



NAEDA Update

NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Wednesday, November 13, 2013

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[Agri-Service Relies on Dashboard for Business Barometer](#)

To more effectively plan and execute its dealer business plan Agri-Service, Inc. turned to a new dashboard for reviewing business performance. Acting like a daily barometer for the business, the dashboard provides real-time data throughout the day in easy to understand graphs and charts for all dealer locations.

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Industry & Manufacturing News

Bonus Depreciation and Section 179 Expensing Rules for 2013 updated

For the last two years about this time, Jack Selzer, NAEDA's Tax Attorney has provided the basic tax depreciation/expense rules that can help sales people in making new and used equipment sales before year end. Because of some changes, it is timely to revisit these rules.

There are two provisions we need to look at --

Section 179 expense deduction for new and used equipment. The Section 179 deduction for 2013 is \$500,000. There is a "phase out" \$ for \$ after the purchase of \$2,000,000 of new and/or used equipment. This if a customer has \$2,500,000 of purchases in 2013 there will be no Section 179 deduction. This phase out shows that this deduction is designed for small and mid-sized businesses.

Bonus depreciation for new equipment. Like last year, the extra additional bonus depreciation is 50% of the purchase price of new equipment. Example – if a customer buys new equipment in 2013 for \$600,000 the customer can take an extra \$300,000 bonus depreciation deduction in 2013.

Read [more](#).

OPEI advises consumers to 'Look Before You Pump' at gas station

The 'Look Before You Pump' education campaign cautions consumers that it is harmful and illegal to use higher than 10 percent ethanol gas in any outdoor power equipment, such as mowers, chain saws, snow throwers, UTVs, generators and other small engine products.

Outdoor Power Equipment Institute Advises Consumers to 'Look Before You Pump' at Gas Station

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Outdoor Power Equipment Institute (OPEI)

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–Industry's consumer protection campaign prepares consumers for changing gas pumps and higher ethanol fuel blends–

Alexandria, Va., October 23, 2013—The Outdoor Power Equipment Institute (OPEI), an international trade association representing 100 small engine, utility vehicle and outdoor power equipment manufacturers and suppliers, today announced a national ethanol education and consumer protection campaign, called '[Look Before You Pump](#).'

The 'Look Before You Pump' education campaign cautions

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From the NAEDA Office

2013 Tax Depreciation/Expense Rules

By Jack Selzer

For the last two years about this time, I provided the basic tax depreciation/expense rules that can help salespeople in making new and used equipment sales before year end. Because of some changes, it is timely to revisit these rules.

There are two provisions we need to look at:

Section 179 expense deduction for new and used equipment. The Section 179 deduction for 2013 is \$500,000. There is a "phaseout" dollar for dollar after the purchase of \$2 million of new and/or used equipment. Thus, if a customer has \$2.5 million of purchases in 2013, there will be no Section 179 deduction. This phaseout shows that this deduction is designed for small and midsize businesses.

Bonus depreciation for new equipment. Like last year, the extra additional bonus depreciation is 50% of the purchase price of new equipment. For example, if a customer buys new equipment in 2013 for \$600,000, the customer can take an extra \$300,000 bonus depreciation deduction in 2013.

consumers that it is harmful and illegal to use higher than 10 percent ethanol gas in any outdoor power equipment, such as mowers, chain saws, snow throwers, UTVs, generators and other small engine products.

The urgency of the industry's campaign comes from research that shows high-ethanol blends of gasoline can damage or destroy small engines not designed to handle it. A recent [OPEI/Harris Interactive study](#) shows the vast majority of Americans (71 percent) are "not at all sure" if it is illegal or legal to put high level ethanol gas (i.e., anything higher than 10 percent ethanol) into engines such as those in boats, mowers, chain saws, snow mobiles, generators and other engine products.

The 'Look Before You Pump' campaign will reach consumers through radio and [video public service announcements \(PSA\)](#), fact sheets, in-store displays, labeling and product hang-tags. A prominent, red warning hand indicating 'OK' for 10 percent ethanol and 'No' for mid-level ethanol blends (such as E15, E30, E85) is the campaign's main graphic.

For more information, visit www.LookBeforeYouPump.com and search for #LookB4UPump on Twitter and Facebook.

"Although there is continued uncertainty in the renewable fuels market, one thing for certain is that the way consumers select and use fuel will be changing in the coming years," said Kris Kiser, President and CEO of OPEI.

"It is incumbent upon our industry to be proactive. We are cautioning American consumers and business owners whose livelihood depends on our equipment to be more mindful at the gas pump. Don't assume that the gas you put in your car can still go in your mower, chain saw or generator."

According to Todd Teske, Chairman, President and CEO of Briggs & Stratton Corporation, the world's largest manufacturer of small engines, and OPEI's Board Chair, "It is critical that we educate all users of outdoor power equipment about the dangers misfueling can cause to their equipment. Our number one goal is to protect our customers."

OPEI urges consumers to read their equipment operating manual before filling with gasoline to ensure they use the right fuel for that engine.

About OPEI

The Outdoor Power Equipment Institute ([OPEI](#)) is an international trade association representing 100 small engine, utility vehicle and outdoor power equipment manufacturers and suppliers of consumer and commercial outdoor power equipment. The OPEI Education Foundation is the creative force behind TurfMutt.com. OPEI is a recognized Standards Development Organization for the American National Standards Institute (ANSI) and active internationally through the International Standards Organization (ISO) in the development of safety and performance standards. For more information, visit www.OPEI.org.

###

Attention Media: Visuals, video and fact sheets for download or embedding are available at: www.LookBeforeYouPump.com

Download equipment tags and other materials for "Look Before You Pump" campaign

The OPEI Ethanol Education and Consumer Protection program, Look Before You Pump, debuted at GIE+EXPO in late October. If you are a dealer, seller, retailer or manufacturer of outdoor power equipment, you may access valuable "Look Before You Pump" materials to help educate users of OPE on appropriate fuel selection in the face of higher ethanol blends entering the marketplace. [Download and print equipment hang tags, fact sheets, posters, videos and more.](#) Materials are available in English and Spanish. [Get more information on the ethanol situation.](#)

Great Plains Manufacturing, Inc. announces new President

SALINA, KS - Great Plains Manufacturing, Inc., is pleased to announce the appointment of Linda Salem as its



Example of combining tax provisions. As the table below shows, the interplay between Section 179, bonus and regular depreciation requires pencil, paper and a calculator. I have provided three scenarios: one showing the purchase of \$1,100,000 of new equipment; the second, showing the purchase of \$1 million of used equipment; and the third showing the combined purchase of new and used.

The table illustrates these features: **a)** the \$500,000 Section 179 deduction applies to both new and used equipment; **b)** the Section 179 deduction is reduced dollar for dollar for purchases in excess of \$2 million; **c)** bonus depreciation applies only to new equipment; **d)** the MACRS "normal" depreciation is computed on the residual basis after reduction for the Section 179 deduction and the 50% bonus depreciation.

The table shows that in these three specific situations: **a)** 77% of the \$1,100,000 purchase price for the new equipment can be written off in 2013; **b)** 57% of the \$1 million of the used equipment; and **c)** 42% of the combined \$2,100,000 of the new and used.

Similarly, assuming a combined 40% federal and state tax, the table shows in 2013 this equates to 31% of the purchase price of \$1,100,000 of new equipment being "paid for" by tax savings; 23% of \$1 million for used; and 17% for the combined \$2,100,000 of new and used. Of course, in all three instances, the purchases will save 40% of the purchase price in reduced taxes. It is a matter of timing. The \$500,000 Section 179 deduction and 50% bonus depreciation accelerate the tax savings into 2013, which can improve cash flow sooner rather than later.

JACK SELZER is tax attorney with Seigfreid, Bingham, P.C. The firm also serves as legal counsel to the North American Equipment Dealers Association. Selzer may be contacted at jacks@sblsg.com. Also see www.seigfreidbingham.com.

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President effective November 1, 2013. Salem will be responsible for overseeing all of the company's day to day operations. Salem started with Great Plains in June, 1994 and has held various positions within Great Plains, including President of the company's Land Pride Division, Chief Financial Officer, and most recently as Chief Operating Officer.

"Linda has been doing an outstanding job as our company's Chief Operating Officer," commented Great Plains Owner Roy Applequist. "I am pleased that her management style and values are in keeping with the way Great Plains Manufacturing has always been run."

Roy Applequist started Great Plains Manufacturing on April 1, 1976, and has held the position of President since the company's inception. Applequist will transition to Chairman of the Board.

Great Plains Manufacturing employs 1,600 people in eight Kansas communities and Sleaford, England. It encompasses five divisions: Great Plains Ag, which manufactures seedbed preparation, nutrient application, and seed placement equipment; Land Pride, which manufactures grounds maintenance tools such as mowers, rototillers, rotary cutters, and dirt-working equipment; Great Plains International, which sells the company's products worldwide; Great Plains Trucking, which operates a nationwide fleet of flatbed trucks; and Great Plains Acceptance Corporation, which finances the company's products. Great Plains Mfg., Inc., is headquartered in Salina, Kansas, and is a family-owned business.

Source: Great Plains Manufacturing, Inc.

AEM elects 2014 officers, new directors

Astec Industries executive heads equipment manufacturers trade group

The Association of Equipment Manufacturers (AEM) announces its newly-elected 2014 officers, as well as directors elected at its recent annual meeting to the AEM Board of Directors and AG and CE Sector Boards.

AEM Officers for 2014 are:

- • Chair Richard Patek, Group President Aggregate and Mining of Astec Industries Inc.
- • Vice Chair Robert Kolb, Vice President Global Business Development of GEA Farm Technologies Inc.
- • Treasurer Michael Haberman, President of Gradall Industries Inc.
- • AG Chair Leif Magnusson, President CLAAS of America and Regional Director Americas, CLAAS
- • CE Chair John Patterson, Chairman and CEO of JCB Inc.
- • Secretary Dennis Slater, AEM's full-time President

AEM officers and directors work on behalf of all AEM member companies to provide strategic direction and guidance for Association services, activities and programs, in areas including public policy; equipment statistics and market information; trade shows; technical, safety and regulatory; global business development; and education/training.

Directors elected to the AEM Board of Directors are:

- • Kenneth Cook, President, CEO and Chairman, Ken Cook Co.
- • Michael Haberman, President, Gradall Industries Inc.
- • Wilson Jones, President and COO, Oshkosh Corp.
- • Robert Kolb, Vice President Global Business Development, GEA Farm Technologies Inc.
- • Thierry Krier, President and CEO, Kuhn North America Inc.
- • Stuart Levenick, Group President, Caterpillar Inc.
- • Leif Magnusson, President CLAAS of America and Regional Director Americas, CLAAS
- • Richard Patek, Group President Aggregate and Mining, Astec Industries Inc.
- • Jeffrey Reed, President and CEO, Basic Resources Inc. and VSS International
- • James Wessing, President, Kondex Corp.

Directors elected to AEM's AG Sector Board are:

- • Scott Derksen, Chief Information Officer, Iron Solutions
- • Mark Harrington, Vice President, Trimble Navigation Ltd.
- • Timothy Hayes, President and CEO, Cambric Corp.
- • Mani Iyer, President, Mahindra USA Inc.
- • Gerald Johnson, President Products Div., Woods Equipment Co.
- • Thomas Jones, President and CEO, Krone NA Inc.
- • Ian Keyworth, Director Mobile Segment Sales, Eaton Hydraulics Inc.
- • David Koppenhofer, Executive Director OEM Sales and Support, Cummins Inc.
- • Gary MacDonald, Executive Vice President, MacDon Industries Ltd.
- • John Miller, President and CEO, Miller-St. Nazianz Inc.
- • Dale Szuminski, President, Hardi North America Inc.

Directors elected to AEM's CE Sector Board are:

- • David Combs, Senior Manager Industrial Engines NA/SA, Tognum America

About NAEDA Update

North American Equipment Dealers 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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- Eric Etchart, President, Manitowoc Cranes
- • Dave Foster, Vice President Sales and Marketing, Volvo Construction Equipment NA Inc.
- • Grant Godbersen, Vice President Manufacturing, GOMACO Corp.
- • Michael Haberman, President, Gradall Industries Inc.
- • James Hasler, Vice President CNH Construction Equipment NA, CNH
- • Michael Osenga, President, Diesel & Gas Turbine Publications
- • John Patterson, Chairman and CEO, JCB Inc.
- • Barry Stoughton, President, BLS Enterprises Inc.
- • Robert Vermeer, Chairman of the Board, Vermeer Corp.

AEM is the North American-based international trade group providing innovative business development resources to advance the off-road equipment manufacturing industry in the global marketplace. AEM membership comprises more than 900 companies and more than 200 product lines in the agriculture, construction, forestry, mining and utility sectors worldwide.

New President named at Kubota Tractor Corporation

Kubota Corporation has appointed Masato Yoshikawa as the new President of Kubota Tractor Corporation (KTC), based in Torrance, Calif. Yoshikawa is a 32-year Kubota veteran and most recently held the position of General Manager, Corporate Planning & Control Department for Kubota Corporation, headquartered in Osaka, Japan.

During his tenure with Kubota, Yoshikawa has spent nearly 13 years in U.S.-based assignments, most recently as President, Kubota Credit Corporation, from 2003-2007. In that capacity, Yoshikawa played a significant role in developing the retail credit segment of KTC's business, which has greatly influenced the company's growth in recent years.

"Kubota Tractor Corporation has experienced tremendous growth over the last few decades and I am proud to be a part of its history," explains Yoshikawa. He follows former KTC President, Yuichi (Ken) Kitao, who served as president from January 2011 to October 2013, prior to his recent appointment as General Manager, Farm and Utility Machinery Division for Kubota Corporation.

Acknowledging KTC's successive record years under Kitao's leadership, Yoshikawa adds, "KTC's business growth has great momentum due to a forward-looking and tactical company vision, combined with continuous innovation and expansion of Kubota product offerings. Our recent introduction of Kubota Hay Tools and Spreaders, for example, will both enable our dealers to expand their individual businesses, and also provide our valued customers with comprehensive, trusted Kubota product solutions, all in one place."

Noting Kubota's recent expansion of its utility vehicle and zero turn mower business with the introduction of its RTV X-Series and Z700-Series last month, and highlighting the company's renewed focus on its construction equipment business, Yoshikawa concludes, "We are committed to continuously innovating our products and processes to meet our customers' needs, and I am confident that in doing so, we will continue to strengthen Kubota's brand and position in the U.S. marketplace."

Kubota Tractor Corporation, Torrance, Calif., is the U.S. marketer and distributor of Kubota-branded equipment, including a complete line of tractors up to 118 PTO hp, performance-matched implements, compact and utility-class construction equipment, consumer lawn and garden equipment, commercial turf products and utility vehicles. For product literature or dealer locations, contact Kubota Tractor Corporation at 3401 Del Amo Blvd., Torrance, CA 90503, (888) 4-KUBOTA [(888) 458-2682], Ext. 900, or visit www.kubota.com.

Source: [Business Wire](#)

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Legislative & Regulatory News

Alberta Premier making Keystone pipeline push

Alberta Premier Alison Redford is making a full-court lobbying press for the proposed Keystone XL oil sands pipeline as the White House decision on the project draws closer. Redford will have meetings in Washington, D.C., on Tuesday with officials from the State Department, which is leading the federal review of Keystone, the Environmental Protection Agency and the White House Council on Environmental Quality. She will also meet with Sens. Heidi Heitkamp (D-N.D.) and Mary Landrieu (D-La.) – who both support Keystone – and members of the House, according to an itinerary her office circulated. “We need to ensure American decision-makers have a clear understanding of the responsible energy development and the strong environmental policies we have in Alberta,” Redford said in late October when announcing plans for the trip, her fifth visit to Washington as premier. E2-Wire interviewed Redford on an earlier visit in February.

TransCanada Corp.'s proposed pipeline would carry hundreds of thousands of barrels per day from Alberta's oil sands across the border en route to Gulf Coast refineries. It would also carry oil from the booming Bakken region in North Dakota. The State Department is working to finalize its latest environmental study of the project. A final White House decision on Keystone, a project that faces heavy opposition from environmentalists, is expected next year.

Source: [Friends of the US Chamber of Commerce](#)

Farm Bill Energy Title support letter sent

NAEDA joined with 135 other organizations on a letter supporting the Energy Title in the Farm Bill. The record number of signers on this letter, reflects the strong support across the country for these policies. A copy of the letter sent to Congressional leaders can be read [here](#). Please feel free to send this letter to your representatives in Congress along with your request to support these programs.

USDA invests in research to convert beetle-killed trees into renewable energy

WASHINGTON, Nov. 6, 2013 – The U.S. Department of Agriculture (USDA) today announced it has awarded nearly \$10 million to a consortium of academic, industry and government organizations led by Colorado State University (CSU) and their partners to research using insect-killed trees in the Rockies as a sustainable feedstock for bioenergy. The award, provided under the Agriculture and Food Research Initiative (AFRI), is part of USDA's effort to develop modern solutions for climate challenges in agriculture and natural resource management. AFRI is provided under the Farm Bill, and Secretary Vilsack highlighted the need for passage of a comprehensive, long-term Food, Farm and Jobs Bill to continue groundbreaking agricultural research across the nation.

"Infestations of pine and spruce bark beetles have impacted over 42 million acres of U.S. forests since 1996, and a changing climate threatens to expand the threat from bark beetle on our forest lands," said Agriculture Secretary Tom Vilsack. "As we take steps to fight the bark beetle, this innovative research will help take the biomass that results from bark beetle infestation and create clean, renewable energy that holds potential for job creation and promises a cleaner future for America. This is yet another reminder of the critical investments provided by the Farm Bill for agricultural research, and I urge Congress to achieve passage of a new, long term Food, Farm and Jobs Bill as soon as possible."

Vilsack noted that the funding for this research is provided by the National Institute of Food and Agriculture (NIFA) under the Agriculture and Food Research Initiative (AFRI) – a 2008 Farm Bill program – and reiterated the critical need for passage of a new Food, Farm and Jobs Bill that adequately invests in groundbreaking agricultural research.

[Read more...](#)

Source: USDA

Congressional tax video considerations

Congress is getting ready with conference committees to meet their deadline of December 13 for a budget "reconciliation" under the Continuing Appropriations Act of 2014. Below are eight (8) links to YouTube videos created by the staff at the Institute for Humane Studies (IHS), which is part of the Mercatus Center at George Mason University.

One of the projects that IHS has is a program called "Learn Liberty" that engages scholars, faculty and students on various issues – notably economics. Their program has done some novel things with short form videos (approx 5 minutes in length) and animation to help viewers better understand these complex and difficult to communicate issues concerning what the conferees must consider.

These short videos are very well done, get right at the heart of the challenges in simple, easy to understand charts and explanations. These videos should inform and educate you about government spending, national debt, taxes and tax rates and entitlements.

- **Does Government Have a Revenue or Spending Problem ?**

https://www.youtube.com/watch?v=pES9C7fX_Co

- **Funding Government by the Minute**

<https://www.youtube.com/watch?v=p0RkWqyn1y4>

- **What if the National Debt Were Your Debt?**

<https://www.youtube.com/watch?v=R0LOXUEsBII>

- **How to Fix Our Fiscal Crisis**

<https://www.youtube.com/watch?v=9Enpzd277E>

- **Will Higher Tax Rates Balance the Budget? ____**

<https://www.youtube.com/watch?v=ucoP4-0607M>

- **Will Taxing the Rich Fix the Deficit?**

<https://www.youtube.com/watch?v=FC5Gkox-1QY>

- **Social Security vs. Private Retirement**

https://www.youtube.com/watch?v=PLTfOAYfbao&feature=player_detailpage

- **What Are the Dangers of Too Much Debt?**

<https://www.youtube.com/watch?v=ID4xay5RITY>



Canadian News

What's next in the Senate spending scandal

A day after three senators were suspended without pay for up to two years over "gross negligence" with their expense claims, several questions remained about what might happen next in the story of Mike Duffy, Pamela Wallin and Patrick Brazeau.

[Read more...](#)

Source: O Canada

Senators suspend Duffy, Wallin and Brazeau

Senators ousted Patrick Brazeau, Mike Duffy and Pamela Wallin from the Senate Tuesday over allegations of "gross negligence" related to their expense claims, in what Wallin characterized as "a sad day for democracy." After about two weeks of debate, the Senate voted on a motion to suspend their colleagues without pay or access to Senate resources for the remainder of the current parliamentary session, which ends in 2015. They will each keep their Senate health benefits and life insurance.

[Read more...](#)

Source: CTV News

Agriculture Canada will continue wheat breeding programs, for now

Agriculture Canada will continue to develop new wheat varieties, at least until other organizations become more involved in wheat breeding. "(The department) will continue to produce wheat varieties over the next five years and will continue to provide the majority of testing sites required for plant variety registration," says Stephen Morgan Jones, a director general with Agriculture Canada's science and technology branch.

[Read more...](#)

Source: The Western Producer

Canada seen exporting more wheat to U.S. in 2013-14

Canada is expected to export more wheat to the U.S. this year than in 2012-13, Alex Bos of Louis Dreyfus Commodities said during a presentation at the Cereals North America global grain conference in Winnipeg.

[Read more...](#)

Source: Alberta Farmer Express

Canada's ag minister urges U.S. to reconsider labeling law

The law, the subject of a WTO dispute, continues to hurt Canada's beef and pork industries, and Canada has a window of opportunity now to encourage the United States to dump the mandatory country of origin labelling law (COOL) through its Farm Bill, says federal Agriculture Minister Gerry Ritz.

[Read more...](#)

Source: Better Farming

Unemployment rate holds steady at 6.9 per cent as Canadian economy adds 13,200 workers

Canada's economy added about 13,200 jobs last month, thanks to an outsized gain in Quebec that helped keep the national unemployment rate at a post-recession low of 6.9 per cent for a second month.

[Read more...](#)

Source: The Vancouver Sun

No agreement reached yet on Canada's job grant

There may not have been much love in the room, but it appears the Harper Conservatives are opening diplomatic ties with the provinces and territories over a contentious federal job training program.

[Read more...](#)

Source: Canadian Manufacturing

NAEDA, Association & Program Partner News

Revised hazard communication training requirements

With the change in the Hazard Communication standard last year every US company must train its workers on the new update soon. What does this mean for your company?

First and foremost, employees must be trained on the new regulation by December 1, 2013. The HazCom standards are simple: show the label, show the pictogram, show the safety data sheet, and test employees to make sure they understand.

The new law requires that employers train all employees working with chemicals on the following:

[Read more...](#)

Source: KPA

GIE+EXPO Registrations increase across the board

The 2013 [GIE+EXPO](#) (Green Industry & Equipment Expo), Oct. 23-25 at the Kentucky Expo Center in Louisville, buzzed with business indoors and out. A 6% registration increase generated an audience of more than 18,000 people from around the world, and the DIY Network and NBC were on hand to report to their national consumer audiences about trends in the industry.

Dealers and lawn & landscape pros networked, gathered valuable information from the many classes offered and compared products in the popular, 19-acre Outdoor Demonstration Area.

Hot topics during the show were the vast array of new environmentally friendly products and the Outdoor Power Equipment Institute's (OPEI) ethanol awareness campaign.

Other Highlights

Dealer Day

Dealer Day, Wednesday, October 23, was back by popular demand and helped stimulate a 6% increase in the number of dealers, distributors and retailers attending the show. The Dealer Resource Pavilion, jointly sponsored by NAEDA, was open all day; classes were offered for dealership owners/managers, technicians and rental dealers; technicians' certification exams sold out, and the show floor was open 3:00 - 7:00 p.m. The preview day provided focused education and facilitated one-on-one time so exhibitors and dealers/distributors could network and discuss pricing and products.

Bob Clements, the national consultant who led classes for dealership owners and managers, said, "This year's Dealer Day was a huge success for the dealers and their employees as well as for the sponsors of the Dealer Pavilion. Each of the technical training classes sold out, and the 11 a.m. and 2 p.m. workshops I conducted had over 300 people seated with dealers standing in the back. At the conclusion of each session the sponsors had hundreds of dealers who were motivated to improve their stores flood their booths seeking more information and knowledge on the best way to grow and achieve higher levels of profit. It was a 'Wow' experience for everyone involved."

Education

Education offered for GIE+EXPO attendees climbed 21% over last year. PLANET, HNA, the North American Equipment Dealers Association, the Engine & Equipment Training Council and some exhibitors provided speakers and trainers.

Networking

A new feature this year was the Dealer Summit, during which dealers and distributors heard industry leaders discussing challenges and future opportunities. The North American Equipment Dealers Association hosted a manufacturer's panel featuring representatives from Toro, Briggs-Stratton, American Honda and Excel Industries. Dealers had the opportunity to ask questions on important OPE industry topics and issues.

Exhibits

Including HNA there were 637 indoor exhibits, which represents a 6% increase. The popular New Products Showcase featured 46 companies spotlighting 69 products that were introduced within the past year. The Outdoor Demonstration Area increased in size with about 100 of the indoor exhibitors giving attendees a

chance for hands-on experience with their equipment.

Next Year

The dates for the 2014 show in Louisville are Oct. 22 for dealers, distributors, retailers and media and Oct. 23-24 for everyone in the industry. The Demo Area will be open Thursday and Friday, Oct. 23 and 24. Watch for an expanded technician certification program and increased opportunities for suppliers of UTVs.

Contact

GIE+EXPO is sponsored by the OPEI, PGMS and PLANET. For information: www.gie-expo.com, Facebook, info@GIE-EXPO.com or 800-558-8767/812-949-9200. Online registration will be available early in 2014.

Resolving disputed credit card transactions

Most of the time transactions move smoothly through the system, and are processed with few problems. Occasionally you will be required to provide additional information about a transaction in order to resolve a dispute. The card associations have procedures in place to facilitate the timely resolution of disputes. Your part in this process is very important.

Basically there are 2 items that will signal a cardholder dispute:

1. Retrieval Request
2. Chargeback

[Read more...](#)

Source: Elavon

New online whistleblower-retaliation form created

OSHA has approved a new procedure to submit whistleblower-retaliation complaints. Whistleblower-retaliation complaints have been on the rise in recent years, forcing the need for another avenue for complaints to be submitted.

Up until now, the only option to submit complaints was by calling or mailing in a form. The new option allows users to submit the complaint via a form on the internet, or by printing off the form and faxing or emailing it in.

In response to this new option, employers should continue to educate and inform their employees about their internal whistleblower policies. Employees should be trained and retrained on whistleblower policies in an effort to avoid incident. Of course, complaints are bad in general; employees should have a way to submit complaints in house prior to contacting OSHA.

Do you want to learn more about whistleblower-retaliation? Watch the KPA Dealer Webinar on [Ask the Attorneys: Your HR Legal Questions Answered](#).

Source: KPA

Employ highly trained National Guard members

American Jobs for America's Heroes is a nonprofit alliance with the National Guard to help unemployed National Guard members, veterans and spouses find skilled jobs in the private sector. There are National Guard units in all 54 states and U.S. territories. Thousands of members are unemployed.

Job Posting is Free and Easy!

Direct Access: Your job postings are plugged directly into the National Guard Employment Network, the flagship employment initiative of the National Guard. State National Guard employment counselors are waiting to match your posting with qualified job candidates!

[Read more...](#)

Spader Business Management to host Total Management Workshops

Spader Business Management is conducting a series of comprehensive management workshops designed to get your dealership on the road to increased profits, stability and growth. Following are the workshop subjects and titles:

- Total Management 1 Workshop
- Total Management 2 Workshop
- Effectively Leading and Managing Employees Workshop
- Leadership Development Program
- Service Writing Workshop

- Service Management Workshop
- Parts and Accessories Management Workshop

For more information and to register for the Spader workshops click here: <http://spader20.com/the-latest/spader-workshops>

Spader is an endorsed provider of dealer management, consulting and training for the North American Equipment Dealers Association.

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.

Tip of the Month



[Tip of the Month: GHS Training Deadline](#)

Employers are responsible for implementing the changes in the Hazard Communication regulation at their dealership. Employers must train their employees on the updated GHS standard by December 1, 2013.

Compliance with the modified provision of the final rule must be met by June 1, 2016.

Free KPA Webinars

[Crisis Management for Social Media - November 20, 2013](#)

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