Annual Review & Dues Statements
October 1st marks the beginning of a new year for Northwestern Lumber Association. Watch your mailbox in the coming days for your 2019-20 Membership Dues Renewal Form and the 2018-19 Annual Review.

How do I pay my dues?

Option 1 - Fill out the credit card section on your renewal form or pay by check. Return to NLA.
Or

Option 2 - Pay online by logging into your profile (Click MANAGE PROFILE at very top of www.nlassn.org). Once you click on Manage Profile, click on ***Renew Your Membership Now***.

If you need help logging into your account, please contact Anna at (763) 595-4054 or asteiner@nlassn.org.

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 Will at (888) 544-6822.

What’s Happening

Oct. 19, 2019
Wine & Whiskey Tour (SOLD OUT)
Des Moines, IA

Oct. 23, 2019
NE Clay Shoot
Grand Island, NE

Oct. 29, 2019
Estimating 1-2-3
Eagan, MN

Nov. 5, 2019
Yard Safety & OSHA
Oshkosh, WI

Nov. 6, 2019
Understanding Sales
Oshkosh, WI

Beware of Scammers

As cooler weather comes in and business starts to slow down, the scammers come knocking. They know you want to move inventory and are ready to take advantage of that. We’ve already had a member call to tell us of a random “customer”, who called twice, trying to order a large load of shingles to be delivered some distance away, in a short amount of time. When the person was asked further questions, they hung up.

Remember the Red Flags

1. A random person asking to buy a lot of expensive material. RED FLAG!
   - Only do business with trusted customers.
   - Ask yourself - have I met this person? How would I meet them in the future (i.e. when the bank calls and tells me the charge is fraud and they are taking the money back)? Could they come into the store and work with me face-to-face?

2. Scammer wants to buy commonly purchased building materials - found in places much closer to his/her delivery location - and ship them out of state. RED FLAG!

3. Scammer is willing to pay immediately with credit card. This is uncommon for large purchases. RED FLAG!

4. Scammer suddenly does not want the material shipped but rather is sending a courier/shipping service. Also uncommon for most contractors. RED FLAG!

5. Be vigilant and be aware! Train your staff members to watch for these uncommon situations and ensure the customer checks all of the boxes.

As always, NLA recommends reporting known or potential scams to your local authorities and to report it to the Federal Trade Commission by clicking HERE. NLA appreciates being informed as well so let
Upcoming Training Opportunities

Don’t miss these opportunities to send your staff (and yourself) to quality LBM industry training programs which provide knowledge and skills that improve efficiency and business operations. The full LumberTech class schedule can be found on the NLA website but below we’ve highlighted a few classes coming in October and November.

Estimating 1-2-3 – October 29-31, Eagan, Minnesota - students learn how to read a blueprint, do a material take-off of a residential home and short-cut formulas to speed up the estimating process.

Yard Safety & OSHA – November 5th, Oshkosh, Wisconsin – Safety should always come first! Learn ways to protect your staff, customers, and your business.

Understanding Sales: How to Sell Efficiently and Effectively *Formerly called Sales 101 – November 6th, Oshkosh, Wisconsin - During this class, participants learn how to identify and understand their customer, the keys to building trust and credibility, and how these equate into making the sale.

Marketing & PR Boot Camp for the LBM Industry – November 13th, St Paul, Minnesota
Plug into ideas that will light up your company’s brand—and its sales. This is your opportunity to pick up ideas and learn practices that will transform your marketing efforts from industry expert, Craig Webb.

Click HERE to view the online class catalog and learn more about the LumberTech classes.

2020 Convention Update – EXHIBITORS

Reserve Your Booth Today!
Many of you have already reserved your booths at the upcoming 2020 NLA Conventions, but we still have plenty of booths left to accommodate returning and new exhibitors! Kickoff next year the right way by getting your product and your people in front of hundreds of lumber dealers at these events. Click below for the registration form, 2019-2020 membership form (reduced booth prices for members!), and for our most current floor plans. Questions? Reach out to Jodie at jfleck@nlassn.org or (763) 595-4058.

Expo North & South Registration Form
2019-2020 Membership Dues Form
Expo North Floor Plan
Expo South Floor Plan
Special Events Update

**Iowa Wine and Whiskey:** The 2019 Iowa Wine and Whiskey is officially sold out! The tour is bound to be a blast with visits to a distillery, winery, and brewery. Be sure to keep an eye out for photos from the event and start marking your calendar for next year!

**Nebraska Clay Shoot:** Set your aim and target October 23rd on your calendar for NLA’s annual Nebraska Clay shoot at Heartland Shooting Park in Grand Island. Flee the office with fellow industry dealer and supplier members while enjoying one of the nicest shooting parks in Nebraska. Registration is open NOW and the competition is starting to sign-up. Be sure to recruit your most accurate squad and **register today**!

**NLBMDA Escalates OSHA Crane Rule to Congress**

Last month, NLBMDA met with members of Congress in the House Education and Labor Committee, to brief them on the Occupational Safety and Health Administration’s (OSHA) crane rule, the material delivery exemption, and the 2016 Letter of Interpretation (LOI). The committee was receptive to the concerns of the association and made a commitment to work with the leadership at the agency towards a resolution.

OSHA is now revisiting the Letter of Interpretation per NLBMDA’s formal request, in person and in writing, to withdraw it. There is currently no specific date for withdrawal or clarification. NLBMDA is continuing to work with OSHA on addressing the issue and is confident that the agency will give a good-faith examination of the errors in the letter. We will have more information in the coming months regarding a resolution.

To read the complete update, please click [HERE](#).

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**Featured NLA Program: Forklift Training**

The **ONLY** forklift training program specifically for the lumber and building material industry, that meets all OSHA forklift training requirements. Read more [HERE](#).

The Forklift and You Package Includes:

- **Award winning 45-minute video** filmed in an actual independent dealer’s lumberyard.
- **Trainer's Guide** walks the presenter through the process of conducting on-site training using your own staff.
- **Operator Package** includes 5 operator workbooks, exams, ID cards, and certificates of completion.
- **Color Poster** that helps remind operators of the training they
State Labor Law Posters

Notices like these are mailed out by companies hoping to scare you into buying their overpriced labor law posters. Most federal and state labor law posters that you are required to post are available for FREE for download online.

We have a convenient all-in-one Minnesota version that members may purchase from us for $10. If you would like to order a Minnesota all-in-one poster or you would like to know where to download the labor law posters for your state, please email Melanie at mhultman@nlassn.org.

BlueTarp Financial Releases Its 2019 2nd Quarter Building Supply Index

Index holds steady, but contractors are more uncertain about the economy.

PORTLAND, ME – August 2019 – BlueTarp Financial – the leading credit management company for B2B suppliers – released its Q2 2019 Building Supply Index. The Q2 2019 unadjusted view marginally declined from 139.06 in Q2 2018 to 137.20 and the trailing 12-month average has been flat, to slightly down, since peaking in Q3 2018.

In BlueTarp’s supplemental contractor survey, nearly 25% of contractors thought that the economy would decline in some way within the next 12 months, an increase from 16.3% last quarter. Respondents cited the 2020 election as one of the causes of greater uncertainty.

“Just like the macro drivers, contractor sentiment is strong overall but increasingly jittery,” said Scott Simpson, CEO of BlueTarp. “The escalation, of US-China trade tensions, suggests a real threat to continued economic expansion. We’ll see more pronounced pessimism in next quarter’s survey if this continues or escalates even further. The 2020 election cycle introduces yet another variable, too.”

To interpret the Index, values below 100 reflect recessionary or recovering performance. Values above 100 reflect healthy economic activity.

The report represents trends from 120,000 pro customers and over 1,000 active building material suppliers across the United States. It also incorporates macro-economic drivers including building permits, construction spend, and consumer confidence as reported monthly by the Census Bureau and The Conference Board.

Subscribe to additional content HERE.

Classifieds

Mitsubishi FD50
11210 hrs.
Cab w/Heat
11,000lb lift
Everything works as it should. Looking to upgrade to all terrain lift. Click HERE for more pictures.

Lumber Dealers - If interested in submitting a classified ad that will be published online, in the Scene...in a Flash! newsletter, and Building Products CONNECTION, please contact Melanie Hultman at mhultman@nlassn.org or (763) 595-4050.
PUBLIC NOTICE OF AUCTION

Northwest Farm & Home Supply Co. of Lemmon, South Dakota obtained confirmation of a plan of reorganization in Bankr. No. 19-50031, U.S. Bankruptcy Court for the District of South Dakota. Under the confirmed plan, Northwest's ownership interest will be sold to the highest bidder at a telephonic auction conducted by the Court on November 7, 2019 at 2:00 p.m. (MST). The successful bidder will assume Northwest's assets and liabilities and its responsibilities under the confirmed plan. The opening bid is $5,000.00 from the spouse of Debtor's present owner. Subsequent bids must be in increments of not less than $1,000.00. Additional details about the auction and bidding process may be found in the confirmed plan. A copy of the confirmed plan may be requested by e-mailing Don.Swanson@koleyjessen.com.

Anyone wishing to submit a bid must mail or hand-deliver a signed and dated letter, with the bidder's full name and telephone number, to:

Bankruptcy Clerk
United States Post Office and Federal Building
225 South Pierre Street, Suite 203
Pierre, South Dakota 57501-2463

The Bankruptcy Clerk must receive such letter by October 31, 2019.