



NAEDA Update

NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Wednesday, December 12, 2012

Helping Dealers Succeed!



WOODS
New **PRECISION SUPER SEEDER**

LEARN HOW TO BECOME A WOODS DEALER
woodsequipment.com

WOODS

The new science of collaborative selling.

"It has been the most useful training I've ever received for sales"
- Brady Howell, Plevna Implement

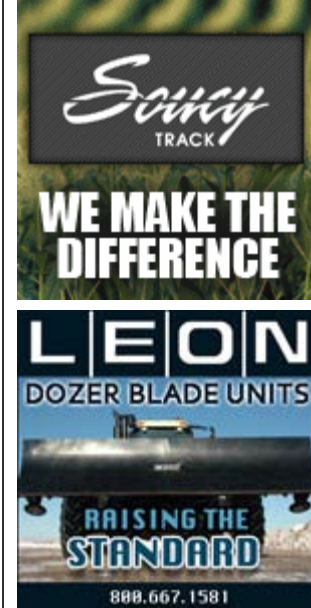
Selling has changed. Is your sales team evolving to take advantage?
Introducing the Spader Collaborative Selling Workshop.

[CLICK HERE for more details.](#)



SPADER business management

Fulfilling. Success.



Scurry
TRACK

WE MAKE THE DIFFERENCE

LEON
DOZER BLADE UNITS

RAISING THE STANDARD

888.667.1581

Legislative & Regulatory News

2013 Healthcare reform checklist webinar on Thursday

Employer healthcare forecast - What's next for healthcare reform and the Affordable Care Act

The November 6th election results will have an impact on healthcare reform and the Affordable Care Act. Will implementation of the law continue? Will the law be replaced or repealed? What must employers have in place in 2013?

This KPAS webinar will provide a post-election review and discuss the following topics:

- The election's impact on health reform
- Employers (Plan Sponsors) requirements in 2013
- State insurance exchanges
- Last call to implement 2012 requirements

Can't attend at this time? Register anyway!

If you are unable to attend the webinar at this time, please register anyway and you will be sent a link to a recording of the webinar along with the presentation slides.

Date: Thursday December 13, 2012

Time: 9:00am - 10:00am Pacific
10:00am - 11:00am Mountain
11:00am - 12:00pm Central
12:00pm - 1:00pm Eastern

[Register here...](#)

Little progress on fiscal cliff, Farm Bill still in limbo

Fiscal Cliff talks continued to dominate the conversation in Washington this past week, leaving Farm Bill watchers waiting to see if a full five year bill or a shorter term extension may be included in a fiscal package. House Committee Chairman Lucas (R-OK) discussed the possibility that fiscal cliff negotiators could include a short term farm bill extension in that package, which would mandate a certain amount of savings to come from a full Farm Bill early next Congress. Under this scenario, Congress could act on a five year bill early

"The Way I See It..."

NAEDA: The Dealer Advocate— A New Beginning

Message from the Chairman- Joe Nash

More than five years ago, I received a call from Mike Caraway, Executive Vice President of SouthEastern Equipment Dealers Association, inquiring if I would be interested in serving on the NAE DA board as the representative from our association. I said yes. And more than three years ago, I received a call asking if I wanted to move through the officer chairs of NAE DA, which would ultimately result in me serving as the chairman of the board. Once again, I said yes.

Read the article [here](#).



McCORMICK
"We Have A Tractor For That!"

Become A Dealer

next spring under streamlined budget reconciliation procedures, which would protect the Farm Bill from "poison pill" amendments.

Meanwhile, Senate Ranking Member Roberts (R-KS) signaled last week that he may be open to finding a compromise on commodity programs. Roberts has strongly opposed efforts by southern Senators to include some form of reference price mechanism in that chamber's Farm Bill. Reference prices have emerged as a key difference between the House Agriculture Committee-passed bill and the Senate bill. NAEDA is continuing to monitor and discuss the issues concerning both the fiscal cliff and the farm bill.

Sen. Rob Portman: A truly balanced approach to the deficit

The dangers of the "fiscal cliff" are by now well known. Most agree that the year-end \$500 billion in tax increases and \$110 billion in arbitrary, across-the-board discretionary spending cuts, including defense, must be averted to avoid plunging the U.S. economy back into recession. But how the danger is averted is important. To keep from getting right back on another cliff, President Obama and Congress must address the underlying problems of excessive spending and weak economic growth.

Washington needs to pursue structural reforms in the country's important but unsustainable entitlement programs and in an inefficient, outdated tax code. By doing so, lawmakers can responsibly avoid the immediate cliff while addressing the long-term fiscal crisis and spurring job creation.

Read [more](#).

Source:

Wall Street Journal

Op-Ed

December 11, 2012

<http://online.wsj.com/article/SB10001424127887324640104578161252979458718.html>

Senate passes Russia PNTR Bill

The United States Senate approved H.R. 6156, "The Russia and Moldova Jackson-Vanik Repeal Act of 2012," by the impressive margin of 92 to 4 on Thursday. Upon enactment, the bill will establish Permanent Normal Trade Relations (PNTR) with Russia and Moldova. The action follows last month's approval of the bill by the House by a similarly lopsided margin, and the bill now goes to the president's desk to be signed into law. NAEDA had supported this bill's passage.

"Fiscal Cliff" poses tax implications on agriculture

As Congress continues to debate the quickly approaching "fiscal cliff," many farmers and ranchers across the United States are watching anxiously as the threat of increased an increased tax burden looms for many. Tax packages passed during the George W. Bush administration, and extended in 2010, set the current estate tax exemption at \$5 million per person with a tax rate of 35 percent. If the "fiscal cliff" situation is left unsolved on January 1, 2013, the estate tax exemptions will drop to only \$1 million per person, with no spousal transfers allowed, and tax rates will rise to 55 percent. With 85 percent of farm and ranch assets tied up in illiquid items, many agriculture groups worry the increased tax rate could dramatically impact a family's ability to maintain a farm or ranching operation following the death of a family member.

Legislation was introduced last year in the House (H.R. 1259) and Senate (S.2242) to address this issue. Introduced in March 2011 by Rep. Kevin Brady (R-TX), H.R. 1259 has garnered the bipartisan sponsorship of 222 members of Congress but has not moved beyond the House Committee on Ways and Means. The companion legislation introduced in the Senate by Sen. John Thune (R-SD) has been cosponsored by all Republican members of the Senate Ag Committee but has not moved beyond the Senate Committee on Finance. Both pieces of legislation would set the estate tax rate and exemption permanently at 35 percent and \$5 million respectively.

Source: NASDA News

API files biodiesel volume lawsuit

Citing flaws in the program, the American Petroleum Institute on Tuesday called for repealing the Renewable Fuel Standard. That call came after the group filed a lawsuit Monday against the Environmental

Resources

[About NAEDA](#)

[Advertise](#)

[Affiliate Associations](#)

[Become a Member](#)

[NAEDA Web Site](#)

[Submit News](#)

[Subscribe](#)

About NAEDA Update

North American Equipment Dealers Association

1195 Smizer Mill Road

Fenton, MO 63026-3480

Phone: 636/349-5000

Fax: 636/349-5443

www.naeda.com

E-mail: naeda@naeda.com

NAEDA Update is provided as a service to members of the North American Equipment Dealers Association. This information may not be reprinted without permission from NAEDA.

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.

To subscribe to *NAEDA Update* by e-mail, send your request to naeda@naeda.com or subscribe online at www.naeda.com.

You must be a paid member of a NAEDA-affiliated association for your subscription to be accepted.

Twitter



Events

NAEDA office holiday schedule

Protection Agency for its decision to increase the 2013 biodiesel mandate.

"The program has many flaws," said Bob Greco, API's downstream director to reporters at a news conference this morning. "The RFS is unworkable and should be repealed."

Read [more](#).

Source: DTN / Progressive Farmer



Industry & Manufacturing News

LIFO survey response needed ASAP

President Obama last week sent to Congressional Republicans a "fiscal cliff" proposal that included \$1.6 trillion in new taxes. In addition to the increase in the top marginal income tax rates on which the President is most insistent, his offer also calls for repeal of LIFO (last-in, first-out). This is not a surprise since repeal has been in each of his budget proposals and his proposal to the Speaker is very close to his budget proposal.

NAEDA would like to compile more specific information related to a repeal of LIFO and its impact on equipment dealers. Your responses will provide useful data on the types of business decisions that may result from Federal tax policy. As always your responses are totally confidential.

[Please click on the link to participate in this important survey.](#)

Basic Software Systems announces new releases

Basic Software Systems announced on Dec 4, 2012, that they have released an enhanced and integrated BASS II catalog interface with Bobcat and an integrated ordering interface with The Grasshopper Company. The BASS II interface will provide the dealer with the capability to view bin locations, on-hand quantity, branch availability, transfer parts lists, and so many more features.

The Grasshopper interface will provide dealers the ability to export parts and parts orders for easy transmission to Grasshopper from Grasshopper's QuikParts ordering software. Both software releases enable dealers to automatically download price files directly into their inventory, keeping the pricing up to date as the Manufacturer releases changes.

Zetor North America relocates headquarters to Jacksonville, FL

Zetor North America, Inc. has announced the opening of its new headquarters at 5784 Mining Terrace, Jacksonville, FL. The company previously was based in Harrisburg, PA.

In commenting on the move, ZNA general manager Gary Bogart stated, "Our new headquarters in Jacksonville reaffirms our company's growing commitment to the North American market. In addition to expanding the horsepower range of our product line over the next 12 months, we plan to aggressively recruit new dealers throughout the U.S. and Canada. Read [more](#).

Happy Holidays!

NAEDA office holiday schedule

* Monday and Tuesday, Dec. 24 and 25, 2012

Closed for Christmas

* Tuesday, Jan. 1, 2013

Closed for New Year's Day



VAULT Online Backup + Recovery is a product of Basic Software Systems.



(800) 252-4476
www.basic-software.com

ARE BACKUPS A CHORE? Let Us Manage Them For You!

With our online backup service, you can preserve all of your files in a secure, off-site environment without a major capital investment.

WE EVEN MANAGE THE SETUP AND MAINTENANCE FOR YOU, SO YOU CAN FOCUS ON YOUR BUSINESS!

Call us today to find out more about VAULT Online Backup + Recovery.



NAEDA, Association & Program Partner News

Support the Equipment Dealers Foundation (EDF)

Please consider a donation to the NAEDA EDF as we close out the year.

In order for the [NAEDA EDF](#) to assist when disaster strikes or to help do research and provide important industry data or education or the scholarships to students excited about our industry, we need your support. Donations can be mailed to NAEDA Equipment Dealers Foundation, 1195 Smizer Mill Road, Fenton, MO 63026 or you can pay by [credit card](#). Your helping hand is tax-deductible and is greatly appreciated.

Please don't wait-we want to be there when you need us!

NAEDA's 2013 Washginton DC legislative fly-in scheduled

Every spring NAEDA holds its Legislative Fly-In in Washington, D.C. The Fly-in is an intensive two-day program that provides participants with an inside look at the political process. Dealers are encouraged to attend to let their voices be heard. Beginning with briefings on the latest agricultural issues pending in Congress, participants also visit with their representatives and senators on Capitol Hill to educate and lobby them on issues important to their dealerships. The 2013 dates are March 20 and 21.

The 2013 Legislative Fly-In will be extremely important for NAEDA's legislative and regulatory agenda for 2013. Given the election results from this fall's election and a start of a new Congress, they will be listening which will serve as a great opportunity to get commitments from representatives and senators to move on matters that are important to equipment dealers. **Please mark your calendars and hold the date to attend this event.**

Canadian News

New food security institute to look at supply from field to fork

A new centre is being developed to study food supply at a time when a growing world population needs to be fed. The Global Institute for Food Security will be based at the University of Saskatchewan in Saskatoon and is to look at everything from boosting crop yields to government agricultural policies.

[Read more...](#)

Source: CTV News

Canadian government streamlines immigration process for mechanics and other trades

To address Canada's growing demand for skilled tradespersons, a new Federal Skilled Trades Program is being launched on January 2, 2013. "The new Skilled Trades Stream will help address serious labour shortages in some regions of the country, and support economic growth," Minister Kenney said. "For too long, Canada's immigration system has not been open to these in-demand skilled workers. These changes are long overdue and will help us move to a fast and flexible immigration system that works for Canada's economy."

[Read more...](#)

Source: Canada News Centre

Canada approves Nexen and Progress Energy bids

Canadian authorities approved the acquisition of Nexen Inc by CNOOC Ltd and the purchase of Progress Energy by Petronas, easing months of anxiety over the fate of foreign investments in Canadian resources.

[Read more...](#)

Source: Reuters Canada

Canadian government announces investment for next generation of farmers

The Canadian Government gave a boost to the next generation of farmers at the 2012 Ontario Young Farmers Forum held in Toronto on Monday. The government is investing in two initiatives - one seeks to identify opportunities and enhance gaps in agricultural leadership programming, while the other project attempts to identify the barriers facing new entrant farmers.

[Read more...](#)

Source: Farms

Canada creates 60,000 jobs in November

Canada's employment picture lit up with a little pre-holiday brightness Friday, with a glowing jobs number that could set the scene for a strong year-end and start to 2013. An impressive 59,300 new jobs were created in November, Statistics Canada reported, surprising economists with expansion seemingly at odds with the country's sluggish overall growth.

[Read more...](#)

Source: The Globe and Mail

Tip of the Month

NAEDA Compliance Tip of the Month

sponsored
by **KPA**

[December Tip of the Month - Don't Let Them Rig Your Lifts](#)

Overriding lift safety controls can be crushing. Never allow technicians to disable lift safety controls by using bungees or other devices to block them open. An [OSHA local emphasis program for automotive lifts](#) explains why.

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

Free KPA Webinars

[Why Should you Care About SEO? And Who Now? - December 12, 2012](#)

[2013 Healthcare Reform Checklist - December 13, 2012](#)

[5 Tools to Help Increase Your Online Productivity - December 19, 2012](#)

[Managing Millennials - December 20, 2012](#)

[Product Demo: KPA Connect: The Ultimate Automotive Content Management System - January 8, 2013](#)

© 2012 The North American Equipment Dealers Association. NAEDA Update is provided as a service to members of the North American Equipment Dealers Association. This information may not be reprinted without permission from NAEDA.

To subscribe to NAEDA Update by e-mail, send your request to naeda@naeda.com or subscribe online at naeda.com.
To unsubscribe, [click here](#) or send your request to webmaster@naeda.com and type "REMOVE" in the subject line.