

# Shortliner

FarmEquip.org



Our Members Bring Choice, Value & Innovation To Agriculture

Volume 66 Number 11 July 13, 2016

## A Big Thanks to Supplier Members for Time, Commitment

While the pages of this *Shortliner* newsletter and our *Ag Innovator* magazine have begun promotion of our Marketing & Distribution Convention in San Diego, the leadership of our Supplier Section is hard at work planning our annual spring meeting, where the focus is on the supply chain, including our own Supplier Product Showcase.

We continue to be blessed with talented and committed leadership in our Associate Supplier Section. With the support of their companies, members of our Supplier Section Board of Governors spend many hours each year working to improve the format and content of programs that draw members to our annual meetings.

This leadership group recently met at the Ingersoll Tillage Group offices in Hamilton, Ontario to discuss strategies to draw not only executives from our regular member companies to the spring meeting but also purchasing agents and engineers.

The Association's Board of Directors fully endorses this renewed effort by our Supplier Section Board of Governors, and the Association staff is eager to assist.

When we look at the composition of our more than 350 supplier members, we see names of companies who have supported our Association for over half

a century. Others, in fact about a third of supplier members, have joined in the past five years.

Regardless of how long we've known you, the key to your continued success in the Association is to get involved, ask questions, and share ideas. It all leads to business opportunities. To become more involved, contact any member of our Supplier Section leadership listed on this page.

If you're interested in raising your profile among manufacturers, I encourage you to consider advertising in this newsletter and in *Ag Innovator*. To learn more, please contact Kristi Ruggles at (314) 878-2304 or Kristi@FarmEquip.org.

And, mark your calendars now for the 2017 Supply Chain Summit & Product Showcase, April 5 to 7 in Little Rock, Ark. This is our first meeting in Little Rock, and considering the creative ideas that have come from the supplier section recently, I doubt the location will be the only first for this spring meeting.

Vernon Schmidt  
Executive Vice President  
Vernon@FarmEquip.org  
(314) 878-2304 s

Steve Kertesz, Chairman  
Ingersoll Tillage Group  
skertesz@ingersolltillage.com

Jon Sherrod, Secretary  
Bondioli & Pavesi, Inc.  
jdscherrod@bypusa.com

Jamie Silver, Vice Chairman  
Muir Omni Graphics  
jamie@muirgraphics.com

Joe Sampson, Treasurer  
Osmundson Mfg. Co.  
jws@osmundson.com

Chris Witt - Dotson Iron Castings  
cwitt@dotson.com

Marc Adams - GBGI  
marca@gbsa.com

Jim Parsons - Myers Spring Co. Inc  
jim@myersspring.com

Steve Nichol - Technical Publication  
Associates, Inc.  
Steve@tpaone.com

Scott Moss - Comer Industries  
smoss@comerinc.com

Mike Lessiter, Supplier Sect. Rep.,  
Board of Directors  
Farm Equipment/  
Ag Equipment Intelligence  
mlessiter@lesspub.com

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## Shortliner

The *Shortliner* newsletter is published twice-monthly for members of the Farm Equipment Manufacturers Association. If you have questions, comments, need to update your mailing address or to select your preferred newsletter format, please email [Shortliner@FarmEquip.org](mailto:Shortliner@FarmEquip.org).

This newsletter is also available in an online version and mobile browser version at [m.FarmEquip.org](http://m.FarmEquip.org).

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## Contact

**Farm Equipment Manufacturers Association**  
1000 Executive Parkway, Suite 100  
St. Louis, Missouri 63141-6369  
**Ph:** (314) 878-2304  
[Shortliner@FarmEquip.org](mailto:Shortliner@FarmEquip.org)

## Federal Court Issues Injunction Against Persuader Rule

Calling the Department of Labor's new interpretation of its Persuader Rule "defective to its core," the District Court for the Northern District of Texas issued a nationwide injunction in late June against the final rule. The ruling came just days before July 1, the date on which the new rule's most problematic reporting requirements would have become fully effective.

The Persuader Rule would have expanded reporting requirements under the Labor Management Reporting and Disclosure Act of 1959 (LMRDA). The law would have required financial reporting and disclosure by employers and their consultants of any agreement or arrangement by which the consultant would undertake activities, directly or indirectly, to persuade employees related to their right to organize and bargain collectively.

The rule would ensnare, for the first time, consultants or advisers who provide advice that might have some persuasive impact on the employees—regardless of whether that consultant or adviser has direct contact with employees.

The rule would require attorneys to report on the nature of their engagement

and fees paid if they did any work for the employer in connection with the persuasion of employees, such as training managers and supervisors how to respond lawfully to organizing efforts, providing lawful draft communications, or developing personnel policies.

The District Court for the Northern District of Texas determined the rule:

- Exceeds DOJ's authority under the LMRDA;
- Is "arbitrary, capricious, and an abuse of discretion; and
- Unreasonably conflicts with state rules governing the practice of law, and violates the attorney-client privilege.

The court further ruled that the Persuader Rule would cause irreparable harm to the Plaintiffs by reducing "access to full, complete, un-conflicted legal advice and representation."

The injunction encourages employers to continue to prepare for the possibility of enforcement at a later date, considering the likelihood of more litigation.

*Source: Labor Relations Today* s

## Senate's GMO-Labeling Bill Moves to House

The U.S. Senate passed a bill last week that directs USDA to create a national GMO label standard within two years. Food product producers would be able to use text, symbols or QR codes for consumers to scan labels. The Senate bill also would prevent states from issuing their own mandatory GMO labeling laws.

The late-night vote came after Democrats ran out the procedural clock and blocked Majority Leader Mitch McConnell (R-Ky.) from scheduling votes earlier.

McConnell called the legislation a "compromise bill that would protect middle-class families from unnecessary and unfair higher food prices while also ensuring access to information about the food they purchase."

Democrats who voted for the legislation said they based their vote on science.

"I urge my colleagues to stop denying science and start understanding GMO ingredients are just as healthy for American consumers as any other ingredient," said Sen. Heidi Heitkamp (D-N.D.)

Sen. Richard Blumenthal (D-Conn.)

said the labeling debate is not over whether GMOs are safe or unsafe.

"The labeling would not be in any way a warning to consumers," he said. "It would be informational only. The debate here and the objective of this measure is to provide information as dispassionately, clearly and objectively as possible. That's the goal."

On Friday, House Ag Committee chair Mike Conaway (R-Texas) said he sought clarification from Ag Secretary Tom Vilsack on what he called "problematic provisions" in the bill.

"After spending the past week and a half studying the legislation and meeting with agricultural producers, along with a variety of other stakeholders," Conaway said, "I have come to the conclusion that the Senate bill is riddled with ambiguity and affords the Secretary a concerning level of discretion."

The House will take up the bill before the chamber adjourns.

*Source: DTN's Washington Insider* s

## Home Depot, Others Move to Shrink Store Inventories

Home Depot has begun a new inventory strategy. The retailer is targeting sales growth of nearly 15 percent by 2018 but wants to keep inventory levels flat. That means fewer items on the shelves.

It is a model emerging as retail companies seek ways to drive up profits, meet needs of online shoppers, and reduce the financial burden of their network of stores.

Among retailers making the shift is Wal-Mart Stores. It has reduced what it stores in its back room and widened aisles to reduce the amount of goods on its shelves. In the first quarter, Wal-Mart's inventory rose more slowly than sales, helping to improve gross profit margins.

"It's like oxygen in the store," Wal-Mart CEO Doug McMillon said at the company's annual meeting. "The weight of inventory has been relieved to an extent. And I think that bodes well for the future."

Source: *Wall Street Journal* s

## OSHA Rule Calls for Electronic Submissions

A new rule from OSHA requires certain employers to electronically submit injury and illness data that they already record on their onsite OSHA injury and illness forms. OSHA will analyze the data and use it to more efficiently manage resources for enforcement and compliance assistance.

Some data also will be posted to OSHA's website. The administration says it believes that public disclosure will encourage employers to improve workplace safety and provide valuable information to workers, job seekers, customers, researchers and the general public.

The rule takes effect Jan. 1, 2017; reporting requirements will be phased in based on employer size.

The new rule also requires employers to inform employees of their right to report injuries and illnesses free from retaliation. It clarifies the implicit requirement that an employer's procedure for reporting work-related injuries and illnesses be reasonable and not discourage employees. This section of the rule becomes effective August 10, 2016.

Source: *OSHA* s

## First Vessel Passes Through Expanded Panama Canal

A Chinese ship carrying more than 9,000 containers passed through the newly expanded Panama Canal in late June, officially launching what NBC News describes as a multibillion-dollar bet on a bright future for international shipping.

Nearly two years late due to construction delays and labor strife, leaders of the \$5.25 billion project celebrated its completion with fireworks, flags, foreign heads of state, 30,000 spectators, and the transit of Cosco Shipping Panama, a 158-foot-wide, 984-foot-long, Chinese-owned container ship—the sort of mega-vessel that will now be able to use the canal.

The new locks can accommodate ships that carry up to three times the cargo of those previously able to use the canal.

"There is evidence that the Panama Canal, with this expansion, is an important player not only for regional maritime commerce but worldwide," said Oscar Bazan, the Panama Canal Authority's executive vice president for planning and commercial development. "The canal is a winning bet. (Clients) will benefit from saving not only time but also money, because the canal is a route that shortens distance."

The project comes to completion, however, amid a lull in global shipping due to the drop in oil prices, an economic slowdown in China, the canal's second-largest customer, and other factors that have hit the waterway's traffic and income.

While authorities anticipate increasing commerce between Asia and ports on the

Approximately 600 million bushels of U.S. soybeans, which is 44 percent of total U.S. soy exports, move through the Panama Canal each year.

– Soy Transportation Coalition

U.S. East Coast, doubts remain that not all those ports are ready to handle the huge New Panamex-class cargo ships. Net cargo volume through the canal from the U.S. East Coast toward Asia fell 10.2 percent in 2015, according to official statistics. Meanwhile the Suez Canal in Egypt recently lowered tariffs by up to 65 percent on large container carriers in an attempt to keep its traffic.

"It's important to remember that the canal does not create demand," said Antonio Dominguez, a general manager for global shipping leader Maersk Line, which moves about 14.2 percent of world commerce. "The canal opens the route."

Mark Seib, who represents the United Soybean Board and the Soy Transportation Coalition, said the expansion can be good for U.S. soybeans, but the U.S. needs to strengthen its domestic transportation infrastructure, particularly its inland waterways required to get products into export position.

Sources: *NBC News* and *Southeast Farm Press* s

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## Research Quantifies Hazards of Too Many Hours at Work

Do you work more than 40 hours a week?

You could be harming your physical and emotional health.

Organizations and independent researchers have looked at the effects of working beyond the standard 40 hours a week. Their findings include:

- Working more than 10 hours a day is associated with a 60 percent jump in risk of cardiovascular issues.
- 10 percent of those who work 50 to 60 hours report relationship problems; the rate increases to 30 percent for those working more than 60 hours.
- Working more than 40 hours a week is associated with increased alcohol and tobacco consumption, as well as unhealthy weight gain in men and depression in women.
- Little productive work occurs after 50 hours per week.
- In companies with typical overtime, 23 percent had absentee rates higher than 9 percent. In companies with high overtime, 54 percent had absentee rates that exceeded 9 percent.
- Individuals working 11 hours or more of overtime have an increased depression risk.
- Injury rates increase as work hours increase. Those who work 60 hours per week have a 23 percent higher injury

hazard rate.

- In companies with an 8.7 percent overtime rate, researchers did not find fatigue-related problems. When the overtime rate was 12.4 percent, fatigue-related problems were minor. By the time the overtime rate hit 15.4 percent, fatigue-related problems were severe.
- In manufacturing industries, a 10 percent increase in overtime yields a 2.4 percent decrease in productivity.
- In white collar jobs, productivity declines by as much as 25 percent when workers put in 60 hours or more.

Many of the problems identified above tie to stress, which connect to hormonal balances. Specifically, stress raises cortisol, which can disrupt sleep, appetite, blood pressure, immune system function, memory/cognition, and mood.

The available research shows that most workers in the U.S. are working close to the point where problems may begin. Despite perception to the contrary, science says that your company isn't going to gain much, if anything, if you put in much more than an extra hour or two a day.

Source: *Commentary in Inc.com* **s**

## What to Expect from Brexit

Analysts for agriculture and international trade were among experts scrambling post-Brexit vote to make sense of what it might mean for Britain to no longer be part of the European Union. Much like the legion of economists, politicians and historians who sought to put the vote in context, experts in the farm equipment industry could offer only speculation.

If, for example, the euro and sterling continue to diminish in value relative to the dollar, it will be more difficult to export to the UK.

If the UK changes European restrictions on importing beef, poultry, and pork, however, it could present new opportunities for exporting.

For farmers in Britain, the possibility of fewer restrictions shows promise.

Farming Minister George Eustice said before the Brexit vote that a decision to leave would allow the UK to develop a more flexible approach to environmental protection free of "spirit-crushing" Brussels directives.

"I genuinely believe that the European Union and the idea of this pan-European legal system to try and govern everything to do with our agriculture is fundamentally flawed," he said.

Sources: *FG Insight and The Guardian* **s**

## Oil Prices, Geopolitics Affect Global Dairy Market

The world continues to work its way through the current glut of milk on the market, which is among factors influencing a lackluster quarterly dairy report from Rabobank.

In the second quarter, the world's farmers began to react to lower farmgate prices by slowing growth in production, which caused reductions in export surpluses. Despite higher buying from China in the first half of the year, poor economic performance,

low oil prices and geopolitics continued to weaken demand.

"While we still forecast prices to rise in 2017," said global dairy sector strategist Kevin Bellamy, the forecast is "risk(s) being dampened by continuing weak demand due to low oil prices, trade bans and lack of affordability in emerging markets. As a result, the light at the end of the tunnel remains undimmed."

Source: *Rabobank* **s**

### COMMODITIES



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## Dealer Associations Discuss Merger

The board of directors of the Far West Equipment Dealers Association (FWEDA) has approved entering into merger talks with the Western Equipment Dealers Association (WEDA).

While the news has not been officially released to the public by either organization, it has been shared through several industry channels.

The success of any merger depends upon the outcome of members' votes, and details of the structure of the combined association continue to be discussed.

One source expects creation of a far west region in WEDA with an office and staff based in the region. The new association would have equal representation on its board from the two merged groups.

Both associations have said the merger is an opportunity to provide enhanced services, speak with a more unified voice, and exercise greater influence in dealer-manufacturer relations and other issues.

If approved, WEDA would represent equipment dealers in four Canadian provinces and 17 states in the western U.S. **s**

## WEDA Announces New Hires

The Western Equipment Dealers Association (WEDA) has announced that Jennifer Seward will join its staff as the regional vice president representing the Pacific Northwest.

### DEALER NEWS

It also announced that Jami Applegate will serve in the new role of dealer development manager for the WEDA Dealer Institute, which launched in March 2015.

Seward has spent the past six years as a senior account executive at Iron Solutions, Inc., providing equipment and precision dealers with cloud-based ERP and CRM software solutions. Prior to her time at Iron Solutions, she worked in the real estate market.

Applegate will serve in the expanded training and educational services department and will be responsible for partnering with and advising dealers on ways WEDA programs will benefit them. She will assist with the design and development of services equipment dealers are requesting for employees. **s**

## States Consider Who Can Dig Into Digital Equipment Repair

The "peek under the hood" approach to farm machine repair is a concept assigned to history. What used to be the hood is now software, and peeking under it is a violation of the federal Digital Millennium Copyright Act.

Four state legislatures have taken steps to give farmers options for equipment repair. Nebraska, Massachusetts, Minnesota and New York are considering legislation that would require manufacturers to make diagnostic, service and technical information available to farmers and independent repair technicians.

While the Nebraska Fair Repair Bill failed to gain traction this spring, the issue is far from dead. It has been referred to the Agriculture Committee for study, and advocates want the bill reintroduced next session.

John Deere, in a 2014 comment to the U.S. Copyright Office, said the people who buy its tractors don't own the software that makes them run. Instead, each has an "implied license for the life of the vehicle to operate the vehicle."

But farmers work when they can, and

every hour matters when storms, frost and mud leave them with few suitable days. A malfunctioning combine can bring the fall harvest to a standstill. Waiting for a dealer to diagnose and fix a problem could cost days.

Proponents of Nebraska's bill say it would let farmers work on their own equipment and allow independent mechanics to help get machines running.

The Nebraska Farm Bureau, the state's largest agriculture advocacy group, has not taken a stance on the issue but its members are talking about it, said Jordan Dux, the state Farm Bureau's director of national affairs.

Some members, Dux said, are concerned about taking business away from dealerships at a time when the ag economy has slowed.

"Keeping those dealerships in their communities is important," he said. "Repairs are going to be the way a lot of these dealerships are going to make money for the time being simply because folks aren't buying a lot of new equipment."

Source: Lincoln Journal Star **s**

## Tractor/Combine Sales

### JUNE REPORT — U.S. RETAIL SALES

2WD Tractors	2016	% Chg vs 2015
< 40 HP	14,479	3.0%
40 < 100 HP	6,209	2.8%
100+ HP	1,615	-21.6%
<b>Total 2WD Tractors</b>	<b>22,303</b>	<b>0.6%</b>
<b>Total 4WD Tractors</b>	<b>165</b>	<b>-34.3%</b>
<b>Total Tractors</b>	<b>22,468</b>	<b>0.3%</b>
<b>Self-Prop Combines</b>	<b>376</b>	<b>8.0%</b>

### JUNE REPORT — CANADIAN RETAIL SALES

2WD Tractors	2016	% Chg vs 2015
< 40 HP	1,315	-19.0%
40 < 100 HP	385	-20.5%
100+ HP	359	3.2%
<b>Total 2WD Tractors</b>	<b>2,059</b>	<b>-16.1%</b>
<b>Total 4WD Tractors</b>	<b>58</b>	<b>18.4%</b>
<b>Total Tractors</b>	<b>2,117</b>	<b>-15.5%</b>
<b>Self-Prop Combines</b>	<b>191</b>	<b>24.0%</b>

Highlights from the Association of Equipment Manufacturers' *Ag Flash Reports*. For complete data, go to [FarmEquip.org/flash](http://FarmEquip.org/flash).

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The summer issue of *Ag Innovator* will begin arriving in members' offices next week.

You'll find stories that:

- Offer analysis of the final DOL rule on exempt employees;
- Explore market opportunities for shortline manufacturers;
- Share tips with owners who are thinking about selling;
- Look at the impacts of the Clean Water Rule and other regulations;
- Tell you what to expect at the Marketing & Distribution Convention in San Diego;
- Share the story of member company Walinga.

See these stories and more when the magazine arrives, or check them out now at [FarmEquip.org/AGI](http://FarmEquip.org/AGI). 

These companies are marking milestone anniversaries in the Farm Equipment Manufacturers Association. Their membership—every membership—matters, so we recognize these July anniversaries as a way to say thanks.

**40 Years**

H & S Manufacturing Co., Inc.

**35 Years**

EXLTUBE

**20 Years**


SilverStone Group, Inc.

**10 Years**

Kello-Bilt Inc.

Ag Machinery Solutions, Ltd.  
Agricultural Web Services

**5 Years**

Honey Bee Manufacturing Ltd.  
Colombo NA, Inc. 

**Yield on Treasury Note Hits New Low**

The yield on the benchmark 10-year U.S. Treasury note fell to its lowest level ever last week, a new milestone in a three-decade downward run.

The yield closed below 1.4 percent for the first time at 1.367 percent, surpassing the previous record low set four years ago, according to data going back to 1977.


Source: *Wall Street Journal* 

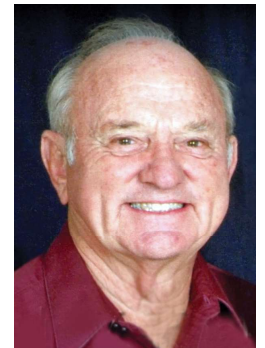
**In Memoriam: Lloyd Koehnen**

Lloyd Koehnen, a long-time friend of the Association, died in June. He was 78. We met Koehnen during his 29 years with Modern Ag Products in Beaumont, Texas, which was the second leg of his career. He also worked for 25 years at Farmhand.

Koehnen was a regular at the Association's meetings and a trusted member of the industry. His obituary describes him as dedicated, hard-working, and always active, a man who loved the outdoors and was a farmer at heart. We would agree on all counts.

Koehnen's obituary also describes his extraordinary service to his community, his church, and those in need. We send our condolences to his family.


Modern Ag Products has been a member company since 1974. 



**Herschel, Beck's Agree on Flo-Rite**

Beck's recently announced a new agreement with member company Herschel. Herschel will take over sales, service and distribution of Flo-Rite seed firmers. Herschel is owned by Alamo Group, Inc.

"Herschel is excited to have the opportunity to add Flo-Rite seed firmers to its existing product line," said Herschel President Craig Harthoorn. "Beck's extensive research and work with Flo-Rite have proven its value, which has created a huge demand, a demand that now requires a larger distribution network."

*Herschel*  
Member since 2006  
[herschelparts.com](http://herschelparts.com) 

## Mead Wraps Up 48-Year Career

Wayne Mead, long-time territory sales manager for the Alliance Tire Group (ATG), has retired.

Mead started in the business delivering tires in 1968 for Gates Tire in his hometown of Houston after injuries cut short his military career with the 101st Airborne Division. He



was known for sleeping in his truck to save money and stay efficient—a work ethic that characterized his career.

Mead spent 16 years as the top salesman for Galaxy Tire, a legacy company of ATG, building an expertise in skid steer, construction, farm and port tires.

“I’m not the greatest speaker in the world, so I had to have a good work ethic,” he joked. “I learned a lot about our tires and a lot about our competitors’ tires. That way, I could be of value to my customers.”

Mead plans to spend his retirement hunting, fishing, and traveling with his wife.

*Member since 2008*  
[atgtire.com](http://atgtire.com) **s**

## ASABE Adopts Hydraulic Coupler Standard

The American Society of Agricultural and Biological Engineers (ASABE) has adopted an ISO standard, ANSI/ASABE AD5675:2008, Agricultural tractors and machinery—General purpose quick-action hydraulic couplers.

An ASABE standard with the same title, ANSI/ASAE EP366.2, was used as the basis for the ISO standard and was replaced with the adoption.

The adoption further harmonizes national and international standardization, a goal that facilitates manufacturing, safety advancements, and product marketing worldwide.

ASABE members with standards access and those with site-license privileges soon will have access to the full text by electronic download at [elibrary.asabe.org](http://elibrary.asabe.org). Others can obtain a copy for a fee directly from the library or by contacting ASABE headquarters at [OrderStandard@asabe.org](mailto:OrderStandard@asabe.org). **s**

## GT Mfg. Wins Exporter Award

GT Mfg., Inc. has been named the recipient of the 2016 Kansas Governor’s Exporter of the Year award.

GT has been producing grain dryers in Clay Center, Kan., since 1953. GT dryers have been sold in 81 countries, including the United Kingdom, Chile, Poland, Latvia, the Philippines, Kenya, Uganda and Ukraine.

The company noted in the announcement of the governor’s award that its products contribute to greater food supplies, because they make it possible for farming communities across the globe to save greater percentages of their crops.

In 2014, GT Mfg. won the 2014 Kansas Exporter of the Year by the Small Business Administration. It also has recently been featured on segments of “How It’s Made,” and the “World’s Greatest.”

*Member since 1957*  
[gtmfg.com](http://gtmfg.com) **s**

## AgJunction Announces Global Partnership

AgJunction Inc. and TeeJet Technologies have entered into a global strategic partnership. AgJunction will become the preferred steering supplier for TeeJet’s range of precision farming solutions.

Dave Vaughn, CEO of AgJunction, said his company will support TeeJet by providing a unique integrated steering portfolio comprised of both hardware and software.

“The combination of AgJunction best-in-class steering technology and TeeJet guidance and control capabilities results in outstanding performance and value for our customers,” said Rich Gould, OEM business manager for TeeJet Technologies.

**PRECISION FARMING**

*AgJunction*  
*Member since 2004*  
[agjunction.com](http://agjunction.com) **s**

## Convention: Learn Strategies for Disaster Response

Executives at the Marketing & Distribution Convention in San Diego will hear from Paul Mullet, CEO of Excel Industries in Heston, Kan., who led his company through the aftermath of a plant shooting in February that killed three and wounded a dozen more.

Mullet’s story includes not only the devastation of the violence but also the challenges of recovering when the company’s campus was inaccessible for days.

After he speaks, members also will hear from a representative from Pinkerton, a



security and risk management firm that consulted with Excel after the shooting. Members will learn strategies for mitigating risks at their own work sites and preparing for the possibility.

Association former President Bill Schmidtgall, who has worked with Mullet, will moderate the discussion.

Visit [FarmEquip.org/FC](http://FarmEquip.org/FC), and stay tuned to *Shortliner* for continually expanding information about the Marketing & Distribution Convention. **s**

**See you in San Diego!**

2016 Marketing & Distribution Convention  
► Oct. 31 to Nov. 2  
► [FarmEquip.org/FC](http://FarmEquip.org/FC)



# 2016 MARKETING AND DISTRIBUTION CONVENTION

## Registration and Hotel Reservation Request

Sheraton San Diego  
Hotel & Marina  
San Diego, California  
Oct. 31 - Nov. 2

### Express Register online at FarmEquip.org

Full payment must be received by August 15 to qualify for early registration fees. Registration fees must be paid by check in U.S. Funds or credit card. Full refunds will be granted for cancellations received by September 15. Cancellations received September 16 - October 12 will be subject to a 30% handling fee. NO REFUNDS after October 12. Registration fees do **not** include lodging. Company delegates **must** register as "Executive." Only individuals registered for the Marketing & Distribution Convention qualify to reserve their room in the convention room block at the published convention rates. Accommodations must be guaranteed with payment of one night's lodging. This is best done by credit card. Hotel guarantees by check must be made payable to **Sheraton San Diego Hotel & Marina**.

**Company:** \_\_\_\_\_ **Phone:** ( \_\_\_\_\_ ) \_\_\_\_\_ - \_\_\_\_\_

#### Executive Registration

First-Time Attendee

Last Name: \_\_\_\_\_

First Name: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Cell Number: \_\_\_\_\_

Only if New or Changed

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Country: \_\_\_\_\_ Zip Code: \_\_\_\_\_ - \_\_\_\_\_

#### Spouse/Guest Registration

First-Time Attendee    Zoo Tour \$69    Yacht Tour \$69

Last Name: \_\_\_\_\_

First Name: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Cell Number: \_\_\_\_\_

Only if New or Changed

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Country: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Registration Category:	By 8/15	By 9/11	Full
Member Executive	\$398	\$499	\$599
Non-Member Executive	\$550	\$650	\$750
Member Spouse/Guest	\$169	\$199	\$229
Spouse/Guest Zoo Tour	\$69	\$69	\$69
Spouse/Guest Yacht Tour	\$69	\$69	\$69
Non Member Spouse/Guest	\$265	\$365	\$465

#### Payment Type: (U.S. Funds)

**Registration Fees Enclosed**                      \$ \_\_\_\_\_

**Invoice our company**                                      \$ \_\_\_\_\_  
*(Only Members may choose to pay by invoice)*

                     \$ \_\_\_\_\_

Executive registration rates are discounted by more than \$100 and apply only to those reserving rooms at the Sheraton San Diego Hotel & Marina. Contact our office at (314) 878.2304 for information on non-discounted registration fees for those not staying in the group's room block.

If Registration fees are to be charged to the same card as hotel Guarantee, only enter credit card information in the **first** box at the bottom of this form. The same card will be used for both transactions.

**Sheraton San Diego Hotel & Marina Reservations: Arrival Date:** \_\_\_\_ / \_\_\_\_ / \_\_\_\_ **Departure Date:** \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Registration Desk and Communication Center open on Monday morning, Oct. 31. Scheduled events for most members start on **Monday afternoon, Oct. 31** with events planned through the morning of **Thursday, Nov. 3**. Room preference based on availability.  
*Please contact the Association office for assistance with special accommodations covered under ADA.*

**King \$199    Double \$199**                      All rates are subject to state and local taxes.

Sharing room with: (if applicable do not check any blocks above)

For suite information, contact Tricia at TKidd@FarmEquip.org.

**Hotel Reservation Guarantee:** Rate plus taxes for first night's stay. Indicate payment method of hotel guarantee:    **Credit Card**                      **Enclosed Check**

Rooms not cancelled three (3) days in advance will be charged for one night's stay, plus tax and a processing fee.

REMOVE AND SHRED ALL INFORMATION BELOW THIS LINE

GUARANTEE

Card #: \_\_\_\_\_ Security digits on back of card: \_\_\_\_\_ Exp. Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

USE ONLY IF REGISTRATION FEE **NOT** CHARGED TO ABOVE CARD

Card #: \_\_\_\_\_ Security digits: \_\_\_\_\_ Exp. Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

Name on Card: \_\_\_\_\_ Signature: \_\_\_\_\_

1000 Executive Parkway — Suite 100 — St. Louis, MO 63141-6369 — FarmEquip.org — Info@FarmEquip.org — (314) 878-2304 — Fax: (314) 732-1480