Hit the trail and come on over to the Northwestern Building Products Expo South, taking place in just a few, short weeks! This is a NEW event, created by combining our former Iowa Lumber Convention and Nebraska Lumber Dealers Convention into one, grander experience. LBM industry professionals attend this premier show to learn about the latest industry trends and products, as well as network with like-minded specialists. This annual, face-to-face affair will provide attendees with a diverse marketplace and learning platform to obtain the tools needed to lead successful businesses moving forward.

If you haven’t registered yet for this first-time event, make sure to do so today! Read through the schedule overview below to help you make plans, determine your best registration option, and make the most of your time in Council Bluffs for the Expo South 2020.

**THURSDAY, FEBRUARY 27TH HIGHLIGHTS**

*Click here for a full schedule of events.*

**9:30 AM – 3:00 PM: Seminars**

*[Click here for a full overview of the seminars and speakers.]*

- 9:30 am – 11:00 am  “My Plans & Concerns for 2020”  
  *Dealer Panel Discussion with Craig Webb*
- 12:00 pm – 1:15 pm  “Trends in the LBM Industry” Seminar with Craig Webb
- 12:00 pm – 2:45 pm  “Sales Success on Purpose” Seminar with Rick Davis
- 1:30 pm – 2:45 pm  “Tricks for Recruiting Talent” Seminar with Kyle Bruss

**3:00 PM – 6:30 PM: Exhibit Hall Open**

*Read full details about the events happening on the exhibit floor here.*

*Product Demo Schedule*

*Floor Plan & List of Exhibitors*

- Enhanced Break Stations
- Networking Reception
- Product Demonstrations
- Games, Contests & Prizes

**6:30 PM – 9:30 PM: Awards Mixer, Dinner, Presentation & Entertainment**

*Read full details about the Awards Dinner evening here.*
FRIDAY, FEBRUARY 28TH HIGHLIGHTS
7:45 AM – 9:45 AM: NLA Membership Meeting, Breakfast & Keynote
Read full membership breakfast details here.
- 7:45 am – 8:15 am         Breakfast Served (Tickets must be ordered in advance)
- 8:15 am – 8:45 am         NLA Membership Meeting
- 8:45 am – 9:45 am         Keynote Speaker, Coach John Cook

10:00 AM – 1:00 PM: Exhibit Hall Open
Read full details about the events happening on the exhibit floor here.
Product Demo Schedule
Floor Plan & List of Exhibitors
- Enhanced Break Stations
- Product Demonstrations
- Games, Contests & Prizes

Project Management
With a Focus on Special Orders & Inventory Management
Join us a day early in Council Bluffs to learn the fundamentals of special order and project management, the necessity of good vendor relationships, and to develop a clear understanding of the importance of properly handling projects. Located at the Country Inn & Suites near the Mid-America Center on Wednesday, February 26th from 9 am – 4 pm.

For full details and to register, visit www.nlassin.org.

HOTEL INFO
Northwestern Lumber Association has secured a discounted block of rooms with the Hilton Garden Inn, which is within close walking distance to the Mid-America Center. The rate will be honored through Wednesday, February 5th, 2020, after which point rates are subject to rack rate and availability. Make your reservations soon!

HILTON GARDEN INN
2702 MID-AMERICA DRIVE
COUNCIL BLUFFS, IA 51501
(712) 309-9000
DISCOUNTED RATE: $109 plus taxes
Check In: 3:00 pm
Check Out: 12:00 pm

THANK YOU TO OUR EXPO SOUTH SPONSORS

GET REGISTERED
DEALERS & GUESTS
REGISTRATION – ONLINE
REGISTRATION – PRINTABLE FORM

EXHIBITORS/BOOTH WORKERS
BADGE & EVENT REGISTRATION
STILL NEED A BOOTH? GET ONE HERE!

THERE IS STILL TIME TO INVITE YOUR SCHOOL TO ATTEND EXPO SOUTH!

NLA encourages you to invite your local high school and college/tech school to the Expo. Help educate students on the products used in construction today and

Students & Instructors are invited to attend the Northwestern Building Products EXPO
Never Stop Learning
Training isn’t just for the new hire; in order to keep things fresh and relevant in our ever-changing world, veterans, too, need to keep learning. Whether it’s attending a LumberTech class, one of NLA’s roundtables, trade shows or our leadership conference, NLA is focused on providing learning opportunities to help members strengthen and grow their careers and their businesses.

Here are just some of the upcoming professional development events that you should attend:
- February 5 - LBM Management-Planning for Success (New Class), Wisconsin Dells, WI
- February 26 - Project Management, Council Bluffs, IA
- March 3 – Contractor Sales, Brooklyn Park, MN
- March 10 – Introduction to Financial Management, Sioux Falls, SD
- March 11 – Understanding Sales: How to Sell Efficiently and Effectively, Sioux Falls, SD

Click HERE to view the full LumberTech class schedule.

Thank you to our December Professional Development Hosts & Sponsors

“Worth the Blushing”
By Will Claussen
Upon returning from Expo North this past month, there was plenty of time for personal reflection. With this being my first NLA trade show experience, I walked away with valuable memories and takeaways. For those who aren’t aware, as the Regional Field Representative for NLA, it’s my role to make sure our members are taken care of and happy, while also trying to recruit new members into our association.

At Expo North, I was sitting in a Membership Committee meeting when one of our long-time members asked me the question, “where do you find the most value in the association?” Caught a little off guard, I started rambling about how everyone finds value in different ways in our association, which is indeed true. Some find value in a particular program or service. Others through our LumberTech classes and educational opportunities. Sometimes members join to support our legislative advocacy efforts for the building materials industry. And others join to support the industry or to hang out with fellow industry friends at our networking events.

After spewing all of this in the matter of a couple minutes, the member sitting across from me was clearly testing me and said they still weren’t sold. I blushed, as I always do, and was a bit puzzled on how to answer the question better. In the meantime, the
member was gazing around the room. They went on to explain they found the majority of their value in our association through relationships. Being in the industry for 25-30+ years, they created relationships through our association that were stronger today than they were ever 5 years ago. These relationships transitioned from colleagues, to friends, to family. What other industry allows you to call 15 miles down the road to ask for advice on a matter, without an inkling of competition being considered? This is a common trend in our industry. The people are good, and the relationships are great.

In the end, everyone does find value in different ways, but our association is an avenue for these relationships to be established and built upon. Although this lesson came with a bit of blushing, the perspective I walked away with was invaluable. The people are what make this industry, and I’m proud to say that we are an association for the people.

Featured NLA Program: Staples Business Advantage

In the last 90 days, our Staples program participants have saved:

- $498 on office supplies
- $159 on printing supplies
- $14 on breakroom supplies
- $4 on cleaning supplies

What could YOU be saving? For $25 annually, you can get lower prices on your business needs.

If you’re interested in getting a FREE quote on savings for some of your frequent purchases and a Staples login, please contact Lindsay Grady: ldutcher@nlassn.org 763-595-4053. For more information, Click HERE.

Complete your LuDPAC Prior Approval Form

Make sure you’re in the know

Did you know that NLBMDA has a political action committee (PAC)? It’s called the Lumber Dealers Political Action Committee, or LuDPAC for short.

In order to make the work of LuDPAC the most effective it can be, NLBMDA wants to communicate its activities to its members; however, you must first fill out an authorization form so that can happen.

Why must you fill out a form?
The Federal Election Commission (FEC), which regulates federal election spending, requires LuDPAC to obtain approval from its corporate members - in this case, lumber dealers like you - before it may send communications regarding political activities or contributions.
What does granting "prior approval" do?
Granting "prior approval" to the LuDPAC does not obligate you, your company, or any of its employees to support LuDPAC - it simply gives LuDPAC permission to communicate in much greater detail about its activities. Only one approval form is required per company; however, authorization is needed for each year up to five years. In addition, the company may withdraw such approval at any time. There is no long-term obligation.

How does this benefit our members?
NLBMDA urges its members to submit a prior approval form so that LuDPAC can remain strong and the association can continue to serve as the leading voice for the LBM industry on Capitol Hill.

Have additional questions?
Contact Jonathan Paine, NLBMDA President & CEO and LuDPAC Treasurer at jonathan@dealer.org.

Click here to complete the form!

OSHA Penalties Increase
On January 15, the DOL announced the following changes to the OSHA penalty levels:

- Serious Violations - Increased from $13,260 to $13,494
- Other Than Serious Variations - Increased from $13,260 to $13,494
- Repeat Violations - Increased from $132,598 to $134,937
- Willful Violations - Maximum penalties increased from $132,598 to $134,937; Minimum penalties increased from $9,472 to $9,639

Click HERE to view the DOL OSHA web page for more information, including details on the specific violations.

Minnesota and Iowa both operate their own Occupational Safety and Health Plans. They are required to adopt maximum penalty levels that are at least as effective as Federal OSHA's. Click HERE to view an interactive map to locate specific information on all the states that a state OSHA plan.

2020 DRM Correction
On page 114, Spec 7 Rep LLC's email address should be: david.schuldt@spec7reps.com.

Classifieds

Lumber Yard for Sale
Northern Minnesota lumber yard for sale. $1.3 million in annual sales. Current inventory of $300k. Equipment includes '13 Ford Truck with Refurbished 18’ Trailer, 2002 '18 Single Axel Delivery Truck, '12 Toyota Forklift, '81 Clark Forklift, trailers and more. Current ownership open to outright sale of business or remaining with new buyer for up to 6 years (if needed).

For more information or to inquire about sale, please contact the NLA office to be directed to current ownership.

Lumber Dealers - If interested in submitting a classified ad that will be published online, in the Scene...in a Flash! newsletter, and Building Products CONNECTION, please contact Melanie Hultman at mhultman@nlassn.org or (763) 595-4050.

If interested in placing a display ad in the Building Products CONNECTION or the Scene...in a Flash newsletter, contact Erica Nelson at erica@pierreproductions.com or (763) 497-1778.
A word to the wise is unnecessary.
Evan Esar