



Scene...in a flash

EXPO EDITION

December 2012
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Showroom Decorating Contest

Email us a photo of your decorated showroom. All entries will be posted to our Facebook page. Winner receives \$25. Deadline is December 17.



Classified Ads

Help Wanted

Sales Representatives & Account Coordinators

The Chanhassen Sales and Distribution Center is one of the highest volume lumber facilities in the country, serving professional

FBI Investigates Canstruct

NLA has been working with our sister association, Northeastern Retail Lumber Association (NRLA) to notify members of the fraudulent activities of a Canadian firm named Canstruct. Their members notified them of the scam and, unfortunately, about the large amount of materials that were stolen. NRLA notified all the LBM associations of the scam and found Canstruct was working across the country. Thanks to the diligent work NRLA, the FBI has gotten involved.

The FBI has been investigating Canstruct in cooperation with the Canadian government and is now taking the investigation to the next level. They have created a website for victims of Canstruct to self-report (this means there was a loss suffered, not just contacted by Canstruct). If you have already sent NRLA your information the FBI is requesting that you still self-report through their website.

The website is located at http://www.fbi.gov/stats-services/victim_assistance. Under the heading "Seeking Victim Information", click on the "Operation CANSCAM" link. Complete the online questionnaire. Then you will receive information concerning the investigation. Once you have completed the questionnaire, you can send any further information and questions to canscam@ic.fbi.gov.

Additionally, there is a toll-free number that provides a voice message update on the investigation. The number is: (877) 236-8947. The option to select is number 2. This is only a voiced update and no messages can be left at this number.

Thank you very much for your help with the investigation. We hope that this investigation will progress and allows retailers to recoup any losses.

NETWORKING - CONVENTIONS

2013 Northwestern Building Products Expo!!

January 14-15, 2013
Rivers Edge Convention Center
St. Cloud, Minnesota



The 2013 Expo is only 6 weeks away and we hope all of you are planning to attend. We have so many new things happening at the upcoming convention as well as the return of some successful past convention features! Read on for a summary of just some of the fantastic things happening at the 2013 Expo!

BUYING EVENT ON MONDAY

The 2013 Northwestern Building Products Expo will kick off on Monday with the Buying Event from 3:00 pm to 7:00 pm; a return event after its successful debut at the 2012 Expo. Retailers can walk the trade show floor to see the new products and show specials offered by suppliers and spend some extra one-on-one time with them. **No contractors or builders will be allowed on the trade show floor during this time** so potential buyers and suppliers can openly discuss pricing, incentives, discounts, etc. in a comfortable and casual buying atmosphere. Contractors and builders are welcome to attend the trade show on Tuesday.

OPENING RECEPTION ON MONDAY

New this year, the Opening Reception will be taking place during the second half of the Buying Event in the center of the trade show floor from 5:00 pm to 7:00 pm on Monday. Grab an hors d'oeuvre and beverage while continuing your conversations with the suppliers and checking out their products, services, and specials. The evening will wrap up early, allowing you to partake in the St. Cloud nightlife with your friends, colleagues, and business associates. There is no charge to attend the Opening Reception this year and no tickets are required for entry.

PRODUCT DEMONSTRATIONS ON TUESDAY

Are you looking for new products and services that will help you, your contractors, and your customers conserve energy? Plan on watching one or all of the six product demonstrations taking place in the center of the trade show floor throughout the day on Tuesday. All demos will focus on our 2013 Expo theme, "How Are You Spending Your Energy?" We highly encourage you to invite your contractors and

builders for over 110 years. At Lyman Lumber, our job is to help make builders more successful. We do this with customer specific sales teams, who first work to understand the customer's individual needs and then develop customized programs for the builder in cost, schedule, and project management.

To apply please contact: Lyman Lumber - Chanhassen

Jobs@LymanLumber.com

(952) 470-4800

18900 West 78th Street

Chanhassen, MN 55317

www.lymanlumber.com

Full-Time Carpenters - All Skill Levels in the Residential Housing Carpentry Contractors Co. has been in the carpentry labor business in the Minneapolis/St. Paul area since 1980. We are dedicated to providing professional builders with the highest quality carpentry labor for building new homes in any price range. We employ one of the largest groups of experienced, professional carpenters who can perform all your carpentry labor needs.

To apply please contact: Carpentry Contractors Co.

Jobs@carpentrycontractors.com

(952) 380-3720

100 Zephyr Avenue S.

Montrose, MN 55363

www.carpentrycontractors.com

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

builders. Product demonstrations are 30 minutes each and will take place between 9:45 am - 3:45 pm. They are free of charge to attend. A detailed schedule and listing of the product demos will be posted on our website at www.nlassn.org under the Trade Show one month prior to the show.

WIN A PRIZE OR CASH!

Cash is King! There will be ample opportunities to feel like royalty when you take home some great door prizes or cash at the 2013 Expo. Attend the Buying Event & Opening Reception on Monday for your chance to win one of five \$100 cash prizes before the night is through. On Tuesday, there will be door prizes awarded on the trade show floor, as well as five more \$100 cash giveaways!

Remember: You must be present to win the cash and prizes! *Entries must be over 18 and an owner or employee (or spouse) of a retail lumber yard company.*

NEW CONTEST FOR DEALERS

This year NLA will be awarding a "Technology Basket" to the retail company that has the most employees and guests in attendance throughout the event! This includes an iPad2, i-tunes gift cards and more; a \$500 value! So make sure to register as many employees, contractors, and builders as you can for the 2013 Expo for your chance to win. Pre-registrants will not be counted if their badge is not picked up at registration.

NEW CONTEST FOR SUPPLIERS

Do you want to win a FREE booth at the 2014 Expo? You now have your chance! Participate in our "Drive Attendance Promotion" by simply spreading the word about the 2013 Expo. Invite your dealer customers by mailing them an invitation, asking them face-to-face, sending them a text message or email...the options are endless. Every promotional attempt will earn you an entry into the drawing for the free booth. Click [HERE](#) for contest rules and details.

SEMINARS

Business Succession and Estate Planning

Attorney Brian J. Schoenborn

Tuesday, January 15, 2013

9:30 am - 10:30 am & 1:45 pm - 2:45 pm

This session will highlight important elements of your business succession plan. You will review plan options, funding alternatives, and tax considerations. Brian will also provide detail on how your succession plan should coordinate with your estate planning. An established plan will offer tax savings, peace of mind, and stability for the future of your company.

Human Resources: Protect Your Business

Attorney Gary J. Van Domelen

Tuesday, January 15, 2013

9:30 am - 10:30 am & 1:45 pm - 2:45 pm

Attorney Gary Van Domelen of Wagner, Falconer & Judd Ltd. will provide you with a "check list" that every HR department should have. Learn practical tools, tips, and techniques that will give you the confidence you need in handling sensitive and complex employee issues properly.

Marketing Strategies For A New Economy

Tuesday, January 15, 2013

10:40 am - 11:50 am & 1:45 pm - 2:55 pm

Investing in a good marketing plan has always been important, but in today's world a good marketing plan means using more than just a print ad in your local newspaper. After all, online search engines are the number one way consumers are looking for a business. It starts with knowing who you are and your competitive advantage in order for you to attract customers. Whether you are a one man/woman show or already have a marketing department, this program will help take your business to the next level!

Doing Business In A Time Of Economic Uncertainty

Ed Lotterman

Tuesday, January 15, 2013

12:00 pm - 1:30 pm

Predicting the future has always been a tenuous skill at best, yet we cannot help to ask the question "What will happen tomorrow?". Ed Lotterman is a self-employed economist and well-known columnist for several newspapers including the *St. Paul Pioneer Press* and *Bismarck Tribune*. Come to the Membership Lunch to hear Lotterman talk about our regional economy, the effects on our housing market, and how it will affect your business.

2013 EXPO LINKS

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

Overson Lumber Company, Inc. is a family run, local business that takes pride in our desire and ability to help in the success of the customers and support for surrounding communities. Overson Lumber Co. Inc. is located in 7 communities throughout Southern Minn. - St. James, Sleepy Eye, Lambertson, Wabasso, Jackson, Westbrook and New Ulm.

We are always accepting applications for the following positions:

- Location Leaders
- Inside Sales
- Sales Estimators
- Designers
- Accounting
- Yard/Delivery workers
- Corporate Buyer



Only those who are energetic, dependable, self-motivated and have a strong work ethic need apply.

Please send resumes to:
OLC Inc - Attn: Human Resources
500 Armstrong Blvd No Suite 200
St. James, MN 56081

Or email to:
misty_oversonlc@mediacombb.net

Applications may also be picked up at each location.

OLC is an Equal Opportunity Employer. We offer competitive wages and an excellent benefit program to those who qualify.



IMMEDIATE OPENINGS:

- **Location Leader - Sleepy Eye**
 -Responsible for all aspects of daily operations. Candidates will have a strong background in construction knowledge, estimating skills as well as encouraging and mentoring staff.
- **Yard/Delivery Workers**
 - Wabasso - Full-time Permanent opening - CDL required.
 - Jackson - Full or Part-time opening - CDL not required.
 - Responsible for maintaining warehouse and product, assuring accurate and timely deliveries. Candidates will have excellent communication skills and attention to detail. Clean driving record.

Click image to view enlarged ad

SCHEDULE OF EVENTS

CURRENT LIST OF EXHIBITORS

CURRENT FLOOR PLAN

DEALER: ONLINE REGISTRATION

DEALER: REGISTRATION FORM

SUPPLIER: BOOTH WORKER REGISTRATION FORM

SUPPLIER: CONVENTION SPONSORSHIP FORM

**2013 Expo Sponsorships
 As of November 30, 2012**

Platinum (\$1000 and above)	
Federated Insurance	\$1,000
CertainTeed	\$1,000
Gold (\$750-\$999)	
Bayer Built Woodworks	\$750
J.B. O'Meara Co.	\$750
Marvin Windows and Doors	\$750
Pennsylvania Lumbermen's Mutual Insurance	\$750
Bronze (\$250-\$499)	
Manion's Wholesale Building Supply	\$250

What's New

Stop and see the new Western Star Model 4700 **V&H Trucks and Equipment** Booth #203 at Expo!

J.B. O'Meara is excited to announce and show off its new building wrap, the new 2013 selection of Therma-Tru doors, introduction of Fypon synthetic millwork and trim and improved stair parts offering.

Convention Specials

Stop at **V&H Trucks**, Booth #203, and look over selected boom trucks and piggyback forklifts at special show pricing!

J.B. O'Meara - Please stop by our booth to discuss our products, services, and convention specials!

PROFESSIONAL DEVELOPMENT



**Gain Confidence • Expand Your Expertise
 NLA Professional Development Programs**

Sign up today for:
"Get Your People Selling" Sales Training with Rick Davis
 January 14, 2013—Saint Cloud, MN

Project Estimating with Gary Thompson
 January 8-9, 2013 -Sun Prairie, WI Sponsored by Amerhart
 January 22-23, 2013 - Grand Island, NE
 January 29-30, 2013 -St. Cloud, MN Sponsored by Manion's Wholesale Building Supplies

Professional Development Opportunities

Gain Confidence Expand your Expertise
 NLA Professional Development Programs

Sign up today for:



federatedinsurance.com

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, NJ, RI, and VT.

What's Coming Up

December 18, 2012
[Understanding the New FTC "Green Guides" Webinar](#)

January 8-9, 2013
[Project Estimating](#)
Sun Prairie, WI

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

"Get Your People Selling" Sales Training with Rick Davis
January 14, 2013 - Saint Cloud, MN

Project Estimating with Gary Thompson
January 8-9, 2013 - Sun Prairie, WI Sponsored by Amerhart
January 22-23, 2013 - Grand Island, NE
January 29-30, 2013 - Saint Cloud, MN Sponsored by Manion's Wholesale Building Supplies

Nebraska Scholarships

For the academic year 2013-2014, the Nebraska Lumber Dealers Association (NLDA) is making available four scholarships of \$150 each for Nebraska high school seniors interested in working in the lumber and building materials industry. In addition, there will be a limited number of \$150 scholarships available to employees in 2013. These grants are for employees of NLDA members who wish to enhance their professional skills through education and training. The scholarship may be used for association classes or for classes at an area college, vocational-technical school or for other related seminars. These scholarships will be awarded on a first-come, first-served basis.

Future Lumber Leaders: Save the Date

February 8, 2013 - Minnesota-Dakotas Chapter Meeting, Saint Cloud, MN
February 15, 2013 - Nebraska Chapter Meeting, Lincoln, NE

Understanding the New FTC "Green Guides" Webinar

Tuesday, December 18, 2012

2:00 - 3:00 pm CST / 1:00 - 2:00 pm MST

Regular price \$199 / Member Discount \$99

The Federal Trade Commission (FTC) recently revised its Green Guides, which are designed to help marketers ensure that the claims they make about the environmental attributes of their products are truthful and non-deceptive. The revisions include updates to the existing Guides, as well as new sections on the use of carbon offsets, "green" certifications and seals, renewable energy, and renewable materials claims.

This webinar will provide a short explanation of the Green Guides and their potential impact on the marketing of "green," sustainable, and energy efficient products. There will be a review of the new sections of the Guides and what your company needs to know when reviewing marketing claims. The webinar will also discuss how the Green Guides can be used by the FTC and other parties to challenge marketing claims and provide guidance to companies in how to effectively use the Guides.

Provided by National Lumber and Building Material Dealers Association (NLBMDA). NLDA members are automatically enrolled as a member of NLBMDA.

[Click Here to Register Now!](#)



• Email Marketing
• Event Marketing
• Online Survey

Get a **\$30** credit
when you become a
paying customer

Try it FREE for 60 days!

BUSINESS DEVELOPMENT - FINANCIAL MANAGEMENT

Economic Indicators

The Federal Reserve Bank of Minneapolis reported in their latest issue of **Fedgazette** that manufacturing jobs are returning to the U.S. One of the reasons is the rising labor costs in China. Another is changing technology that makes it possible to bring jobs back. Plus, in our region, there are new jobs being created with the increased demand of frac sand found in western Wisconsin and southeastern Minnesota.

Maps tell the story - total manufacturing and the ratio/percentage of changes by county in the Ninth Federal Reserve District.

The **Federal Reserve Bank of Chicago**, on the other hand, reported that manufacturing output decreased by 1.2% in its region of Iowa, Illinois, Indiana, and 2/3 of Wisconsin.

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

Project Estimating

St. Cloud, MN

February 5-6, 2013

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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www.nlassn.org

(888) 544-6822

Fax (763) 595-4060

Contact Betsy today!

Call (763) 295-5420 or click **HERE** to email her.

"Just For Laughs" Facebook

Looking for some videos for your Facebook page?

Top 10 Forklift Accidents (What you do not want your drivers to see!)

Forklift Skills

Change is the law of life. And those who look only to the past or present are certain to miss the future.

John F. Kennedy