






NAEDA board takes action at March meeting



This "Action Alert" icon will be displayed whenever action steps exist to help your voice be heard on topical issues. Dealers can expect to see alerts in all forms of NAEDA communications.

Manufacturer Relations		
ISSUE	ACTION SUMMARY	NAEDA'S POSITION
 OPE Power Pro	NAEDA's board has approved moving forward with an outdoor power equipment (OPE) program that will brand full-service dealers to allow them to stand out to consumers. Launch of the "power pro" program is targeted for the association's next fiscal year, which begins July 1. NAEDA will enlist the support of manufacturer stakeholders that depend on full-service dealers to sell and service their equipment.	NAEDA supports branding full-service dealers.
 Online Shortline Warranty System	NAEDA's board has given the association approval to begin drafting an agreement to create a partnership with the Farm Equipment Wholesalers Association (FEWA) and the Farm Equipment Manufacturers Association (FEMA) to manage an online warranty claims processing system.	NAEDA believes a single warranty database would greatly improve the warranty process for dealers and manufacturers.
 Farmtrac Receivership	NAEDA and its affiliates are working with Farmtrac dealers who face uncertainty about the future of their wholerooms, parts and service business. With Farmtrac in receivership, NAEDA legal counsel Jack Selzer is researching options for dealers. He's also been in close contact with the court-appointed receiver and other companies that are a party to this situation. Additionally, NAEDA and its affiliates have contacted known Farmtrac dealers with a list of some options to consider and to determine their interest in contributing to a legal fund.	For additional information about what to do or who to contact regarding the Farmtrac situation, please contact your state, regional or provincial dealer association or NAEDA.

Government Relations		
ISSUE	ACTION SUMMARY	NAEDA'S POSITION
 Canadian Legislative Advocacy	John Schmeiser has been approved by the NAEDA board as its legislative liaison to advance association policy and represent Canadian associations on dealer and industry issues. Schmeiser will continue in his role as executive vice president of the Canada West Equipment Dealers Association.	This action demonstrates NAEDA's commitment in supporting proactive legislative advocacy to benefit Canadian dealers.
 Policy Changes	NAEDA's board made two policy position changes related to immigration and taxes. On the issue of immigration, the policy was expanded to formally include the needs of OPE dealers. With regard to taxes, language was added to call out a variety of taxes and includes support of LIFO as an acceptable accounting method. Visit the Advocacy Center at the NAEDA Web site (www.naeda.com) to review the association's policies.	Policy positions are the foundation of legislative advocacy and reflect the will of NAEDA-affiliated dealers as expressed by dealers who represent affiliated associations on NAEDA's board of directors.
 Water Resource Development Act	The Senate, with its \$14 billion Water Resource Development Act, has approved waterways improvements supported by NAEDA. The Senate bill now heads to conference committee to reconcile differences with a House-passed version. An estimated two-thirds of all consumer goods pass through the nation's harbors, including the majority of Midwest grain targeted for export.	NAEDA's support for waterways improvements stems from the vital importance of water-borne transportation for agricultural production inputs and commodities. One of the major benefits of the act would improve inland waterways, including the Mississippi River.

A companion reference is regularly updated in the Dealer Advocacy Center at www.naeda.com.

Quick updates...

Revised UCC search links

A map of links to conduct UCC searches has been revised. The popular online resource has been used thousands of times by dealers to search for liens before equipment transactions are made.

In making revisions to the map, NAEDA discovered an increase in the number of states that now offer annual subscriptions or charge a fee for each search conducted. The map is located in the Advocacy Center under UCC Search at www.naeda.com.

NOTE: NAEDA legal counsel has reviewed and updated the search links, which are subject to change without notice. Please report dead links to NAEDA at webmaster@naeda.com.

Thank you ADA assessment participants

NAEDA thanks the 1,000+ dealers who responded to the Equipment Dealer Americans with Disabilities Act (ADA) Assessment. Your anonymous responses will be used to quantify the effect additional facility requirements could have on equipment dealers. The assessment data has been tabulated for presentation to the U.S. Department of Justice during the 60-day open comment period.

Fly-In priorities set

NAEDA's board of directors established four priority areas for participants who attended the 5th Annual NAEDA Legislative Fly-In, April 9-10, in Washington, D.C. Priorities set during the board's March meeting included taxes (including equipment depreciation), immigration, health care and trade. Fly-In participants visited with their respective federal legislators to promote NAEDA's position on each of the priority areas.