



Northwestern Scene

Northwestern Lumber Association serving Iowa, Minnesota, Nebraska, North Dakota, and South Dakota
 1405 Lilac Drive North, Suite 130 • Minneapolis, MN 55422
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December 2008, Vol. XV, No. 12

December 9, 2008

When OSHA Comes Calling
 Webinar

December 16, 2008

How to Make a Profit
 in a Down Market
 Webinar

January 18-20, 2009

Northwestern Building Products
 EXPO
 Bloomington, MN

February 26-27, 2009

Iowa Lumber Convention
 West Des Moines, IA

March 11-12, 2009

Nebraska Lumber Dealers
 Convention
 La Vista, NE

March 16 - 17, 2009

Basic Material Estimating Class
 Sioux Falls, SD

March 18, 2009

Advanced Estimating Class
 Sioux Falls, SD

March 23- 26, 2009

Estimating Post Frame Bldgs. Class
 Saint Cloud, MN

Routing Slip

Pass this around to others in your
 company for their information.

NLA'S TOLL FREE NUMBER HAS CHANGED TO 888-544-6822

2009 Legislative Session

It will not be long before your state's legislative session will begin. NLA has been in contact with our partners in all five states who help us monitor legislative activities. Across the board, taxes and budgets will be the number one issue. Everyone is watching what action will be taken

in this lame-duck session, if anything, to stimulate the economy. Also there is the speculation of what our new president and congress will do when they take office in January and how that will affect funding for states.

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EXPO Preview

The New Year is right around the corner and we can finally say so long to 2008 and start looking forward to a better and brighter 2009. There's no better time to visit the Northwestern Building Products EXPO January 18-20, 2009 at the Sheraton Bloomington Hotel. Show your support for all the exhibitors who are toughing it out with you everyday and

who recognize the value of supporting the association for the good of the industry. NLA is grateful for their support and encourage you to not only attend the EXPO and meet face to face with all the people you deal with during the year, but also remember to go to these companies first when ordering materials or services.

(continued on page 2)

December Webinars

On December 9 at 2:00 pm central time, join other NLA members for "When OSHA Comes Calling" with consultant Deborah Hayden. Hayden has years of experience in the lumber yard business, preparing companies for OSHA visits. This one is for you. More information will be faxed out December 1.

On December 16, 2:00 pm central, NLA offers "How to Make a Profit in a Down Market" with Chris Rader of Rader Solutions. You may know him from his monthly column in *ProSales* magazine.

Information on future webinars is faxed out about one week to 10 days in advance. Cost for each webinar is \$139. Contact

Suzanne Lechtman, slechtman@nlassn.org, or 800-469-8744 to register. ■

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EXPO Preview *(continued from page 1)*

The theme for 2009 is “**Building a Better Tomorrow**” and we have a schedule of education seminars that will provide valuable information to take you and your business into the future. Be sure to stay after the exhibit floor closes and join us on the Garden Court for a return to the Grand Old Reception.

Relax, kick back and have some fun while you are entertained by the Minnesota Barking Ducks. Enjoy a delightful lasagna dinner (talk about comfort food!). It is a great opportunity to spend time socializing with your customers and clients.

This is also a great time to catch up with your peers who are dealing with a lot of the same issues you are and who may have ideas that you can take back and implement in your yard. If you are an owner or manager of a yard, sign up for the free Dealer Appreciation Lunch and listen to one dealer’s perspective on green building.

When asked why he likes attending the convention, Ron Enter, NLA chairman of the board, says “I always leave the EXPO feeling energized.” You will, too. ■

2009 EXPO Schedule

Sunday, January 18

12:00 pm – 4:00 pm	Northwestern Lumber Association Board & Committees Meetings
5:30 pm – 8:00 pm	Registration Desk Open
6:30 pm – 9:30 pm	Football Party/Texas Hold'em
7:00 pm – 10:00 pm	Exhibitor Set Up

Monday, January 19

7:00 am – 7:00 pm	Registration Desk Open
7:00 am – Noon	Exhibitor Set Up
8:00 am – 11:30 am	Morning Seminars: Exterior Wall Coverings (C) Stop the Leak! Preventing Inventory Losses Energy Efficient Construction with Plastic Building Materials (C) Preliminary Guesstimates: What You Predict Will Haunt You (A) Job Site Safety for Contractors (C) Green Building: For Retailers
11:30 am – 12:30 pm	Lunch & Learn Seminars Open for Business: Disaster Preparedness Energy and Foam Plastic Insulation How Lead Abatement Rules Are Changing for Remodelers
11:30 am – 12:30 pm	Dealer Appreciation Lunch A Lumber Yard’s Perspective on Green Building
11:30 am – 1:00 pm	Lunch for Seminar Attendees
12:00 pm – 6:30 pm	Exhibits Open
2:00 pm – 5:30 pm	Afternoon Seminars Energy Efficient Construction with Plastic Building Materials (C) Drug/Alcohol Recognition Techniques for Supervisors Job Site Safety for Contractors (C) Green Building: Materials for Energy Management (C)
5:45 pm – 6:30 pm	Exhibitor Reception on the Exhibit Floor
6:30 pm – 8:30 pm	Reception and Dinner with the Minnesota Barking Ducks
7:30 pm – 8:30 pm	Silent Auction

Tuesday, January 20

6:30 am – 1:00 pm	Registration Desk Open
7:00 – 9:00 am	Dealer/Supplier Breakfast Program Beat Last Year! Sales Management
9:00 am – 1:00 pm	Exhibits Open
1:00 pm – 5:00 pm	Exhibitor Tear Down

Education at Expo 2009 – The Highlights

There's a great lineup of classes at the 2009 Northwestern Building Products EXPO. Dealers, builders, contractors, suppliers and architects—your bases are covered! The main education day is Monday, January 19; however there is a dealer/supplier breakfast on January 20th. Schedule details are in the registration brochure that you may have already received. You can register online at www.nlassn.org, or use the enclosed form. For early bird prices, register by January 5.

FOR DEALERS

STOP THE LEAK! PREVENTING INVENTORY LOSSES

A building materials business is a complex operation, and profits can be lost by a combination of both bad habits and ineffective operational models. Learn the primary causes of product and profit losses, and discover where your business may be at risk. You will learn simple and effective counter-measures that will reduce or eliminate these potential losses. Create a company culture where everyone plays a part in minimizing losses and maintaining profitability. Ken Wilbanks is a professional business consultant and educator with 30 years experience in the building materials and home center industry.

GREEN BUILDING:

MATERIALS FOR ENERGY MANAGEMENT

Tailored specifically for dealers! An award-winning builder of high-quality, sustainability-built (green), and affordable homes, Fernando Pagés Ruiz will share his expertise with you. Pagés explains that building a durable energy-efficient house for less money can be achieved with an engineered, value-driven approach. In answering the question if this is only a trend, you learn how your business needs to respond. Discover that you have many of the materials considered to be green. Pagés will review many options for making a house energy efficient and low maintenance with materials that spare the environment, yet built to high quality standards. A builder for more than 20 years, based in Lincoln, Nebraska, Pagés achievements include the completion of a beta test LEED for Home project, earned many awards and authored several books.

DRUG/ALCOHOL RECOGNITION

TECHNIQUES FOR SUPERVISORS

Are those droopy eyelids fatigue or hangover? Was that minor injury caused by carelessness or because the person was high?

Don't think it can't happen in your business — it can. Drug and alcohol use among employees puts your employees, the public, and your company at serious risk. This program will help you recognize the signs and symptoms of drug and alcohol use among employees and give you tips for handling various kinds of situations. Steven Brotzler is a retired Minnesota State Trooper and has been involved with the Minnesota Safety Council for 17 years as an instructor/trainer teaching in the areas of traffic safety and drugs/alcohol as well as other programs.

MONDAY LUNCH & LEARN:

OPEN FOR BUSINESS - DISASTER PREPAREDNESS

Natural disasters recently have grabbed everyone's attention. In our area, losses are typically caused by tornadoes, winter storms, fire, wind, hail, and floods. Eric Bolduc, field manager for Federated Insurance, will introduce you to a planning tool called Open for Business®, developed by the Institute for Business and Home Safety (IBHS) in partnership with Federated Insurance. This on-line tool is available at no cost to help business owners and managers create, step-by-step, a disaster preparedness plan. Since one out of four businesses that has to close as a result of a disaster does not reopen, planning gives owners an advantage in their efforts to keep their businesses open and help their communities recover. Be prepared and proactive by attending this session!

MONDAY DEALER APPRECIATION LUNCH:

A LUMBER YARD'S PERSPECTIVE ON GREEN BUILDING

Today building material dealers are facing a barrage of questions related to green building ranging from "What is certified wood?" to "Is this thing-a-ma-bob green?" For many of these questions there are no official answers out there. The real question is, how do you resolve your customers' concerns about green at a time when every product is starting to claim "green" and there are conflicting opinions? Dr. Jeff Howe, CEO of Fullerton Companies and COB of Dovetail Partners, will discuss the evolution of green building over the past 30 years and recommends a proactive approach that any lumber yard can use to respond to their customers' green requests. *Sponsored by Pennsylvania Lumbermens Mutual Insurance Company.*

JANUARY 20:

DEALER/SUPPLIER BREAKFAST — BEAT LAST YEAR!

Whether you are in retail or wholesale distribution, business consultant and educator Ken Wilbanks — with 30 years experience in all operational areas and at all levels in the building materials industry — will help you to equip your team to Beat Last Year, even in the most challenging business climate. Prepare your managers for aggressive play with hard-hitting new management techniques. Place your leadership team in the supportive coaching role. Determine the measurements that really matter. Establish meaningful, exciting sales analysis methods that chart your sales goals and strategies. Track results, recognize valuable plays, and reward the team's success! Large, mid-sized and small businesses will all walk away with easy-to-apply techniques that will improve your bottom line. *Sponsored by Federated Insurance.*

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Convention Specials

MID AMERICA LUMBER INC., Booth 207: Come see us for your lumber and industrial needs e.g. pallets/trusses/fencing.

V & H TRUCKS, INC., Booth 325: Special Convention Pricing on All Boom Trucks, Piggyback Forklifts, and Flatbeds

Education at EXPO 2009 – The Highlights *(continued from page 3)*

FOR ARCHITECTS, ENGINEERS, AND BUILDING DESIGNERS

PRELIMINARY GUESSTIMATES:

WHAT YOU PREDICT WILL HAUNT YOU;

or How to Estimate and Manage Your Clients' Expectations about Cost Early in the Project Design Stage

This course will present two methods to more accurately predict project costs in the schematic design stage, which will help to manage your client's expectations about cost and the probability that it will change. Peter Hilger will explore the concept of total project cost, project risks, and qualifying an estimate. Since its founding 14 years ago, Hilger has been teaching in the Construction Management program at the University of Minnesota. An architect and consultant, Peter Hilger has worked as a design/build contractor since 1983.

FOR BUILDERS AND CONTRACTORS

EXTERIOR WALL COVERINGS

Learn everything you need to know about the exterior wall envelope of buildings. Topics include water-resistive barriers, installation requirements and problems, vinyl siding, fasteners, flashing, exterior plaster, brick exteriors, steel siding, product labels, and other topics. Roger Axel, CBO, is the building official for the city of New Hope, Minnesota. Axel has extensive experience as combination inspector, plans examiner and building official. You will come away with knowledge you need to avoid costly errors.

ENERGY EFFICIENT CONSTRUCTION WITH PLASTIC BUILDING MATERIALS

Learn from three of the best from Edwards Sales Corporation! Schuyler Wallace explains the manufacturing process and properties of foam insulation, how heat is lost from foundations, interior and exterior application to four kinds of foundations, and the tremendous energy savings potential of insulating foundations plus application of insulated sheathing to sidewalls.

Glen Gakemeier shares his knowledge of one-component foams and adhesives, their features and benefits; compares "straw" and "gun" foam; considers codes and standards; looks at applications of foams and available tools. Robert Braudt has the ability to integrate knowledge of new products and methods as the construction industry evolves. He will speak on effective building envelopes. What is a weather resistant barrier (WRB) and why do you need one? What are its properties, functions and benefits? Braudt will review options in choosing a WRB; properties to consider when choosing housewraps; and window weatherization materials and flashing.

JOB SITE SAFETY FOR THE SMALL CONTRACTOR

OSHA is not a four-letter word ... and OSHA inspectors need not be the Dark Force you Fear. Understanding the most cited hazards first and foremost keeps you and your employees safe. It will increase productivity and decrease your insurance costs. Learn how to prepare for a job site inspection. Wayne Niles, safety director at Doody Mechanical, will show you how to identify and prioritize potential hazards in your business, determine what OSHA standards apply to you, and improve your company's safety culture.

GREEN BUILDING: MATERIALS FOR ENERGY MANAGEMENT FOR CONTRACTORS

For more than 20 years Fernando Pagés Ruiz has been building high quality, green, affordable homes. His achievements include the 2007 completion of a beta test LEED For Homes project. Pagés explains that the seemingly contradictory aims of building a better house for less money can be achieved with an engineered, value-driven approach. Material-sparing techniques, long-term durability, and energy efficiency are the three driving principles for design and construction. Whole-house engineering and contractors functioning as a team can bring efficiencies. Factory framed and prefab components can be less expensive and better. Pagés will review many options for making a house energy efficient and low maintenance with materials that spare the environment, yet built to high quality standards.

MONDAY LUNCH & LEARN:

ENERGY AND FOAM PLASTIC INSULATION

Addressing the exterior envelope provisions in the energy code, Peter Kulczyk will cover definitions of terms in the energy code, and then the application of the code to various parts of the residence: foundations, basement walkouts, rim joists, exterior walls main floor, attic/roof, and tuck-under garages. He continues with discussion of foam plastic insulation (specifications, characteristics, test standards) and application of gypsum board. Kulczyk serves as technical staff for the International Code Council (ICC) and has been a popular instructor at past Expos. This course meets requirements for one-hour energy code.

MONDAY LUNCH & LEARN: HOW LEAD

REGULATIONS ARE CHANGING FOR REMODELERS

Daniel R. Locher will talk about the negative health effects of lead; lead abatement techniques (remove/replace, enclosure, encapsulation); and interim controls. He also will focus on methods and benefits of working safely with lead, as well as the EPA Renovation, Repair and Paint (RRP) Rule TSCA 402(C) (3) and EPA certification for firms and individuals. He will finish with the status of RRP legislation and regulation in Minnesota as it relates to lead. Locher is supervisor of the Asbestos and Lead Compliance Program at the Minnesota Department of Health, where he has worked since 1994. Lead abatement is required for first-year licensed contractors. ■

EXPO 2009 Sponsors

Bayer Built Woodworks

Exhibit Floor Keg Beer

Federated Insurance

Dealer/Supplier Breakfast

Hutchison Lumber & Building Products

Exhibit Floor Keg Beer

Pennsylvania Lumbermens Mutual

Dealer Appreciation Lunch

Grand Old Reception with Dinner, Music and Silent Auction on the Garden Court Monday, January 19, 6:30 pm.

After spending the day visiting the exhibit floor and attending seminars, come to the Garden Court for a lasagna dinner and reenergize yourself to visit all the exhibitors' Cabanas where you are invited not only for hospitality, but also to see their products on display. For only \$15.00, enjoy a sit down, two-course meal with your friends and listen to the blues-based music of Minnesota Barking Ducks with Kit Kildahl from Scherer Brothers.

During the reception, be sure to visit the silent auction, which takes place from 6:30 - 7:30 p.m. Come bid on the many items

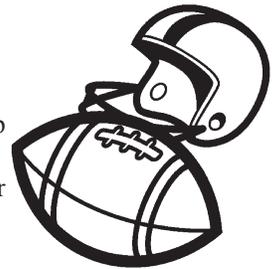
donated by suppliers and retailers. Get great deals on sporting equipment, wildlife prints, clothing, tools and other donated items.

Support the next generation of lumber and building materials industry. The money raised at the silent auction will be given to a deserving student, nominated by a member. If you wish to donate to the Silent Auction, write your item on the enclosed Badge and Ticket Order Form or call Sally at (800) 896-5134 or email smeans@nlassn.org. ■

Football Party and Texas Hold'em Tournament Sunday, January 18, 6:30-9:30 p.m.

Join us Sunday evening January 18, for football, food, and fun. Come watch the championship football game, play in the Texas Hold'em Tournament or both. Enter into the football pool for your chance to win a prize and benefit the scholarship fund. If you've never played Texas Hold'em, don't worry, this is a great opportunity to learn how and have some fun.

Cost is only \$30 for the evening. Sign up in advance using the Badge and Ticket Order Form or sign up when you register at the convention. Heavy hors d'oeuvres will be served. ■



Iowa Legislative Committee At Work

On June 18, Title Guaranty, the state agency that the Legislature created to guarantee real property title and help assure the integrity of Iowa's land title system, wrote a proposal to the Iowa State Bar Association proposing a revision of the mechanic lien law. Their proposal was to require all subcontractors to file a notice of record and change "owner-occupied dwelling" to "residential dwelling." Their argument was that homeowners are losing their homes or paying twice for work done on their properties but they could not substantiate that claim. They also argued it would protect the subcontractors and material providers who have been harmed by recent builder difficulties. The problem is their proposal did not indicate how their changes would lessen the harm.

Rather, this proposal would have been burdensome to you, the material provider, to the subcontractors and to the administrative staff at the court. Imagine the number of notices that would flood the courthouse for every job multiplied by the projects in progress. The ones who would have most benefited were the personnel at the Title Guaranty office, whose jobs would be far simpler.

Fortunately, in the meetings that followed with our lobbyist and other concerned parties, the representatives from Title Guaranty have withdrawn their proposal. Our thanks to our lobbyists Craig Schoenfeld and Bill Wimmer, Don Strater who is legal counsel for Roberts & Dybdahl, and the Iowa Legislative Committee members for staying on top of the issue. ■

What's New

BOISE CASCADE, Booth 416: Trex Trim – Composite Trim Boards; DOW SIS Panel – Structural Insulated Sheathing.

GOLDEN VALLEY SUPPLY, Booth 321: Specialty interior finishes including Acoustical Ceilings; Stamped Tin Ceilings; Wall Protection and Toilet Partitions.

HAYFILED WINDOW & DOOR CO., Booth 310: Custom Size Remodeling Windows – no up charge; Vinyl Clad Wood Windows with Two Piece Brickmold – make for easy installation.

MANION'S WHOLESALE BUILDING SUPPLIES, Booth 509: Quality Edge Steel Siding and Fascia; Mildew Resistant Caulk; USG Tiling System.

WHIRLWIND BUILDING COMPONENTS, Booth 305: Whirlwind is now offering a renewable Solar Energy System that is applied directly onto one of four Standing Seam Metal Roof Systems.

Future Lumber Leaders And Nebraska Young Lumbermen's Reunion

In 1978, a group of young lumber owners from Nebraska began the first of several meetings at the Holiday Inn in Kearny, Nebraska to network and discuss mutual issues. Many of what have become Nebraska's most successful lumber dealer owners were part of this Nebraska Young Lumbermen's group. In general, these owners not only thrived economically when compared with their peers; they also became service leaders in their local and lumber business communities as well. With the goal of grooming future industry leaders, the Young Lumbermen's Group is being resurrected with a few changes.

The new group would be geared toward future leaders (men and women) expected to take over the reins of the retail lumber industry for the next 15 to 25 years. It would welcome those in mid career and suppliers.

The event, January 30-31, will be held at the renovated Holiday Inn at Kearney, which has been upgraded with a water park. Participants will have the option to stay at the hotel on Friday and/or Saturday night(s) or not at all.

The event will start with dinner and a speaker on Friday. On Saturday, there will be speakers, roundtable discussions, lunch, and a family dinner.

Scholarships, sponsorships or donations to help defray expenses for attendees are welcome. ■

2009 Legislative Session

(continued from page 1)

If you are interested in following what is affecting your business and the industry on a state level, sign up for the *Legislative Bulletin*. Regular updates will be sent via email as new information becomes available on specific issues, proposed legislation and committee work. People on the email list will also be contacted periodically for feedback and opinions on what position the Association should take on certain issues. The entire membership will be contacted when a "Call to Action" (the need for members to contact their legislators to take specific action on a bill) is required.

Sign up by using the enclosed enrollment form or email Paula at psiewert@nlassn.org and be sure to indicate what state(s) you wish to monitor. ■

Save the Date

Iowa Spring Golf Outing

Thursday, May 21, 2009

at

River Valley Golf Course

Adel, Iowa



Northwestern Lumber Association
1405 Lilac Drive No., #130
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