








Reserve April 9-10 for the NAEDA Legislative Fly-In to D.C.



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 |
|  Online Shortline Warranty System | NAEDA, the Farm Equipment Wholesalers Association (FEWA) and the Farm Equipment Manufacturers Association (FEMA) rolled out the online Shortline Warranty System software to participating manufacturers on February 1. The rollout to dealers is tentatively scheduled for May 1. The NAEDA board of directors will finalize the dealer portion of the project at its March meeting. | NAEDA believes a single source warranty system makes sense for dealers and manufacturers. It will simplify the claims process and improve data input accuracy, which will result in improved employee efficiency. |
|  Kubota IRTF Meeting | The Industry Relations Task Force (IRTF) met with Kubota this month to discuss a variety of issues. A summary of the meeting will be distributed to Kubota dealers and association executives. | Manufacturer relations is NAEDA's number one priority. In addition to meeting with Kubota this month, the IRTF is scheduled to visit with more than a dozen manufacturers in 2008. Dealers with comments or concerns related to manufacturer relations are encouraged to contact their state, regional or provincial association. |

| Government Relations | | |
|---|--|--|
| ISSUE | ACTION SUMMARY | NAEDA'S POSITION |
|   Accelerated Depreciation | NAEDA, its U.S. affiliate associations and other trade industry organizations have been lobbying both the House and the Senate for sponsorship of legislation that would change IRS rules related to depreciation of farm and ranch equipment and machinery. The Senate-passed version of the 2007 farm bill includes language that would make this depreciation change. To do your part, even if you have previously sent letters, we need you to draft and send letters by typing the Web links shown below into your Internet browser or by going to NAEDA's Web site at www.naeda.com and clicking on the available live links. <ul style="list-style-type: none"> ■ To send Senator letters: http://ga1.org/campaign/FNB_HR2419_S ■ To send a House letter: http://ga1.org/campaign/FNB_HR2419_House | NAEDA has been involved with other industry trade groups to move H.R. 2419 (2007 farm bill) forward. NAEDA also supports accelerated equipment depreciation in Canada by increasing the Capital Cost Allowance (CCA). NAEDA supports increasing the CCA rate to 40 percent in the first year from 30 percent when new Class 10 equipment is purchased. |
|  Americans with Disabilities Act (ADA) | NAEDA is preparing comments on new ADA rules released by the Department of Justice, using data collected from NAEDA's late January survey that focused on dealership compliance. The comment period extends for 60 days after rules are published in the <i>Federal Register</i> . | NAEDA is working to get dealerships that are in compliance with current ADA guidelines "grandfathered in" to show that "readily achievable" items have been met and meeting more requirements in the future could put undue burden on dealers. |
|  State Legislatures | State legislatures in 44 states will conduct sessions in 2008. You can be sure balancing strained budgets will be a priority during many of these sessions as well as dealing with higher health care and education costs and immigration issues. NAEDA-affiliate associations will be active on equipment dealer issues and NAEDA's knowledge and perspective about the issues will be at the affiliates' disposal when needed. | NAEDA supports efforts of affiliate associations to improve the business environment for dealers in their respective states. |
|  Fly-In | Mark your calendar for the 5th Annual NAEDA Legislative Fly-In to be held April 9-10 in Washington, D.C. Come meet with legislators and other professionals who work on issues affecting our industry. For more information, contact your association. Additional information also is available from NAEDA by calling 636/349-5000 or by sending an e-mail to Mike Williams, vice president, government relations and public policy, at williamsm@naeda.com . | This is a tremendous opportunity for your personal involvement on industry issues. |

Making a difference...

The year 2007 was eventful for NAEDA legislative priorities. Several legislative milestones were achieved to the advantage of equipment dealers, including the following priorities:

Water Resource Development Act

The House and Senate in November 2007 voted to override the president's veto of H.R. 1495, the Water Resources Development Act (WRDA) of 2007. WRDA was delayed for more than seven years and has been one of NAEDA's top priorities since 2003. The bill authorizes critically important projects on inland waterways, including the modernization of seven locks along the Upper Mississippi River and Illinois Waterway, and projects on the Gulf Intracoastal Waterway. The bill also contains language to improve ports, flood and hurricane protection systems, and restore critically important ecosystems and marine habitats.

Peru Free Trade Agreement

NAEDA policy supports trade legislation that brings tangible benefits to America and agriculture. This bill, H.R. 3688, was supported because it eliminated tariffs on 80 percent of U.S. industrial and consumer product exports to Peru and two-thirds of the tariffs on agricultural exports. Most other duties are phased out over 15 years, which makes this good for agriculture and dealers.

Energy

President Bush signed into law the Energy Independence and Security Act of 2007 (H.R. 6) on Dec. 18, 2007. The bill requires the use of renewable fuels, including ethanol, biodiesel, and cellulosic renewables. By 2022, 36 billion gallons of renewable fuel will be required, an increase from nine billion gallons in 2008. NAEDA supports legislation that increases the use of renewable fuels to boost farm income, reduce U.S. oil dependency and create new demands for newer and modern equipment from dealers.