Wednesday, October 23, 2013

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For many dealers, managing accounts receivable is a manual and time-consuming process. Wade Incorporated's new system reduces the time it takes to process monthly invoices by more than half. What's more, customer can now reconcile their accounts online, schedule service and order parts.

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Industry & Manufacturing News

Briggs & Stratton Q1 sales are up, but generator sales soften

Briggs & Stratton's first-quarter sales reached \$317.3 million, up from \$309 million last year, because of an uptick in U.S. engine and equipment sales, according to this article. The company noted weaker generator sales in the quarter, as last year's sales were driven by Hurricane Isaac. The company saw "continued strength in standby generator sales ... however, portable generator sales decreased with Hurricane Isaac landing last year and no significant storm activity this year," President and CEO Todd Teske said.

Read more...

Source: Biz Journals

Kubota Tractor Corporation enters hay tools and spreaders market First phase in introduction to include disc mowers, rotary rakes and tedders, and pendulum spreaders

TORRANCE, Calif.--(BUSINESS WIRE)--Kubota Tractor Corporation announced today that it will enter the U.S. hay market in 2014 with an all-new line of Kubota Hay Tools. The new machinery further expands Kubota's strength in the agricultural market, and will allow its dealers to serve as a convenient, one-stop destination for Kubota tractors, hay implements and spreaders.

"Kubota's acquisition of Kverneland strengthens our global product portfolio while providing an opportunity for our U.S. dealers to expand their offerings to serve the needs of our haymaking customers"

The new implements will be produced by Kverneland Group, a leading international company that develops, produces and distributes agriculture machinery. Kubota Corporation completed a full-ownership acquisition of Kverneland Group in May 2012, including its factories located in Norway, Demark, Germany, France, The Netherlands, Italy, Russia and China. The Kverneland Group brings to Kubota 134 years of experience in successfully developing and producing implements.

"Kubota's acquisition of Kverneland strengthens our global product portfolio while providing an opportunity for our U.S. dealers to expand their offerings to serve the needs of our haymaking customers," said Todd Stucke, Vice President, Kubota Agriculture & Turf Division. "These tools – carrying the well-recognized and deeply trusted Kubota name – are first in a series of product developments underway that will allow us to realize our agriculture growth strategy in the United States."

Kubota unveiled the new implements at the Kubota National Dealer Meeting in Memphis, Tenn., earlier this month. The first phase of implements will be available at Kubota dealerships in early 2014 and will include five disc mowers, ranging from 5'6" to 10'5"; a rotary rake and tedder, with a working width of 13'9" and 17'1" respectively; and pendulum spreaders, with capacities ranging from 7.8 to 47.7ft3.

For more product information, please visit the Hay Tools and Spreaders product pages on www.kubota.com.

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





business to the next level...







From the NAEDA Office

Emergency Planning and Community Right-to-Know Act (EPCRA)

By Frank Bryant

In January 2013, the U.S.
Environmental Protection Agency (EPA) and
New Cingular Wireless (NCW) reached an
administrative settlement requiring the
company to pay a civil penalty of \$750,000
regarding alleged reporting, planning and
permitting violations at 332 legacy AT&T

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.

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OVER OTHER VENDORS IN THE INDUSTRY



Legislative & Regulatory News

Farm Bill discussions to start

It appears that lawmakers will finally roll up their sleeves and get down to business during the first formal conference committee session next week, chaired by House Agriculture Committee Chairman Frank Lucas, R-Okla. It's likely to be a meeting dominated by speeches which outline respective priorities, but it's a necessary part of moving the negotiations forward. And around Capitol Hill, optimism is increasing that members might actually complete the farm bill in 2013 - even though several different "big picture" factors, like negotiations on the budget and federal spending packages, could change that timeline.

TransCanada expects Keystone pipeline decision by end of March

The company seeking to build the Keystone XL oil sands pipeline believes the long-delayed White House decision on the project will arrive by the end of March, Bloomberg reports.

Alex Pourbaix, a senior official with TransCanada Corp., said in Calgary on Wednesday he expects the State Department will complete its environmental analysis this fall and a final decision will arrive in the first quarter of 2014, the news service reports.

The State Department has repeatedly said recently that it does not have a timeline for completing its review.

Read more.

Wireless (AWS) sites now owned by NCW. The basis of the case was NCW's failure to comply with the Emergency Planning and Community Right-to-Know (EPCRA) reporting requirements related to the presence of sulfuric acid and diesel.

In addition, NCW agreed to spend \$625,000 on supplemental environmental projects (SEP) to resolve the alleged violations. The SEP projects will include providing hazardous materials awareness and health and safety training to building inspectors and firefighters. In addition, it includes procuring emergency response equipment, such as firefighting equipment, gas meters, HazMat identification equipment, satellite phones and other emergency communications equipment.

During a recent environmental field survey of five equipment dealers, SES, Inc. (SES) — consultant for Southwestern Association (SWA)-found that two of five facilities visited were subject to the same EPCRA requirements cited by EPA in the NCW case, based on the amount of sulfuric acid and/or diesel on-site.

The Emergency Planning and Community Right-to-Know Act of 1986 was enacted to help communities plan for emergencies involving hazardous substances. The act establishes requirements for federal, state and local governments, Indian tribes and industry, regarding emergency planning and "Community Right-to-Know: reporting on hazardous and toxic chemicals.

The Community Right-to-Know provisions help increase the public's knowledge and access to information on chemicals at individual facilities, their uses and releases into the environment. States and communities, working with facilities, can use the information to improve chemical safety and protect public health and the environment.

The regulations require that an initial submittal be made to the Local Emergency Planning Committee (LEPC), the State Emergency Response Commission (SERC) and the local fire department for any hazardous material stored on-site, exceeding the reporting threshold. Threshold quantities for diesel and sulfuric acid are 10,000 pounds and 500 pounds, respectively.

EPA considers sulfuric acid to be an extremely hazardous substance (EHS). It is important to understand that the amount of sulfuric acid contained in batteries must be counted in addition to any amount stored in containers used to charge the batteries. This initial submittal must include a material safety data sheet and a list of all hazardous chemicals grouped by hazard classifications specified in the regulations.

For any chemical stored at any time during a calendar year, and above the

Source: Bloomberg

California finalizes major rule to mandate energy storage, boosting renewables

The California Public Utilities Commission (PUC) this week finalized a decision that will require power companies to expand their capacity to store energy, which advocates say will improve the storage and delivery of renewable energy resources.

Under the decision, the state's investor-owned utilities must begin buying a combined 200 megawatts of energy storage technology by 2014, reaching 1.3 gigawatts (1,325 megawatts) by the end of 2020, enough to power nearly 1 million 994,000 homes.

Read more.

Fiscal deal opens door to big tax and entitlement changes

The deal struck Wednesday in Washington could make it easier for lawmakers to make big changes to tax policy, spending and entitlement programs. Here's a look at what is in the accord, what didn't make the cut and what's coming down the pipeline.

This deal is an important way forward for big policy changes

While a lot of the news focused on the aspects of the deal that ended the shutdown and prevented default, the plan also calls for an agreement by mid-December on a long-term budget plan. Senate Majority Leader Harry Reid said on the Senate floor Wednesday that under his agreement with Senate GOP Leader Mitch McConnell, the two leaders would name members to a bicameral budget conference committee "that will set our country on a long-term path to fiscal sustainability."

The House and Senate each have already passed their own conflicting versions of a budget plan for 2014. The aim of this committee would be to come up with a compromise budget blueprint which would then be put to a vote in each House. This blueprint could be the vehicle for major policy changes intended to reduce budget deficits and debt. These might include tax increases and curbs in the entitlement programs such as Medicare.

Read more...

Source: Friends of the U.S. Chamber

Homebuilder confidence in U.S. declines to lowest in four months

Confidence among U.S. homebuilders fell more than forecast in October to a four-month low as rising interest rates and the budget battle in Washington stifled progress in the housing market.

The National Association of Home Builders/Wells Fargo index of builder sentiment decreased to 55 this month from a revised 57 in September that was weaker than initially estimated, the Washington-based group reported today. The median forecast in a Bloomberg survey called for a decline to 57. Readings above 50 mean more builders view conditions as good than poor.

The figures show a partial closing of the federal government that began Oct. 1 and a political showdown over raising the nation's \$16.7 trillion borrowing limit are taking a toll on sentiment and delaying spending decisions. Mortgage rates close to a two-year high are also slowing gains in real estate, which has been a source of strength for the economy.

"A spike in mortgage interest rates along with the paralysis in Washington that led to the government shutdown and uncertainty regarding the nation's debt limit have caused builders and consumers to take a pause," David Crowe, chief economist at the builders association, said in a statement. "Once this government impasse is resolved, we expect builder and consumer optimism will bounce back."

Read more...

Source: Bloomberg

Congress begins to address trade promotion authority

For 80 years U.S. Presidents have negotiated trade agreements based on objectives jointly established by the President and Congress. That partnership during the last 40 years has been under legislation earlier called 'fast-track authority' and more recently Trade Promotion Authority (TPA). The Obama Administration has almost completed the Trans-Pacific Partnership (TPP) free trade agreement (FTA) negotiations and has begun the Transatlantic Trade and Investment Partnership (TTIP) talks without such a partnership agreement with Congress.

Read more...

Source: Truth about Trade

LIFO, LKE could be on chopping block in tax reform legislation

House and Senate tax committee members are finally putting pen to paper and drafting comprehensive reform legislation. Industry groups are getting nervous as lawmakers have warned that key parts of the

threshold quantity, dealers must annually submit an Emergency and Hazardous Chemical Inventory Form to the LEPC, the SERC and the local fire department before March 1 (for the previous year). Facilities provide either a Tier I or Tier II form. Most states require the Tier II Form. Some states have specific requirements in addition to the federal Tier II requirements.

An additional requirement is in place for extremely hazardous substances (sulfuric acid) stored above its threshold planning quantity (TPQ) of 1,000 pounds. A full 55-gallon drum of sulfuric acid weighs about 550 pounds. Remember, that you must also count the amount contained in all batteries.

If the TPQ is exceeded, the facility must provide notice to the LEPC and SERC. In addition, the facility must provide the name and contact information of the facility emergency coordinator who will participate in the emergency planning for the EHS.

We all remember the recent explosion in the Texas town of West. Numerous first responders were killed in the explosion. EPCRA regulations are designed to prevent these disasters.

This article is provided for your information, to remind you of these rules and to encourage you to review your operations in order that you will not only be in compliance with regulations, but more importantly, that you ensure your employees and neighbors stay safe.

FRANK BRYANT is president of SES, Inc., and consultant for NAEDA and Southwestern Association (SWA), in Merriam, Kan. He can be contacted at 913-485-5899.

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Internal Revenue Code are on track for major changes or outright repeal.

Of particular concern to AED and NAEDA is the fact that "last in, first out" (LIFO) tax accounting method and like-kind exchanges (LKE) are apparently both in the crosshairs. Lawmakers are looking for revenues everywhere and LIFO in particular is a big target.

Because Senate Finance and Ways & Means Committee meetings have been private, we don't have certain information on what has been discussed or decided at this point. However, we have heard from sources that LIFO and LKE are in danger and action is needed to inform Ways & Means Committee Republicans about the importance of both.

If you have 10 minutes, please send a personalized letter to your lawmakers, particularly if you have a location in the district of a Ways & Means or Finance Committee member. Thanks to AED, in a cooperative effort, they have made it easy as possible to send a letter by following these steps.

- 1. Download a pre-drafted letter urging lawmakers to protect LIFO and/or LKE here:
 - a. <u>LIFO</u>
 - b. LKE
- Place the letter on your company letterhead and complete the bracketed information specific to your company. Don't forget to address the letter(s) to your senators/representatives. Save the letter and convert to a PDF file.
- 3. Look up your lawmakers' tax staffer and e-mail the letter to her/him. A complete list of tax staffers can be found here.

EPA's greenhouse-gas rules draw U.S. Supreme Court scrutiny

The U.S. Supreme Court said it will scrutinize the Environmental Protection Agency's first-ever push to curb greenhouse-gas emissions, agreeing to hear appeals from industry trade groups and Republican-led states.

The justices today said they will decide whether the EPA was justified in setting up new permit requirements for stationary sources of pollution, including power plants and factories. The Obama administration is seeking to reduce carbon emissions it says threaten public health and contribute to climate change. Dozens of trade groups, companies, public policy organizations and states pressed nine separate Supreme Court appeals, six of which the court agreed to hear. The EPA is erecting "the costliest, farthest-reaching and most intrusive regulatory apparatus in the history of the American administrative state," the U.S. Chamber of Commerce argued in an appeal joined by Alaska and the American Farm Bureau Federation.

Read more...

Source: US Chamber of Commerce



Canadian News

CFIA says farewell to Ag Canada

The federal government has decided to move the Canadian Food Inspection Agency to Health Canada after a 16 year stay at the agriculture department. The decision, which was announced Oct. 9, effectively removes Agriculture Canada's oversight of food inspection and food safety and makes health minister Rona Ambrose the key minister on the file. She also oversees the Pest Management Regulatory Agency.

Read more...

Source: The Western Producer

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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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Swedish equipment firm buys Seed Hawk

A small hamlet in southeastern Saskatchewan will be the base for a prominent Swedish planting and tillage equipment maker to set itself up in the North American ag market. Vaderstad-Verken AB on Thursday announced it will buy full ownership of Seed Hawk, the Langbank, Sask.-based air seeder manufacturer in which it's held a minority stake since 2006.

Read more...

Source: Alberta Farm Express

Feds invest in marketing for bison industry

In an effort to boost Canada's growing bison industry, the federal government is investing more than \$225,000 to help the industry promote its product. In conjunction with the Canadian Bison Association (CBA), the government will invest the money into marketing in foreign countries.

Read more...

Source: Leader Post

Conservatives pledge balanced budgets, consumer goodies in speech from the throne

Conservatives have rolled out a roadmap to the next election that looks a lot like the road they've taken to stay in power. Originally billed as a reset, a consumer-friendly shake-up of priorities, Prime Minister Stephen Harper's government instead unveiled a conservative-friendly agenda to take them into 2015, pledging balanced budgets, crackdowns on spending and tougher penalties for criminals.

Read more...

Source: The Star

5 ways the Canada-EU trade deal will impact Canadians

Canada and the European Union have reached a "political agreement" on free trade that the federal government says could boost Canada's annual income by as much as \$12 billion annually, and bilateral trade by 20 per cent. While the deal is not expected to be ratified for at least two years, it is expected to remove 98 per cent of EU tariffs on a wide range of Canadian products.

Read more...

Source: CBC News

Harper calls tentative EU agreement 'biggest deal Canada has ever made'

Canada and the European Union reached a tentative free-trade deal on Friday that is intended to eliminate virtually all tariffs and many barriers on trade, investment and labour mobility. The deal, which Prime Minister Stephen Harper hopes to see fully ratified before the 2015 federal election, would remove 98 per cent of tariffs on imported and exported goods.

Read more...

Source: CTV News

NAEDA, Association & Program Partner News

Build a successful dealership starting with employee recognition

Studies have shown that instilling recognition in the workplace can positively impact the direction of your organization. Click here to start using recognition in your dealership to prompt the following positive outcomes

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

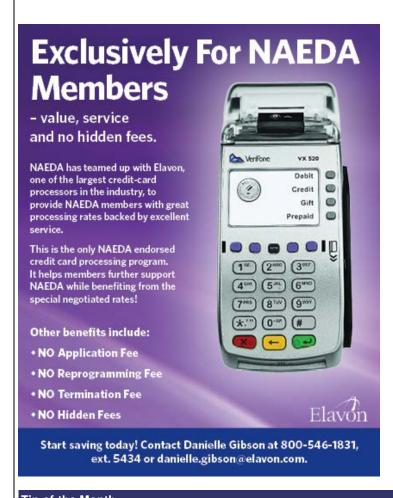
For years the North American Equipment Dealers Association has published the Equipment Dealer Buyer's Guide for dealer members and associates. This annual directory of equipment industry manufacturers, suppliers and distributors is a sought after publication that dealers reference year round.

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, <u>digital.naeda.com</u> 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



October 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

Hazard Communication Program Changes - October 24, 2013

Answers To Every Digital Marketing Questions You've Ever Had - October 30, 2013

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