



NAEDA Update

NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Thursday, January 13, 2011

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Legislative & Regulatory News

Save the date: NAEDA Fly-In to D.C., March 30-31

The focus for this year's Fly-In will be on engaging legislators in pushing for dealer-friendly regulatory legislation regarding 1099, Mexican trucking tariffs, depreciation, and credit issues, among other concerns.

Please plan to attend the 2011 NAEDA Legislative Fly-In and make your voice heard in Washington, D.C.

Hotel information (within walking distance to Capitol Hill)

The Washington Court Hotel
525 New Jersey Avenue, N.W.
Washington, DC 20001-1527
202/628-2100

Room rate: \$289 (plus applicable tax)

The tentative Fly-In schedule includes a briefing/meeting the afternoon of March 30 followed by a reception and dinner. Attendees will meet again the morning of March 31 and then adjourn for visits on Capitol Hill.

Questions? Contact NAEDA by calling 636/349-5000 or e-mail naeda@naeda.com. Updated Fly-In information will be posted on www.naeda.com as it becomes available.

Foes of debit-card fee limits haven't given up the fight

www.washingtonpost.com/wp-dyn/content/article/2011/01/12/AR2011011204764.html?wpisrc=nl_fed

Health care repeal vote coming week of Jan. 17

The House will vote the week of Jan. 17 on a bill to repeal the health care reform law, a spokesperson for Majority Leader Eric Cantor (R-VA) confirmed Thursday afternoon. thehill.com/blogs/healthwatch/health-reform-implementation/137801-healthcare-repeal-vote-coming-next-week

25x'25: Higher food prices expected to spark another food-vs-fuel debate

Tight year-end domestic grain stocks, suboptimal production forecasts in the southern hemisphere and increasing global demand are combining to create upward pressure on commodity and food prices, according to the UN Food and Agriculture Organization (UN FAO).

Prices have exceeded levels reached in 2008 when protests erupted in various parts of the world. An FAO economist says the situation is not as critical as it was in 2008 when soaring food prices resulted in protests erupting in various parts of the world. Nonetheless, Abdolreza Abbassian said the current trend "will affect millions of people, particularly where basic foodstuffs such as cereals are concerned,"

Look for the higher food and commodity prices to spark another food-versus-fuel debate. When food prices jumped in late 2007 and early 2008, critics attacked U.S. ethanol production as a major cause, a charge disputed by a Congressional Budget Office report in April, 2009 that showed ethanol production contributed only between 0.5 and 0.8 percentage points of the 5.1-percent increase in food prices over the year ending in April, 2008.

The CBO report cited high energy costs as having had a greater effect on food prices, a case supported last year by a World Bank report that concluded "a stronger link between energy and non-energy commodity prices has been the dominant factor in the boom of agricultural and food prices, and is likely to be the dominant influence on developments in commodity, and especially food, markets."

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CEO Blog

New Years' resolutions? Bah hum bug!

January 2011

Every January brings a deluge of New Years' resolutions. Often such resolutions address personal issues like the girth of our waistline, exercising more or determining how often we should call a distant relative. Most such New Year's resolutions last only a few hours, some last days and maybe, if we're really dedicated, one or two last a few weeks. So, considering these poor results, I say to New Year's resolutions: "Bah hum bug!"

However, there is one thing I think you should resolve to do at this time of year and that's to ask yourself, "What will I do differently this year to grow my business?"

Taking time to reflect on the past year and analyzing your business performance is essential, at least annually or more frequently, if possible. Often just taking time to talk with employees or paying more attention to the details of processes already in place can yield insight for improvement.

Questions you could ask

- When did I last ask penetrating questions about my business and how to improve results?
- What are my big picture goals for the coming year?
- What would I like to do differently as it relates to my customers, employees, suppliers, finances, technology, legal liabilities, succession, etc.?
- What has to change to achieve my goals?
- What will it cost?
- Will I need to hire more employees, spend more money, etc.?

There are infinite questions you could ask, but unless you specifically target an area; contemplate what it is you want to make happen; write down your ideas, plans, goals and then act; it will never happen.

Let's face it, identifying ways to improve your business does not have to be difficult, but it does require quality time and thought.

I visited recently with a dealer who was

Nonetheless, a poor weather outlook in some major grain-producing areas of the world and oil-price forecasts that approach \$90 per barrel in 2011 are expected to keep pressure on commodity and renew questions about the role of fuel from grains in the latest spike in food costs.

Agriculture innovation seen as key to reducing poverty, stabilizing climate

www.worldwatch.org/node/6567

Caterpillar, other big companies participate in tax talks

thecaucus.blogs.nytimes.com/2011/01/09/changing-corporate-tax-is-a-tricky-balancing-act/?partner=rss&emc=rss

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Industry & Manufacturing News

AG CONNECT Expo wraps up; sees across-the-board growth

www.tsnn.com/blog/?p=4999

View images from just completed 2011 AG CONNECT Expo

www.flickr.com/photos/agconnect

Dirty Jobs' Mike Rowe explains why he is an "advocate for agriculture"

When asked if he would consider being a "spokesperson" for agriculture, Mike "Dirty Jobs" Rowe said, "I don't think American agriculture needs a spokesman, I think they need an advocate. The advocates I believe they need are people like me who have shown a long term addiction to chewing and swallowing." feedproxy.google.com/~r/Agwired/~3/BCvellnKfUQ/

Case IH survey: Farmers ID gov't mandates, land availability/price as biggest issues

pressroom.caseih.com/index.cfm?fuseaction=newsreleases.display&NewsID=364&ProductID=100

Snow blower sales surge

www.homechannelnews.com/article/hpd-research-snow-blowers-surge-2010

struggling with ways to market to multiple segments. I encouraged him to take a day away from hectic everyday operations to consult with marketing professors at a nearby university, a local advertising agency and even with a few existing customers to learn what draws them to the dealership. I urged him to listen closely to all of their perceptions of his dealership and to take good notes. One thing he learned that he could put into action was that various market segments typically require messages specific to their needs to be successful.

He also learned that when you start focusing on a problem with intensity with an eye toward finding a resolution, answer(s) will appear.

Likewise, I've learned answers will come to me (usually in the middle of the night) if I give myself time to focus on and contemplate the situation. Once I've arrived at the solution, I write it down along with the action steps required to attain it, then continually refine the plan and then execute it. I imagine that plan will work for you, too.

Make this the year that you drive change

Too often we fail to act and another year rolls by with no real progress to show for our well-intended plans... much like the personal New Year's resolutions we make that fall along the wayside.

In this era of rapid change, we must adapt and improve. Every day is an opportunity to be better than we were yesterday. Make the commitment to do something better and then repeat the process next year, and the year after, and so on.

Contemplate and plan your future – it's more effective and rewarding than unfulfilled New Years' resolutions... 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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KPA: U.S. mileage reimbursement rates have increased for 2011

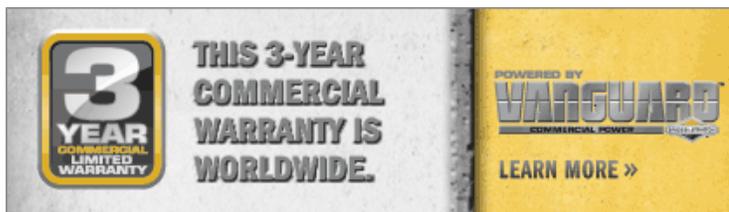
blog.kpaonline.com/2010/12/2011-mileage-reimbursement-rates/

Titan machinery closes acquisition of Fairbanks International, Inc.

www.aednet.org/aednews/index_full_story.cfm?id=10926691

KPA: 2011 new minimum wage rates

While the federal minimum wage rate is unchanged (\$7.25) a number of states and municipalities have increased their minimum wages (sometimes called living wages) effective Jan. 1, 2011. blog.kpaonline.com/2010/12/2011-new-minimum-wage-rates/



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Canadian News

Wow! Canada is on fire -- The loonie jumps and business is booming

www.financialpost.com/news/Canada+fire/4102730/story.html

Tip of the Month



NAEDA Compliance Tip of the Month

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Free KPA webinars

- Jan. 20 - [EPA's New 6H Emission Standards are in place. Are you compliant?](#)
- Feb. 3 - [Human Resources 101 - Learn The Essential HR Activities](#)
- Feb. 10 - [How to Bulletproof Your Employment Practices for Dealerships](#)

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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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