



DEALER

The Newsletter of NORTHEAST EQUIPMENT DEALERS ASSOCIATION, INC.

www.ne-equip.com

JULY 2017 Vol. 19, No. 220

COMPLIANCE INVESTIGATIONS

By Sulev "Swede" Oun, Trucking Association of New York

Most carriers and drivers recognize the fact that on occasion they are subject to roadside enforcement inspections to ensure compliance with driver, carrier and vehicle regulations. On rare occasions (compared to roadside inspections) a carrier could wind up the subject of a compliance investigation (formerly called audits or compliance reviews). An investigation encompasses looking at every aspect of the responsibilities as set forth in the Federal Motor Carrier Safety Regulations (FMCSR).

Some issues that could trigger a compliance investigation are: a hazardous material incident, a significant crash and complaints about a carrier, one or more serious violations cited on previous investigations and one or more Safety Measurement System (SMS) BASIC scores that are at or above thresholds. That is one of a number of reasons to monitor and manage your "Compliance, Safety, Accountability" (CSA) data.

Part of a compliance investigation by the Federal Motor Carrier Safety Administration (FMCSA) is looking for certain "acute," "critical" and "red flag" violations. Such found violations can lead to some form of enforcement action under CSA.

Red flag violations are committed by drivers. In the case of a driver, an investigator will look at the driver's history for outstanding bad violations of the FMCSR. If a red flag violation is found, the investigator

will look to see if the violation has been corrected. If not corrected, it may result in a Notice of Violation or Notice of Claim against the individual driver.

Acute and critical violations are committed by carriers. If a carrier is found with one or more acute and/or critical violations within the past 12 months during an investigation, the carrier will receive an alert symbol in the corresponding BASIC, possibly prioritizing them for interventions or further monitoring. An acute violation would be a one-time occurrence discovered during an investigation that is so severe that immediate corrective action is required.

Examples include:

- Using a driver known to have an alcohol concentration of 0.04 or greater (382.201).
- Fraudulent or intentional altering of a supporting document (390.35). HOS compliance.

A critical violation is known as a pattern occurrence (violations discovered in at least 10% of the carrier's records checked during an investigation). Examples include false reports of record of duty status, using a driver not medically examined and certified, and using a CMV not periodically inspected.

A full description and lists of all violations that

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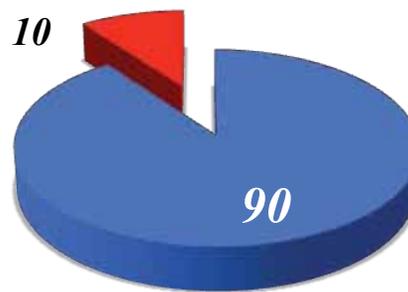
<u>Policy Year</u>	<u>Dividend</u>
2014-2015	20.0%
2013-2014	15.0%
2012-2013	15.0%
2011-2012	5.0%
2010-2011	20.0%
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2008-2009	37.5%
2007-2008	20.0%
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2005-2006	37.5%



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You may also visit us at www.haylor.com/NEDA

Observations **FIELD** from the



Tim Wentz
Field Director /
Legislative Committee
Chairman
717.576.6794

Customer traffic and dealer sentiments have been very good at the dealerships that I have been able to visit this month.

Equipment industry reports indicate that sales volumes (dollars) for the most part are flat with Compact Tractors being the only segment with significant growth over the last year. Ag Equipment, in particular used & new large Ag, continues to be a challenging market segment. Several dealers have told me, "Sales are out there, closing them can get pretty tough." Parts and Service department sales continue to help support dealer profitability and cash flow. We have received some reports that unit availability is an issue for selected products/manufacturers/dealers as they all continue to actively manage their production capacity, inventories and efficiencies.

Nationally, soybean acreage has increased substantially; reports indicate that plant health and expected yields are more or less the same as last year. Unfortunately select commodity and milk prices remain depressed with some prices being below cost of production. It will be interesting to see how commodity prices fair in 2017.

NEDA's Legislative report

Dealer Laws:

CT SB 821 (amending the warranty section) passed out of the Connecticut Senate on a unanimous vote and was passed by the House on an 80-70 vote. We expect it will be signed into law by the Governor before this newsletter is published.

PA HB 1348 (amending the PA dealer law) was introduced and was assigned to the House Ag Committee Chaired by Rep Causer. PA HB 1348 is beginning to work its way through the legislative process. Thanks to active dealer participation, we have been able to garner increased legislative support and are hopeful that this time around we will be able keep the bill moving forward through the legislative process.

Right-2-Repair:

NY - AB 8192 & A04066, MA - H2784 & SB 938 and NJ A4934 has all been introduced. While I do not think it was the intent of the advocates and legislators that equipment/equipment manufacturers be included, we agree with the equipment manufacturers' suggestion that, as the bills are drafted, equipment (embedded code, tools, diagnostic and service information, etc.) would be included and argue equipment should not be. Knowing if equipment is included your dealership, service staff and customers could be put at significant risk! Embedded code could be altered, intentionally or otherwise, by-passing operational controls, causing the machine to malfunction or operate outside of its design parameters which could easily result in an injury or death.

The reality is that we are likely to see more legislation and attention focused on Right-2-Repair. Virtually everyone has a number of electronic devices in their pockets, homes and work places, which we have become increasingly dependent upon. As a result "we" are often in a world of hurt when they crash! Limited access to service only accentuates the pain and, in turn, legislators' willingness to intervene!

Ensuring everyone's best interests are preserved will take a great deal of effort!

REAP the benefits of membership your PROFITS will follow!

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Barry Detra Retires From Hooper, Inc., Mifflintown, PA

On Friday, May 26, 2017, **Hooper, Inc.** employees and former owners of the McAlisterville IH farm equipment location celebrated the retirement of **Barry Detra**. Barry served farm customers for 41 years in the IH and Case IH farm equipment business.

Barry career began with Campbells Sales and Service in 1976, and continued on with Dombach Sales and Service in 1979, Inch Equipment in 1983 and **Hooper, Inc.** in 1996.

This picture represents 225 years of experience in the IH and Case IH farm equipment business. From left to right are Clair Inch – 37 years; Bob Campbell – 10 years; Barry Detra – 41 years; Tom Yohe (former GM of Hooper Inc) – 47 years; Charlie Hooper – 58 years; and Brad Hershey – 32 years.

Brad Hershey, Store Manager of **Hooper, Inc.** noted during the event that Barry's high level of organizational skills helped him succeed in the parts business, other owners noted that he was very reliable and never late to work.



Hooper, Inc. moved the McAlisterville location to 43 Industrial Circle, Mifflintown, PA on December 5th, 2015.

Share Your Dealership News With Us

NEDA is interested in stories about members getting involved in their communities, supporting charities or otherwise doing good deeds. Have you celebrated a business or personal anniversary, facility expansion, or a prestigious award from one of your suppliers, a special community event you participated in or any other way your business has been recognized that you would like to share with other members and have published in our monthly newsletter?

Member stories, along with photos, will be showcased on NEDA's media sites and in NEDA's monthly newsletter or Weekly E-bytes. If so, please contact Dave Close or Art Smith, Editor of the monthly newsletter: Dave at 800-932-0607 – davec@ne-equip.com or Art Smith at arts@pa.net.

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COMPLIANCE INVESTIGATIONS

continued from page 1

affect your operation can be found at: <https://csa.fmcsa.dot.gov/Documents/SMSMethodology.pdf>. As you browse through, it will be quite evident that even the minor violations can add up and accumulate to a point of severity, making you a candidate for intervention.

The key is to keep these violations to a minimum. It's not good enough to track your scores and then have a meeting of awareness. Awareness and warnings aren't good enough. Training and actually changing the culture and making physical changes are often required. All entities: owners, dispatchers, drivers, mechanics, and safety personnel have to work as a team. No one person is more important than another when it comes to safety. Throughout my years of providing training, I've learned that the majority of violations are avoidable through proper training and guidance.

As a final thought: Many insurance companies are looking at safety scores to determine their rates, or if they will even write a policy for someone at all. This is yet another reason to keep violations at a minimum.

~ Courtesy of SMMC, First Friday



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 specifically with equipment dealers in mind.*

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4th and 5th



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9th, 10th and 11th



January 2018
16th, 17th and 18th



January 2018
17th, 18th and 19th



April 2018
4th and 5th



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In Memoriam

TONY GRUMELLI 🍷 Grumelli Farm Service | Quarryville, PA

Anthony D. "Tony" Grumelli, age 97, of Christiana, passed away in Feb. 2017. He was married for over 45 years to the late Marie E. Thomas Grumelli who died in 1991.

Tony enlisted in the Army Air Corp during WWII. As a Staff Sargeant, his first assignment was as part of Air Transport Command, co-piloting C-47 Skytrains ferrying supplies and fuel all across North Africa over "The Hump" as part of the 10th Air Force.

In 1951, Tony took ownership and the business became Grumelli Farm Service and was an Allis-Chalmers dealer for 60 years and for 35 years was a Bobcat dealer.

He is survived by his two children: Joan wife of Michael Roop and Robert A. "Bob" Grumelli, both of Christiana, and a sister, Margie E. Reinhart of Bart.

AARON L. HOBBLE 🍷 Hooper Inc. | Mifflintown, PA

Aaron L. Hobble, 59, Six Mile Run, PA; passed away on May 14, 2017 at Hershey Medical Center. He was born on October 7, 1957 in Huntingdon, Pennsylvania; the son of Lee Zelanko of Broad Top, PA and Linda (Black) Hobble of Six Mile Run, PA. He was married in to Joan L. (Reisinger) Hobble. Along with his loving wife he is survived by children Brooke Hobble, Six Mile Run, PA; Zachary Hurley, Belleville, PA; Gregory Hurley, Elliottsburg, PA; Jill Parrish married to Denny, Elliottsburg, PA; Charley Hurley, Landisburg, PA; grandchildren and numerous nieces and nephews.

Aaron was a graduate of Southern Huntingdon High School and Pennsylvania State University. He was initially employed by R.T. Markle Equipment, then Carlisle Farm Service (C.F.S.) of which he became owner/operator in Carlisle and Chambersburg for several years. Upon selling the business, Aaron remained employed working for Hooper Inc. as a salesman in Mifflintown.

In lieu of flowers, memorial contributions may be made in memory of Aaron Hobble/WM online at www.ils.org or by mail to: Leukemia & Lymphoma, PO Box 12268, Newport News, VA, 23612 or Round Knob Church of God, Six Mile Run, Pa. 16679.

JOHN E. MARSHALL 🍷 Marshall Machinery Inc. | Honesdale, PA

John E. Marshall, 79, of Honesdale, died on Nov. 17, 2016.

Born Oct. 30, 1937, in Carbondale, he was the son of the late Earl and Almeda Herrmann Marshall.

In 1959, he founded and prospered the family business, Marshall Machinery Inc. Over the years, John was bestowed numerous national sales awards in the history of large equipment. John also proudly served on the National Kubota Tractor Corporation Dealer Advisory Board.

He is survived by his wife of nearly 50 years, the former Marjorie L. Thomas. They were married Nov. 26, 1966. He is also survived by five children, Barbara Diliberti and her husband, Perry, of Honesdale; Linda Marshall, of Honesdale; Earl Marshall and his wife, Alicia, of Dunmore; Holly Harwood and her husband, Damon, of Leicester, New York; and Darryl Marshall, of Honesdale; and numerous cousins & niece.

In lieu of flowers, memorial contributions may be made in John's memory to the Nebzydoski-White 4-H Junior Livestock Scholarship Fund, c/o Rosalind Williams, secretary, 409 Stock Farm Road, Lake Ariel, PA 18436.

HARVEY MCDOWELL 🍷 McDowell Implement Co. | Grove City, PA

Harvey McDowell, of Grove City, passed away peacefully on June 1, 2017. He was 89.

In 1951, he established his business, McDowell Implement Company.

His wife, the former Ruth Garrett, whom he married on February 12, 1955, survives. Also surviving are: three sons, David McDowell and his wife Anna; William McDowell and his wife Lee Ann; John McDowell and his wife Vonnie; and a daughter, Judy Thropp, all of Grove City; and a brother, William McDowell and his wife Elinor, Hermitage.

Memorial donations in Harvey's memory may be made to: Union Home Cemetery Association, c/o Eric Jamison, 3097 Chardonay Lane, Youngstown, OH 44514.



Let the Dealer **BEWARE**

A Missouri man was recently killed in a car accident when his tractor was hit by a car. According to the initial report filed by the Missouri State Highway Patrol, he was riding his farm tractor on the road when he was struck from behind by a car. After impact, both vehicles traveled off the roadway and the tractor overturned. The tractor's driver was pronounced dead at the scene; the car's driver did not sustain any significant injuries. A dealer allegedly sold this piece of equipment without a Slow-Moving Vehicle sign in place. The driver was the son-in-law of the person who bought the tractor and, apparently, he has stated his intention to sue the dealer for selling an unsafe piece of equipment.

Many equipment dealers remember the days when equipment sales were made with the exchange of a check and a handshake. It was understood that the dealer would repair or replace a defective machine, but the customer was responsible for its maintenance and safe operation. How times have changed!

Keep accurate records!

It sounds simple, but busy employees can easily overlook or skip steps when informing customers about the safe operation of equipment they purchase. Dealers can establish procedures for keeping records of every sale, lease, or rental.

Association Safety Certification forms and similar manufacturer forms may also be used by some dealers as an equipment safety checklist. No matter what type of checklist or form is used, it is important to obtain the customer's signature acknowledging that the appropriate steps were taken.

Federated Safety Programs for Equipment Dealers

The "Seller Beware" program developed by Federated Insurance provides an effective means of controlling the frequency and severity of products liability claims. The program includes a "safety check" card for the customer to sign at the time equipment is purchased, rented, or leased. This checklist assures that the dealership has provided necessary safety instructions and information to the customer. If someone is injured by that equipment in the future, the dealer has documentation to help defend a product liability lawsuit. Federated also offers a used equipment checklist that gives a dealer the capability to document the safety condition of used equipment that is obtained by the dealership before it is released to the customer.

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~ Submitted by Federated Ins. Co.

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DIVERSIFICATION IS IT RIGHT FOR YOU?

Two old expressions came to mind as I started writing this article. One was “don’t put all of your eggs in one basket”. The other was “stick to your knitting”. We’ve all heard the first one, and know what it means. The second is a little less clear, but according to my grandmother, it means do what you’re best at and don’t go off doing something you don’t know anything about. I’ll take her word for that, she was a very smart lady.

I have a hunch that in most situations, both expressions are perfectly valid. You do need to spread your risk around so that a single episode doesn’t spell disaster. You also need to do what you do best.

So, let’s take a look at diversification. As we were researching “diversification”, it became obvious that diversification is not just one simple thing – there are numerous different ways to diversify, and choosing the wrong diversification can be a disaster. The trick lies in finding the diversification that best fits you, because no single choice is best for everyone.

Unfortunately, most discussions about diversification ignore the simple fact that the right diversification option for you will be the one that meets your unique personal and business needs, and recognizes your unique constraints. In other words, what’s best for you probably isn’t best for the person sitting next to you. Of course, if the person sitting next to you is in the same industry as you, and is experiencing similar challenges, your diversification choices will be much more similar than if you happened to be comparing diversification options with a restaurant owner or physician.

Something else became obvious as we did our research – a tool was needed in order to systematically compare diversification options. It’s pretty easy to develop a complicated tool – the challenge was to develop a tool that is simple and still effective.

Diversification is a way to change the future of your company without disrupting (or seriously risking) the business that has fueled your success. Many of your core markets have matured, and margins are shrinking. New competitors are emerging, both in your area, and online, especially in parts and accessories.

Diversification permits you to make more money off of each customer contact, both by increasing add-on sales for your core products, but also sales on other products your customer would have otherwise purchased from someone else.

Something many business owners fail to consider is the possibility that a diversification may actually be able to replace a large portion of your advertising costs with something profitable. A clever auto dealer rented out a portion of his lot to a food truck operator several years ago. Auto sales were down, and he figured he would

make a little money from the rental. What he didn’t expect was the fact that when the food truck drew in hungry people to catch lunch or dinner, the people hung around and looked at the cars on his lot. Lookers turned into buyers, so he rented to a couple of other food trucks. More hungry people, more cars sold.

You may find that by picking up a new line of equipment with broad appeal and selling those products very reasonably, you can accomplish many of the same things without bringing in food trucks. We call those products “bait”. It’s no accident that many Wal-Marts sell gasoline at very competitive prices – the inexpensive fuel brings you to their parking lot...and it’s an easy decision to pick up the groceries while you’re there. Another advantage of a “bait” product is that by offering that product at a very reasonable price, you prove to the consumer that you have reasonable prices...

Diversification opportunities that appeal to your core market can also open up new sales in other ways. If you are splitting your core market with one or more competitors, you would love to have a shot at selling to those other dealers’ customers. Making some sales calls to offer a new product that those customers are likely to want gets your foot in the door. A good price and great service will get them thinking they may need to reconsider their preferred dealer for other products as well.

Although some business owners are wanting to break completely from what they are doing, far more often they hope to leverage their existing strengths, taking advantage of the smaller investment required by that kind of diversification. Can the diversification use your current facility and service people? If so, you will likely find that because your investment is small, your return on that investment will be far larger than on your primary product line.

One thing about running a business, your people make a huge difference. When an industry matures, many dealers are forced to cut back on expenses, and that can mean letting some people go. An alternative is to add one or more new product lines so you don’t have to lose loyal and talented people.

Is diversification for everyone? Absolutely not. Should everyone consider diversifying? Absolutely. Your business and your market are constantly changing, and it is important to periodically review your options. We don’t run our companies in a vacuum, our competition is also looking for ways to gain an advantage. Something that didn’t make sense a few years ago may be an important opportunity today.

~ Courtesy of Vince at Deep South Equipment Dealers Assn.

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When it comes to finding solutions for your business, that's what we do.

The HBK Dealership Group offers you the expertise and experience of more than 30 years of specialization in the dealership industry. Our team of professionals, led by Rex Collins, has worked with hundreds of dealers from coast-to-coast since 1987 on creative tax planning and operational issues, transaction support, and consulting to increase profitability, government regulatory compliance, valuation and growth opportunities.



James Dascenzo, CPA
PRINCIPAL



Rex Collins, CPA, CVA
PRINCIPAL

KRONE RECOGNIZES TOP 10 RETAIL SALES VOLUME DEALERS IN NORTH AMERICA

Krone North America, has announced its highest retail sales volume dealers for fiscal year 2016. Krone is a global leader in the manufacturing and sales of hay and forage equipment, doing business in 40 countries.

Those award-winning dealers are:

- Panhandle Implement Company | Dumas, TX
- Suwannee Equipment | Live Oak, FL
- Noble Equipment | Nobleford, Alberta, CA
- **Messick Farm Equipment** | Elizabethtown, PA
- TriGreen Equipment | Athens, AL
- **Salem Farm Supply** | Salem, NY
2015 Farm Equipment Dealership of the Year
- Lowe & Young | Wooster, OH
- Stotz Equipment | Casa Grande, AZ
2013 Farm Equipment Dealership of the Year
- **Champlain Valley Equipment** | St. Albans, VT
2006 Farm Equipment Dealership of the Year
- James River Companies | Danville, VA

Earning a top 10 spot for dealer retail sales for Krone North America takes significant effort, as each year over 200 equipment dealers compete for this distinctive recognition. To be considered for this



award, the dealership must have exceptional sales, service and parts departments. Thus, this recognition confirms that employees at all 10 dealerships have exhibited tremendous commitment to serving the needs of their customers, the company says.

Each of these dealers carry the Krone North American product line. That full line of hay and forage equipment includes the BiG X Forage Harvesters, BiG M Mower Conditioners, BiG Pack Large Square Balers, Comprima Round Balers, KW Tedders, AM and EasyCut Disc Mowers, EasyCut Mower Conditions and Swadro Rakes.

Tommy Jones, president of Krone North America, had this to say, "We're extremely proud of our Top 10 dealers, and their exceptional efforts to achieve this award. We are fortunate to be able to provide quality Krone equipment to our customers through these outstanding dealers."

*~ June 1, 2017, Farm Equipment News
Posted in Dealer News, Manufacturer News
Ag Equipment Intelligence*

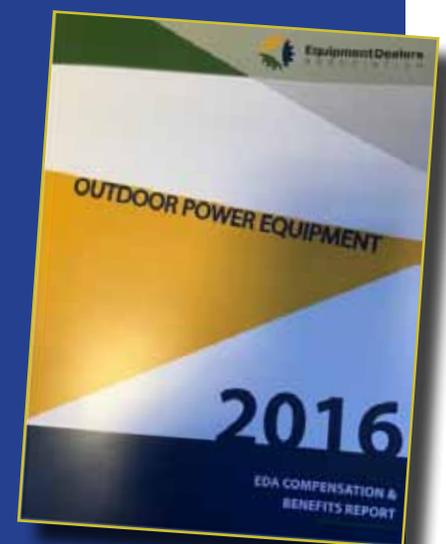
2016 Ag and OPE Reports Are Now Available!

Both the 2016 Ag and OPE Dealership Compensation & Benefits Reports are now available. These bi-annual reports are a valuable resource designed to help dealerships remain competitive in their markets regarding the staff compensation and employee benefits programs they offer.

Compensation information includes corporate and dealership office staff, sales, parts and service departments, shop information and trucking/delivery rates. Along with health and dental insurance, listed employee benefits also includes retirement plans and other benefits.

The report is provided free of charge to any dealer who participated in the 2016 survey. If your dealership was unable to participate in the survey and would like to have a copy of the report, order today.

For more details, access the 2016 COMPENSATION & BENEFITS REPORT order form at: http://equipmentdealer.org/storage/app/media/2016_Comp_Benefits_Order_Form_Reg.pdf or contact EDA or NEDA at 800-932-0607 today.



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MEMBERSHIP DATA VERIFICATION

We thrive on doing everything possible to ensure that your dealership information is as accurate as possible. To do this, we need to make sure our records match yours.

This is very important data for the Association, as rapid changes continue in our Industry as well as manufacturer agreements that are always changing and may be in need of legal review by us to help protect you before you sign.

Unless we know what product lines you are selling, we cannot advise you of changes that might affect you in the new agreement that your manufacturer is asking you to sign.

Email addresses, lines carried, departmental manager's names, total number of employees, locations is what we need to know.... changes happen all the time and we need and must know this!!

So, please notify us whenever you add or stop representing an equipment manufacturer, when your email address changes or if a depart-

ment manager has changed.

We send you information on a timely basis, but you will ONLY receive it if you keep us up to date on

changes taking place in your dealership. Any and all individuals at your dealership can receive our monthly newsletter, etc.

As a valued member, we do not want you to miss any important information or opportunities that might affect your business either positively or negatively.

Click here to get the Membership Data Verification file: <https://www.ne-equip.org/wp-content/uploads/2017/06/NEDA-Membership-Data-Verification.pdf> – Please take a minute fill out ALL information (please fill one out for each branch location) and return to:



NORTHEAST EQUIPMENT DEALERS ASSOCIATION

128 Metropolitan Park Drive
Liverpool, NY 13088
FAX TO: 315-451-3548
Phone: 800-932-0607 - Dave
Email: davec@ne-equip.com

THE ELOG MANDATE IS HERE!

Dealerships with drivers who currently use paper log books may need to transition their drivers to electronic logs (ELOGS) by December 18, 2017. NEDA has identified J.J. Keller & Associates, a leader in helping fleets comply with Hours of Service regulations for over 60 years, as a trusted ELog provider. J.J. Keller's Encompass ELog and fleet management system will make the transition to ELogs easier on you, your drivers, and your budget. Give them a call today and mention that you are a NEDA member.



A Simple Solution With Sophisticated Performance

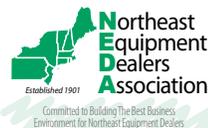


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NEDA Did You Know?

Did you know you can update your dealer profile on our website?

Go to www.ne-equip.com and login in with your user ID and password. Once your logged in place your cursor in the upper right hand corner and click on "Edit my Profile"

Here you can put any events happening at your dealership, upload profile pictures, your company logo, etc...

Email davec@ne-equip.com or call the Association, 800-932-0607 if you have any problems getting into the website.

NEDA

Northeast Equipment Dealers Association



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***** July 2017 *****



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EMB20GM	Galvanized Metal
EMB20P	Plastic

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EMB20-GM or EMB20-P

Regular Price: \$10.12

Special Price: \$9.61

Reg. Sell Price: \$16.87

Pack: 12 Units

EMB20-A

Regular Price: \$7.87

Special Price: \$7.48

Reg. Sell Price: \$13.12

Pack: 24 Units

Order Form

Dealership Name: _____

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City, State, and Zip: _____

Item #	Qty.	Cost Ea.	Total
EMB20A	_____	\$7.48	_____
EMB20GM	_____	\$9.61	_____
EMB20P	_____	\$9.61	_____

Terms: NET 30 DAYS TO APPROVED MEMBERS (If not for resale)
Freight: PREPAID WITH CASE QUANTITY

SUB TOTAL _____
TAX _____
SHIPPING _____
TOTAL _____

Payment Method (Prepayment is required)

Check Enclosed (Payable to NEDA) _____

Credit Card (VISA or MC) Acct # _____ Exp. Date: _____
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Cardholder Name: _____ Signature: _____

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OFFER EXPIRES July 31, 2017

After 80 Years in Print, Iron Solutions, Inc. Converts Agricultural Official Guide to 100% Digital

Iron Solutions, Inc. announced today that effective January 1, 2018, Iron Solutions will no longer publish the print edition of the Agricultural Equipment Official Guide. The agricultural equipment version of Official Guide has been in print for 80 years.

Iron Solutions will continue to provide the most accurate and comprehensive valuations of used agricultural equipment in the market through their web platform, ironguides.com.

Craig Hiemstra, Area Business Director for Iron Solutions, said "This decision has been made in order for Iron Solutions to continue to provide the best valuation data possible. A quarterly print publication cannot reflect all equipment configurations available today. It also cannot accommodate the non-linear impact of usage on value."

"Digital delivery of valuation data best meets the market's need for the most up-to-date information. Continuing to deliver a quarterly print publication, which cannot reflect all option values and usage adjustments, results in multiple valuations in the marketplace for the same piece of equipment," added Dallas Blome, Editor of the Official Guide.

Print subscriptions will be fulfilled through December 31, 2017. All current print subscribers will have a limited free trial to the digital version of the Official Guide for the remainder of 2017 so that they can become familiar with the digital product. At the end of the trial period, print subscribers will be automatically converted to the digital platform.

Subscribers should contact Iron Solutions at 877-266-4766 or email at sales@ironsolutions.com for more information.

The Outdoor Power Equipment Guide and the Iron Search Buyers Guide will continue to be available in a print format.



FMCSA Reaffirms Guidance on Underinflated Tires

In response to an ATA petition for rulemaking regarding the tire inflation pressure requirements in Section 393.75 of the Federal Motor Carrier Safety Regulations, FMCSA reaffirmed its support of Commercial Vehicle Safety Alliance guidance to inspectors to not cite drivers nor measure tire air pressure unless there is visual evidence that the tire is underinflated.

Working with input from TMC, CVSA developed Operational Policy 15 - Inspection/Regulatory Guidance - to train inspectors not to cite drivers nor measure tire air pressure unless there is visual evidence the tire is underinflated. Following this guidance, tire air pressure may only be cited now if the pressure is 50% or less of the sidewall specifications. This has reduced the amount of citations from 13,329 in 2013 to 4,322 in 2016.

Although FMCSA denied ATA's petition to remove the paragraph on tire inflation pressure from the FMCSR, they did acknowledge ATA's position that a number of factors make it difficult and sometimes impossible to determine during a roadside inspection whether a tire is properly inflated for the load it is carrying. Rather than change the regulations, FMCSA will work with CVSA to ensure that roadside inspection officials are properly trained and aware of the established regulatory guidance in Operational Policy 15.

For those fleets that have been cited by untrained inspection officials, they can use Operational Policy 15 as support for requesting a review of the violation (DataQ) and possible return of fines and CSA score increase.

~The Dispatch



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South American Information

Brazilian Ag Equipment Sales Up 33% for First 4 Months of 2017

New Brazilian App Would Be "Uber" of Ag Machinery

Sharing machinery is an emerging trend in Brazilian agriculture, allows farmers to rent equipment from other farmers.

Loss of Market Share Concerns New Holland

New Holland in Latin America, is expressing concern about the company's declining sales and resulting loss of market share in April vs. earlier in the year.

~ Courtesy of Agriculture Equipment Intelligence

Deere Acquires Wirtgen, Strengthens CE, Diversifies Equipment Operations

Deere & Co., best known for its dominance in farm equipment industry, made a big and unexpected move on June 1 when it announced it would be expanding the reach of its Construction & Forestry division by acquiring the German construction equipment maker Wirtgen Group. Most industry analysts covering the heavy equipment market agree that the acquisition represented a major strategic acquisition that will strengthen the company's equipment operation on several fronts.

Perhaps just as important, this purchase is expected to somewhat reduce the company's heavy reliance on ag equipment revenues. Deere ranked 7th in revenue among global manufacturers of construction equipment in 2016, but it wasn't far behind number three Terex.

~ Courtesy of Agriculture Equipment Intelligence

Dealers Feeling OEM Pressure to Increase Orders for New Equipment

Nearly 80% of farm equipment dealers responding to an *Ag Equipment Intelligence* survey say they are under pressure to order more new equipment than they really want to order. More than 170 dealers participated in the survey, which was conducted the last week of May and first week of June.

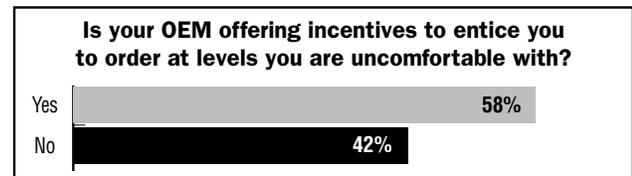
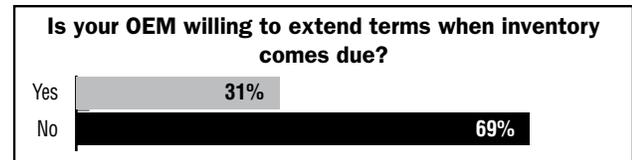
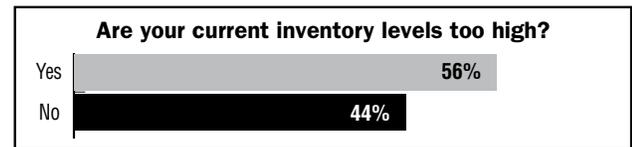
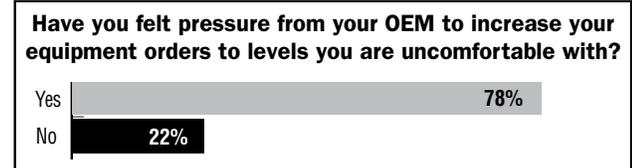
The impetus for the survey was conversations with dealers who were asking *Ag Equipment Intelligence* editors if we were hearing from other dealers who were being "encouraged" to order a lot of inventory, or was the squeeze they were feeling from their major supplier unique to them individually?

Comments like, "The company doesn't want to cut production even though sales have slowed" and "We know our trade area much better than they do" and "We've been around long enough to know what we need to order" were heard prior to initiating the survey.

One dealer said that the major equipment makers' approach has reverted back to that of the 1960s and '70s. "Our OEMs are telling us how to run every aspect of our business just as they did with their company stores. (We all know how that worked out.) The only difference now is they are using our checkbook instead of theirs!"

Dealers were also asked if their OEM was willing to extend terms when payments on unsold inventory come due. For example, did the supplier offer to extend the interest-free floor planning period to help reduce dealer's floor plan interest expense. More than two-thirds (69%) responded "no," while the remaining 31% said their supplier was extending terms.

More than half (56%) of the dealers also reported that their new equipment inventory levels are too high and 44% said "no" their current inventory levels are not too high.



~ Courtesy of Agriculture Equipment Intelligence

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Mid-Range Equipment Accelerates in May

After 3 months of sales growth for large ag equipment, North American sales once again declined in May. Canadian sales growth slowed to plus 1% and the U.S. posted a 16% decline, according to the latest number released by the Assn. of Equipment Manufacturers. "Row-crop tractors [were] the primary driver of large ag softness with a 20% decline in the U.S. and 10% decline in Canada; May is a below average month for row-crop, 4WD and combine sales," said Mircea (Mig) Dobre, senior research analyst with Baird, in a note to investors.

However, both mid-range and compact equipment growth accelerated and posted above-average results for May leading into summer.

~ Courtesy of
Agriculture Equipment Intelligence



MAY U.S. UNIT RETAIL SALES							
Equipment	May 2017	May 2016	Percent Change	YTD 2017	YTD 2016	Percent Change	April 2017 Field Inventory
Farm Wheel Tractors-2WD							
Under 40 HP	17,707	15,712	12.7	62,551	55,542	12.6	71,824
40-100 HP	5,274	5,183	1.8	21,743	21,991	-1.1	34,067
100 HP Plus	1,277	1,605	-20.4	7,063	8,157	-13.4	8,399
Total-2WD	24,258	22,500	7.8	91,357	85,690	6.6	114,290
Total-4WD	185	147	25.9	869	910	-4.5	740
Total Tractors	24,443	22,647	7.9	92,226	86,600	6.5	115,030
SP Combines	213	233	-8.6	1,226	1,402	-12.6	852

Dealers Rate Deere, Kubota Best Among Major Lines in 'Overall Satisfaction'

In late May, the Equipment Dealers Assn. (EDA), St. Louis, shared the just-compiled results of its 2017 Dealer-Manufacturer Relations Survey with *Ag Equipment Intelligence*. EDA conducts the survey.

~ Courtesy of Agriculture Equipment Intelligence

How Dealers Rate Their Full-Line Farm Equipment Manufacturers												
RATINGS SCALE: 1 = Extremely Dissatisfied; 7 = Extremely Satisfied	Product Quality	Parts Availability	Parts Quality	Product Technical Support	Manufacturer Response to Dealer Needs/Concerns	Warranty Payments	Product Availability	Warranty Procedures	Communications with Management	Marketing & Advertising Support	Return Privileges	Overall Satisfaction
Full-Line Manufacturers	5.09	5.04	5.48	4.62	4.22	4.74	4.92	4.76	4.62	4.74	5.00	4.94
AGCO	5.18	5.00	5.45	4.73	4.17	4.97	4.86	4.95	4.52	4.67	5.00	4.95
Case IH	4.60	4.30	4.89	4.17	3.60	4.02	4.70	3.98	4.25	4.14	4.51	4.36
John Deere	5.48	6.10	6.10	5.42	4.97	5.57	5.16	5.56	5.27	5.48	5.68	5.51
Kubota	5.78	5.44	6.01	4.97	4.92	5.00	5.59	5.21	5.17	5.45	5.30	5.69
New Holland	4.43	4.37	4.97	3.81	3.44	4.12	4.31	4.12	3.90	3.96	4.53	4.18

Categories (from l-r) appear in the importance as determined by the dealers.
 Bold denotes highest score in category.
 John Deere received Full-Line "Dealer's Choice" recognition, as determined by a composite of the average mean score of all categories above.
 Source: 2017 Equipment Dealers Assn. Dealer-Manufacturer Relations Survey

Apprenticeship for Agriculture Equipment Service Technicians

PA Department of Agriculture has received a grant from the Steinman Foundation which will help develop a registered apprenticeship program for Agriculture Equipment Service Technicians in **Lancaster and Chester Counties that can become a model for use around the state and the US.**

We have hired Chris Weller, recently retired from the PA Department of Education, as a contractor to help us put together the competency list, determine which competencies need to be taught in a classroom setting and which will be done through on-the-job training, identify training resources for the classroom training, and assist in preparing the application for the PA Apprenticeship Council. Our goal is to have the apprenticeship approved at the September Council meeting and to have Agriculture Secretary Russell Redding announce the beginning of the apprenticeship at an event on October 10, 2017 as a part of Agriculture and Food Careers Week.

While Chris will be concentrating on getting the registered apprenticeship up and running, he will also be working with us to **develop a pre-apprenticeship program** through the agriculture mechanics programs

that exist in nearly a dozen high schools in Lancaster and Chester Counties. Pre-apprenticeship programs articulate to the registered apprenticeship programs and allow students to receive credit for training during high school that can apply toward their apprenticeship requirements.

Chris is beginning his work by contacting the company representatives.



pennsylvania
DEPARTMENT OF AGRICULTURE

I know that there has been some turnover of personnel so, if you could let us know the people from your shop that should be involved, we would appreciate it.

PDA hopes that this will go a long way toward solving a chronic shortage of skilled technicians that has emerged in the equipment segment of the industry.

Scott J. Sheely, D.Ed., CWDP, Special Assistant for Workforce Development, PA Department of Agriculture, 2301 North Cameron St., Suite 306, Harrisburg, PA 17110, scsheely@pa.gov, 717-346-0426, www.agriculture.state.pa.us

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