

Northeast

DEALER

The Newsletter of NORTHEAST EQUIPMENT DEALERS ASSOCIATION, INC.

IN THIS ISSUE

January 2023 | Vol. 25 No. 285

RISK MANAGEMENT

COMPLIMENTARY WEBINAR

OSHA Top 10 Violations — Is Your Business Prepared?

Tuesday, January 17, 2023 (1:00 PM CST)

60 minutes | Complimentary
Advance registration required

Each year, OSHA releases a list of the Top 10 workplace safety violations. This webinar will provide an overview of the top 10 violations that OSHA plans to focus on in 2023. In addition, we will focus on risk management policies, procedures, and training resources that you can implement to help reduce employee accidents and injuries.

WHAT YOU WILL LEARN

- Quick overview of the OSHA Top 10 violations
- Training resources, programs, and policies to implement in your business
- How to positively impact workplace productivity and culture through accident prevention

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JANUARY 23, 2023 | Grantville, Pennsylvania

JANUARY 25, 2023 | Liverpool, New York

JANUARY 27, 2023 | Concord, New Hampshire

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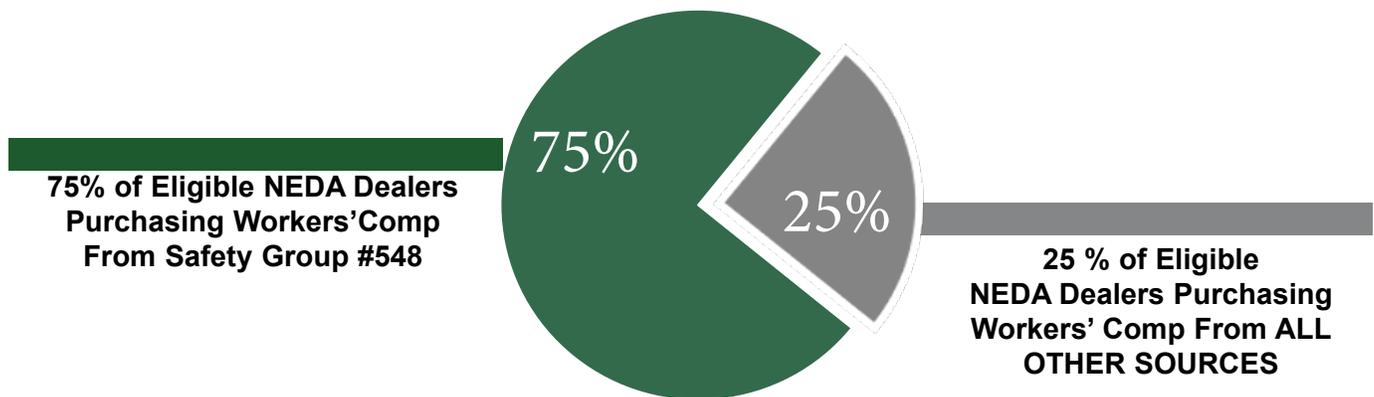
Policy Year	Dividend
2020-2021	35.0%
2019-2020	35.0%
2018-2019	40.0%
2017-2018	40.0%
2016-2017	35.0%
2015-2016	30.0%
2014-2015	20.0%
2013-2014	15.0%
2012-2013	15.0%
2011-2012	5.0%

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Observations from the **FIELD**

I hope that everyone had a happy and healthy holiday season, and that you were able to safely enjoy quality time with family and friends! Most agree that 2022 brought a new set of challenges (inflation, etc.), along with continuing persistent challenges (labor, access to inventory) associated with the equipment industry. How exactly 2023 plays out will be anyone's guess, but I think it is reasonable to expect that the year ahead will continue to challenge dealers with those willing to plan and adapt reaping the highest profitability!

Most reports indicate that 2022 was a profitable year for most dealers and manufacturers, with inflation and limited inventory both contributing to higher margins. Ag Commodity prices gained ground as *did labor expense*, although farmer sentiment did not. The stock market began to reclaim lost ground, and dairy markets steadied throughout the year. As the stock market declined and interest rates climbed, sales of compact equipment contracted. The projections for 2023 that I've seen mostly point to the continued contraction of the US and world economies. My expectation is that we'll continue to see contraction at our dealerships, with selected AG and Construction equipment maintaining, if not expanding (compact construction) as infrastructure money continues to flow.

The midterm elections didn't follow historical trends and how, exactly, the results will impact state budget shortfalls, legislative priorities is not quite clear yet. NEDA's legislative priorities will continue to focus on advocating against right-to-modify bills, support of workforce development efforts to include access to quality educational programming and support, DOT (over-width hauling), employment, and tax laws/regulation.

Looking forward, Right-to-Repair will continue to be a major issue in PA, VT, NH, MA, ME, and NJ as the advocates expand their coalitions, networks, and grassroots advocacy, building on their successful auto telematics ballot initiative in MA and their success in NY (off-road equipment was exempted). Please take time to familiarize yourself and staff with the issue and talking points – there's a tremendous amount of misinformation on the internet and in the press, and dealerships will have to play an active role in the communication outreach campaign. As we look forward to 2023, our ability to continue advocating on our members behalf depends on you. We need your help recruiting new members, as well as participating in and financially supporting our legislative and program development work.

Workforce development continues to be a high priority for NEDA, and we hope to build on the momentum generated by our 2022 work with PA Career Centers, Ag Teacher professional development opportunities, continued outreach/relationship building in NY and MA, as well as begin work on the development of engagement tools/programming focused on outreach to middle school students, parents, educators, and administrators. Our dealerships are great places to work. They support multiple pathways to family sustaining careers, most of which have not made it on to the next generation's "radar". Telling our story(s), will take a concerted, continuing, and evolving effort by dealers, our manufacturers, our customers, and partners. As with legislative advocacy, success is directly tied to dealer participation and financial support.

**Participation leverages a dealer's ability to REAP the benefits of membership
- your PROFITS will follow!**



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ASSOCIATION NEWS

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New York | **NEDA Members...Call to Action Alert!**

New York lawmakers passed legislation – **A6770/S74-A** – that would massively expand damages associated with wrongful death actions and could have tremendous negative implications for New York businesses, consumers, and the economy. If signed into law, this bill could increase insurance costs for hardworking New Yorkers at the worst possible time. Tell Governor Kathy Hochul to veto this misguided legislation and help keep insurance costs down.

Please send the sample email to your Senator/Legislator asking them to **support the veto of A6770/S74-A**. Just click on the link in the below, enter their name and zip code, and an email will automatically generate to their aligned legislator.

Thank you for taking action on this critical issue.

[Click here to go to direct link](#)

New York | **NY Farm Bureau Statement on C streams Veto**

NYFB commends Gov. Hochul for her action to limit overregulation

ALBANY — “Gov. Hochul made the right decision to veto an act to amend the environmental conservation law, in relation to the protection of Class C waterways and streams (S.4162/A.6652),” stated New York Farm Bureau President David Fisher. “If approved, it would have significantly expanded the permits required to perform work on additional waterways, many of which only flow intermittently. This would include new permits on some farmland that is dry most of the year, adding both money and time to perform routine practices on agricultural soil.

In her veto message, Gov. Hochul said while the goal is laudable, the bill would have ‘serious regulatory impacts’ and greatly increase the costs to the state and local communities. We agree with the governor and applaud her decision to limit regulatory overreach and contain costs for farms and other landowners across the state.”

Mass. | **Third Annual Smith Vocational and Agricultural High School Career Fair**

The Third Annual Smith Vocational and Agricultural High School Career Fair, is being held on Thursday, March 23, 2023 from 9:00-10:30am in the Smith Vocational gymnasium!

They are looking to offer you the opportunity to further your relationship with Smith Vocational and their students by participating in this event; geared toward connecting local employers with our potential employees. During the fair, they encourage you to bring application materials, conduct on the spot interviews, or simply get to know their students. SVAHS plans to have a semi private area set up for on campus interviews. This event is for graduating seniors and co-op eligible juniors.

Your participation is free and spots will be filled on a first come first basis.

Vendors will be provided a six foot table, chairs and electricity if needed. Additionally, coffee, tea and light refreshments will be available for vendors/employers. You have until February 10, 2023 to reserve a spot.

Please contact Ms. Melanie Chartier, Vocational Director at 413-587-1414 ext. 3463 or at mchartier@smithtec.org to reserve your spot. Founded in 1844 by Oliver Smith, SVAHS does not discriminate on the basis of race, color, national origin, sex, gender identity, disability, religion or sexual orientation.



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New Grant to Save Lives by Funding Devices to Prevent Tractor Rollover Deaths

UNIVERSITY PARK, PA — Farmers in Pennsylvania can get state reimbursement to pay for retrofitting their older tractors with life-saving rollover-protection structures — often referred to as ROPS — aided by a new Penn State program.

Tractor rollovers are the most frequent cause of death on farms, greatly contributing to the occupational fatality rate for farmers that is 800% higher than other industries, according to Judd Michael, professor of agricultural and biological engineering. He added that seven out of 10 farms go out of business within five years of a tractor-overturn fatality.

Roughly half of the tractors in the U.S. are unprotected, noted Michael, Nationwide Insurance Professor of Ag Safety and Health in the College of Agricultural Sciences, who is coordinating the Penn State program. It channels funds for tractor rollover protection structures from a three-year \$250,000 grant from the Pennsylvania Department of Community and Economic Development.

The grant was received in part due to the efforts of Pennsylvania legislators and farmers who pushed for the funding that could save many lives. Michael noted that 26 Pennsylvania farmers are thought to have died during the 2015-21 period from roll-overs in tractors that did not have a ROPS device.

ROPS are 99% effective in preventing injury or death in the event of a tractor overturn when used with a seatbelt, Michael pointed out. "We encourage all Pennsylvania farmers to take advantage of this program to retrofit their older tractors with a ROPS system that is proven to be a lifesaver," he said. "Farmers are eligible for a 70% reimbursement through the Penn State program for the average \$1,200 cost of the ROPS, with a \$500 cap on their out-of-pocket costs."

Interested parties should go to <https://www.ropsr4u.org/> to learn more about the ROPS program, get on the waiting list and be approved for funding. They can also email Peggy Newel at png1@psu.edu to request more information.

"There is currently a wait list of more than 200 Pennsylvania farmers, so others wanting to be added to the list should apply as soon as possible, due to it being a first-come, first-serve system," Michael said. "The first third of the farmers on the list can expect to receive correspondence notifying them of the availability of funds before the end of December."

The Pennsylvania effort is part of the National ROPS Rebate Program. In just over 13 years (2006-19), more than 2,950 tractors have been retrofitted in 17 states. The National ROPS Rebate Program is an effort supported and guided by members of the National Tractor Safety Coalition, an organization with representation from nearly 60 multi-sector industry and advocacy groups, including Penn State.

Funds from the DCED grant will also be combined with the Nationwide Insurance endowment to continue research aimed at understanding farmers' use of ROPS systems and the underlying causes of tractor-related incidents.



Rollover protection structures, or ROPS, like the one shown retrofitted onto this older tractor, are 99% effective in preventing injury or death in the event of a tractor overturn when used with a seatbelt. Credit: Penn State. Creative Commons

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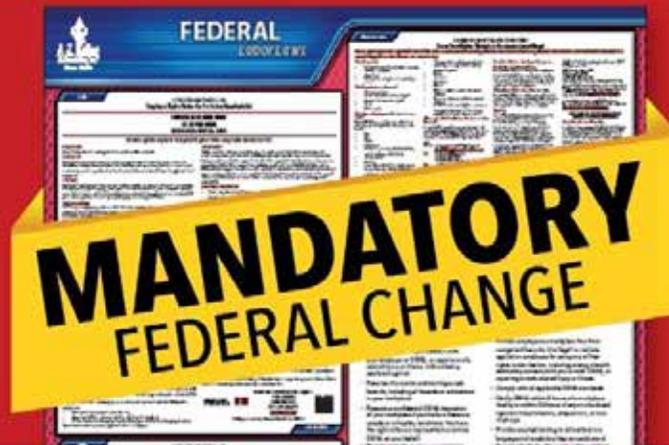
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The impact (value) of the association's legislative advocacy, work-force development, and Industry Relations work can easily be overlooked. Our efforts cannot be accomplished without significant financial investment, support, and grassroots participation. 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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Market Intel / November 18, 2022

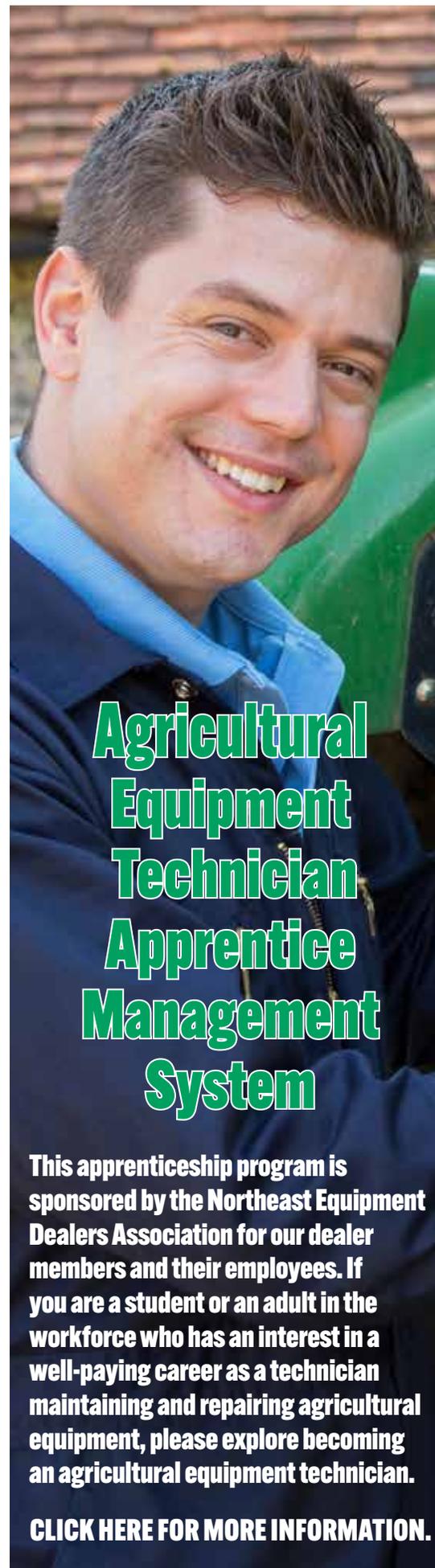
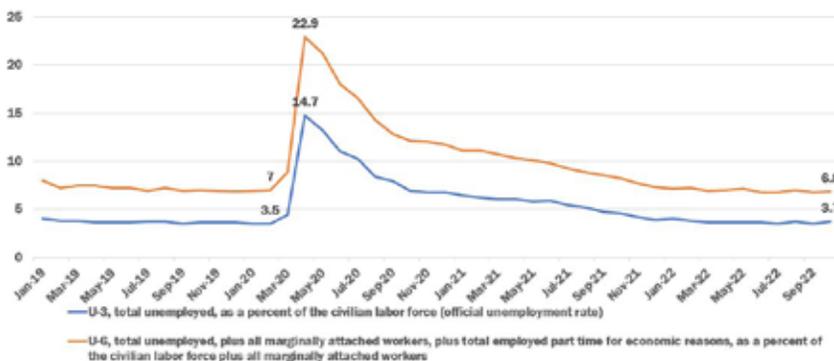
Department of Labor released fourth quarter and full fiscal year usage data for the H-2A program. Given agriculture's ongoing struggle to recruit domestic workers and a very tight U.S. labor market overall, it should be no surprise that usage of the H-2A program reached new highs again in fiscal year 2022 (October 2021-September 2022).

Current U.S. Employment Picture

The October 2022 unemployment rate was 3.7%, in the same 3.5% to 3.7% percent range it has been in since March. A more expansive calculation of unemployment, which includes the total unemployed, plus all marginally attached workers, plus total employed part time for economic reasons, as a percent of the civilian labor force plus all marginally attached workers was 6.8%. (Marginally attached are those persons not in the labor force who want and are available for work, and who have looked for a job sometime in the prior 12 months but were not counted as unemployed because they had not searched for work in the four weeks preceding the survey.) The total number of employed people was 158.6 million while the number of unemployed persons reached 6.1 million, 19.5% of which belong to the grouping of the long-term unemployed (those jobless for 27 weeks or more). The labor force participation rate, at 62.2%, and the employment-population ratio, at 60%, were mostly unchanged in October and have shown little net change since early this year.

Let's compare the current situation to February 2020, prior to the COVID-19 pandemic. In February 2020, the unemployment rate was 3.5%. The unemployment rate factoring in marginally attached workers and those employed part time for economic reasons, as described above, was 7%. The total number of employed people was 158.9 million while the number of unemployed people was 5.7 million, 19.1% of which were among the long-term unemployed. The labor force participation rate, at 63.4%, and the employment-population ratio, at 61.2%, were about 1.2 percentage points higher than the level we see today.

Figure 1. U.S. Unemployment Rate, Official Unemployment Rate and More Expansive Alternative Measure of Unemployment, Seasonally Adjusted



Agricultural Equipment Technician Apprenticeship Management System

This apprenticeship program is sponsored by the Northeast Equipment Dealers Association for our dealer members and their employees. If you are a student or an adult in the workforce who has an interest in a well-paying career as a technician maintaining and repairing agricultural equipment, please explore becoming an agricultural equipment technician.

CLICK HERE FOR MORE INFORMATION.

[Click here to read balance of article.](#)

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Messick's Christmas Light Show Returns for 10th Year of Christmas Cheer

At Messick Equipment in Mount Joy, PA, the annual Christmas light show is back and bigger than ever!

The show, featuring thousands of Christmas lights and video displays choreographed to music, is celebrating its 10th year raising money for local charities. Located at 1475 Strickler Road in Mount Joy, just off of Route 283, the new Messick's location has allowed the show's creators to enhance the display with large-format video projections, an outdoor viewing area and improved audio.

Those visiting can enjoy the show from the comfort of their cars while music is broadcast over FM radio. Alternatively, a seating area with bleachers also will be available for those wishing to sit outside. The display runs nightly from Dec. 2 through Dec. 28 between 6:00 and 9:30pm.

"It's really become a Christmas tradition for many families in our area," said Neil Messick, one of the show's creators. "Now that we've moved to our larger Mount Joy location, we hope that we'll be able to provide an even more impressive display with the new additions this year. It's certainly not an event to miss, especially when considering that it's by donation and you don't even have to get out of your vehicle. The added bonus is that every penny goes to these charities we're happy to support."

Last year, Messick's collected more than \$48,000 in donations during the event with the help of dozens of volunteers who greeted visitors and directed traffic. Since the show's inception nine years ago, more than \$360,000 has been raised for local charities. Donations are completely voluntary and are at the discretion of visitors.

All proceeds collected will be distributed to Mennonite Disaster Service, ECHOS (Elizabethtown Community Housing and Outreach Services), Paxton Ministries, and the Water Street Rescue Mission.

For more information, visit <https://messicks.com/messicks-2022-christmas-light-show>

~ Construction Equipment Guide.com, 12.01.22 - NORTHEAST EDITION #26

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

Annual Safety Checkup

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Your annual safety checkup may be unique to your specific business, but in general, it is important to review all areas of your workplace, including items such as:

- Machinery and equipment cleanliness and functionality
- Availability and use of Personal Protective Equipment (PPE)
- Clean floors to prevent slips, trips, and falls
- Clear and updated signage
- Proper lighting for the workspace
- General housekeeping and material handling
- Hazard communication with current documentation
- Clearly designated exit routes in case of an emergency
- Properly functioning ventilation
- Accessible and operational fire extinguishers
- Correct use of ladders
- Functioning machine guards

Keep in mind that this is not a comprehensive list — you will know best what to look for at your workplace. But completing an annual safety checkup, along with periodic check-ins throughout the year, can help you catch infractions that may otherwise slip between the cracks.

~From www.federatedinsurance.com

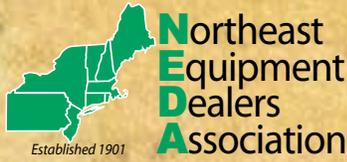
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Attention Dealers

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

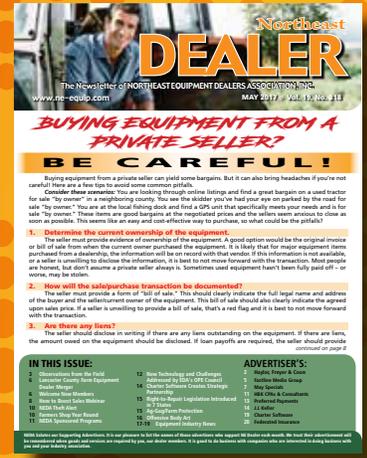
Please feel free to submit your dealership's news and/or press releases to editor Jamie DePalma @ jamie.ne.dealer@gmail.com.

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The **NORTHEAST DEALER**, the Northeast Equipment Dealer Association's monthly magazine, is designed primarily as a source of information for its dealer members and others involved in the farm, construction and outdoor power equipment industry. It is distributed electronically via e-mail to more than 850 members, dealers and their management personnel.

For additional information please contact:

Jamie DePalma, Editor | jamie.ne.dealer@gmail.com

or **NEDA, Dave Close** | davec@ne-equip.com

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The Preferred Method for submitting Ads is High Resolution Print Ready PDF

Ad Rates / Requirements for NORTHEAST DEALER Advertising

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- February
- March
- April
- May
- June
- July
- August
- September
- October
- November
- December

	Price	Size
Full page	\$250	8.5" x 11"
Half Page	\$200	3.625" x 10" vertical 7.5" x 4.375" horizontal
Quarter Page	\$125	3.625" x 4.875"
One-Eighth Page	\$100	3.625" x 2.25"

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BY JOHN CHAPIN

Should You Work Holidays, Friday Afternoons and Similar Times?

The beginning of the year is when you want the most momentum, not the least. Get behind early in the year and you're likely to be stressed and find yourself behind the eight ball.

The laws of physics apply to sales: a salesperson at rest tends to stay at rest, one in motion tends to stay in motion. If you sit still for the last six weeks of the year, good luck hitting the ground running at the beginning of the year. It's going to take some time to get up to speed and back in a groove. The beginning of the year is when you want the most momentum, not the least. Get behind early in the year and you're likely to be stressed and find yourself behind the eight ball.

This is the same reason I tell salespeople to do at least some cold calling every day you're working. Like anything you want to get good at and make a habit, the most important aspect is consistency. The more you do something on consecutive days, the faster you'll learn and the more it stays with you. If you only cold call on Wednesdays, you'll fall out of practice Thursday through Tuesday so that when Wednesday rolls back around, you'll once again feel the law of physics, not only will it be tough to get moving, but you'll also be rusty due to the amount of time off.

Let's talk about the other time when salespeople like to 'take it easy' and make few to zero calls: Friday afternoons. I've heard a number of reasons for this but this usually comes down to the salesperson looking forward to ending the work week early and settling in to the weekend. I've heard some salespeople say something along the lines of, "People don't want to hear from a salesperson Friday afternoon; they are busy wrapping up their week and they just want to get out of the office as quickly as possible." Like most other excuses for not making calls, this one sounds good and logical, but is wrong. Serious businesspeople and executives aren't focused on the weekend when they're at work and they certainly aren't trying to cut out of work early. Personally, I believe the reason for a lack of calls is the former reason: the salesperson wants to stop working and start the weekend early, versus the

latter: that people don't want to talk to them. Real businesspeople like to talk to people who can help them and their business and give them a competitive edge.

Now, some more quick math. If you skip Friday afternoons, you essentially miss 10% of a five-day work week. Combine that with taking off the last six weeks of the year and now you're down 22%. So, now you have 78% of the time to hit 100% of quota, or hopefully more.

All of the above said, what are the advantages of calling people Friday afternoons and around the holidays, including the days before and after Thanksgiving, December 24th, and December 31st? The first advantage is that people usually have more time to talk to you. Things do slow down a bit and people who would be trying to get the prospect's attention at other times of the year and week, including competitive salespeople, aren't calling on them because most people make excuses to relax and not work at these times. Next, people are generally in a better mood on Friday afternoons and around the holidays. Finally, you'll stand out from the other lazy and unmotivated salespeople who take off early on Fridays and don't make calls on and around holidays. As a side

note, I made one of the biggest sales I ever made in 35 years, into a competitive account, at a little after 3 p.m. on December 31st. I can't tell you how many sales I've closed at Christmas, Fourth of July, and other holiday parties, and on Friday afternoons, but it's been A LOT.

Here's a rule I follow regarding holidays and other days off: if your customers are open for business, you're open for business. Just because your company is closed the Friday after Thanksgiving, or on the 5th of July because July 4th was on a Sunday, doesn't mean your customers' businesses aren't open. If they're open, you're taking and making calls.

John Chapin is a motivational sales speaker, coach, and trainer. For his free eBook: 30 Ideas to Double Sales and monthly article, go to www.completeselling.com John has over 35 years of sales and sales management experience as a number one sales rep and is the author of the 2010 sales book of the year: Sales Encyclopedia (Axiom Book Awards). You can reprint provided you keep contact information in place. E-mail: johnchapin@completeselling.com--508-243-7359

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Business and Tax Advisory

BY IAN PERRY
and
ROMAN A. BASI

September 2022

Hot Assets: The Sale of Partnership Interests

Whenever a partner decides to enter a sale or exchange of their partnership interest, there can often be lurking tax surprises. Partnership interest sales are notoriously fraught with potential tax traps for the unwary. It is even possible to trigger more tax on a sale than one receives in exchange for their interest in the partnership. **One of the most common lurking issues stemming from partnership interest sales involves triggering income from “hot assets.”**

“Hot assets,” often in the form of unrealized receivables and inventory, are held by the partnership. Unrealized receivables are deceptively wide, as they can include partnership attributes such as depreciation recapture, mining property, cash basis accounts receivable, along with certain other recapture items. Inventory items include both items commonly recognized as inventory along with some other items that would not be treatable as a capital asset or Section 1231 property is sold.

The partnership rules generally require that a partner has the same percentage share of gain or loss from the sale of hot assets as from the sale of assets that are not hot. If the distribution of non-cash property to a partner causes a partner’s share of income and loss from assets producing capital gains or losses to differ from the partner’s share of income and loss from hot assets, then Section 751(b) of the Code would apply. While the rules of the section can be complicated, the general effect is to cause a distribution of non-cash property that changes the percentage share that a partner has in a capital gain or loss property compared with hot assets to result in the partnership and the partner recognizing gain on the distribution. This income recognition by both parties is designed to assure that the distribution does not distort any amount of capital gains/losses or ordinary income the partner receiving the distribution must recognize. Along with this, if a partner sells his partnership interest, his share of any gain attributable to “hot assets” results in ordinary income rather than a capital gain.

Look at this balance sheet. Let us assume we have a client, individual A. A owns one-third of the interest of F Co., and his basis in his interest is \$30. A has held his partnership interest for longer than one year. A wish to sell his interest for its fair market value of \$220 to D, who is an unrelated buyer. Now that we know this information, let us look at the different scenarios based on their taxation.

In scenario 1, F Co. is a C Corporation. A would recognize \$190 of gain (\$220-\$30) based upon the sale of his interest. The entire gain would be taxed as a long-term capital gain. In scenario 2, F Co. is a subchapter S corporation. A would recognize \$190 of gain from the sale of his interest which would be taxed as a long-term capital gain. For scenario 3, F Co. is an LLC that is taxed as a partnership. A would recognize \$130 of ordinary income and \$60 of capital gain for the sale of his interest. Yes, you heard that right. Instead of the entirety of the gain going towards capital gains like with a corporation, there must be an appropriation towards ordinary income and capital gains when it comes to partnership interest sales involving hot assets.

Now let us break down how to calculate the gain in the partner’s interest. If A would have held onto his interest in the partnership whenever the partnership collected its \$90 of cash-basis receivables, they would recognize \$90 of ordinary income where \$30 would be allocated to A. Along with this, if the partnership sold its inventory for \$150, it would recognize \$30 of ordinary and allocate \$10 to A. Lastly, if the partnership decided to sell its Section 1245 property for its FMV of \$450, then \$360 of the gain would be recognized by the partnership. Section 1245 would

then require \$270 of the gain to become recharacterized as ordinary income because it relates to ordinary depreciation taken against the property (\$360 initial basis reduced to the current adjusted basis of \$90), and that would result in \$90 being allocated to A. The remaining gain would be characterized as a capital gain. In total, there is \$130 (\$30+\$10+\$90) of ordinary income, and the remaining \$90 would be classified as a capital gain.

Triggering phantom income through unexpected hot assets is just one of many potential tax traps in play when a partner enters a sale or exchange of their partnership interest. Partners may be able to guard against such tax surprises or structure a transaction in a manner that avoids them altogether. Partners who are contemplating selling their partnership interests should consult with a tax attorney or accountant to ensure an optimal transaction structure. The professionals at The Center for Financial, Legal, and Tax Planning are more than knowledgeable regarding the selling of partnership interests. You can reach out to us by visiting our website at www.taxplanning.com or by calling us at (618) 997-3436.

Balance Sheet		
	A/B	FMV
Cash	\$ 90	\$ 90
Acc. Rec.	\$ -	\$ 90
Inventory	\$ 120	\$ 150
Capital Assets	\$ 60	\$ 150
1245 Property	\$ 90	\$ 450 (Original Cost 360)
	\$ 360	\$ 930
Liabilities	\$ 270	\$ 270
Capital Accounts		
A	\$ 30	\$ 220
B	\$ 30	\$ 220
C	\$ 30	\$ 220
	\$ 360	\$ 930

10 Tips for Safer Winter Generator Usage: Follow Manufacturer's Instructions and Ensure Proper Ventilation, Says OPEI

If your electricity goes out due to snow and ice, a generator can keep power flowing to your home or business. The Outdoor Power Equipment Institute (OPEI), an international trade association representing manufacturers and suppliers of outdoor power equipment, small engines, battery power systems, portable generators, utility and personal transport vehicles, and golf cars, reminds home and business owners to keep safety in mind when using generators this winter.

"Not having power when you need it is frustrating, so a generator can provide emergency backup power at a reasonable cost," says Kris Kiser, President and CEO of OPEI. "It's important to follow all manufacturer's instructions, and never place a generator in your garage or inside your home or building. It should be a safe distance from the structure and not near an air intake."

MORE TIPS INCLUDE:

#1 - Take stock of your generator. Make sure equipment is in good working order before starting and using it. Do this before a storm hits.

#2 - Review the directions. Follow all manufacturer's instructions. Review the owner's manuals (look manuals up online if you cannot find them) so equipment is operated safely.

#3 - Install a battery operated carbon monoxide detector in your home. This alarm will sound if dangerous levels of carbon monoxide enter the building.

#4 - Have the right fuel on hand. Use the type of fuel recommended by the generator manufacturer to protect this important investment. It is illegal to use any fuel with more than 10% ethanol in outdoor power equipment. (For more information on proper fueling for outdoor power equipment visit www.LookBeforeYouPump.com). It's best to use fresh fuel, but if you are using fuel that has been sitting in a gas can for more than 30 days, add fuel stabilizer to it. Store gas only in an approved container and away from heat sources.

#5 - Ensure portable generators have plenty of ventilation. Generators should NEVER be used in an enclosed area or placed inside a home, a building, or a garage, even if the windows or doors are open. Place the generator outside and away from windows, doors, and vents that could allow carbon monoxide to drift indoors.

#6 - Keep the generator dry. Do not use a generator in wet conditions. Cover and vent a generator. Model-specific tents or generator covers can be found online for purchase and at home centers and hardware stores.

#7 - Only add fuel to a cool generator. Before refueling, turn the generator off and let it cool down.

#8 - Plug in safely. If you don't yet have a transfer switch, you can use the outlets on the generator. It's best to

plug in appliances directly to the generator. If you must use an extension cord, it should be heavy-duty and designed for outdoor use. It should be rated (in watts or amps) at least equal to the sum of the connected appliance loads. Make sure the cord is free of cuts, and the plug has all three prongs.

#9 - Install a transfer switch. A transfer switch connects the generator to the circuit panel and lets you power hardwired appliances. Most transfer switches also help avoid overload by displaying wattage usage levels.

#10 - Do not use the generator to "backfeed" power into your home electrical system. Trying to power your home's electrical wiring by "backfeeding" – where you plug the generator into a wall outlet – is dangerous. You could hurt utility workers and neighbors served by the same transformer. Backfeeding bypasses built-in circuit protection devices, so you could damage your electronics or start an electrical fire.

~ OPEI News and Updates, 11.21.22
opei.org

The advertisement features a blue sidebar on the left with white text listing benefits. The main area has a background image of a farm with a barn and silo. At the top right is the NEDA logo (Northeast Equipment Dealers Association, Established 1901). The central text reads 'NEDA Healthcare Benefits Program A Better Way Forward'. Below this is a 'Personal CARE Advocate' sign with the NEDA logo and phone number 1-866-676-2871. The bottom section contains two columns of benefits, each with a blue checkmark icon. At the very bottom, it says 'Powered by OPOC.us 1.866.676.2871 Contact Carl Swanson/Chris Havey for more details'.

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



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- Standard fire prevention and safety checklist to help clients facilitate a walkthrough at their business.

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~ Article courtesy of



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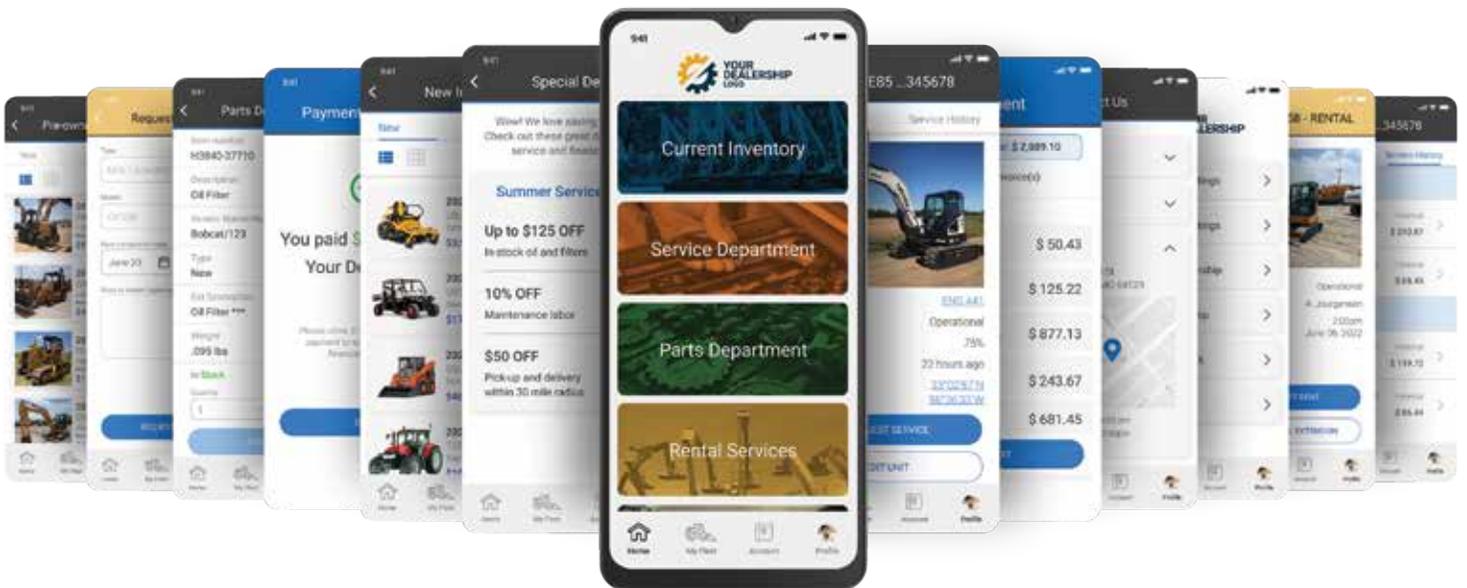
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Farm Credit East Cares Donates \$75,000 to Charitable Organizations

More than 80 northeast organizations received funds resulting from 2022 employee contributions

ENFIELD, Conn. — Farm Credit East announced the Farm Credit East Cares Community Fund donated more than \$75,000 to various charitable organizations throughout the Northeast. Since the program's 2011 inception, Farm Credit East Cares has contributed more than \$1 million to various Northeast charities and disaster relief efforts.

"Voluntary staff contributions, along with a match approved by Farm Credit East's board of directors, provides staff the opportunity to give to local community initiatives of their choice," said Craig Pollock, Farm Credit East senior vice president and Farm Credit East Cares coordinator.

More than 80 northeast organizations received funds resulting from 2022 employee contributions. Recipients included food banks and hunger relief efforts, youth and agricultural education programs such as 4-H, community and health support organizations, and programs to enrich the agriculture community.

"Farm Credit East Cares continues to make a meaningful impact in our local communities," continued Pollock. "Initiated by our employees, I'm humbled each year by our team's generosity to support important causes that make a difference in both rural and urban communities."

The Farm Credit East Cares Community Fund was established by Farm Credit East employees who raise contributions with a Farm Credit East match. The Fund's primary intent is to provide support for farm families and organizations impacted by disasters. In years without widespread natural disasters in the region, funds are contributed to various not-for-profit charitable organizations. Since 2011, Farm Credit East Cares has donated more than \$1 million.

~ From Farm Credit East
Morning Ag Clips - 12.21.22

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