

Northeast DEALER

The Newsletter of NORTHEAST EQUIPMENT DEALERS ASSOCIATION, INC.

www.ne-equip.com

AUGUST 2017 • Vol. 19, No. 221

EQUIPMENT THEFT AT 7 DEALERSHIPS BE ON THE LOOKOUT!!!

NEDA reported to NER that over the weekend July 1st to 2nd, the below described Kubota Zero Turn Mower was stolen from a dealership in North Cohocton, Steuben County, New York.

EQUIPMENT DETAILS:

Make/Model: 2016 Kubota Z-122-EBR-48
Type: Zero Turn Mower with 48" deck
Machine Serial Number: 15297

• • •

NEDA reported to NER that sometime July 9th or 10th, the below described John Deere Utility Vehicles were stolen from a dealership in Mohnton, Pennsylvania. If you have any information, please contact the Pennsylvania State Police, and reference Report: PH2017-742215.

EQUIPMENT DETAILS:

Make/Model: 2016 John Deere XUV-825i Gator
Type: Utility Cart/Vehicle
Product Identification Number: 1M0825GEKGM117755
Olive body color with silver alloy wheels

Make/Model: 2016 John Deere XUV-825i Gator
Type: Utility Cart/Vehicle
Product Identification Number: 1M0825GEPGM112604
Camouflage body color

Make/Model: 2016 John Deere XUV-590i Gator

Type: Utility Cart/Vehicle

Product Identification Number: 1M0590TEPHM020238

Camouflage body color, alloy wheels

• • •

NER is forwarding this theft alert from Cayuga County Sheriff's Office regarding the theft on 6/23-6/24 of a Terex machine from Sennett, New York.

Please see the Cayuga County bulletin for more details, or contact Cayuga County Sheriff's Office directly at 315-253-1222.

EQUIPMENT DETAILS:

Make/Model: 2016 Terex TC-35
Type: Mini Excavator
Serial Number: TC03520123

• • •

NEDA reported to NER that on June 14th, 2017, the below described John Deere XUV Gator Utility Vehicle was discovered missing from a new equipment dealership on State Route 14, East Palestine, Ohio. It is unclear when the theft occurred.

continued on page 8

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DIVIDEND HISTORY



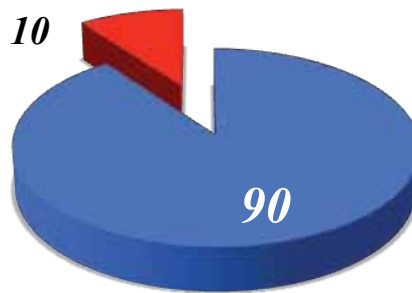
<u>Policy Year</u>	<u>Dividend</u>
2014-2015	20.0%
2013-2014	15.0%
2012-2013	15.0%
2011-2012	5.0%
2010-2011	20.0%
2009-2010	25.0%
2008-2009	37.5%
2007-2008	20.0%
2006-2007	35.0%
2005-2006	37.5%



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

Observations **FIELD** from the



Tim Wentz
Field Director /
Legislative Committee
Chairman
717.576.6794

Dealers continue to be cautiously optimistic, although a significant number voiced continuing frustration(s) with their manufacturer(s) relationship. These frustrations are primarily focused on being valued as an equal partner, parts pricing (double and triple fold increases), availability (parts and wholegoods), interest rates/floor plan finance programs, product quality and support (or lack thereof), warranty (process and payment), market share/performance standards and for a select few revised dealer agreements/company policies and their equal application to all retailer representing the manufacturer (Big Box stores included).

With those frustrations in mind, I think it's important to talk about the work NEDA, EDA and the IRTF (Industry Relations Task Force) undertake on behalf of our member dealers and how you maximize the value of your dues investment(s). If I had to use one word it would be PARTICIPATION, and if I could add another it would be COMMUNICATION!

Some of you have already read the AGCO and JD meeting notes (released in July) others received a solicitation for input in preparation for the upcoming New Holland IRTF visit and others the revised Cub Cadet Dealer agreement review. Simply put the ITRF program works best when YOU participate in the process! Please respond to the solicitations (what is working & what is not), ask to sign a "revised" dealer agreement, receive addendums and ask us if they have been reviewed? If you submitted a question to the IRTF and did not see the issue addressed in the manufacturer meeting notes challenge us, so we can follow up on your behalf. The question may have been addressed, but didn't make the meeting minutes.

In addition to the manufacturer visits, I'm aware of at least 4 dealer contract or captive finance agreement reviews that were completed by the IRTF in the last 12-18 months. Some of those reviews resulted in manufacturers' agreeing to make changes to the dealer agreement and others didn't. More importantly, all of the reviews we conducted empowered dealers with a clearer understanding of the agreement and knowledge that they need to effectively evaluate their risk/position. I have often said that, when push comes to shove, there are only two things that really matter: your dealer agreement and the state's dealer law. Please know that NEDA is working hard to ensure that your dealership has the best of both!

NEDA's Legislative report:

In June, I told you that NEDA was tracking 250 State and Federal bills on your behalf. I'm happy to report that Dave has added a report function to our website at <http://www.ne-equip.org/legislative-update/> for your reference and review.

continued on page 4

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 may be reproduced only when permission is obtained from the publisher and the association.

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Rebates to Non Tax Exempt Customer Procedures

To All Maine Dealers:

It has come to our attention from a member of the Northeast Equipment Dealers Association the State of Maine is starting to enforce policies on how sales tax is collected after rebates are taken on the purchase of equipment to non-tax exempt customers. This is law and the law states:

"Rebates provided by manufacturers to purchasers of tangible personal property are not discounts allowed between the retailer and the purchaser. Sales tax is computed on the total sale price without any deduction for the manufacturer's rebate. The fact that the rebate is assigned by the purchaser to the retailer does not change this result."

A proper example of a sale like this with a rebate would be as follows:

Sale price of Equipment	\$20,000
Maine State Sales Tax (5.5%)	\$ 1,100
Total Sale Price	\$21,100
Rebate	\$ 2,000
Total Sale after Rebate	\$19,100

The rebates are to be included in the sales price to which sales tax is charged. It's stated pretty clearly on the bottom of page 1 of this Sales Tax Bulletin.

<https://www1.maine.gov/revenue/salesuse/Bull2410152015.pdf>

Additionally, here's a second bulletin that is more general, but it also references the rebate process:

<https://www1.maine.gov/revenue/salesuse/Bull3920160623.pdf>

See page 6 for related article!

Observations continued from page 3

Dealer Laws:

CT SB 821 (amending the warranty section) passed out of the Connecticut Senate on a unanimous vote and was passed by the House on an 80-70 vote. Unfortunately the Governor vetoed the legislation and we will have to start anew in the next session.

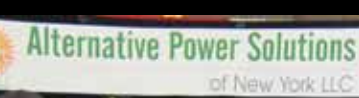
PA HB 1348 (amending the PA dealer law) has been introduced and is assigned to the House Ag Committee Chaired by Rep Causer. We are working hard to garner legislative support and are hopeful that this time around we will be able to improve the language and keep the bill moving forward through the legislative process and enacted.

Right-2-Repair:

NY - AB 8192 & A04066, MA - H2784 & SB 938 and NJ A4934, NJ A5130 have all been introduced. NJ A5130 is specifically focused on Farm Equipment & Lawn Mowers.

Successful dealers have learned to pay attention to the details and use every opportunity to exploit that KNOWLEDGE to their advantage!

**REAP the benefits of membership
and your PROFITS will follow!**





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NEDA Member Empire Crane Company Earns EDA Foundation Scholarship Award

The Equipment Dealers Foundation (EDF), the charitable organization of the Equipment Dealers Association (EDA) has selected 15 men and women to receive a scholarship for the 2017-18 academic year. The objective of EDF's scholarship program is to support the education, training and advancement of current and potential employees in the equipment industry. Scholarships were awarded for a wide range of educational opportunities including technical training and four year degrees. Congratulations to the following **NEDA member student: CHLOE LONERGAN, Empire Crane Company**, North Syracuse, NY.



Important Sales Tax Notice To All Dealers Selling Into The State of Maine

Starting Oct. 1, 2017, any seller of tangible personal property, whether the products are transferred electronically or delivered into Maine, must charge, collect and remit sales tax if gross revenue from sales into Maine is greater than \$100,000 or they had more than 200 separate transactions in Maine in the previous or current calendar years. See Bill # S.P. 483/L.D. 1405....read the bill at:

<http://www.mainelegislature.org/legis/bills/getPDF.asp?paper=SP0483&item=4&snum=128>
or:

<https://www.ne-equip.org/wp-content/uploads/2017/06/LD-1405-as-enacted.pdf>

~ Provided by HBK CPAs & Consultants

See page 4 for related article!

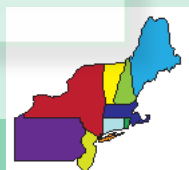
Did You Know?

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.



TRADE SHOW OPPORTUNITIES

FROM LEE TRADE SHOWS, INC.



October 13th, 14th, 15th, 2017 – Frankfort, NY

Ask yourself, can my business take advantage of an event that brings together a group of people from our area who embrace their upstate NY lifestyle? Just such an event, The "Country Living Expo" is coming to the Herkimer County Fairgrounds in Frankfort, NY this October. A successful show needs to be at the right time of year, at the right location and properly promoted. Presented by Lee Newspapers, Inc., publishers of the Country Editor and a company with over 30 years experience producing both consumer and commercial targeted expos, the Country Living Expo will have all three!



November 4th, 5th, 2017 – Fort Worth, TX

The Angus Convention is the industry-leading event hosted by the American Angus Association. It is defined by quality education seminars, a solution-oriented trade show, Certified Angus Beef® meals, ample networking opportunities and the Annual Meeting of Delegates for the American Angus Association.



January 9th, 10th, 11th, 2018 – York, PA

The Keystone Farm Show kicks off the farm show season each year. It's the largest commercial farm equipment and service provider trade show in the state of Pennsylvania. Producers from Pennsylvania and surrounding states travel to York to view the newest products and technologies of exhibiting companies. This trade show provides a platform for a diversified marketplace. Companies on hand showcase products and services for dairy, beef, crops and a variety of small animals.



January 16th, 17th, 18th, 2018 – SRC Arena, Syracuse, NY

The Empire State Producers Expo provides a platform for producers from NY, surrounding states and eastern Canada to interact with and learn what others are doing in their prospective industries. Along with producer to producer interaction, exhibiting companies have the opportunity to conduct education based sessions, while showcasing products and services offered. A key focus of this event is the offering of DEC pesticide recertification credits and Certified Crop Advisor (CCA) credits during the appropriate educational sessions.



January 17th, 18th, 19th, 2018 – Fishersville, VA

The Virginia Farm Show is the only agricultural trade show in Virginia that caters to full-time as well as part-time farmers. In addition to exhibits of all the major lines of equipment and services, there is a Skid Steer Rodeo for attendees to participate in and watch. The Diamond Level Sponsor of this event is the Virginia Farm Bureau. This event enables participants to compete for trophies and cash prizes for all major lines of skid steers.



April 4th, 5th, 2018 – Syracuse, NY – Now in 2 Buildings. Early Pricing Deadline Sept 1st

For over 30 years, the Hard Hat Expo has drawn a quality crowd of contractors and municipalities from the New York State market area. Annually held at the New York State fair grounds, it's the only construction show east of the Mississippi. The two day show consistently draws between 4,000-8,000 attendees that are in the position to make buying decisions for their companies or municipalities. Exhibitors include businesses that provide equipment, products and services to the construction, municipal and industrial markets.

REMEMBER OUR TRADE PUBLICATIONS

- Country Folks
- Country Folks Grower
- Country Folks Mane Stream
- Wine & Craft Beverage News
- Hard Hat News
- Waste Handling Equipment News
- North American Quarry News



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News

In Memoriam

R. GLEN DETWEILER ☞ Detlan Equipment, Inc. | Silverdale, PA

R. Glen Detweiler, 74, of Silverdale, PA; died on Saturday, March 4, 2017.

He was the loving husband of Diane R. (Derstine) Detweiler for 52 years. Glen was born in Sellersville, PA to the late Roland M. Detweiler and the late Margaret "Peg" (Landes) Detweiler.

He attended Pennridge High School and then attended Spring Garden Institute, Philadelphia. Glen worked as plumber's assistant, a truck mechanic, a mechanic/foreman. His lifelong job was the owner and operator of Detlan Equipment, Inc. in Silverdale, PA for more than 45 years.

Glen and his wife, Diane volunteered from 1965-1966 in 1-W service at Hitchcock Hospital in Dartmouth, NH and then in 1972 with Mennonite Disaster Service during the Wilkes-Barre Flood.

In addition to his wife, he is survived by a son, Steve Detweiler & wife, Lori of Souderton, PA; a daughter, Sheryl Moyer & husband, Geoff of Franconia, Pa.

Memorial contributions may be made to: Blooming Glen Mennonite Church, P.O. Box 238, Blooming Glen, PA 18911.

BE ON THE LOOKOUT!!!

continued from page 1

EQUIPMENT DETAILS:

Make/Model: John Deere XUV-825-i

Type: Gator Utility Vehicle

Product Identification Number: 1M0825GEAHM130237

• • •

Between Monday June 19th and Wednesday June 21st, 2017 the below described Bobcat Skid Steer and attachments were stolen from the median of the Taconic State Parkway in New Castle, New York. New York State Police report: 7634896. Contact Investigator Hoeverman 914-742-6395

EQUIPMENT DETAILS:

Make/Model: 2016 Bobcat S-650

Type: Skid Steer Loader

Product Identification Number: ALJ816960

Also taken were a hydraulic hammer attachment, pallet forks and a bucket.

• • •

NEDA reported to NER that in the early morning hours of Saturday June 17th, 2017, thieves cut the fence and entered an adjoining property to an equipment dealership in Clymer, New York with a box truck, and stole the two new commercial mowers described below. They also attempted to steal a Gator Utility Vehicle but abandoned it near where they cut the fence. Chautauqua County Sheriff case #: 17-21577

EQUIPMENT DETAILS:

Make/Model: John Deere Z-920-M

Type: Commercial Zero Turn Mower, 60"

Product Identification Number: 1TC920MCHHT05150

Make/Model: John Deere Z-997-R

Type: Commercial Zero Turn Mower, 60"

Product Identification Number: 1TCZ997RVFC012068

Law Enforcement - For access to NER's equipment ownership registration and theft records, and for machine identification assistance, call NICB: 800-447-6282. For online access, see www.ner.net/law-enforcement.html.

• • •

Another reported theft occurred July 2, 2017 in New Holland, PA. Call Dwight Hurst - 301-789-7577 with any information.

EQUIPMENT DETAILS:

Make /Model: 2017 Hustler MDV 1200-D - Maximum Duty Vehicle

Model #: 934018

Product #: AOE34018AHAD00061

Yellow & Black 4WD UTV with Hydraulic Level Lift Bed
Kohler Diesel Engine, Model D1200 --Inv. # 1705020

**Report suspicious activity
involving equipment.
If something doesn't add up,
Dial 911!**



Should You Diversify?

To use this tool, rate each Diversification Reason on a scale of 1 to 10, with 1 meaning that factor is not at all important to you, and 10 meaning that factor is something you absolutely must have in any diversification choice you would make. Put that score next to each reason, in the Importance column.

When you are considering a diversification option, rate it on each of those Diversification Reasons, using the same 1 to 10 point scale, and place that number in the Fit column. Now you simply multiply the Importance times the Fit and the resulting score will help you compare your options.

So, why bother with this tool? This simple approach to analyzing your options should make it easier for you to see which diversification choices are right for you...and which you should be running away from. The person encouraging you to choose a particular diversification opportunity may honestly believe it is a great choice for you, but in reality, only you can know if it meets your unique objectives. This tool insures that you will focus on the opportunities that best fit your goals within your constraints.

Diversification Reasons	Importance	Fit	Score
Draw: Most advertising is designed to bring customers to your operation in the hope that while they are there your salespeople will make sales. "Draw" can replace that advertising cost with a product that makes a profit, but is still discounted enough to draw people to your operation.			
Complements core product line: The customer is in your facility, and they are getting ready to purchase one of your core products – wouldn't it be nice if you could also sell them several more things that go along with the item they're already purchasing?			
It's counter-cyclical to your core business: It's counter-cyclical to your core business.			
You want to enter a new market(s): Many markets haven't changed in a long time, and this opens up opportunities to market and sell differently than your competition could ever dream of. This is an especially good direction if your core business is one of those mature markets where it is just tough making a living.			
Compatibility with existing facility: Some businesses would make sense in your current facility, others would require a massive amount of renovation or construction. When you have to spend a lot up front, your risk is higher.			
Compatibility with current skills/competencies: You have a team that has brought you this far. Building a new team is a potential challenge, and that raises your risk. On the other hand, you may be seeing the need to develop some new talent to help carry you forward into new markets and/or bring fresh thinking to your existing markets.			
Profit margins are high: If your core market is relatively mature, your profit margins have probably been eroding. Adding a high margin product line can have significant benefits on your bottom line.			
ROI is high: Think about it this way – your current business is covering your overhead and still showing a profit. If a new product line requires minimal additional equipment or staff, it can bring you a HUGE return on that investment.			
Retain existing management: Skilled and loyal managers are difficult to find, and harder to retain. In most cases, you don't want to consider a product line that will require you to add significant management talent. The other side of this argument is when your core business is in a declining market, and you don't want to lose your skilled managers as things slow. Diversification can offer a future for those good managers.			
Develop new management: Sometimes you want a way to develop new management talent without disturbing your current management team; your diversification can be a "talent incubator".			
Retain existing labor resources: Much like your management team, you have some skilled and loyal "front line troops". They are hard to replace, and you don't want to lose the best of your team. Diversification can shift some great employees into new opportunities. You win, and they have a chance to grow.			

If you feel more comfortable with a single "score", you are free to sum the right column, but we suggest you begin by simply looking at the Diversification Reasons that got the high scores. The high scores are telling you that you valued those reasons AND that you believe this particular option is a good fit. Perhaps it's time to ask yourself if this is the day you will take a step to transform your company...and if not today, which day would be the right day to begin making important changes?

EDA ANNOUNCES WEBINAR SERIES FOR OPE DEALERS

The EDA has announced the development of a series of six webinar specifically designed for equipment dealers who sell outdoor power products. The series is set to kick off in August and will run through January with one webinar being produced each month.

EDA is pleased to be working with two Associate Members on this series, ARI and Team SI. Each group has prepared three webinars that address issues and concerns that OPE dealers struggle with. Topics and schedule are as follows:

1. **Thursday, August 17 – Team SI: Understanding the Customer Journey to Online Purchase**
2. **Thursday, September 21 – ARI: Charting Your Digital Marketing Game Plan**
3. **Thursday, October 26 – Team SI: Your Website: The Foundation of all Your Marketing**
4. **Thursday, November 16 – ARI: SEO for Beginners: Best Practices & Successful Tactics**
5. **Thursday, December 14 – Team SI: The Power of Data-Driven Marketing using TraDigital**
6. **Thursday, January 18 – ARI: Online Advertising 101: Build Paid Campaigns that Drive ROI**

ALL WEBINARS WILL BEGIN PROMPTLY AT 12:00PM (CST)

The entire webinar series is FREE to EDA members! If you would like to join, please complete the membership application at: <http://www.equipmentdealer.org/becomeMember>

www.equipmentdealer.org/becomeMember. If you have questions about membership or wish to confirm your membership status, please call our office at 636.349.5000.

In addition to these webinars, BOTH ARI at: <https://arinet.com/> and Team SI at: <http://www.teamsi.com/> are offering a special deal for new EDA members! ARI is offering members 50% off website set-up fees and Team SI is offering a free website audit! Please mention your EDA membership when contacting either company. REGISTER NOW!

During registration you will be prompted to select as many webinars in the series as you would like to participate in. After registering, you will receive a confirmation email containing information about joining the webinar.

How to Determine Used Equipment Values

By Kim Schmidt posted on June 7, 2017

Posted in Best Practices, Used Equipment Remarketing, Operations & Finance

Updated on June 15, 2017, *Ag. Equipment Intelligence*

1. Dealers should be consulting multiple sources and data fields in order to accurately assign values to used equipment.
2. Assign the Right Value to Used Equipment.
3. Learn How to Appraise Equipment From Others.
4. Reduce Remarketed Inventory. Please read the entire article at: <https://www.farm-equipment.com/articles/13996-how-to-determine-used-equipment-values-weekly>

Some Dealer Takeaways

- Consult multiple sources before assigning a value to a piece of used equipment. Possible sources include, recent auctions, your dealership's sales history, inline dealers, competitive dealers and equipment jockeys.
- If you realize you priced a used unit incorrectly, address it immediately and adjust the price.
- Educate your sales staff on what to look for when evaluating equipment, including tire condition, cosmetic damage, how many nicks or scrapes, any deep scars and the condition of the paint.
- In addition to the cosmetic condition of a unit, take what you know about the customer into consideration when determining its value. What does the farm look like? Does he work his equipment hard? What history does he have with used equipment?

THE ELOG MANDATE IS HERE!

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



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Tim Wentz, Field Director / Legislative
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Scott Grigor, NY Farm Show Manager
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OPE Manufacturers Finish Strong in EDA's Dealer-Manufacturer Relations Survey

Since 2012 we have implemented several enhancements to the Dealer-Manufacturer Relations Survey, such as improved rating scales and manufacturer category comparisons. Most importantly we have added more OPE and tractor manufacturers to the survey rankings to beef up that side of our members' business and product offerings.

One of the most significant observations since we have included more OPE manufacturers in the survey is that OPE manufacturers consistently rank higher than the agricultural OEMs

Read More at: <http://news.equipmentdealer.org/news/association-news/ope-manufacturers-finish-strong-EDAs-dealer-manufacturer-relations-survey%0D%0A>

What Keeps OPE Dealers Up at Night?

Ever wonder what issues keep dealers up at night? The general concerns that seem to be on dealers' minds include profit margins, cash flow, and finding qualified and engaged employees, among others. Over the years, several priority issues have been addressed by EDA's OPE Council.

Read More at: <http://news.equipmentdealer.org/news/manufacturer-news/what-keeps-oep-dealers-night> (EDA)



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"At Fastline Media Group we are always looking for new ways to disseminate important and timely information to our equipment dealer customers," said Susan Arterburn, Marketing Director. "As industry experts in the field of agriculture marketing, Webinar Wednesday provides a unique way for us to share and communicate with equipment dealers."

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Truck Driver Drug Test Failure Rate Rises to Highest Level in Seven Years

A new U.S. Department of Transportation drug testing report shows that the overall 2016 random positive drug test rate for truck drivers and other DOT security-sensitive employees rose to its highest level since at least 2009, including year-over-year increases in three of five drug categories.

The overall 2016 drug testing failure rate for all tests reported by certified labs increased to 1.98%, from 1.85% in 2015, the report said.

Of all the drugs identified in DOT urine tests, more commercial motor vehicle drivers tested positive for marijuana in 2016 than any other drug category.

The rate of positive tests for amphetamines continued to climb at a rapid rate, followed by increases in cocaine test failures. The positive rate for cocaine rose after declining the past three years, according to the data compiled by DOT's office of drug and alcohol policy and compliance.

The failure rates for phencyclidine, or PCP, remained roughly the same, but declined slightly in the test category that includes heroin, codeine and morphine.

In 2016, roughly 97% of the 5.5 million lab-reported random DOT tests were taken by truck and bus drivers, down from 6.3 million tested in 2015, according to the report. The decline in overall numbers of tests taken was largely due to a reduction in the agency's required random testing rate to 25% of commercial driver license holders in 2016, compared to 50% in 2015.

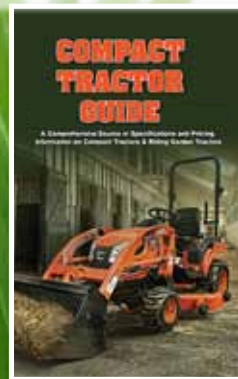
Drivers who fail their drug tests are immediately no longer permitted to drive until they voluntarily enter a program for evaluation and treatment for substance abuse if they wish to return to duty. They also must pass a subsequent drug test, according to FMCSA regulations.

Despite a nationwide opioid overdose epidemic, DOT has not yet approved testing for the highly-abused pain medicine. However, in a January notice of proposed rulemaking, the agency took a step toward requiring opioid testing for the prescription medications of hydrocodone, hydromorphone, oxycodone and oxymorphone. A final rule to add the test panels has not yet been issued.

Unlike marijuana, amphetamines stay in a user's system for a short time. She suspects that the steady increase in the amphetamines category since 2010, is due to the agency's decision to include a test for MDMA, or ecstasy, that year.

~ Provided by Trucking Association of New York
Transport Topics

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Charter Software Inc. Adds Dealer Spike Interface to the ASPEN Business Management System

New interface makes it fast and easy for dealers to upload unit information and keep their online inventory up to date.

Charter Software Inc.'s July 2017 release includes the addition of the *Dealer Spike Interface to the ASPEN Business Management System*. Dealer Spike is a world-wide digital advertising company focused on helping dealers increase sales and service profitability through online digital advertising and training, including mobile responsive websites. Using the new Dealer Spike interface, ASPEN customers can access model data, view images and transact directly from the dealer's website showroom, increasing the dealer's online conversions.

The Dealer Spike Interface makes managing an online store quick and easy. The Unit Inventory Feed component automatically uploads units and images from ASPEN to Dealer Spike to populate the dealer's website, making it faster and easier for dealers to manage and grow e-commerce sales. Charter added similar functionality from Commercial Web Services (CWS) earlier this year.

"Every month dealers spend hours manually managing their online equipment listings. ASPEN's new

Dealer Spike interface allows them to store a public description and images for each unit and use our Business Management System to seamlessly upload inventory changes to their online store" said Anne Salemo, Charter Software Inc. President/CEO. "That's important because it allows the dealer to focus on selling their equipment and better serve their customers with an accurate, complete description of the available units."

ASPEN Business Management System uses Microsoft .NET and SQL Server to offer dealers strong security, a reliable, manageable IT infrastructure, and easy integration with Microsoft applications. For more information on ASPEN, Charter Software and the Dealer Spike interface, please visit <http://chartersoftware.com/> or contact us via email at solutions@chartersoftware.com, and phone at 303.932.6875.

Charter Software provides scalable, integrated Microsoft-based business management software designed to increase communication and profitability across all departments for equipment dealerships, golf car, and turf distributorships. ASPEN. Charter Software is endorsed by the Northeast Equipment Dealers Association.





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Precision Technology Gets a Boost as Use of Strip-Till Expands

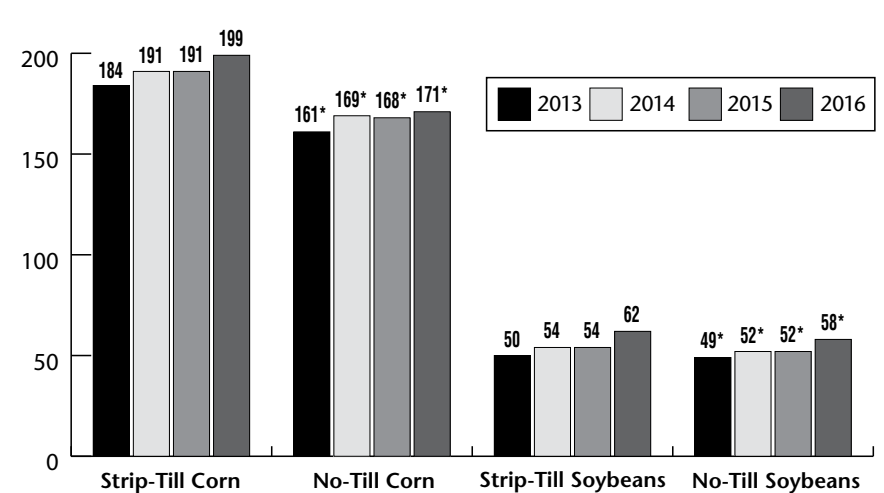
The 446 farmers who responded to the 4th Annual Strip-Till Operational Benchmark Study strip-tilled 469,425 acres in 2016, up 12% over the previous year's total of 433,004 acres. On average, farmers reported strip-tilling about 75% of their total acreage, the highest total in the history of the survey and well ahead of the last two studies, which averaged about 63%.

Farmer's use of strip-till has continued to grow as they seek to emphasize soil health along with effective soil seedbed preparation while reducing inputs and increasing crop yields. It's often referred to as a "marriage of no-till and full-width tillage." Along with strip-till's growing use is the increasing adoption of precision farming technologies.

~ Courtesy of

Agriculture Equipment Intelligence

Average Per-Bushel Yields for Strip-Till vs. No-Till — 2013-16



*No-till averages according to 9th Annual No-Till Benchmark Study

In 2016, 98.8% of respondents strip-tilled corn, consistent with the last 3 years when the average was 97.3%. However, for the first time, more than half of respondents (55.5%) said they strip-tilled soybeans in 2016, a double-digit increase over 2015 (44.1%).

JUNE U.S. UNIT RETAIL SALES



Equipment	June 2017	June 2016	Percent Change	YTD 2017	YTD 2016	Percent Change	May 2017 Field Inventory
Farm Wheel Tractors-2WD							
Under 40 HP	16,270	14,795	10.0	78,843	70,337	12.61	70,957
40-100 HP	5,842	5,891	-0.8	27,556	27,882	-1.2	33,474
100 HP Plus	1,335	1,608	-17.0	8,394	9,764	-14.0	8,146
Total-2WD	23,447	22,294	5.2	114,793	107,983	6.3	112,577
Total-4WD	160	186	-14.0	1,029	1,096	-6.1	754
Total Tractors	23,607	22,480	5.0	115,822	109,079	6.2	113,331
SP Combines	445	375	18.7	1,670	1,777	-6.0	988



Large Ag Equipment Sales Drop Again

North American large ag equipment sales were down in June as Canadian year-over-year sales were negative, according to the latest numbers released by the Assn. of Equipment Manufacturers.

U.S. sales declines narrowed to -11% in June compared to -16% in May. "Row-crop tractors and 4WD tractors were responsible for the decline with both posting approximately 20% declines year-over-year; combines grew 5% in June," Mircea (Mig) Dobre, analyst with Baird Equipment Research says in a note to investors, "Mid-range and compact tractors both continued growth trends in low single digits and low double digits, respectively."

~ Courtesy of

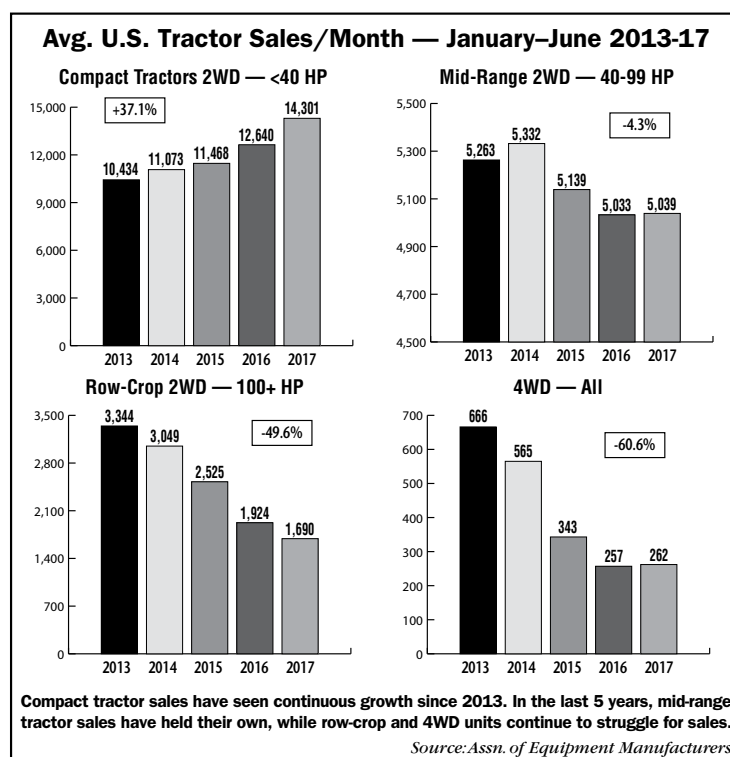
Agriculture Equipment Intelligence

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2017 Mid-Year Review of N.A. Tractor Sales & Dealer Sentiments

Since the start of 2017, farm equipment dealers' level of optimism has varied by as much as 10-11% from one month to the next. But compared to the same period last year, when their optimism level ranged from 31% "less optimistic" in January to 4% "less optimistic" in May, you could safely say that dealers are feeling better about the business prospects this year. Which is pretty interesting when you consider the charts below that plot average monthly tractor sales for the first 6 months of each year from 2013 to 2016.

~ Courtesy of
Agriculture Equipment Intelligence



Deere's Issues Retail Sales Comment for June

John Deere issued its monthly retail sales report for June 2017 following the Assn. of Equipment Manufacturers' release of June ag equipment sales for North America.

June 2017 Retail Sales		
U.S. & Canada Ag	Industry*	Deere**
2WD Tractors (< 40 PTO HP)	Up 13%	Up single digit
2WD Tractors (40 < 100 PTO HP)	Up 1%	Down single digit
2WD Tractors (100+ PTO HP)	Down 19%	Down slightly more
4WD Tractors	Down 23%	Down slightly more
Combines	Up 5%	Down single digit
* As reported by the Assn. of Equipment Manufacturers		
**As reported to the Assn. of Equipment Manufacturers		

May 2017 Dealer Inventories***		
U.S. & Canada Ag	Industry*	Deere**
2WD Tractors (< 40 PTO HP)	52%	Lower than industry
2WD Tractors (40 < 100 PTO HP)	59%	Lower than industry
2WD Tractors (100+ PTO HP)	49%	Lower than industry
4WD Tractors	31%	Lower than industry
Combines	28%	Slightly lower than industry
* As reported by the Assn. of Equipment Manufacturers		
**As reported to the Assn. of Equipment Manufacturers		
*** In units as a % of trailing 12 months retail sales, as reported to the Assn. of Equipment Manufacturers		

Deere's Path to Recovery

Following an investors' meeting with Deere & Co., Mircea (Mig) Dobre, senior analyst with RW Baird, offered his thoughts on the company's path to potential recovery when the big ag equipment market makes its turnaround.

In a note to investors, Dobre reported, "Deere is producing closer to retail demand in large ag, after meaningful underproduction last year. Management believes it is too early to call for inflexion in North America large ag demand with higher commodity prices needed to return to mid-cycle levels, yet signs of stabilization have emerged."

~ Courtesy of Agriculture Equipment Intelligence

FMCSA Publishes Guidance on HOS Exemption, Clarifies ELD Requirement

Recently the Federal Motor Carrier Safety Administration (FMCSA) posted new guidance clarifying a slight modification to how they interpret the HOS agricultural exemption, and how it will work with the upcoming ELD mandate.

This new guidance was issued in response to a slight change in how the agency is interpreting the exemption. Traditionally we have interpreted the 150 air mileage exemption as counting towards work done within the radius throughout the day, however, now the interpretation is being applied to any work being done within the radius (loading/detention time/etc.) whether they are operating within the radius throughout the day or just at the beginning of their trip.

For example, if a carrier hauling cattle from Montana to Colorado starts their day at a hotel location near the loading point then all time spent waiting to load, loading and driving within the first 150 air miles (172 actual miles) is covered under the exemption and not until the carrier is outside that radius does the hours of service clock begin. The document also goes on to explain how this interpretation will work with the new electronic logging mandate.

A copy of the guidance can be found here: <https://www.fmcsa.dot.gov/hours-service/elds/electronic-logging-devices-elds-hours-service-hos-and-agricultural-exemptions>

~ Courtesy of ATA Ag & Food Transporters Conference

Federal Labor Laws and Penalties by Company Size

Click on the link for an overview of various civil penalties that may apply if an employer is found to have violated certain federal employment laws. Depending on the law and violation, employers may be subject to lawsuits brought by individuals or the federal agency responsible for enforcement of the law, as well as civil fines. Criminal penalties, which are not covered in this summary, may also apply. HR360, 50 Washington Street, Suite 411, Norwalk, CT 06854, Phone: (203) 977-8100, visit www.hr360.com or read more at: https://www.ne-equip.org/wp-content/uploads/2017/07/Federal_Labor_Law_Penalties_by_Company_Size.pdf

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