Thank you to the following sponsors of this event:

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Expo Schedule of Events
Current List of Exhibitors

The 2019 Northwestern Building Products Expo will be here in less than two months and NLA would like to personally invite you to attend our largest event of the year! Follow the steps below and we’ll see you in January!

STEP #1 - DECIDE YOU DON'T WANT TO MISS A GREAT EVENT!
Of course you don't! Move on to step #2.

STEP #2 - REGISTER YOURSELF AND YOUR EMPLOYEES
LUMBERYARD DEALERS, GUESTS, OTHER - There are a couple of different ways that you can get registered for the Northwestern Building Products Expo; you may use the online portal to register directly with our system or you may print off the paper form and fax, email or mail it in to the NLA office. Remember - if you sign up by December 28, you'll be entered in the Early Bird Drawing for a chance to win $50! All badges and tickets will be available at the on-site registration desk.

Online Registration Link
Paper Form Registration Link

BOOTH WORKERS - Exhibitors who need to register the staff working in their booth must use the printable, paper form below and fax, email, or mail it to the NLA office. Haven't reserved your booth yet? That's okay, there are still some booths available. Click on the booth registration form below to get registered. All badges and tickets will be available at the on-site registration desk.

Paper Form Registration Link for Badges
Paper Form Registration Link for Booth

STEP #3 - WATCH YOUR EMAIL INBOX FOR EXPO HIGHLIGHTS AND IMPORTANT INFO
Over the next couple of months, NLA will be sending out periodic emails with show highlights, important details, and deadlines. Make sure to read all these informative snippets of information and share with others in your organization that are attending. Too excited to wait? Read about some of these events right now by visiting our website at www.nlaassn.org/page/TradeShowAttend.

Highlights of the Expo Include:
- Over 100 exhibit booths with on-the-floor product demonstrations
- Networking reception with FREE BEER AND HORS’DOUVERES
- Membership meeting & breakfast with keynote speaker, Reg Foot
- Seminars with relevant industry content and remarkable speakers
- A fun racing theme - evident in the marketing materials, on-site games, booth décor and more
- Exclusive, EXPO-ONLY show specials - come ready to do business!
- LTDs of opportunities to win cash AND prizes!

STEP #4 - MAKE YOUR HOTEL RESERVATION

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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 Friday, January 4, 2019. After this date, prevailing rates and availability will apply. Ask for the “Northwestern Lumber Association” block when calling in.

The block is reserved for Sunday and Monday nights, January 27th & 28th (actual show is Monday and Tuesday, January 28th & 29th. Check-in time is 3:00 pm and check-out time is 11:00 am.)

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

Remember - do not make your hotel room reservations through any third parties that may call you. These are room block poachers who take your money and disappear without securing a reservation. Nobody authorized by NLA will be calling you to assist with making a room reservation!

STEP #5 - ATTEND THE EXPO, HAVE A GREAT TIME, AND EAGERLY WAIT THE NEXT ONE

The Northwestern Building Products Expo is a combination of business, education, and FUN, which you’ll discover once on-site. Absorb all of the content, take it back to your company, and share it with those that weren’t lucky enough to attend the 2019 Expo! Then, mark your calendars for the 2020 Expo because you JUST CAN’T WAIT!

LBM Roundtable and Future Lumber Leaders Groups

Leading a company can be a tough job. Join an NLA roundtable group where you can exchange ideas, brainstorm solutions to your nagging business problems, and use the experiences and strengths of others to make everyone better leaders.

Upcoming meetings:
- Future Lumber Leaders Wisconsin/Upper Michigan Chapter - December 7th, Columbus/Madison, WI
- Future Lumber Leaders Nebraska Chapter - December 14th, Omaha, NE
- Future Lumber Leaders Minnesota/Dakota Chapter - January 11th, Brooklyn Park, MN
- Sales Roundtable (for Sales Managers & Sales Team Leaders) - January 29 & 30, St. Cloud, MN
- Classic Roundtable - February 11-13, Apple Valley, MN

Upcoming Classes

LumberTech programs provide an effective means to gain skills and concepts needed in the LBM Industry. We provided classes for everyone, from new employees to business owners. Upcoming classes include:

- **Yard & Delivery Workshop** - December 11 & 12 Allenton, WI; January 9 & 10 Shakopee, MN
- **Estimating 123** - December 11-13 Omaha, NE; January 15-17, Madison, WI
- **Project Management** - December 13 - West Bend, WI
- **Contractor Sales** - January 8 - Eagan, MN

Click [HERE](#) to view the Full LumberTech class schedule.

TIP: Nebraska Dealer members can apply for an employee scholarship from the NLDA Scholarship Fund to save $100 on LumberTech classes. Wisconsin & Upper Michigan members can save 50% on classes by applying for Tuition Assistance from the Wisconsin Lumber Dealers Education Foundation. Contact Connie for more information at (763) 595-4045 or cjohnson@nlassn.org.

Wisconsin Lumber Dealers LEADERSHIP CONFERENCE

February 6, 2019 ▪ Wisconsin Dells, WI

Join your fellow building material dealers for the 2nd annual Leadership Conference at Glacier Canyon Conference Center in Wisconsin Dells. This one-day conference features educational seminars led by Bradley Hartmann and Rob Bell, networking opportunities, and the WRLA/WLDEF annual Membership Meeting and Awards Banquet. The Wisconsin Future Lumber Leaders group will also meet in conjunction with this conference.

Click [HERE](#) to Register Today! All registrations received by January 6th will be entered into the Early Bird Drawing for $100.

Don’t Get Left Out in the Cold!

If your membership has expired, you may miss out on attending the upcoming trade shows! The NLA conventions are designed specifically for the retail segment of the lumber and building material industry. LBM professionals (dealers & suppliers), educators, students, architects, contractors, and members of affiliated organizations are invited to attend. This event is not open to the general public. Everyone must have a badge and pay the appropriate fees to attend events within the convention. Non-member/non-exhibiting suppliers may not attend. Get in that membership and come see us at the shows! Click [HERE](#) for renewal forms.
OSHA Announces Upcoming Changes to Crane Rule

The Occupation Safety and Health Administration (OSHA) has announced it is finalizing changes to the certification requirements for crane operators established in the 2010 rule. OSHA is keeping the November 10, 2018 deadline for companies in the construction industries that are subject to the rule to comply with the crane operator certification requirement.

Under the rule, operators must still be certified by type of crane. That means that if a company is currently covered by the rule, it is required to have its operators certified by November 10, 2018.

OSHA’s revision to the rule will not extend the November 10 compliance date for operator certification. Additionally, based on its pre-published guidance, OSHA states that it will delay enforcement for only the new verification and training requirements. Given the uncertainty that has existed around the certification requirement and anticipation of OSHA’s revisions, it is not clear how soon or vigorous OSHA will enforce the November 10 certification date.

NLBMDA will send a detailed analysis of the revisions, including the new training and evaluation requirements, to its members in the coming days after the final rule is published in the Federal Register.

Do I Have to Comply?
If your crane operators “engage in the construction process” (i.e. use a crane to help set trusses, metal beams, or other large construction products -or- use the crane to hold material in-place (i.e. pre-fabricated wall panels, trusses, etc.) while a contractor secures the material to the structure, you must comply with the rule.

Per NLBMDA, although it is not advised, dealers who utilize their crane to hoist materials (such as shingles and/or drywall) to a rooftop or 2nd floor opening for unloading by a contractor - you do NOT have to comply with the rule. It is important to note that additional requirements (i.e. overload protection devices, proper bracing of the vehicle, etc.) must be followed. Additionally, the crane can not follow the contractor along the job-site (i.e. move from one portion of the structure to another) and must remain stationary.

Note: Although not required, it is still best practice to have your crane operators certified. Northwestern Lumber Association continues to research resources for this training and will communicate information as soon as it is available.

Winter Weather Driving Safety Tips for All
Winter weather can be dangerous and costly to any business owner that does not take the time to prepare, educate staff, and properly implement safety practices. We can all find ourselves behind schedule at times, but never sacrifice safety to make up time. When it comes to safety, some things that seem common knowledge or ‘go without saying’, NEED to be communicated.

When it comes to winter and the weather it produces these things can be the difference between life and death. NLA wants you and your staff to have a safe and profitable winter season. With that said, we want to share this information from the National Safety Council regarding winter weather driving. These helpful practices will make safety top of mind for staff members in their own vehicles, as well as those at work. From checking air pressure and tread on your fleet vehicle(s) tires, to replacing window wipers and adding below freezing wiper fluid; these steps will help set your business up for success and minimize risk from dangerous driving conditions. BUT REMEMBER...YOU HAVE TO SHARE THEM!

Click HERE to view the NSC's safety tips and then share with your staff. Remember, prepare then share; safety is something that should be overcommunicated.

Classifieds

Fountain Building Center Inc. has closed after many years in business and will hold a public auction to liquidate all remaining new inventory & equipment. Complete dispersal of trucks, trailers, CAT forklift, John Deere tractor, equipment & new inventory of building materials. Click HERE for complete listing.

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.

Retail Lumber Dealers Click HERE for details. Suppliers Click HERE for advertising details.

I know this defies the law of gravity, but I never studied law!
Bugs Bunny

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