



NAEDA Update

NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Thursday, January 10, 2013

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Legislative & Regulatory News

Tax package extends Farm Bill in parts and pieces

The House of Representatives sent a tax package to the president late New Year's Day with legislation that also extends portion of the 2008 farm bill.

The legislation offers a partial, nine-month extension of farm programs. Provisions were removed from the bill that would have funded \$664 million in disaster aid aimed mainly at livestock producers as well as fruit and vegetable growers not protected by crop insurance. Agricultural groups were upset over the way the farm legislation was handled, particularly given that more than 30 programs were left unfunded and in limbo throughout 2013 until a new, five-year bill is adopted.

Read [more](#).

Source: DNT / Progressive Farmer

Cliffhanger tax bill rewards ag with bonus depreciation

The dust hasn't yet settled in Washington, D.C., but farmers can count on scoring some significant tax victories in legislation designed to avert the fiscal cliff. Chief among them are provisions renewing generous write-offs for equipment purchases and permanent exemptions that spare moderate-sized farm estates from federal tax.

Congress restored accelerated depreciation rules for 2012 and 2013 that should help crop producers shelter record incomes. (DTN file photo by Nick Scalise)"On a scale of 1 to 10, I'd definitely give it a 7," said Paul Neiffer, a CPA and partner in the agribusiness group of CliftonLarsonAllen who spent much of New Year's Day studying the bill now awaiting President Barack Obama's signature. "For the most part, terms are very favorable for agriculture compared to going over the cliff."

One major surprise was a generous renewal of Sec. 179 and bonus depreciation rules that have allowed high-income farm operations to shelter sizable incomes in recent years. The bill extends 50% bonus depreciation through the end of 2013. It also hikes Sec. 179 deductions to the old 2010/2011 level of \$500,000 for 2012 and 2013. Without the change, Sec. 179 would have been \$139,000 for 2012 and reverted back to \$25,000 in 2013.

Read [more](#).



"The Way I See It..."

NAEDA's OPE Dealer Council Calls for Action

NAEDA's OPE Dealer Council met last October while attending the GIE+EXPO Show. They met with The OPE Dealer Council, the group made up of representatives from the Mid-America Equipment Retailers Association, the Northeast Equipment Dealers Association and the Ohio-Michigan Equipment Dealers Association. This was the first time for a joint meeting of the two councils, which was co-chaired by Scott Muehlhauser and Dale Magie. Both are the respective council chairs.

[Read more...](#)



Source: DTN /Progressive Farmer

USDA designates 597 counties in 2013 as disaster areas due to drought USDA offers emergency loans to producers ahead of 2013 crop season to help combat persistent drought

Agriculture Secretary Tom Vilsack today designated 597 counties in 14 states as primary natural disaster areas due to drought and heat, making all qualified farm operators in the areas eligible for low-interest emergency loans. These are the first disaster designations made by the U.S. Department of Agriculture in 2013.

"As drought persists, USDA will continue to partner with producers to see them through longer-term recovery, while taking the swift actions needed to help farmers and ranchers prepare their land and operations for the upcoming planting season," said Vilsack. "I will also continue to work with Congress to encourage passage of a Food, Farm and Jobs bill that gives rural America the long-term certainty they need, including a strong and defensible safety net."

[Read more...](#)

Source: USDA

Vilsack sparks a conversation about rural America

Throughout his tenure Agriculture Secretary Tom Vilsack has talked about the opportunities in rural America, especially in industries such renewable energy and the bioeconomy. Still, he had to add the element of questioning rural America's political relevance to actually spark a national conversation over the past month.

Vilsack has been alternately clarifying and building on comments he made last month at a speech in Washington in which he pointed to infighting and division within agriculture and rural America as hurting the ability to work on national initiatives for farmers and rural residents.

"I think we got people's attention," Vilsack said Tuesday in a phone interview. "That's what it was designed to do. There's a difference between the relevance of rural America to the rest of the country and the political relevance of rural America."

[Read more...](#)

Source: DTN/Progressive Farmer

Sen. Cochran becomes ranking member on Senate Ag Committee

Sen. Pat Roberts, R-Kan., announced Thursday that he has lost his position as ranking member of the Senate Agriculture Committee for the next term of Congress.

"Sen. Thad Cochran, R-Miss., is going to assert his seniority on the Ag Committee and will become the ranking member," Roberts said. "Seniority is a well-respected and historic privilege in the U.S. Senate. Sen. Cochran has my full support, and I will move his nomination when I bring the committee together for a vote later today. I expect it to be unanimous."

Roberts said he will remain a senior member of the Agriculture Committee and will continue to be a "strong and vocal champion" for agriculture.

"Rest assured, I will remain a strong and vocal champion for agriculture as a senior member of the committee. I will retain my Finance Committee seat and as a senior member of this committee, I am able to affect trade policy, especially ag trade, tax reform, and rural health care."

[Read more...](#)

Source: DTN Progressive Farmer

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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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Events

Save the Date: 2013 NAEDA Fly-In



Industry & Manufacturing News

2013 Dealer-Manufacturer Relations Survey

NAEDA will once again be conducting its annual Dealer Manufacturer Relations Survey in January 2013. Dealers should be receiving or have received the email link to participate in the survey this week.

The survey asks dealers to rate the manufacturers that they do business with in important categories regarding Products (quality, availability, tech support), Parts (availability, quality, return policy), Communication, Warranty and Marketing/Advertising support. Responses are compiled anonymously and distributed to manufacturers and NAEDA dealer members for comparison, analysis and review.

Last year over 1900 responses were collected from dealers of 39 manufacturers evaluating the categories of dealer/manufacturer relationships. This year we have received cooperation from the manufacturers and are expecting an even larger level of response from members and non-association members. However, only dealers who are members of NAEDA and their affiliate associations will receive the results of the survey.

The NAEDA Dealer Manufacturer Survey has been one of the association's most successful endeavors and in 2013 we are building on this success and recognize the manufacturers that have done an exemplary job in the key areas correlated to a dealer's operational model. The NAEDA "Dealer's Choice" awards have been created to recognize these companies. The Dealer Manufacturer Relations Survey will be the format and data utilized to determine the winners of the NAEDA Dealer's Choice Awards. These companies (Major manufacturer, Shortline manufacturer and Outdoor Power Equipment Manufacturer will be announced, recognized and presented at the NAEDA Board of Directors Meeting in Phoenix, AZ on March 6, 2013 at the Ritz-Carlton Hotel.

Please take time to participate in this important survey. Your manufacturers take the responses seriously and the results are especially helpful for NAEDA in its Manufacturer/Industry Relations efforts and for dealers in their business decision making.

AGCO to Retire SpraCoupe® Self-Propelled Sprayer in 2013

AGCO application equipment line-Up shifting to meet changing industry trends

Duluth, GA (Jan. 7, 2013) – Citing EPA compliance and diminishing volumes resulting in an ever-changing industry landscape, AGCO has announced it will discontinue production of its line of SpraCoupe® compact, self-propelled sprayers in 2013.

Mark Sharitz, AGCO's marketing director for Application Equipment, said production of all SpraCoupe 2013 models – including the 4460, 4660, 7460 and 7660 models – will continue through May, 2013. AGCO will continue to manufacture SpraCoupe parts, which will remain available to customers along with professional service support from their SpraCoupe dealers, he said.

For the past 50 years, the SpraCoupe brand has served farmers who want smaller professional-grade self-propelled application equipment for applying fertilizer and crop protection products on their own. However, the North American customer base for this segment has been shrinking, reflecting fewer, smaller farms and a growing number of larger farming operations, pushing farmers to demand larger, more productive machines. Sharitz said these market shifts combined with the cost for Tier 4 compliance have made it impractical to continue the SpraCoupe brand after the 2013 model year.

“Our SpraCoupe brand has enjoyed a proud, 50-year heritage of serving farmers’ application needs, and we thank our customers for their confidence in our quality AGCO products,” Sharitz said. “This was a difficult decision, but a necessary step for AGCO to maintain its leading position in the application industry.”

Sharitz noted that AGCO’s commitment to the application industry remains strong, evidenced by the company’s industry-leading RoGator® and TerraGator® branded machines, which are backed by the most knowledgeable sales and support team in the business.

Source: [AGCO news release](#)

Billy Goat Industries announces new Western Regional Sales Manager

Billy Goat Industries is pleased to welcome Carmelo Grenier as Western Regional Sales Manager. In this key role, Carmelo will be responsible for leading Billy Goat’s sales efforts across the Western United States for all sales channels.

Carmelo brings more than 30 years of experience with five major manufacturers including Hitachi Koki USA, Ltd.; Shindaiwa, Inc.; Garden Way, Inc.; Cub Cadet, Corp.; and Waxman Industries, where he held roles of increasing responsibility from Territory Sales Manager, District Sales Manager, Regional Sales Manager, to North American Sales Manager.

Carmelo’s proven record and solid experience with sales, distribution, marketing, and management will provide a high level of professional field support to our growing western region and be asset to all our partners throughout the region in growing share.

We are delighted to have Carmelo onboard representing the company. He will remain in Oregon, where he resides in Sherwood with his family.

Source: [Billy Goat](#)

Biofuels credits reinstated

Congress reinstated the biodiesel blenders credit and extended the cellulosic biofuels producer tax credit as part of the package to avoid falling off the fiscal cliff.

Under legislation passed by Congress this week, the \$1-per-gallon blenders credit for biodiesel and renewable diesel which expired Dec. 31, 2011, will go back into effect retroactively for 2012 and extend to the end of 2013. (Photo courtesy of the Renewable Energy Group)The House of Representatives on Tuesday passed by a vote of 257-167 a bill to avert a set of automatic tax increases that would have gone into effect Jan. 1. The bill passed the Senate 89-8 Monday and is expected to be signed by President Barack Obama.

Under the legislation, the \$1-per-gallon blenders credit for biodiesel and renewable diesel which expired Dec. 31, 2011, will go back into effect retroactively for 2012 and extend to the end of this year.

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 February 18-19, 2013 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 and actions of 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 they can be addressed by them directly and help get them resolved.



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NAEDA, Association & Program Partner News

NAEDA Annual Meeting & Installation of Officers/Board of Directors Meeting

NAEDA will hold its annual meeting/installation of officers and board of directors meeting at the Ritz-Carlton Hotel in Phoenix, AZ on March 5-7, 2013.

PartnerShip® digs into the 2013 small package rate increases and helps shippers lessen the impact

Near the beginning of every New Year, the shipping experts at PartnerShip dig into the small package carriers' annual rate increase announcements. We like to read between the lines for our customers, digest the tables and charts, see what information is out there that FedEx and UPS didn't say, or maybe just hinted at. As always, how much more expensive your particular small package shipments will be in the New Year largely depends on many factors, including shipment volumes, sizes, weights, and modes.

[Read more](#) to find out about 2013 ground package rate increases.

Source: PartnerShip

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

Kim McConnell: Championing Canadian ranchers and farmers

The story of how food gets onto our dinner plates each night is an important one; and, it's a tale that Kim McConnell never tires of telling. A thriving agri-food sector in Canada results in our enviable access to vegetables, grains and proteins, says McConnell. It's easy to become excited about agriculture, says McConnell, who became the first marketing agency professional inducted into the Canadian Agricultural Hall of Fame this fall.

[Read more...](#)

Source: Calgary Herald

Progress Energy picks TransCanada for \$5-billion project

TransCanada Corp. has been chosen by Progress Energy Canada Ltd. to build the proposed \$5-billion Prince Rupert Gas Transmission project. The pipeline project is to transport natural gas primarily from the North Montney gas-producing region near Fort St. John, B.C. to the Pacific Northwest LNG export facility in Port Edward near Prince Rupert, B.C. Calgary-based TransCanada will also design, own and operate the 750-kilometre pipeline, whose construction is expected to create 2,500 direct jobs over a three-year period.

[Read more...](#)

Source: The Globe and Mail

Federal government phasing in information hubs for farmers

The federal government is phasing in 16 information hubs with helpful advice for farmers. Agriculture Minister Gerry Ritz made the announcement Monday in Saskatoon. Farmers will be able to call the centres and get advice on growing and selling their products from experts in certain fields. One of the centres will be located in Saskatoon. It will focus on grains and oilseeds, plants with novel traits and fertilizer industries. Ritz says the centres will be phased in over the next few years at no added cost to taxpayers.

[Read more...](#)

Source: CTV News

Canada oks heating oil exemption

There will be a permanent exemption to Canada's mandate for blending 2% biofuel into home heating oil, the Canadian Minister of the Environment Peter Kent said in a news release this week.

In addition, Kent announced a six-month extension for the exemption from the 2% renewable content requirement for diesel fuel for Canada's Maritime Provinces, giving refineries in the Maritime provinces an extra six months to ensure that 2% of the diesel fuel they produce comes from renewable sources.

[Read more...](#)

Source: DTN Progressive Farmer

Tip of the Month



[January Tip of the Month - Audit Your HR Compliance](#)

With the focus on enforcement by the Department of Labor in 2012 every HR manager should take the time to do a compliance audit by the end of this month. It is always better to self-audit and correct issues rather than take the "wait and see if they catch me" approach. Find out more at <http://blog.kpaonline.com/category/tipofthemonth/>

Free KPA Webinars

[Ask the Attorneys: Your HR Legal Questions Answered - January 10, 2013](#)

[How to Email, Exchange, and Re-Target Using Facebook Platform - January 16, 2013](#)

[From The Citation Files - OSHA - January 17, 2013](#)

[Recycling: Going Green while Staying Safe and Compliant - January 31, 2013](#)

[Social Media. The BIG Picture - February 6, 2013](#)

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