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NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Thursday, September 27, 2012

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Legislative & Regulatory News

U.S. Court allows tile drain case to move forward

A lawsuit asking that agricultural tile drainage systems be permitted under the Clean Water Act's (CWA) NPDES permitting program has been allowed to proceed. The case, in the US District Court for the Eastern District of California, asserts that certain tile drainage systems in California are point sources under the CWA. The lawsuit claims that the CWA's agricultural irrigation return flows exemption does not apply to these systems since the tile drains also drain subsurface groundwater. The case, *Pacific Coast Federation of Fisherman's Associations (PCFFA) v. Glaser* is being watched closely for its potential impacts on tile drainage systems nationwide.

USDA expands drought assistance to 22 states

Agriculture Secretary Tom Vilsack announced September 19 \$11.8 million in additional financial and technical assistance to help crop and livestock producers in 22 states apply conservation practices that reduce the impacts of drought and improve soil health and productivity. The U.S. Department of Agriculture's Natural Resources Conservation Service (NRCS) provides this assistance through its Wildlife Habitat Incentive Program (WHIP) and Environmental Quality Incentives Program (EQIP).

Since early summer, USDA has announced a variety of assistance to producers impacted by the drought, including opening conservation acres to emergency haying and grazing, lowering the interest rate for emergency loans, and working with crop insurance companies to provide flexibility to farmers. Just a few weeks ago, USDA announced \$16 million in financial and technical assistance to immediately help crop and livestock producers in 19 states cope with the adverse impacts of the historic drought. In July, the Secretary announced USDA would allow producers to modify current EQIP contracts to allow for grazing, livestock watering, and other conservation activities to address drought conditions, and also authorized haying and grazing of WRP easement areas in drought-affected areas where haying and grazing is consistent with conservation of wildlife habitat and wetlands. Today's announcement expands upon these efforts and brings the total assistance to nearly \$28 million.

[Read more...](#)

Source: USDA

Senate approves continuing resolution

In a midnight session, the Senate wrapped up business until after the elections, clearing must-pass stopgap legislation that will keep the government funded through March.

Read [more](#).

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The 10-inch Skillet



September 2012

One day a man named Ted decided to go fishing. After locating a spot and starting to fish, he noticed another fisherman a little ways away. As he observed the other fisherman

throughout the day, he noticed that when he caught fish, he only kept the small ones and threw back all the larger ones. Ted's curiosity finally got the best of him, so he walked over and asked the other fisherman why he kept the smaller fish and released the larger ones. The fisherman answered, "It's simple, I only have a 10-inch skillet and the large fish won't fit!" [Read more...](#)

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Resources

Source: Roll Call

The impending collision of biofuels mandates with market reality

In the face of a small corn crop and high prices, there has been a great deal of debate about a partial temporary waiver of the Renewable Fuels Standards (RFS) mandate for ethanol in 2013. While the headlines have focused on the short-term implications of waiving the ethanol mandate in 2013, a potentially much larger issue looms on the horizon. Beyond 2013, there are real questions about the feasibility of meeting the ever-increasing requirements of the RFS, and this concern goes beyond the well-known difficulties with meeting the mandate for cellulosic biofuels. The purpose of this post is to show why the RFS is likely to collide with market realities in the near future.

Read [more](#).

Source: Farmdocdaily-September 26, 2012

EPA releases low resistance tire list

The U.S. Environmental Protection Agency (EPA) has announced the first verifications of low rolling resistance retread tire products under the performance requirements announced in June 2012. Verified drive and trailer retreads are both available. More information about the SmartWay program, low rolling resistance tires and EPA-verified retreads can be found at: <http://www.epa.gov/otaq/smartway/technology/tires.htm>.

EPA estimates that using verified low rolling resistance tires can improve fuel consumption by three percent when used in all axle positions on line-haul class-8 tractor trailers. Verified retreads, when used in the drive and trailer axle positions in combination with EPA-verified steer tires, can reduce fuel consumption by three percent relative to the most common retreads.

Business groups call for immediate action on the fiscal cliff

NAEDA and nearly 300 business organizations are calling on Congress and the White House to act immediately on looming spending cuts and tax increases set to go into effect next year.

In a letter sent Wednesday, 298 businesses led by the U.S. Chamber of Commerce urged "Congress and the president to immediately enact legislation that averts America's impending fiscal cliff." Lawmakers aren't expected to bear down on the Bush-era tax cuts or spending issues until, at least, after the November election.

Read [more](#).

To read a copy of the letter click [here](#).

Source: The Hill

Industry & Manufacturing News

Basics of bonus depreciation and expensing rules for equipment sales in 2012

It's that time of year again to starting thinking about how to strategize your year-end 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.

Free resource to fill open jobs with unemployed national guard members

Members looking for qualified employees have free and direct access to thousands of unemployed National Guard members and military veterans through the American Jobs for America's Heroes alliance. With more than 60,000 unemployed National Guard members nationally, this is a huge resource for employers looking for skilled, experienced and reliable employees. Register now for posting jobs at no cost at www.CenterForAmerica.org/register.html

Operating under an official Memorandum of Understanding with the National Guard and funded through private donations, alliance members Corporate America Supports You (CASY) and Military Spouse Corporate Career Network (MSCCN) work with employers using a case management approach to actively match National Guard members and military veterans to the specific job requirements of employers. Both

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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 5,000 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.



nonprofit organizations have been providing free employment services to employers and military applicants since 2004 and have helped to place thousands in private sector jobs.

American Jobs for America's Heroes is a win/win program. Small to mid-size employers looking for skilled employees now have an avenue to post job openings at no cost, and the more than 60,000 unemployed National Guard members, veterans and spouses have a well-organized place to match their skills with available jobs. NAEDA wholeheartedly supports this effort to create jobs and encourages dealers to post applicable open positions on the National Guard job portal.

[Read more...](#)

Caterpillar dealers post double-digit sales growth for summer

Caterpillar Inc's (CAT.N) dealers reported a double-digit sales jump for the three-month period ended in August, partly due to strong sales in North America as customers replaced aging equipment.

Retail dealers for the world's largest heavy equipment maker reported a 13 percent sales increase for the June-through-August period. The figure is down slightly from the 14 percent increase for the May-through-July period, the company said in a filing with the U.S. Securities and Exchange Commission.

Peoria, Illinois-based Caterpillar said dealer sales in North America -- where most of the company's revenue comes from -- were up 24 percent for the period, and dealer sales in Asia/Pacific -- the second-largest region -- were up 27 percent.

While the U.S. economy remains depressed, many construction firms are having to replace aging heavy equipment, boosting Caterpillar and its peers.

[Read more...](#)

Source: Reuters

US harvest continues to speed ahead

Both the U.S. corn and soybean harvest continued to pull further ahead of the average pace this past week, according to USDA's weekly Crop Progress report.

Read [more](#).

Source: DTN / Progressive Farmer

AGCO unveils \$20 million expansion for french manufacturing facility

AGCO, Your Agriculture Company (NYSE:AGCO), a worldwide manufacturer and distributor of agricultural equipment and infrastructure, has announced a \$20 million investment for its tractor manufacturing facility in Beauvais, France. The new complex will house the tractor cab production line and will also become home to a new Massey Ferguson International Sales Training Centre.

"This latest initiative at Beauvais underlines AGCO's commitment to continuing long-term investment in our worldwide manufacturing facilities and product lines," said Martin Richenhagen, Chairman, President and CEO of AGCO. "This project will provide the necessary space and scope to improve the efficiency of our production and lower our manufacturing costs."

[Read more...](#)

Source: AGCO

Hybrid and electric vehicle safety

Hybrid & Electric vehicles are here to stay and their high voltage systems present a serious electric shock risk. You must ensure that your personnel are properly trained to service these vehicles and that they have appropriate Personal Protective equipment. KPA suggests, and most manufacturers require at a minimum, the use of rubber insulating gloves when working on the vehicle's high voltage electric system. The OSHA standards for electrical safety equipment can be found under CFR 1910.137.

[Read more...](#)

Source: KPA

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.

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NAEDA, Association & Program Partner News

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](#).

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.

To sign up for NAEDA PartnerShip Select Service call **800-599-2902** or sales@PartnerShip.com

National Equipment Register webinar

Spend an hour with Michael St. Hill with National Equipment Register (NER), the creator of the first nationwide database registry of construction equipment and materials. Intended to ward against theft, this service will assist your accounts who own or operate higher valued equipment with reducing or preventing theft.

When: Monday, October 15, 2012
1:00 PM - 2:00 PM Eastern Time

This webinar is intended to introduce NER's services to you and to provide an opportunity for you to ask any questions you may have about the service. Mr. St. Hill can help you learn to market, familiarize and register your clients for this service. So come prepared to interact with Mr. St. Hill and improve your level of service to your accounts.

[Register here...](#)

Source: National Equipment Register

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

Harper appoints group to cut more from federal budget

Several months after unveiling a budget that cut billions in federal spending, Prime Minister Stephen Harper says he wants to look for more ways to reduce costs. Harper quietly established a subcommittee of cabinet this week to examine possible "efficiencies" throughout government and find "additional" cuts.

[Read more...](#)

Source: The Province

Canadian agriculture ministers sign \$3-billion growing forward agreement

A new five-year agreement between Canada's federal, provincial and territorial governments will provide over \$3 billion to support strategic initiatives in the agriculture, agri-food and agri-products sectors, the federal government has been announced. The new agreement is a revision of the government's existing Growing Forward initiative, which aims to create a profitable and innovative agricultural industry.

[Read more...](#)

Source: Financial Post

Peter Lougheed's death stirs emotions of Canadians

Condolences are pouring in from across Canada following the news that Alberta's former premier Peter Lougheed has died. Lougheed, 84, is being remembered as a man who left an indelible mark on Alberta and the country.

[Read more...](#)

Source: CBC

Government agriculture supports at record low in 2011, says OECD

A Paris-based think tank says government support to agriculture fell to a record low of 19 per cent of total farm receipts in 2011. The Organization for Economic Co-operation and Development says this was driven by developments in global commodity markets, rather than by explicit policy changes. The OECD says support to producers stood at \$252 billion in OECD countries in 2011, confirming a longstanding trend toward falling farm support.

[Read more...](#)

Source: Canadian Business

Ottawa defends safety amid ban on Alberta plant's beef

The federal agriculture minister vigorously defended the country's meat inspection system Tuesday in the wake of news that U.S. authorities have halted exports from an Alberta plant indefinitely after intercepting several shipments of contaminated beef at the border. Gerry Ritz said he was hopeful his American counterpart will lift the ban on product from the Brooks facility of XL Foods Inc. in a few days now that corrective action has been taken.

[Read more...](#)

Source: Calgary Herald

U.K., Canada to share some diplomatic facilities

The U.K. and Canada plan to share some diplomatic facilities abroad, British and Canadian officials said Sunday, a move aimed at reining in overseas diplomatic costs amid austerity efforts in both London and Ottawa. The move underscores the close relationship of the two allies and attempts by both governments to save cash. The U.K. is in the midst of an aggressive belt-tightening effort, aimed at reducing its debt load.

While Canada enjoys a relatively healthy fiscal position compared to many of its Group of Seven peers, it too has embarked on an effort to cut costs after several years of spending heavily to navigate the global financial and economic crisis.

[Read more...](#)

Source: Wall Street Journal

Trade, foreign affairs dominate Cabinet's agenda in fall session

Foreign trade and investment will continue to dominate Cabinet's priorities this fall, and although some ministers have acknowledged public concerns over international trade and foreign investment, they say that issues like the proposed Nexen takeover and the Canada-EU free trade agreement are necessary to Canada's continued economic growth.

[Read more...](#)

Source: The Hill Times

Tip of the Month



[September Tip of the Month: Don't Forget - Equal Opportunity Reports \(EEO-1\) Are Due Sept. 30](#)

This month, we'd like to remind our colleagues in Human Resources about a very important deadline: Submit [Form EEO-1](#) to the Equal Employment Opportunity Commission (EEOC) by September 30, 2012.

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

Free KPA Webinars

[5 Tools to Help Increase Your Online Productivity - October 3, 2012](#)

[Facebook and Twitter and LinkedIn, Oh My: The Employment Law Implications of Social Networking - October 4, 2012](#)

[Facebook - YouTube - Pinterest - and the Rubik's Cube - October 10, 2012](#)

[How to Simplify Analytics to See the Numbers that Make a Difference - October 17, 2012](#)

[How to Avoid OSHA and EPA Traps at Your Collision Center - October 18, 2012](#)

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