



# Scene...In a Flash

October 2017  
Vol. XXV, Issue 10

## Annual Review & Dues Statements in the Mail

October 1st marks the beginning of a new year for Northwestern Lumber Association. We will present new ideas, new seminars and new dues! Watch your mailbox in the coming days for your 2017-18 Membership Dues Renewal Form and the 2016-2017 Annual Review.

**Please note - because we are using a new online database system, the grace period to pay your membership is now 30 days. Therefore, you will be charged the non-member rate for special events, trade shows, and professional development if your dues haven't been paid by October 31, 2017.**

### How do I pay my dues?

#### Option 1: Fill out the printed version of your renewal form and return to NLA with payment

You may use the form you receive in the mail, or click the links below for a pdf version of your form.

**Retail - Single Yard    Retail Multiple Yard    Associate (Supplier)    Affiliate**

#### Option 2: Pay online by clicking the link in your emailed invoice

For detailed instructions on how to pay online, click the following links:

**Retail - Single Yard Instructions    Retail Multiple Yard Instructions    Associate Instructions    Affiliate Instructions**

*\*Remember that your membership dues must be paid in full to receive member pricing on NLA's professional development programming, trade show admittance, program discounts and much more. For more information or to review your membership, please call Cody or Lindsay at (888) 544-6822.*

## Last Call for 2018 Dealer Reference Manual Updates

The 2018 Dealer Reference Manual & Buyer's Guide (DRM) is in production. If you have not done so already, please return your company updates to Melanie as soon as possible. For quicker processing, please fax your update to (763) 595-4060 or email the information to Melanie at [mhultman@nlann.org](mailto:mhultman@nlann.org). Updates received by October 6th are guaranteed to be reflected in the 2018 Issue.

- \* Associate members receive a FREE basic listing
- \* Enhanced listings include 25 additional lines
- \* Display advertisers receive a FREE enhanced listing

For more questions or to confirm your profile information, please contact Melanie via [email](mailto:email) or call (888) 544-6822.

## Training for the Retail Lumber Industry

- LumberTech classes will help employers ensure their staff is professionally trained.
- LumberTech certification will help individuals demonstrate their expertise, secure promotions, and enhance their standing within the LBM Industry.

Sign up today for the October LumberTech classes:

### Estimating 1-2-3

October 10-12

Owatonna, Minnesota (registration deadline is 10/3)

Learn how to read blueprints and do a material take-off. Discover short-cut formulas that will speed up the material take-off process. Estimating 3 takes students beyond basic home design by focusing on the difficult areas of a take-off. Students choose which days to attend - days 1 & 2, days 2 & 3, or all three days.

### Yard & Delivery Workshop

October 30 & 31

Saint Cloud, Minnesota

Instructor Emily Overson will discuss the essentials of inventory management and materials handling. Participants will gain a clear understanding of the impact high operational standards will have on their company's success, both financially and in customer satisfaction.

## Future Lumber Leaders - Wisconsin/Upper Michigan Chapter

Join your fellow LBM peers in shaping the industry for the future. NLA's Future Lumber Leaders roundtables are networking groups that discuss business tools, personal growth philosophies, and that inspire each other and provide business growth. Register today for the Wisconsin chapter meeting on October 24 & 25 in Onalaska/West Salem, Wisconsin.



For a list of upcoming NLA professional development programs, click [HERE](#).  
For information on LumberTech Certificates, click [HERE](#).

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## What's Happening

- Oct. 1-6, 2017**  
**Maine Mill Tour**
- Oct. 10-12, 2017**  
**Estimating 1-2-3**  
**Owatonna, MN**
- Oct. 24-25, 2017**  
**FLL - WI**  
**Onalaska/West Salem, WI**
- Oct. 25, 2017**  
**NE Clay Shoot**  
**Grand Island, NE**
- Oct. 30-31, 2017**  
**Yard & Delivery**  
**St. Cloud, MN**
- Nov. 4, 2017**  
**Wine & Whiskey**  
**Tour**  
**Des Moines, IA**

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It's Our Business to Protect Yours  
**FEDERATED**  
INSURANCE

## 2018 Convention Update



### SUPPLIERS: RESERVE YOUR BOOTHS TODAY

Booths are selling quickly! If you haven't reserved yours yet, do so right away! We have a lot of great things planned for the 2018 season and you don't want to be the company that misses out. Click on the links below for registration forms and current floor plans.

[Show Registration Page \(for all shows\)](#) [MN Expo Floor Plan](#) [Iowa Floor Plan](#) [Nebraska Floor Plan](#)

### SUPPLIERS: ADDED EXPOSURE

If you're looking for a little more exposure, consider the following amazing opportunities presented this upcoming convention season:

#### Guarantee Traffic To Your Booth with a Sponsorship

NLA works hard to give the generous sponsors the recognition they deserve. We do this by creating incentives for dealers to visit sponsor booths. The higher the level of your sponsorship, the more dealers will be required to visit your booth for a chance at the Grand Prize.

[All About the Sponsorship Contest](#) [Sponsorship Registration Form](#)

#### PRODUCT DEMONSTRATIONS AT THE IOWA LUMBER CONVENTION

Turn your products into an experience for the Iowa Convention attendees. During the 2018 Iowa Lumber Convention, two exhibiting companies will have the opportunity to present a 45-minute educational product demonstration. Advance promotion and prominent signage will draw attendees to your presentation. Demonstration opportunities are limited. To be considered for one of the time slots, contact Connie Johnson, NLA Director of Professional Development at (763)595-4045 or [cjohnson@nlassn.org](mailto:cjohnson@nlassn.org). Read more about these [HERE](#).

#### REVEAL OR SHOWCASE A BRAND-NEW PRODUCT AT ANY SHOW

Bring a new product that your company recently released and showcase it (or reveal it!) at your booth during any of the three NLA shows. NLA is happy to help drive the dealers to your booth. Simply register your new product with us and we'll make sure you have a bright sign at your booth indicating that you have a new product. We'll also mark these booth locations in the onsite show program so you're easily found! To register your new product or service, please email Jodie Fleck at [jfleck@nlassn.org](mailto:jfleck@nlassn.org). Include the product/service details and the show(s) at which you will be showcasing it at.

#### SIGN UP TO LEAD A STUDENT CAREER PANEL

Let your experience and expertise in the industry guide the younger generation into making an educated career choice. Sign up to sit on a panel of industry leaders in the Student Career Panel seminar taking place at each of the conventions. Spots are very limited. If interested, contact Connie Johnson at [cjohnson@nlassn.org](mailto:cjohnson@nlassn.org) or (763) 595-4045 for more information.

#### PRIZE DRAWINGS AT BOOTHS

Dealers LOVE winning prizes! And they'll remember you even more if they walk away with an awesome prize they won at your booth. Once again, NLA is asking that all exhibitors bring a prize (or two) to each convention at which they are exhibiting at. Dealers will register at your booth and, at a designated time, NLA will announce that everyone draw their winner for the day and post it on a centralized prize board. Dealers will check this board to see if they've won and then go back to YOUR booth to collect their prize! (Remember to bring drawing slips, pens, and a bowl to conduct your booth drawings!)

If you have any questions about the shows not answered on the website, feel free to reach out to:

#### Jodie Fleck, CMP

VP & Director of Conventions and Tours  
(763)595-4058 [jfleck@nlassn.org](mailto:jfleck@nlassn.org)

## 2018 Convention Highlights & What to Look Forward To

Plan on attending one, two or all three of the NLA conventions in early 2018. Read below for just some of the fantastic things happening at the conventions!

### All Show Highlights

- A fresh, new and fun theme "The Hunt is On", which you'll see appearing throughout the marketing materials and at the shows
- Trade show floors filled with suppliers offering first rate products and services.
- Membership meetings that cover important NLA business and board appointments
- Top-notch keynote speakers to include Laura Schara (MN Expo), David Bush (Iowa) and Jeff Beals (Nebraska)
- Fun "hunting permit" contests for dealers with cash prizes ranging from \$500-\$1000!
- Tons of prize drawings from generous exhibitors
- Special "New Product and Service" spotlights
- Student Career Panels



- Fun block parties/receptions that include networking, camaraderie, food, free beer, prizes and more

### Specific Show Highlights

- Unparalleled industry experts as seminar speakers covering topics you NEED to know (MN Expo & Iowa)
- Celebrity appearance by outdoor enthusiast and local television personality, Laura Schara & her hunting dog "Bacon" (MN Expo)
- In-depth product demonstrations (Iowa)
- Introduction of the new Awards Mixer & Dinner, complete with a live band (MN Expo)
- New Meet & Greet networking breakfast to get your day started! (Nebraska)

Registration for these fun events is coming NEXT MONTH! All three show registrations will be in ONE brochure this year! Watch for more announcements and complete details via mail and email coming soon. You can also check out [www.nlassn.org](http://www.nlassn.org) under the Trade Show tab for ongoing convention updates.

Questions? Contact Jodie Fleck at (763) 595-4058, [jfleck@nlassn.org](mailto:jfleck@nlassn.org) or Melanie Hultman at (763) 595-4050, [mhultman@nlassn.org](mailto:mhultman@nlassn.org).



### NLA Board of Directors Fall Board Meeting

The Northwestern Lumber Association Board of Directors met in Ottertail, MN on September 15-16, 2017 to review the 2016-17 fiscal year and finalize plans and initiatives for 2017-2018. The Northwestern Lumbermen's, Inc. Board, Investment Committee and 401k MEP Benefits Committee also met to review their goals and objectives for the new year.

2016-17 Chairman of the Board Daryl Lundberg, Northwoods Lumber Co., Blackduck, Minnesota turned over the Chairman's gavel to John Miller, Freeborn Lumber Company, Albert Lea, Minnesota. A special thank you to Daryl for a great 2016-2017 and congratulations to John!

Directors completing their terms of service were:

- Bill Brotherton, Wall Lake Lumber Company, Wall Lake, IA (Bill was elected as 2nd Vice Chairman)
- Erik Halvorsen, Halvorsen Lumber Company, Arcadia, WI
- Bryan Jensen, Central Valley Ag, Elgin, NE
- Brandon Seppala, Pohaki Lumber Company, Virginia, MN

*Thank you for your commitment and dedication to NLA and its members.*

Directors beginning their term of service are:

- Ron Dittmer, Crete Lumber & Farm Supply Co., Crete, NE
- Tom Dollins, Arrowhead Builders Supply, Longville, MN
- Ron Schumacher, Consolidated Lumber Company, Stillwater, MN
- Brian Wendt, Anita Lumber Company, Anita, IA

*Welcome to the NLA Board of Directors!*

For more information on how you might serve your association on a board or committee, please call Cody Nuernberg at (800) 896-5130.

### Employers must begin using the new Form I-9

The Department of Homeland Security has issued a new Form I-9 for use by employers when verifying an employee's identity and employment authorization. The Form I-9 must be completed and filed for all persons employed in the United States.

The new Form I-9 has the publication date 07/17/17 N (bottom left) and expiration date 8/31/2019 (top right) on each page. The previous version had a publication date of 11/14/2016 on the bottom left of each page. The new form is available now.

The changes to the form are mostly technical, but law requires employers to use the most current version. The new form will have one page for each of the three sections. The PDF version will have a fourth page which includes a List of Acceptable Documents.

Key requirements have not changed:

1. Employers must complete and retain a copy of the I-9 form when making new hires.
2. Employers may not specify which documents the employee may use to establish authorization and identity.

For the current version and more information, click [HERE](#).

### Regulatory Guidance: Duty to Report Fatalities, Hospitalizations, Amputations, and Losses of an Eye as a Result of Work-Related Incidents to OSHA

The OSHA Standard governing when and how to report certain injuries, 29 CFR 1904.39, was revised by final rule issued on September 18, 2014 and became effective January 1, 2015. The Standard previously required employers to report all work-related fatalities, and all work-related in-patient hospitalizations of three or more employees, within eight hours of the event. This requirement had been established in 1994, amending an initial reporting requirement established in 1971. The 2014 revision retained the requirement that employers report all work-related fatalities within 24 hours of the event, but it also added the requirement that employers to report all work-related in-patient hospitalizations, all amputations and all losses of an eye within 24 hours of the event.

Click [HERE](#) to read entire article.



NLA Board visits Hilltop Lumber in Ottertail, MN



## Classifieds

### INTERESTED IN BUYING OR SELLING A YARD?

Sell to your employees

Cash to stockholders

Low cost plan.

For details contact Ron Dillon-913-888-800

[ron@dillon-ma.com](mailto:ron@dillon-ma.com)

**FOR SALE:** Profitable lumberyard for sale in Northwest Wisconsin. Limited competition and room to grow. Contact Steve McNally broker for Calhoun Companies 715-529-0800 or [smcnally@calhouncompanies.com](mailto:smcnally@calhouncompanies.com).

Place a classified ad with the Northwestern Lumber Association and we'll triple your exposure! Ads will be placed on the NLA Website immediately. Advertise for two months or more, and your ad will be printed in the next issues of the Building Products CONNECTION magazine and the SCENE - all for one price.

Click [HERE](#) for details.

*There is nothing so useless as doing efficiently that  
which should not be done at all.*  
**Peter Drucker**

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