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Legislative & Regulatory News

Deficit panel calls for military cuts, higher retirement age, tax reforms

community.history.com/topic/25261/t/Deficit-Panel-Proposes-Military-Cuts-Higher-Retirement-Age-T.html

Obama and Republicans hopeful about a deal on Bush tax cuts

www.msnbc.msn.com/id/39133665/ns/business/

EPA intends to employ vigorous, targeted civil and criminal enforcement

In order to provide effective and consistent enforcement of federal laws nationwide, the Environmental Protection Agency (EPA) is stepping up its civil and criminal enforcement by targeting the most serious hazards that relate to air, water, and chemicals. blog.kpaonline.com/2010/11/epa-intends-to-employ-vigorous-and-targeted-civil-and-criminal-enforcement/

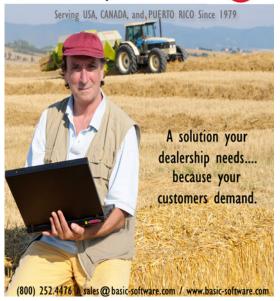
Survey: Most economists expect steady but slow growth in 2011

www.time.com/time/nation/article/0,8599,2032503,00.html

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Industry & Manufacturing News

EDA releases latest ag sales trends, new vs. used, 2000-2010

www.edadata.com/IndustryInsight/agriculture.html?contactID=146856408&gwkey=WRPABB016M

Kubota introduces new L-Series standard compact tractors

TORRANCE, Calif.--(BUSINESS WIRE).--Kubota Tractor Corporation adds power and new deluxe features to its Standard L-Series with the introduction of the L3200 and L3800. Available in two-and-four wheel drive models, the L3200 and the L3800 deliver 31.9 and 37.4 gross horsepower, respectively. New deluxe styling, operator control features, and performance-matched loader and backhoe bring exceptional value to Kubota's L-Series models. feeds.businesswire.com/click.phdo?l=eef0b00f401d8cb9d72a275113c7682e

Case IH ships world's first tractor meeting new EPA emissions standards

www.wisconsinagconnection.com/story-national.php?ld=2405&yr=2010

CEO Blog

"It Doesn't Take a Ph.D. ..."

Some of you already know a dirty little secret about me, and some may not – I happen to have a Ph.D. in economics from Cornell University. I only mention it because many people today are asking the question, "What will it take to get our economy growing again"? Well since I am a Ph.D., I know it doesn't take a Ph.D. to fix the economy. The answer is simple: Remove the uncertainty.

Whether we are discussing people's spending habits, entrepreneurial activity, manufacturing, stock markets, bond markets, etc. ... every aspect of the economy has one thing in common ... the people involved don't like uncertainity.

It reminds me of when the U.S. experienced a volatile and uncertain period in the mid to late 1970s. There were periods of high inflation, high interest rates and even price controls in an attempt to bring the economy under control. Today, while the issues are different, the negative effect of uncertainty is the same – when people are scared, they hunker down, stop spending and wait for fair skies to return.

Uncertainty abounds. People are asking tough questions like:

- Will Congress continue to pass spending packages that add to our budget deficits and our future debt burden?
- Will the Fed raise interest rates and, if so, by how much?
- Will Congress increase taxes, hold them the same or lower them?
 Will bond markets be the next
- Will bond markets be the next bubble? When will housing prices and markets recover?
 Will I have a job?
- What happens if I am unemployed?
- How much will my health care really cost me?
- Will I face additional regulation and costs going forward?

Throw in a good measure of geopolitical unrest in Iran, Iraq, Afghanistan, Korea, Russia, and a few other potential hot spots, and the uncertainty increases.

So what is the answer?

Simply take all the questions above and **provide answers**. People can argue the fine points, but providing definitive answers and reducing the volatility and uncertainty would be a huge step forward.

Here are my solutions for Congress: Stop spending more than we can afford. Cranking up the printing presses to print more money is not the answer and having China hold massive amounts of our treasury bonds is not the fix either.

Hold tax rates stable or lower them to stimulate private sector growth.

Entrepreneurs and investors love risk, but they don't want to take unmitigated risks. The ability to put together a business plan, know what interest rates will be 6 or 12 months from now, and not simply a wild guess predicting the inflation rate, would be helpful in calculating return on investment.

Make banks lend money. If there is one area of the economy that is too stable, it's banking. Banks can borrow from the central bank, purchase T-bills, not lend a penny, and still make a good return on their investments. That's not right!

Give definitive answers now. If the government will provide definitive answers, businesses and investors can make plans and consumers can feel safe about spending and saving now and into the future. The sooner this can happen, the sooner we will work our way out of this economic slump.

NAEDA, Association & Program Partner News

Basic Software Systems and FreedomPay release an integrated credit card interface

www.businesswire.com/news/home/20101101006590/en/Basic-Software-Systems-FreedomPay-Announce-Release-Integrated

KPA: OSHA's top 10 most cited violations for 2010

OSHA's Top 10 Most Cited Violations for the 2010 fiscal year was revealed at The National Safety Council (NSC) Congress and Expo in San Diego in EHS Today. Keeping with the trends of previous years, this new top 10 was only slightly different from last year's top 10. blog.kpaonline.com/2010/11/oshas-top-10-most-cited-violations-for-2010/

Reminder: FedEx, UPS announce rate hikes; increases go into effect in January

FedEx Corp. and UPS will increase small package and envelope shipping rates for 2011. The new rates will go into effect Jan. 3.

The cost to ship an overnight envelope with FedEx Express will increase by a net average of 3.9 percent. The full average rate increase of 5.9 percent will be partially offset by adjusting the fuel price threshold at which the fuel surcharge begins, reducing the fuel surcharge by 2 percent. Pricing changes for FedEx Ground and FedEx SmartPost for calendar year 2011 will be announced later this year.

UPS* also will increase its rates Jan. 3 for ground and express services by a net average 4.9 percent for U.S. domestic and U.S. export services. The rate increase for UPS ground shipments will reflect a 5.9 percent increase in the base rate, less a 1 percent reduction to the index-based ground fuel surcharge. The rate increase for UPS air express and international shipments is based on a 6.9 percent increase in the base rate, less a 2 percent reduction to the index-based air and international fuel surcharge.

* UPS services are not offered through the NAEDA Discount Freight Program.

Dimensional weight calculation change

In addition, both FedEx and UPS will apply a change to the dimensional (DIM) weight volumetric divisor to 166 from 194 for U.S. domestic air and ground services. The DIM factor also has changed to 139 from 166 for international shipments. The lower DIM factors may have a substantial effect in the form of higher shipping rates for businesses, such as dealers and companies that ship lower density packages whose packages are subject to dimensional weighting.

Details of dimensional weight charges and additional changes that will be made to other FedEx Express surcharges can be found at www.fedex.com/us/2011rates. Updated UPS rate and service information can be found on www.ups.com/rates. The Wew.ups.com/rates. The <a href="WP

NAEDA can lighten the load

PartnerShip and NAEDA developed the program to save NAEDA-affiliated dealers money on their shipping expenses. The program's discounts allow small- to medium-sized dealerships to save on their small package, express, and LTL (less than truckload) shipping. "The discounts are vital to help counter the annual carrier rate increases, allowing dealers to recoup at least a portion of their shipping dollar that would otherwise be lost," says says Keith Korhely, program manager for PartnerShip, which administers the NAEDA Discount Freight Program, who adds dealers have saved more than \$8 million on shipping since the program was

Because of your membership with a NAEDA-affiliated association, PartnerShip offers you its specialized service of helping you understand the complexity of shipping rates, accessorial charges, dimensional weighting and other shipping intricacies. PartnerShip will consult with you to help you get the most for your shipping dollar.

Call PartnerShip today at 1-800/599-2902 to speak with a shipping logistics professional for expert advice, or visit www.partnership.com/24NAEDA for more information on the NAEDA Discount Freight Program.

PartnerShip, Oberlin, Ohio, is an endorsed provider of the North American Equipment Dealers Association.

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AEM introduces updated Industrial/Agricultural Mower Safety Manual

www.aem.org/News/Newsroom/Releases/?R=775



Canadian News

Canada inflation at two-year high, stirs rate talk

 $\underline{\text{ca.news.yahoo.com/indepth/economy/s/reuters/101123/business/cbusiness}\underline{\text{us_economy_inflation_79}}$

Canada.com: Ottawa's deficit shrunk 40 percent from last autumn

Canada posted a smaller budget deficit in September compared to last year on a robust gain in tax revenue and a meagre climb in program spending, the federal government said Friday.

With budget data now available for the first half of the fiscal year, the country's budget shortfall stands at \$17.4 billion -- down 40% from the similar year-ago period and on pace to be below the projected \$45.4-billion deficit for the full 2010-11 period.

According to the Department of Finance's monthly fiscal monitor statement, the budget deficit in September was \$3.9 billion, compared to the \$5-billion shortfall in the same month a year earlier. Tax revenue climbed 9.6% in the month, to \$13.7 billion, on strong business and goods and service tax receipts.

The amount of revenue collected through employment insurance premiums surged 22.3% from the same year-

I recall an interesting discussion once in an economics class. It was about consumer confidence and its importance in decision making. My professor, who was steeped in traditional economic and mathematical theory, rejected my theories about the crucial role consumer psychology and consumer confidence play in determining economic outcomes.

Despite this opposition, I soon learned I was on the right track. I noticed an article about a new concept in economics emanating from the University of Michigan called the "Consumer Confidence Index." And then it struck me: A thriving economy truly boils down to consumers and businesses having confidence.

When there is uncertainty, there is no confidence. It's that simple: Remove the uncertainty and the economy will improve. It doesn't take a Ph.D. to figure that out – and that's the way I see it.

Paul Kindinger is president/CEO of the North American Equipment Dealers Association. The association, in coordination with affiliated state, provincial and regional associations, provides educational, legal, legislative, and financial services to approximately 5,500 retail agricultural, construction, large property/ rural lifestyle, and outdoor power equipment dealers in the United States and Canada.

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ago month. This a reflection of job gains throughout the year, plus a one-time adjustment on new economic information in the fall fiscal update.

Canada.com Nov. 27, 2010

Ethanol plants accepting more prairie wheat

www.agcanada.com/Article.aspx?ID=29437

Bloomberg: Canada's Jan.-Sept. farm cash receipts decline 3.2 percent

Cash receipts for Canadian farmers totaled C\$32.5 billion (\$31.8 billion) in the first nine months of this year, down 3.2 percent from the same period last year, on lower grain and oilseed prices, Statistics Canada said.

Receipts for crop farmers dropped 8.8 percent from a year earlier to C\$16.1 billion, while livestock farmers made C\$14.2 billion, 4.7 percent more than last year, the government agency said today in a statement from Ottawa. Cash receipts include farm revenues, plus payments from government programs.

"Despite recent price increases for some grains and oilseeds, prices have declined since peaking in 2008 as world supplies were replenished," the report said.

Canadian net farm income totaled C\$3.3 billion in 2009, down 11 percent from 2008, Statistics Canada said in a separate report. Net income is cash receipts and income in kind minus operating expenses and depreciation.

Bloomberg Nov. 24, 2010



Lampshades and lawsuits - how to limit your liability for holiday events

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