

Thursday, February 14, 2013

Helping Dealers Succeed!



Legislative & Regulatory News

Another push for ag disaster relief

On Friday January 25th, Senators Max Baucus (D-MT), Roy Blunt (R-MO), and Agriculture Committee Chairwoman Debbie Stabenow (D-MI) made another attempt at a disaster relief bill for livestock and specialty crop producers. The Senators introduced S. 141 which would extend a number of 2008 Farm Bill disaster programs including the Livestock Indemnity Program, the Livestock Forage Program, Emergency Livestock Assistance program, Noninsured Crop Disaster Assistance Program and the Tree Assistance Program. Together these programs would cost \$763 million if passed by Congress.

In State of the Union address, Obama fills out his progressive second-term agenda

President Obama used his State of the Union address on Tuesday to fill out the progressive agenda he envisions for his second term. Obama called for raising the nation's minimum wage to \$9 from \$7.25 and said Congress should avert the \$85 billion sequester his administration argues would hamper the economy and interrupt important government programs.

"These sudden, harsh, arbitrary cuts would jeopardize our military readiness," the president said. "They'd devastate priorities like education, energy and medical research. They would certainly slow our recovery, and cost us hundreds of thousands of jobs."

Read more...

Source: The Hill

Obama administration issues regulations for individual healthcare mandate

The Obama administration took new steps Wednesday toward implementing the individual mandate in its signature healthcare law, downplaying the scope of the unpopular provision by stressing rules that allow exemptions from the requirement to purchase insurance.

The Internal Revenue Service and the Health and Human Services Department emphasized exceptions to the mandate, which were detailed in new regulations that also laid out the process by which the IRS will calculate penalties for going uninsured.

Read more.

Source: The Hill





From the NAEDA Office

What Fiscal Cliff? By Mike Williams

Did we miss something as we watched Congress in its last few days of the 112th Congress pass legislation to solve the so-called fiscal cliff? I don't think so. What we saw was the administration via the vice president and Congress just kick the can—or should I say cans—down the road some

We have heard what The American Taxpayer Relief Act isn't and what it is. It is a bill that raises \$620 billion more in revenue over the next decade and trims only \$15 billion in spending. Along with that, 125 million workers will have a new tax increase of 2% in their withholding for Social Security, with the expiration of the payroll tax holiday after two years. The effects of that 2% have yet to be felt in the economy, but will be felt in everyone's household income immediately.

I have heard the deal called a "debacle" for the Republican Party, but in all reality it is a debacle for both parties moving forward. Senate Republican Leader Mitch McConnell in an op-ed piece for Yahoo News wrote, "Was it a great deal? No. As I said, taxes shouldn't be going up at all. Just as importantly, the transcendent issue of our

Mississippi mission: lowa governor wants river mended; lock and dam updating a must

The debate over how to overhaul the aging Mississippi lock and dam system has been mired down for decades, but lowa Governor Terry Branstad hopes a meeting held Feb. 5, in Davenport, lowa, will get momentum rolling for upgrades.

Iowa Governor Terry Branstad convened stakeholders Tuesday to discuss the aging Mississippi River lock and dam system. (DTN photo by Pamela Smith)

Branstad pulled together stakeholders ranging from farm commodity group representatives to community development leaders to environmentalists to start a new conversation on the importance of this major artery and the need for rehabilitation to keep a competitive advantage.

"We're here to discuss the importance of the Mississippi River not just to Iowa, but the entire upper Midwest. The river is a critical part of our nation's transportation infrastructure. It helps connect Iowa with the world economy.

Read more...

Source: DTN Progressive Farmer

GPS Industry poised to launch new association

The GPS industry is forming a new trade association called the GPS Innovation Alliance that will work to educate policy makers and the public about the GPS system and protect the interests of the hundreds of organizations and users that rely upon the constellation, according to sources familiar with the new group.

The new organization will be based in Washington, D.C., according to a source familiar with the effort and will be jointly announced by the Coalition to Save Our GPS and the GPS Industry Council within the next several days. A launch party is scheduled for Feburary 13.

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Source: Inside GNSS

CBO projects \$845B budget deficit for 2013

The federal budget deficit will fall to \$845 billion in 2013 before rising again over the next decade as an aging population and soaring healthcare costs lead to an explosion in entitlement spending, the Congressional Budget Office reported Tuesday.

The budget deficit would fall below \$1 trillion under President Obama for the first time in 2013 and would drop to \$430 billion by 2015, according to CBO's annual fiscal outlook.

But CBO's long-term forecast projects that budget deficits will near the \$1 trillion mark again by 2023, when it forecasts a \$978 billion budget deficit.

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Source: The Hill

EPA Sets 2013 RFS at 16.55B Gallons

The Environmental Protection Agency on Thursday, Jan 31 released the long-awaited 2013 renewable volume mandates for blending into petroleum fuels.

The total RFS volume requirement for 2013 is 16.55 billion gallons, or 9.63% of the projected demand for petroleum-based fuels this year. Of that total, 1.28 billion gallons, or 1.12%, of the RFS mandate must be satisfied with biomass-based diesel. Advanced biofuels constitute 2.75 billion gallons, or 1.6%, of the total, with cellulosic biofuels accounting for 14 million gallons, or 0.008%, of the 2013 RFS mandate.

Overall, the RFS will require refiners to blend more than 1.35 billion gallons of renewable fuels over the amount mandated for 2012.

Read more...

time, the spiraling debt, remains completely unaddressed. Yet now that the president has gotten his long-sought tax hike on the 'rich,' we can finally turn squarely toward the real problem, which is spending."

The media spin would have you believe there is a fight going on inside the House Republican leadership, with their own members and with the Senate Republicans. That may be true, particularly over spending cuts or lack thereof! But the passage of the Bush-era tax cuts, reforms to the tax rates on estates and investment income, a fix to the alternative minimum tax and extension of the bonus depreciation provisions for another year are all good legislative steps for businesses, particularly dealers. These new provisions, passed and signed into law, have been major legislative issues of NAEDA. We have been supporting these provisions the last few years and they are now codified in law.

Can more be done? Sure. Should more be done? Yes. We believe more is needed, but has only the low-hanging fruit been picked? Tougher issues and decisions are going to have to be made in the 113th Congress.

Entitlement programs, such as Social Security and Medicare and federal spending for defense, farm programs, energy, education, etc., are all going to be discussed in the next round of budget discussions. Just remember that the sequester cuts (about \$110 billion in automatic spending cuts) were delayed for two months with the passage of this bill. Half of the delay will be offset by discretionary cuts, split between defense and non-defense. The other half will be offset by revenue raised by the voluntary transfer of traditional IRAs to Roth IRAs, taxing retirement savings when they are moved over.

I believe Sen. McConnell in his op-ed piece summarized pretty well the next discussions that are likely to take place in Congress. He said, "While most Washington Democrats may want to deny it, the truth is the only thing we can do to solve the nation's fiscal problem is to tackle government spending head on—and particularly, spending on health care programs, which appears to take off like a fighter jet on every chart available that details current trends in federal spending.

"The president may not want to have a fight about government spending over the next few months, but it's the fight he is going to Source: DTN Progressive Farmer

Bipartisan immigration proposal released

A bipartisan group of eight senators, including Charles Schumer (D-NY), John McCain (R-AZ),Richard Durbin (D-IL), Lindsey Graham (R-SC), Bob Menendez (D-NJ), Marco Rubio (R-FL), Michael Bennet (D-CO), and Jeff Flake (R-AZ), announced Monday they had reached an agreement on a proposed immigration reform. The proposal, entitled Admitting New Workers and Protecting Workers' Rights, addresses the need to secure the nation's border, modernize the current legal immigration system and create a tough but fair legalization program for undocumented immigrants who are currently in the United States. The proposal highlights four basic legislative pillars: an improved process for admitting future workers, an effective employment verification system, a stringent path to citizenship for unauthorized immigrants, and an improved legal immigration system.

In addition, the proposal addresses the issue of human trafficking and drug cartels as a means for immigrants to enter the country by creating a humane and effective entry system. Employers would be allowed to hire immigrants when Americans are unavailable for a job and a workable program to meet the needs of America's agriculture community, including dairy would be developed. The proposal would allow successful permit workers to earn a green card while calling for strong labor protections as well. An employment verification system would be established and employers would be held accountable for knowingly hiring undocumented works.

The Agriculture Workforce Coalition, which works to ensure that America's farmers, ranchers and growers have access to a stable and secure workforce, responded with a <u>statement</u> of cautious optimism. The Obama Administration has also releasee its proposal for immigration reform.



Industry & Manufacturing News

U.S. Soy supply at 48-year low as Brazil ships held

Dry weather and shipping delays in South America are boosting demand for soybeans from the U.S., the world's largest grower and exporter, and producing the tightest inventories in almost five decades.

Stockpiles will shrink to a nine-year low of 130 million bushels on Aug. 31, before the next U.S. harvest, according to the average of 31 analyst estimates in a Bloomberg survey. Reserves will total 4.2 percent of demand, the lowest since 1965, U.S. Department of Agriculture data show. The USDA will update its estimates tomorrow.

The drop in supplies will help send Chicago futures up 8.4 percent to an average \$16.16 a bushel through August, Morgan Stanley said in a Feb. 4 report. Prices have climbed 10 percent from a six-month low on

have, because it's a debate the country needs. For the sake of our future, the president must show up to this debate early and convince his party to do something that neither he nor they have been willing to do until now. Over the next two months, they need to deliver the same kind of bipartisan resolution to the spending problem we have now achieved on revenue—before the 11th hour.

"When it comes to spending, the time has come to rise above the special interest groups that dominate the liberal wing of the Democratic Party in Washington and to act, without drama or delay. The president likes to say that most Americans support tax hikes on the rich. What he conveniently leaves out is that even more Americans support tax cuts. That's the debate the American people really want. It's a debate Republicans are ready to have. And it's the debate that starts today, whether the president wants it or not."



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North American Equipment Dealers Association

1195 Smizer Mill Road Fenton, MO 63026-3480 Phone: 636/349-5000 Fax: 636/349-5443 www.naeda.com Jan. 11 as drought dimmed prospects for the crop in Argentina and rain left delivery backlogs at Brazilian ports. The countries are the largest shippers after the U.S., where export sales are up 27 percent from a year earlier, driven by demand from China, the biggest buyer.

"The U.S. does not have the supply to sell more soybeans overseas," said Dan Cekander, the director of grain-market analysis at Newedge in Chicago, who predicted a rally to \$16.50. "Price rationing will have to occur. It may take six months before world supplies are more balanced with demand."

Read more...

Source: Bloomberg

New AEM safety e-book for aerial work platforms now available

The Association of Equipment Manufacturers (AEM) now offers its popular Aerial Work Platform Safety Manual in e-book format, allowing equipment operators and others to conveniently access safety information via their mobile devices.

AEM began developing safety e-books in response to industry requests for additional ways to provide workers with safety information. AEM also offers e-book versions of its safety manuals for agricultural sprayers and hydraulic excavators, with more in development.

AEM safety e-books help promote safety, best practices

All AEM safety e-books feature user-friendly options such as variable type, the ability to embed and email notes, bookmarking and highlighting, content searching and a low-light reading format. The e-book format also allows AEM to more easily distribute safety information globally and extend the reach of its safety messaging.

AEM safety e-books are available in iBook format on Apple's iBookstore. To order, simply install <u>iTunes</u> on your Mac or PC if you do not already have it. As the library of e-books grows, AEM plans to expand into other e-book formats to increase availability across all platforms.

AEM achieves record safety materials distribution milestone

Unprecedented industry demand for association safety materials helped AEM set a new distribution record in 2012 with more than 821,000 units disseminated during the year. Materials included safety manuals, safety videos, training materials, decals, and technical documents and pamphlets, among other items.

AEM safety materials are the result of a combined industry effort from equipment manufacturers and provide practical, job-proven suggestions for encouraging safety-conscious attitudes and performance.

"Our member companies and others use AEM safety materials because they represent an industry-consensus position on the safe operation of the different kinds of equipment manufactured," said Larry Buzecky, AEM director, safety materials.

"This distribution milestone and our development of additional methods for safety outreach clearly illustrate that safety is a high priority for industry professionals, including equipment manufacturers, owners and operators," he added.

AEM safety materials help multiple industry sectors and in several languages

AEM safety materials cover more than 40 types of equipment used in agricultural, construction, forestry, mining and utility applications. Select materials are also available in Spanish, Chinese, Russian, French and French Canadian.

AEM has long been active in safety promotion and the development, production and distribution of safety materials to encourage new as well as experienced operators and other workers to "think safety" while on the job. The AEM materials are meant to supplement, not replace, manufacturer materials.

All association manuals, videos and related safety and training products are available online through the AEM Store at http://shop.aem.org. Some safety materials are offered in downloadable files or in DVD format. AEM members receive discounts on select materials.

Source: AEM

E-mail: <u>naeda@naeda.com</u>

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Events

Scag Power Equipment promotes two

Scag Power Equipment is pleased to announce the promotion of Chris Frame to Vice President and General Manager. Mr. Frame is a 17 year veteran of Scag and has held key positions in Scag's technical service and marketing departments. "He most recently served as the Director of Marketing and Technical Services where his skills and dedication to customer service helped drive significant growth for Scag," according to John Crowson, President of Scag Power Equipment.

Scag Power Equipment is also pleased to announce the promotion of Tom Oechsner to Marketing Manager. Mr. Oechsner has been with Scag for 8 years and has been instrumental in the company's success. "Tom has done an outstanding job in our marketing department. His knowledge and understanding of the Scag brand are exceptional," said Chris Frame, Vice President and General Manager of Scag Power Equipment.

Source: Scag Power Equipment

Caterpillar reports record sales, revenues and profit for 2012

Despite economic and political uncertainty in the United States, continued economic turmoil in much of Europe and slower growth in China, Caterpillar Inc. (NYSE: CAT) today announced record 2012 sales and revenues of \$65.875 billion, an increase of 10 percent from \$60.138 billion in 2011. Profit per share of \$8.48 was also an all-time record, including the impact of the previously announced goodwill impairment charge of \$0.87 per share related to Siwei. The 2012 profit per share of \$8.48 was up 15 percent from \$7.40 in 2011. Profit was \$5.681 billion, an increase of 15 percent from \$4.928 billion in 2011.

Fourth-quarter 2012 sales and revenues were \$16.075 billion, down \$1.168 billion from \$17.243 billion in the fourth quarter of 2011. The impact of changes in dealer new machine inventories lowered sales by about \$1.4 billion as dealers reduced inventories about \$600 million in the fourth quarter of 2012, compared with an increase of about \$800 million in the fourth quarter of 2011.

Fourth-quarter 2012 profit was \$697 million compared with \$1.547 billion in the fourth quarter of 2011. Profit was \$1.04 per share in the fourth quarter of 2012 compared with profit per share of \$2.32 in the fourth quarter of 2011. Fourth-quarter 2012 profit was negatively impacted by the previously announced goodwill impairment charge of \$580 million, or \$0.87 per share. Lower sales and revenues and the cost impact from sharply lower production and the \$2 billion decline in Caterpillar inventory also had a negative impact on fourth-quarter profit. Those impacts were partially offset by a \$300 million positive impact related to the settlement of prior-year tax returns.

Read more...

Source: Caterpillar

Changes in Husqvarna Group Management

Husqvarna Group has made two changes in Group Management as of January 23, 2013. Michael Jones, EVP and Head of business unit Americas, has decided to leave the Group. Nicolas Lanus has been appointed EVP and Head of business unit Sales and Service Asia/Pacific and will become new member of Group Management.

Earl Bennett, Vice President and General Counsel for Americas, has been appointed Acting Head of Americas, effective as of January 23, 2013. He will become member of Group Management until a replacement has been recruited.

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Source: Husqvarna Group

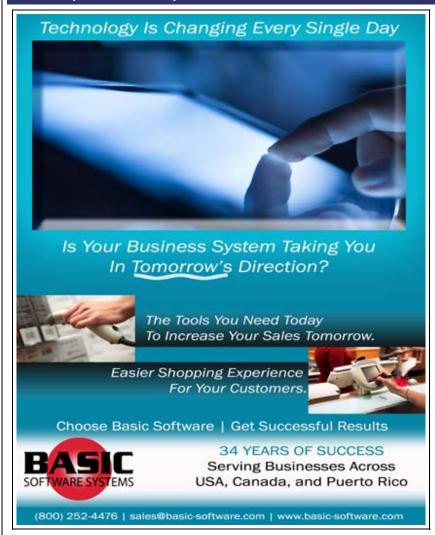
Share your input with NAEDA's OPE Dealer Council

Do you have topics or issues you would like the NAEDA OPE Dealer Council to address at its February 18-19, 2013 meeting? If so, contact Mike Williams or any member of the council now. Click here for contact information.

Topics to submit might include issues affecting your store and actions of a distributor, manufacturer and or other supplier. They might involve warranty problems, Internet problems or other management issues you face

Also, let us know if you have heard about issues other dealers have expressed to you. Be sure and include the state or province where the issues are occurring in your message so the council can know if it is a local, state, provincial or national issue. The council wants to know about issues affecting your dealership so they can be addressed by them directly and help get them resolved.

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NAEDA, Association & Program Partner News

NAEDA's 2013 Washginton DC legislative fly-in has been re-scheduled New date is May 22-23, 2013

Every spring NAEDA holds its Legislative Fly-In in Washington, D.C. The Fly-in is an intensive two-day program that provides participants with an inside look at the political process. Dealers are encouraged to attend to let their voices be heard. Beginning with briefings on the latest agricultural issues pending in Congress, participants also visit with their representatives and senators on Capitol Hill to educate and lobby them on issues important to their dealerships. The 2013 dates are May 22 and 23.

The 2013 Legislative Fly-In will be extremely important for NAEDA's legislative and regulatory agenda for 2013. Given the election results from this fall's election and a start of a new Congress, they will be listening which will serve as a great opportunity to get commitments from representatives and senators to move on matters that are important to equipment dealers. **Please mark your calendars and hold the date to attend this event.**

New website enhancements for NAEDA's discount freight program

PartnerShip, NAEDA's endorsed discount freight provider has recently implemented significant enhancements to improve the online experience and shipping tools for its members.

First off, the PartnerShip website, PartnerShip.com, was redesigned and enhanced with new content, navigation, and functionality. Now all of PartnerShip information and shipping tools are literally one click away. New features, Live Chat, a complete Employee Directory, and the ability to purchase discounted Shipping Supplies have also been added to the website. Dealers can check out PartnerShip's new website at http://PartnerShip.com.

Secondarily, the NAEDA Shipping Program website has been updated and improved. The new site has a more contemporary design that is complimentary to the PartnerShip.com website. This will make the experience seamless for dealer members who enroll for the program and then use our online freight management tools. PartnerShip also streamlined the enrollment process to ensure dealer members get quick and easy access to all of the LTL freight and tradeshow shipping services. The new site also showcases all of the services and benefits of the program more thoroughly than the old site. For more information on the association's discount freight program and how your dealership can begin saving on freight cost visit the program website at http://partnership.com/24naeda.

Read more...

NAEDA Webinar: What you need to know about OSHA, EPA, and DOT Compliance

If you missed the NAEDA/KPA webinar you can view it now.

What you need to know about OSHA, EPA, and DOT Compliance webinar brought to you by KPA was Feb 5. Please see below for links to watch the recorded webinar and download the presentation slides.

To download a copy of the presentation slides, go to:

http://www.dealerwebinars.com/slides/NAEDA 020513.pdf

To view a recording of the webinar, go to:

http://www.dealerwebinars.com/equipment.html

Support the Equipment Dealers Foundation (EDF)

Please consider a donation to the NAEDA EDF.

In order for the NAEDA EDF to assist when disaster strikes or to help do research and provide important industry data or education or the scholarships to students excited about our industry, we need your support. Donations can be mailed to NAEDA Equipment Dealers Foundation, 1195 Smizer Mill Road, Fenton, MO 63026 or you can pay by <u>credit card</u>. Your helping hand is tax-deductible and is greatly appreciated.

Please don't wait-we want to be there when you need us!

Canadian News

Canada's Supreme Court looks at Senate's future

While the government has asked the Supreme Court to rule on the constitutionality of reforming the Senate, the Upper Chamber's reputation is under fresh national attack following the criminal charges laid against former Conservative Senator Patrick Brazeau last week and news reports that two other Senators are skirting residency requirements for monetary gain.

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Source: The Hill Times

Keystone XL pipeline's fate still unclear after Kerry, Baird meeting

The Keystone XL pipeline project was among the topics on the table at a meeting Friday between Foreign

Minister John Baird and his newly appointed American counterpart. Baird says he appreciated the discussion he had with Secretary of State John Kerry about the controversial Keystone project.

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Source: Financial Post

Canada jobs figure shrinks for first time in 6 months

Canada's economy shed 22,000 jobs in January, but a corresponding drop in the number of unemployed people looking for work caused the jobless rate to also drop, to seven per cent. Statistics Canada said the jobless rate ticked 0.1 percentage points lower as 57,500 people stopped looking for jobs — more than enough to offset the decline in the number of jobs.

Read more...

Source: CBC News

Agriculture Canada launches review of XL Foods beef recall

The federal government has launched a review of the E. coli outbreak last fall that sickened 18 people and led to the largest beef recall in Canadian history. The review is to focus on what contributed to the outbreak of the potentially deadly bacteria at the XL Foods Inc. plant in Brooks, Alta. It will also look at how well the Canadian Food Inspection Agency performed, including why tainted meat was distributed to retailers and sold to consumers.

Read more...

Source: CTV News

EU-Canada trade deal delayed by agriculture dispute

A dispute over how far to open agricultural markets to imports is holding up a free trade agreement between Canada and the European Union, officials familiar with the negotiations said on Tuesday. The row could delay a deal for several weeks, the officials said, threatening European efforts to launch separate trade negotiations with the United States, which is waiting to see how far the EU will open up its markets.

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Source: Reuters Canada

In the absence of subsidies, supply management provides Canadian farms and consumers stability

Canada's system of supply management is a fashionable target for critics. Their attacks beg for a modern interpretation of supply management, before political promise-making overshadows 40 years of proof that the system works and continues to evolve.

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Source: The Globe and Mail

Liberals running neck-and-neck with NDP, Nanos poll finds

A new poll shows Liberals and Opposition New Democrats are virtually tied in second place for national support, and federal Conservatives leading nationally. The latest Nanos Research poll shows support for the Conservatives remains relatively unchanged at 34.3 per cent with the Liberals at 27.6, the NDP at 27.1, the Green Party at 4.7 and the BQ at 4.6.

Read more...

Source: CBC News

Idle No More movement fizzles out online, analysis finds

The grassroots indigenous rights movement that garnered momentum across Canada this winter — grabbing the attention of government and sparking global solidarity protests — has all but fizzled out online,

according to a new analysis of Idle No More's web traffic.

Read more...

Source: Montreal Gazette

Tip of the Month



February Tip of the Month: Make sure your FMLA Posting is Current

The Department of Labor has issued a revised Family and Medical Leave Act (FMLA) posting that includes important changes regarding the expansion of coverage of job-protected FMLA leave for families of eligible veterans and airline personnel and flight crews. Employers with more than 50 employees should make sure that they have the latest posting displayed in a conspicuous place where employees and applicants for employment can see it. Find out more at http://blog.kpaonline.com/category/tipofthemonth/

Free KPA Webinars

How to Avoid Common Mistakes of Forklift Training - February 14, 2013 How to Grow Your Internet Department - February 20, 2013

How to Create Content that Ranks - February 27, 2013

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