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NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Thursday, July 25, 2013

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Canadian News

Competition Tribunal throws out case against Visa, MasterCard

Canada's Competition Tribunal has dismissed a major case against Visa Canada Corp. and MasterCard International Inc. that argued the credit card companies impose undue fees on merchants. The ruling is a setback for retailers who have been fighting for the right to pass on transaction fees imposed by the credit card companies and their card providers, often Canadian banks, to customers in the form of surcharges.

[Read more...](#)

Source: The Globe & Mail

Crop Yields could top expectations

Pea and lentil forecasters should pull out their erasers and then pencil in bigger average yield projections, according to industry observers. "If you look at the big picture, we're going to produce more than an average crop," said Greg Simpson, president of Simpson Seeds Inc., one of Saskatchewan's largest lentil processors.

[Read more...](#)

Source: The Western Producer

Ag ministers discuss trade, insurance and emergency support

This year's federal/provincial/territorial agriculture ministers' meeting touched on many issues. Trade matters were a major topic of discussion and the ministers reiterated their support for Canada's supply management system.

[Read more...](#)

Source: Better Farming

Bank of Canada keeps rate steady at 1%

The Bank of Canada opted to keep its benchmark interest rate steady at one per cent on Wednesday, the same level it's been at for almost three years. "Growth is expected to be choppy in the near term, owing to unusual temporary factors," the bank said in a statement, "although the overall outlook is little changed from the bank's projection in ... April."

[Read more...](#)

Source: CBC news

Rising gas, car prices lift Canada's inflation to 1.2% in June: StatsCan

Rising gasoline and car prices fuelled the first significant spike in Canada's cost of living since February last month, lifting the annual inflation by half a point to 1.2 per cent — still low by historical standards. Overall, consumer prices were higher in six of the eight major components tracked by Statistics Canada. The exceptions were health and personal care costs, and recreation, education and reading.

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Source: Calgary Herald

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From the NAEDA Office

Train Wrecks -More Regulations to Come

By Mike Williams

NAEDA is your watchdog for laws and rules that can impact your industry.

I believe most Americans know very little about the regulatory process at the federal level of government or even at their own state and local levels. Many times these regulations, rulings, decisions, etc. can be real train wrecks if allowed to stand or be implemented.

In a May 1, 2013 article published in Human Events, John Stossel had this to say about the details of President Obama's Affordable Care Act, so called Obamacare. I thought this is worthy of a read as the law goes into effect next year and the ensuing regulations that will be learned the hard way. Here is his take on the law:

"Many people lazily assume that the law will do roughly what it promises: give insurance to the uninsured and lower the cost of health care by limiting spending on dubious procedures.

"Don't count on it.

"Consider just the complexity: The act itself is more than 906 pages long, and again and again in those 906 pages are the words, 'the Secretary shall promulgate regulations ...'

"'Secretary' refers to Secretary of Health and Human Services Kathleen Sebelius. Her minions have been busy. They've already

Harper cabinet shakeup adds new faces

Prime Minister Stephen Harper added new faces to his cabinet, four of them female, in a major shuffle that has numerous portfolios changing hands and new positions being created.

[Read more...](#)

Source: CBC news

Ontario crops: not just wet, but very wet Concerns regarding 'lost crops' however, may be premature

Call it a lot of bad news contrasting against the potential for some upside. Yes, early July — particularly in the southwest corner of Ontario — was not only wet, it was very wet — a deluge that has damaged some crops and probably lowered yield. But the bright spot to this wet first half of the month is that there's still a sizeable portion of the growing season, and that means there's still an opportunity for crops to rebound.

[Read more...](#)

Source: Alberta Farm Express

It's time to tell the real story

Agriculture More Than Ever is an industry cause to improve perceptions and create positive dialogue about Canadian agriculture. Together we can shine a spotlight on the facts, stories and people that make this industry special. Your ag story matters...speak up and speak positively.

[Read more...](#)

Source: Agriculture More Than Ever

'It's like rural Disneyland': Tractor enthusiasts flock to Alberta for annual Plowing Championship

Standing in a flat field divided between pale stubble and recently cut hay, Kerry Moynihan points to a long, white tent erected in the distance. "We're trying to turn that field into Disneyland," he says. "Not quite Disneyland. It's like rural Disneyland."

[Read more...](#)

Source: National Post

added 20,000 pages of rules. They form a stack 7 feet high, and more are to come. "Our old health care system was already a bureaucratic and regulatory nightmare. It had 16,000 different codes for different ailments. Under our new, 'improved' system, there will be more than a 100,000. "Government likes to think regulations can account for every possibility. Injured at a chicken coop? The code for that will be Y9272. Fall at an art gallery? That means you are a Y92250. There are three different codes for walking into a lamppost— depending on how often you've walked into lampposts. This is supposed to give government a more precise way to reimburse doctors for treating people and alert us to surges in injuries that might inspire further regulation. "On Government-Planned World, this makes sense. But it will be no more successful than Soviet central planning." I think Mr. Stossel summed that up pretty well, don't you? But, that is only one set of regulations. If you have not had the chance to review a copy of the Federal Register that is published almost every workday, you should. You will see a continuous spiel of proposed, amended and/or new regulations coming out of the federal government. That stack of 7-foot-high regulations for Obamacare won't hold a candle compared to the total height of all the published Federal Registers over the course of a year.

NAEDA Keeps Track for You

You are probably asking, "How do you know?" Well, one part of the work NAEDA does in government relations for our members is to read through each and every one of those Federal Registers looking for issues, problems and opportunities in the regulations that could negatively or positively impact your dealership and employees. We make comments to the federal agency when requested and/or offer suggestions to make the regulations better.

Lastly, other train wrecks in regulations sometimes come from court decisions. Whether they are from state or federal circuit courts, appellate courts or even Supreme Courts, they rule on laws and regulations every day that can make changes in how businesses must react and/or comply.

A great example of a court implication is when the U.S. Court of Appeals for the D.C. Circuit ruled on Jan. 25, 2013, that the three members of the National Labor Relations Board (NLRB) were unlawfully recess-appointed in January 2012 by the president. Based on that court ruling, the NLRB had lacked a quorum since August 2011 and all their hundreds of decisions since that time could be invalid.

When I titled this article with the word "train wrecks," I was being somewhat facetious. But, as we look at the work of the last Congress and the new 113th Congress, there are a number of items that will come with new regulations because of laws passed then or that are being considered now for passage. One document that was recently released by



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Legislative & Regulatory News

Tax breaks that might look different after reform

There is only a few days left for senators to defend the entire tax code.

Instead of squabbling over which tax breaks to kill to overhaul the tax system, Senate Finance Committee Chairman Max Baucus (D-Mont.) and the panel's top Republican, Utah's Orrin Hatch, are trying to flip the script with their "blank slate" approach. By eliminating virtually every special tax provision, they're putting the burden on colleagues to explain to them — by July 26 — why each provision in the tax code ought to stay.

With hundreds of tax breaks jammed into the code, it's clear that not every provision will survive an overhaul, and those that do may look dramatically different. That's leaving everyone — lobbyists, executives and lawmakers — scrambling to game out how a new tax system might look.

NAEDA has actively been working on LIFO and other tax issues that are vulnerable to being dramatically rewritten — or scrapped entirely. Watch for further updates once the deadline is reached and we know more of what was submitted for inclusion in a tax overhaul.

Farm Bill conference waits as House plots nutrition moves

A formal conference committee between the House and Senate to resolve differences between the two chambers on the Farm Bill is on hold as House Republican leaders continue to strategize that chamber's next steps on the bill's nutrition title.

With less than two weeks before Congress begins its August recess, House leaders have yet to unveil separate legislation dealing with the Farm Bill's nutrition programs. While it would be possible to begin a conference without the House addressing the nutrition programs, it has been widely expected that House leaders would attempt to address those programs before appointing conferees.

McCarthy confirmed as EPA Administrator

The Senate confirmed Gina McCarthy as EPA Administrator last Thursday by a vote of 59-40. McCarthy most recently served as the agency's Assistant Administrator for the Office of Air and Radiation. She also previously served as Commissioner of the Connecticut Department of Environmental Protection.

Innocent Sellers Fairness Act introduced

Legislation was introduced last week by Rep. Blake Farenthold (R-TX) titled the Innocent Sellers Fairness Act. The bill limits the instances under which distributors and retailers could be subject to a product liability lawsuit. The legislation is similar to a bill NAEDA supported in 2007, but is slightly different than previous versions of the legislation. But, we believe it still does a good job of limiting the instances where sellers would be subject to product liability lawsuits.

Rep. Farenthold's office has asked National Lumber & Building Material Dealers Association (NLBMDA) to organize an industry letter in support of the bill of which NAEDA has agreed to sign-on to. Rep. Farenthold will also be circulating a Dear Colleague letter seeking cosponsors.

The bill was not introduced in the last Congress, but it was introduced in the 109th, 110th and 111th Congress.

2013 Farm Bill Update - July 2013

Both the U.S. Senate and U.S. House of Representatives have passed farm bills. As expected, differences exist. Some are notable. This post briefly reviews the current farm bill situation and looks at possible paths forward. It examines the farm bill situation from three perspectives: politics, process, and content.

[Read more...](#)

Source: Farm Doc Daily

Benefits of bioenergy can be maximized if EPA sticks with sound science

A decision late last week by the U.S. Court of Appeals in Washington marks a critical juncture in the future of the biomass power industry. The court vacated a three-year delay put in place by EPA in 2011 in its implementation of that portion of its "tailoring rule" covering biomass.

The rule sets the requirements for certain stationary sources to obtain a Clean Air Act permit for their carbon emissions. The rule would for the first time regulate carbon emissions from forest bioenergy production the same as fossil fuel emissions. The rule "tailored" its program by limiting those facilities required to obtain a permit to power plants, refineries and other large industrial plants, while exempting smaller sources like farms, restaurants, schools and other facilities. EPA delayed its implementation of the rule for biogenic emissions for three years, citing a need for further study.

While the court decision may accelerate the process for implementing the rule for biogenic carbon emissions, it does not prevent the agency from demanding and evaluating the best science in determining how to most appropriately regulate emissions from biomass facilities. EPA must continue the steps needed to adapt the rule in a way that fully accounts for the emissions benefits that are provided by biomass.

[Read more...](#)

Source: 25 x 25'

the House Ways and Means Tax Reform Working Groups for the full committee consideration included 560-plus pages of recommendations for tax reform alone. Think what the regulations would be if those tax changes were all signed into law! Other examples include: the farm bill, immigration reform, trucking regulations, water infrastructure funding, streamlined sales taxes and all the agency appropriations. More train wrecks? We can certainly hope not.

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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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Industry & Manufacturing News

Dealer Perks announced for GIE+EXPO

The roundup of dealer benefits at the Green Industry & Equipment Expo (GIE+EXPO) is now complete with Dealer-Only Day headlining! Seminars from THE national dealership expert, technician certification, hands-on demos of hundreds of new products, networking, best-practice tips and giveaways - it's a formula for a high return on investment.

"This year's show, Oct. 23-25, is a must-attend event for dealers who are looking to move their stores to the next level," said Warren Sellers, GIE+EXPO director. "Dealers want their own day and we are giving it to them! We based the 2013 program on what dealers and their exhibitors asked for."

[Read more...](#)

Beef Industry about to make a slow turn

The beef industry is about to reverse a downward trend in numbers, but expansion is expected to start slowly. The number of beef animals has been in a downward spiral since 2007 due to drought which has ravaged pastures and due to high prices of corn, soybean meal, and forages. Now, prospects are brightening for a renewal of pastures and for a welcomed reduction in feed prices.

[Read more...](#)

Source: Farm Doc Daily

America goes it alone on high corporate taxes

In an op-ed for the Wall Street Journal, Mieko Nakabayashi, a former member of the Japanese Diet, and James Carter, an official in George W. Bush's Administration, argue that the US' high corporate tax rate is harming the national economy. They note that the rate is the highest in the industrialized world, and add that even the Japanese have reformed their tax structure.

[Read more...](#)

Source: U.S. Chamber of Commerce

Dealer Summit announced for GIE+EXPO

A highly relevant new seminar has just been announced for Dealer Day at GIE+EXPO in Louisville. On Oct. 23, a lunch-and-learn Dealer Summit will include a session unveiling new research about buying and attitude trends to help dealers be more effective in reaching top contractors. The seminar will also include a panel discussion on important developments like diversification, marketing, social media, sales management and

more. Distributors are also encouraged to attend. Attendees will receive a full copy of the research report.

The new research will be presented by GIE Media, the publishers of Lawn & Landscape, Golf Course Industry and Green Industry Supply Chain News magazines.

Another just-announced presentation will include an incisive panel discussion featuring leaders from major manufacturing partners moderated by longtime industry leader Kim Rominger. Rominger is the executive vice president of Association Management Group and one of 16 association executives associated with the North American Equipment Dealers Association, which is helping organize the Summit.

Topics for the panel discussion will include how dealers fit into the future for these companies, how the companies plan to use online sales in the future, compatibility of electronic communications and billing systems and, of course, how they are responding to the challenge of E15.

The new Dealer Summit will run from noon until 3 p.m. on Wednesday, Oct. 23 at the Kentucky Exposition Center, the site of GIE+EXPO (the Green Industry & Equipment Expo) and the collocated Hardscape North America. Pre-registration is required for participation in the Summit. The cost to attend the Summit is \$50 and the cost to register for the tradeshow is \$10 through Sept. 11; \$25 Sept. 12-Oct. 22; or \$50 onsite.

Kris Kiser, president & CEO of the Outdoor Power Equipment Institute, one of the sponsors of GIE+EXPO, said, "Astute dealers and distributors will jump at this opportunity. This is a chance for them to hear, first hand, about the big trends impacting the market and how their supply partners plan to work with dealers in the future. "

Dealer Day

GIE+EXPO's 2013 dates are Oct. 23-25. Wednesday, Oct. 23, will be an exclusive preview day for dealers, retailers, distributors and media. A Dealer Resource Pavilion will be open 9 a.m. - 7 p.m. and indoor exhibits will be open 3 - 7 p.m. During a welcome reception on the show floor, 5 - 7 p.m., many of the exhibitors will host games, food, festivities and prizes in their booths, including a \$5,000 giveaway sponsored by STIHL Inc.

On Thursday and Friday the tradeshow and the adjacent Outdoor Demonstration Area will be open to all in the industry.

Registration

Now the 9th largest tradeshow in North America, GIE+EXPO is sponsored by the Outdoor Power Equipment Institute, Inc. (OPEI), Professional Grounds Management Society (PGMS) and Professional Landcare Network (PLANET). For information and online registration: www.gie-expo.com. Other contact points: [Facebook](https://www.facebook.com/GIE-EXPO), info@GIE-EXPO.com and 800-558-8767/812-949-9200.

Source: GIE+EXPO

NAEDA, Association & Program Partner News

Minimizing the cost of your processing account - Important money saving information

The cost of accepting card payments is driven primarily by interchange, which is set by card associations like Visa®, MasterCard®, Discover® Network and UnionPay. They charge interchange fees to offset the costs associated with the card payments network. Interchange fees are evaluated quarterly based on an analysis of industry costs and economic conditions. Although interchange fees are applied to all credit card processors equally, they fluctuate in amount based on a variety of factors.

[Read more...](#)

Source: Elavon

NAEDA introduces digital edition of the Equipment Dealer Buyer's Guide

For years the North American Equipment Dealers Association has published the Equipment Dealer Buyer's Guide for dealer members and associates. This annual directory of equipment industry manufacturers, suppliers and distributors is a sought after publication that dealers reference year round.

Dealers are no strangers to incorporating new technology in the operation of their business and to meet the ever increasing technological needs of their customers. In today's digital world, we have received requests that the Buyer's Guide be provided in a digital format so that it can be viewed on-line on their computers and mobile devices. We are therefore pleased to introduce and debut our on-line digital version of the NAEDA's 2013 Equipment Dealers Buyer's Guide.

All of the editorial information, company and product listings appear in the new digital version just as in the printed edition. However, the digital versions is more interactive with live links to company contacts and websites with the potential for embedded video displays, slide shows, and blow-in cards from companies and advertisers.

We suggest you bookmark this link, digital.naeda.com so you can access the digital edition of the 2013 Equipment Dealer Buyer's Guide throughout the year, and share it with your customers, clients, and colleagues.

Whether you prefer print or pixels, our goal is to provide you with the industry's best reference manual for companies, products and services catering the equipment dealer.

Equipment Dealers Foundation - Disaster Relief assistance

Tornado season is upon us and the unfortunate and catastrophic events of the past few days in Oklahoma, Texas and other areas serve as a reminder that disaster can strike at anytime, anywhere. History has also shown that these storms and natural disasters impact thousands of households and businesses including those of NAEDA members and their employees.

NAEDA's Equipment Dealers Foundation Disaster Relief Fund helps the employees of NAEDA dealer members who have been affected by natural disasters with emergency funds to help bridge the gap financially for the employees and families until insurance or other payments come in. When faced with a disaster, the EDF has been able to step in and help. Thanks to the generous support of dealers, manufacturers, suppliers and affiliated associations, EDF has assisted more than 130 families with more than \$200,000 in direct disaster grants to employees of NAEDA members.

We have already received applications and provided financial assistance to dealership employees as a result of the recent tornados in Texas and likely will see more requests from the recent Oklahoma disasters. Please consider a generous donation to the NAEDA Equipment Dealers Foundation. Donations can be made on-line on the EDF website at: <https://www.naeda.com/SupportEDF/EDFFoundationOnlinePayment.aspx>

Tip of the Month



[July Tip of the Month: AC 609 Compliance](#)

It's summer time and chances for a fine being levied pertaining to AC 609 compliance are heating up! Protect your operations from these AC 609 vulnerabilities by ensuring:

1. Every employee who uses the AC machine has a valid AC certification.
2. All certifications are filed and readily available.
3. All AC machines being used are registered with the state.

Want other key Environment & Safety tips for your dealership? Get a customized list by taking the [KPA Environmental & Safety Risk Assessment!](#)

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Free KPA Webinars

[California Special: Ensuring Compliance for 2 of the EPA's Current Regulations - July 25, 2013](#)

[How to Tell if Your Social Media Presence Stinks \(and how to fix it\) - July 31, 2013](#)

[Critical Dealership Website Best Practices: the Online Sales Process - August 7, 2013](#)

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