

Watch for dealer-manufacturer survey in your e-mail



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
2008 Dealer-Manufacturer Relations Survey	The 2008 Dealer-Manufacturer Relations Survey will be distributed to dealers in January. The revamped survey will give dealers the opportunity to rank major and shortline equipment manufacturers in various categories.	The 2008 Dealer-Manufacturer Relations Survey is an invaluable tool to prompt discussions with equipment manufacturers. NAEDA urges dealers to participate.
OPE Programs	Representatives of the NAEDA OPE Dealer Council and Mike Williams, director of OPE programs for NAEDA, met with Bill Harley, president and CEO, Outdoor Power Equipment Institute (OPEI), at GIE+EXPO in late October. The purpose of the meeting was to update OPEI on the OPE Customer Plus Program and to discuss potential manufacturer support of the Yellow Pages Subcommittee headings project.	OPE dealers and manufacturers benefit from a strong dealer network, which emphasizes professional dealer education, sales and service advantages to consumers.
Shortline Warranty Database	More than a dozen dealers submitted 10 warranty claims a piece in a beta test of the Web-based Shortline Warranty Database. The database project is a cooperative effort of NAEDA, Farm Equipment Wholesalers Association (FEWA) and Farm Equipment Manufacturers Association (FEMA).	NAEDA appreciates the work of all involved in the project, which is on target for its 2008 rollout.

Government Relations		
ISSUE	ACTION SUMMARY	NAEDA'S POSITION
Tax Reduction and Reform Act	Rep. Charles Rangel (D-NY) has proposed what is being referred to as the "mother of all tax bills." The bill, if passed, would increase the individual income tax top rate to 44 percent from 35 percent over the next several years, which would hit dealers, farmers, ranchers and small businesses especially hard. A NAEDA summary of the Tax Reduction and Reform Act of 2007 – H.R. 3970 – is available at www.naeda.com where you may also access the House Ways and Means Committee Web site for expanded information.	While NAEDA supports some parts of the bill, the association is concerned about several portions of the legislation (see LIFO under "Making a difference" in the right hand column).
Trade Promotion Authority	President Bush lost his Trade Promotion Authority (TPA) when it expired on June 30 and needs Congress' approval to have it reinstated. The act gives the president the ability to enter into trade agreements, which may be voted up-or-down but not amended by Congress. Trade promotion authority is vital to giving the United States a strong hand at the negotiating table and provides a framework for strengthened consultation with Congress at key trade negotiating stages.	NAEDA supports TPA reauthorization so the U.S. does not lose ground with competitors in negotiating with trading partners.
Water Resources Development Act	President Bush's veto of the Water Resources Development Act (WRDA) was overridden by Congress. Appropriations can now be sought for funding individual studies and projects tied to the legislation.	NAEDA has supported the WRDA for several years, at one point making it a top-three association legislative priority, and is pleased with its authorization.

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

Making a difference...

NAEDA pushes for farm bill

NAEDA continues to work with coalition partners on passage of the farm bill. Senators left for Thanksgiving recess in gridlock over the bill after failure to invoke cloture on a 55-42 vote, which some are saying spells the end of the bill this year. All Democrats voted for cloture and four Republicans – Sens. Norm Coleman (MN), Charles Grassley (IA), Gordon Smith (OR) and John Thune (SD) – joined them.

Tax bill threatens LIFO

Rep. Charles Rangel (D-NY) would have the LIFO accounting method phased out under the Tax Reduction and Reform Act of 2007, suggesting LIFO's elimination is important to pay for reductions in corporate tax rates. NAEDA is working to make sure Congress knows the importance of LIFO to dealers.

House approves Peru TPA

The House has approved passage of the U.S.-Peru Trade Promotion Agreement (PTPA) and now the Senate is being asked to consider the agreement. NAEDA supports passage and has joined other organizations in communicating the PTPA's benefits to legislators.



Support accelerated depreciation

You can draft and send letters supporting accelerated depreciation via the Internet by typing the Web addresses shown below into your browser or going to NAEDA's Web site at www.naeda.com and clicking on the available live links.

- Senate – to support S. 1621: http://ga1.org/campaign/S1621_EqDep
- House – to support H.R. 2280: http://ga1.org/campaign/eq_dep_hr2280