



2016 NORTHWESTERN BUILDING PRODUCTS EXPO

January 11-12, 2016
DoubleTree by Hilton
Bloomington, Minnesota

The 2016 Northwestern Building Products Expo held in Bloomington, MN is next month and we hope you're planning to attend. Read on to find out more about the line-up of great events!

2-DAY TRADESHOW

Monday, January 11, 2016 3:00 pm - 7:00 pm
& Tuesday, January 12, 2016 10:00 am - 3:00 pm (Show floor will be closed during lunch.)

Learn about new products and services during this two-day trade show. This is your chance to place your orders, meet new suppliers, and satisfy your educational appetite by learning about emerging technologies and the latest innovations. Stick around for your chance to win CASH throughout both days!

GRAND RECEPTION

Monday, January 11, 2016 5:00 pm - 7:00 pm

Take advantage of the opportunity to meet new people, reconnect with friends, and enhance relationships by attending the Grand Reception on Monday evening during the trade show. Reception begins at 5:00 p.m. right on the exhibit floor with complimentary hors d'oeuvres, beer, and soda.

There's nothing like a good party and this is the highlight of the conference! The reception is free to attend (with a conference badge), but please make sure to indicate your intention to attend when registering. We hope that you will join us for this dynamic annual event.

HOSPITALITY SUITES

Monday, January 11, 2016

Following the Grand Reception we encourage you to venture over to the supplier-sponsored hospitality suites at the DoubleTree poolside area. Enjoy refreshments at one or more of several after-hour parties taking place. Watch for invitations and announcements to come from individual suppliers prior to (or during) the show.

SEMINARS

Tuesday, January 12, 2016

Sign up for seminars on Tuesday morning and learn about such topics as New Trends, Credit, Prospecting, and Succession Planning. Read more about the Expo seminars and Speakers [HERE](#).

MEMBERSHIP MEETING & LUNCH

Tuesday, January 12, 2016 12:00 pm - 1:30 pm

Plan on attending the Membership Meeting & Lunch to be brought up-to-date on important NLA business and board appointments while enjoying a delicious meal. Stick around to listen to our keynote this year, Mike Max. Read more about Mike Max's keynote presentation [HERE](#).

[CLICK HERE FOR ENTIRE 2016 EXPO BROCHURE](#)

In This Issue

- [2016 EXPO](#)
- [2016 EXPO Sponsors](#)
- [2016 EXPO Links](#)
- [Reminder: Membership Dues are NOW DUE!](#)
- [Professional Development Opportunities](#)
- [MN Court of Appeals Invalidates Sprinkler Mandate](#)
- [Federated Group Health Update](#)
- [OSHA Fines Expected to Increase](#)
- [Program Spotlight - ARCpoint](#)
- [Program of the Month - 401\(k\)](#)
- [Classifieds](#)

What's Happening
Click [HERE](#) for complete Professional Development calendar

Jan. 11-12, 2016
2016 Northwestern Building Products EXPO
Bloomington, MN

Jan. 25, 2016
2016 WI Lumber Dealers Convention
Wisconsin Dells, WI

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2016 EXPO SPONSORS

Bayer Built Woodworks

Center-Line Trailers

Dakota Steel & Trim

Dealers Choice

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Penn. & Indiana Lumbermens Mutual Insurance Companies

Sole Keg Sponsor

Seminar Notepads & Pens

Registration Brochure

Seminar Break Service

Membership Meal - Food & Registration Desk

Website Registration

Exhibit Hall Break Sponsor

Grand Reception Food

2016 EXPO LINKS

[Schedule of Events](#)

[Current List of Exhibitors](#)

[Current Floor Plan](#)

[Hotel Page](#)

Dealers:

[Printable Registration Form](#)

[Online Registration - Members](#)

[Online Registration - Nonmembers](#)

Suppliers:

[Printable Booth Worker Registration Form](#)

[Online Booth Worker Registration](#)



Reminder: Membership Dues are NOW DUE!

October 1st marked the beginning of the new year for NLA! 2014-15 was certainly a good year and we hope you enjoyed the fruits of your labor and the fruits of your membership. We appreciate your continued support and look forward to a prosperous 2015-16!

Your membership dues are now due.

Please click the link below for your 2015-16 membership dues form:

[Retail Single Location Membership Form](#)

[Retail Multiple Location Membership Form](#)

[Associate \(Supplier\) Membership Form](#)

[Affiliate \(Specialty Retailer\) Membership Form](#)

Your dues must be paid in full and in good standing to receive member discounts on services, programs, professional development and convention registration.

To those members who have already renewed, we thank you and look forward to serving you again in 2015-16!



"Fantastic presentation. Very motivational"
"Great examples of real situations"
"Excellent! Great refresher"

These are just a few of the reviews we've received from Mick Frank's seminar

"Selling Value in a Price Market"

Don't miss the 2016 classes -

- January 11th - Bloomington, MN
**Sign up by Dec. 11th and receive a \$20 early bird discount*
- January 15th - Appleton, WI
- March 9th - Omaha, NE

Professional Development Opportunities

Future Lumber Leaders

Join an NLA Future Lumber Leaders workshop and be inspired and motivated as you move forward in your career. Future Lumber Leader groups meet once a year for a fun and educational day with industry mentors. Build relationships with your fellow industry leaders through group discussions, social events, and industry tours.

- Wisconsin Chapter Meeting - Tuesday, January 26, Wisconsin Dells, WI
- Minnesota/Dakota's Chapter Meeting - Friday, January 29, Eagan, MN
- Nebraska Chapter Meeting - Wednesday, March 9, Omaha, NE

Nebraska Scholarships

The Nebraska Lumber Dealers Association (NLDA) is making available three - \$250 scholarships for the academic year 2016-2017. Nebraska high school seniors interested in working in the lumber and building materials industry are encouraged to apply. Completed applications are due February 1st.

The NLDA is also making available a limited number of scholarships up to \$100 each for member employees that would like to improve their knowledge and skills through a professional development program. For more information visit [the scholarship page on the NLA website.](#)

MN Court of Appeals Invalidates Sprinkler Mandate

By Katie Eldred, BATC

The MN Court of Appeals released its decision Tuesday, October 13, 2015 in the Builders Association of the Twin Cities (BATC) v. Department of Labor and Industry (DLI) case regarding the appropriateness of the sprinkler mandate. The court ruled, "DLI failed to establish a record supporting the 4,500 sq. ft. threshold for sprinklers as required by Minnesota law invalidating the sprinkler mandate."

"We are mindful today that we are declaring a rule adopted by an administrative agency of the state invalid. We do not do so lightly, but rather thoughtfully and unanimously. Nevertheless, we are bound to apply the law." - MN Court of Appeals

BATC filed a petition to the Minnesota Court of Appeals earlier this year to argue that the sprinkler rule and energy code exceed the rulemaking authority granted under Minnesota law.

"Safety is the highest priority of Minnesota builders, and we are proud that new homes in Minnesota are among the safest in the nation. The sprinkler mandate would not have changed that safety record, but it would have made homes more expensive for Minnesota families. The Court's decision to invalidate the sprinkler rule confirms what the public, legislature, and code experts have overwhelmingly stated all along, the sprinkler mandate is arbitrary and not supported." - David Siegel, BATC Executive Director
Here's what you need to know:

- As of October 13, 2015, the sprinkler rule is invalidated and cannot be required in any single-family or two-family (twin home) project.
- For projects that were permitted prior to the invalidation, counsel recommends that builders seek a permit amendment and a re-stamping of the project's plans to reflect the invalidation of the sprinkler rule.
- If a project is underway, counsel also recommends that builders seek a permit amendment and re-stamping of the project's plans to reflect the invalidation of the sprinkler rule.
- DLI has a 30-day window to request review of this ruling by the MN Supreme Court. It's unclear whether or not DLI and Governor Dayton will pursue this avenue. Should they, BATC is prepared and well-positioned to defend the Appellate Court decision on behalf of our members and Minnesota homebuyers.

An Update from BATC

The Minnesota Department of Labor and Industry has filed a petition requesting that the Minnesota Supreme Court review the court of appeals' decision invalidating the residential sprinkler mandate for one-family and two-family homes.

BATC will oppose the petition for review and has 20 days to file its response. The supreme court has discretion whether to grant or deny review of the court of appeals' decision. The decision to grant or deny review is typically made by the supreme court within 30 to

60 days.

We will keep you posted as details emerge.

Federated Group Health Update - Redefinition of Small Group in the PPACA

Within the last few weeks, President Obama signed into law a change to PPACA that cancelled the impending redefinition of "small groups." On January 1, 2016, a "small group" was set to change from 50 or fewer employees to 100 or fewer. Instead, as a result of the President's signing, the definition of small group will remain at 50 or fewer full time or full time equivalent employees. (The minimum is one employee, as long as he or she is a "common law" employee and not an owner or partner or their family member.)

Also included in this law change is the flexibility for each state to define a small group as 100 or fewer employees if the state prefers. As of this writing, only one state, Virginia, has a law in place that adopts this upper limit to define small groups. It's possible other states will follow suit; therefore, employers will need to know their state's definition when seeking group health coverage for their employees. Federated Insurance group health clients can rely on their local marketing representative to help them learn what this change may mean to their business.

For more information, contact your local Federated Insurance representative, or visit www.federatedinsurance.com.

OSHA Fines Expected to Increase for the First Time Since 1990

Under a provision in the recent congressional budget deal, signed into law by President Obama on November 2, OSHA has been directed to issue an interim final rule increasing its penalties to account for current inflation levels, which would raise proposed fines by about 80 percent. This would mean the maximum penalty for a willful violation would rise to about \$127,000 from the current \$70,000. The adjustment must occur before Aug. 1, 2016. In subsequent years, OSHA also will be allowed - for the first time - to adjust its penalties levels based on inflation. An interim final rule goes into effect immediately but allows for public comment at the same time.

The last time OSHA's maximum penalty levels were increased was in the Omnibus Budget Reconciliation Act of 1990. As a part of the 1990 budget reconciliation, the Federal Civil Penalties Inflation Adjustment Act of 1990 exempted OSHA from increasing its penalties to account for inflation. The new budget contains an amendment that strikes the exemption. NLBMDA will be monitoring the issuance of the anticipated interim final rule.

Customer Gifts

Embroidered Knit Caps as low as
\$3.16 each!



7 day production time. Contact Melanie at mhultman@nlassn.org or (763) 595-4050.

Program Spotlight - Northwestern Lumber Association & ARCpoint

Certified professional collectors for drug and alcohol testing.

ARCpoint services include:

- Program management and administration.
- On-site and mobile testing.
- Pre-employment drug testing.
- Random and post-accident drug and alcohol testing.

Federally mandated and non-mandated programs (DOT, DHHS). Avoid risk and increase productivity with ARCpoint. Click [HERE](#) for complete details.

Program of the Month - Have You Reviewed Your 401(k) Lately?

There are just 31 days left in 2015 and for most, the building season has slowed down. As you begin to look at your operations for 2016, there is no better time than now to consider your employee benefits. Your 401(k) or the potential for a 401(k) is one of those benefits that should be reviewed annually to ensure you have the best possible plan for your organization and your valued employees.

Did you know that your Association offers a 401(k) Multiple Employer Program to all members? That's right... with a multiple employer plan, you put the collective buying power of the Association to work for your business. Lower fees, little to no fiduciary liability, minimal administrative work... what could be better?

Take a minute to review your 401(k) and give us a call for a no-obligation assessment. For more information, contact Jerry, Joel, or Cody at (888) 544-6822.

JOIN OUR TEAM



LAMPERT LUMBER HAS BEEN IN BUSINESS FOR OVER 125 YEARS AND IS GROWING!

We're looking for sales & profit oriented leaders to join our team.

DIVISION MANAGER

Responsible for sales & profit for 14 lumberyards located in MN, IA, and Eastern ND & SD

TWIN CITIES SALES MANAGER

Drives the sales efforts in the Twin Cities market

TO APPLY

Please send resume/cover letter to: Jobs@LampertLumber.com
Please indicate which position you are applying for with your submission.

RESUMES MUST BE RECEIVED BY: DECEMBER 11, 2015

Visit us online for more information: www.LampertLumber.com

AA/EEO Employer

Classifieds

INTERESTED IN BUYING OR SELLING A YARD? The 2008 melt down is past. New buyers available. New sellers available. Contact us - we are the Bldg Industry M&A Specialists. Go to www.dillon-ma.com for more information.

OUTSIDE CONTRACTOR SALES: Fullerton Lumber Company has several open positions for Outside Contractor Sales Representatives at locations in Glencoe, MN, Watertown, MN & Ellsworth, WI. These positions could also work out of our main office in Plymouth, MN. Applicants are responsible for developing relationships and growing sales with home builders, remodelers, roofing and siding contractors, specialty contractors, and home owners at an acceptable gross profit margin. Education and experience * Technical school, college education, or experience in the building industry * Ability to read and interpret working drawings and blue prints * Knowledge of the local and state building codes. * Working knowledge of MS Office (Word, Excel, Outlook) * Ability to differentiate building material products and appropriate uses * Excellent communication and decision making skills * Excellent organizational skills * Ability to travel between project job, client/customer offices and lumber yard To apply please email Kim Airhart, human resources manager at kima@fullertonlbr.com.

EMPLOYMENT OPPORTUNITY AVAILABLE

Regional Development Manager will be responsible for identifying, recruiting and establishing a customer base of accounts within the NLA states. The RDM delivers strategic selling techniques and presentations to small, medium and large independent LBM dealers. Key roles of the RDM will be to recruit new members, establish, cultivate and maintain strong regional development initiatives through continuous relationship building and follow up procedures within existing and new accounts of the co-op.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Identify, pre-qualify and recruiting new members growing the territory.
- Responsible for account management with existing accounts in his/her perspective territory.
- Perform weekly overnight travel (3-4 days per week), home office on non-travel days.
- Communicate effectively with the co-op sales staff and management on various issues regarding existing and future business opportunities.
- Develop long term and continually strengthen relationships with outside vendor partners. Develop strategies with vendors to gain business from competitive situations and work with company staff to maintain new business.
- Develop, maintain and increase participation with regional Pool Group purchasing.
- To act as the company's "eyes and ears" in the assigned region; gathering local market intelligence and disseminating all pertinent information to the co-op.

Desired Skills and Experience

- Advanced sales and closing techniques to include Needs Based Selling.
- Effective time management.
- Exceptional relationship building techniques.
- Excellent interpersonal and communication skills.
- Computer proficiency (Microsoft Office must)
- College Degree preferred
- 3-5 years outside sales experience within same or similar field.
- Knowledge and understanding of the building materials industry a plus.

About this company

Progressive Affiliated Lumbermen, Inc. (PAL) is a Grand Rapids, MI based cooperative that is owned by 230 independent LBM dealers in 17 states. As of January 1, 2016 we will merge with ENAP, a similar co-op in New Windsor, NY to create one of the industry's largest cooperatives with combined purchases of \$1.5 billion dollars. The new entity will be called LBM Advantage and will have over 450 independent lumberyards operating 850 locations in 34 states.

Our aggressive growth strategy creates a need for a Business Development Manager in the NLA states. This is a growth territory for LBM Advantage, so this is a large growth opportunity for the right individual.

Email confidential resumes to: joe.myers@pal-coop.com



Contact us!

Let us help you improve
your voice in the industry.

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reporting
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