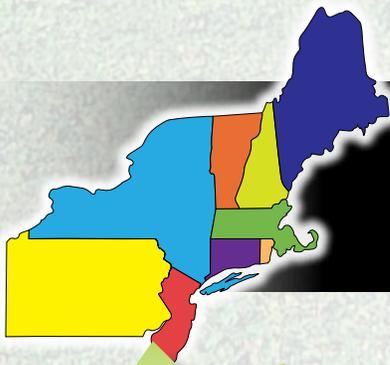


DEALER

The Newsletter of NORTHEAST EQUIPMENT DEALERS ASSOCIATION, INC.



**IMPORTANT
COVID-19
RELATED UPDATES
IN THIS MONTH'S
NE DEALER!**

IN THIS ISSUE:

- 3 Observations from the Field
- 4 In Memoriam
- 4 Farm Progress Launches Virtual Show
- 6 Workforce Development Update
- 10 President Signs PPP Extension Into Law
- 10 OSHA Updated Revised COVID-Related Policies for Employers
- 10 Trump Administration Invests In Rural Community Facilities
- 10 Info Available About the Main Street Lending Program
- 12 USMCA Updates
- 14 The Heat Is On
- 16 OSHA Launches New COVID-19 FAQ Webpage
- 18 FMCSA Update
- 20 Biggest Mistakes Made Managing Salespeople
- 22 Spotted Lanternfly Emergency Rules

ADVERTISERS:

- 2 Haylor, Freyer & Coon
- 5 AgDirect / Farm Credit System
- 7 Specialty Equipment Ins. Services
- 11 PGP Energy
- 13 NEDA JULY Specials
- 15 HBK CPAs & Consultants
- 17 Lancaster Farming
- 18 OPOC.US CARE CENTER
- 19 NEDA - Equipment ID Decals
- 24 Federated Insurance

**www
ne-equip.com**

GUEST EDITOR ON NEED FOR TECHNICIANS

WE NEED YOU!

BY SULEV "SWEDE" OUN

"I have come here seeking knowledge they would not teach me in college." This is a quote from a song by Sting that I had posted over my classroom door at my shop. I have always believed it to be very indicative to the state of our industry. Today we are paying a big price because of the misconception that one cannot succeed in today's world without a college education. This has created a huge gap in our industry for people with certain skill sets that colleges cannot necessarily provide. That quote has always reminded me that I was capable of providing knowledge through my trainings to people that didn't have opportunities to go to colleges and trade schools.

Recently, I taught some electrical classes in Malone and Watertown. While traveling to these locations I happened to notice a huge help-wanted sign highly visible on I-81 near a John Deere dealership looking for technicians. This no longer is an uncommon sight. If you have a shop, whether it is a dealership, fleet, independent or any entity servicing vehicles, and you can't find any technicians or drivers, chances are good that you are in a crisis mode struggling to keep going.

Our industry is growing and competing for the same pool of technicians, which, unfortunately, isn't growing. Add to that the need to add new people to other service industries, and getting people into our industry becomes even more difficult. Just look around you and you will notice help wanted signs outside of restaurants, oil change service providers, landscapers, factories, and brick and mortar stores, just to mention a few. Unfortunately for us, we are competing for many of these same people to get them to consider becoming a technician or driver.

Many ideas are now being tossed around on how to turn around these personnel shortages. Most of these ideas are meant to change the mindsets of the public education system regarding the perception of our industry. Hopefully, this will entice young people to look at our industry as a lucrative means of making a good living, often without a college education and the expenses that go along with it. But what about our immediate needs? As I mentioned before, my conversations with many are that we are in a crisis mode and it is not getting any easier. Not only is it the need for people but unfortunately in many cases, it is also the quality of employees entering our workforce that is a huge issue.

After reading various articles and having conversations with many people that are truly concerned about the direction we are heading, my first thought is to find a means of "fast-tracking" people to obtain skills that are needed to keep the wheels rolling.

continued on page 8

NEDA Salutes our Supporting Advertisers. It is our pleasure to list the names of those advertisers who support NE Dealer each month. We trust their advertisement will be remembered when goods and services are required by you, our dealer members. It is good to do business with companies who are interested in doing business with you and your industry association.

NEDA Workers' Compensation Safety Group

Over 24.25% Average Dividend For The Last 10 Years!

Exclusively for New York Members of the Northeast Equipment Dealers Association

DIVIDEND HISTORY



<u>Policy Year</u>	<u>Dividend</u>
2017-2018	40.0%
2016-2017	35.0%
2015-2016	30.0%
2014-2015	20.0%
2013-2014	15.0%
2012-2013	15.0%
2011-2012	5.0%
2010-2011	20.0%
2009-2010	25.0%
2008-2009	37.5%



- ELIGIBILITY**
- Members of NEDA Inc.
 - Construction/Industrial Equipment Dealers
 - Material Handling & Lift Truck Dealers
 - Farm Equipment Dealers
 - Outdoor Power Equipment Dealers
 - Rental Equipment Dealers with Repair Facilities

- ADVANTAGES**
- Aggressive Advance Discount (up to 25%)
 - Excellent Dividend Potential
 - Claims Management & Loss Control Services
 - Monthly Installments for Qualifying Dealers

Eligible
NEDA Dealers
Purchasing
Workers' Comp
From Safety Group
#548



Eligible
NEDA Dealers
Purchasing
Workers' Comp
From ALL OTHER
SOURCES

To see if you qualify, call Pat Burns at Haylor, Freyer & Coon 315-703-9148 / 800-289-1501 or fax a current declaration page to 315-703-8159 or Call Ralph Gaiss (Executive Director of NEDA) at 315-457-0314 for more information.

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

Observations from the **FIELD**

Without a doubt COVID-19 has and continues to challenge governments, manufacturers, dealers, their customers, and employees. Keeping abreast of the ever changing "rules" and adapting operations while trying to anticipate what changes lie ahead often seem an impossible and overwhelming task. That being said I have been amazed how well our dealers and their employees have responded to the challenge(s).

Personally, and I think I can say the same for the other NEDA staff members, one of if not the most rewarding things about working for your dealers association is helping dealers work through issues and challenges that they may not have seen before and/or aren't as straight forward as one might think. I thought it might be helpful if I highlighted a few of the "challenges" dealers asked "us" to help them work through last month. HR and manufacturer relations were the two hottest topics this month.

HR issues ranged from help working through the unemployment compensation system, an employee's refusal to return to work, and PPE requirements/procedure challenges. Surprisingly enough, manufacturer relations were the bases for the majority of challenges dealers brought to the association staff last month. Inventory availability, order fulfillment/prioritization, termination, unsolicited changes to a dealer's competitive circumstances, and "facilitated" mergers/valuations are examples of challenges dealers asked help working through.

One thing COVID-19 doesn't seem to have changed is the manufacturers' quest for market share and enhanced share holder value. If anything, the pace of change sure seems to be increasing with mergers/consolidation seeming to be a priority. For those dealers in the midst of negotiations, particularly those who are being "encouraged" to merge/sell/buy, their dealership should contact both the association staff and more, especially Rex Collins of HBK. It goes without saying that these are complicated transactions. Having someone who's "been there done that" and, in some cases, someone who may have previously dealt with the manufacturer's "preferred" buyer can be a huge asset ensuring you have maximized your position.

NEDA and EDA continue to work with dealers who have received "updates" to their dealer agreement(s) and/or terms. We have received many calls in the last month with questions such as: Should I sign it? What impacts, short and long term, will the changes have on my dealership? Will the dealer law protect me? What options do I have?

The bottom-line is, we cannot help if you do not ask! Your association dues are an investment that can return many times over. Make the most of it!

"When we work together as an Equipment Dealer Association, we speak in a unified voice. Together we can achieve what individuals could not; the ability to attain our mutual goals."



TIM WENTZ
Field Director / Legislative
Committee Chairman

OFFICERS

NATE SHATTUCK, President
Devon Lane Farm Supply, Inc. / Belchertown, MA
413-323-6336 • Fax: 413-323-5080
Yanmar, Landini, Monosem, Ferris, Simplicity, Stihl, Husqvarna
nates@devonlane.com

CRAIG HOUSEKNECHT, 1st Vice Pres. / Treasurer
EDA & UEDA/NEDA OPE Council Member
Moffett Turf Equipment (MTE) / West Henrietta, NY
585-334-0100 • Fax: 585-334-6332
chouseknecht@mte.us.com
Jacobsen, Mahindra, Ventrac, Smithco, Turfco, Redexim,
Golf Lift, Lely, Ryan, RedMax

SCOTT BAIR, 2nd Vice President
Mountain View Equipment, Inc. / Plattsburgh, NY
518-561-3682 • Fax: 518-561-3724
John Deere AG/CCE, Claas, Kuhn Knight, Kverneland, Stihl,
Husqvarna, Frontier, Servis, Rhino
scott@mtvviewequip.com

JOHN E. KOMARISKY, Immediate Past President
Main & Pinckney Equipment Inc. / Auburn, NY
315-253-6269 • Fax: 315-253-5110
New Holland, Simplicity, Brillion, Bush Hog
john@mainandpinckney.com

RALPH GAISS, CEO and Executive Vice Pres.
800-932-0607, Ext. 222 • Fax: 315-451-3548
rgaiss@ne-equip.com

DIRECTORS

PAUL BUCCHI
Snow-White Outdoor Power
Equipment, Southington, CT
860-747-2020
Paul@sno-whiteope.com
TORO, Echo, Hustler, Husqvarna, Shindaiwa

BRIAN CARPENTER, Past President 2009
Champlain Valley Equipment / Middlebury, VT
802-388-4967 • Fax: 802-388-9656
New Holland, Case IH, Kubota, Gehl
brian@champlainvalleyequipment.com

BRAD HERSHEY, Northeast EDA Region Director
Hooper, Inc. / Mifflintown, PA
717-436-6100 • Fax: 717-463-2312
Case IH, JCB, Kubota
bradhd@hooper.com

ED HINES, Past President 2014, 2001
Hines Equipment / Cresson, PA
814-886-4183 • Fax: 814-886-8872
Case IH, Gehl, New Idea, Cub Cadet
ejh@hinesequipment.com

"EV" LLOYD LAMB
Lamb & Webster Inc., Springville, NY 14141
716-592-4924 • Fax: 716-592-4927
Case/IH, New Holland, Kubota, Kuhn/Knight, Kioti, Cub
Cadet, Landoll/Brillion, Honda
evl@lwemail.com

BRYAN MESSICK
Messick's Farm Equip./ Elizabethtown, PA
717-361-4836 • Fax: 717-367-1319
New Holland, Kubota, Krone
bryanm@messicks.com

AMANDA K. STANTON
United Ag & Turf Northeast / Regional Marketing Manager
860-623-8296 • Fax: 860-627-9832
John Deere, Kuhn & Stihl
mandakstanton@gmail.com

WENDELL WALLDROFF, Past President - 2002
Walldroff Farm Equip., Inc. / Watertown, NY
315-788-1115 • Cell: 860-798-3879 • Fax: 315-782-4852
New Holland, Hesston, Woods, White-New Idea, AGCO, Allis
wendell@walldroffequip.com

The general information provided in this publication is not intended to be nor should it be treated as tax, legal, investment, accounting, or other professional advice. Before making any decision or taking any action, you should consult a qualified professional advisor who has been provided with all pertinent facts relevant to your situation. This publication is designed to provide accurate and authoritative information in regard to the subject matter covered. It is furnished with the understanding that the Northeast Equipment Dealers Association, Inc., the publisher, is not engaged in rendering legal, accounting or other professional service. Changes in the law duly render the information in this publication invalid. Legal or other expert advice should be obtained from a competent professional. Some of the editorial material is copyrighted and JULY be reproduced only when permission is obtained from the publisher and the association. It is furnished with the understanding that the Northeast Equipment Dealers Association, Inc., the publisher, is not engaged in rendering legal, accounting or other professional service. Changes in the law duly render the information in this publication invalid. Legal or other expert advice should be obtained from a competent professional. Some of the editorial material is copyrighted and JULY be reproduced only when permission is obtained from the publisher and the association.

ASSOCIATION NEWS

Alone we can do so little ...
together we can
accomplish great things!

www.ne-equip.com



In Memoriam



Leona M. "Lee" Lamb, 95, of Hamilton, NY, passed away recently.

She was born on February 20, 1925 to Albert and Lillie Irons Riedl. She graduated from Cazenovia Central School in 1943 and married **Alan "Tom" Lamb** on September 23, 1944. He predeceased her on April 16, 2015 after sharing their love for over 70 years.

Lee dedicated much of her life in service to others. She could often have been seen driving someone to the doctor's office or taking someone to church who wasn't able to get there themselves. She volunteered her time to helping out at the food pantry in Hamilton.

She is survived by her children, Blake and Margaret Lamb of Sherrill, NY; Sandra and John Habeeb of Watertown, NY; Mark and "Myrt" Lamb of Moncks Corners, SC. She is also survived by two brothers-in-law, Dick Lamb of Morrisville, NY; Keith (Norma) Lamb of Eaton, NY; other sisters-in-law, Beatrice (Lamb) Little of Pine Woods, NY and Ann Lamb of Clifton Park, NY. She especially enjoyed her many grandchildren and great grandchildren and nieces and nephews.

Contributions in her memory may be made to the Madison Fire Department, Madison, New York / Fountain Fire Co.#1, 121 Lebanon St., Hamilton, New York, 13346 / or St. Thomas Episcopal Church, 12 1/2 Madison St, Hamilton, NY 13346.

Farm Progress Launches Virtual Show



The Farm Progress Virtual Experience will merge the best of the top two farm outdoor shows in the country to bring a unique experience directly to farmers.

Two major outdoor farm shows are off the calendar for 2020, to fill this gap Farm Progress is launching the first ever Farm Progress Virtual Experience, or FPVX. This information-packed event will be powered by Farm Progress Show and Husker Harvest Days and run three days, Sept. 15 to 17.

"The beauty of a virtual event is that we will open the virtual gates on Sept. 15 with a slate of field demos and rich content, but once live, farmers can engage the content all year long," says Don Tourte, senior vice president, Farm Progress. "With this event the farmer can virtually stroll through more than 500 exhibits in their own time, and each exhibitor will have valuable new information to share."

[Click HERE](#) for the balance of the article:



SIMPLE. FAST. FLEXIBLE FINANCING.®



AgDirect®. Being a good dealer isn't just about selling good equipment.

AgDirect® offers you a simple application, quick response and competitive rates and terms – three things farmers like most, too. Today, being a good dealer means offering good financing.

See for yourself. Learn why more dealers choose AgDirect. Call us or visit agdirect.com today.



AgDirect.



Dan Abrahamson
CT, ME, MA, NH, NJ,
NY, RI, VT
(607) 765-6271

AgDirect is an equipment financing program offered by participating Farm Credit System Institutions with lease financing provided by Farm Credit Leasing Services Corporation.

...

BY TIM WENTZ

Field Director / Legislative
Committee Chairman

www.ne-equip.com



WORKFORCE DEVELOPMENT

Last month, we spent time trying to help dealers answer “who” and “what”, with a focus on establishing what competencies and skills are required for a particular position and in turn how to measure / validate a candidate’s existing skill set. Most everyone agrees that it is far easier and cheaper to hire “right” than it is to deal with the consequences of a mistaken hire. I suspect you’re thinking that’s fine, but where do you think we’re going to find these perfectly qualified employees? That’s a fair question. I don’t know that I have the answer(s), that they will be the same for every dealer, or every position at the dealership or if “they” exist!

Interestingly enough, several calls/meetings this month lent insights into how and where dealers and associations might work together towards addressing the recruitment challenge facing today’s dealerships. A consistent theme coming out of many of the meetings seemed to be centered on messaging. Regardless of the platform or delivery method, research indicates that message quality and content have an outsized impact on effectiveness. Granted, advertisers and retailers discovered that the most effective message included content created for specific audiences early on. If anything, I think advances in data mining/science brought on by the internet have expanded, and continue to expand and validate, our understanding of how to measure and design/develop content for specific audiences. Personally, I often find it hard to sort through all the “data”/insights and apply it to the final product. We’ll talk more about messaging and content later, but I thought a brief discussion might help as we begin to delve into “where”.

So “where” do we begin our search?

One of the reoccurring themes and insights throughout my meetings and research has been that employers and industries need to start early. Starting early means several things: targeting middle school and high school students, parents, teachers, and guidance counselors. It means anticipating future needs, planning/guesstimating how many staff members we will need, understanding what skills and competencies future technicians, sales and parts staff are likely to need, identifying training and professional development resources, understanding what other industries and careers might also need the same skills and competencies, and much more.

I’m happy to report that NEDA and EDA are working cooperatively in an effort to engage educators and administrative personnel through a variety of avenues. Whatever the reason, I’ve found that only a small percentage of our society understands the extent of technology incorporated into today’s equipment, and fewer yet have an appreciation or understanding of what’s yet to come. These are truly exciting times in the equipment industry. Unfortunately, I’m not sure that message is getting to those outside of our industry, if we accept that less than 2% of the population is involved in Agriculture, we have an opportunity to reach a sizeable audience!

From my perspective, the education system may be one of the best places for “us” to begin our outreach. It’s the one place you can find students, parents, teachers, and administrators in the same place at the same time. Next month, we’ll talk more about how we’ve begun engaging the education system and how dealers can leverage/support that work.

“Many Hands Make Light Work.”

~ Merriam-Webster

MASKS & HAND SANITIZER IN STOCK NOW!

KN95 MASKS

CE, FDA approved factory



3-PLY MASKS

CE, FDA approved factory



HAND SANITIZER GEL'S



3.4 oz Hand Sanitizers

Kills 99.99% germs & bacteria
CE, FDA approved



16 oz Hand Sanitizers

Kills 99.99% germs & bacteria



10 oz Hand Sanitizers

Kills 99.99% germs & bacteria
CE, FDA approved

3-PLY CUSTOMIZABLE PROTECTIVE REUSABLE COTTON FACE MASKS

One Color Logo



Committed to Building The Best Business Environment for Northeast Equipment Dealers

FOR INFORMATION ON PRICING DISCOUNTS CALL TODD

@ AJR EQUITIES 315-247-9982

MENTION YOU ARE A NEDA MEMBER FOR SPECIAL RATES



TAKE THE RISK OUT OF YOUR BUSINESS

Specialty Equipment Insurance Services is a leading provider of specialized insurance and equipment protection products to meet the unique needs of agricultural, construction and material handling equipment dealers.



WE ARE YOUR ONE STOP SHOP FOR ALL OF YOUR EXTENDED WARRANTY/PROTECTION PLAN NEEDS FOR NEW AND USED EQUIPMENT

1-800-726-5070

specialtyequipment@amyntagroup.com
specialtyequipmentinsurance.com

Other product offerings include:

- Physical Damage Insurance
- Rental Damage Waiver
- Floor Plan Property Physical Damage Insurance
- Inspection and Asset Remarketing Services



WE NEED YOU!

continued from page 1

Stop the wheels rolling and we will go backwards on all levels. One of the ways is to divert some of the education funding to our and other industries so we as an industry can take direct charge of training people to be entry-level for us. If diverting funding is not feasible, then as a nation we need to find other sources of funding. You can have all the tax cuts, trade wars etc. to try to bring jobs back, but it is all academic if we don't have the people to fill the job gap.

Young people tend to be the prime candidates, but are they the only ones we should be aiming for? What about older people that have worked in other areas, lost their jobs and are looking for something more secure that may provide better wages?

Throughout the years, I have had people suggest that I provide fast-paced training just to get someone in as entry-level. That is just part of it. What about taking some educational funding and allow shops that can meet certain criteria to become the hands-on portion of the training? This allows these shops to have first crack at these students, and to be in charge of changing the shortcomings of the people entering our workforce. It could be a mix of classroom and hands-on training. This provides a real world setting, most often sink or swim for the entry-level person, but that is also needed because not everyone is meant to be a technician. We could develop a test to see if the mechanical skills are even there to consider that person for such a program.

As far as classroom training goes, the curriculums I've developed throughout the years are meant to be fast-paced because of the lack of time an employee has to sit in the classroom. So I know it is all doable. They need to be working to keep the employer in business. To make it workable for a shop there needs to be a financial incentive (diversion of educational funds) to cover the expense of losing productivity by seasoned personnel to guide these entry-level people. Look at it as a kind of an apprenticeship/mentor program with the participating shops in control of this type of education/training. That funding can also pay the students' wages while working and going to training classes, which would be another incentive for the student. How about the cost of providing a minimum amount of tools to allow these students to get that actual hands-on experience? As I said, these are just some ideas. They aren't necessarily new ideas for OEM's or national fleets and service providers that employ hundreds and thousands of technicians. But what about the rest of us?

Basically, it involves taking control by sidestepping what hasn't worked to get people into our industry. I can go on and on with these thoughts and ideas and hopefully if you are reading this you can add to it. This article is meant to emphasize the urgency of shortages. We need to move beyond dialogue, which we have been doing too long and actually start implementing programs to meet our immediate needs before all this is academic and the wheels of progress come to a screeching halt.

Pass this on to show that we as an organization are well aware of these issues and are working hard at trying to find solutions.

As always, feel free to contact me with any thoughts, comments, or suggestions at (716) 874-5450 or okswede1@aol.com. Swede Oun is the TANY Maintenance Chairman—motor truck.

Workforce Development: Pennsylvania Approves Dairy Grazing Apprenticeship

On June 11, 2020, the Pennsylvania Department of Labor and Industry approved a Dairy Grazing Apprenticeship as a registered apprenticeship program in Pennsylvania. Dairy Grazing Apprenticeship is a national program registered with the U.S. Department of Labor that matches apprentices with established producers and provides paid, full-time employment alongside 300 hours of instruction for aspiring farmers.

Young people
tend to be the
prime
candidates,
but are they the
only ones we
should be
aiming for?



APPRENTICESHIP can be your pathway to a career as an

AG TECHNICIAN

A high paying job that is and
will continue to be in demand

AS AN **APPRENTICE** YOU WILL

- Earn while you learn
- Build on classwork you've completed
- Participate in structured hands-on learning and OJT (*on-the-job training*)
- Get credit for skills you've already mastered
- Build a career you can be proud of
- Earn Industry Credentialed
- Achieve your goals

The Agricultural Equipment Technician Apprenticeship is sponsored and administered by the Northeast Equipment Dealers Association and is limited to participating members and their employees. If you are a student, veteran or adult interested in a clear pathway to a well-paying career, an agricultural equipment technician apprenticeship might be for you!

NEDA



For more information visit us at nedaapprentice.com

Get the latest news on the coronavirus pandemic here. ...

www.ne-equip.com

President Trump Signs PPP Extension Into Law

President Donald Trump signed Congress' proposed extension of the Paycheck Protection Program (PPP) into law. The loan program will now be extended another five weeks until August 5, while Congress could take up another pandemic relief package during that time. According to estimates, the program has nearly \$130 billion in funding that could still be dispersed. To read more about the extension, [CLICK HERE](#).

Improvements to Benefit Nearly Two Million Rural Americans

Trump Administration Invests \$153 Million in Rural Community Facilities in 23 States

WASHINGTON, D.C., July 15, 2020 – The Trump Administration today announced that the United States Department of Agriculture (USDA) is investing \$153 million to build and improve critical community facilities (PDF, 224 KB) to benefit nearly two million rural residents in 23 states.

"Rural America needs safe, modern infrastructure to help residents and businesses achieve greater prosperity and have access to essential services," USDA Deputy Under Secretary for Rural Development Bette Brand said. "Under the leadership of President Trump and Agriculture Secretary Perdue, USDA continues to be a strong partner with rural communities, because we know that when rural America thrives, all of America thrives."

Release No. 0322.20- Danielle.Logan@usda.gov, (202) 690-0324 - Weldon.Freeman@usda.gov, (202) 690-1384 - Jay.Fletcher@usda.gov, (202) 690-0498 -

[CLICK HERE](#) for more information.

More Information Available about the Federal Reserve's Main Street Lending Program



The U.S. Federal Reserve Bank of Boston has announced that their Main Street Lending Program is now operational. Banks will make a lending decision based on the program's terms and their own underwriting standards; after a loan is approved, the Fed will purchase a 95% participation from the lender. Businesses may be eligible for loans if they meet either of the following conditions: (1) the business has 15,000 employees or fewer; or (2) the business had 2019 revenues of \$5 billion or less. To find more information, including guidance for borrowers and a list of eligible lenders, [CLICK HERE](#).

SUMMER IS COMING!!!

WHICH MEANS ELECTRIC RATES HISTORICALLY RISE
DUE TO INCREASED DEMAND

Now is the perfect time to let us shop the market for your
electric supply costs!!!



- ☀ Did you know Energy deregulation has removed the utilities monopoly on the supply of electricity and gas?
- ☀ Now companies are free to shop for their electric and gas supply on a competitive basis, ensuring the best possible price.
- ☀ NEDA & PGP Energy will guide you through the process.
- ☀ Typical historical averaging savings are between 10% to 20%

All we need is your
natural gas and electric bill for a
FREE COST ANALYSIS
You will remain with the same
utility, same energy, same service,
same bill...
all at a lower cost.



POWERED BY SAVINGS

Contact Your PGP Representative
For Additional Information
831.951.9200 • 212.840.4949
909.276.9389

For More Information
Contact Matt Lulley
Tel: 831.951.9200, ext. 182
lulley@mppbenergy.com

Corporate Headquarters:
225 Wireless Boulevard
Hauppauge, NY 11788
www.pgpenergy.com



USMCA

Secretary Perdue: President Trump Delivers USMCA, A Huge Win For U.S. Agriculture

Background:

USMCA was signed into law by President Donald J. Trump on January 29, 2020, after it received overwhelming bipartisan support in Congress.

USMCA advances U.S. agricultural interests in two of the most important markets for American farmers, ranchers, and agribusinesses. This high-standard agreement builds upon our existing markets to expand U.S. food and agricultural exports and support food processing and rural jobs.

Canada and Mexico are our first and second largest export markets for United States food and agricultural products, totaling more than \$39.7 billion food and agricultural exports in 2018. These exports support more than 325,000 American jobs.

[CLICK HERE](#) for the rest of the report

USMCA Took Effect July 1

The updated **North America Free Trade Agreement** (NAFTA) is expected to increase agricultural exports by \$2 billion annually.

The agreement modernizes the 25-year-old North American Free Trade Agreement. It was signed on Nov. 30, 2018.

President Donald Trump hailed the deal, saying “**United States-Mexico-Canada Agreement** (USMCA) is a great deal for all three countries, solves the many deficiencies and mistakes in NAFTA, greatly opens markets to our farmers and manufacturers, reduces trade barriers to the U.S. and will bring all three great nations together in competition with the rest of the world.”

The Office of the U.S. Trade Representative says the key achievements include:

- Expanded market access for U.S. dairy, poultry and egg products;
- Elimination of Canada’s Milk Classes 6 and 7;
- A mechanism for cooperation on ag biotechnology;
- Commitments to avoid trade-distorting policies;
- Fair treatment in quality grading for U.S. wheat, and
- Non-discrimination and transparency commitments regarding the sale

and distribution of alcohol beverages.

The trade deal is expected to increase agricultural exports by \$2 billion annually and contribute an overall increase of \$65 billion to the U.S. gross domestic product, according to the American Farm Bureau Federation.

“The launch of the USMCA brings optimism to the country’s farmers and ranchers at a time they need it the most,” said American Farm Bureau Federation President Zippy Duvall. “We’re grateful for the opportunity to build on the success of the North American Free Trade Agreement, and we’re eager to see the results on America’s farms.”

However, the USMCA is not a magic bullet for the challenges facing agriculture, Duvall said. A University of Florida study shows Mexico gaining ground in imports of produce like tomatoes, strawberries and bell peppers. USMCA does not alter the rules for imports of produce from Mexico. Farm Bureau supports the United States Trade Representative and USDA field hearings to receive grower input on the issue.

[CLICK HERE](#) for balance of article

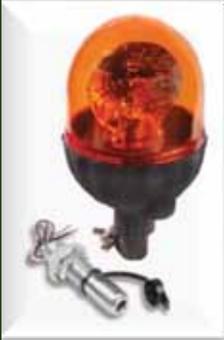
NEDA

Northeast Equipment Dealers Association



Serving Farm, Industrial & Outdoor
Power Equipment Dealers Since 1901

Agricultural, Beacons, Safety Lights



STR-DIN-A
55-watt
Rotating Light

STR-DIN-A

Regular Price \$ 31.67
Special Price \$28.50

MNT-DIN \$8.00



STR36DIN

Regular Price \$54.30
Special Price \$48.87

MNT-DIN \$8.00

STR36DIN

LED 36-Watt
2 rotating
4 flashing patterns
LED, Class I,
IP66

Din Mount, Amber Beacons, Flexible Rubber Base, Polycarbonate Lenses

Order Form

Dealership Name: _____
Shipping Address: _____
City, State, and Zip: _____
Phone: _____ Contact Person _____

Item #	Qty.	Cost Each	Total
STR-DIN-A	_____	\$28.50	_____
MNT-DIN	_____	\$ 8.00	_____
STR36DIN	_____	\$ 48.87	_____
		SUB TOTAL	_____
		(If not for resale) TAX	_____

Freight: **PREPAID FREIGHT ON CASE QUANTITIES**

STR-DIN-A Case QTY. 10
STR36DIN Case QTY. 20

SHIPPING	_____
TOTAL	_____

Phone: 800-932-0607 / 315-457-0314 Fax: 315-451-3548

Website: www.ne-equip.com

Mail or Fax Order to:

Northeast Equipment Dealers
128 Metropolitan Park Drive
Liverpool, New York 13088



OFFER EXPIRES August 30, 2020

Northeast Equipment Dealers ONLY!



EDITOR'S NOTE:

If you would like your dealership featured in the 'Northeast Dealer' monthly newsletter for viewing by over 500 dealers in the northeast, please email arts@pa.net with your "press materials", include pictures with names of individuals showing for publication. This would include open houses, special programs and any local award, etc., your dealership earned.

RISK MANAGEMENT

THE HEAT IS ON

It's not the heat, it's the humidity! Unless you work outdoors, that is. Then it's both. Working outside on a nice summer day can be a pleasure. But if your job takes you outdoors when it's hot and humid, it can stop being pleasurable and become downright dangerous. In 2015 alone, 37 workers died and 2,010 were injured from environmental heat exposure.¹

THE DANGERS OF HEAT

Preparing for and handling working in heat and humidity can provide protection from potentially deadly conditions. Your body is designed to cool itself and normally does a good job. But, if you're exposed to extreme heat for too long, sweat a lot and don't rehydrate, your cooling system may fail. If that happens, watch out! A heat-related illness can start slowly—you may not even realize it's happening—but it can quickly get worse if it's not treated.

HEAT-RELATED ILLNESSES AND WARNING SIGNS²

- Basically, heat cramps are Charley horses and can be an early warning sign of heat-related illness.
- Heat exhaustion symptoms include increased body temperature (as high as 104°F) and cold, clammy skin. Untreated, it can lead to heatstroke.
- Heatstroke is life-threatening and can cause brain damage, organ failure, or even death. Body temperature goes over 104°F. The victim may stop sweating even though his/her skin may be hot, and could also become confused or irritable. Medical attention is critical.

Major warning signs of heat-related illness include:

- Muscle cramps
- Nausea or vomiting
- Weakness
- Headache
- Dizziness/feeling light-headed
- Confusion

AVOIDING THE DANGERS OF TOO MUCH HEAT

Not everyone reacts to too much heat exposure the same way nor experiences all the classic symptoms of heat-related illness. If your employees ever work in hot conditions, they should know the related risks and preventive measures so they can protect themselves. Practicing basic precautions can help make working in hot weather more bearable and less dangerous.

- Pace yourself when working in the heat—don't overdo it.
- Hydrate with plenty of water or sports drinks, but no alcohol or caffeine.
- Dress appropriately—light-colored, lightweight, loose fitting clothing, including a wide-brimmed hat, if possible.
- Stay out of the midday sun whenever possible. Do the harder work during the cooler parts of the day. Take breaks in the shade.
- Wear sunscreen. A sunburn makes it harder for your body to cool itself.
- Certain medical conditions or medications can make you more vulnerable to overheating.
- Keep an eye on co-workers. If someone is showing any of the symptoms of heat illness, notify your supervisor immediately.

¹ U.S. Department of Labor, Bureau of Labor Statistics; <https://data.bls.gov/gqt/InitialPage>. Accessed 4/24/2017

² For more thorough information on topics in this article, visit the Mayo Clinic [website](#)

FOR SERVICE / SPONSORED PROGRAMS, CALL YOUR ASSOCIATION

800-932-0607 • 315-457-0314 • Fax: 315-451-3548 • www.ne-equip.com

ASSOCIATION STAFF

Ralph Gaiss, Executive VP/CEO
800-932-0607 x 222
rgaiss@ne-equip.com

Dave Close, Operations Manager
800-932-0607 x 235
davec@ne-equip.com

Kelli Neider, Administrative Assistant
800-932-0607 x 200
kneider@ne-equip.com (Business Forms)

Tim Wentz, Field Director / Legislative
Committee Chairman
C: 717-576-6794, H: 717-258-1450
wentzt@comcast.net

Scott Grigor, NY Farm Show Manager
800-932-0607, Ext. 223
sgrigor@ne-equip.com

Art Smith, Consultant/Editor, NE Dealer
717-258-8476, F: 717-258-8479
arts@pa.net

ACCOUNTING SERVICES

HBK, CPAs & Consultants
Rex A. Collins, CPA (IN), CVA Principal
Direct: (317) 886-1624
rcollins@hbkcpa.com • www.hbkcpa.com

CERTIFIED BUSINESS VALUATIONS

HBK, CPAs & Consultants
Rex A. Collins, CPA (IN), CVA Principal
Direct: (317) 886-1624
rcollins@hbkcpa.com • www.hbkcpa.com

CREDIT CARD PROGRAM PREFERRED PAYMENTS

Jason Carroll, Senior Account Manager
Direct: 805-557-8043
800-935-9309, Ext. 126
F. 888.538.0188
jason@preferredpayments.com

FEDERATED INSURANCE COMPANY

Property & Casualty Insurance
Workers' Comp (All states except NY)
Jerry Leemkuil at C: 507-456-7710, 800-533-0472,
O: 507-455-5507
jddowdy@fedins.com • www.federatedinsurance.com

HAYLOR, FREYER & COON, INC.

Benefit Consulting
Jim McGarvey, Supervisor Benefit Consulting
315-703-3239 • jmcgarvey@haylor.com
Physical Damage Insurance (HF&C, Inc.),

Workers' Comp (Return Dividend Program for NY Dealers only)
Patrick Burns at 800-289-1501, Ext. 2148
pburns@haylor.com • www.haylor.com

HEALTHCARE INSURANCE PROVIDER

Opec.us Care Center – 866-676-2871
Carl Swanson – 937-765-0848 • cswanson@opoc.us

i3 DIGITAL AGENCY (Div. of Fastline Media)

Pope Mobley, 800-626-6409, Ext. 8403
Office 502-558-8669
Pope.Mobley@i3DigitalAgency.com
www.i3DigitalAgency.com

LEGAL ASSISTANCE – FREE LIMITED

Lance Fornwalt at 816-421-4460
Fax: 816-474-3447 • lancef@sb-kc.com

NEDA ON-LINE EDUCATION

Vanessa Clements at BCI 816-876-4700
800-480-0737
Vanessa@bobclements.com

OSHA WORKPLACE SAFETY COMPLIANCE PROGRAM

Dave Close at 1-800-932-0607 Ext. 235
davec@ne-equip.com

DEKRA INSIGHT | CERTIFIED SPCC PLAN

Dave Close at 800-932-0607 x 235
Robb Roesch at 800-888-9596 x 222
robb.roesch@dekra.com

SPECIALTY EQUIPMENT WARRANTY PROGRAM - New and Used Equipment

Erik Sanzotti at C. 312-758-9421
O. 312-728-9913
erik.sanzotti@amyntagroup.com
www.specialtyequipment@amyntagroup.com



HBK is a multidisciplinary financial services firm, offering a wide range of tax, accounting, audit, business advisory, valuation, financial planning, wealth management and support services to improve the performance and effectiveness of businesses and personal financial well-being.

Working together sets us apart.



rcollins@hbkcpa.com | 317-886-1624 | hbkcpa.com



OSHA Launches New COVID-19 FAQ Webpage

Click on your respective state to stay updated on the COVID-19 rules and regulations.

[Connecticut](#)
[Maine](#)
[Massachusetts](#)
[New Hampshire](#)
[New Jersey](#)
[New York](#)
[Pennsylvania](#)
[Rhode Island](#)
[Vermont](#)

The COVID-19 pandemic is an emergent situation in the workplace and employers may have questions related to their workplace and their employees. The below websites are designed to assist in addressing the concerns that are arising as new situations develop – and Northeast Equipment Association Dealers is here to help provide relevant resources. The information provided in the below links is subject to frequent updates and should be checked often for the most recent guidance and information.

HELPFUL RESOURCES

CDC:

- [CDC Interim Guidance for Implementing Safety Practices for Critical Infrastructure Workers Who May Have Had Exposure to a Person with Suspected or Confirmed COVID-19](#)
- [CDC Resources for Businesses and Employers](#)
- [The CDC addresses frequently asked questions about personal protective equipment \(PPE\)](#)
- [The CDC has recommended sequences for donning \(putting on\) and doffing \(taking off\) of PPE](#)

DOL:

- [COVID-19 and the Fair Labor Standards Act Questions and Answers](#)
- [COVID-19 and the Family and Medical Leave Act Questions and Answers](#)
- [Families First Coronavirus Response Act: Employee Paid Leave Rights](#)
- [DOL COVID-19 and the American Workplace](#)

EEOC:

- [EEOC Answers Questions about the Pandemic and Antidiscrimination Laws in Recorded Webinar](#)
- [EEOC ADA, the Rehabilitation Act, and COVID-19](#)
- [EEOC Pandemic Preparedness in the Workplace and the ADA](#)

OSHA:

- [OSHA COVID-19 Information for Workers and Employers](#)
- [OSHA Guidance on Preparing Workplaces for COVID-19](#)

continued on page 18



NEDA Has Your COVID 19 Supplies!

As Businesses start to reopen, standards will need to be met.

Northeast Equipment Dealers Association has your COVID 19 supplies available!!
Get Quantity Discounts!!

See page 7 for additional information.

STRONGER TOGETHER

Northeast Equipment Dealers Association
& Lancaster Farming

Connect with farmers online to buy and sell equipment nationwide with ease! Now you can increase your brand value by having a year-round, national presence on:

LancasterFarmingLocator.com



 **Easily upload** your complete inventory, large or small, with photos too.

 **Automatic inventory updates** through your website or one of our many inventory partners.

 **Manage your inventory** on-the-go from your phone, tablet, or computer.

 **Mobile-ready mini-sites** make it easy to find your products no matter what device is being used.

 **Intuitive live search** empowers buyers to find your equipment more easily than any other website.

& MORE GREAT FEATURES

Lancaster Farming
LOCATOR
Your online equipment and auction finder

Create your account today!
LancasterFarmingLocator.com

or contact us for more information:
Sales@LancasterFarmingLocator.com
717-721-4449

POWERED BY

Lancaster Farming

for over 60 years the trusted resource
for all your farming and auction needs.



OSHA Launches New COVID-19 FAQ Webpage

continued from page 18

Update to the Paycheck Protection Program

The US Treasury Department released the Interim Final Rule and has slightly altered the information but in important ways.

They also issued a **NEW VERSION** of the application. **YOU MUST USE THIS VERSION.**

Some of the benefits that are most likely to be utilized by equipment dealers for the Coronavirus Aid, Relief, and Economic Security Act are summarized below.

A full copy of the Act can be found here.

This package of economic relief initiatives contains various benefits which will assist both Dealer Members and their employees across the Northeast.

NEDA will continue to monitor the passage of the CARES Act and will update our dealers as guidance on its implementation become available.

FMLA

NEDA has received several calls regarding the FMLA with the current COVID-19 Pandemic. To assist, we are providing this information again. Please click on this [LINK](#) for some "Questions & Answers" on the US Department of Labor Family and Medical Leave Act (FMLA) that may help you to better understand the law.

ALERT: Due to routine maintenance on the OSHA website, some pages may be temporarily unavailable. To report an emergency, file a complaint with OSHA or ask a safety and health question, call 1-800-321-6742 (OSHA).



FMCSA Update: Enforcement Discretion Regarding Random Testing



Recently, FMCSA announced that it would grant "**enforcement discretion**" to motor carriers unable to meet the 50% random drug testing requirements in part 382. As a result of the COVID-19 public health emergency, FMCSA's notice gives enforcement discretion when enforcing the random testing requirements.

Specifically:

- Employers who are unable to meet the random drug and/or alcohol testing rates must maintain written documentation of the specific reasons for non-compliance. This includes, for example, "documentation of closures or restricted use of testing facilities or the unavailability of testing personnel." Additionally, employers should "document actions taken to identify alternative testing sites or other testing resources."

- Employers must continue to select drivers at the required rate of 50 percent of their average number of driver positions for controlled substances, and 10 percent for random alcohol testing during the calendar year 2020;

- Employers who are unable to ensure that the dates for administering random controlled substances and alcohol tests are spread reasonably throughout the calendar year should document the specific reasons why they did not meet this requirement;

- This notice pertains to employers' noncompliance, during the calendar year 2020, with the random testing requirements described in the notice. The Agency may exercise enforcement discretion in connection with motor carrier investigations occurring in the calendar year 2021.

NOTE: FMCSA's notice is not a suspension of the current random testing requirements, including the 50% testing rate. Employers who are capable of complying with the FMCSRs must continue to do so. The full notice can be found on [FMCSA's website](#).

ATTENTION DEALERS!
IS IT TIME FOR YOUR 2020 HEALTHCARE RENEWAL?
SAVE MONEY ON YOUR HEALTHCARE BY USING THE NEDA HEALTHCARE & BENEFITS PROGRAM!

PROGRAM OUTCOMES:

- ⊗ REDUCE COST
- ⊗ IMPROVE BENEFITS
- ⊗ IMPROVE CARE
- ⊗ PUT CONTROLS IN PLACE TO SUPPRESS FUTURE COSTS

CALL TO SCHEDULE YOUR STRATEGY SESSION TODAY!

1-866-676-2871



N
E
D
A

Northeast Equipment Dealers Association CUSTOMIZED EQUIPMENT IDENTIFICATION DECALS

- Top quality, Pressure-sensitive decals
- Prominently displayed on your customers' equipment
- Four different materials to choose from
- Customized to meet your needs
- Weatherproof
- Fast, reliable service
- Printed in the color of your choice

Please complete

Company Name: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

Contact Person: _____

Materials

- Chrome
- White Vinyl
- Clear Poly
- Yellow Vinyl

Please include a sample of current label when ordering or a description of what your company requires.

Prices (Circle Size and Quantity)

Label Size	250 Decals	500 Decals	1000 Decals	2500 Decals
1 1/2 x 2 1/2	\$1.18 pc	\$0.64 pc	\$0.40 pc	\$0.27 pc
2 x 4	\$1.24 pc	\$0.70 pc	\$0.42 pc	\$0.29 pc
2 x 6	\$1.32 pc	\$0.73 pc	\$0.44 pc	\$0.31 pc
7 x 8	\$1.51 pc	\$0.86 pc	\$0.52 pc	\$0.44 pc



Additional Information: _____

Email to : kneider@ne-equip.com _____
until further notice

Mail
or Fax
order to:



N
E
D
A

Northeast Equipment Dealers Association

128 Metropolitan Park Drive

Liverpool, NY 13088

(315) 457-0314 FAX: (315) 451-3548 (800) 932-0607

THE BIGGEST MISTAKES MADE MANAGING SALESPEOPLE

There are five primary mistakes when it comes to managing agents. Almost every organization makes one or two of these, but most make more, many make all five.

MISTAKE #1: HAVING THE WRONG PERSON

This is usually a hiring mistake, though it could be someone who has become complacent over the years and is no longer doing their job. If it's the latter, there is still hope but it will require relighting the fire they once had. Talk to them about this and see if you can help them find their passion once again. If not, you may have to move them somewhere else or out altogether.

One: hire attitude and work ethic. These are the most important character traits of any employee and they cannot be trained. They either come to you with these or they don't. That's why it's extremely important to, two: set rules and expectations up front. For salespeople, "You're expected to be in the office at 7:30 a.m. M-F and work most nights and weekends for the first three years in the business." One other rule I have for on-the-road salespeople is: "If you are in the office between 10 a.m. and 3 p.m. M-F it's a \$20 fine." Some other guidelines I follow are: only hire employed people, only hire in your industry if recruited, have a hiring process, do an online and background check, look for open and transparent people, shake up the standard testing process, set goals and standards in writing, have an employment agreement, establish rules of the workplace, know their WHY, test them before you hire them, hire slowly, fire quickly, give them the tools, resources, and training to do their job, and provide the right environment.

MISTAKE #2: A LACK OF ACCOUNTABILITY

This means ensuring people are doing the job you're paying them to do. Once you've set rules and expectations in the hiring stage, you've got to stick to these standards no matter what. If you see someone showing up late, leaving early, or doing anything else that negatively affects the work environment, it needs to be addressed and cleaned up immediately.

MISTAKE #3: A LACK OF TRAINING & SUPERVISION

The biggest issue here is a lack of sales training. There should be heavy emphasis on sales skills. Most companies put way too much emphasis on technical skills and product knowledge versus sales skills. While these are important, sales skills will trump technical skills all day when it comes to winning sales.

Here are some other points on this item. Micromanage rookies and make sure they are doing the right activities the right way and that they are learning what they need to learn. You can be hands-off with your veterans as long as they are doing lots of good, clean business. Have a training schedule for all training: sales, product, and otherwise and cover this along with expectations and time commitments before you hire them.

MISTAKE #4: NO SALES SYSTEM AND/OR NO SALES PROCESS

The sales process should cover everything from getting to the decision maker all the way through building long-term client relationships. Your system should consist of a playbook, a binder with all scripts, a Concept Book, and a way to track and follow up with clients and prospects.

MISTAKE #5: SALESPEOPLE DOING LOTS OF THINGS OTHER THAN SALES ACTIVITIES.

I purposely send e-mails to the salespeople I coach between 10 a.m. and 3 p.m. Monday through Friday. It amazes me how many times I get an instant response, and not from their cell phone. These are the prime hours during which salespeople should be on the road doing their most important activities: prospecting, presenting, and closing. You need to set rules similar to my "10-3" Rule.

John Chapin is a motivational sales speaker and trainer. For his free newsletter, go to: www.completeselling.com John has over 31 years of sales experience as a number one sales rep and is the author of the 2010 sales book of the year: Sales Encyclopedia - also the largest sales book on the planet (678 pages). E-mail: johnchapin@completeselling.com or call 508-243-7359.



BY JOHN CHAPIN



Switching GI Bill Benefits

Q *I am an Army veteran who was discharged last year. I am attending a community college and have been using my Montgomery GI Bill benefits. Recently the tuition went up, putting me in a financial hardship. I decided to switch to Post-9/11 GI Bill benefits, but VA just informed me that I am not eligible to switch. It claims that if you choose the Montgomery GI Bill you are not allowed to switch your benefits to Post-9/11. Is this true?*

A If you have at least 90 days of aggregate active-duty service after Sept. 10, 2001, and an honorable discharge, you may qualify for Post-9/11 GI Bill benefits. Learn more about these benefits at www.benefits.va.gov/gibill/handouts_forms.asp.

When VA denied your benefits, it also included an appeal letter. If you feel VA denied your benefits in error, respond to the appeal letter within 30 days, attaching a detailed letter explaining your situation. Include all copies of your 00-214 and discharge papers.

If you have a single qualifying active-duty service period any time between Aug. 1, 2009 and July 31, 2011, you may be eligible to use that one period of active duty to qualify you for both the Post-9/11 GI Bill benefit and another GI Bill benefit.

However, the Post-9/11 Veterans Educational Assistance Improvements Act of 2010 added a requirement that service members entering active duty on or after Aug. 1, 2011, would need at least two periods of qualifying active duty to be eligible for both benefits.

Post-9/11 GI Bill Benefits and On-the-Job Training

Q *I was recently discharged from the Coast Guard and have been hired by the local police department. I hear I may be able to receive my Post-9/11 GI Bill benefits while employed at the police department. Can you explain how this works?*

A Apprenticeship or on-the-job training (OJT) is where you learn a trade or skill. You will generally enter into a training contract for a specific time with a participating employer or union; at the end of the training period you will receive a job certification or journeyman status. In most instances you will receive a salary from your employer while you are training. As you progress through the training, your skill level increases and so does your salary.

You will receive 100 percent of your applicable Monthly Housing Allowance (MHA) during the first six months of training. Each six-month period following that will see a 20 percent decrease in the MHA you get. You can also receive up to \$83 per month for books and supplies.

Education and Career Counseling

Q *I was recently discharged from the Army. I've heard a lot about Chapter 33, the Post-9/11 GI Bill, but I am not sure of my next steps. Is there a program that can help me decide what career or educational path to follow?*

A VA's Educational and Career Counseling provides personalized counseling and support to help guide you along your career path. To be eligible, you must be within a year from discharge or currently eligible for VA educational benefits. It is easy to apply for this program:

- Go online, log in to your eBenefits account at www.ebenefits.va.gov and select "Apply."
- Next, select "Vocational Rehabilitation and Employment Benefits."

Apply for "Educational and Career Counseling."

If VA determines that you are eligible for the program, you will be invited to attend an orientation session at the nearest VA regional office.

~ Provided by Valerie Heffner, Marine Corps veteran and member of American Legion Post 27 in Arizona. askva/erie@egion.org



Questions and Answers



Spotted Lanternfly Emergency Rulemaking

In the July 8 State Register the NYS Department of Agriculture and Markets published an emergency rulemaking regarding the extraterritorial quarantine areas for the spotted lanternfly (SLF) in neighboring states. This is an expansion of the quarantined county list in neighboring states and does not change any other parts of 1 NYCRR Part 142. The existing and newly added counties include the following counties in neighboring states:

- (a) in the Commonwealth of Pennsylvania, the Counties of Allegheny, Beaver, Berks, Blair, Bucks, Carbon, Chester, Columbia, Cumberland, Dauphin, Delaware, Huntington, Juniata, Lancaster, Lebanon, Lehigh, Luzerna, Mifflin, Monroe, Montgomery, Northampton, Northumberland, Perry, Philadelphia, Schuylkill, York;
- (b) in the Commonwealth of Virginia, the Counties of Clarke and Frederick;
- (c) in the State of New Jersey, the Counties of Burlington, Camden, Gloucester, Salem, Mercer, Hunterdon, Warren and Somerset;
- (d) in the State of Delaware, the County of New Castle;
- (e) in the State of Maryland, the Counties of Cecil and Harford;
- (f) in the State of West Virginia, the County of Berkley.

The hauling vehicle would need a permit from the appropriate state, paperwork indicating the point of origin and destination of the cargo. The operator will need to have some record of having looked at the cargo and should be aware of SLF.

A copy of the existing regulations can be found [HERE](#).

Committed to providing **Business Support Services**,

Dealer Advocacy and **Enactment of Legislation**

favorable to our dealers, the industry,
and our dealer's customers.

Teamwork is the foundation of our success!

Alone we can do so little...

together we can accomplish great things!



**Northeast
Equipment
Dealers
Association**

www.ne-equip.com

128 Metropolitan Park Drive | Liverpool, NY 13088 | 800.932.0607 | 315.457.0314 | F: 315.451.3548

Mailing address: P.O. Box 3470 | Syracuse, NY 13220

TRAIN YOUR TRAINER

**Forklift Operator
Safety Training
&
Certification
Courses**

required every three years

If you do not have
a certified trainer
at your dealership
or have
mistakenly let
your certifications
lapse ...

**NEDA
CAN HELP!**

NEDA staff provides
one forklift safety training
& certification course
at your dealership
for all staff personnel
authorized to operate
your forklift(s)

[must be over 18 years of age or older]

\$400.00

Plus Expenses

for on-site training
Training Materials Included
Prices Subject to Change

If you would like
to schedule a
**CERTIFICATION/
RECERTIFICATION**

Call Kelli or Dave
at the Association,
800-932-0607

MEMBERSHIP RENEWAL

With dues renewal coming in October, we thrive on doing everything possible to ensure that your dealership information is as accurate as possible so you receive the most current information that is happening in our industry. Please [click here](#) and fill out the verification form and either email back to davec@ne-equip.com or fax back at 315-451-3548. To help reduce cost, please remit after receiving the first renewal notice.

**MEETING THE
EXPECTATIONS OF
OUR MEMBERS IS OUR
NUMBER ONE GOAL!**



Advertise in *NE Dealer Today!!*

The Northeast Equipment Dealers Association (NEDA) newsletter serves as the monthly resource for anyone in the industry looking for information on regulations, laws, specific goods and services, as well as services for the OPE, Farm Equipment and Industrial dealers.

All advertising should be submitted and received by the 20th of each month to be published in the following month's newsletter.

Don't miss this opportunity to make sure your company is seen by thousands in the industry!

Advertising, specification and contract information is available here.

DON'T DELAY: The deadline to reserve your space is the 20th of each month!

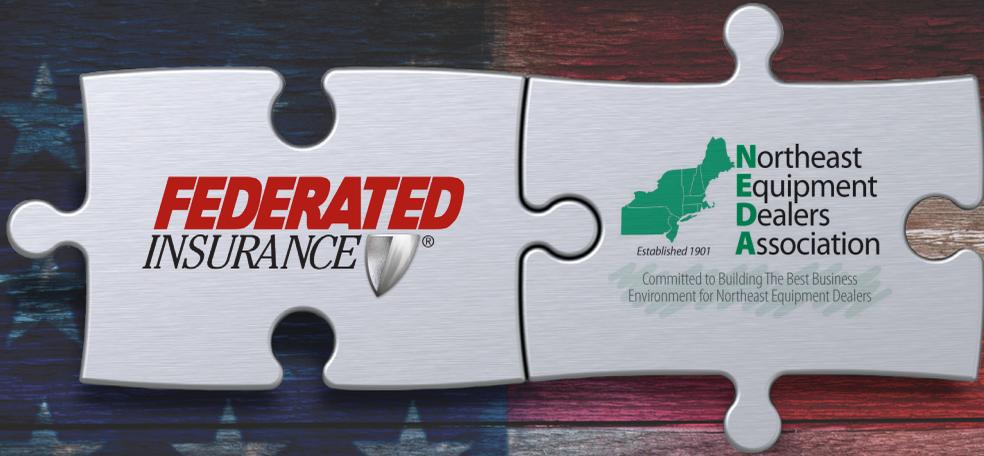
OUTDOOR POWER EQUIPMENT DEALERS

Welcome Here!



Our purpose is to improve and perpetuate the agricultural, construction and rural lifestyle dealer business. We are about helping our member dealers improving their gross margins and to sell, service and supply replacement parts to their customers successfully and profitably. NEDA is widely recognized and respected as the equipment industry organization representing the collective interests of American equipment dealers in the Northeast region.

Committed to Building The Best Business Environment for Northeast Equipment Dealers



A Perfect Fit for Protecting Your American Dream

Our partnership with your association has one goal: helping your business succeed. You deserve an insurance provider who understands your industry. Put our knowledge and experience to work for you.

**Proudly Celebrating
Our Partnership**



Click to learn more about what we can offer members.