Thank you to the following sponsors of this event:

- NLA 401k MEP
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The 2019 Nebraska Lumber Dealers Convention is NEXT WEEK! We look forward to seeing all of our Nebraska lumber yards and area suppliers at our last convention of the season. Registration for this event is officially closed, but you are still welcome to pop in next Tuesday and have a badge made onsite (attendance restrictions may apply).

Although Membership Luncheon tickets are no longer available, we still have space available in our "How to Sell More Today" seminar, by Dave Molenda. In addition, we have a FULL exhibit floor, prizes, product demonstrations, and a complimentary networking reception - all available to walk-ins!

See you at the show!

Invest in Your Team
LumberTech classes deliver new ideas, skills and best practices, specifically for the retail lumber industry. Invest in your employees' career growth and the growth of your business by sending your team to NLA's professional development classes.

Upcoming March & April Classes:

- March 6 - Yard Safety & OSHA, Golden Valley, MN
- March 7 - Project Management with Focus on Special Orders and Inventory Management, Golden Valley, MN
- March 12-14 - Estimating 1-2-3, Green Bay, WI
- March 19-20 - Introduction to Financial Management, Brooklyn Park, MN
- March 21 - Yard Safety & OSHA, Fargo, ND
- March 22 - Fleet Management, Fargo, ND
- April 2-3 - Yard & Delivery Workshop, Lincoln, NE
- April 4 - Sales 101, Lincoln, NE
- April 8-9 - Estimating 1 & 2, Fargo, ND
- April 11-12 - Estimating 1 & 2, Sioux Falls, SD
- April 16 - Yard Safety & OSHA, Ames, IA
- April 17 - Fleet Management, Lakeville, MN
- April 18 - Sales 101, Lakeville, MN

Click HERE to view the LumberTech catalog

Join Our Mailing List

Like us on Facebook!
Follow us on Twitter!
Lumber Talks Releases New Episodes: "Understanding the Crane Rule" Parts 1 & 2
Lumber Talks, NLBMDA's public policy podcast, has released episodes on Understanding the Crane Rule! Listen to the January episode, "Understanding the Crane Rule, Part 1", by clicking HERE. Ben Gann, NLBMDA's Vice President of Legislative & Political Affairs, sits down with Frank Moore, former Regulatory Counsel for NLBMDA. The two discuss the certification requirements for the revised OSHA Crane Rule and dive deep into the evolution of the rule and what it means for dealers today.

For the part 2 (February episode), Ben & Frank pick up their discussion on OSHA's revisions to the Crane Rule. Tune in HERE to learn more about the revisions to the rule, effective February 7, and how to carry out training, certification and evaluation for crane operators on your yard.

Try out our Staples Program for only $10!
For only $10, you'll get 3 months of access to:
* Discounted office supplies
* Discounted food and beverage
* Discounted office furniture
* Much more!

Register Now for the 2019 NLBMDA Spring Meeting & Legislative Conference
Join your fellow dealer and supplier members from around the country in Washington, D.C. on April 1-3, 2019 for the 2019 NLBMDA Spring Meeting & Legislative Conference.

The NLBMDA Spring Meeting & Legislative Conference is an incredible opportunity to remind leaders of the importance of our industry and advance the advocacy agendas of NLBMDA and the lumber and building material industry. Key issues to be discussed include affordable housing, the health insurance tax and the US/Canada Softwood Lumber Agreement.

Presently, 20 members of Northwestern Lumber Association will be attending the conference and lobbying on behalf of the industry.

Early-bird registration is open through Monday, March 4.
To learn more about the conference or to register, click HERE.
For help with registration, hotel accommodations or other meeting questions, please contact Cody Nuernberg at (763) 544-6822.

NLBMDA Releases National Policy Agenda for 2019
The National Lumber and Building Material Dealers Association (NLBMDA) recently released its national legislative and regulatory policy agenda for 2019. The document brings focus to the common interests of the lumber and building industry and includes public policy goals for the continued success and growth of the nation's housing and building sector.

"NLBMDA continues to engage lawmakers and regulator professionals on public policy issues to ensure housing remains the cornerstone of a strong economy", said NLBMDA Chair Bob Sanford, President of Sanford & Hawley in Unionville, Connecticut. "The 2019 NLBMDA National Policy Agenda lays out a broad set of principles that encourage a resolution to trade disputes, prioritize housing affordability, and reduce regulatory burdens."

The National Policy Agenda includes positions on the following: housing & construction, tax & economic policy, legal reform & consumer protection, workforce policy, environment, health, & safety, product supply & trade, energy, transportation, and fleet safety.
To view the NLBMDA National Policy Agenda, click HERE.

Special Events - Sponsorship Opportunities
While we wait for the thaw, think ahead to our warm weather fun! There will be NEW events, new sponsorship options, new chances for you to get your name out in front of the attendees!

Golf holes were nearly a sellout last year at BOTH outings, so get your form in early!
Click HERE for the sponsorship form
**NLA Dealer Reference Manual & Buyer's Guide Sale!**
The 2019 Dealer Reference Manual & Buyer’s Guide is NOW AVAILABLE!

The DRM is the most comprehensive listing of lumber and building material dealers and suppliers in the Upper Midwest. It includes information from all of NLA’s supplier/associate members, including products they sell and trade names they represent as well as the contact information of every known lumber and building material dealer in our region.

Purchase your copy or additional copies today!

Sale Price: $40.00 + tax & shipping (regularly $50 for members, $100 for non-members).

Please contact Melanie Hultman at (763) 544-6822 or mhultman@nlassn.org to purchase.

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**2019 Mill Tour**

*This Year's Destination to Be Announced Soon!*

**What is the "Mill Tour"?** Each fall, the Northwestern Lumber Association hosts an annual 5-6 day trip in a new location within the U.S (and periodically internationally), which we refer to as our "Mill Tour". During this tour, we focus on visiting saw mills, forests, and timber harvesting, as well as conducting behind-the-scenes tours of a wide variety of building product manufacturing facilities. Each trip is unique! Although designed primarily for educational purposes, there is also a fair amount of sight-seeing and free time to explore on these tours.

**Who Attends?** We design these tours specifically with the lumber yard dealer in mind. Attendees are primarily owners/managers (and their spouses) of lumber yards, as well as a handful of retired lumber yard dealers. About 2/3 of the group is typically from NLA’s membership base, although we also accept registrations from dealers throughout the U.S. Average attendance can range between 25-50 people and is a nice combination of both new and veteran attendees.

**Interested?** We're currently finalizing the 2019 Mill Tour destination and will be announcing that location within the next 2-3 weeks! Keep an eye out in your email for this announcement and, if you're intrigued, join the "interest list" to be the first to know the full trip details and have the first chance to register. **NELA is one of the last remaining LBM industry organizations that plans these tours, so they have become quite popular - last year we completely sold out!**

**Jodie Fleck, CMP**
Director of Conventions & Tours
Northwestern Lumber Association
763-595-4058
jfleck@nlassn.org

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**Classifieds**

**FOR SALE**
1998 Clark CGP50 Forklift FOR SALE - $6,000
L.P. 219 + triple mask with side shift
6x2x48 forks
*Contact Mike Blair (507) 251-2922
Kreofsky Building Supplies - Plainview MN

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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.
If you think you are too small to make a difference, try sleeping with a mosquito.

Dalai Lama