



**Membership Dues Are Now Due For 2016-2017**

The 2016-2017 Membership Dues statements were mailed out with the 2016 Year in Review in October. Please mail or fax your dues payments back to NLA as soon as possible. Being a current member means you can rest assured you will be kept informed of the latest scams that cost you time and money. It also ensures that the business services available to you are accredited and will provide you the best value. For those who have already renewed their membership, we thank you and 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 Form](#)     
 [Retail Multiple Location Form](#)     
 [Affiliate Form](#)     
 [Associate Dues Form](#)

If you have questions regarding membership or if you would like to learn more about the benefits of being a member of the Northwestern Lumber Association, please contact Cody Nuernberg, Scott Kerber, or Jon Hale at (888) 544-6822.

**Professional Development Opportunities**

Thank you Seal-Rite Door for hosting our sold-out Estimating 1-2-3 class last month.

Make sure your staff is ready to service your customers with product knowledge, blueprint reading and material take-off skills. Attend one of Casey Voorhees' **Blueprint Reading & Material Take-off** classes and walk away with these skills PLUS short-cuts to improve your material take-off speed and accuracy.

Upcoming classes:

- November 29 & 30 -Altoona, Iowa
- December 13 & 14 -Omaha, Nebraska

The 2017 class dates & location information can be found on the NLA website.

Improve your business's bottom line by having a better understanding of inventory management, proper measuring of your income and expenses, high delivery execution and so much more. During the **Business Management Workshop and Yard & Delivery Manager Workshop**, Ken Wilbanks shares techniques and best practices that owners and managers can put to use immediately in their business.

**Business Management Class** - Business Owners and CFO's discover how to measure and navigate their business to profitable growth through a masterful understanding of fundamental performance reporting tools used throughout the industry.

- December 6 -Eagan, Minnesota
- February 13, 2017 -Nebraska

**Yard & Delivery Managers Workshop** -This workshop devotes two days to understanding the essential best practices and learning powerful tools to ensure stellar performance in each separate, yet interrelated area of your yard and delivery operations.

- December 7 & 8 -Eagan, Minnesota (Touring Dakota County Lumber)
- February 15 & 16, 2017 - Omaha, Nebraska (Touring Millard Lumber Inc)

**FREE Overtime Rule Webinar - November 9th**

The new overtime regulations go into affect December 1st. Under the Fair Labor Standards Act (FLSA) the Department of Labor has changed the rules for determining when employees become entitled to overtime pay. This FREE 60-minute webinar will provide you with a better understanding of which employees are entitled to overtime pay, the three exemptions and what it means to you as an employer. Click [HERE](#) for more information on the webinar.

For a complete list of the 2016-2017 Professional Development Programs click [HERE](#).

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**What's Happening**

**November 2, 2016**  
**2nd Annual Paula Siewert Memorial Clay Shoot**  
**Hugo, MN**

**Jan. 16-17, 2017**  
**Northwestern Building Products Expo**  
**Bloomington, MN**

**Jan. 31, 2017**  
**Wisconsin Lumber Dealers Convention**  
**Wisconsin Dells, WI**

**Feb. 21, 2017**  
**Iowa Lumber Convention**  
**Altoona, IA**

**March 8, 2017**  
**Nebraska Lumber Dealers Convention**  
**Kearney, NE**

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**Are Your Employees Keeping Up With Required Training?**

OK, you have the ComplyAbility system in place. Each of your employees has been assigned their respective user name and password to access the system. The training pertaining to each employee's job description or position in the company has been assigned. You've posted your company's Employee Handbook, Safety Manual, forms, state and federally required posters, Safety Data Sheets, or other pertinent documents to the system for immediate access by any employee. But your employees are not completing their required training. Now what?

Click [HERE](#) for the rest of the story.



## 2017 Conventions- Badge, Seminar & Meal Ticket Registration

It's that time already! Registration brochures for both the Expo in Minnesota and the Wisconsin Lumber Dealers Convention hit the mail this week so watch for them in your mailboxes soon. These contain important details about the convention happenings, as well as the registration form to get signed up for your show badge, seminar tickets and meal tickets.

If you're anxious to get registered before the printed brochures get to you, the online registration links for the Minnesota Expo and Wisconsin Convention are NOW OPEN! Visit the links below to register online and secure your spot at one or both of these great events! Browse our Trade Show web pages at [www.nlassn.org](http://www.nlassn.org) for details about each convention as well (Iowa and Nebraska registration forms will be available in mid-December.)

**[MN Expo Online Registration -DEALER \(Members\)](#)**

**[MN Expo Online Registration - DEALER \(Non-Members\)](#)**

**[MN Expo Online Registration - EXHIBITOR/BOOTHWORKER](#)**

**[Wisconsin Convention Online Registration - DEALER \(Members\)](#)**

**[Wisconsin Convention Online Registration - DEALER \(Non-members\)](#)**

**[Wisconsin Convention Online Registration - EXHIBITOR/BOOTHWORKER](#)**

For convention questions, please contact Jodie at (800) 896-5134 or [jfleck@nlassn.org](mailto:jfleck@nlassn.org).

## SUPPLIERS: There Are Still Booths Left at All NLA Trade Shows

For those of you who haven't reserved your booth(s) at the 2017 NLA Conventions, you'll be glad to know that we still have booths left at each show. Keep in mind that a couple of these shows DO SELL OUT each year, so don't delay too long! Click on the links below for access to the registration forms. Current floor plans can be found on our website at [www.nlassn.org](http://www.nlassn.org) under the Trade Show tab.

**[Multi Show Registration Form](#)**

**[Membership Registration Form](#)**

**[Expo Registration Form](#)**

**[Wisconsin Registration Form](#)**

**[Iowa Registration Form](#)**

**[Nebraska Registration Form](#)**

## EXHIBITORS - Is Your Tradeshow Checklist Complete?

Most of you have attended numerous trade shows over the years. You went through your checklists, packed, loaded the trailer and drove to the next show on a long list of events. You can do it in your sleep by now, right? Perhaps. But we have some items that probably haven't been on your trade show checklist before but definitely NEED to be.

### What is on a typical trade show checklist:

- Exhibit Booth Display
- Literature about your product, service, and unbeatable attributes
- Company pens, hand sanitizer, keychains or other must-have tchotchkes
- Matching booth worker shirts and "swag"
- 13,000 business cards

### What needs to be added to your trade show checklist for 2017 NLA Shows:

- **Prize Giveaway** for a special dealers-only drawing
- **Sponsorship Commitment** at each show you're exhibiting in

Why are these add-ons to your checklist important? Because nobody likes to be left out. At next season's shows, you'll notice a couple of new programs we've developed to increase foot traffic to your booth - IF you participate in them.

As a way to maximize sponsorship exposure, we've played off our World of Opportunities theme and created passport books and passport stamps. Each attending dealer will receive a passport book at registration and each SPONSORING exhibitor will receive a passport stamp. Dealers must get a stamp from **every single sponsor** in order to fill their book, which in turn, enters them into a drawing for anywhere between \$300-\$500! This means if you're a sponsor, people will, without a doubt, be at your booth. Sign up for a sponsorship **[HERE](#)**.

In addition, we'd like each exhibitor (sponsor or not) to bring a prize for a drawing at your booth.\* At the end of the day, we'll ask each exhibitor to draw one lucky winner, bring the winning name to a centralized posting board, and we'll post it for all dealers to check. If a dealer sees their name, they will go back to that corresponding booth to collect their prize. This adds a bit more fun for everyone, increases traffic to all booths, and encourages attendees to stay until the end of the day!

\*There will be two drawings at the Expo in MN (one each day, so bring two prizes). There will only be one drawing at each of the other shows - WI, IA and NE.



**Program Spotlight NLA & NLBMDA's Forklift Operator and Training Program**

All forklift operators must be certified every 3 years. The Complete Forklift and You package includes:

- Lumber yard specific 45-minute training video
- Trainer's guide walks the presenter through the process of onsite training
- Operator Package includes 5 workbooks, exams, ID cards and certificates of completion

Available online or as a DVD package. Click [HERE](#) for complete details.



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**Classifieds**

<p>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  <a href="mailto:ron@dillon-ma.com">ron@dillon-ma.com</a></p>	<p><b>LUMBER YARD MANAGER/ESTIMATOR:</b> Seeking a full-time manager with drafting &amp; estimating skills.           Looking for a team player who can do everything from counter sales to delivery.          Please send resumes to <a href="mailto:5584bestlumber@polarcomm.com">5584bestlumber@polarcomm.com</a> or call (701) 265-8435.           To run a classified ad, click <a href="#">HERE</a> or contact Melanie Hultman at (763) 595-4050.</p>
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*If you really look closely, most overnight successes took a long time.*  
**Steve Jobs**