






Strength of stakeholder numbers is hard to ignore



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
 Industry Task Force	NAEDA recently joined staff members from the Association of Equipment Manufacturers (AEM), Associated Equipment Distributors (AED) and American Rental Association (ARA) to review progress made by each organization on key issues identified during an initial meeting of equipment industry leaders last fall in Chicago. Representatives reported on progress made by their respective organizations on the issues of equipment titling and registration, workforce development and proposed federal tax legislation. Also reviewed were California's latest moves on emissions and engine registrations.	Participation in this task force of industry stakeholders is vital in presenting a unified voice on issues important to members of each organization.
 Deere Golf & Turf Distributors	NAEDA and its legal team have been working closely with Deere Golf & Turf former "One Source" distributors to recoup the investment made prior to the company's acquisition of LESCO. NAEDA has spoken to high-ranking Deere officials and the distributors about the appropriate level of recoupment regarding this matter. Talks are ongoing and the issue is expected to be amicably resolved. Both Deere officials and distributors are working closely with NAEDA to resolve this issue.	The legal concept of "equitable recoupment" is applicable to this matter and negotiations over the exact amount can be negotiated through continuing discussions.

Government Relations		
ISSUE	ACTION SUMMARY	NAEDA'S POSITION
 Canadian Recommendations	Canadian associations addressed the Standing Committee on Finance in December and made the following recommendations <ul style="list-style-type: none"> • accelerate the Capital Cost Allowance (CCA) schedule of Class 10 farm equipment to 40 percent in the first year, • review classification of CCA rates on all farm equipment and reclassify air seeders and corn planters as Class 10 farm equipment, • increase the threshold of the small business deduction to reflect the growth in the Canadian economy, • create an investment tax credit to assist with the burden of training employees, • enact a provision of tax credits for journeyman technicians for the purchase of tools that are essential for their employment, and • enact a Canadian government program that provides financial incentives to farmers, dealers and manufacturers to retrofit older diesel engines to improve fuel efficiency and to reduce pollution. 	NAEDA supports these recommendations.
 Americans with Disabilities Act (ADA)	The new ADA rules expected to be released by the Department of Justice in February could have major financial ramifications for equipment dealers. Of primary concern to NAEDA are possible rules that may impose added requirements for entrances, sales and service counters, employee work areas, restroom space and layouts, automatic doors, signage and warning systems. A future dealer survey will be used to determine the possible implications of more stringent ADA rules on dealers.	NAEDA is working to get dealerships that meet current ADA guidelines "grandfathered in" or be allowed to show "readily achievable" items have been met; that meeting more specifications in the future could put undue burdens on dealers.
 Peru Trade Promotion Agreement	The Senate gave the U.S.-Peru Trade Promotion Agreement (PTPA) overwhelming support with a 77-18 vote. "This has been a tough battle despite the Senate's final tally. Equipment dealers are to be commended for their individual efforts in seeking positive support from their House and Senate representatives," says Mike Williams, vice president government relations and public policy, NAEDA. "U.S. farmers and ranchers will directly benefit from this free trade agreement, and agriculture in general is boosted any time the playing field can be leveled between trading partners."	NAEDA actively supported the PTPA when it was presented to Congress. Free trade agreements with Columbia and Panama are pending and deserve the same approval.

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

Need to know...

Form I-9

All employers are required to complete a Form I-9 for each employee hired in the United States after Nov. 6, 1986. The revised Employment Eligibility Verification Form (I-9) went into effect Dec. 26, 2007. Both the revised form and the "Handbook for Employers, Instructions for Completing the Form I-9" are available online at www.uscis.gov. To order forms, phone USCIS toll free at 800/870-3676. For forms and information on immigration laws, regulations, and procedures, call the National Customer Service Center at 800/375-5283. A live link also is available on the NAEDA homepage at www.naeda.com.



It's a big deal: Accelerated Depreciation

NAEDA-supported accelerated depreciation bills now have 42 House sponsors for H.R. 2280 and 15 Senate sponsors for S. 1621. We need more sponsors and your letters requesting support will help get them. Draft and send letters supporting accelerated depreciation via the Internet by typing the Web addresses below into your Internet browser or visit NAEDA's Web site at www.naeda.com and click on the available live links under Action Alert.

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

UCC Updates

NAEDA is in the process of updating the UCC map available through the Advocacy Center on the NAEDA Web site (www.naeda.com). NAEDA developed UCC Search to help dealers search for liens before equipment transactions are made. If you should access the UCC map and find a dead link, individual secretary of state offices often maintain applicable information on their individual Web sites. NAEDA's UCC map generally links to the same Internet entry point.