



Scene...in a flash

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In This Issue

[2013 Conventions Approaching Fast!](#)

[Professional Development Opportunities](#)

[NLBMDA Webinar](#)

[2012 Mill Tour](#)

[The Ostrich Approach](#)

[Tips for Effective Management](#)

[Are Your Forklift Drivers Up To Par?](#)

[AR Survey Results are In!](#)

[Marketing Ideas](#)

[ILUMPAC Makes Its Contributions](#)

[NLBMDA...You Are a Member](#)

[Thank You to All of Our Associate Members!](#)

Another Scam Alert

This one comes from our neighboring state, Michigan. A Canadian company, Farwell Trading Company, sent a suspicious email to the LBM dealer. This is a different situation from what Canstruct/AYA Distributors is doing. This is a computer-related scam/phishing expedition. DO NOT paste the address they provide into your browser to view the "pictures, products, or specifications" they claim they want to purchase from you. Doing so could result in harm to your computer or access to internal information. [Click here](#) to read the letter.

By the way, Canstruct/AYA Distributors have still been contacting dealers. If they contact you, call us immediately. There is an FBI investigation and your help could be crucial to catch the thieves who have taken material from other LBM dealers.

Continue to be vigilant in doing your background checks for anyone contacting you via email or telephone.

NETWORKING - CONVENTIONS

2013 Conventions Are Approaching Fast!

SUPPLIERS ~ Don't miss your opportunity to exhibit at the 2013 NLA trade shows. We are ahead of last year's sales at this time for ALL shows but there are still plenty of fantastic booth locations remaining. Check out the most current floor plans at www.nlassn.org under the trade show tab. You'll also find all the show registration materials there.

DEALERS ~ Watch your mailbox for the Expo and Wisconsin Convention registration brochures to be coming soon! If you are not in the geographical region of these shows, you may not receive the hard copy. If you would like more information, please check out the website at www.nlassn.org and click on the Trade Show tab to view a digital version and to register.

For convention questions, please contact Jodie at the NLA office at (800) 896-5134 or jfleck@nlassn.org.

PROFESSIONAL DEVELOPMENT

Professional Development Opportunities

Gain confidence, expand your expertise and become motivated to do your jobs better.

Sales Manager Boot Camp with Rick Davis

January 14, 2013
Best Western/Kelly Inn, St. Cloud, MN

Owners and Sales Managers: Imagine leading a sales team that is the envy of your competition. Participants of Rick Davis' "Get Your People Selling" Sales Manager Boot Camp will walk away with proven methods to evaluate your sales team, teach your sales people how to bring in new business, and create predictable future results. Rick has coached hundreds of owners and sales professionals on how to achieve the next level of performance. Details and registration [HERE](#).

Project Estimating Class with Gary Thompson

January 8-9, 2013 Madison, WI
January 22-23, 2013 Grand Island, NE
January 29-30, 2013 St. Cloud, MN

Project managers, designers, estimators and owners: Learn the tools and techniques used in compiling, analyzing and organizing an accurate estimate. At the two-day Project Estimating class, led by Gary Thompson of My Project Estimator, students will learn basic estimating skills such as blueprint reading, data sheets, checklists, formulas and takeoffs. They will also learn to use computer spreadsheets to streamline and increase the accuracy of estimates. Details and registration [HERE](#).

Classified Ads

Help Wanted

Help Wanted : Part time person to do material take-offs from blueprints. We are very flexible. Your office or ours. Siwek Lumber Mpls. & Jordan, Mn. Call (952) 240-4119 or email djslbr@hotmail.com.

Cad Drafting/Inside Sales:

Full-time position with benefits. Position includes drafting, material take-offs, and assisting customers. Applicant must possess good communication skills. Contact Doug at (712) 722-3041 or email resume to doug@huberslumber.com.

Full Time Position Available:

Full time year round position available for motivated self-starter. Duties include load and unload trucks, fill orders, help customers. Fast paced job. Good pay and benefit package. Must have lumberyard experience.
Siwek Lumber, Jordan Mn

Call (952) 240-4119 or email djslbr@hotmail.com.

For Sale

Buy, Sell, Merge. Even in these financially stretched times we are still completing deals. We have more buyer interest than our inventory supports. If you are interested in selling, please contact the Dillon Group, Ltd., info@dillon-ma.com, (913) 888-8001.

Business Forms, Invoices, Purchase Orders, A/P Checks, Custom forms, no set up charges, best pricing available! Do a price comparison - contact Amber at NLA at (763) 544-6822, (888) 544-6822 or email abalts@nlassn.org.

Siding - Sell Your Discontinued Siding For Full Retail Plus! Find lost cash - list your SIDING inventory for FREE at Siding Match. Vinyl, steel, aluminum and hardboard. www.sidingmatch.com, (888) 936-8424.

NLBMDA Webinar

The Lacey Act: What LBM Dealers & Vendors Need to Know

Monday, November 12, 2012

2:00-3:00 pm Central

1:00-2:00 pm Mountain

- Do you sell lumber from Canada?
- Do you sell products made with wood from outside the U.S.?

Then the Lacey Act affects you. You need to understand that ignorance of the law is no defense. To be in compliance is not that difficult but you need to know what to look for. Otherwise, not only are you subject to a fine but your product could be confiscated.

Lisa Noller, a litigation partner with Foley & Lardner, LLP, focuses on the Act's application to imported wood and composite wood products. She reviews the enforcement mechanisms available to the government under the Lacey Act, including possible penalties and examples of enforcement actions to date; and will provide guidance to dealers who purchase imported wood on how to exercise due care to avoid any potential Lacey Act violations. For more information or to register, go to [NLBMDA's web site](#).

Registration Fees: Member Discount: \$99 Regular Price: \$199

Sponsored by NLBMDA. Questions? Send an email to info@dealer.org.

2012 Mill Tour - A Successful Venture in the Golden State

On October 6th, 24 lumber and building material enthusiasts gathered in San Francisco to embark on a week-long charter bus trip through Northern California on the 2012 Mill Tour. Our primary purpose? To explore and learn all that we could about timber harvesting and building materials production in this gorgeous region of the country. We had some fantastic tours with both Sierra Pacific Industries and California Redwood Companies, visiting forests, nurseries, sawmills, and production plants. We also learned about new trends, such as net-zero, green-built facilities at the brand new University of California - West Village.

What would a trip through Northern California be without a healthy dose of sight-seeing? The first stop on the route was a day in the breathtaking Yosemite National Park. All guests took the Valley Floor Tour, where we learned all about the rock formations, native trees, and wildlife in the park. We watched as tenacious rock climbers scaled up the mountains, walked along the winding park paths, and enjoyed an absolutely beautiful day in the sun.

Throughout the remainder of the week, we visited the Golden Gate and Sundial bridges, stood amongst the vastness of the mighty Redwoods in the Avenue of Giants, posed for pictures along the rocky Pacific coast, and enjoyed delectable culinary experiences and wine at several vineyards, each with a different style and theme that reinforced their brand..

In seven days, six nights, and just over 1000 miles, we covered a lot of ground quickly but the impact and memories will last for a lifetime! Check out [NLA's Facebook page](#) to see pictures!

BUSINESS DEVELOPMENT - OPERATIONS

The Ostrich Approach

Sticking your head in the sand won't protect you from getting burned. Just because you can't see fire hazards, doesn't mean they're not there. Still, many business owners believe a fire will never damage their company-after all, those things always happen to the "other guy."

More than 480,000 "other guys" had their buildings damaged by fire in 2011.* In fact, Federated Insurance has seen a significant rise in the number of policyholders experiencing fire losses in recent years. If you don't identify and control fire hazards at your business, you run the risk of becoming part of these harrowing statistics.

Physical damage is only one part of a fire's potential impact. Consider the emotional toll the flames can have on displaced workers and confused customers. And, most importantly, the possibility of employees being injured or killed.

After analyzing fire claims data from 2011, Federated identified the four most frequent causes of workplace fires:

- * Spontaneous combustion;
- * Faulty electrical circuitry and equipment;
- * Careless smoking; and
- * Improper handling and storage of flammable liquids.



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Federated Mutual Insurance Company
Federated Service Insurance Company*
Federated Life Insurance Company
Home Office: 121 East Park Square
Owatonna, MN 55060
Phone: (507) 455-5200
www.federatedinsurance.com
*Federated Service Company is not licensed in the states of NH, RI, and VT.

What's Coming Up

November 12, 2012

[NLBMDA Webinar: The Lacey Act: What LBM Dealers Need to Know](#)

January 14, 2013

[Sales Manager Training](#)
St. Cloud, MN

January 14-15, 2013

[Northwestern Building Products EXPO](#)
St. Cloud, MN

January 22-23, 2013

[Project Estimating](#)
Grand Island, NE

January 29-30, 2013

[Project Estimating](#)
St. Cloud, MN

February 5-6, 2013

The analysis also revealed that many of the fires were preventable. Do you have a plan to protect your business from going up in smoke? If not, now is the perfect time to get the ball rolling.

Don't take the ostrich approach in 2012. Contact your local Federated representative for a fire prevention checklist and for help developing a fire prevention program at your business. (You do not need to be a current Federated client to access free fire prevention information.) Call 1-800-533-0472 or visit www.federatedinsurance.com to find your nearest representative.

**NFPA "The U.S. Fire Problem." www.nfpa.org.*

This article is for general information and recommendations regarding risk prevention only and should not be considered legal advice. The information herein is accurate as of September 2012 and is subject to change. Qualified counsel should be sought regarding questions specific to your circumstances.

This article provided courtesy of Federated Mutual Insurance Company, your association's recommended insurer.

Tips for Effective Management

Are there parts of managing that you--gasp--don't enjoy (or even loathe)? You're not alone. But, believe it or not, you have all the raw materials needed to be a managerial superstar. ([read more](#))

FEATURED PROGRAM

Are Your Forklift Drivers Up To Par?

With the colder months upon us, there is no better time than now to make sure that your forklift operators are trained and certified. Forklift certifications are good for three years and all operators must renew their certification after the three year period to remain OSHA compliant. The average OSHA fine for non-compliance is over \$1,400 and fines are being levied. Don't take the risk of having an uncertified employee.

Take a moment to make sure that any person in your business that operates a forklift is trained and certified. If you are in need of training materials, additional workbooks, certificates, ID cards and/or more information, please [CLICK HERE](#) for an order form.

BUSINESS DEVELOPMENT - FINANCIAL MANAGEMENT

Accounts Receivable Survey Results are In!

The third quarter of 2012 has come to a close and with it comes the latest Accounts Receivable (A/R) Survey. To view a copy of the third quarter results, please [click here](#).

Thank you to all of the members who participated in this survey. Mark your calendars and make sure your company participates in the fourth quarter survey sometime in mid-January 2013.

BUSINESS DEVELOPMENT - MARKETING IDEAS

Marketing Ideas

The most sincere compliment is when someone borrows or steals an idea. Check out our [Facebook page](#) to see what other members are doing. You will laugh, cry and be impressed.

LEGISLATION & REGULATORY NEWS

ILUMPAC Makes Its Contributions

Contributions from the Iowa Lumber Political Action Committee (ILUMPAC) were made last week to key Iowa Legislators who support the issues that affect our LBM retailers:

Rep. Kraig Paulsen
Rep. Linda Upmeyer
Rep. Kevin McCarthy
Rep. Chip Baltimore
Rep. Josh Byrnes
Rep. Tyler Olson
Sen. Mike Gronstal
Sen. Jerry Behn
Sen. Rob Hogg

Wisconsin Lumber Dealers

Convention

Wisconsin Dells, WI

February 8, 2013

Future Lumber Leaders - MN-Dakotas Chapter

St. Cloud, MN

February 15, 2013

Future Lumber Leaders - NE Chapter

Lincoln, NE

February 20-21, 2013

Iowa Lumber Convention

Altoona, IA

March 12-13, 2013

Nebraska Lumber Dealers Convention

Kearney, NE

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Sen. Liz Mathis

Our thanks to the members who presented the check(s):

K. C. Flynn, Suburban Lumber Company; Jan Lovell and Darle Hoshaw, Woodford Lumber and Home Company; Jennifer Leachman, Leachman Lumber Company; Scott Engquist, Engquist Lumber Co.; Paul Mehmen, Superior Lumber; Brian Carlson and Ron Carlson, Red Oak Do-It Center; Sumner Worth, Gilcrest-Jewett Lumber Co.

Throughout the year, fundraisers are held at NLA events for ILUMPAC. The elections may be over soon but we need to replenish the ILUMPAC pool for the next election.

(Photos on our [Facebook page.](#))

National Lumber and Building Material Dealers Association

You Are A Member



National Lumber and Building Material Dealers Association's (NLBMDA) mission is to represent the LBM industry in the national public policy arena, with emphasis to 1) promote the industry and educate legislators and public policy personnel; and 2) assist legislative, regulatory, standard-setting and other government or private bodies in the development of laws, regulations, and policies affecting the LBM dealers, their customers and suppliers. No matter your size or location, your business is affected so take the offensive position by knowing what you need to do.

You ARE a member when you pay your NLA dues. If you are not getting the weekly NLBMDA E-Update, check your filter to see if it is marked as spam. If it is not, then call our office and we will be sure that you are added to their mailing list.

Reach out to 1,200 monthly with your ad here!

Contact Betsy today!

Call (763) 295-5420 or click [HERE](#) to email her.

MEMBER NEWS

Thank You to All of Our Associate Members!

6% Growth in Membership

NLA would like thank all of our generous associate members (suppliers) for their continued support of the association and its members in 2011-2012. View the latest list of [associate members](#) who supported the association and your business this past year.

NLA and its members look forward to working with all of our associate members in 2012-2013.

Just because you do not take an interest in politics doesn't mean politics won't take an interest in you.

Pericles (430 B.C.)