Thursday, November 08, 2012

Helping Dealers Succeed!



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.



Legislative & Regulatory News

USDA mobilizes to assist those affected by Hurricane Sandy

The U.S. Department of Agriculture (USDA) is taking steps in coordination with the Federal Emergency Management Agency (FEMA) to assist those affected by Hurricane Sandy. In addition to working with FEMA and other departments, agencies, state and local governments, USDA is also reaching out to farmers and ranchers in states affected by recent extreme weather. To see of list of the USDA agencies involved, click here.

Farmers and ranchers urged to record losses from Hurricane Sandy

Farm Service Agency (FSA) Administrator Juan M. Garcia today urged farmers and ranchers affected by Hurricane Sandy to keep thorough records of all losses, including livestock death losses, as well as expenses for such things as feed purchases and extraordinary costs because of lost supplies and or increased transportation costs.

Read more...

Source: USDA

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.



"The Way I See It..."

Basics of Bonus Depreciation and Section 179 expensing rules for equipment sales in 2012

It's that time of year again to starting thinking about how to strategize your yearend sales recommendations to customers and/or your own capital purchases.

The attached document prepared by Jack Selzer, NAEDA's tax attorney and general counsel, contains some important year-end tax planning provisions updated for the 2012 tax year. This will allow you the ability to discuss the tax options available with your customers and/or make the best capital purchase decisions for your company.



NewsletterBanners



Industry & Manufacturing News

Equip Industry in eastern region cautioned to be on guard for thefts by anticipated clean-up efforts

National Equipment Register (NER) Disaster Response Advisory

Equipment owners, dealers and rental companies throughout the eastern seaboard and neighboring areas should make equipment security an aspect of their response to the recent tragic disaster facing their region. When the cleanup efforts begin, the vulnerability of and demand for equipment will undoubtedly result in increased thefts; owners that take steps to address this will be less likely to be targeted. Law enforcement in adjoining areas may encounter equipment obtained through theft or fraud en route to the damage zones, or stolen due to the anticipated demand for equipment.

Owners may be unable to report thefts, and may be unaware of thefts in the effected areas. If you are in doubt of an operator's legitimate possession of equipment, contact NICB 800-447-6282 for a search of NER's equipment registration and ownership records.

Independent and national rental companies, contractors and local dealers may be difficult to reach in the effected areas. NER maintains local and national management contacts and emergency contact information for member fleets.

For Equipment Owners in the Impacted Areas

For Equipment Owners in Adjoining Areas

Please report thefts to NER as soon as possible. Call NER at 866-663-7872 option 2 or submit a theft online at www.ner.net/report-a-theft.

Source: National Equipment Register (NER) disaster response advisory

CNH third quarter 2012 EPS increases 18% to \$1.34 on net sales of \$4.8 billion

CNH Global N.V. announced financial results for the quarter ended September 30, 2012. Net sales for the quarter increased 5% (11% on a constant currency basis) to \$4.8 billion as global demand for agricultural equipment remained solid, driven by high commodity prices offsetting the effects of a severe drought in North America. Strong agricultural equipment sales more than offset the reduction in sales of construction equipment due to challenging market conditions in most geographies and the negative effects of foreign currency translation. Equipment Operations posted a gross profit of \$988 million, or 20.4% of net sales for the third quarter, and an operating profit of \$464 million, as higher agricultural equipment revenues and positive net pricing in both segments compensated for increased SG&A expenditures and R&D expense (+22%) as a result of significant investments in new products and Tier 4 engine emissions compliance programs and the negative impact from foreign exchange.

Equipment net sales during the quarter were 83% agricultural equipment and 17% construction equipment. The geographical distribution of net sales in the quarter was 46% North America, 27% EAME & CIS, 15% Latin America, and 12% APAC markets.

Read more...

Source: CNH

Spader OPE 20 Group starting up

Spader Business Management is pleased to announce a new 20 Group specifically for outdoor power equipment dealers. A 20 Group is like having a Board of Directors for your business - a Board that is made up of other business owners who understand your business inside and out because they are in the same



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 <u>naeda@naeda.com</u> or subscribe online at <u>www.naeda.com</u>.

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



business themselves. This new group will meet two or three times a year. You will get the opportunity to evaluate each others' businesses and advise what you like and where you think the dealer can improve. The meetings will also discuss trends, best practices, and topics that the group thinks will benefit them at that time. This new group will kick off when there are 12-15 non-competing applicants. The Spader 20 Groups have been proven for more than 30 years to be an excellent way to improve the performance of your business.

- OPE 20 Group Application
- Spader 20 Group Benefits
- Why Spader 20 Groups?

Source: Spader Business Management

NAEDA Update Official Sponsor



NAEDA, Association & Program Partner News

Basic Software Systems announces the release of VAULT online backup + recovery
Basic Software Systems, (www.basic-software.com) a leading provider of Business Management Systems,
is happy to announce the product release VAULT Online Backup + Recovery. With this tool, dealers can
preserve all their files in a secure, off-site environment without a major capital investment. Our solution
uses the same level of security that the top banks in the financial industry utilize for safe online banking.
This solution offers the crucial protection needed to ensure the continuity of dealers' business.

Read more...

Source: Basic Software Systems

KPA's DealerWebinars.com launches membership program

DealerWebinars.com, KPA's free education <u>webinar series</u> specifically for dealers, now offers an exclusive Membership Program. Webinars are focused on:

- Internet Marketing
- HR Management
- Environment & Safety

To sign-up for this free resource, visit here.

Read more...

Source: KPA

Canadian News

Canada, India resolve impasse over nuclear power

Canada and India have resolved a dispute over how to implement a two-year-old nuclear co-operation agreement that will see Canadian uranium exported to Indian authorities for the production of energy.

Read more...

Source: Calgary Herald

Canadians have love affair with Obama, but Romney is better for Canada

From a Canadian point of view, Obama is simply too fantastic not to adore. He's charming. He's smart. He's funny. He has the cachet of being America's first black president. Now, here's the truly intriguing thing about the phenomenon: A dispassionate look at the rival platforms clearly shows that an Obama win would be worse for Canada – significantly worse – than a Romney win. It's not even an argument. It's a slamdunk.

Read more...

Source: National Post

Agriculture Minister Gerry Ritz says labels for tenderized beef discussed

Canada's agriculture minister says federal officials are looking at issues surrounding mechanically tenderized meat in the wake of a massive E. coli-related beef recall from Alberta's XL Foods.

Read more...

Source: CTV News

Canada's job market stalls in October after hefty gains

Canadian job growth stalled in October after two months of strong hiring, Statistics Canada data showed on Friday, confirming expectations employment gains would ease to reflect sluggish economic growth. The economy added 1,800 jobs in the month, even lower than the small increase of 5,000 jobs forecast in a Reuters poll, while the unemployment rate held steady at 7.4 percent.

Read more...

Source: Reuters

Changing energy landscape means opportunity for Canadian agriculture

Canada's agriculture industry is in a unique position to meet changing global energy demands, says Farm Credit Canada says in its latest Knowledge Insider report. The issue highlights shifts in the energy landscape, and what it may mean for Canadian producers and agribusiness owners.

Read more...

Source: Alberta Farm Express

Lack of disclosure' preventing federal government spending report: budget watchdog

Canada's budget watchdog will not issue a mid-year report on the Harper government's finances, citing lack of co-operation from the vast majority of departments. Parliamentary Budget Officer Kevin Page said Tuesday that he has received responses to requests about budget cutbacks from 91% of government departments.

Read more...

Source: National Post

Government pushes to fast track controversial omnibus bill through House

Just one week after introducing it, the Conservative government is moving to fast-track its controversial omnibus budget bill. The House of Commons passed a motion Thursday to impose time allocation on Bill C-45, essentially limiting how long it can be debated by MPs.

Read more...

Source: National Post

Tip of the Month



November Tip of the Month - Update Your Labor Law Poster

State and Federal agencies are busy. On average, they amend around 200 labor laws annually. They can change labor law regulations at any time throughout the year- and often do without notifying businesses. These changes often require employers to update their labor law posters, which notably happened earlier this year when the NLRB required employers to prominently display employee rights.

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

Free KPA Webinars

<u>How to Manage Across Four Generations - November 8, 2012</u> How to Turbo-Charge Internet Leads - November 14, 2012

Successful Facebook Marketing: Are You Ready for 2013 - November 28, 2012

5 Tools to Help Increase Your Online Productivity - December 19, 2012

© 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.