

DEALER

The Newsletter of NORTHEAST EQUIPMENT DEALERS ASSOCIATION, INC.

FMSCA Top Five Violations in 2021 for Drivers, Vehicles And Hazmat

IN THIS ISSUE

- 3 Observations from the Field
- 4 NAEDA Announces Board Members
- 4 Hooper Inc. Plans \$3M Expansion
- 4 Atlantic Tractor to Acquire Smith's Implements
- 4 New Members - Peake Off Road
- 6 NY Illegal Tampering Legislation
- 6 NY Employee Electronic Monitoring
- 8 Federated Insurance Offers Complimentary Training
- 10 Machines Talk to One Another
- 12 EDA Releases 2022 Dealer-Manufacturer Relations Report
- 16 2022 NEDA CODB Survey
- 17 Advocacy Working but ... Try New Tactics
- 18 OSHA Proposed Changes to Injury/Illness Reporting
- 20 NEDA Service Technician Skill Test

ADVERTISERS

- 2 Haylor, Freyer & Coon
- 5 AgDirect / Farm Credit System
- 7 KENECT Texting
- 9 Custer Products
- 11 Fastline Marketing Group
- 12 Secuvant Security
- 13 PGP Energy
- 14 Bernstein Shur Free Legal Advice
- 17 OPOC.US Care Center
- 19 Basic Software
- 21 HBS Systems
- 22 Alpha Express Management
- 24 Federated Insurance

The Federal Motor Carrier Safety Administration issued its top five violations for driver, vehicle, and hazardous materials inspections for 2021.

DRIVER VIOLATIONS

1. Speeding 6-10 63,950
2. Failure to obey traffic control device 59,188
3. False report of driver's record of duty status 53,313
4. Failure to use seat belt 50,297
5. Operating without a CDL 42,005

VEHICLE VIOLATIONS

1. Required lamp(s) not operable 350,886
2. Operating without proof of a periodic inspection 166,281
3. Brake(s) out of adjustment 128,376
4. No/discharged/unsecured fire extinguisher 116,239
5. Inoperative turn signal 106,265

HAZMAT VIOLATIONS

1. Package does not secure in vehicle 3,871
2. No copy of USDOT Hazmat registration 2,691
3. No or improper shipping papers 2,163
4. Shipping paper accessibility 2,155
5. No placard/markings when required 1,861

~ Article courtesy of Joey Barnes at United Consultants, LLC



Exclusive WC Program

New York Members of the Northeast Equipment Dealers Association



NEDA Workers' Compensation Safety Group

Average Dividend of 25.5%
For the Last 10 Years

DIVIDEND HISTORY

Policy Year	Dividend
2019-2020	35.0%
2018-2019	40.0%
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%

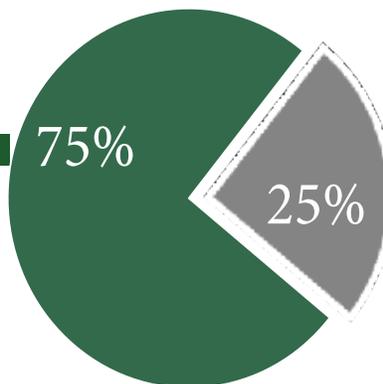
ELIGIBILITY

- 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

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From Safety Group #548



25 % of Eligible
NEDA Dealers Purchasing
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page to pburns@haylor.com or Visit us at www.haylor.com/NEDA

Observations from the **FIELD**

Last year I began my observations with "As the country and economy begins to emerge from 'the Covid-19 fog,'" noting that sales and traffic reports were all pointing to continuing sales growth at dealerships in the NE (if you could acquire inventory and qualified labor). As much as the public and policy makers would like see COVID-19 become a non-issue, the virus continues to prove that it has staying power and the ability to adapt (mutate). Add to that the war in Ukraine, droughts, inflation, interest rate hikes, and any number of other variables, and it's easy to believe that 2022 could turn out to be as challenging a year as 2021 was, particularly for dealerships dependent on OPE and compact equipment sales.

There's been a significant increase in market share/performance communications to dealers from the manufacturers, along with a heightened focus on what I'll call "dealer purity" activities ranging from signage, display, training, required stocking and access to inventory, and the like. My gut tells me that we will continue to see an increase in "those" communications as the manufacturers refocus on their goals. Please don't hesitate to reach out to the association staff or give Hilary **Holmes Rheume** at **BERNSTEINSHUR** a call should a question come up - we're here to help!

Particularly on the OPE side we've also seen a significant increase in manufacturers failing to follow warranty compensation provisions in state dealer laws. Most manufacturers are following the laws; unfortunately, a few seem to be testing dealers to find their limits/attentiveness. Please don't hesitate to visit the association website, review the listing of state dealer laws, or contact myself or any of the association staff if you have a question.

Like April, May was an especially busy month on the legislative front: we had Right-to-Repair bills come before committee and added numerous other bills to our tracking list. Unfortunately, many of the bill sponsors are from "urban" districts and it is one of the busiest times of year for equipment dealers, making it very difficult for "us"/the industry to educate and communicate with legislators and ensure that they understand why such bills aren't in the best interest of their constituents and our industry. With primaries underway and elections just around the corner it's absolutely critical that dealers and their staffs are engaged with their legislators, customers, and organizations such as the Grange, Farm Bureaus, and the like. Please invest time educating your staff, department heads, and customers on the issue. I would especially ask you to ensure that they understand that R2R legislation should really be called "right-to-modify" and could result in unintended consequences detrimental to the dealership, their jobs, and your customers!

"Right-to-Modify" is just one of the issues NEDA is tracking on behalf of our members, I'd like to invite all to review our legislative tracking report on the association website. The report function features an interactive states map and the ability to sort legislation by category. It's located under the NEDA new tab @ <https://www.ne-equip.org/legislative-update/>. Please also consider contributing to NEDA's legislative fund and ensuring that NEDA can continue this important work on your behalf!

When you REAP the benefits of membership, your PROFITS will follow!



TIM WENTZ
Field Director / Legislative
Committee Chairman

The general information provided in this publication by Northeast Equipment Dealers Association, Inc., (NEDA) 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 regarding the subject matter covered. Changes in the law duly render the information in this publication invalid. Some of the editorial material is copyrighted and should be reproduced only when permission is obtained from the publisher and the association.

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ASSOCIATION NEWS

Alone we can do so little ...
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www.ne-equip.com



North American Equipment Dealers Association Announces Board Members

Kansas City, MO (May 25, 2022) With the recent merger of three regional equipment dealer associations with the Equipment Dealers Association, the newly formed North American Equipment Dealers Association (NAEDA) is pleased to announce its Board of Directors. Appointments and elections of officers will be conducted on July 25, 2022, at the inaugural NAEDA Board Meeting in Kansas City, MO.

NAEDA 13 Board Members Include

Brad Hershey (Northeast Region), Hooper, Inc. - representing our association here in the northeast.

"I am personally delighted to welcome such a strong group of board members. I look forward to serving with each of them in the coming year," said Kim Rominger, President and CEO of the North American Equipment Dealers Association. "These individuals represent successful, well-respected businesses, and we look forward to their input and recommendations on building an even stronger NAEDA".

~ Media Contact: Melissa Palmer, 636/349-5000, mpalmer@equipmentdealer.org

Hooper Inc. Plans \$3 Million Expansion

Case IH dealer Hooper Inc. is planning a \$3 million expansion project that will include a 22,400 square foot building adjacent to the existing 51,580 square foot facility in Intercourse, Pa., reports Lancaster Online. The project will also include upgrades and site improvements to the existing building and will add a connection between the two structures resulting in a new entrance, offices, restrooms and a meeting room. The total project cost is \$3.06 million, according to the report. [Read More](#)

Atlantic Tractor to Acquire Smith's Implements

Soon-to-be 19-store John Deere dealer Atlantic Tractor announced on May 5, 2022, that it will be acquiring Smith's Implements located in Hagerstown, Md., and Mercersburg, Chambersburg, and Carlisle, Penn., on or about June 6, 2022. [Read More](#)

NEW MEMBER

NEW DEALER MEMBER

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ASSOCIATION NEWS

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together we can
accomplish great things!

www.ne-equip.com



New York Illegal Tampering Legislation – Urgent Action Requested

This morning the New York Committee on Codes passed Illegal Tampering legislation (A7006-A). This bill now heads to the Rules Committee, which is the last step before reaching a floor vote. We are asking you to contact the members of this committee and oppose the legislation. In prior communications, we have requested you email the members. Because of the danger of this bill and where it is procedurally, Today, we ask you to call these representatives.

Currently, the legislation has strong momentum, and we need to do everything in our power to derail this legislation. Please take a few minutes and call the Chair Carl Heastie and as many representatives as you can to oppose this legislation. I have provided a list in this communication.

We encourage you to share this information with all in your dealership and ask all to call to voice your opposition to this bill.

I have included a short script below:

Hello:

My name is _____. I am an equipment dealer in _____, New York. I am calling to oppose A7006-A. This bill is opposed by those in my industry, including the International Union of Operating Engineers. This legislation will allow safety and emissions features to be overridden. It will create unsafe equipment and harm the environment. I ask you to vote against A7006-A.

Thank you.

[CLICK HERE FOR NY RULES COMMITTEE - CONTACT LIST](#)

Please copy Tim (twentz@ne-equip.com) on your opposition memoranda/letter.



New York State Employee Electronic Monitoring Law Started May 5th

Beginning May 7, 2022, all private-sector employers, regardless of size, must provide prior written notice of any electronic monitoring to employees upon hire. Further, employers must receive a written or electronic acknowledgment from the employees of receipt of the notice. Employers must also post the notice in a conspicuous place so that employees who are subject to electronic monitoring can readily review the notice.

[Read more](#) on the policy

COVID Paid Sick Leave Is Still in Effect - NY

The NYS Department of Labor recently issued a reminder for employers that New York State COVID Paid Sick Leave is still in effect for employees who are ordered to quarantine or isolate due to COVID-19 and are unable to work while in quarantine or isolation. Depending on the size of the business, employ-ers may be required to provide COVID Paid Sick Leave to employees without requiring employees to first use accrued paid time off.

All employees, regardless of the size of the business they work for, are entitled to job protection upon returning to work from COVID Sick Leave. Employees exercising these rights are protected under New York's anti-retaliation laws.



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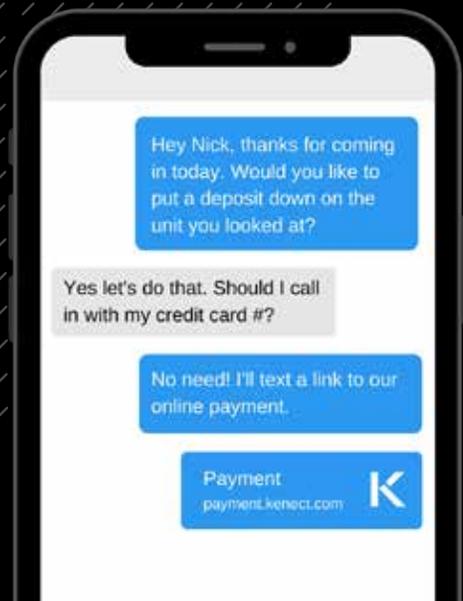
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Federated Insurance is offering complimentary risk management training for all industries on August 2-4, 2022. Through this valuable session, you will discover methods you can use immediately to help protect profits by reducing risk at your business.

Companies that are the most successful at controlling losses and protecting profits have integrated risk management into their overall company culture. Many have designated a key person as their risk manager. This person is supported by your company's top management and is both responsible and accountable for identifying loss exposures and implementing risk management solutions.

This seminar's objective is to help your risk manager learn the exposures specific to your industry, connect with peers from across the country and apply these best practices within your business.

You can learn more by viewing a brief video about the Risk Management Academy. To reserve your spot in the upcoming session or for more information, please contact drm@fedins.com or call (800)533-0472 Ext. 455-5958. Or, visit Federated's [website](http://www.federated.com).

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LEARN

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CONNECT

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APPLY

what you've learned to make a tangible difference at your business.

REGISTER HERE

If you have questions regarding the event or the registration process, please feel free to contact Amber Willert at Federated at 507.455.5958 or email DRM@fedins.com.

Registration deadline: Friday, July 1, 2022.

One (1) Registration per company.
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All Industries

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PROMOTIONAL OPPORTUNITY

Free to Dealers

The Association wants to feature your dealership(s) recent news and photos in a future **NE Dealer** edition.

Please feel free to submit your dealerships news and/or press releases to editor Art Smith:
sja1203@gmail.com

You are invited to attend an exclusive, complimentary Risk Management Academy session hosted by Federated Mutual Insurance Company.

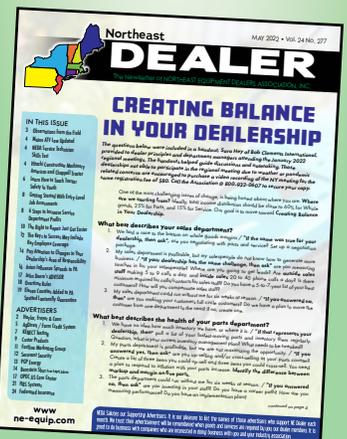
1. Losses impacting your industry,
2. Connect with industry peers facing similar challenges, and
3. Apply risk management best practices that make a difference at your business.

Owners, Human Resources Managers, and Designated Risk Managers are encouraged to attend.

KEY AGENDA ITEMS:

- mySHIELD®
- Cyber Risk Management
- Selection Risks and Pitfalls
- Underwriting Your Business
- Family and Business Succession Planning
- Claims Management
- Employment Practices Risk Management
- Managing Your Workers Compensation
- Risk Managing Your Drivers

Attendance is limited



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LITE-IT

EVENT HELPS MACHINES TALK TO ONE ANOTHER

The Agricultural Industry Electronics Foundation held a “plugfest” in the U.S. recently. What does that mean for farmers?

– Apr 28, 2022

The term ISO and ISOBUS are tossed around these days as if everyone understands what they mean. **ISO is short for “International Standards Organization”** and is often associated with a number, such as the 9000 series for quality standards, or 11783 for tractors and machinery in ag and forestry electronic communication. But what does that mean to a farmer?

That 11783 is the backbone of the ISOBUS communication standard. A few months ago, during Commodity Classic in New Orleans, **we caught the Agricultural Industry Electronics Foundation’s Plugfest.** A plugfest is an electronic “speed dating,” where engineers test how their new tools connect to the electronics of tractors, as an example. Each prospective system gets a set amount of time to run a series of tests to see if its equipment can talk with the base “machine.”

At the AEF Plugfest, you are seeing just the control systems — no tractors are brought into the room. These test beds, however, can run simulations of implement systems and determine if the base machine can link with the prospective implement. I call it speed dating because each prospective system gets a set amount of time to run the test.

During the program, each tester got 50 minutes to go through simulations. Norbert Schlingmann, AEF general manager, notes that in North America, there are usually fewer testers. “In Europe, where ISOBUS is more popular, we can have so many at a plugfest that the testers get as little as 30 minutes to run their tests,” he says.

The AEF Plugfest is a biannual event held in North America and Europe, rotating to different locations. Commodity Classic was the first time it was held in direct conjunction with a major show.

Andrew Olliver, vice chairman of AEF, speaking for that organization,

explains that at the New Orleans event, there were larger original equipment manufacturers on hand with a global presence and six project teams running tests. Also, 14 teams representing the engineering side tested their systems. They included not only implement makers but also software companies with farm management information systems that wanted to test how they could interface with an ISOBUS system to capture data.

Better communication, better results

Many have heard of ISOBUS and, in its purest form, should not have to think about it and just hook up implements to make things work. But just like the early days of hydraulics or the invention of the PTO, standardizing connections and communication standards is important.

The AEF Plugfest makes that happen. From verifying if a tractor implement management system works according to the AEF standards to verifying that data is passing back and forth accurately, Plugfest is a way to test a range of tools quickly.

And during Plugfest, the engineers can retool software on the fly in some cases to solve problems. The idea is that an ISOBUS-certified implement can hook up to an ISOBUS-capable tractor and go to work. The tractor would “see” the implement on its monitor and, depending on the level of connectivity, be able to either capture application data or even control the system from that single monitor.

And while farmers may want more than one monitor in the cab, ISOBUS can still help reduce the proliferation of monitors because of the communication and control standard.

You can learn more at aef-online.org, including an ISOBUS database showing which equipment is certified under the standard.

~ Article courtesy of Farm Progress Magazine
Farmer Iron by: Willie Vogt



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Equipment Dealers Association Releases 2022 Dealer-Manufacturer Relations Report

The Equipment Dealers Association (EDA) is pleased to announce that it has released its Dealer-Manufacturer Relations Report for 2022. This annual report is a compilation of anonymous ratings by equipment dealers in North America of the manufacturer lines they carry. Equipment dealers rate their manufacturers in 11 business categories plus a separate rating for Overall Satisfaction.

The report has been sent to all EDA members, who receive a complimentary copy as a benefit of membership, as well as the 61 manufacturers named in the report. Dealers who are not members of EDA can purchase a copy of the report [here](#). Each year, only the manufacturers who receive a minimum number of ratings are included in the report. Manufacturer members of EDA are eligible to receive additional statistics not available in the basic report as well as their dealer comments.

In 2022...

- Responses were collected from 50 U.S. states and 10 Canadian provinces.
- On average, each respondent rated four manufacturers.
- 84% of responses were from dealership owners or managers.

Results of the Dealer-Manufacturer Relations Survey are used to determine recipients of EDA's annual Dealer's Choice and Gold Level Awards. Awards are given in each of the four manufacturer categories; Full-Line, Tractor, Shortline, and OPE. EDA will announce Dealer's Choice and Gold Level award recipients later this month.

"Given the uncertainty equipment dealers faced over the last year, we were pleased to see continued high participation in the Dealer-Manufacturer Relations Survey," said Joe Dykes, EDA's VP of Industry Relations. "We appreciate every response and believe this year's data reflects the hardships that equipment dealers and their manufacturers faced due to supply chain challenges. As always, the information presented in this report will inspire reflection and growth within our industry and improve the relationship between equipment manufacturers and their dealers."

Please direct any questions about the Dealer-Manufacturer Relations Survey and Report to Joe Dykes at Surveys@equipmentdealer.org.



In light of the events tied to the Russian and Ukrainian conflict, there has been significant media coverage around concerns of increased business risk tied to cyberattacks.

Our Association has partnered with Secuvant, a cybersecurity firm with strong ties to the Dealer community. Secuvant understands the typical business risks Dealers manage to on a day-to-day basis and has prepared an [Advisory](#) for business leaders to review with their Security and IT personnel.

Should you need assistance better understanding how these current events truly impact your organizations risk, please reach out to our security partner Secuvant at info@secuvant.com.

[Click here to read the advisory.](#)



FIRMS ARE TAKING ADVANTAGE OF PRICING POWER

Consumers are likely in a safe space for the current environment, but what about businesses? The National Federation of Independent Business (NFIB) reports that small businesses are adjusting to a variety of current headwinds such as a tight labor market with high quit rates and clogged supply chains pushing up raw material costs. As of March, roughly 50% of small businesses in the U.S. raised compensation to attract and retain workers according to the NFIB. In the same month, over 70% of firms raised prices to cover increased costs. Firms with the ability to pass along cost increases will be able to protect profit margins as labor and material costs increase.

~ Article courtesy of LPL Financial LLC



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Commercial property fires are on the rise. What is causing this? Industry experts are often seeing these fires sparked by the deferred maintenance of buildings, equipment, and electrical systems as well as delayed inspections of sprinkler systems, fire extinguishers, etc. Some of this is due to supply chain issues. We also recognize business owners are faced with challenges, such as employee shortages and time.

Fires at businesses are more common than you think. They can cause considerable property damage and endanger the lives of you, your employees, and others. The costs are also substantial — these fires cause an estimated annual average of more than \$2 billion dollars in property losses.¹

To help prevent fires, we encourage you to leverage these value-added association member benefits:

- Video that shares how to help prevent the devastating effects of commercial fires.
- Fire safety meeting talking points to help clients customize a conversation with employees to meet their business's needs.
- Standard fire prevention and safety checklist to help clients facilitate a walk-through at their business.

Lastly, Federated member clients can log in to mySHIELD® to order an interactive, employee training poster designed to highlight key fire hazards that could impact their business and facilitate a short discussion on fire prevention. If you are not registered for mySHIELD, call 1-888-333-4949 and ask to speak with a risk consultant.

At Federated Insurance, It's Our Business to Protect Yours®

MEMBERSHIP

With dues renewal shortly, 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 include everyone in your dealership who will receive our monthly newsletter and either email back to davec@ne-equip.com or fax back at 315-451-3548. To help reduce cost, please remit **ASAP**

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

Have an equipment and dealership legal question?

Call the NEDA hotline to get

FREE Legal Advice.

Be informed. **BE SHUR.**

Not sure what to ask? Here are some common legal issues that dealers face:

- Wrongful terminations
- Mergers and acquisitions
- Franchise agreements
- Manufacturer relations
- Labor and employment regulations.

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Receive one free limited legal assistance counseling session with a member of Bernstein Shur's Auto & Equipment Dealer Practice Group. To ask your question, call (603) 665-8858 or email Hilary Holmes Rheume at hrheume@bernsteinshur.com.

FOR SERVICE / SPONSORED PROGRAMS, CALL YOUR ASSOCIATION

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Trevor Allred, Business Development
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tallred@kenect.com - www.kenect.com

LEGAL ADVICE

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Hilary Holmes Rheume, Esq.
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hrheume@bernsteinshur.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

Secuvant

Kent Howard at 801-628-3358
kent.howard@secuvant.com

Ryan Layton at 801-390-0601
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To: Northeast Dealers Association Equipment Dealers/ Members

Subject: Cost of Doing Business Study Deadline is July 15, 2022

It's that time of year again – time for the Northeast Equipment Dealers Association (NEDA) Cost of Doing Business Survey (CODB) compilation.

It is imperative that our organization continue this annual study/project:

- Participants can compare their financial performance to that of all dealers (regardless of lines or manufacturers represented);
- Dealers/Members need this information to assist in the valuation process of their businesses for estate planning, buy/sell agreements, sales, merger/consolidation purposes;
- The CODB Report will include benchmarks in the survey so dealership goals and budgets can be established for future years;
- As your trade association we established the tradition of generating this type of survey so that trends in business can be established and information can be gleaned that will help dealers improve financial performance in future years.

The completed survey results will be priced as follows:

- Member/Dealers who submit financials – FREE
- Members who do not submit financial information – \$350 per survey.
- Non-members who do not submit financial information – \$600 per survey.

You have two (2) options in sending your financial information to NEDA:

Option 1:

Simply click on the link below and enter your information online

[Click here to input information Online](#)

Option 2:

Submit your most recent year-end financial statement (after prudent adjustments truly reflecting your year-end results have been made) and answer all questions on the Dealer Form or download and submit the Excel Template.

Note: This statement may differ from your "13th month statement."

[Click here to get Dealer Form](#)

[Click here for Excel Template](#)

Please note that your information will be kept in strictest confidence and if you choose to not disclose your store/dealer-

ship name, that is certainly acceptable. (If you choose to submit anonymously, be sure to send us the tear-off from the dealer form separately to get the results at no charge.)

You may also mail all your forms to the Association office at:

Northeast Equipment Dealers Association

Attn: CODB Study

128 Metropolitan Park Drive

Liverpool, NY 13088

Or e-mail results to: davec@ne-equip.com

Again this year, it is imperative that at least 100 equipment dealers submit financials for our Northeast Equipment Dealer Association CODB Report to be credible. Please assist us in making the 2022 Study meaningful and useful to the entire industry.

Financial Statements returned later than July 15, 2022 will NOT be included in the 2022 Report.

If you have any questions, comments or concerns please contact your Association office at 800-932-0607.

Thank you again for your support in this years Cost of Doing Business.

Federated Insurance Urges Members to Prepare for Severe Weather and Natural Disasters Now – During the Calm Before the Storm

Severe weather and natural disasters that were once considered unpredictable now feel inevitable. Hurricanes, tornadoes, and wildfires are occurring regularly across the United States. Members need to take action now – in the calm before the storm – to help avoid becoming one of the 1 in 4 businesses that fail following a natural disaster. Federated Insurance is encouraging member clients to take action today with the help of disaster planning and recovery risk management resources.

[Learn more here](#)

Advocacy Working but Tampering Advocates Try New Tactics

EDA wanted to share with you that thanks to your efforts we continue beating back Illegal Tampering legislation. This year alone 54 bills were filed in 26 states. Many of these bills have been defeated, and we have built strong coalitions in states previously a concern.

While many states in the Northeast continue to have active Illegal Tampering bills these pieces of legislation have not seen movement. In some states, time is running out for the advocates this session. Moreover, thanks to the tremendous efforts by INEDA and our coalition partners, a Nebraska Illegal Tampering bill was killed on the floor prior to a vote. Unfortunately, this note is not all about good news. There has been a new tactic employed by the Illegal Tampering Advocates, and we want to make you aware.

Minnesota is considering an omnibus bill, which groups many small bills together for one vote. Usually, this move is seen when passing a spending package. However, Illegal Tampering advocates have slipped their language into a public safety omnibus bill. Ironic considering their bill makes equipment less safe. Nonetheless, PEDAs and our coalition partners will be educating and working with legislators to stop this new ploy. We will keep you posted as this process unfolds. It is important for you to continue to have your voice heard on this issue.

Add DIY repair videos to your website. Contact your manufacturer for updates on customer diagnostic tools. Educate your staff on the diagnostic tools already available. Ensure your reception and parts counter fully understands the diagnostic features available for your brand.

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.

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Kenect has partnered with Northeast Equipment Dealers Association (NEDA) to help dealers connect with customers quickly and efficiently. See below to sign up and get the webinar from April 13, 2022. This exclusive webinar is just for NEDA members and if you sign up **the set up fee is waived!**

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- Streamline communication: we streamline the process of communicating with all clients – current or prospective.
- Stay connected: no more phone tag means less frustration! Get quick and easy communication from your clients and answer FAQ's on the go.

To view the live Webinar [click here](#) to see what you missed and what you can gain for your dealership.

OSHA – Proposed Changes to Injury/Illness Reporting

OSHA proposed new rules that would expand electronic reporting for some industries while relieving requirements for others.

Three main changes proposed include:

- 29 CFR 1904.41(a)(1) only establishments with 20 or more employees in industries listed in Appendix A would be required to electronically submit Form 300A to OSHA once a year.
- 29 CFR 1904.41(a)(2) establishments with 100 or more employees in industries listed in Appendix B (new) would be required to electronically submit Forms 300, 301, and 300A to OSHA once a year.
- OSHA proposes to update the list of designated industries in Appendix A and B to conform with the 2017 version of the NAICS (North American Industry Classification System)

For more information on this subject, [click here](#): Federal Register :: Improve Tracking of Workplace Injuries and Illnesses

~ Article courtesy of Joey Barnes at United Consultants LLC



The impact (value) of the association's legislative advocacy, workforce development, and Industry Relations work can easily be overlooked. Our efforts cannot be accomplished without significant financial investment, support, and grassroots participation. If we're to continue that work, we are going to need your help participating in and financially supporting our legislative work, association governance/direction, and program development. We need your help recruiting new members, participating in legislative visits, giving testimony, contributing financially to the legal/legislative fund, association governance/direction, and program development!

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NEDA Service Technician Skill Test

Because industry standards define specific competencies, they are closely tied to certifications and credentials. Without the foundation of industry standards, a credential for small engine repair or industrial maintenance would hold far less value.

To certify that workers can meet the standard, employers need a way to measure skills or competencies. A skills assessment evaluates a potential or current worker's skill according to the industry-defined standard. These assessments help determine if test-takers have the necessary technical knowledge and skills to perform the job.

The employee skills tests are designed to help assess the readiness of an applicant or employee to undertake certain service tasks and responsibilities within a dealership. [Click here](#) to take the NEDA Skills Test.



co • nun • drum /kə nɒndrəm/

The definition of the word Conundrum is: something that is puzzling or confusing to me.

Here are six Conundrums of Socialism in the United States of America :

1. America is capitalist and greedy - yet half of the population is subsidized.
 2. Half of the population is subsidized - yet they think they are victims.
 3. They think they are victims - yet their representatives run the government.
 4. Their representatives run the government - yet the poor keep getting poorer.
 5. The poor keep getting poorer - yet they have things that people in other Countries only dream about.
 6. They have things that people in other countries only dream about, yet they want America to be more like those other countries.
- Think about it! And that pretty much sums up the USA in the 21st Century.

Makes you wonder who is doing the math. By the way ...

1. We are advised to NOT judge ALL Muslims by the actions of a few lunatics, But we are encouraged to judge ALL gun owners by the actions of a few lunatics.

Funny how that works. And here's another one worth considering ...

2. Seems we constantly hear about how Social Security is going to run out of money. But we never hear about welfare or food stamps running out of money? What's interesting is the first group "worked for" their money, but the second didn't.
- Think about it.....Am I the only one missing something?

ORDER YOUR COMPENSATION & BENEFITS REPORT TODAY!

EDA's Compensation & Benefit Report, the most comprehensive industry report related to wages and benefits is now available! This report is completed every two years and is a perfect benchmarking tool for dealerships. Dealerships who contributed their data to the survey have already received their complimentary copy of the report. For those who did not participate, reports are available for purchase at both a member and non-member price. You can purchase online by following the link below or contact surveys@equipmentdealer.org for additional information.



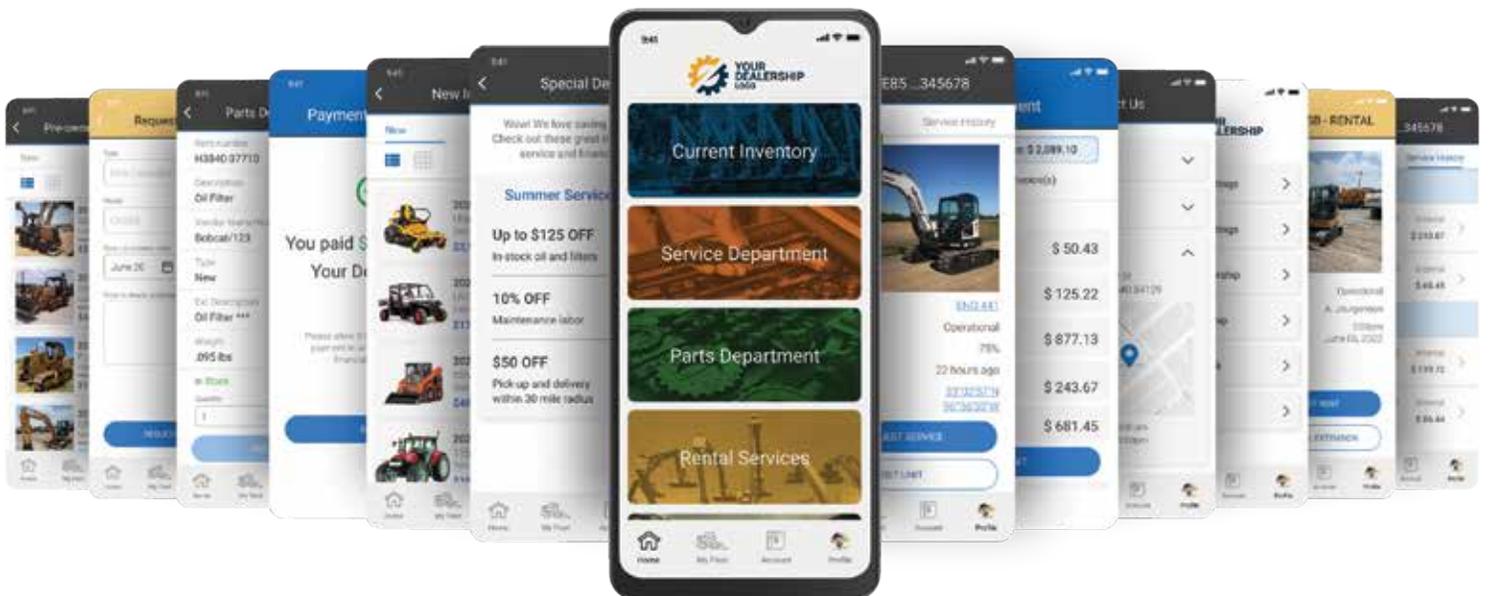
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- Achieve your goals

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



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