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NORTH AMERICAN EQUIPMENT DEALERS ASSOCIATION e-newsletter

Thursday, July 11, 2013

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Legislative & Regulatory News

President unveils Climate Action Plan

President Obama recently [announced](#) during a speech at Georgetown University his administration's Climate Action Plan to reduce carbon pollution, prepare for the impacts of climate change, and to address climate change issues globally. The plan focuses on renewable energy, cutting carbon emissions from coal-burning plants, and reinforcing infrastructure for severe weather.

Agriculture Secretary Tom Vilsack further [detailed](#) that under the President's plan, an additional 1 million acres will be put into the Conservation Reserve Program. Additionally, USDA hopes to reduce methane level in dairy production by 25% in 2020 by increasing energy efficient methane digesters available. Vilsack also detailed how seven new USDA regional climate hubs will provide ranchers and farmers with information on how to adapt to climate change.

GOP drops food stamps from Farm Bill

House Republican leaders have decided to drop food stamps from the farm bill and are whipping the farm-only portion of the bill for a vote that will likely come this week, according to a GOP leadership aide.

The nutrition portion of the bill would be dealt with later.

The Rules Committee is expected to post the text Tuesday night and meet Wednesday, the aide said.

The "new" farm bill would be the bill as it finished on the floor before the break, with the addition of a repeal of the 1949 law that requires the passage or extension of a farm bill.

Rory Cooper, a spokesman for Majority Leader Eric Cantor, R-Va., said leadership has not yet decided to schedule a vote.

"There has been no decision made to schedule a vote on a farm bill, in any form," he said in a statement to CQ Roll Call.

House Agriculture Chairman Frank D. Lucas said Tuesday morning that he would support splitting the farm bill — as long as it can pass the House.

[Read more...](#)

Source: Roll Call

ObamaCare employer mandate delayed until after 2014 midterms

The ObamaCare employer mandate requiring businesses to provide their workers with health insurance will be delayed by a year, the administration said Tuesday in a stunning announcement.

Delaying the requirement until 2015 is an enormous victory for businesses that had lobbied against the healthcare law.

It also means that one of healthcare reform's central requirements will be implemented after the 2014

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From the NAEDA Office

Train Wrecks -More Regulations to Come

By Mike Williams

NAEDA is your watchdog for laws and rules that can impact your industry.

I believe most Americans know very little about the regulatory process at the federal level of government or even at their own state and local levels. Many times these regulations, rulings, decisions, etc. can be real train wrecks if allowed to stand or be implemented.

In a May 1, 2013 article published in Human Events, John Stossel had this to say about the details of President Obama's Affordable Care Act, so called Obamacare. I thought this is worthy of a read as the law goes into effect next year and the ensuing regulations that will be learned the hard way. Here is his take on the law:

"Many people lazily assume that the law will do roughly what it promises: give insurance to the uninsured and lower the cost of health care by limiting spending on dubious procedures.

"Don't count on it.

"Consider just the complexity: The act itself is more than 906 pages long, and again and

midterm elections, when the GOP is likely to use the Affordable Care Act as a vehicle to attack vulnerable Democrats.

In a White House blog post, senior adviser Valerie Jarrett wrote that the administration believed it needed to give employers “more time to comply with the new rules.”

Read [More](#).

Source: The Hill

New scheduling rules for truck drivers takes effect

The number of hours per week that truck drivers can be scheduled is limited under new rules enacted by the Obama administration on Monday. Beginning July 1, truck companies will be required to limit the number of hours their behind-the-wheel employees work to 70 hours per week.

The rules were first announced by the Department of Transportation (DOT) in December of 2011, and they are now being implemented by the Federal Motor Carrier Safety Administration (FMCSA).

The rules require a 34-hour rest period for truck drivers who reach the new 70-hour work limit. Companies will be also be required to allow drivers to take at least a 30-minute break during the first eight hours of their shifts.

Companies that allow truckers to drive more than three hours over the new work schedule limits can be fined \$11,000. Additionally, drivers themselves who volunteer to work longer hours can be penalized with a \$2,750 for each offense, according to Obama administration officials.

again in those 906 pages are the words, ‘the Secretary shall promulgate regulations ...’

“Secretary’ refers to Secretary of Health and Human Services Kathleen Sebelius. Her minions have been busy. They’ve already added 20,000 pages of rules. They form a stack 7 feet high, and more are to come.

“Our old health care system was already a bureaucratic and regulatory nightmare. It had 16,000 different codes for different ailments. Under our new, ‘improved’ system, there will be more than a 100,000.

“Government likes to think regulations can account for every possibility. Injured at a chicken coop? The code for that will be Y9272. Fall at an art gallery? That means you are a Y92250. There are three different codes for walking into a lamppost— depending on how often you’ve walked into lampposts. This is supposed to give government a more precise way to reimburse doctors for treating people and alert us to surges in injuries that might inspire further regulation.

“On Government-Planned World, this makes sense. But it will be no more successful than Soviet central planning.”

I think Mr. Stossel summed that up pretty well, don’t you? But, that is only one set of regulations. If you have not had the chance to review a copy of the Federal Register that is published almost every workday, you should. You will see a continuous spiel of proposed, amended and/or new regulations coming out of the federal government. That stack of 7-foot-high regulations for Obamacare won’t hold a candle compared to the total height of all the published Federal Registers over the course of a year.

NAEDA Keeps Track for You

You are probably asking, “How do you know?” Well, one part of the work NAEDA does in government relations for our members is to read through each and every one of those Federal Registers looking for issues, problems and opportunities in the regulations that could negatively or positively impact your dealership and employees. We make comments to the federal agency when requested and/or offer suggestions to make the regulations better.

Lastly, other train wrecks in regulations sometimes come from court decisions. Whether they are from state or federal circuit courts, appellate courts or even Supreme Courts, they rule on laws and regulations every day that can make changes in how businesses must react and/or comply.

A great example of a court implication is when the U.S. Court of Appeals for the D.C. Circuit ruled on Jan. 25, 2013, that the three members of the National Labor Relations Board (NLRB) were unlawfully recess-appointed in January 2012 by the president. Based on that court ruling, the NLRB had lacked a quorum since August 2011 and all their hundreds of decisions since that time

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Industry & Manufacturing News

AGCO names new Senior Vice President, Global Harvesting and Advanced Technology Solutions

AGCO, (NYSE: AGCO), a worldwide manufacturer and distributor of agricultural equipment, today named Eric Hansotia Senior Vice President, Global Harvesting and Advanced Technology Solutions. “We are very pleased to announce that Eric Hansotia has joined our executive team,” said Martin Richenhagen, Chairman, President and Chief Executive Officer of AGCO. “He will be responsible for a global team of professionals focused on the development, sales, product management and support for global harvesting equipment as well as for precision agriculture and connectivity technology for all AGCO machinery.” Mr. Hansotia has

extensive Agricultural Industry experience in engineering, quality, advanced technology, manufacturing, product management and global business leadership. In his 20-year tenure with John Deere, his most recent role was Senior Vice President, Global Harvesting, where he led a multi-billion dollar business with 13 facilities located around the world. In addition, he served as Vice President, Global Crop Care based in Mannheim, Germany where he managed a multi-billion dollar group responsible for Sprayers, Tillage, Seeding, and Planting equipment.

[Read more...](#)

Source: National Post

Toro expands into construction equipment sector

Toro Co., the king of lawn mowers and golf-course maintenance equipment, is moving full-bore into the construction segment with a new line of machines dipped in Toro's classic red and bearing its household name. The Bloomington-based company jumped into construction last year when it bought key assets from Astec Underground and Stone Construction. With Astec, Toro gained a line of trenchers and horizontal utility drills used to bury power, water and telecommunication lines. One of the larger machines has a 6-foot chainsaw with teeth the size of a hand on one end and a backhoe on the other.

Toro also acquired a line of concrete mixers, compactors, stump grinders and motorized wheelbarrows it calls the Mud Buggy. The products are trickling into the marketplace and have become popular with rental equipment firms eager to dust off the recession and offer contractors newer building products. The change is happening one year shy of Toro's 100th anniversary and promises to launch it in a new direction.

[Read more...](#)

Source: Star Tribune

ULSD...not your same old diesel fuel anymore

What "You" need to know about static electricity risk during refueling. This [Best Practices Guidance Bulletin 6/13 update](#) now includes eight endorsing organizations in support of the message conveyed in the bulletin.

Dealers need to be aware of the bulletin's contents.

NAEDA Industry Relations Taskforce meetings

NAEDA and our legal counsel Siegfried Bingham, continue to be extremely busy reviewing proposed changes by various manufacturers to their dealer agreements. Many of these reviews are being funded by the NAEDA Industry Relations Fund for the benefit of all dealers. NAEDA's Industry Relations Taskforce (IRTF) has future meetings set with John Deere (July 17-18). Additional requested meetings include Briggs & Stratton, Kubota, New Holland and AGCO. If you are a dealer for one of these particular brands, please feel free to contact NAEDA or your regional affiliate with any issue you would like to address by the IRTF in their meetings.

Dealer Summit announced for GIE+EXPO

A highly relevant new seminar has just been announced for Dealer Day at GIE+EXPO in Louisville. On Oct. 23, a lunch-and-learn Dealer Summit will include a session unveiling new research about buying and attitude trends to help dealers be more effective in reaching top contractors. The seminar will also include a panel discussion on important developments like diversification, marketing, social media, sales management and more. Distributors are also encouraged to attend. Attendees will receive a full copy of the research report.

The new research will be presented by GIE Media, the publishers of Lawn & Landscape, Golf Course Industry and Green Industry Supply Chain News magazines.

Another just-announced presentation will include an incisive panel discussion featuring leaders from major manufacturing partners moderated by longtime industry leader Kim Rominger. Rominger is the executive vice president of Association Management Group and one of 16 association executives associated with the North American Equipment Dealers Association, which is helping organize the Summit.

Topics for the panel discussion will include how dealers fit into the future for these companies, how the companies plan to use online sales in the future, compatibility of electronic communications and billing systems and, of course, how they are responding to the challenge of E15.

The new Dealer Summit will run from noon until 3 p.m. on Wednesday, Oct. 23 at the Kentucky Exposition Center, the site of GIE+EXPO (the Green Industry & Equipment Expo) and the collocated Hardscape North America. Pre-registration is required for participation in the Summit. The cost to attend the Summit is \$50 and the cost to register for the tradeshow is \$10 through Sept. 11; \$25 Sept. 12-Oct. 22; or \$50 onsite.

Kris Kiser, president & CEO of the Outdoor Power Equipment Institute, one of the sponsors of GIE+EXPO, said, "Astute dealers and distributors will jump at this opportunity. This is a chance for them to hear, first

could be invalid.

When I titled this article with the word "train wrecks," I was being somewhat facetious. But, as we look at the work of the last Congress and the new 113th Congress, there are a number of items that will come with new regulations because of laws passed then or that are being considered now for passage. One document that was recently released by the House Ways and Means Tax Reform Working Groups for the full committee consideration included 560-plus pages of recommendations for tax reform alone. Think what the regulations would be if those tax changes were all signed into law! Other examples include: the farm bill, immigration reform, trucking regulations, water infrastructure funding, streamlined sales taxes and all the agency appropriations. More train wrecks? We can certainly hope not.

MIKE WILLIAMS is vice president of government relations for NAEDA.

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The North American Equipment Dealers Association provides educational, legal, legislative, and financial services to approximately 5,000 retail agricultural, construction, large property/rural lifestyle, and outdoor power equipment dealers in the United States and Canada.

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hand, about the big trends impacting the market and how their supply partners plan to work with dealers in the future. "

Dealer Day

GIE+EXPO's 2013 dates are Oct. 23-25. Wednesday, Oct. 23, will be an exclusive preview day for dealers, retailers, distributors and media. A Dealer Resource Pavilion will be open 9 a.m. - 7 p.m. and indoor exhibits will be open 3 - 7 p.m. During a welcome reception on the show floor, 5 -7 p.m., many of the exhibitors will host games, food, festivities and prizes in their booths, including a \$5,000 giveaway sponsored by STIHL Inc.

On Thursday and Friday the tradeshow and the adjacent Outdoor Demonstration Area will be open to all in the industry.

Registration

Now the 9th largest tradeshow in North America, GIE+EXPO is sponsored by the Outdoor Power Equipment Institute, Inc. (OPEI), Professional Grounds Management Society (PGMS) and Professional Landcare Network (PLANET). For information and online registration: www.gie-expo.com. Other contact points: [Facebook](#), info@GIE-EXPO.com and 800-558-8767/812-949-9200.

Source: GIE+EXPO

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NAEDA, Association & Program Partner News

NAEDA introduces digital edition of the Equipment Dealer Buyer's Guide

For years the North American Equipment Dealers Association has published the Equipment Dealer Buyer's Guide for dealer members and associates. This annual directory of equipment industry manufacturers, suppliers and distributors is a sought after publication that dealers reference year round.

Dealers are no strangers to incorporating new technology in the operation of their business and to meet the ever increasing technological needs of their customers. In today's digital world, we have received requests that the Buyer's Guide be provided in a digital format so that it can be viewed on-line on their computers and mobile devices. We are therefore pleased to introduce and debut our on-line digital version of the NAEDA's 2013 Equipment Dealers Buyer's Guide.

All of the editorial information, company and product listings appear in the new digital version just as in the printed edition. However, the digital versions is more interactive with live links to company contacts and

websites with the potential for embedded video displays, slide shows, and blow-in cards from companies and advertisers.

We suggest you bookmark this link, digital.naeda.com so you can access the digital edition of the 2013 Equipment Dealer Buyer's Guide throughout the year, and share it with your customers, clients, and colleagues.

Whether you prefer print or pixels, our goal is to provide you with the industry's best reference manual for companies, products and services catering the equipment dealer.

Equipment Dealers Foundation - Disaster Relief assistance

Tornado season is upon us and the unfortunate and catastrophic events of the past few days in Oklahoma, Texas and other areas serve as a reminder that disaster can strike at anytime, anywhere. History has also shown that these storms and natural disasters impact thousands of households and businesses including those of NAEDA members and their employees.

NAEDA's Equipment Dealers Foundation Disaster Relief Fund helps the employees of NAEDA dealer members who have been affected by natural disasters with emergency funds to help bridge the gap financially for the employees and families until insurance or other payments come in. When faced with a disaster, the EDF has been able to step in and help. Thanks to the generous support of dealers, manufacturers, suppliers and affiliated associations, EDF has assisted more than 130 families with more than \$200,000 in direct disaster grants to employees of NAEDA members.

We have already received applications and provided financial assistance to dealership employees as a result of the recent tornados in Texas and likely will see more requests from the recent Oklahoma disasters. Please consider a generous donation to the NAEDA Equipment Dealers Foundation. Donations can be made on-line on the EDF website at: <https://www.naeda.com/SupportEDF/EDFFoundationOnlinePayment.aspx>

Canadian News

Alberta farms 'dodged a bullet' in floods

It was a close call but, overall, southern Alberta farmers seem to have "dodged a bullet" in the floods that devastated swaths of the province last month, says Agriculture Minister Verlyn Olson. The provincial government has been "very anxious" about the potentially catastrophic damage that could have been done to the agricultural economy and has been monitoring the situation, Olson told the Herald on Monday. But, generally, the worst damage was done to lowland areas alongside rivers and creeks — areas frequented by communities, but less so by farms, Olson said.

[Read more...](#)

Source: Calgary Herald

Federated Insurance Canada donates \$200K to Canadian Red Cross

We are supporting the [Canadian Red Cross](#) in their Alberta flood relief efforts. Together with our parent company, Fairfax, we have made a donation of \$200,000.

"Our policyholders are our number one priority and we are committed to meeting their insurance needs and providing assistance where possible. This will help not only our policyholders, but all residents of Calgary and surrounding areas affected by the Alberta floods to recover and to rebuild for a much stronger and successful future." Wayne Connelly, President, Federated Insurance.

B.C. unemployment numbers dip slightly to 6.3 per cent in June

British Columbia's economy continued to be flat in June, with no significant increases in employment, according to Statistics Canada. The province's unemployment rate dipped slightly by 0.5 per cent to 6.3 per cent, reversing a modest hike in unemployment the month previous, as some full-time jobs were added and a few part-time jobs were shed. The numbers show B.C. continues to be in an economic holding pattern, with net zero gains in average employment growth over the last year.

[Read more...](#)

Source: Vancouver Sun

Harper Government announces latest steps to enhance Canada's Pipeline System

The Honourable Joe Oliver, Canada's Minister of Natural Resources, today announced the latest step in the Harper Government's plan to support jobs and further enhance Canada's pipeline system by requiring companies operating major pipelines to have the financial capability to respond to any incident and remedy damage. For major crude oil pipelines, the government will expect a minimum financial capability of \$1 billion. Minister Oliver also announced new, modern safety rules for pipelines and new financial penalties that will soon come into force for individuals and companies that violate environmental laws.

[Read more...](#)

Source: Marketwire

Industry invests in SIAST Ag Machinery program

Saskatchewan equipment dealers are addressing a labor shortage by taking matters into its own hands. Saskatchewan is short about 400 agriculture machinery technicians, meaning farmers often lose valuable time waiting on help when equipment breaks down. The Canada West Equipment Dealers Association made a commitment of \$57,000 to double the amount of spaces in the ag machinery tech program at SIAST. That will cover half the cost. The remainder will be picked up by the province and through student tuition.

Information about SIAST can be found at www.goSIAST.com.

[Read more...](#)

Tip of the Month



[July Tip of the Month: AC 609 Compliance](#)

It's summer time and chances for a fine being levied pertaining to AC 609 compliance are heating up! Protect your operations from these AC 609 vulnerabilities by ensuring:

1. Every employee who uses the AC machine has a valid AC certification.
2. All certifications are filed and readily available.
3. All AC machines being used are registered with the state.

Want other key Environment & Safety tips for your dealership? Get a customized list by taking the [KPA Environmental & Safety Risk Assessment!](#)

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