

Sell more by taking accelerated depreciation action now



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
Dealer Purity	NAEDA continues to develop strategies that will assist dealers address ongoing concerns over purity related issues. Additionally, future meetings with manufacturers are being planned to seek workable solutions to purity concerns raised by dealers across North America. Some progress has resulted from earlier meetings between NAEDA and manufacturers. Purity remains the top manufacturer relations issue for NAEDA and affiliates.	Aggressive dealer purity actions are not in the best interest of dealers or manufacturers. NAEDA believes the marketplace determines "loyalty or purity" and we have indicated as much. Products should meet customers' needs, be high quality, competitively priced, generate a good margin and earn dealer support.
Equipment Titling and Registration Task Force	The Tilting and Registration Task Force (T&RTF) met for the second time on July 12 in Chicago. Dennis Booth, chairman of the task force, led the meeting, which concluded with a consensus of attending representatives to begin formulating a titling and registration model that can be used throughout North America. There is serious concern among task force representatives that state and provincial governments could impose a hodgepodge of titling and registration requirements, which could make it more expensive and difficult for the industry to conduct business.	NAEDA is in favor of producing a 'model' for equipment registration to provide state and provincial legislators if and when the issue arises at those levels. NAEDA does not want registration to be an income source or tax for state and provincial governments.

Government Relations		
ISSUE	ACTION SUMMARY	NAEDA'S POSITION
Farm Bill	<p>The House Ag Committee reported out of committee its 2007 farm bill recommendation on July 19. NAEDA is on record supporting the farm bill titles of Trade, Rural Development, Conservation, and Energy. Specific title support was emphasized during testimony before the House Agriculture Committee delivered by Bob Frazee, then-chairman of NAEDA, on Sept. 13, 2006. NAEDA has purposely not taken any position on the various commodity programs.</p> <p>Farm credit is an element of the farm bill that has come to NAEDA's attention. NAEDA has not taken a position on the issue of expanding farm credit's role in rural areas. NAEDA's Government Relations Committee and the Board will be asked to make a position recommendation at the September board meeting.</p> <p>The bill; H.R. 2419, sponsored by Congressman Collin C. Peterson (D-MN); was scheduled for a full House floor hearing on July 26. However, that afternoon the hearing was delayed as a presidential veto of the bill in its present form was threatened. A House attempt at passage is anticipated before their scheduled Aug. 6 recess. The bill would then move to the Senate where action is not expected until after the August summer recess.</p> <p>For the latest farm bill status, please go to the Advocacy Center on NAEDA's Web site (www.naeda.com) and click on the House farm bill link.</p>	For the 2007 farm bill, NAEDA supports legislation that: provides for planting flexibility; provides a safety net for producers and considers extreme weather conditions and trade related issues; balances the needs of conservation and the needs of land used for production; considers trade issues; supports education and research efforts; provides for rural development activities to include agricultural credit, beginning farmer programs and value-added programs for a renewable bio-economy; and provides for educational programs to assist dealers hire and retain quality employees in the agriculture and outdoor power equipment industries.
Accelerated Depreciation	<p>Sell more agricultural equipment with passage of accelerated depreciation legislation. Your support is needed now to promote a proposed change to the U.S. depreciation schedule that would reduce depreciation for agricultural equipment to five from seven years and potentially increase farm income by an estimated \$800 million per year, according to the American Farm Bureau. An automated letter-writing campaign is being conducted by NAEDA.</p> <p>To support our legislative efforts, send letters to your House and Senate members. You can do so via the Internet by inserting the Web addresses shown below or by going to NAEDA's Web site at www.naeda.com and clicking on the available live links. You may use the resulting prewritten letter or produce a customized version of your own, which can then be forwarded to your House and Senate representatives.</p> <ul style="list-style-type: none"> ■ Senate – to support S. 1621: http://ga1.org/campaign/S1621_EqDep ■ House – to support H.R. 2280: http://ga1.org/campaign/eq_dep_hr2280 	NAEDA has been involved with other industry trade groups to move H.R. 2280 and S. 1621 legislation forward. NAEDA is also supporting accelerated depreciation efforts in Canada.
Columbia and Peru FTAs	The Colombia and Peru Trade Promotion Agreements are widely viewed as being the best ever negotiated on behalf of U.S. agriculture. Many U.S. food and agricultural products will become eligible for duty-free treatment in these countries immediately upon congressional passage and the president's endorsement.	NAEDA supports passage of the Columbia and Peru free trade agreements (FTA) and signed onto a letter favoring the action, along with fellow coalition food and agriculture organizations, representing the vast majority of U.S. farmers, ranchers, food processors and exporters.

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

Legislative Tracking

Ag equipment gets checkered flag in Ohio

Ohio became the first state to pass "Fast Tractors" legislation when Governor Ted Strickland signed the act into law on July 19 and becomes effective 90 days afterward. Act stipulations:

- Permits a unit of farm machinery that is designed by its manufacturer to operate at a speed greater than 25 mph ("fast farm machinery") to travel on a public street or road faster than 25 mph so long as the unit displays both a slow moving vehicle emblem and a special speed identification symbol.
- Requires the operator of a unit of fast farm machinery who wishes to travel on a public street or road faster than 25 mph to have a valid driver's or commercial driver's license.
- Applies Ohio's "reasonable control" motor vehicle statute to agricultural tractors and other farm machinery when on any street or highway.

NAEDA supports legislation that regulates "fast farm machinery" and meets the following requirements:

1. Operator must have a valid driver's or commercial license.
2. No driver's or commercial license would be required for a unit to be operated on a public roadway if the tractor's speed does NOT exceed 25 mph.
3. If towing any farm machinery or implement of husbandry, individually or in combination, tractor/towing speed cannot exceed the speed designated on the Speed Indication Symbol (SIS) of the slowest unit. If no SIS is on the unit(s), speed is controlled by "safe operation" not to exceed 25 mph.
4. Slow Moving Vehicle "SMV" emblem(s) should be required to be displayed.
5. ASAE recommended lighting should be required on the unit.