



NAEDA Update

NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Thursday, March 28, 2013

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Legislative & Regulatory News

Direct payments to be reduced

USDA's Farm Service Agency (FSA) announced last week that it will capture the agency's required sequestration savings by reducing Direct Payments by up to 8.5%.

In order to comply with across the board budget sequestration cuts, FSA is required to reduce accounts by approximately 5%. However, payments to producers have already been made this fiscal year under programs such as the Supplemental Revenue Assistance Payments Program (SURE) and Noninsured Crop Disaster Assistance Program (NAP). Instead of requiring 350,000 recipients of these programs to return 5.1% of the payments, USDA informed Congress it will use its interchange authority to capture the required savings through the Direct Payments account by reducing the payments scheduled to go to producers later this year.

During a required 30 day Congressional notification period, FSA will temporarily suspend payments under the 2011 SURE program, the 2012 and 2013 NAP program, and the Milk Income Loss Contract Program (MILC). After this 30 day period, FSA has said it intends to resume making full payments for the suspended programs.

House Energy Committee issues 'White Paper' to launch RFS debate

The House Energy and Commerce Committee this week released its first in a series of white papers that the committee leaders say will examine a number of issues examining the federal Renewable Fuels Standard (RFS).

Chairman Fred Upton (R-MI) and ranking member Henry A. Waxman (D-CA) said in a statement that the white paper represents the launch of a bipartisan review of the RFS and issues "emerging with the current system," and offers an opportunity to solicit input from interested stakeholders.

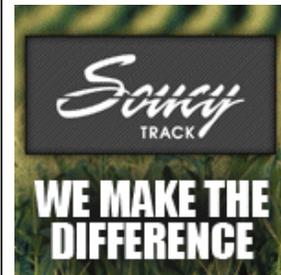
"It has been more than five years since the RFS was last revised, and we now have a wealth of actual implementation experience with it," the white paper states. "In some respects, the RFS has unfolded as expected, but in others it has not. Several implementation challenges have emerged that received little if any consideration prior to passage of the Energy Independence and Security Act of 2007. Furthermore, the overall energy landscape has changed since 2007. It is time to undertake an assessment of the RFS."

The white paper addresses the "blend wall, the point at which adding the required volume of ethanol to gasoline supplies would result in ethanol blends that exceed 10 percent, which is the maximum ethanol content approved for sale for use in all vehicles." (EPA has approved the use of E15 in cars and light trucks built since 2001.)

"As gasoline demand has declined in recent years, and ethanol targets have continued to rise, the blend



Take your business to the next level...



From the NAEDA Office

Why NAEDA?

By Tom Nobbe

As I begin my term as chairman of the North America Equipment Dealers Association, the question that comes to my mind is, "What do our dealer-members really need from us?" After all, our motto and driving purpose is, "Helping Dealers Succeed."

As I come into office, I realize that we are very fortunate to have had a truly robust agricultural environment the last few years. Even having just come off a truly difficult year that saw many of us faced with historic drought conditions, the overall health of the agriculture industry is truly envied by many.

wall is approaching much faster than anticipated," the paper states. "The required volumes of ethanol as set by the RFS must now be added to a smaller-than-expected pool of gasoline, and many experts predict the 10 percent blend wall may be reached as soon as this year. While blends containing up to 10 percent ethanol (E-10) have long been used, refiners may need to start producing E-15 to stay in compliance."

The approaching blend wall raises a number of issues for producers, refiners, auto manufacturers, and fuel retailers, the committee said in a statement issued with the white paper.

In addition to the white paper, the committee has posed a number of questions and asked stakeholders to submit response to those questions by April 5.

To access a copy of the white paper and read a list of the questions for stakeholder comment, along with instructions on how to respond, click [HERE](#).

Source: 25x25

RFA seeks multi-agency investigation of oil industry in E15 dispute

The conflict between the ethanol industry and the oil and gas sector ratcheted up this week when the Renewable Fuels Association asked EPA, DOE, USDA and the Federal Trade Commission (FTC) to launch a multi-agency investigation into "the oil industry's highly discriminatory and unlawful conduct . . . that is impeding the delivery of renewable fuels to the American marketplace."

A [letter](#) sent by the association to the agencies focuses on recent events at Zarco 66, a Lawrence, KS, fuel station that was the first marketer in the United States to offer E15, which the trade group says "illustrates just how far Big Oil will go to obstruct congressional purposes in enacting the [federal Renewable Fuel Standard, or RFS], limit the availability of renewable fuels in the American marketplace and, not coincidentally, bolster their campaign to repeal the RFS altogether."

The station, a ConocoPhillips franchisee, has a lengthy history of offering E85 (85-percent ethanol blend), using a blender pump that mixed the formula from two tanks, one carrying gasoline and the other straight ethanol. But the association says that because only certain vehicles can use E85, the oil industry viewed the station's sale of the high-ethanol blend as a "gimmick."

However, when Zarco 66 began offering E15, which can be used in any light-duty vehicle manufactured over the last decade, "the oil industry suddenly changed its tune."

The association charged that ConocoPhillips quickly threatened to terminate Zarco 66's franchise agreement and charge Zarco 66 hundreds of thousands of dollars in penalties unless Zarco 66 started offering "premium" gasoline - a fuel that would replace the ethanol housed in one of Zarco 66's fueling tanks, and a gasoline that is likely to result in far fewer sales than the ethanol blends that would be available if Zarco 66 maintained the current ethanol contents.

"For franchisees like Zarco 66, the message that the oil industry is delivering is loud and clear: Stop selling renewable fuels, or face the consequences," the RFA letter alleged.

The trade group says the oil industry is enforcing the unlawful act of "tying" agreements which violate Section 1 of the Sherman Antitrust Act.

"Here, the oil industry is forcing fuel stations to purchase and carry a product that they otherwise do not wish to carry (premium gasoline) as a condition for purchasing and carrying the tying product (regular gasoline)," the letter states. "Because franchisees are locked into franchise agreements (and such a lock-in effect is magnified when, as in the case of Zarco 66, the oil franchisor changes the terms of the relationship midstream), an oil franchisor holds appreciable economic power over the franchisee, which it is using to force franchisees to purchase premium fuel that they might not otherwise wish to carry."

The letter also alleges oil industry violations of the Gasohol Competition Act of 1980, which makes it unlawful to "unreasonably discriminate against or unreasonably limit the sale, resale, or transfer of gasohol or other synthetic motor fuel of equivalent usability."

The letter also charges the oil industry with violating the Petroleum Marketing Practices Act and ignoring the intent of the Energy Policy Act of 2005 and the Energy Independence and Security Act of 2007, which detail the requirements of the RFS.

Source: 25x25

Keystone XL picks up Senate backing

This is evident alone in the sheer number of high school kids choosing to enter into agricultural programs at universities, colleges and trade schools.

Many economists are projecting that the world population will grow by more than a third by the year 2050. In addition, the majority of this population growth will occur in developing countries where disposable higher income is leading to an increased demand for higher protein-based food. I am sure that we have all heard that in order to feed this growing population we will have to double our agricultural outputs by 2050, and there are a limited number of acres available to put in production.

So where is this needed growth going to come from? The only answer that I can see is growing more per acre by increasing yield production and by limiting risk factors such as drought, disease and insect infestation.

As I look around, I believe that our suppliers and other major agricultural companies are prepared for this immense challenge, but the question I ask myself is, "Are we, the dealers, ready?" Our customers are already demanding us to be on the cutting edge of new technologies, and I fully expect that this will continue to increase in the coming years. I believe that the dealers that recognize this need are poised to help their customers meet this great challenge.

In order to do this, we all need to be open-minded to the areas that this may lead us to. For example, I am amazed that some dealers are bringing agronomists on staff to help their customers make planning decisions. And those that are not employing such specialists are often partnering with a local agronomy company to provide this service to their customers. I am sure that when my father started in this business he would never have expected that need from an equipment dealer.

This brings me back to my original question of, "What do our members need from NAEDA?" I believe we need to be a resource to help our dealers understand these changing needs. Along with our dealer-members, we need to be able to think outside the box, and we will have to get out of our comfort zone. We need to make sure our dealers have access to the people and resources they need to make these strategic changes.

The easy thing for any organization to do is remain at the status quo. Change for any organization is never fun, but we have to be able to drive ourselves to take on new challenges and provide new solutions. If we

The Senate on Friday voted 62-37 to approve the proposed Keystone XL oil sands pipeline in an amendment to Senate budget.

Sen. John Hoeven's (R-N.D.) amendment was largely symbolic, but served as a clear statement that the Senate backs the pipeline.

"It puts the Senate on record in support of the Keystone pipeline project. And that's just appropriate," Hoeven said. "The Department of State has done four environmental impact statements over the last five years — four — and said there are no significant environmental impacts. And it's time that we in the Senate stepped up with the American people."

[Read more...](#)

Source: The Hill

Market Street Fairness Act passed in Senate budget resolution

Early Saturday morning March 23rd, the Senate adopted its first concurrent budget resolution in four years. The bill passed by a vote of 50-49. The vote was preceded by a 13-hour "votarama" on 70 amendments and there is a lot to digest. Obviously, none of this will have the force of law as all of the amendments that passed are attached to this budget resolution, which is dead on arrival in the House.

One item that should be mentioned was the vote on Sen. Enzi's amendment (R-WY) to allow states to form a cartel and collect internet sales taxes for other states. The Market Fairness Act passed in the form of a second degree amendment by 75-24. With a vote this strong in the Senate, it may signal to majority leader Harry Reid that he has more than 60 votes to pass this as a standalone bill. NAEDA has supported passage of this act previously.

Revised Form I-9 released for use by employers

The U.S. Citizenship and Immigration Services (USCIS) has issued a notice announcing that employers should begin using a revised version of the Form I-9. The revised I-9 became effective on March 8, but the government has provided a 60-day grace period during which employers may continue to use the old form. The 60-day grace period also provides employers who use electronic I-9 forms to ensure that the system they use is in compliance with the new I-9 form.

After May 7, 2013, employers must only use Form I-9 "(Rev. 03/08/13)N." The new form need only be used for new hires and re-verifications only. Employers must not complete a new form for all existing employees. To download a copy of the new I-9, [click here](#).



Industry & Manufacturing News

NAEDA releases 2013 Dealer-Manufacturer Relations report

NAEDA has compiled and published its comprehensive report on Dealer-Manufacturer Relations. Using a noted third-party survey and data collection and reporting apparatus, NAEDA asked dealer-members throughout North America to rate their manufacturers on twelve key operating categories. The 68-page

don't, our dealer-members will find other resources for these answers.

The dealers of the future are going to be those that can produce the results their customers are expecting. Dealers will need to be extremely strategic, creative and flexible in the future, and they will demand that same approach from the dealer association.

There is not a better time for all of us to start this growth than right now. As I have stated before, times are great right now, but great times can also lead any organization to sit back and not challenge itself to be better. We are now faced with that choice: Do we become complacent and satisfied, or do we become better?

I believe we as a dealer group must begin the journey now, so we can be prepared if this market does not remain as strong in the coming years. As dealers, we must start working today on what it will take to provide new and increased value to our customers. As an association, we have this same choice. And as I stated before, dealers will expect an association partner that will be able to grow with them.

As I look at the challenges that lie ahead for our dealers and our association, I realize that these challenges provide opportunities for us to truly become better than we are today. This task will not be easy, but if we can accomplish it together, the rewards will be incredible.

To our success!

TOM NOBBE is the new chairman of the North American Equipment Dealers Association. Tom is general manager of Wm. Nobbe & Co., Inc., a seven-location John Deere dealership headquartered in Waterloo, Ill. Tom can be contacted by telephone at 618-939-6717, extension 1010, or via e-mail at Tnobbe@wmnobbe.com.

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About NAEDA Update

report is being released this week to dealers (through their regional affiliate associations) and the manufacturers.

The information can be used to monitor how manufacturers compare with other manufacturers when assessing potential business partners. Manufacturers can use the summary as a baseline for areas of improvement within their organization and the industry as a whole. The aim is to have serious discussions about industry best practices in these key business areas.

Over 3000 total evaluations were submitted from dealers throughout North America evaluating twelve categories of dealer/manufacturer relationships, a significant increase from previous years. This report includes summaries of these survey categories for 46 manufacturer/brands also up from last year. These companies received a sufficient number of responses necessary to provide meaningful analysis of results. The brands included in the report reflect the diversity of products sold and serviced by dealers.

The survey results are broken down into four sections for comparative purposes: 1) All Manufacturers, 2) Ag Manufacturers/Shortlines, 3) OPE Manufacturers and 4) Major Tractor Manufacturers. Each brand's mean score for each category is measured against the mean for all 46 manufacturers, plus each manufacturer in the company's specific section. In addition, each company is measured separately against the mean for all manufacturers combined in bar graph form.

NAEDA has also announced the inaugural Dealer's Choice AwardsSM for 2013. The designation was awarded to the manufacturer scoring highest total scores from the twelve evaluated categories on the survey among three sections – Major Tractor Manufacturers; Ag/Shortline Manufacturers; and OPE Manufacturers. Congratulations to this year's winners Kubota Tractor, Vermeer and Hustler Turf.

Farmers less optimistic, businesses expect better profits

Farmers are feeling less optimistic about the ag economy than they did after last year's harvest, according to the latest results of the DTN/The Progressive Farmer Agriculture Confidence Index. At 106.9 (a score of 100 being considered neutral), the index reflects an overall positive outlook, buoyed by last year's strong farm income and bogged down by concerns about the future. Last December's index was 109.1. A year ago, the index was 108.5.

In the survey of 500 farmers and ranchers from across the country between March 1 and March 11, respondents rated their expectations for the year ahead at 88.2, a firmly negative perspective. That is up slightly from last year's 87.4.

Agribusinesses are more positive than they were after last year's grain harvest with the overall index value increasing to 104.3 from 100.7. The assessment of the present situation for the 100 agribusinesses surveyed dropped by 3.5 points to 112.7, but their expectations for the future gained 8.4 points to 98.5, largely on expectations of higher sales and better profitability down the road.

While agribusinesses feel better about business than they did after last year's harvest, they're still not as optimistic as they were a year ago. Last year, the Agribusiness Index was 111.1, and expectations for the year ahead were 10 points higher than this year.

When it comes to profitability, 39% of respondents consider it good, while 54% say it's normal, which analysts attribute to businesses improving their management of high grain prices. Looking ahead, 67% of survey respondents expect business profitability to be the same a year down the road while 20% expect improvement. Thirteen percent believe it will get worse.

Confidence among crop producers (106.8 overall) is at its lowest since the survey's initial reading in April 2010. For more on the indexes, including past results and methodology, visit http://about.dtnpf.com/ag/ag_confidence/index.cfm.

Engine Products Group appeals E15 partial waiver

The Engine Products Group (EPG) is challenging the Environmental Protection Agency's (EPA) decision to grant partial waivers [approving the sale of gasoline containing E15](#) (fifteen percent ethanol, eighty-five percent gasoline) for 2001 model year and new passenger cars and light trucks. The Court of Appeals dismissed the case in August 2012 for lack of jurisdiction.

Today, EPG has filed a petition for certiorari today asking the U.S. Supreme Court to review the DC Circuit Court of Appeals' August 2012 decision that none of the trade associations or parties had standing in the case. Members of the organization include the Alliance of Automobile Manufacturers (Alliance), The Association of Global Automakers, the Outdoor Power Equipment Institute (OPEI) and the National Marine Manufacturers Association.

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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

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Source: Domestic Fuel

Kai Wörn appointed new President and CEO of Husqvarna Group

The Board of Directors of Husqvarna AB has decided to appoint Kai Wörn as President and CEO of Husqvarna Group effective as of July 1, 2013. Hans Linnarson, who was appointed President and CEO in 2011, will continue to work for the Group until he retires early 2014.

Kai Wörn has solid industry background. He worked for the power and automation technologies company ABB between 1985 and 2004, where he held various senior international positions including roles in Belgium, Germany and the U.K. His last assignment at ABB was as President of the Business Unit ABB Robotics Products. Between 2004 and 2010, Kai Wörn was President and CEO at Seco Tools AB, a leading global metal cutting tools company, at that time listed at NASDAQ OMX Nordic stock exchange. Thereafter, Kai Wörn has held the position as Operations Partner at the private equity firm IK Investment Partners.

Kai Wörn was born in 1959 and is a graduate from the Royal Institute of Technology in Stockholm, Sweden.

"On behalf of the Board, I want to welcome Kai to the position as President and CEO of Husqvarna AB. In Kai Wörn, Husqvarna finds a President and CEO who in his previous positions has demonstrated strong leadership and strategic skills and who is well acquainted with global businesses. At the same time, we would like to thank Hans Linnarson for his great contributions as President and CEO during a couple of challenging years," says Lars Westerberg, Chairman of the Board of Husqvarna AB.

[Source: Husqvarna Group](#)

Manitou CEO steps down as board calls for better profitability

Manitou has announced that President and CEO Jean-Christophe Giroux has stepped down.

"The Board believes that the new environment calls more for an operational focus, with a better balance between profitability and development," according to a prepared statement from the company. Giroux will stay with the company through March 31.

The 2012 earnings report was mixed. On one hand the company saw a 12-percent increase in net sales and a 2-percent increase in gross profits. On the other, it took the hit of an 11-percent drop in operating profit.

Giroux is being replaced on an interim basis by Dominique Bamas who has served as an independent board member at Manitou since June 2009, though he has been working with the company in some respect for 25 years.

The announcement pays "tribute" to Giroux for "weathering the 2009 storm, for initiating all necessary reforms and for successfully repositioning the CE and IMG divisions on new trajectories." The Compact Equipment division saw a sales boost of 30 percent in 2012 while Industrial Material Handling was up 11 percent.

Henri Brisse, Manitou's worldwide Vice President of sales and marketing, is also leaving the company.

[Source: Equipment World](#)

AEM elects new director

CNH executive serves on board of equipment manufacturers' trade group

James E. Walker, Vice President, Case IH NAFTA for CNH in Racine, Wisconsin, has been elected to the Board of Directors of the Association of Equipment Manufacturers (AEM), the North American-based international trade group for companies that manufacture equipment, products and services used worldwide in the agricultural, construction, forestry, mining and utility sectors.

AEM directors help set the guidelines and operating policies of the association on behalf of its members in areas including public policy, equipment statistics and market information, trade shows, technical and product safety support, global business development, education/training, workforce development and worksite safety/ educational materials.

AEM is headquartered in Milwaukee, Wisconsin and has offices in the world capitals of Washington, D.C.; Ottawa, Canada; and Beijing, China. For more information on AEM and its activities, go online to

www.aem.org.

Source: AEM

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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.

The interchange rate you pay can be affected by factors you can control as well as those outside of your control. For example, you can't control the type of card presented or whether the cardholder earns miles or rewards for using the card, but you can control the way your account is configured, how the transaction data is entered into the terminal, and the time of settlement versus time of authorization.

[Read more...](#)

Source: Elavon

KPA Webinar: Are you ready to E-Verify?

How to use E-Verify to hire and maintain a legal workforce

Dealerships must have a legal workforce. E-Verify, the free Web-based service from the Department of Homeland Security (DHS) and Social Security Administration (SSA), makes it easy for dealerships to quickly confirm the employment eligibility of new hires. Employers are now using E-Verify at more than one

million worksites across the nation. Many states now require the use of E-Verify. Join Michael Pollard, Management & Program Analyst for the U.S. Citizenship and Immigration Services (USCIS) Verification Division to learn how simple it is to use E-Verify to hire and maintain a legal workforce.

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 March 28, 2013

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

[Register here.](#)

Hazard Communication Standard now aligned with Globally Harmonized System

In March 2012, the U.S. Department of Labor and OSHA adopted an update to the Hazard Communication Standard to bring it in alignment with the United Nation's Globally Harmonized System of Classification and Labeling of Chemicals (GHS). The purpose of this revision is to help reduce injuries and fatalities in the workplace by improving the quality, consistency, and clarity of the chemical hazard information that employees use in the workplace.

What has changed?
What does this mean for you?
Effective Dates?
Where to Find More Information?

[Read more...](#)

Source: KPA

NAEDA Elects New Leadership

The North American Equipment Dealers Assn. (NAEDA) has announced the election of its new officers for 2013-14. They assumed their new roles March 1, 2013 at NAEDA's annual meeting in Phoenix, AZ. Tom Nobbe, of Waterloo, Ill., has been elected chairman of the board of directors of the North American Equipment Dealers Association (NAEDA). Nobbe is general manager of Wm Nobbe & Co., a seven-location John Deere equipment dealership serving southern Illinois and southeastern Missouri. Nobbe is serving his second three-year term on the NAEDA board from the Midwest Equipment Dealers Association (MEDA).

Blaine Bingham, of Mesa, Ariz., has been elected first vice chairman and treasurer of the board of directors of NAEDA. Bingham is president/general manager of Bingham Equipment Company. The dealership sells AGCO, Bobcat, Carquest, Case Construction, Kubota, MacDon and New Holland equipment from nine locations in Arizona. Bingham's father, Norm, founded the company which opened its first location in 1955 and served as NAEDA president in 1986. Bingham is serving his second three-year term on the NAEDA board from the Far West Equipment Dealers Association. He was President of FWEDA in 2005.

Brian Carpenter, of Middlebury, Vt., has been elected second vice chairman and secretary of the board of directors of NAEDA. Carpenter is general manager/partner of Champlain Valley Equipment Inc. The dealership sells Case IH, Kubota and New Holland equipment from three locations in Vermont. In addition to serving on NAEDA's Executive Committee, Carpenter is the chairman of the NAEDA Manufacturers Relations Committee. He is serving his second three-year term on the NAEDA board from the Northeast Equipment Dealers Association.

so serving on the NAEDA Executive Committee is Joe Nash, Delta Implement Co., Inc., representing the Southeastern Equipment Dealers Association, as immediate past chairman and Gary Manke, Executive VP/CEO, Midwest Equipment Dealers Association who represents all the NAEDA affiliated associations.

Registration for GIE+EXPO 2013 is now open

Registration is now open for GIE+EXPO (the Green Industry & Equipment Expo), October 23-25, 2013 at the Kentucky Exposition Center in Louisville. Dealers, distributors, landscape contractors and anyone working in the lawn maintenance, landscaping and turf care industry can register online at www.gie-expo.com.

Dealer Day - back by popular demand - on Wednesday, October 23, is a premier event for dealers and technicians to participate in valuable seminars followed by a preview of new products. They will meet one-on-one with exhibitors on the show floor at GIE+EXPO and the collocated Hardscape North America (HNA).

On Thursday and Friday, October 24 and 25, GIE+EXPO, HNA and the popular 19-acre Outdoor Demonstration Area will be open to all industry participants.

[Read more...](#)

Source: GIE+EXPO

NAEDA's 2013 Washginton DC legislative fly-in has been re-scheduled

New date is May 22-23, 2013

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 May 22 and 23.

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

Federal budget boosts tax breaks to farmers

With a new five-year ag policy funding framework for farmers and agribusiness prepped for launch this spring, federal Finance Minister Jim Flaherty's latest budget largely blew past Canada's farming sector. Flaherty's budget, released Thursday, offers farmers some additional breaks at tax time -- but also points to retooling ahead for other programs, including the federal program for imports of temporary and seasonal foreign workers.

[Read more...](#)

Source: Canadian Cattlemen

Highlights from the 2013 federal budget

Federal Finance Minister Jim Flaherty tabled his 2013 budget Thursday. Some of the highlights include an increase of \$900 million in new spending and no new taxes.

[Read more...](#)

Source: CBC News

Proposed COOL changes will hurt sector, economy

Earlier this month, the U.S. tabled proposed changes to COOL, ostensibly to comply with a World Trade Organization ruling that existing legislation was unfair to other countries. But rather than improve COOL, the proposed changes will make it worse. They appear to impose an even more onerous labelling regimen that would increase costs to U.S. packers and further discourage them from buying Canadian hogs and cattle.

[Read more...](#)

Source: The Western Producer

Canada's big 6 banks are too big to fail, regulator says

Canada's six largest banks have been designated as too big to be allowed to fail for the country by the federal regulator, meaning they will be subject to more stringent capital requirements and supervision.

[Read more...](#)

Source: CBC News

'Major' spring flood looms in Manitoba

Manitobans should brace for "major flooding" in some regions as recent heavy snowfall and a prolonged winter have wiped out early predictions of only mild to moderate water swells for the province.

[Read more...](#)

Source: The Globe & Mail

Outlook for the Canadian agriculture sector shows positive performance

Three new reports released today by Agriculture and Agri-Food Canada are showing a positive outlook for farmers in 2013. "The forecast for 2012 reflects that farm incomes are once again at an all-time high," said Agriculture Minister Gerry Ritz. "The outlook shows that global demand for agricultural commodities will be driven by growth in developing economies, which is why our government continues to place such a strong emphasis on opening new and maintaining existing markets."

[Read more...](#)

Source: Marketwire

Canadian farms see total investments increase by more than \$3 billion

The large keep getting larger, and they keep investing more, as well. That's the one-sentence summary from a new study from the Ivey School of Business Agri-food Innovation Centre. The study, Investment and Growth on Canadian Farms 2001-2009, has determined that Canadian farms saw total investments increase by more than \$3 billion during the height of an economic recession that affected global markets and production.

[Read more...](#)

Source: Grainews

Federal budget tackles skills gap by giving money to employers for training

A year after trying to keep older workers in the workforce longer, the federal government signalled on Thursday that it will now focus on retraining unemployed workers to meet growing demand in the skilled trades.

[Read more...](#)

Source: Ottawa Citizen

Tip of the Month



[March Tip of the Month: Use the Revised I-9 Form](#)

On Friday March 8th, the U.S. Citizenship and Immigration Services (USCIS) published a new [Form I-9, Employment Eligibility Verification](#). The form is available for immediate use by employers. Employers who need to make necessary updates to their business processes to allow for use of the new Form I-9 may continue to use other previously accepted revisions (Rev.02/02/09)N and (Rev. 08/07/09)Y until May 7, 2013 date. After May 7, 2013, all employers must use the revised Form I-9 for each new employee hired in the United States. Find out more at <http://blog.kpaonline.com/category/tipofthemonth/>

Free KPA Webinars

[Are you Ready to E-Verify? - March 28, 2013](#)

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