



Scene...in a flash

November 2013
Vol. XX, No. 11

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Classified Ads

Help Wanted

Expanding Building Material Retailer is seeking a self-motivated, energetic person for inside sales/account manager. Must have sales experience and knowledge of the building trade. Duties would include, but are not limited to, managing of contractor accounts, securing new sales/customers, estimating and assisting walk in trade. Full-time, Salary plus commission, health, dental, life, retirement, paid vacation/sick leave. Please reply with resumes or questions to cdeblieck@stpeterlumber.com

Lyman Lumber Wisconsin has an opening for a Sales Representative at their Eau Claire facility to promote and sell building materials to professional builders. 3+ years experience in industry/sales required, extensive product knowledge, and excellent communication skills are a must. For consideration please send resume and recent salary history to Kaylie Joseph at jobs@lymanlumber.com or for more information visit our website at www.lymanlumber-wi.com

CONTRACTOR SALESMAN / INSIDE SALES:

Full-time position with benefits. Position includes take-offs, estimating, and assisting contractors and their customers. Applicants must be ambitious, goal driven and possess good communication skills. A valid driver's license is required. Contact Darwin or Pat at Bismarck Lumber, 701-223-2145 ordfischer@bismarcklumber.com or pjzidon@bismarcklumber.com

NETWORKING - CONVENTIONS

2014 Convention Registration Is Open!

DEALERS: The Northwestern Building Products Expo and Wisconsin Lumber Dealers Convention brochures have both been mailed and should be reaching your mailboxes soon! Read all about the upcoming shows, share with everyone in your yard, and register everyone using one of the easy methods listed below:



1. Fill out the Registration Form enclosed in the brochure you receive in the mail. Fax, email, or mail this form back to NLA with payment as required.
2. Check out our BRAND NEW online registration by visiting the links provided below. All DEALER REGISTRATION information (printable form or online form) will be found on the *right-hand side* of the pages.

Expo: <http://www.nlassn.org/northwestern-expo.html>
Wisconsin: <http://www.nlassn.org/wi-convention.html>

SUPPLIERS: Are you tired of handwriting out all your booth worker names and information? Now you don't have to. Simply visit the links provided above and click on the ONLINE REGISTRATION button on the *left-hand side* of the page. Printable forms can be found here too if you'd rather mail or fax your registrations in. The printable booth worker forms are non-fillable PDFs



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.

Yard & Delivery Managers - There is still time to sign up for the **Yard & Delivery Managers Workshop**. Participants will walk away with powerful tools and practices that will ensure stellar performance within your yard and delivery operations. Upcoming classes: November 7 & 8, Albert Lea, Minnesota; November 18 & 19, York, Nebraska; & January 20 & 21, 2014, Tomah, Wisconsin.

Sales Teams - To achieve great results the whole team must be involved - those who build the relationship with the customers, those that manage the team, and the final decision makers. NLA has brought together two fast pace workshops for one day of training. Learn how increasing sales isn't just about pricing! Register today for the **"Beat Last Year"** and **"How to Sell Value in a Tough Market"** workshops on Monday, January 13th in St. Cloud, Minnesota. Following these workshops is opening night of the Northwestern Building Products Expo which features a Buying Event and the Grand Reception.

Project Managers & Estimators - New for 2014 - "Blueprint Reading & Material Take-off" led by trainer Casey Voorhees. Attendees will learn basic blueprint reading and be introduced to various residential construction methods and estimating formulas. They will receive hands-on experience figuring an actual set of working drawings. Winter class dates and locations will be announced in early November. Watch your email for a registration form and sign up early. Due to the individual attention required at this workshop, class size will be limited.

Assistant Branch Manager

Our client, Building Products Inc., located in Waterloo, Iowa, has a career opportunity for an Assistant Branch Manager. The successful candidate will be responsible for:

- Accomplishing organizational goals by accepting ownership
- Exploring opportunities to add value to job accomplishments
- Overseeing the sales and office personnel including following staff workloads, managing schedules, and documenting personnel issues
- Developing and maintaining vendor relationships

Qualifications include a 4 year degree in business or related field with 5 plus years working experience and proven supervisory involvement.

The ideal candidate:

- Will have the ability to work on multiple projects and meet deadlines in a fast paced environment
- Helps to budget and allocate finances for various departments within the company
- Works towards increasing sales and productivity of the branch
- Is experienced in hiring new employees
- Can motivate employees to achieve set goals
- Will establish and maintain effective working relationships with co-workers
- Has strong knowledge of the building industry

This position offers a competitive compensation and benefits package. For consideration please send resume with recent salary history to Kari Yonke, kyonke@eidebailly.com.



For Sale

Two Day Lumber Yard Auction
Wyoming, IA - Wednesday, November 13th & Thursday, November 14th. Auction Starting @ 9:30 AM. This yard has been in business since the late 1800's.

Day One Items for Sale:

Small items out of the showroom: Hardware, Bolts, Paint, Electrical, Plumbing, Nails, etc.

Day Two Items for Sale:

Huge lumber inventory: Lumber Yard Equipment, Trucks, Trailers, Saws, & More!

Full list & over 50 color pictures @ www.auctionzip.com ---
Auction ID#: 33411

Ag Vantage FS Owners --- (563) 488-2231 (Yard Office)
Ivan Kurt Auction & Realty
Cascade, IA
(563) 543-2685

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)

Check out your convention brochures for additional seminars at the 2014 NLA conventions.

New Training Modules

Each month **Knowledge Central** will be adding training modules to the system. This month you will see the following new training modules:



- Mobile Emergency Action Plan
- Internet Code of Conduct
- Harassment and Discrimination Training
- How to Investigate Harassment Claims- Part I
- Investigating Harassment Claims- Part II
- Top Ten Reasons for Litigation
- Video Display Terminal Safety
- Customer Safeguarding Information Awareness
- Driver Safety
- 12 Steps to Success in Sales

Northwestern Lumber Association's new online training, testing, and performance tracking system service - **Knowledge Central** - is available to you at NO COST as a benefit of membership with NLA. For more information on this new service contact Connie Johnson (763) 595-4045.

Meeting Space

NLA is looking for meeting space for upcoming professional development classes in Cedar Rapids, Iowa and in Omaha, Nebraska. If you have private meeting room space at your facility and are willing to host an NLA class/meeting, please email cjohnson@nlassn.org or call Connie Johnson (763) 595-4045.

2013 Oregon Mill Tour Recap

A rare major September storm system welcomed all 28 Mill Tour participants to Oregon this year, with record breaking rainfall in some spots, but the tour carried on as scheduled. Despite the soggy, cool weather, the trip contained some fantastic educational tours and sights along the way!

The first full day together started off with a trip back in time to the Hull Oakes Lumber Company, a Douglas-fir cutting mill nestled in the foothills of the coast range northwest of Monroe, Oregon. This mill specializes in cutting big timbers up to 85 feet long with no computerized equipment and until a few months ago, there were parts of the mill that still ran on steam.

The group also got a first-hand look at two Weyerhaeuser production plants - veneer and trus joists - as well as an extremely detailed personal tour of the surrounding Weyerhaeuser timberlands to view logging sites, yarding, and loading of the timbers, as well as the planting and commercial thinning areas.

Perhaps the most inclusive tour of the trip was the visit to the Rosboro plant. Hours were spent touring their whole facility, learning about the production of veneer, plywood, glulam and more - all at one main location.

This trip included so much more than just a great education! There were many other interesting tours and stops along the way that the group got to partake in, including the well-known Glockenspiel restaurant, Willamette River, Columbia River, Vista House, Gorge waterfalls, a dinner cruise on the Sternwheeler, ziplining through the Cascades and more!

Would you like to join our 2014 Mill Tour? The destination has yet to be set, but you're sure to have a fantastic time wherever we go!

888-8001

Business Forms , Invoices,
Purchase Orders , A/P Checks, Custom Forms, no set up
charges, best pricing available! Do a price comparison - contact
Melanie at NLA at (763) 595-4050
or email mhultman@nlassn.org.

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LEGISLATION & REGULATORY

Webinar: New OSHA Hazard Communication Standard Requirements

Does global harmonization, pictograms, new MSDS requirements and new container labeling have you confused? If you are, you're not alone. The latest changes to the OSHA HazCom standard, which take effect December 1, 2013, can be baffling and overwhelming.

LBM dealers have even more responsibility since you are both employers and resellers of covered materials. If you are an owner, supervisor, or manager with safety responsibilities, you should attend this information-packed webinar.

Learn straight from the experts the next set of information you need to comply with the regulation. Webinar Schedule (Choose one of four dates):

- Tuesday, November 5, 1:00 pm - 2:00 pm EST
- Thursday, November 7, 3:00 pm - 4:00 pm EST
- Wednesday, November 13, 11:00 am - 12:00 pm EST
- Friday, November 15, 12:00 pm - 1:00 pm EST

Price: \$75 for NLBMDA members (includes state/regional LBM association members) or \$125 for non-members.

Click [HERE](#) to Register!

NLBMDA Announces New Leadership Team

The National Lumber and Building Material Dealers Association (NLBMDA) announced its new leadership team installed on October 23 at the ProDealer Industry Summit in Nashville, Tennessee. At the association's annual meeting, the NLBMDA Board of Directors elected Chris Yenrick as the new chair of the association. Chris is president of Smith Phillips Building Supply in Winston-Salem, North Carolina and is replacing outgoing chair Chuck Bankston, president of Bankston Lumber in Barnesville, Georgia.



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What's Coming Up

November 7-8, 2013

[Yard & Delivery Managers Workshop](#)
Albert Lea, MN

November, 11-13, 2013

[Heritage Roundtable](#)
Riverwood Inn & Conference Center
Monticello, MN

November 18-19, 2013

[Yard & Delivery Managers Workshop](#)
York, NE

January 13, 2014

"Beat Last Year" Sales Team Workshop

Rivers Edge Convention Center &
Best Western Kelly Inn
St. Cloud, MN

January 13, 2014

"How to Sell Value" Sales Team Workshop

Rivers Edge Convention Center &
Best Western Kelly Inn
St. Cloud, MN

January 13-14, 2014

Northwestern Building Products Expo

Rivers Edge Convention Center & Best Western Kelly Inn
St. Cloud, MN

January 15-16, 2014

Sales Person Roundtable

Best Western Kelly Inn
St. Cloud, MN

January 20 & 21, 2013

Yard & Delivery Managers Workshop

Tomah, WI

February 5-6, 2014

Wisconsin Lumber Dealers Convention

Marriott Madison West
Middleton, WI

February 19-20, 2014

Iowa Lumber Convention

The Meadows
Altoona, IA

March 11-12, 2014

Nebraska Lumber Dealers Convention

Embassy Suites
Lavista, NE

In addition to Chris, the other members of the 2013-2014 NLBMDA Executive Committee are:

- Chair-Elect: J.D. Saunders, Economy Lumber, Campbell, CA
- First Vice Chair: Scott Yates, Denver Lumber, Denver, CO
- Second Vice Chair: Davis Boland, Boland Maloney Lumber, Louisville, KY
- Treasurer: Linda Nussbaum, Kleet Lumber, Huntington, NY
- Manufacturers & Services Council Chair: Roger Dankel, Simpson Strong-Tie, McKinney, TX
- Federated Association Executives Chair: Rita Ferris, Northeastern Retail Lumber Association, Rensselaer, NY
- Immediate Past Chair: Chuck Bankston, Bankston Lumber, Barnesville, GA
- President: Michael O'Brien, NLBMDA, Washington, D.C.

U.S. Supreme Court Takes WMC Case

On Tuesday, the Supreme Court accepted the petition of the National Association of Manufacturers and other associations, to which Wisconsin Manufacturers & Commerce (WMC) is a party, and five other petitions challenging the Environmental Protection Agency's (EPA) proposed regulation of carbon and other greenhouse gases.

In accepting the petitions, the justices agreed to consider only one question: "Whether EPA permissibly determined that its regulation of greenhouse gas emissions from new motor vehicles triggered permitting requirements under the Clean Air Act for stationary sources that emit greenhouse gases?"

WMC views this as a positive development. In our opinion the EPA used a hopelessly flawed interpretation of the Clean Air Act to dramatically rewrite American energy policy without input or oversight from Congress. If the proposed regulations take effect, and especially if they are ultimately applied to existing facilities, the costs on businesses and consumers will be astronomical.

The decision of the Supreme Court provides hope that affordable energy, the life blood of our manufacturing economy, will not be cut off.

Article courtesy of [Wisconsin Manufacturers & Commerce](#)

MEMBER NEWS

Membership Dues Now Due For 2013-14

The 2012-2013 membership year has come and gone and we would like to thank all of our loyal members for their support and participation over the past year.

2013-2014 is off to great start and we look forward to servicing your business again. In early-October, your office should have received the 2013 Year in Review which provided an update on the latest association happenings and also included your 2013-2014 membership dues invoice. Review this information and think of how your business can benefit from continued membership in NLA.

For those who have already renewed their membership, we thank you and we look forward to working with you again this year. If you have not renewed your membership, please take a moment to do so as soon as possible so that your member benefits do not lapse.

Should you require a new membership dues form, please click on one of the following links to print a new form:

[Retail Single Location Dues Form](#)

[Retail Multiple Location Dues Form](#)

[Associate Dues Form](#)

If you have any questions regarding the status of your membership, please contact Cody Nuernberg at (800) 896-5130.



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BUSINESS DEVELOPMENT - FEATURED PROGRAM

Welcome Chris Kelly to LegalShield



Northwestern Lumber Association is proud to welcome Chris Kelly to the NLA LegalShield Program as our Program Representative.

Chris comes to NLA's LegalShield Program with years of experience in the legal and human resources field. Chris and his team utilize a number of resources and avenues to help NLA members protect their business and make smart legal decisions. From the most basic of human resources questions to OSHA policies and much more, LegalShield is here to help NLA and its members.

Over the next month, Chris and his team will be contacting NLA member yards to discuss LegalShield and the benefits of the program. We encourage you to take a moment and talk with our LegalShield representatives about any issues (past or current) in your business and consider participating in this great member benefit.

If you have any questions regarding the LegalShield Program, please contact Cody Nuernberg at (800) 896-5130 or visit the LegalShield page on our website by clicking [HERE](#).



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A day of worry is more exhausting than a week of worry.
 - John Lubbock

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