Scene...In a Flash

December 2017
Vol. XXV, Issue 12

2018 NORTHWESTERN BUILDING PRODUCTS EXPO
January 22-23
River's Edge Convention Center
St. Cloud, MN

Expo Schedule of Events

Thank you to the following sponsors:

The 2018 Northwestern Building Products Expo is in less than two months! Have you registered for your badges, seminars, and event tickets? With some great things planned, this isn't a year you'll want to miss!

Get Registered

Lumber Yard Dealers, Guests, Other
Online Registration Link
Paper Form Registration Link

Booth Workers
Paper Form Registration Link
Due to some technical glitches with the online registration link, please use the paper form to register.

Trade Show Floor Events & New Awards Dinner

Click HERE for a list of current exhibitors.

With over 100 different exhibit booths, you'll definitely need to plan on allotting a good portion of your time to peruse the trade show floor. Visit a variety of companies offering building material products and services, including new products being showcased right on the show floor. Additional things happening on the show floor include contests, prizes, a block party/reception and a celebrity appearance.

Plan to attend the brand-new Awards Dinner immediately following the block party on Monday night. Drinks, good food, awards and a live band...this event is the high point of the Expo! Read more about the trade show floor and events HERE.

Seminars & Speakers...Plus A Celebrity Keynote Speaker!

If education is what you're after, then definitely make sure to sign up for the seminars taking place at the Expo. On Monday afternoon, we've lined up some fantastic speakers to talk about need-to-know topics. We've even designed repeating sessions this year so that you don't have to pick and choose which one you'll attend...you can do them all! On Tuesday, we have a Minnesota native and celebrity, Laura Schara, as our keynote speaker and a must-attend Sales Workshop Tuesday afternoon led by Bradley Hartmann. Read more about the seminar line-up and top-notch speakers HERE.

Reserve Your Hotel Room

NLA has reserved a block of rooms at the Best Western Kelly Inn (attached to the River's Edge Convention Center) at a discounted rate of $98 plus tax. This block will expire on Sunday, December 31, 2017. After this date, prevailing rates and availability will apply.

The block is reserved for Sunday and Monday nights, January 21st & 22nd (actual show is Monday and Tuesday, January 22nd & 23rd).

Check-in time is 3:00 pm and checkout time is 11:00 am.

Hotel Room Reservations
Best Western Kelly Inn
100 - 4th Avenue South
St, Cloud, MN 56301
www.bestwesternstcloud.com
For Reservations Call: (320) 253-0606

Lara Schara

Bradley Hartmann

In This Issue

What's Happening
Dec. 4, 2017
Fleet Management & DOT
Tomah, WI
Dec. 5, 2017
Yard Safety & OSHA
Tomah, WI
Dec. 7, 2017
Customer Relations & Practical Selling
Golden Valley, MN
Dec. 13 & 14, 2017
Blueprint Reading & Material Take-off
Omaha, NE
Dec. 18 & 19, 2017
Business Management 1
Roseville, MN

Join Our Mailing List!
Like us on Facebook!
Follow us on Twitter!
LumberTech

NLA's new LumberTech program has expanded the professional development opportunities for all your employees. Click HERE for the LumberTech catalog which highlights each class and the new certificate/diploma programs.

Upcoming Classes

- December 4 - Fleet Management & DOT, Tomah, Wisconsin
- December 5 - Yard Safety & OSHA, Tomah, Wisconsin
- December 7 - Customer Relations & Practical Selling, Golden Valley, Minnesota
- December 13 & 14 - Blueprint Reading & Material Take-off, Omaha, Nebraska
- December 18 & 19 - Business Management 1 (a.k.a. Financial Management), Roseville, Minnesota
- January 8 & 9 - Business Management 1 (a.k.a. Financial Management), Wisconsin Dells, Wisconsin
- January 11 - Fleet Management & DOT, Golden Valley, Minnesota
- January 12 - Yard Safety & OSHA, Golden Valley, Minnesota
- January 30 - February 1 - Estimating 1-2-3, Madison, Wisconsin

To meet facility deadlines, please register for classes at least two weeks prior to the session. Some classes have limited seating. Registrations will be taken on a first come, first served basis.

Click HERE to download the full LumberTech class schedule.

Don't Miss the Annual Nebraska Future Lumber Leaders Roundtable

The Nebraska chapter of the Future Lumber Leaders will meet on December 15th from 9 am - 2 pm at the Holiday Inn Downtown Omaha. Registration fee is $75 for members and includes lunch. Registration forms and online registration is available HERE.

Sales Roundtable Group - Prepare your sales team for 2018

The 2018 Sales Roundtable meeting will be January 23 & 24 in St. Cloud, Minnesota. This year's meeting will include an insightful seminar by a former construction company purchasing agent, Bradley Hartman. During the "Behind Your Back" seminar, you'll learn what purchasing agents are saying behind your back and what you may be doing that prevents you from walking away with the sale. Bradley will also lead the roundtable discussions on Wednesday morning. Click HERE for registration.

Scholarships Available

Last month, Nebraska retail members were mailed information on the employee and high school senior scholarships opportunities. The NLDA Board of Directors and Scholarship committee are making available up to 10 Employee Scholarships to help offset the cost of attending a LumberTech class. There are also two $250 college scholarships available to high school seniors who are planning to enroll in a construction-related college or technical school program for the 2018-2019 academic year. Applications can be found HERE. Please share this information with your local high school.

Applications are also available for the Wisconsin Lumber Dealers Education Foundation college/technical college scholarships. Applicants must live in Wisconsin or Upper Michigan and be planning to enroll in a college or technical school program that centers on, or supports, the lumber and building materials industry, the building trades, or in small business management. Forms can be downloaded from the WLDEF website wldef.com.

Don't Miss Out on Savings After November 1st!

Have you paid your 2017-18 dues yet? If not, your membership is now expired. Don't miss out on exclusive member-only benefits and pricing in 2017-18. If you have not renewed your membership, non-member pricing and rates will apply.

Membership can pay for itself by attending our events and saving on costs!

For more information or to review your membership, please call Lindsay, Brett, or Cody at (888) 544-6822.

Having Trouble Logging in to the NLA Website?
We are here to help! Having access to your profile on our website will save you time and makes registering for events, paying invoices, and accessing information easier!

Call Lindsay at (888) 544-6822 to obtain your login and password information or to review your membership status.

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**Commerce Department Makes Final Determination Upholding Duties on Canadian Softwood Lumber**

The U.S. Department of Commerce announced in November it is finalizing antidumping duties (AD) and countervailing duties (CVD) on softwood lumber imports from Canada to the U.S. The Commerce Department's decision must still be approved by the U.S. International Trade Commission (ITC), which is scheduled to make its final determinations by December 18.

Most Canadian firms will pay a combined AD/CVD rate of 20.83 percent, which is less than the preliminary combined rate of 26.75 percent. For the five companies (Canfor, J.D. Irving, Resolute, Tolko, and West Fraser) directly involved in the investigation, they will pay a combined rate that is different. Canfor will pay 22.13 percent, J.D. Irving will pay 9.92 percent, Resolute will pay 17.9 percent, Tolko will pay 22.07 percent, and West Fraser will pay 23.76 percent.

The latest action taken by the Department of Commerce is in response to a petition filed by the U.S. Lumber Coalition, a group representing American softwood lumber producers, alleging harm caused by unfair subsidies for the Canadian softwood lumber industry.

Click [HERE](#) to read the entire article.

**Canada Appeals Countervailing Duties in Softwood Lumber Dispute**

The Canadian government has announced it is challenging the countervailing duties (CVD) placed on softwood lumber imports to the United States (U.S.). Under Chapter 19 of the North American Free Trade Agreement (NAFTA), Canada can request a binational panel from the two countries to review the U.S. Department of Commerce's final determination.

Canadian appeal of the CVD follows the Department of Commerce finalizing antidumping duties (AD) and CVD on softwood lumber imports from Canada to the U.S. The Commerce Department's decision must still be approved by the U.S. International Trade Commission (ITC), which is scheduled to make its final determinations by December 18.

Click [HERE](#) to read more about the latest in the softwood lumber dispute.

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**Classifieds**

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<th>INTERESTED IN BUYING OR SELLING A YARD?</th>
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<td>Sell to your employees</td>
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<td>Cash to stockholders</td>
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<td>For details contact Ron Dillon-913-888-800</td>
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| FOR SALE: Profitable lumberyard for sale in Northwest Wisconsin. Limited competition and room to grow. Contact Steve McNally broker for Calhoun Companies 715-529-0800 or smcnally@calhouncompanies.com |

Place a classified ad with the Northwestern Lumber Association and we'll triple your exposure! Ads will be placed on the NLA Website immediately. Advertise for two months or more, and your ad will be printed in the next issues of the Building Products CONNECTION magazine and the SCENE - all for one price.

Click [HERE](#) for details.

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*Don't knock the weather. If it didn't change once in a while, nine tenths of the people couldn't start a conversation.*