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NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Thursday, April 07, 2011

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CEO Blog

Two points in time

April 2011

People often say that there are only two certainties in life: death and taxes. Unfortunately, they are wrong. The third certainty is "change." In a world that seems unchanging day to day, change is actually occurring all around us. Nothing brings that fact home more clearly than to compare two points in time.

For example, in my lifetime, I've gone from watching black and white-only TV to being able to watch an entire movie on my cell phone as I'm flying across the continent. Speaking of phones, I can still remember the "party" line (two longs and a short) from the wooden-encased phone on the wall with a local operator to assist my call. I can still hear the clicks of everyone else on our "party" line picking up to hear at least the first part of my phone call with Grandma or Grandpa. My cell phone is now with me 24/7 and delivers my mail messages instantly no matter where I am, plus it plays music and much more.

Yesterday and today ...the comparison between the two times can be startling when we take time to reflect.

In 1907, a group of equipment dealers within a 100-mile radius of St. Louis gathered to form an association to serve the needs of area dealers. It was called the Mississippi Valley Equipment Association (MVEA). One hundred and four years later, a small group of equipment dealers gathered again in St. Louis to dissolve that same organization. There have been several mergers between equipment dealer associations, but during my tenure at NAEDA, MVEA was the first association to totally dissolve. But, that's not really the point. The point is that change rolls on in our industry.

It took soul searching and guts for MVEA's board and members to vote Feb. 24, 2011, to dissolve that proud organization. It had a rich heritage that will be marked in our history books forever. The group had seen its ranks dwindle to only a few dealers representing each of the various major company lines. The manufacturers had also dwindled over time. Consolidation took its toll over the 104 years of MVEA's existence. Like inflation or overeating, the effect was not immediately evident, but eventually the reality hit home.

Legislative & Regulatory News

U.S. Senate passes HR 4 bill to fully repeal expanded 1099 reporting
President Obama is expected to sign repeal of the burdensome 1099 requirement, which was part of healthcare reform law.

The Senate approved the HR 4 bill by a vote of 87-12, it was the same bill already approved by the House that would repeal that part of President Obama's healthcare reform law that requires all employers to file separate 1099 forms with the IRS beginning in 2012 for any payments to vendors in excess of \$600, not just to independent contractors. The provision requiring that filing--section 9006 of the Patient Protection and Affordable Care--has been roundly criticized by small business groups across the political spectrum.

In his January 25, 2011 State of the Union address, Obama addressed his landmark healthcare legislation, saying he was open to making adjustments: "We can start right now by correcting a flaw in the legislation that has placed an unnecessary bookkeeping burden on small businesses."

[Read more:](#)

Source: AdvisorOne

Klobuchar introduces bill to permanently extend equipment depreciation
Sen. Amy Klobuchar (D-MN) has introduced Bill S.700, a bill that would amend the IRS Code of 1986 to permanently extend the treatment of certain farming business machinery and equipment as five-year property for purposes of depreciation.

The bill has now been referred to Senate committee for further discussion. NAEDA Legislative Fly-In attendees met with Klobuchar on March 31 in Washington, D.C., to recommend introduction of the bill. NAEDA thanks Klobuchar for introducing the bill.

NAEDA'S Position

NAEDA believes Congress should ask the Internal Revenue Service (IRS) to review their MACRS Depreciation Class Life Systems for 1) farm and ranch equipment, and 2) buildings and contents and recommend a change in the current depreciation class life system.

Allowing farmers and ranchers to write off or depreciate equipment over a shorter five-year lifetime versus seven years, will increase their income, help in debt repayments and allow for the timely replacement of equipment, which helps to drive our industry. In addition, faster equipment replacement brings environmental benefits from newer engines, better fuel efficiencies and the latest technology in emission controls.

IRS changes regarding how a dealership's buildings and contents are depreciated should better reflect modern day practices in our industry. Current depreciation schedules spread the costs of improvements over too long of a recovery period, which often delays a dealer from making such investments. A depreciation schedule change in the class life system would encourage capital expansion plans for many dealers, provide space to accommodate newer and larger equipment and the diagnostic hardware to service that equipment and help local economies with additional construction and service jobs.

NAEDA signs onto letter to the Senate pushing for five-year equipment depreciation

The open letter urged senators to cosponsor S. 700, the bill introduced by senators Amy Klobuchar (D-MN) and Jerry Moran (R-KS) which would make the five-year depreciation schedule for agricultural equipment permanent. NAEDA urges you to take action as well.

The letter stated, "In the Renewal Energy and Job Creation Act of 2008, Congress wisely and appropriately changed the depreciation schedule for agricultural equipment from seven to five years. However, the

modified schedule and all of the benefits it provides to U.S. agriculture and manufacturing expired at the end of 2009. Additionally, while an extension of this important provision was included in the Tax Relief, Unemployment Insurance Reauthorization, and Job Creation Act of 2010, it was removed in the final hour for arbitrary reasons."

The letter reinforced that the change to a five-year depreciation schedule would make the tax code more consistent since construction equipment, which has similar use patterns and life span as ag equipment, is depreciated over five years. Changing the depreciation schedule would also aid rural development, support American manufacturing, improve farm safety and environmental stewardship. Additionally, aligning depreciation and debt service increases farm income by more than \$850 million in a typical year, helping farmers and ranchers cover their debt service and facilitate the replacement of worn out machinery.

For all of these reasons, NAEDA urges you to send a letter to your senators asking them to support and or co-sponsor Bill S. 700.

House Budget Committee debates cuts as president considers stopgap
Democrats and Republicans wasted no time turning House Budget Chairman Paul Ryan's (R-MN) budget into political fodder.

Republicans applauded the Wisconsin Republican for proposing \$4.4 trillion in deficit reduction over the next decade. Many Democrats privately cheered the release of the budget plan, considering it to be a rare political gift and an ideological overreach that will prove unpopular with voters in 2012.

[Read more:](#)

Source: Roll Call

NAEDA and CAAE urge Congress to support energy tax prevention act
The Coalition for Affordable American Energy, of which NAEDA is a part, sent a letter to all members of the House of Representatives in support of H.R. 910, the Energy Tax Prevention Act of 2011. This legislation proposes to prevent EPA from going forward with a new set of regulations on greenhouse gas emissions.

The House is expected to take up the bill soon.

To view CAAE's letter to the House, [click here](#).

In addition, CAAE sent a letter to all Members of the Senate in support of a McConnell/Inhofe Amendment to the small business legislation pending in the Senate that mirrors the House legislation mentioned above.

To view CAAE's letter to the Senate, [click here](#).

NAEDA will keep you updated as H.R. 910 and the McConnell/Inhofe Amendment move forward.

USDA predicts five percent increase in planted corn acres for 2011
The latest USDA report shows an increase in corn acres. The report states farmers intend to plant 92.2 million corn acres in 2011, which is a five percent increase from 2010 and up 7 percent from 2009.

If realized, it will be the second highest U.S. corn planting since 1944, just behind the 93.5 million acres planted in 2007.

"Even after a difficult growing season last year, farmers produced the third largest crop and it initially shows they will produce another record crop this year," NCGA President Bart Schott said. "This report shows that the innovative American farmer understands the increasing global demands of corn for food, feed, fuel and fiber and that they see the importance of meeting those needs."

The USDA's estimate for 2011 is for 92.2 million acres to be planted in field corn. Assuming a 91.7 percent harvest rate and the USDA's projected yield of 162 bushels per acre, farmers will grow 13.7 billion bushels on 84.5 million harvested acres.

Acreage increases of 250,000 or more are expected in Iowa, Kansas, Nebraska, North Dakota, Ohio, and South Dakota. The largest decrease is expected in Texas, down 150,000 acres, which saw a 10 percent increase in cotton acreage. The actual number of planted acres will be released in USDA's June 30 report.

In the Grain Stocks report, USDA shows corn stocks in all positions stood at 6.52 billion bushels. The slight drop likely reflects stronger than anticipated demand from livestock. In total USDA shows 3.534 billion bushels of disappearance between December and February. Ethanol production through the first three months of the year has remained relatively steady at 900,000 barrels per day, or 13.78 billion gallons annualized. USDA will adjust usage projections in the April 8 WASDE report.

In the report, USDA also estimated:

- Soybean producers intend to plant 76.6 million acres, down one percent from last year.
- Wheat planted intentions are estimated at 58.0 million acres, up eight percent from 2010.
- Cotton plantings for 2011 are expected to total 12.6 million acres, 15 percent above last year.

Source: National Corn Growers Association

Two points in time can not only remind us of change, but reveal why such changes are taking place. The customer base is changing. Technology is changing and the need to reach customers further from our base of operation is also a major source of change. And, yes, there is a continual push to be more efficient and financially viable to compete and carry out the higher standards and expectations of manufacturers. Such change is a glaring reminder of Charles Darwin's concept that it is not simply the strongest of the species who survive, but the most able to adapt to change. Such is true in our industry.

Change is a certainty. It may come from a variety of directions, but it will happen. Can we adapt? Will we adapt? Will we adapt in time? These questions will determine our fate and future. The dissolution of MVEA is a reminder of how insidious change can become over time and of what can happen as a result.

As I said earlier, it took courage for the MVEA board and members to recognize how change had affected the association's ability to serve members at a level commensurate with today's expectation for programs and services. The board members not only recognized the situation, they did something about it. Now, the former members of MVEA in Missouri will be served by the SouthWestern Association and MVEA members in Illinois will be served by the Midwest Equipment Dealers Association.

Change will continue to occur. The secret is not simply realizing it will occur, but determining what that change will mean and responding appropriately. It is our ability to compare and contrast two points in time, then project the effect of such change into the future and respond to it that are the essential qualities for survival. Whether the two points in time are 104 years apart or 104 minutes, they are important stakes in the ground to measure what is going on all around us. And that's the way I see it.

Paul Kindinger is president/CEO of the North American Equipment Dealers Association. The association 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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Industry & Manufacturing News

QinetiQ N.A. sends unmanned Bobcat systems to Japan for recovery efforts

QinetiQ North America's technology will allow Japan's response teams to accomplish critical and complex recovery tasks at a safer distance from hazardous debris and other dangerous conditions.

The equipment being staged in Japan for rapid, on-call deployment includes QinetiQ North America's Robotic Appliqué Kits, which turn Bobcat loaders into unmanned vehicles in just 15 minutes. The kits permit remote operation of all 70 Bobcat vehicle attachments, such as shovels, buckets, grapples, tree cutters and tools to break through walls and doors. The unmanned Bobcat loaders include seven cameras, night vision, thermal imagers, microphones, two-way radio systems and radiation sensors, and can be operated from more than a mile away to safely remove rubble and debris, dig up buried objects and carry smaller equipment.

QinetiQ North America is also staging TALON and Dragon Runner robots in Japan in the event they are needed. TALON robots withstood deployment and decontamination at Ground Zero. The TALON robots are equipped with CBRNE (Chemical, Biological, Radiological, Nuclear and Explosive) detection kits that can identify more than 7,500 environmental hazards including toxic industrial chemicals, volatile gases, radiation and explosive risks, as well as temperature and air quality indicators. The TALON robots provide night vision and sound and sensing capabilities from up to 1,000 meters away.

QinetiQ North America's lightweight Dragon Runner robots, which can be used in small spaces, can be used for investigating rubble piles, trenches, culverts, and tunnels. Thermal cameras and sound sensors on the Dragon Runners can provide data from up to 800 meters away, permitting the robot's "eyes and ears" to serve in spaces too small or dangerous for human access.

In addition to the unmanned equipment, a team of QinetiQ North America technical experts will provide training and support to Japan's disaster response personnel.

"We are honored to have this opportunity to support Japan's recovery efforts," said QinetiQ North America Technology Solutions Group President JD Crouch. "Our unmanned vehicles will provide reliable, effective, first responder technology to help protect the brave men and women who are working to save lives and restore critical services."

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About NAEDA Update

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The North American Equipment Dealers Association 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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You must be a paid member of a NAEDA-affiliated association for your subscription to be accepted.

QinetiQ North America provides robotic technology solutions in defense, security and first responder environments.

Toro recalls Z Master ZRT mowers due to injury hazard

Toro Co. is recalling 3,700 riding lawn mowers due to faulty switches that may activate the mower improperly, federal regulators said.

Mowers with the optional deluxe seat have an operator presence switch built into the seat that may activate the mower when the operator vacates the seat, posing an injury hazard from the blade to the operator and anyone in the vicinity of the mower.

[Read more](#)

Source: UPI

Exmark recalls Pioneer S-Series mowers due to crash hazard

According to the safety recall, welds on the motion control linkage can fail and cause the driver to lose control of the machine, resulting in a crash hazard.

Consumers have been encouraged to contact their Exmark dealer to have the improperly welded parts replaced.

[Read more](#)

Source: U.S. Consumer Product Safety Commission

Bobcat unveils T770 compact track loader

The T770 joins the Bobcat M-Series loader line, which includes the T630, T650 and T870 compact track loaders and the S630, S650 and S850 skid-steer loaders.

All Bobcat M-Series loaders share features, such as improved power and performance, better visibility and improved operator comfort.

The T770 has vertical-lift-path arms and a height-to-hinge pin measurement of 132 inches—3.5 inches higher than the K-Series loaders. Additionally, the machines feature 23 gallons per minute standard hydraulic flow—11 percent more than the K-Series.

[Read more](#)

Source: Bobcat

JCB machines help in earthquake-hit Haiti

A small fleet of powerful JCB machines is playing a big role in paving the way for rebuilding in part of earthquake-devastated Haiti.

Two JCB excavators and a wheeled loading shovel have been bought by the international charity Oxfam and donated to the not-for-profit organization Disaster Waste Recovery (DWR) which is clearing damaged houses and recycling the resulting debris in one of the poorest areas of the Caribbean island's capital Port Au Prince.

The JCB JS220XD and JS145W excavators and JCB 426ZX machines are working in partnership demolishing damaged properties and loading a crusher and screening plant. The resulting debris is then recycled and used in the reconstruction of buildings, roads and pavements.

The order also included a JCB HM1560Q Hammermaster breaker and a JCB MP200U multi-processor attachment for use on the JS220XD and a JCB HM860Q Hammermaster breaker for the JS145W. JCB also provided seven days' on-site operator training in Haiti.

Oxfam's Logistic Co-ordinator in Haiti Hubert Ballaman said: "The location where the JCB machines are working is in the town and often in-between houses and the decision on which houses are demolished is often down to local residents who request their plot to be cleared.

"This particular part of the project should see 162,000 tonnes of rubble cleared, allowing 16,200 people to be re-housed in 4,500 properties.

"The team is working in very difficult conditions; it's busy, hot and dusty and controlling lots of curious passers-by can be an issue for the operators and residents."

The demolition and clean-up operation follows the earthquake on January 12, 2010 which measured 7.0 on the Richter Scale and killed an estimated 230,000 people. More than a year on, 800,000 people are still living in camps.

Immediately after the earthquake, JCB Chairman Sir Anthony Bamford donated two JCB 3CX backhoe loaders worth \$150,000 to help with the relief effort. They are currently working for not-profit organization Food for the Poor and have so far been deployed to clear rubble, excavate sewage pits, dig out foundations and reconstruct walls and build schools and sanitation facilities.

The UN Development Program estimates that 200,000 buildings collapsed in Port au Prince, creating 10 million m³ of rubble – only 20 % of which has so far been cleared.

DWR's project is financed by Oxfam GB with funding from the UK based Disasters Emergency Committee and is working in neighbourhoods of Port au Prince, demolishing damaged buildings and clearing away debris, so that people can return to their homes. DWR is a specialised UK registered not-for-profit organization that focuses on designing and implementing waste and debris management projects in post-disaster and post-conflict situations.

Source: JCB



NAEDA, Association & Program Partner News

Joe Dykes transitions fully to director of NAEDA Member Services
Joseph (Joe) R. Dykes has transitioned fully to Director of Member Services for the North American Equipment Dealers Association (NAEDA).

Previously he also was Executive Vice President of the NAEDA-affiliated Mississippi Valley Equipment Association (MVEA), a position he held since 1990. The board of directors of MVEA voted to dissolve its association in March 2011.

Dykes joined the NAEDA staff in May 2008 serving as the Director of Outdoor Power Equipment Programs in addition to being the Executive Vice President of MVEA.

As director of Member Services, Dykes is responsible for all liaison activities for NAEDA program partners and researching, developing and implementing new partner programs. He is also responsible for all promotional activities and for working with the various program partners, dealers and supporting affiliate associations to ensure effective, ongoing program success.

Dykes can be reached at 636/349-6205 or dykesj@naeda.com.

MSDEDA member RDO Integrated Controls acquires Laser Controls Inc. in Minnesota

RDO Equipment Co.'s positioning division, RDO Integrated Controls, has acquired Laser Controls Inc., the Topcon Survey, GPS, and Machine Control dealer for Minnesota, North Dakota and South Dakota.

"This strategic addition is part of our vision to be a leading positioning dealer in the construction industry," said Christi Offutt, CEO of RDO Equipment Co. "The team of experts joining us from Laser Controls Inc., combined with the team in Montana and Wyoming, makes RDO Integrated Controls one of the most experienced Topcon dealers in the United States."

The acquisition expands RDO Integrated Controls Topcon territory to a total of five states, including Minnesota, Montana, North Dakota, South Dakota, and Wyoming.

[Read more](#)

Source: RDO

CWEDA member Rocky Mountain Dealerships closes on J&B acquisition

Rocky Mountain Dealerships Inc. has closed the previously announced agreement to purchase 100 percent of the outstanding shares of J&B Equipment Ltd., a Case IH agriculture dealership operating in Kindersley, Saskatchewan.

The acquisition was financed with cash and 84,086 common shares of Rocky.

J&B will operate under Rocky Mountain Dealer Group Partnership, through its Miller Equipment division. RMDGP is a wholly owned subsidiary of Rocky.

Rocky's chief executive officer, Brian Taschuk, remarked: "This acquisition gives Rocky our first exposure in western Saskatchewan, an important agriculture market. J&B is a well-established Case IH agricultural location, with good opportunity for revenue growth as part of the Rocky network. We have added four locations in 2011, reaching our target number of acquisitions for the year, continuing the consolidation efforts of CNH dealers in Western Canada."

Source: [Stockwatch](#)

Titan Machinery closes two acquisitions: Schoffman's Inc. and ABC

Rental

Titan Machinery Inc. has closed on two previously announced acquisitions: Schoffman's Inc. and ABC Rental. Titan is a member of the NAEDA-affiliated Minnesota-South Dakota (MSDEDA), Iowa-Nebraska (I-NEDA) and North Dakota (NDIDA) equipment dealer associations.

The Schoffman's acquisition consists of one Case IH agriculture dealership located in Redwood Falls, Minnesota. The ABC Rental acquisition consists of four rental equipment locations in Missoula, Bozeman, and Big Sky, Montana, and Williston, North Dakota. The locations in Missoula, Williston and Bozeman have consolidated with the Titan Machinery existing Case CE dealerships in their respective markets, leveraging the synergies of both companies.

Schoffman's Inc. is a fourth generation dealership and began operations in 1895. The dealership is strategically located in the fertile Minnesota River Valley and is contiguous to Titan Machinery's Marshall Dealership. In its most recently reported fiscal year ended January 31, 2011, Schoffman's Inc. generated revenues of approximately \$16 million.

ABC Rental has been in business for over 40 years and has grown into one of the leading rental equipment companies in Montana. With locations in southwest Montana as well as western North Dakota, these rental locations are well-positioned to benefit from the increased activity of the surrounding oil, coal and natural gas exploration and extraction in Montana, North and South Dakota, as well as Wyoming. In its most recently reported fiscal year ended December 31, 2010, ABC Rental generated revenues of \$5.5 million.

[Read more](#)

Source: Titan Machinery Inc.

Canadian News

Federal election called for May 2

Conservative Leader Stephen Harper has kicked off the country's 41st election campaign.

He framed the election as a choice about who is best suited to lead Canada while the global economy's recovery is still fragile.

[Read more:](#)

Source: Globe and Mail

Expect nasty, dirty election, say candidates

"It's going to be dirty," says Liberal MP Wayne Easter of the gritty campaign that began its descent into character assassination two months before the opposition defeated the Harper government on an historic contempt in Parliament non-confidence vote.

With Tory television ads already stacked up attacking Liberal Leader Michael Ignatieff's (Etobicoke-Lakeshore, Ont.) family, questioning his motives for political life, and more likely coming about the alleged "coalition" the Conservatives say Mr. Ignatieff wants to form regardless of the May election results, Liberal MPs, even Tories, agree this campaign stands to be one of the roughest ever in Canada.

[Read more](#)

Source: The Hill Times

Colombia-Canada free trade agreement expected to enter into force by July 1

The Government of Colombia has cleared the last procedural hurdle to implement the Colombia-Canada Free Trade Agreement (FTA), with the Colombian Constitutional Court's ruling on the constitutionality of the pact.

This, coupled with diplomatic procedures expected to take place over the next couple of months, sets the stage for implementation of the FTA by July 1, 2011.

Facts about the FTA and Colombia's trade ties with Canada:

- When the FTA enters into force, Colombia will eliminate tariffs on 98 percent of Canadian goods, both immediately and within 10 years of implementation.
- Colombia will immediately remove tariffs on Canadian exports of wheat, barley, lentils, peas, beef, paper products and machinery and equipment.
- Colombia will also eliminate the use of its price band system on select products, including wheat, barley and pork.
- Canada is Colombia's second largest supplier of wheat, accounting for 33 percent of total imports in 2009, up from roughly 18 percent in 2008.
- Colombian imports of barley from Canada have increased by 46.3 percent over the past five years.
- Canada is one of the world's top exporters of pork. Between 2004 and 2009, pork exports to Colombia increased by 534.1 percent.
- In 2010, bilateral trade between the two countries accounted for more than \$1.3 billion, which is expected to increase when the FTA enters into force.

Federal and provincial ag-related funding announcements made across Canada

AGCanada.com gives a wrap-up of 15 federal and federal/provincial ag-related funding announcements made across Canada in late March.

This article gives a brief compilation of the major funding initiatives that could effect agriculture.

[Read more](#)

Source: Alberta Farmer Express

CWEDA member Western Sales named a 50 Best Managed Company
This is the first time the company, a John Deere dealership, has been granted this honor.

Western Sales was established in Rosetown in 1947, later expanding to locations in Biggar, Central Butte, Elrose, and Outlook. The Davidson branch opened in 2007.

The 50 Best Managed Companies award program, supported by Deloitte, CIBC Commercial Banking, the National Post and Queen's School of Business, recognizes excellence in Canada-owned and managed companies, hundreds of which apply for recognition each year. The program has honoured hundreds of companies since its establishment in 1993.

[Read more:](#)

Source: Leader Online

CFIA widens restrictions on Japanese food, feed products

Canada's restrictions on imports of food from Japan have been widened to include all food and feed products from more areas of the country.

The Canadian Food Inspection Agency (CFIA) has blocked entry of any food or animal feed without acceptable documentation or test results verifying its safety, if the food or feed comes from areas of Japan affected by that country's ongoing nuclear crisis.

[Read more:](#)

Source: Alberta Farmer Express

Tip of the Month



[KPA now provides Spanish-language compliance training materials](#)

Free KPA webinars

- April 14 - [The Ten Deadly Questions](#)
- April 21 - [DOT Hazmat Shipping Rules Explained in Plain English](#)
- April 28 - [Advanced Wage and Hour Law](#)

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