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Amendment Would Require Larger Farmers to Pay Higher Premiums

Larger farmers would have to pay higher crop-insurance premiums under an amendment added to the Senate version of the farm bill on Thursday.

Repeating a provision they introduced last year, senators backed a plan that would lower the premium subsidy for farmers making more than \$750,000 adjusted gross income. The vote was 59-33 despite opposition from leaders on the Senate Agriculture Committee. The farm bill debate is now on hiatus until the Senate returns June. 3.

Read more...

Source: DTN

House advances Keystone bill in bipartisan vote

The House approved a rule governing floor consideration of a bill that would approve the construction of the northern leg of the Keystone XL pipeline, setting up a Thursday vote to pass the bill.

Members approved the rule for H.R. 3, the Northern Route Approval Act, in a 228-185 vote. Nine Democrats supported the rule, a sign that several will support the final bill on Thursday.

The vote followed a debate that allowed both sides to revisit all of their familiar arguments for and against the pipeline. Republicans cast the bill as one that creates jobs and helps boost energy supplies in the U.S., and one that President Obama has needlessly delayed for years.

"It creates American jobs, it increases our energy independence, it strengthens our national security and it will contribute to lower gas prices," Rep. Daniel Webster (R-Fla.) said.

Read more...

Source: The Hill

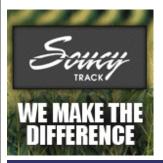
McConnell won't block immigration bill from hitting Senate floor

Senate Republican Leader Mitch McConnell (Ky.) on Tuesday said he would not try to block immigration reform from reaching the floor despite the opposition of some conservative leaders.









From the NAEDA Office

Keeping Our Eyes on Washington By Mike Williams

Congress has just returned from their Easter recess break to take up the matters of the country. There are a couple of items we thought you should be aware of that will be taking place over the next few weeks and months.

First off, let's start with the House of Representatives. The House Ways and Means Committee has announced the The green light from McConnell is a promising development for the 800-plus-page bill from the Gang of Eight that was unveiled at the beginning of the month.

While McConnell stopped short of pledging his support for the legislation, he praised the Gang of Eight's work and said he is "hopeful" of passing a comprehensive immigration fix through the Senate.

"The status quo is not good, the current situation is not good," McConnell said of the nation's immigration system, which his colleagues frequently describe as broken.

Read more...

Source: The Hill

Crop insurance-conservation compliance deal could boost renewable energy

Renewable energy advocates say that an <u>agreement</u> announced earlier this week between agriculture, environmental and conservation groups to tie crop insurance eligibility with compliance with conservation provisions could help the development of sustainable energy production.

The agreement comes a week prior to a scheduled mark-up of farm legislation Tuesday by the Senate Agriculture Committee.

The agreement was reached after several major farm organizations, including the American Farm Bureau Federation, dropped opposition to tying crop insurance to conservation compliance in exchange for the coalition's opposition to "means testing" or income limits on those who received subsidized premiums for crop insurance. Renewable energy advocates say that while conservation programs are likely better known for their demonstrated ability to protect and restore natural habitat on millions of acres, and reduce soil erosion and other impacts of farming, all while increasing agricultural productivity, they also serve a critical role in the development of sustainable biomass such as energy crops and methane digesters.

Introducing energy crops offers producers a means to help restore soil quality to vulnerable lands, renewable energy advocates say. They also note that land management practices such as no-till and low-till offer restorative services while leaving residue that can be used as feedstock for advanced biofuel production. Encouraging conservation compliance helps broaden the sustainability of domestic energy production, the advocates say.

"The [agreement] is a good compromise position supporting linking conservation compliance with crop insurance premium assistance and opposing means testing, payment limitations or premium subsidy reductions for the crop insurance program," the farm and environmental groups said in a letter to Senate Agriculture Committee Chair Debbie Stabenow (D-MI) and Ranking Member Thad Cochran (R-MS).

"In the spirit of compromise and in the interest of completing a 2013 Farm Bill this year, each of the groups has committed to not support amendments beyond this compromise that might weaken the crop insurance program or amendments that might not link conservation compliance with crop insurance premium assistance," the groups stated.

National Association of Conservation Districts President Earl Garber said the agreement was a "common-sense, non-partisan [compromise] to ensure the equitable implementation of conservation compliance tied to crop insurance."

And while the agreement brought together groups as diverse, and often opposed in policy orientation, as the Natural Resources Defense Council, the Farm Bureau and the American Farmland Trust, there was opposition in some circles.

The National Sustainable Agriculture Coalition (NSAC) said the agreement did not go far enough, arguing that "conservation accountability should apply to the entire farm safety net."

"We may not even support the conservation portion of the deal which appears to include major loopholes, though we will need to see actual legislative language before making a definitive judgment on that score," NSAC said in a statement.

formation of 11 separate Ways and Means Committee Tax Reform Working Groups. The groups will be led by one Republican member serving as chair and one Democratic member serving as vice chair. Each of the 11 groups will review current law in its designated issue area and then identify, research and compile feedback related to the topic of the working group. The working groups will be responsible for compiling feedback on its designated topic from: 1) stakeholders, 2) academics and think tanks, 3) practitioners, 4) general public and 5) colleagues in the House.

Once the work of those groups is completed, the Joint Committee on Taxation will prepare a report for the full committee. The final Joint Committee on Tax Report is expected to be delivered to the Ways and Means Committee on Monday, May 6, 2013.

So why is NAE DA pointing this out to you, you are probably asking? We wanted to make you aware of the areas NAE DA will be commenting on to the committees. Dealers need to be aware of these issues so you can reinforce them as you see and speak with your representatives over the coming months. If tax reform is going to happen, one of the ways it will happen will be through the House Ways and Means Committee; that is why it is important to know what our issues are.

We will be submitting comments on:

- LIFO. We will explain why this accounting method is important to dealers and what it means to the industry.
- Equipment Depreciation. We will outline why the IRS depreciation schedules should be authorized to change equipment depreciation to five years from the seven years that currently exists. Some of the same rationale for the next item will also be used as our arguments here.
- 3. Bonus Depreciation and
 Section 179 Expensing. We will
 state why customers buying
 equipment should be allowed to
 write off a piece of equipment
 over a shorter lifetime. Our
 statements will include that the
 depreciation change should
 increase your customers' income,
 help in any debt repayments and
 allow for timely replacement of
 equipment with newer models.
 We intend to also mention that



Industry & Manufacturing News

Southeastern Management now owns 12% of CNH

During the fourth quarter of 2012, Southeastern Management, a large mutual fund managed by billionaire Mason Hawkins, initiated a position of 1.5 million shares in CNH Global, a \$10 billion market cap manufacturer of farm and construction machinery (see more of Southeastern's stock picks). The fund has continued buying stock in CNH, with a recent 13G filing revealing that it now owns 3.7 million shares or a little over 12% of the total shares outstanding.

Read more...

Source: Market Watch

Rodger Howe promoted to Executive Director at Kawasaki's Engine and Power Products Division

Rodger Howe, a veteran Kawasaki Motors Corp., U.S.A. executive, has been promoted to Executive Director of Kawasaki's Engines and Power Products Division, based here. Howe, who spent 18 years in sales and marketing of the company's consumer products, has held senior management positions with the division since 2005. His most recent title was Senior Director, Operations.

"Rodger's responsibilities have been broadened so that his valuable experience with the company can be applied in areas that will provide even greater support to our long-term growth goals, "said Fumihiro (Clint) Ohno, General Manager. Howe, who has held management positions in virtually every area of KMC activities—including sales, marketing, and operations—will now add to his duties with responsibility for reviewing and developing long-range business plan needs and strategies. He will also concentrate on the development of cohesive succession planning within the division.

Read more...

Source: Kawasaki Engines/Power Products

Bobcat breaks ground on \$20 million expansion to create innovation, testing and technology facility

Bobcat Company has officially broken ground on its \$20 million renovation and expansion to create the Acceleration Center in Bismarck, N.D. When complete, the Acceleration Center will be a modern complex for advancing innovation where professionals utilize technology and modern design to ensure the position of Bobcat as the leader in the compact equipment industry.

The project includes expansion of an existing building as well as development of a new test track and indoor testing facility — all at the Northern Plains Commerce Centre in Bismarck. The expansion of the existing building will include a two-story office building and provide a total of 160,000 square feet of modern workspace. Additionally, a 35,000-square-foot indoor testing arena will be constructed next to a 22-acre

faster equipment replacements bring environmental benefits from newer engines, better fuel efficiencies and the latest technology in emission controls.

- 4. Buildings and Building Contents. We will ask the relevant committee to review the "class life" definitions of a dealership's buildings and contents. The current depreciation schedules spread out the costs of such improvements over too long a recovery period, which often delays a dealer from making such improvements. The need for buildings to accommodate newer and larger pieces of equipment and for adequate diagnostic hardware to service equipment, including tracking and guidance systems, is creating a demand for these capital expansions which justify why we believe the schedules should be reviewed and changed.
- 5. IRS Code Section 263A. We will make the case that the current threshold of \$10 million in annual sales is too low, as this outdated IRS code section requires dealerships to capitalize certain costs-such as labor, handling, purchasing and storage of inventory products. This "capitalization" is a highly complex calculation for most dealers. Our second reason for asking for a change is the fact that the \$10 million figure has not kept up with business growth or the consolidations of businesses.

We encourage you to submit your own comments and recommendations to the various study groups. For more information on how to do this, see the article, "Tax Reform Targeted," on page 11 of this issue.

The second item in Washington we will be watching and commenting on as appropriate is the budget discussions. There will be a lot of trade-offs going forward by both parties, and the issue most likely to get caught up in those trade-offs is the next farm bill. Please refer to the Advocacy Section of this magazine issue to get a full understanding of the possible farm bill issue.

outdoor testing and track area. Construction is expected to be complete by summer 2014.

The Acceleration Center will initially house 135 employees tasked with innovating and advancing designs; testing; prototype engineering; and the computer simulation of ideas and concepts. These efforts will be accelerated thanks to the collaborative open environment and modern technology built into the facility.

Read more...

Source: Bobcat

Blount announces new President for Farm, Ranch, and Agriculture Division

PORTLAND, Ore., May 9, 2013 -- Blount International, Inc. announced today that Jerry Johnson has been promoted to President of its Farm, Ranch, and Agriculture ("FRAG") division. Paul Valas, who has been President of the FRAG division since 2011, will transition to a new position as Senior Advisor, providing Blount with insight and assistance on strategic planning, customer relationships, and international expansion. Since joining the Company in 2010 when Blount acquired SpeeCo, Mr. Valas has led the development and integration of the FRAG businesses, including SpeeCo, Woods Equipment, and TISCO. Prior to the acquisition of SpeeCo, Mr. Valas was CEO of SpeeCo and, as part of the acquisition, agreed to a two-year transition role at Blount.

"Paul has been instrumental in creating and leading the FRAG businesses over the past three years, and it has been helpful that he has stayed beyond our original timeframe," stated Josh Collins, Blount's Chairman and CEO. "Paul developed and pulled together a cohesive senior management team of FRAG from a disparate group of acquired businesses. Those managers have come together as a team, developed and started executing on a plan, and are now prepared to expand internationally. From the outset, Paul communicated a desire to pursue other opportunities at the appropriate time. Now is the right time for Paul and the Company to make this transition."

Mr. Collins continued, "We are delighted that Jerry Johnson has accepted this new role. While significant work has been accomplished in integrating and developing our acquired businesses, Jerry's capabilities, industry knowledge and relationships, and strong commitment to our mission and strategy will continue the momentum we've built over the past couple of years."

Read more...

Source: Blount

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 Toro (May 29), Case IH (May 30) and John Deere (July 29-30). 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 addressed by the IRTF in their meetings.

Canada's Farm Progress offers TRAVEL SUBSIDY to attend the 2013 show

2013 Canada's Farm Progress Show - one of the largest and most advanced dryland, no-till technology shows in the world - will showcase 30+ new product launches from several companies across North America, like Bourgault Industries, Westfield Industries, Unverferth Mfg. and Farm West Ag. Included are 16 innovations being unveiled to the industry such as the Airguard Seed Brake from Dutch Industries, the Trailer Mount Conveyor from Haukaas Manufacturing, the Hit n Hitch Pintle from Power Pin Inc. and the Full Last Implement Pass (FLIP) from SeedMaster.

Under the Incoming Buyer Program, CFPS can reimburse US dealers' travel costs to the show (up to 50% - airfare or gas mileage). Additional benefits include free access and special tour of the show, access to the international business center with free internet and complimentary meals during the show, networking opportunities with Canadian manufacturers and top no-till farmers at International Reception, educational opportunities at Farm Progress Forum, free transfers from hotels to the show, and many others. The qualification process is quick, easy and can be done online.

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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The show organizer has also released its 2013 Export Guide of Canadian manufacturers seeking to expand their market representation and distribution channels in the US. Check out CFPS Export Guide to assess potential business partners and facilitate your show connections. Don't miss out on the \$1.4 billion agricultural equipment exports market from Canada to the US.

Information about the show is available at www.myfarmshow.com and details of the Incoming Buyer Program can be found at http://www.myfarmshow.com/international-business/incoming-buyers-program. Please contact Dagmar Fleming at 414-801-5041 or <a href="mailto:deline:d

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 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

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

Keeping your SPPC plan compliant

KPA, NAEDA's resource for regulatory compliance issues has prepared a new information piece on maintaining compliance with EPA's Spill, Prevention, Control, and Countermeasure (SPCC) Rule. As the regulatory enforcement of facilities under the SPCC rule increases, it is important to ensure that the procedures set forth in the plan are followed. Dealerships may have a SPCC plan and mistakenly think that they are now compliant. However, to ensure full compliance with the SPCC regulations, managers must follow through with the requirements listed in their plan.

Click here to read the KPA Client Alert.

Source: KPA

Elavon: Debit cards — payment alternative

Debit cards, an increasingly popular consumer payment method, can be a welcome payment option for your customers. Debit cards allow consumers to deduct funds from their bank accounts directly at the point of sale to pay for goods and services. This is accomplished in one of two ways — by signing for the transaction, just like a credit card, or by entering a personal identification number (PIN) on a keypad device at the point of sale. By adding a PIN pad to your POS solution (or upgrading to a newer terminal with a built in PIN pad), you can provide your customers an attractive payment alternative, while saving money on your transaction processing expenses at the same time.

Read more...

Source: Elavon

Retaliatory firing: Don't fire whistleblowers, no ifs, ands, or buts

Employees have a right to report alleged non-compliance to federal and state agencies without fear of retaliatory firing or demotion- no ifs, ands, or buts. A violation of an employee's protected conduct of reporting potentially illegal or dangerous circumstances, the Department of Labor has made it very clear that retaliatory firing will not be tolerated.

A historical case of retaliatory firing landed one company with a \$110,000 back wage payment, as well as fines imposed by <u>OSHA</u>, After an employee reported mechanical issues with his truck and was fired the next day, <u>United Auto Recovery</u> was required to rehire the employee, pay back wages and punitive damages, and was required increase trainings on employee rights, as well as to improve the workplace by posting employee rights posters.

Traditionally <u>OSHA</u> and the <u>EEOC</u> (<u>Equal Employment Opportunity Commission</u>) have been the primary investigators of complaints of retaliatory firing. Other agencies, including the SEC and FTC, have become involved with strong whistleblower protections under <u>Sarbanes Oxley</u> for employees of public companies; new laws including <u>The Patient Protection and Affordable Care Act of 2009</u>, which creates whistleblower protections for employees in the health care sector; and <u>The Dodd-Frank Wall Street Reform and Consumer Protection Act</u>, which provides expansive protection to whistleblowers in the financial services industries.

The bottom line is that you can't afford to fire a whistleblower unless you have absolute, irrefutable evidence that the firing had nothing to do with the report of fraud, complaint of discrimination, or safety issues.

For more information or questions on KPA's HR Management service that can help in maintaining the proper and legal termination reasons, contact KPA Sales @ 866.356.1735 or info@kpaonline.com.

Click Here to request a personalized demo of KPA's HR Management services.

Source: KPA

Federated Insurance to host Designated Risk Management Seminar for equipment dealers

Federated Insurance, NAEDA's endorsed provider for business liability insurance and risk management services will conduct a special <u>Designated Risk Management Seminar</u> for equipment dealers. The seminar will be held July 15-17, 2013 at Federated headquarters in Owatonna, MN.

Equipment dealers are interested in controlling losses and those companies that are most successful at controlling their losses have designated a key person as their risk manager. The challenge is that it's typically not a full-time position. The responsibility often falls on someone who has other full-time duties to fulfill. This is where Federated's Designated Risk Manager Seminar can be so valuable. The Designated Risk Management seminar targets specific risk management concerns for our industry and Federated understands the risks inherent with equipment dealers.

There is no charge for association members to attend this seminar as this training is another association member benefit thanks to our partnership with Federated Insurance. Attendees, however, are responsible for air and ground transportation to and from Owatonna, Minnesota, and lodging in Owatonna.

Click here to register...

Canadian News

New alliance to focus on wheat research

The federal government has joined with the Saskatchewan government and University of Saskatchewan to form a new Canadian Wheat Alliance, dedicated to improving yields and profitability of wheat. "The Canadian Wheat Alliance will improve the quality of Canadian wheat, and enhance Canada's competitive position in the growing world market," said federal Agriculture Minister Gerry Ritz in a release Thursday.

Read more...

Source: Alberta Farmer Express

Canada prepares to target U.S. goods in COOL spat

Canada will put forward a list of U.S. products it wants to target in retaliation for U.S. country-of-origin meat labels if last-minute changes to U.S. label regulations don't prove satisfactory, Canadian officials said on Friday. The dispute stems from a 2009 U.S. requirement that retail outlets put the country of origin on labels on meat and other products, a move the government said was in an effort to give U.S. consumers more information about their food.

Read more...

Source: Alberta Farmer Express

Canada's Liberals win Newfoundland seat in early test for Trudeau

Canada's Liberals regained a seat in the House of Commons on Monday in a race viewed as an early test of the popularity of the party's new leader, Justin Trudeau, son of former Prime Minister Pierre Trudeau. Liberal candidate Yvonne Jones had 50.8 percent of the vote and incumbent Conservative Peter Penashue only 29.1 percent, with 86 of the 91 polls reporting.

Read more...

Source: Reuters

Research stations hit by cuts

Agriculture Canada will close some of its research operations in Western Canada and consolidate others as part of an ongoing effort to reduce costs and build a leaner, more efficient research organization, federal officials said this week. Last week, Ottawa issued potential job loss notices to 350 Agriculture Canada employees across Canada, including 125 in Western Canada.

Read more...

Source: The Western Producer

Rising farm debt loads a concern for agricultural lenders

Two senior Canadian bank agricultural leaders say the level of Canadian farm debt could be a problem for the sector when interest rates begin to rise. During a recent appearance before the Senate agriculture committee, representatives of the Canadian Bankers' Association and five of its large national chartered banks said the booming agricultural sector is a major driver of their business on which they spend billions of dollars servicing.

Read more...

Source: The Western Producer

Canada will toughen testing, food safety-rules for meat plants

Canada's food watchdog is planning to impose tougher rules to deal with the threat of E. coli in slaughterhouses. Agriculture Minister Gerry Ritz says the Canadian Food Inspection Agency will strengthen E. coli testing in federally inspected establishments that use raw beef. Testing will increase between April and October – considered barbecue season.

Read more...

Source: The Globe & Mail

U.S. Senate nixes planned U.S.-Canada border tolls

Obama administration plans to impose a toll on land travellers crossing the U.S. borders with Canada and Mexico were scrapped Thursday. The proposed toll, which sparked angry responses on both sides of the borders, was blocked in a rare show of bipartisan unanimity by Democrats and Republicans in the U.S. Senate.

Read more...

Source: The Globe & Mail

Senate scandals leave many to question its relevance to Canadians

What was identified as insufficient expense documentation in the auditor general's 2012 audit of the Senate has become a full-blown, explosive scandal that has ensnared the Prime Minister's Office and the entire 146-year-old Upper Chamber. Political observers say that the Red Chamber is becoming increasingly indefensible as the scandal overshadows any good work done by the institution and its members.

Read more...

Source: The Hill Times

Agriculture final hurdle for European trade talks

Agricultural issues remain the last sticking point in concluding a Canada-European Union trade deal by summer, the EU ambassador to Canada said last week. Matthias Brinkmann told reporters at a May 9 Europe Day event that the lingering Canadian demand is for more beef access. He said the EU has offered 40,000 tonnes or more of hormone-free and antibiotic free beef imports.

Read more...

Source: The Western Producer



May Tip of the Month: Accommodating Employees with Mental Health Issues

Mental health issues affect roughly 25% of adults in the U.S., so it's likely that at some point you will have a dealership employee who suffers from mental illness. Accommodating mental health can be a delicate matter. Note the following tips to avoid a workplace conflict over mental health:

If the illness hasn't been disclosed, document any odd or poor behavior that may violate the company's workplace violence policy, or if the behavior is affecting performance or operation. Always support your employee's needs, asking open-ended questions in an effort to address any of your concerns. Learn more here: http://www.kpaonline.com/thefifthvisit

Free KPA Webinars

Understanding OSHA's Regulatory Initiatives - May 23, 2013

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Capitalizing on The Mobile Influence of Car Buying - June 12, 2013

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