The 2018 Nebraska Lumber Dealers Convention is in less than a month! Have you registered for your badges and event tickets? Do so today and save time onsite!

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
Click HERE for a list of current exhibitors.

The trade show is the core event of the Nebraska Lumber Dealers Convention and we’ve scheduled a FULL day of exhibit time from 9:00 am - 5:00 pm (closed only during the Membership Luncheon). So, make sure to spend plenty of your time walking the aisles and talking business with all of the building product suppliers. Stick around until the end of the day to enjoy free beverages and hors d’oeuvres on the trade show floor and for a chance to win $500 cash and a variety of prizes! Click HERE to read more about the events on the trade show floor.

Membership Meeting & Lunch
Take a much-needed break in the middle of a busy day by attending the Membership Meeting & Lunch. After some brief NLA business and board appointments over a delicious meal, you can sit back and take in all that our keynote, Jeff Beals, has to say about sales tactics and how they relate to college football coaches. Bring what you learn back home and implement it in YOUR business! Read more about the Membership Meal and Keynote Speaker HERE.

Reserve Your Hotel Room
NLA has reserved a block of rooms at the Embassy Suites at a discounted rate of $129 plus tax. This block will expire on Tuesday, February 6, 2018.

After this date, prevailing rates and availability will apply, so don't delay.

The block is reserved for Tuesday and Wednesday nights, February 27th and 28th (actual show is Wednesday, February 28th).

Check-in time is 4:00 pm and checkout time is 11:00 am.

Hotel Room Reservations
Embassy Suites
12520 Westport Pkwy
La Vista, NE 68128

For Reservations Call: (402) 331-7400

Still Time to Invite Your School to Attend the Iowa & Nebraska Trade Shows
To help educate students about the products used in construction along with careers in the LBM industry, NLA encourages you to invite your local high school and college/tech school to the shows. It's FREE for instructors and students to come to the trade show and career presentation. A drawing will be held at each career presentation for a $150 scholarship thanks to our sponsors Cascade Mfg Co. (Iowa) and LBM Advantage (Nebraska).

- Iowa School Invite
- Nebraska School Invite
Wisconsin Lumber Dealers Leadership Conference - April 11th

Mark your calendars and plan to attend the first annual NLA/WLDEF Lumber Dealers Leadership Conference in Wisconsin Dells, Wisconsin on April 11th. Consultants from the LBM and construction industries will lead five "hot topic" seminars that will provide insight and techniques for leading your team to new levels of success! Topics will include:

- "Hard Talk - Meaningful and Successful Coaching Conversations" - Develop a better understanding of how to coach your team and make a positive impact on their job performance.
- "Business Succession & Exit Strategy Planning" - Make the right moves now to make sure you have a succession plan in place to avoid potential stress, hardship and loss of wealth.
- "What the Best Do Best" - Learn what the top ten sales professionals do on every call to make them the best in their industry.
- "Add an Hour to Your Day" - We are all scrambling to find more time, both at work and with our families. Learn the pitfalls that are wasting time and how to prioritize your daily tasks.
- "Merchandising for the Lumber & Building Material Dealers" - Discover how to design crisp product presentations that minimize effort and maximize profit generation.

Along with the educational and motivational seminars, this one-day program will also include a Future Lumber Leaders Roundtable, a networking cocktail reception, an awards banquet, and prizes! Registration information will be mailed in early February. Sign up early to qualify for the early bird prize drawing. The WRLA/WLDEF annual membership meetings and elections will take place at the awards banquet starting at 5:30 pm on April 11th at the Glacier Canyon Lodge/Wilderness Resort in Wisconsin Dells.

LumberTech Classes

Yard & Delivery Workshop February 22 & 23,
St. Cloud, MN and March 19 & 20, Waukee, IA

This two-day workshop will provide proven tools that your staff should be using to establish solid practices and standards in your yard and delivery service. Sign up today and learn how you can:

- Reduce inventory loss.
- Put Safety First! Both in your yard and on the road.
- Create a great first impression.
- And more!

Other upcoming LumberTech classes in February & March include:

- February 6 - Contractor Sales, Owatonna, Minnesota
- February 8 - Contractor Sales, West Bend, Wisconsin
- March 5 & 6 - Blueprint Reading & Material Take-Off, Cedar Rapids, Iowa
- March 8 & 9 - Blueprint Reading & Material Take-Off, West Bend, Wisconsin
- March 22 & 23 - Business Management 2 (Financial Management 2) Golden Valley, Minnesota
- March 26 & 27 - Blueprint Reading & Material Take-Off, St. Cloud, Minnesota
- March 28 & 29 - Blueprint Reading & Material Take-Off, Eagan, Minnesota

Click HERE for the LumberTech catalog which highlights the class schedule, class details, registration information and the new certificate/diploma programs.

Looking for Help?

Students who attended the Expo were encouraged to fill out a quick resume form. You can view the resume summaries on the website at www.nlassn.org/page/Resumes. If you would like to learn more about one of these potential employees, contact Connie Johnson cjohnson@nlassn.org or (763) 595-4045 with the ID number and your contract information.

Scholarships Available

Wisconsin & Upper Michigan Members - The college/technical college scholarship application is available to download from the Wisconsin Lumber Dealers Education Foundation website: wldef.com. Completed application forms are due to the WLDEF office by March 1st.

Nebraska Dealers - do you have employees that you would like to send to LumberTech training? The NLDA Scholarship Committee has up to 10 Employee Scholarships available. Click HERE to learn how you can apply.
Join in On the Fun In 2018!
NLA took your feedback and created some enjoyable events for 2018. If you have not joined us for an event previously, this year is the perfect opportunity! On April 21st, we are excited to return to Des Moines for an Iowa Cubs baseball game at Pinnacle Park. New to this year’s game, we have added tailgating beforehand to bring you and your closest industry friends together for an afternoon of fun, food, and games. Picture a warm spring day, the smell of the fresh cut grass on the field and the crack of the bat. All to be enjoyed with a cold drink and the company of NLA members, their families and guests. Let’s play ball!

For those members who prefer to spend time in the sand...or maybe in the woods, join us at our annual Nebraska or Iowa Golf Outings in June! All skill levels are welcome and these are great times to get clients away from the yard to build relationships. Many members return each year for these memorable days on the links.

For those that would rather wet a line, you will want to attend our second annual fishing event at McQuoid’s Inn on Lake Mille Lacs to create your own fish story. Last year, several members caught some of the biggest smallmouth bass of their lives. Signs are pointing in the direction that this year, walleye will be available to keep and bring home for proof of your catch (and dinner, of course).

So be sure to mark your calendars, and consider joining NLA for some fun this spring and summer, all while continuing to show your support for NLA and its members! If you have any questions, contact Brett or Lindsay by calling (888) 544-6822.

NLA Partners with Project Build
Northwestern Lumber Association has partnered with Project Build in an effort to fight the current labor shortage in both the lumber industry as well as the contractor sector. Project Build seeks to educate students and potential workers about the opportunities available within the industry. Industries highlighted include lumber yard and wholesale/manufacturing operations, general contracting, residential & commercial construction, HVAC/Plumbing/Electrical and more.

As a sponsor, NLA will be involved at both the board level as well as industry-wide events and opportunities. NLA President Cody Nuernberg, will serve on the Project Build Board of Directors. "We are excited for the opportunity to tell our story and to share the multitude of positions our industry has to offer prospective employees! It’s no surprise that our industry is aging, and we feel it is the Association's duty to seek out and promote the next generation of workers, managers, and owners” Nuernberg said.

Project Build already has momentum in the Minnesota and Western Wisconsin region. Industry power houses such as the Builders Association of the Twin Cities and The Builders Group have been the driving force behind the effort. As Project Build increases its awareness and scope, NLA hopes to take the Project Build message and promote it to fellow industry groups throughout the region.

For more information on Project Build, click HERE.

Northwestern Lumber Association is proud to provide its annual Dealer Reference Manual & Buyers Guide to all Association Members as a resource for connecting with the people, products, programs and resources that make each of our member companies successful. Although we make every effort to provide accurate and timely information, mistakes can and do happen.

Please note the following corrections in the 2018 Dealer Reference Manual & Buyer's Guide:

Page 29
- Edgewood Building Center             Randall Mescher, Owner
  - Correction:  Tony Ostwinkle is not an employee of Edgewood Building Center

Page 116
The 800 number for Parksite, Inc. is now (800) 279-2324.
The email contact is abrodal@parksite.com

The following products are no longer available from Parksite, Inc.:
- Columns - Laminated
- Plywood - Concrete Form
- Plywood - Overlaid (HDO/MDO)
- Siding - Cement Board
- Siding - Plywood

The following Trade Names are no longer represented by Parksite, Inc.:
- ENDECK PVC Decking
- FERCHE Mouldings
- FLASHING BY DESIGN Siding Accessories
- MASONITE Doors
- MOISTURE SHIELD Composite Decking
- NOVIK Polymer Siding
- PERMA-DOOR Entry Systems
- POLYRAIL Rail & Fencing

The following Trade Names are now represented by Parksite, Inc.:
- BORAL TruExterior Siding & Trim
- MURPHY Plywood & Hardwood
- TANDO Siding
- TAYLOR Entry Doors
- TIMBER PRODUCTS Plywood & Hardwood
We sincerely apologize for any confusion or misrepresentation our errors may have caused.


Classifieds

**INTERESTED IN BUYING OR SELLING A YARD?**
Sell to your employees
Cash to stockholders
Low cost plan.
For details contact Ron Dillon-913-888-800
ron@dillon-ma.com

**FOR SALE:** Established full line Lumber Yard and Builders Hardware, east central Iowa metro, county seat, residential/commercial contractor oriented, will rent property, motivated seller due to health.
Contact [info@nlassn.org](mailto:info@nlassn.org)

**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](mailto:here) for details.

*Patience is something you admire in the driver behind you, but not in one ahead.*

Bill Mcglashen