



NAEDA Update

NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Thursday, August 09, 2012

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Legislative & Regulatory News

U.S. Chamber Praises House Passage of Legislation to Reduce Red Tape

The U.S. Chamber of Commerce has praised House passage of the Red Tape Reduction and Small Business Job Creation Act (H.R. 4078), comprehensive regulatory reform legislation that would streamline the time consuming permitting process, bring transparency to rules issued by agencies as a result of an out of court agreement, and prohibit agencies from issuing a cascade of regulations when a change of administrations occurs.

"There are millions of jobs that are never created because of a dysfunctional permitting system that allows for endless challenges and appeals on all issues no matter how minor," said Bill Kovacs, the Chamber's senior vice president for Environment, Technology and Regulatory Affairs. "This legislation would create a streamlined process to make many of these projects a reality."

In addition to removing unnecessary and costly barriers obstructing critical projects by streamlining the permitting process, H.R. 4078 incorporates the provisions contained in the "Sunshine for Regulatory Decrees and Settlements Act of 2012." Through what is referred to as "sue and settle" rulemaking, agencies do an end-run around the legal protections ensuring that the public has a say in the development of regulations. The bill would create a transparent process and give the public the meaningful voice it is supposed to have in the first place.

"While settlements often can be an efficient use of court resources, the settlement process shouldn't be regularly used as a way for agencies and environmental advocacy groups to engage in behind-the-scenes policymaking and the issuance of rules based on an agreement between a federal agency and a special interest organization," Kovacs stated.

"We commend House members for passing comprehensive reform that simplifies a regulatory system that has been growing at a very rapid rate for decades, and we urge the Senate to follow suit," Kovacs added.

NAEDA also supported passage of this piece of legislation in the House. Efforts are now concentrated on Senate passage.

House passes comprehensive tax reform blueprint

The U.S. House of Representatives last week passed H.R. 8, which is a bill that extends the so-called Bush tax cuts through 2013. Passage of H.R. 8 was expected as part of the Republican-controlled House's legislative agenda to avoid any tax increases for another year.

Without Congressional action, all of the Bush tax cuts are scheduled to expire on Dec. 31, 2012. The Obama administration and Congressional Democrats favor extending the Bush tax cuts for everyone making less than \$200,000 (\$250,000 for couples). In the short run, this is likely to be one of several contentious points Republicans and Democrats will fight over as the country approaches what is being

CEO Blog

"Vote"



July/August 2012
There are times when the choices confronting us are clear and obvious. It doesn't happen often, but when it does, we should acknowledge the importance of the moment. Such is the case with the upcoming United States of America elections on November 6, 2012.

One side of the political aisle represents a philosophy of more and more government involvement and control in our lives. This manifests itself in the form of complex legislation; more regulation with less oversight; tax increases on the wealthy and business owners; increased spending; and deficit budgets.

The other side of the aisle purports to cut spending; lower taxes; reduce regulation on businesses; and put more emphasis on individual choices and initiatives with generally less government involvement. This plan would focus on growth coming from the private sector and entrepreneurship versus government.

Nearly everyone will strongly identify with one of these philosophies, but very few people today are sitting on the fence. And, although the choice may seem clear, there

called the "fiscal cliff" at the end of 2012.

Another piece of legislation passed in the House last week, H.R. 6169, provides a blueprint for how House Republicans will approach fundamental tax reform in the 113th Congress, which will convene in early January 2013. H.R. 6169, the Pathway to Job Creation through a Simpler, Fairer Tax Code Act of 2012, is designed to provide a justification for a comprehensive rewriting of the tax code in 2013. In addition, the bill lays out a schedule for expedited consideration of a comprehensive reform package beginning with the House Ways and Means Committee reporting a bill no later than April 30, 2013.

The goals of H.R. 6169 are to reform both corporate and individual tax rates by eliminating tax preferences that allow many individuals and corporations to essentially pay no federal income taxes. The bill also creates a territorial system that would allow U.S. corporations to bring profits made from overseas operations back to the U.S. where they can be invested in the U.S. economy.

The bill sets a target of 25 percent for the top individual and corporate rate. However, these rates can only be achieved by eliminating tax preferences or so-called tax expenditures in the code that the bill says create a drag on economic growth and job creation, effectively keeping markets from directing economic resources to their most efficient uses, instead allowing the government to direct resources to other uses.

"H.R. 6169 is the first step in what could prove to be one of the most important legislative accomplishments of the last 50 years," says Chris Wehrman, American Rental Association (ARA) CEO. "This is a game-changer because this bill basically eliminates the current code — and all of the political baggage associated with it — and puts the focus on creating a fairer, flatter and more broad-based tax system that will promote economic growth. ARA will continue to follow this process carefully in the hope that Ways and Means Chairman Dave Camp (R-Mich.) is successful in reforming our antiquated tax code."

Source: Rental Pulse

Midwest Governors Urge B20 Support

STREATOR, Ill. (DTN) -- The Midwestern Governors Association formally asked every major diesel engine and vehicle manufacturer to support the use of 20% biodiesel blends, or B20, in all diesel-powered equipment.

The effort was championed by Iowa Governor Terry Branstad, who serves as chairman of the association. Read [more](#).

Senate Votes to Require Obama to Spell Out Sequestration Cuts

The Senate has approved a bill to force the Obama administration to report its plans for enacting about \$1 trillion in across-the-board discretionary spending cuts triggered by the failure of a budget negotiating group last fall.

The Sequestration Transparency Act, approved last week by the House, was passed by unanimous consent in the Senate and will now head to President Barack Obama's desk. It will require the White House to submit a detailed plan on the cuts, both military and domestic, to Congress within 30 days of the law's enactment.

Read [more](#).

Source: Roll Call

"The Way I See it..."



["Vote"](#)

It is our constitutional right to VOTE! It is a privilege guaranteed by the framers of that important document.

is still a very important component of the democratic formula—VOTING!

It is our constitutional right to VOTE! It is a privilege guaranteed by the framers of that important document. As I have often said, "Don't blame anyone else if you don't like the outcome but didn't take time to exercise your right to VOTE." Yes, I am trying to make a point. You, as a business owner or key management employee can vote, AND you can also help educate all the employees about the issues and the importance of exercising their right to VOTE.

Believe it or not, you are a VIP in the political arena—which stands for a Very Influential Person! Your opinion, if you make it known on issues important to you, such as your business, can exert a great deal of influence, or at the very least educate your employees and others on the candidates, issues and the differences in philosophies I outlined above.

Many of you know the candidates running for office personally or know someone who knows them. I encourage you to invite a candidate to speak with you and your employees. One suggestion is to hold a fund raiser at your business and invite some key customers and/or employees to participate. This approach opens communication and helps establish trust and build confidence.

It's an opportunity for the candidate to become familiar with you and the circle of influence you operate within. And, likewise, you and others will be able to get to know the candidate in a much broader sense. I encourage you to make a contribution or put up a sign—but do get involved. Many of you are probably already doing these things, and I am preaching to the choir. If not, however, I strongly urge you to begin now, today. Your efforts can make a difference.

As you may have noted in our June issue, Jason Behrend (president of the Far West Equipment Dealers Association) told the story about his trepidation of being involved with his first NAEDA Legislative Fly-In a few years ago. At that time, his company was debating on the significance of becoming involved and whether it would prove to be beneficial for the business, thinking it was probably a waste of time. As his article stated, the experience was indeed an "eye-opener" for Jason, and he quickly realized the risk that was involved and how government policy could directly impact his business. He has continued to stay active with the Legislative Fly-In and now knows his elected officials personally *and* they

Industry & Manufacturing News

AGCO reports 2nd QTR results- sales growth and improved margin performance produce record earnings

AGCO, a worldwide manufacturer and distributor of agricultural equipment, reported net sales of approximately \$2.7 billion for the second quarter of 2012, an increase of approximately 14.1% compared to net sales of \$2.4 billion for the second quarter of 2011. Reported and adjusted net income per share were \$2.08 for the second quarter of 2012.

These results compare to reported net income per share of \$1.36 and adjusted net income per share of \$1.35 for the second quarter of 2011. Excluding unfavorable currency translation impacts of approximately 11.2%, net sales in the second quarter of 2012 increased approximately 25.3% compared to the same period in 2011. Net sales for the first six months of 2012 were approximately \$5.0 billion, an increase of 19.4% compared to the same period in 2011.

[read more...](#)

Source: Agcocorp.com

USDA Weekly Crop Progress - Corn, Soybean Conditions Continue to Deteriorate

OMAHA (DTN) -- The downward path of corn and soybean condition ratings continued Monday with 48% of the nation's corn and 37% of the soybeans now rated poor to very poor.

(DTN illustration by Nick Scalise) Last week 45% of the corn was rated poor to very poor, compared to this week's 48%. Reports are streaming into the newsroom daily of dead and dying fields, fields being zeroed out for crop insurance purposes, fields being chopped for silage where possible. And in some cases, it's not.

Read [more](#).

Source: DTN / Progressive Farmer

Share your input with NAEDA's OPE Dealer Council

Do you have topics or issues you would like the NAEDA OPE Dealer Council to address at its October 24th meeting? If so, contact Mike Williams or any member of the council now. Click [here](#) for contact information.

Topics to submit might include issues affecting your store due to a distributor, manufacturer and or other supplier. They might involve warranty problems, Internet problems or other management issues you face. Also, let us know if you have heard about issues other dealers have expressed to you. Be sure and include the state or province where the issues are occurring in your message so the council can know if it is a local, state, provincial or national issue.

The council wants to know about issues affecting your dealership so it can address them directly and help get them resolved.

Agrinos and Syngenta strengthen partnership

Agrinos announced that Syngenta and Agrinos have expanded their existing commercial cooperation. In April this year Agrinos announced it had entered into an initial pre-commercial test phase with Syngenta to explore the viability of different product combinations, to be marketed as new offerings by Syngenta. The trial results to date have supported a decision to expand the cooperation and initiate commercial discussions.

[read more...](#)

Source: Agrinos

Pork Industry Downsizes - Gloom Spreads for Animal Ag

OMAHA (DTN) -- Surging feed costs are pressuring livestock industry profits worldwide, triggering herd liquidations and altering global grain trade.

"It is clear that we have passed the 'no margin for error' feed supply situation. The drought can be seen as a major error, and the industry has entered into a situation where sufficient sourcing at any price is the primary concern for both farmers and processors," Rabobank reported Friday in its pork quarterly. "The goal

know him.

You may not realize what is at stake today, so that is why I encourage you to become more personally involved: Educate your employees and customers and when possible make contributions. But, most importantly—VOTE! Voting is a right and privilege. It is how we express our feelings about the alternative political philosophies and the issues facing our nation. This particular election has more at stake than any election I have known in my lifetime (and that is quite a few). In my opinion, this is the most critical election in modern history! The differences are poignant, and the choices we make will impact our country for decades to come. As Thomas Jefferson so eloquently stated, "*The rational and peaceable instrument of reform, the suffrage [votes] of the people.*"

I strongly encourage you and everyone you can influence, to VOTE in November! 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 5,000 retail agricultural, construction, large property/rural lifestyle and outdoor power equipment dealers in the United States and Canada



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North American Equipment Dealers Association

is now to limit losses."

The report, authored by Rabobank's Food & Agribusiness Research and Advisory group, says that surging feed costs are likely to have induced herd liquidation globally. Sow culling will increase pork supplies temporarily, pressuring prices downward for the remainder of the year. This will dampen the strong year-end price levels expected just a few weeks ago. In addition, it will weigh heavily on farmers' profitability, Rabobank said.

Read [more](#).

Source: DTN / Progressive Farmer

NAEDA / Manufacturer Meetings Scheduled

NAEDA's Industry Relations Task Force has one last summer meeting scheduled with manufacturers. The IRTF will meet with Kubota on August 23 and 24. Dealers are encouraged to contact a member of the IRTF or their affiliate association with any issues they might have prior to that meeting.

NAEDA's IRTF members can be found on our Web site at: www.naeda.com.

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The North American Equipment Dealers Association provides educational, legal, legislative, and financial services to approximately 5,000 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.



NAEDA, Association & Program Partner News

NAEDA's Discount Freight Select Services Program

Saving dealers money and time

NAEDA's Discount Freight Select Services Program is experiencing significant growth as dealers look for assistance in managing their freight operations. After experiencing a 40% increase in the

1st Quarter 2012, Select Services activity as increased by 154% in April and 10.2% in May 2012. PartnerShip's Select Services program includes the following features to assist dealers:

- Deep discounted LTL rates – check customer invoices and send quote back
- Access to PartnerShip.com showing special customized rates for all carriers we use so customer can make their choice. (YRC, Con-way, UPS Freight, FedEx Freight, etc.)
- Dedicated sales person for all services provided by PartnerShip.
- Consolidated monthly invoicing no matter how many carriers are used.
- Flexible payment options. Visa, M/C, AMEX, or check.
- Customized routing management, we will contact your vendors to maximize your inbound discounted shipments. If FREE freight is offered, that will take precedents.
- One call to PartnerShip for shipment questions, quotes, issue resolution, expedited shipments, billing, for either small pak or LTL shipments.

In addition, a California Office opened in Irvine in 2010 to better assist dealers on in the Western US. A new marketing call campaign to promote the Select Services program will begin on a regional basis in cooperation with NAEDA and the regional affiliates.

Online registration open for GIE+EXPO 2012

Online registration is now open for the 2012 GIE+EXPO (Green Industry & Equipment Expo), which will be held in Louisville October 24-26. Dealers are encouraged to register [here](#).

Facebook, Twitter and YouTube User Guide Available

Social media is all about building relationships, a key component in NAEDA's mission to forge a partnership between dealers, farmers and consumers. It is based upon something NAEDA has been doing for generations; having conversations. Social media is nothing more than the conversations we are having online and the tools used to enhance them. This includes Facebook, Twitter and YouTube as starters.

NAEDA entered the world of social media on behalf of North American equipment dealers with a goal to share the news and views of the honest and hard-working individuals who help feed the world and to give the average consumer another way to communicate with equipment dealers. You can find us (NAEDA) at: www.naeda.com.

While NAEDA can speak on behalf of its members, there is no message that rings truer than that which comes from members themselves to their customers.

NAEDA wishes to thank the Ohio Farm Bureau for making their initial *Discover your Social Web: An Ohio Farm Bureau Guide to Social Media* publicly available. They were hoping to make it a valuable tool to Ohio Farm Bureau members, but little did they know the guide would become so quickly shared and distributed through not only Ohio, but the entire nation.

In the spirit of the social media habit of sharing, Ohio Farm Bureau has authorized NAEDA to copy, distribute and share this guide under some conditions. So, some graphics used in this copy of the guide are theirs and some have been inserted by NAEDA specifically for equipment dealer members.

Please enjoy the guide and share it with family, friends and strangers alike. But first, use it to join the online conversation and provide your unique point of view to the collective conscience. NAEDA again thanks the Ohio Farm Bureau for their permission to utilize their initial guide as a resource for dealers to learn more about using social media.

To download a copy of the Facebook, Twitter and YouTube guide, [click here](#).

Canadian News

Canadian crops mostly in good shape

The latest crop ratings report from Alberta shows that between 85 and 95 percent of the crop is rated at either good or excellent.

Weather patterns across southern Canada and through the northern U.S. have remained stable during the mid summer period and while heat and drought have been a significant problem across the U.S. Plains the Canadian Prairies have benefited from more favorable weather conditions. Most areas have seen adequate amounts of showers every few days with only far southern and southeastern areas becoming a little to dry

in recent days. Temperatures have also been a little too warm at times for some southern areas but on the whole beneficial warmth has blanketed the Prairies.

[Read more...](#)

Source: DTN Progressive Farmer

Harper pardons farmers convicted years ago of selling grain in the U.S.
Western Canadian farmers who were convicted in the 1990s of taking their grain across the border to sell in the United States have been pardoned. Prime Minister Stephen Harper announced the pardons on Wednesday on a farm near Kindersley, Sask., where he and Agriculture Minister Gerry Ritz marked what the government calls marketing freedom day.

[Read more...](#)

Source: The Globe and Mail

End of an era as Canadian Wheat Board loses decades-long monopoly
Winds of change are sweeping across the Prairies as the Canadian Wheat Board's decades-long monopoly on western wheat and barley sales ends, but opinions differ strongly on whether those breezes will blow good or ill.

[Read more...](#)

Source: The Vancouver Sun

Canadian food prices expected to rise due to U.S. drought
Drought conditions in the U.S. are expected to boost Canadian food prices by as much as four per cent next year. Economists predict we'll be paying more for everything from pork to cereal. RBC economist Paul Ferley expects food costs will rise 2.5 to 3.5 per cent this year and three-to-four per cent in 2013.

[Read more...](#)

Source: CBC News

Premiers call on Harper for national economy summit
Canada's premiers are calling on Prime Minister Stephen Harper to join them at a first ministers meeting in November on the economy. Provincial and territorial leaders said at their Council of the Federation meeting it's "urgent" for Harper to join them at a first ministers meeting in Halifax in late November, following the U.S. election, to discuss the fragile and rapidly changing global economy — and how it's affecting Canada.

[Read more...](#)

Source: National Post

Slower economic growth may keep interest rates 'low for longer'
The weaker-than-expected 0.1 percent monthly gain in gross domestic product in May, following a healthy 0.3 percent jump in April, puts the second quarter on track for annualized growth of less than 2 percent. That means the Bank of Canada will likely remain on the sidelines on raising interest rates until at least 2013 because growth doesn't look fast enough to cause inflationary pressures.

[Read more...](#)

Source: Reuters IN

Canadian economic momentum slips in May
Canada's economy slowed in May as declines in manufacturing and construction activity tempered strong gains in the service sector. The economy grew by 0.1% during the month, Statistics Canada said Tuesday, after a 0.3% increase the previous month and a similarly disappointing 0.1% rise in March. Most economists had expected 0.2% growth in May.

[Read more...](#)

Source: Ottawa Citizen

Quebec election called for Sept. 4; Charest seeks support of 'silent

majority' for 4th term

Premier Jean Charest is calling upon a "silent majority" to restore him to office in a Sept. 4 Quebec election, when he will seek to tie a provincial record with his fourth consecutive victory.

[Read more...](#)

Source: The StarPhoenix

Tip of the Month



[August Tip of the Month: When It's Really Hot, How Much Should You Drink?](#)

We all know that drinking enough fluids is an essential part of staying safe during the summer. But exactly how much water is enough, especially when it's really hot? And does it really matter what you drink, or when?

Find out more at <http://blog.kpaonline.com/category/tipofthemonth/>

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