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NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Thursday, May 09, 2013

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Legislative & Regulatory News

Pesticides lawsuit dismissed

Ruling ends nearly two years of negotiation

A lawsuit that could have led to restrictions on hundreds of pesticides across the country has been dismissed by a California court, according to a ruling handed down this week on the U.S. Environmental Protection Agency's motion to dismiss the case.

In a 33-page ruling, the U.S. District Court for the Northern District of California in San Francisco dismissed the lawsuit with leave to amend, meaning the plaintiffs -- the Center for Biological Diversity and Pesticide Action Network North America -- have 30 days to file an amended lawsuit or 60 days to appeal to the Ninth U.S. Circuit Court of Appeals.

On Jan. 20, 2011, the groups filed suit, alleging EPA violated the Endangered Species Act by not consulting federal wildlife officials about the potential effects that pesticides and other ag chemicals would have on hundreds of species.

[Read more...](#)

Source: DTN

Conservation Stewardship Program applications due May 31

Voluntary program allows producers to maintain or increase productivity of their operations while also conserving natural resources

WASHINGTON, May 1, 2013 – Agriculture Secretary Tom Vilsack today announced that the Natural Resources Conservation Service's Conservation Stewardship Program (CSP) will provide nearly \$175 million in funding for up to 12.6 million additional acres of enrollment this year.

"The Conservation Stewardship Program is different than other USDA financial assistance programs," said Vilsack. "CSP offers payments to producers who maintain a high level of conservation on their land and agree to adopt higher levels of stewardship. It's about conservation activities on the entire operation focusing on multiple resource concerns."

Vilsack explained that although applications are accepted all year, farmers, ranchers and forestland owners interested in CSP should submit applications by May 31 to their local NRCS office to ensure they are considered for this year's funding.

From the NAEDA Office

Keeping Our Eyes on Washington By Mike Williams

Congress has just returned from their Easter recess break to take up the matters of the country. There are a couple of items we thought you should be aware of that will be taking place over the next few weeks and months.

First off, let's start with the House of Representatives. The House Ways and Means Committee has announced the

The voluntary program allows producers to go the extra mile in conserving natural resources while also maintaining or increasing the productivity of their operations.

Playing a significant part in conserving and improving our nation's resources, producers enrolled an additional 12.1 million acres in CSP last year, bringing the total number of acres to more than 50 million.

Many of the CSP enhancements improve soil quality, which helps land become more resilient to extreme weather.

Several other improvements are available for producers, including intensive rotational grazing, intercropping and wildlife friendly fencing.

Because of the extreme weather in 2012, more interest and participation in the cover crop enhancements is expected this year, according to NRCS experts.

A CSP self-screening checklist is available to help producers determine if the program is suitable for their operation. The checklist highlights basic information about CSP eligibility requirements, stewardship threshold requirements and payment types.

For the checklist and additional information, visit the CSP website

(<http://www.nrcs.usda.gov/wps/portal/nrcs/main/national/programs/financial/csp/>) or visit your local USDA NRCS office.

#

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Senate approves Internet sales tax bill

The Senate on Monday approved legislation that would for the first time allow states to collect billions of dollars in online sales tax revenue from out-of-state purchases.

The 69-27 vote is a major victory for retail groups and state governments, who for years have fought to close what they see as a loophole that allows as much as \$23 billion in annual taxes from online sales to go uncollected.

"I've been saying it for the past 12 years," lead sponsor Sen. Mike Enzi (R-Wyo.) said ahead of the vote. "This bill is about fairness, it's about leveling the playing field for brick-and-mortar shops."

The measure split Republicans senators, as 22 Republicans voted no in addition to five Democrats. Nineteen Republicans supported the measure. Read [more](#).

D.C. Circuit Court invalidates NLRB posting rule

The Court of Appeals for the D.C. Circuit has struck down the NLRB's rule which required all employers covered by the National Labor Relations Act to post an NLRB-drafted "Notification of Employee Rights under the National Labor Relations Act." Under that rule, employers failing to post the notice would be subject to an unfair labor practice charge. The rule has been on hold since March 2012 when the District Court partially invalidated the posting regulation and enjoined its application pending this appeal.

Specifically, the Court found that the enforcement mechanisms placed into the Rule by the Board overstepped the Board's enforcement authority.

Immigration reform faces Senate gauntlet, uncertain House outlook

The push for immigration reform enters a crucial period when Congress returns this week, as Senate legislation faces the gauntlet of a committee mark-up and House negotiators try to complete their own long-awaited bill.

Advocates expect senators in both parties to file hundreds of amendments to the Senate's Gang of Eight immigration overhaul, and they hope the 844-page bill will emerge improved but not dismantled by the red

formation of 11 separate Ways and Means Committee Tax Reform Working Groups. The groups will be led by one Republican member serving as chair and one Democratic member serving as vice chair. Each of the 11 groups will review current law in its designated issue area and then identify, research and compile feedback related to the topic of the working group. The working groups will be responsible for compiling feedback on its designated topic from: 1) stakeholders, 2) academics and think tanks, 3) practitioners, 4) general public and 5) colleagues in the House.

Once the work of those groups is completed, the Joint Committee on Taxation will prepare a report for the full committee. The final Joint Committee on Tax Report is expected to be delivered to the Ways and Means Committee on Monday, May 6, 2013.

So why is NAE DA pointing this out to you, you are probably asking? We wanted to make you aware of the areas NAE DA will be commenting on to the committees. Dealers need to be aware of these issues so you can reinforce them as you see and speak with your representatives over the coming months. If tax reform is going to happen, one of the ways it will happen will be through the House Ways and Means Committee; that is why it is important to know what our issues are.

We will be submitting comments on:

1. **LIFO.** We will explain why this accounting method is important to dealers and what it means to the industry.
2. **Equipment Depreciation.** We will outline why the IRS depreciation schedules should be authorized to change equipment depreciation to five years from the seven years that currently exists. Some of the same rationale for the next item will also be used as our arguments here.
3. **Bonus Depreciation and Section 179 Expensing.** We will state why customers buying equipment should be allowed to write off a piece of equipment over a shorter lifetime. Our statements will include that the depreciation change should increase your customers' income, help in any debt

pens of the Judiciary Committee.

Senators took their legislation on the road during the congressional recess, and the pressure of conservative opposition appeared to yield early concessions from a key backer, Sen. Marco Rubio (R-Fla.), who said the bill likely couldn't pass the House and may need to be changed even to clear the Senate.

[Read more...](#)

Source: The Hill

House to hold RFS hearings this summer Energy Committee issuing white papers on RFS, seeks comments

Hearings will be held this summer to examine the Renewable Fuel Standard, a law mandating blending of renewable fuels into petroleum-based fuels.

The hearings will be held by the Energy and Commerce Committee chaired by Congressman Fred Upton, R-Mich. No date has been set for the hearings.

The RFS, part of the Clean Air Act, was first introduced in 2005 and amended in 2007. It mandates volumes of renewable fuel be blended into petroleum-based fuels which ratchets up each year through 2022. The total volume mandate for 2013 is 16.55 billion gallons of which 13.8 billion gallons is to come from starch-based ethanol, primarily made from corn. That amount would increase to 15 billion gallons by 2015.

The committee is issuing a series of white papers on the RFS and is currently soliciting input from interested stakeholders.

[Read more...](#)

Source: DTN



Industry & Manufacturing News

NAEDA Industry Relations Taskforce meetings

NAEDA and our legal counsel Siegfried Bingham, continue to be extremely busy reviewing proposed changes by various manufacturers to their dealer agreements. Many of these reviews are being funded by the NAEDA Industry Relations Fund for the benefit of all dealers. NAEDA's Industry Relations Taskforce (IRTF) has future meetings set with Toro (May 29), Case IH (May 30) and John Deere (July 29-30). Additional requested meetings include Briggs & Stratton, Kubota, New Holland and AGCO. If you are a dealer for one of these particular brands, please feel free to contact NAEDA or your regional affiliate with any issue you would like to be addressed by the IRTF in their meetings.

repayments and allow for timely replacement of equipment with newer models. We intend to also mention that faster equipment replacements bring environmental benefits from newer engines, better fuel efficiencies and the latest technology in emission controls.

4. Buildings and Building

Contents. We will ask the relevant committee to review the "class life" definitions of a dealership's buildings and contents. The current depreciation schedules spread out the costs of such improvements over too long a recovery period, which often delays a dealer from making such improvements. The need for buildings to accommodate newer and larger pieces of equipment and for adequate diagnostic hardware to service equipment, including tracking and guidance systems, is creating a demand for these capital expansions which justify why we believe the schedules should be reviewed and changed.

5. **IRS Code Section 263A.** We will make the case that the current threshold of \$10 million in annual sales is too low, as this outdated IRS code section requires dealerships to capitalize certain costs—such as labor, handling, purchasing and storage of inventory products. This "capitalization" is a highly complex calculation for most dealers. Our second reason for asking for a change is the fact that the \$10 million figure has not kept up with business growth or the consolidations of businesses.

We encourage you to submit your own comments and recommendations to the various study groups. For more information on how to do this, see the article, "Tax Reform Targeted," on page 11 of this issue.

The second item in Washington we will be watching and commenting on as appropriate is the budget discussions. There will be a lot of trade-offs going forward by

Rodger Howe promoted to Executive Director at Kawasaki's Engine and Power Products Division

GRAND RAPIDS, Mich. (May 6, 2013)—Rodger Howe, a veteran Kawasaki Motors Corp., U.S.A. executive, has been promoted to Executive Director of Kawasaki's Engines and Power Products Division, based here. Howe, who spent 18 years in sales and marketing of the company's consumer products, has held senior management positions with the division since 2005. His most recent title was Senior Director, Operations.

"Rodger's responsibilities have been broadened so that his valuable experience with the company can be applied in areas that will provide even greater support to our long-term growth goals," said Fumihiko (Clint) Ohno, General Manager.

Howe, who has held management positions in virtually every area of KMC activities—including sales, marketing, and operations—will now add to his duties with responsibility for reviewing and developing long-range business plan needs and strategies. He will also concentrate on the development of cohesive succession planning within the division.

Howe will also assume management oversight for the division's human resources business needs and will coordinate activities between the Grand Rapids divisional office and Kawasaki's human resources group.

[Read more...](#)

Source: Kawpower

Kinze opens its first production plant abroad

WILLIAMSBURG, Iowa (May 8, 2013) – Kinze Manufacturing, Inc. is opening its first production plant abroad in Lithuania. The facility will manufacture Kinze row crop planters, contributing to its growing market in neighboring countries including Russia, Ukraine, Czech Republic, Bulgaria and Hungary. Kinze will hire welders, mechanics, CNC operators and other specialists to work in the new plant. Assembly in this new facility is scheduled to begin this fall.

Kinze also will support local educational institutions in Lithuania by working with universities as well as other professional schools and centers for engineering and production training. It will offer students internships in the manufacturing facility as well as hands-on learning opportunities in advanced manufacturing technology and production processes.

"We were looking to expand in Eastern Europe and were considering a few different countries. We chose Lithuania because of the country's long standing manufacturing traditions and support from the local government," said Kinze Vice President and Chief Marketing Officer Susanne (Kinzenbaw) Veatch. "We are excited about this new plant and look forward to further expanding Kinze's innovations to farmers across the world."

[Read more...](#)

Source: Kinze

Refiners' RFS agenda is to stop competition

The oil industry hopes to protect its control over America's fuel supply by undermining renewable fuels. By confusing us with misleading claims and outright falsehoods, oil companies hope Congress will overlook the real dangers caused by our almost complete dependence on oil for transportation fuels. For our economy and our environment, we cannot allow them to succeed.

The oil lobby is not hiding its goal. It wants to destroy its competition by repealing the Renewable Fuel Standard (RFS), calling higher ethanol blends "unworkable" and "not the way to go." That is nonsense. Currently, ethanol is blended at the 10% level (E10) into nearly every gallon of gasoline in America, saving consumers money and cleaning our air. Meanwhile, higher ethanol blends like E15 are the most tested fuels ever – with enough miles driven by testing agencies to travel to the moon and back 12 times.

The oil industry would like you to ignore the inconvenient fact that oil is both limited and disappearing fast. In the race to drill ourselves into "Saudi America" by increasing domestic oil production, we will be going after oil reserves that are harder and harder to access. And those oil reserves will cost us a lot more, both economically and environmentally.

both parties, and the issue most likely to get caught up in those trade-offs is the next farm bill. Please refer to the Advocacy Section of this magazine issue to get a full understanding of the possible farm bill issue.

MIKE WILLIAMS is vice president of government relations for NAEDA.

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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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According to the IEA, even with all that drilling at home, oil is still expected to top \$200 per barrel by 2035. That's a far cry from the \$20/barrel price most of us baby-boomers grew up with. We won't have lower oil prices until we have real alternatives to oil at the pump – and the oil companies know it. So it's no surprise that the oil industry is interested in killing policies that encourage competition to its legacy business model. That model is extremely lucrative: the five majors pulled in record profits in 2011 and more than \$118 billion last year.

[Read more...](#)

Source: The Hill

Canada's Farm Progress offers TRAVEL SUBSIDY to attend the 2013 show

2013 Canada's Farm Progress Show - one of the largest and most advanced dryland, no-till technology shows in the world - will showcase 30+ new product launches from several companies across North America, like Bourgault Industries, Westfield Industries, Unverferth Mfg. and Farm West Ag. Included are 16 innovations being unveiled to the industry such as the Airguard Seed Brake from Dutch Industries, the Trailer Mount Conveyor from Haukaas Manufacturing, the Hit n Hitch Pintle from Power Pin Inc. and the Full Last Implement Pass (FLIP) from SeedMaster.

Under the Incoming Buyer Program, CFPS can reimburse US dealers' travel costs to the show (up to 50% - airfare or gas mileage). Additional benefits include free access and special tour of the show, access to the international business center with free internet and complimentary meals during the show, networking opportunities with Canadian manufacturers and top no-till farmers at International Reception, educational opportunities at Farm Progress Forum, free transfers from hotels to the show, and many others. The qualification process is quick, easy and can be done online.

The show organizer has also released its 2013 Export Guide of Canadian manufacturers seeking to expand their market representation and distribution channels in the US. Check out [CFPS Export Guide](#) to assess potential business partners and facilitate your show connections. Don't miss out on the \$1.4 billion agricultural equipment exports market from Canada to the US.

Information about the show is available at www.myfarmshow.com and details of the Incoming Buyer Program can be found at <http://www.myfarmshow.com/international-business/incoming-buyers-program>. Please contact Dagmar Fleming at 414-801-5041 or dflaming@dbfinternational.com with any questions.

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 to 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,

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Events

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](#), info@GIE-EXPO.com and 800-558-8767/812-949-9200.

Source: GIE+EXPO

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2013 Dealer's Choice Awards presented at recipients headquarters

The North American Equipment Dealers Association presented its inaugural Dealer's Choice Awards to the 2013 recipients this month. The awards were presented at the company headquarters of Hustler Turf (Excel Industries) in Hesston, KS; Kubota Tractor Corporation in Torrance, CA; and Vermeer Corporation in Pella, IA.



Hustler Turf/Excel Industries

L-R, Jeff Flora, SouthWestern Association representing NAEDA; Adam Mullet, Director of Marketing; and, Paul Mullet, President & CEO



Kubota Tractor

L-R, Buck Trawick, KTC Marketing Director; Greg Embury, KTC Senior Vice President, Marketing and Dealer Development; Steven Kost, Far West Equipment Dealers Association representing NAEDA; and, Todd Stucke, KTC Vice President, Agriculture and Turf Division



Vermeer

L-R, Andy Goodman, Iowa-Nebraska Equipment Dealers Association representing NAEDA; Bob Vermeer, Chairman, Vermeer Corporation; Mindi VandenBosch, Human Resources Continuous Improvement Manager; and, Joe Michaels, Managing Director of Forage Solutions

The NAEDA Dealer's Choice Awards are determined from results of dealer evaluation data collected from the association's annual Dealer Manufacturer Relations Survey. The survey asks dealers to evaluate the companies whose products they sell in key areas correlated to a dealer's operational model. The Dealer's Choice Award is designed to recognize those manufacturers who in the eyes of the dealers are doing an exceptional job of providing them with top-quality products, parts, services and support.

KPA wins top marketing awards at 2013 Colorado BMA Gold Key Awards for weekly webinars

Lafayette, CO (April 29, 2013) – KPA, a Professional Services company, today announced it has received a 2013 Gold Key Award from the Business Marketing Association. The recognition took place at the annual Gold Key Awards gala, Friday, April 26, at The Seawall Ballroom in the Denver Center for the Performing Arts.

The award was for the "Total B2B campaigns" category, which KPA won with their [weekly webinars](#). For several years, KPA has had a popular webinar series covering issues relevant to their business, prospects, and clients. Originally conceived as a combination of brand awareness, lead generation, and retention program, the series developed into the most successful marketing program at KPA. "The technology and strategy behind our webinars was a lot of fun to develop. We refined our process to be very efficient and scalable, allowing us to deliver webinars on a wide variety of topics with limited time and resources. It's great to see the campaign achieve this degree of success," said Eli Snyder, Webmaster.

In 2012 the webinar program was dramatically expanded and improved with the goal of promoting the webinar program as its own brand, appealing to a larger audience, and promoting KPA webinars as a premier educational resource for vertical markets. With over 106 webinars in 2012, greater than 25,000 registrations, in a market of 18,000 dealerships, KPA exceeded their goal, thereby winning the Gold award for Total B2B Campaigns. "Competing against a variety of marketing agencies, the KPA in-house marketing team went above and beyond with their webinar campaign, using a total of 25 internal speakers and 29 guest-speakers, including an EPA speaker, amongst other prominent guests. 60% of participants in Environment & Safety and HR Management webinars were KPA clients, contributing to an all-time high

client retention of 93%," said Becky Ross, Marketing Manager, KPA.

The Gold Key Awards is recognized as Colorado's most prestigious competition dedicated solely to business-to-business marketing communications. This year's program had 164 entries from Colorado's top B2B businesses and agencies. Entries were reviewed by a panel of six independent judges from across the country, representing agency and corporate marketing professionals. Only 17% of the entries received a Gold award.

"The BMA Board of Directors extends our congratulations to the winners of this year's awards program. It is a fiercely competitive program that truly recognizes the very best in business-to-business marketing for 2013," says Marilee Yorchak, CAE, Executive Director, Colorado Business Marketing Association. "With our emphasis on results and the quality of entries, the BMA Gold Key Awards is one of the most coveted by marketers in Colorado."

About KPA

KPA is a dealer services and Internet marketing provider for over 5,000 automotive, truck, and equipment dealerships and service companies. KPA provides consulting services and software for three industry-specific product lines: Environment & Safety, HR Management, and Internet Marketing. KPA joined the Inc. 500/5000 list of fastest growing companies in 2012. For more information, visit www.kpaonline.com.

About the Business Marketing Association

The Business Marketing Association (BMA) is a national organization that unites professionals who specialize in business-to-business marketing and communications. The Colorado Chapter has more than 475 members and one of the largest and strongest chapters in the country. The BMA Gold Key Awards is Colorado's most prestigious competition dedicated solely to business-to-business marketing. For more information, visit www.bmacolorado.org.

NAEDA seeks applications for a President and CEO

Waverly Partners, LLC has been retained by the NAEDA Board of Directors for the search of a new President & Chief Executive Officer. This is an opportunity for a committed executive to lead a trade organization with a long history of success. Interested candidates should send a resume to Waverly Partners at NAEDA@waverly-partners.com.

For more information about the position and a position description [click here](#).

Canadian News

Strong February boosts Canada's GDP

Canada's gross domestic product expanded by 0.3 per cent in February, the same pace as the previous month, as the mining, oil and gas industries drove growth. Statistics Canada said Tuesday that goods-producing industries expanded by 0.9 per cent in the month owing mainly to increases in mining, quarrying, and oil and gas extraction. Take out that sector's growth, and top line GDP grew by about 0.17 per cent, Scotiabank economist Derek Holt noted.

[Read more...](#)

Source: CBC News

U.S. Department of Agriculture proposing new Canada-U.S. border fees

Canadian manufacturers fear even more fees may be looming at the Canada-U.S. border as the U.S. Department of Agriculture recommends revenue-generating measures that could result in higher costs. In a presentation to stakeholders in the U.S. capital this week, the department suggested new border fees because some federal agencies, including U.S. Customs and Border Protection, are currently providing free services at America's borders.

[Read more...](#)

Source: Metro News

Temp ag worker imports exempt from federal crackdown

The federal programs under which Canadian farms can access a seasonal labour pool from foreign countries will be mostly exempt from a crackdown on the government's temporary foreign worker program (TFWP).

[Read more...](#)

Source: Alberta Farm Express

Federal government will close wage gap for temporary foreign workers

Changes to the ailing temporary foreign worker program unveiled Monday are little more than an admission of error and fall short of the massive overhaul the Conservative government promised, critics say.

[Read more...](#)

Source: Montreal Gazette

Tories table budget bill

The federal government tabled a budget bill Monday that would introduce promised reforms in a number of contentious areas, including new foreign-investment rules for state-owned enterprises, adjustments to customs tariffs on imported items and overhauls to the temporary foreign workers' program.

[Read more...](#)

Source: The Vancouver Sun

Caterpillar Inc. closing tunnel-boring plant in Toronto next year

Heavy equipment giant Caterpillar Inc. says it is closing a tunnel-boring machine factory in Toronto by mid-2014, throwing 330 workers out of a job. Caterpillar acquired the facility in 2008 when it bought Lovat Inc. and got into the tunneling business, but now says the plant is no longer a "strategic growth opportunity" and will be shut down.

[Read more...](#)

Source: Ottawa Citizen

Tip of the Month



[Tip of the Month: Do a Surprise Inspection](#)

What is the best way to avoid fines from an inspection? Be Prepared! Professional athletes practice to ensure on game-day they will be prepared. Having a surprise, simulated inspection by an Environment & Safety professional will give your dealership employees the practice they need to be prepared when an inspector comes to your facility. Learn more here: <http://www.kpaonline.com/thefifthvisit>

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[30 Day Process to Leverage Facebook to Increase Leads and Profits - May 29, 2013](#)

[Capitalizing on The Mobile Influence of Car Buying - June 12, 2013](#)

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