

## OPE dealer survey completed, Canada's Parliament suspended



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.

<b>Manufacturer Relations</b>		
ISSUE	ACTION SUMMARY	NAEDA'S POSITION
<b>OPE Dealer Survey</b>	NAEDA has tabulated the results from a recent survey of OPE dealers about various fees added to inventory purchases. The NAEDA OPE Dealer Council requested the survey after concerns were raised that consumers were challenging variances in equipment pricing found on the Internet and at dealerships. Dealers also were asked whether they were being pressured to increase inventory for 2009.	A summary of the survey appears in "The Great Outdoors" that begins on page 36. NAEDA will use the survey as the basis for discussions with OPE manufacturers to address the areas of concern.
<b>Market Share Metric</b>	NAEDA continues to press for greater accuracy, transparency and communications between dealers and manufacturers if the metric is going to be meaningful to either party. AEM's Ag Council has agreed to appoint a small work group with representatives from AEM and NAEDA to tackle specific issues contained in NAEDA's <i>Market Share Task Force Report and Recommendations</i> and reach an agreeable resolution.	If you would like a copy of the task force report, please contact our office or review/download the information from the Advocacy Center at <a href="http://www.naeda.com">www.naeda.com</a> .
<b>AG Connect Expo</b>	NAEDA has been invited by AEM to be a supporting organization to help plan and promote its new AEM AG Connect Expo farm show, which is scheduled to debut in January 2010 in Orlando, Fla.	NAEDA will work on developing a proposal for review by the NAEDA board.

<b>Government Relations</b>		
ISSUE	ACTION SUMMARY	NAEDA'S POSITION
<b>Canada's Parliament Suspended</b>	Prime Minister Stephen Harper has suspended Canada's Parliament until January 27. By doing this, Harper will avoid a nonconfidence vote by a coalition whose mission is to topple his minority government. When Parliament returns to work, Harper's first task will be to present a budget. The coalition is calling for a budget that includes a plan to boost the slowing economy. Without a stimulus package, the coalition plans to vote against any Harper proposal.	NAEDA's Canadian legislative director, John Schmeiser, is keeping the association updated on a situation that has angered many Canadians. He says without a budget, Canadians may be forced back to the polls to elect a government. The current government was elected in October 2008. Visit <a href="http://www.canada.com">www.canada.com</a> for updates.
<b>Bonus Depreciation Expires</b>	NAEDA spent time in Washington, D.C., in December to lobby for an extension of the capital investment incentives in the Economic Stimulus Act (ESA) of 2008. Regrettably, the attempt fell short and the bonus depreciation in sec. 179 of the ESA expired Dec. 31.	NAEDA believes another economic stimulus package could be on the desk of president-elect Barack Obama shortly after he takes the oath of office in January. NAEDA's legislative director, Mike Williams, is optimistic that bonus depreciation will be restored in a new stimulus plan.
<b>LIFO Coalition Meets</b>	The LIFO Coalition met in December to review member positions on the accounting method and to structure an education plan for new members of Congress about what LIFO means to small businesses. Concerns about the repeal of LIFO have spread as Congress deals with its PAYGO (pay as you go) rules and the need for new revenue sources. In addition, the coalition is seeking member comments about the Securities and Exchange Commission's new proposed rule on international accounting standards that was published in November.	NAEDA supports continuation of LIFO as an approved accounting standard.
<b>Obama Names Ag Secretary</b>	President-elect Barack Obama has nominated former Iowa Governor Tom Vilsack as secretary of agriculture. Vilsack, who had a brief run at the White House in 2008 and later supported Sen. Hillary Rodham Clinton's presidential campaign, shares Obama's vision of developing alternative energy sources.	In addition to supporting development of biofuels, such as corn-based ethanol, Vilsack is keen on food safety. NAEDA supports biofuel development.

A companion reference is regularly updated in the Dealer Advocacy Center at [www.naeda.com](http://www.naeda.com).

## NAEDA notes

### 2008 Compensation and Benefits Survey

Results of the 2008 *Compensation and Benefits Survey* are being distributed by participating NAEDA-affiliated associations. More than 800 dealers completed the biennial survey.

One category that stood out in the survey was the "staffing plans" of dealers in 2009. Depending on overall dealership volume, quite a few dealers, especially those with volume over \$3 million, indicated their intent to add staff in 2009. This fact could make equipment dealerships potential employers in areas where other businesses and industries are experiencing layoffs or plant closings.

Regional summaries of the survey are only available from participating state, regional and provincial dealer associations.

### Auto industry employees searching for work

Dealers interested in adding staff might give some thought to a special offer from *Automotive News*. According to officials of the publication, quite a few qualified auto industry employees are facing layoffs. The *Automotive News* Web site has reported increased traffic in its classified section and is allowing NAEDA-affiliated dealers to post a job opening, or purchase a package of three, for half price.

To get started, visit [www.autonews.com/jobs](http://www.autonews.com/jobs). Click the "Create Employer Account" tab under the heading "Employers/Recruiters." This is where dealers may register free of charge as an employer. Once registered, you can list an opportunity. Click on "Post a Job" and follow the instructions.

The next screen will ask for payment. Enter "NaedaOffer" in the coupon code box. This will give you a 50 percent discount on your purchase. One listing is normally \$250 and a pack of three listings is normally \$700. Whichever you chose, you will get half off.

The code will work once for each registered employer. Job postings are good for 30 days. This exclusive offer expires in June 2009.

For more information, or if you have trouble navigating the *Automotive News* Web site, please contact James McCarter at 313/446-6065 or [jmccarter@autonews.com](mailto:jmccarter@autonews.com).

NOTE: NAEDA also encourages dealers to contact their local associations to learn about job posting programs.