's Guide, 2nd ed

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(0-87938-754-8)

This book presents the latest findings in the areas of data management and smart computing, big data management, artificial intelligence and data

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analytics, along with advances in network technologies. It addresses state-of-the-art topics and discusses challenges and solutions for future development. Gathering original, unpublished

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a proven leader If you wish to personally prepare your 2012 federal tax return, but seek the guidance of a trusted name in this field, look no further than the Ernst & Young Tax Guide 2013. Drawing from

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the tax experience and knowledge base of Ernst & Young professionals, this reliable resource not only covers how to file your federal income tax return but also provides valuable insights on

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how to avoid common errors and maximize your federal tax deductions. Designed in a straightforward and accessible style, the Ernst & Young Tax Guide 2013 contains essential information that will help you

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save time and money as you prepare your 2012 federal tax return. Throughout the book, you'll find hundreds of examples illustrating how tax laws work, as well as sample tax forms and schedules to

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show you how to fill out your return line by line. Includes 50 of the most commonly overlooked deductions to take into account when preparing your return Provides specific solutions in its special

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***contents index for taxpayers
in particular circumstances,
including families,
homeowners, investors,
entrepreneurs, senior citizens,
and military personnel
Contains an individual tax***

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***organizer, 2013 tax calendar,
and a summary of expiring
provisions Provides checklists
of key 2012 tax breaks and
deductions you may be eligible
to use Comprehensive yet
direct, the Ernst & Young Tax***

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Guide 2013 has everything you'll need to personally prepare your 2012 federal tax return.

Most renewable energy systems aren't new, but their use is. This handbook shows

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***how each of the main
renewable energy
technologies works, along with
step-by-step details of how it's
installed, as well as the pros
and - at least as importantly -
the cons of each type of***

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installation.

The A-Z of VW-based Buggies

Since 1964 New Edition

The Essential Buyer's Guide

Return to Glory!

Dune Buggy Handbook

The Mercedes-Benz 300 SL

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Racing Car Racing with Heroes

*A limited edition of
1500 copies. This book
chronicles the
development and racing
career of a car regarded*

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as the ultimate example of the purebred sports car of the 20th century and the epitome of functional beauty and extraordinary performance: the 1952

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*Mercedes-Benz 300 SL.
Taking second place at
its 1952 Mille Miglia
debut, it went on to win
every one of its races
that season. Dramatic
photos, vivid*

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*descriptions, and
dramatic recollections
from the drivers ensures
this book will be a joy
to read and enjoy for
years to come.*

Here is an introduction

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to the whole cult of the dune buggy, from its earliest beginnings as a crude off-road vehicle in the 1920s, to the explosion of glassfibre-bodied and VW-based fun

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cars that became the cult transport of teenagers everywhere in the 1960s and 1970s. With histories, production details, dates and identification

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tips for over 70 US and UK buggies, this book will help identify the many marques that have been produced over the years. Using period photographs and archive

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material, combined with amazing contemporary photography, the book is a visual feast, and also contains sections on buggies and celebrities for those that want to

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spot pop stars, TV hosts and racing drivers posing with period vehicles.

Consumers Union, the publisher of Consumer Reports, has been an

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*influential and defining
force in American
society since 1936. The
organization's mission
has remained essentially
unchanged: to work for a
fair, just, and safe*

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marketplace for all consumers. The Consumers Union National Testing and Research Center in Yonkers, New York, is the largest nonprofit educational and consumer

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product testing center in the world. In addition to its testing facility in Yonkers and a state-of-the-art auto test center in Connecticut, the

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organization maintains advocacy offices in San Francisco, Austin, and Washington, D.C., where staff members work on national campaigns to inform and protect

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consumers. In addition to its flagship publication, Consumer Reports, Consumers Union also maintains several Web sites, including www.ConsumerReports.org

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and

www.ConsumersUnion.org,

and publishes two

newsletters--Consumer

Reports on Health and

Consumer Reports Money

Adviser--as well as many

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*special publications.
To Boldly Go details 26
sometimes controversial
vehicles, from 1911 to
present, all solving
different design
challenges. From the*

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Issigonis Mini that changed design and social mores, to racers so successful they were banned from competition, from cars produced in millions, to one-offs,

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*all created by those
marching to the beat of
their own drum.*

Mercedes-Benz SLK

A Chequered Life

Retailer's Guide to

Emotional Hot Buttons

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*Guide to IBPS Specialist
IT Officer Scale I with
2013-16 Solved Papers -
5th Edition*

*Lemon-Aid New Cars and
Trucks 2013*

The Car Book 2003

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Here is a fact and picture-packed book dedicated solely to the Giulia GT in all its forms including the fabulous lightweight GTA racer. Now an updated, large format third edition which includes over 100 new images and which is limited to 1500 copies. This book – the sixth volume in a set

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covering the Porsche 911 models – is the definitive history of the hugely successful 997-series, with in-depth detail on all the road cars sold around the world, as well as the 997's competition exploits.

This is the fascinating story of how the Citroen SM came into being, with

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company politics and Maserati's involvement covered in detail. The text and pictures then follow the car's progress from its world premier at the 1970 Geneva Show until the final production models were built in July 1975. With 200 mainly color photos, full coverage of production models

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and a buyers guide this book is the complete Citroen SM resource.

Thailand Investment and Business
Guide - Strategic and Practical
Information

The Good Retirement Guide 2013
Graham Warner and The Chequered
Flag

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The Untold Story since 1946
The Complete, Easy-to-Use Reference
on Recent Vintages, Prices, and
Ratings for More than 8,000 Wines
from All the Major Wine Regions
Twenty six vehicle designs that dared
to be different
Carrera 2, Carrera 4 and

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Turbocharged Models 1989 to 1994
The 356 was the first Porsche model. The coupes and spyders were a great success throughout the world and continued to be so throughout the model's life. The story of

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the Porsche 356, and the racing and rallying cars that sprang from it, is detailed in this text. Dimensions: 250 x 207

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Having this book in your pocket is just like having a real marque expert by your side. Benefit from Adrian Streather's years of Porsche ownership. Learn how to spot a bad car quickly and how to

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assess a promising one like a professional. Get the right car at the right price!

The 5th edition of the book covers the 2017 Solved Paper along with the 4 sections - English Language,

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Quantitative Aptitude,
Reasoning & Professional
Knowledge. The book provides
well illustrated theory with
exhaustive fully solved
examples for learning. This is
followed with an exhaustive

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collection of solved questions in the form of Exercise. The book incorporates fully solved 2013 to 2017 IBPS Specialist IT Officer Scale question papers. The USP of the book is the Professional Knowledge

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section, which has been divided into 11 chapters covering all the important aspects of IT Knowledge as per the pattern of questions asked in the question paper.

Answer your questions and

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maximise returns with this easy-to-follow tax guide The Taxpayers Guide 2014 - 2015: 26th Edition is the complete guide to understanding the Australian tax system. Packed with tax-saving strategies and

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helpful advice, this clear, easy-to-follow guide is essential reading for taxpayers wanting to pay what they owe, but not a cent more. You'll find invaluable information, excellent advice and practical

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strategies for maximising returns, fully revised and updated for the 2014 - 2015 tax year. With handy reference tools like tax tables, rebates and offsets at your fingertips, you'll be able to solve both

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complex and everyday tax problems quickly and easily. This book brings together almost a century of expertise from Taxpayers Australia in one comprehensive volume. Taxpayers Australia is a not-

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for-profit educational organisation dedicated to educating taxpayers on issues relating to tax and superannuation. This guide is the organisation's one-stop resource for understanding the

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tax system, providing plain-English guidance toward saving money and avoiding common traps.

Comprehensively indexed and organised for easy navigation, the book provides the answers

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and insight you need in order
to: Understand income tax
rates and deductions for
individuals and contractors
Simplify superannuation and
planning for retirement
Decipher capital gains,

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investments and trusts Solve
small business issues and
straighten out payroll taxes
Australia's complex tax system
presents many opportunities to
miss out on savings. This
comprehensive tax resource

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clarifies complicated guidelines and laws to help you sort out what you really owe. If you're tired of overpaying but wary of questionable advice, look to one of Australia's most trusted

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Guide 2014 - 2015.

The Taxpayers Guide
2014-2015

BMW Buyer's Guide

Enlarged & revised 3rd edition
And How to Press Them to Sell

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More Things to More People
More Often

Alpine Renault

Lemon-Aid Used Cars and
Trucks 2012-2013

This book steers buyers through
the the confusion and anxiety of

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new and used vehicle purchases unlike any other car-and-truck book on the market. “ Dr. Phil, ” Canada ’ s best-known automotive expert for more than forty-five years, pulls no punches.

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This book covers the entire history, life and times of the famous British high-performance engineering company, from its 1958 foundation by Mike Costin and Keith Duckworth, through its often-exciting and always

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fascinating evolution, to its expansion and worldwide success in both motorsport and high-performance road car production.

This book reveals the full history of the first generation Mercedes-

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Benz SLK, covering in detail the German, US, UK, Australian and Japanese markets. The perfect book to grace a Mercedes-Benz enthusiasts ' library shelf, it ' s the definitive record of the model illustrated with stunning

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photographs.

Despite only nine years of production, Vincents continue to be ridden regularly in rallies, hard in racing, and certainly well beyond the normal lifespan of a motorcycle. This book tells the

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Vincent story from 1946 until the present day, including the stories of those significant individuals who helped to make Vincents such legendary machines.

Ernst & Young Tax Guide 2013

The Taxpayers' Guide 2013 -

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2014

COSWORTH - THE SEARCH
FOR POWER (6th Edition)

Cars & Parts

Your Complete Guide to a Better
Bottom Line

Why We Fail

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Lemon-Aid guides steer the confused and anxious buyer through the economic meltdown unlike any other car-and-truck books on the market. U.S. automakers are suddenly awash in profits, and South Koreans and Europeans have gained market shares, while Honda, Nissan, and

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Toyota have curtailed production following the 2011 tsunami in Japan. Shortages of Japanese new cars and supplier disruptions will likely push used car prices through the roof well into 2012, so what should a savvy buyer do? The all-new Lemon-Aid Used Cars and Trucks 2012-2013 has

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the answers, including: More vehicles rated, with some redesigned models that don ' t perform as well as previous iterations downrated. More roof crash-worthiness ratings along with an expanded cross-border shopping guide. A revised summary of safety- and performance-related

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defects that are likely to affect rated models. More helpful websites listed in the appendix as well as an updated list of the best and worst "beaters" on the market. More "secret" warranties taken from automaker internal service bulletins and memos than ever.

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Presents the latest safety ratings, dealer prices, fuel economy, insurance premiums, maintenance costs, and tires of new model automobiles.

The one-stop resource for understanding the Australian tax system, from the experts at Taxpayers

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Australia The complete guide to understanding the Australian tax system, The Taxpayers' Guide 2013-2014 is packed with tax-savings strategies and helpful advice presented in a clear, easy-to-follow style that makes it essential reading for all taxpayers seeking information

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and tools to ensure they pay exactly what they owe...and not a cent more. Revised and updated for the 2013-2014 tax year, the book brings together almost a century of expertise from Taxpayers Australia in one comprehensive volume. Now in its 25th edition, The Taxpayers' Guide

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is an informative, practical resource that answers even the most complicated tax problems in a well-organized, readily accessible format. Expansive in its coverage, the book addresses income tax rates, deductions for individuals and contractors, superannuation, capital

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gains, investment property, planning for retirement, investments, small business issues, trusts, payroll taxes, and much more. Fully revised and updated for the 2013-2014 tax year Easy to follow and comprehensive in scope, with coverage of everything from retirement to trusts Filled with

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invaluable information, excellent advice, and practical strategies for understanding the tax system and maximizing rebates, The Taxpayers' Guide 2013-2014 is the all-new edition of Taxpayers Australia 's trusted tax guide.

It ' s hard to believe, but the

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W129-series Mercedes-Benz SL was launched over 20 years ago. However, its timeless styling has kept it fresh and attractive in the eyes of a new generation of enthusiasts, as well as those returning to the car having owned one when they were still in the dealerships. A combination of

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superb original design and peerless engineering and build quality adds to the desirability of this series of classic German machines, and has ensured that many of these cars can still be seen in regular use today. Covering the SL ' s ever-changing specification, and its presence in

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many of the world ' s major markets is a huge task, but it ' s all presented here in definitive detail, along with stunning contemporary photography, in a volume that will readily grace any reference library shelf or connoisseur ' s coffee table. Two earlier books, also published by

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Veloce, and covering the W113 cars and the 107-series SL and SLC, act as perfect companions to this title, which takes the SL story up to 1989.

– R170 series 1996-2004

The book of the Lamborghini
Murciélago

Focus On: 100 Most Popular Sedans

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To Boldly Go

– The fabulous berlinettes

Mercedes-Benz

Retirement is a time of opportunity. Without the routine demands of working life, new ambitions can be realized and

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experiences enjoyed. Yet with so much to consider, people are often unsure how best to plan for their future. Furthermore, with rising retirement ages, the closure of many final salary pension schemes, poor annuity

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rates and uncertainty regarding universal benefits, the scope for concern and confusion is even greater. The Good Retirement Guide is essential reading for all those looking forward to making the most of their retirement, and

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offers clear and concise suggestions and advice on a broad range of retirement-related subjects, including finance (investments, pensions, annuities, benefits and tax), housing, health, holidays,

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starting a business and looking after elderly parents.

The tax facts and strategies that every small business owner needs to know Owning a small business is a big responsibility. While all small business owners

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seek to improve their bottom line, few realize all the ways that both current and new tax laws can help them do so. With J.K. Lasser's Small Business Taxes 2013, you'll quickly discover how. Written in a straightforward and

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accessible style, this reliable resource offers a complete overview of small business tax planning and provides you with the information needed to make tax-smart decisions throughout the year. Focusing on strategies

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that help you use deductions and tax credits effectively, shield business income, and maximize other aspects of small business taxes, this practical guide will show you how your actions in business today can affect your

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bottom line from a tax
perspective tomorrow. Includes
detailed coverage of the newest
tax laws and IRS rules Shares
ideas that can help you run a tax-
smart business all year long and
plan your exit strategy Contains

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comprehensive information on each deductible expense, including dollar limits and record-keeping requirements Offers clear instructions on where to report income and claim deductions on your tax forms

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Includes a free online supplement at JKLasser.com, which contains up-to-the-minute tax law changes Other titles by Barbara Weltman: J.K. Lasser's 1001 Deductions & Tax Breaks 2013 Making the right tax moves

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can make your business better. Let J.K. Lasser's Small Business Taxes 2013 show you how, with strategies and advice that will help you understand and plan for both today's and tomorrow's tax laws.

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SM: Citroen's Maserati-Engined
Supercar

J.K. Lasser's Small Business
Taxes 2014

SL R129 Series 1989 to 2001

The Renewable Energy Home
Handbook

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Jaguar/Daimler XJ
Alfa Romeo Giulia GT & GTA