Now’s the Time!

By Will Claussen

I tend to be an optimist when it comes to most aspects in life. However, this has to be my least favorite time of year. I’d be surprised if I were alone in this, as the temperature can’t make up its mind and the wind seems to join in on the fun. If you don’t have slush on your shoes or boots, you likely have some salt. Business seems to slow down, as does time itself.

I’m figuring by now you’ve either stopped reading or you’re pretty curious where I’m going with all of this. Well, I’d like to answer your question with a question of my own, what better time to attend a class, trade show, or roundtable? When calling and visiting yards, I have heard the full array of excuses, but the most common are two things all of us truly can’t find enough of; time and money. Now, I don’t have every lumber dealers’ schedule, nor do I have full access under the hood of their financials. However, I can say when working with the best in the industry; they are busy like everyone else, but find a way to make time. They spend the money they don’t always have, knowing it’s an investment in their company that will return huge dividends in the long run. In a world full of excuses, I can understand how this may be a big and tough pill to swallow, but it’s the pill of success! Just food for thought…

What’s Happening

March 3, 2020
Contractor Sales
Brooklyn Park, MN

March 10, 2020
Intro to Financial Mgmt
Sioux Falls, SD

March 11, 2020
Understanding Sales
Sioux Falls, SD

March 17-19, 2020
Estimating 1-2-3
Urbandale, IA

Final Notice: Membership Dues Are Now Due

The 2019-20 membership drive will be wrapping up on April 1, 2020. Thank you to all our members who have renewed their membership for 2020! We look forward to serving you and your business in the coming year.

For those who have not renewed their membership, a final dues notice will be arriving in your mailbox in the near future. Please take a moment to renew your membership today and continue reaping the benefits that your membership has to offer. All members who have not renewed their dues on April 15, 2020 will be transitioned to non-member status and will not be eligible for member discounts or programs.

For questions about membership status or benefits, please contact Will Claussen at (763) 595-4057 or Cody Nuernberg at (763) 595-4052.

If you need a new member form, click on the relevant link below:

Retail Single Location Form
Retail Multiple Location Form
Affiliate Form
Associate Form

Spring Professional Development

Spring and the busy construction season will be here before we know it. Prepare your team by signing them up today for the upcoming LumberTech classes, where they’ll learn new skills
Upcoming Professional Development Events:

- **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
- **March 17-19** – Estimating 1-2-3, Urbandale, IA
- **April 14-16** – Estimating 1-2-3, Waukesha, WI
- **April 14** – Project Management with a focus on Special Orders & Inventory Management, St. Cloud, MN
- **April 15** – Yard Safety & OSHA, St. Cloud, MN
- **April 20-22** – Classic Roundtable, Rochester, MN
- **April 28-30** – Estimating 1-2-3, Eagan, MN
- **July 27-29** – Heritage Roundtable, Alexandria, MN

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

Thank you to our February Professional Development Host:

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**ESTIMATING 1-2-3**

"Casey was amazing. Very understandable. I am] very glad I took this class. I will highly recommend to everyone."  
Jen, G

**ONLY 3 CLASSES LEFT THIS SPRING**

Thank you to our 2020 Conference Sponsors

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Mark Your Calendar for the 2021 Leadership Conference

January 12<sup>th</sup> at Glacier Canyon Conference Center, Wisconsin Dells

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**2021 WI Lumber Dealer Conference Survey**

NLA and the Wisconsin Lumber Dealers Education Foundation are happy to have hosted the third annual Lumber Dealers Leadership Conference in Wisconsin Dells this week. Thank you to all those that participated in this year’s event. With over 100 people in attendance, we heard from many of you about how much you enjoyed the day.
We would like your help in planning for the 2021 conference. Even if you did not attend this year, please take this quick survey. Your feedback is important and will help us plan next year’s event.

**Nebraska Scholarship Program**

Congratulations to Mitchell Knapp from Ord, Nebraska for being selected as the 2020-2021 NLDA Scholarship winner. Mitchell will receive a $1,000 scholarship to use towards tuition, books or room and board as he pursues his education in business and construction management.

NLDA employees can also apply for $100 scholarships to help offset the cost of attending LumberTech programs. For more information on the employee scholarship program, visit: [https://www.nlassn.org/page/Scholarships](https://www.nlassn.org/page/Scholarships)

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**Featured NLA Program: Scantron Technology Solutions**

Scantron is Northwestern Lumber Association’s latest endorsed partner!

**Managed IT Services:** Scantron delivers day-to-day support needs for companies who have little or no dedicated IT resources. This includes prompt remote and onsite service when needed.

**Managed Print Services:** Scantron’s MPowerPrint solution helps companies get better control and visibility over their entire print environment, while enabling better performance, productivity, and cost savings.

**Hardware Services:** Scantron is the single point of contact at every phase in the technology lifecycle, from procurement and configuration, to maintenance and repair, to upgrades and disposal/disposition.

**Design & Implementation:** Scantron services include consultation and assessment, network design & implementation, roadmap development, and skilled staff for resource-intensive projects.

If you’re interested in learning more about Scantron’s services, please contact Lindsay Grady: ldutcher@nlassn.org 763-595-4053

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**2020 Mill Tour**

NLA’s Next Mill Tour Is Taking Us To... **North Carolina!**
“Smoky Blue”
Join us in October 2020 for an awe-inspiring trek through some of the most majestic and beautiful countryside in the U.S. – the Blue Ridge Mountains and the Great Smoky Mountains! Casually coined the “Smoky Blue Mill Tour”, our tentative tour route is one that has never been done by NLA before and we’re excited to take you with us!

What is the “Mill Tour”? Each fall, the Northwestern Lumber Association hosts an annual 5-6 day trip to a new location within the U.S., which we refer to as our “Mill Tour”. During this tour, we focus on seeing behind-the-scenes LBM operations in our chosen destination, which may include locations such as sawmills, forests, timber harvests, nurseries, and a variety of different 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 within NLA’s membership base, although we also accept registrations from lumber dealers throughout the U.S. Average attendance can range between 25-50 people and is a consistent combination of both new and veteran attendees.

Interested? This trip is still in the infancy planning stage, meaning exact tour dates, routes, tour locations, and attractions have not yet been determined. Watch for more information coming your way in the upcoming Scene newsletters or via email if you join the interest list. Registration typically opens in May – those on the interest list will have the first opportunity to register. (This trip has sold out the last three years so getting on the interest list is very important!)

Jodie Fleck, CMP
Director of Conventions & Tours
Northwestern Lumber Association
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Get These Important Dates On Your Calendars!

Department of Commerce Ruling Could Cut Softwood Lumber Duties by August
On February 3, following an administrative review, the U.S. Department of Commerce issued a preliminary ruling that proposes to cut combined anti-dumping and countervailing duties on all Canadian softwood lumber from an average of 20% to 8% later this year. A final determination is expected by the Department in August.

According to the ruling, not all proposed duty reductions will be applied equally as Western Canadian lumber producers stand to see larger cuts than Eastern Canadian producers. This decision by the Department of Commerce follows a ruling by a NAFTA panel last September that determined the United States did not follow its own laws when it calculated duties on Canadian softwood lumber in 2017.

NLBMDA continues to work with Congress and the Trump Administration on a resolution to the softwood lumber dispute and will provide updates to members as they become available.

Office 365 Hacking: What You Need to Know
There really is an app for almost everything — including one that cyber-criminals use to hack into businesses’ systems. Cyber-attacks have become
so advanced that they are now aided by an app, like this one that poses serious threats to Office 365 users. If you're using Office 365, here's what you need to know.

**A phishing scam that harvests users' credentials**
The latest cyber-attack on Microsoft Office 365 involves harvesting users' credentials. Scammers use this previously unseen tactic by launching a phishing message to users, asking them to click on an embedded link. What makes this scam more insidious than traditional phishing scams is that the URL within the message links to a real Microsoft login page.

Click [HERE](#) to read more.

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**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.

**FOR SALE:** After 33 years of profitable sales, J and M Building Supply, Highland, WI. 4 3/4 acres, all buildings, including 16-unit storage building. All equipment, including: 2 forklifts, 4 trucks, 2 trailers, skid steer. All tools, including: 3 blowing machines. Inventory of approx. $200,000.00. Average annual sales of $1,800,000.00. Asking $699,000.00/offer. Will split storage unit and some equipment. Jim/Mark (608) 929-7844

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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](mailto: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](mailto:erica@pierreproductions.com) or (763) 497-1778

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*Before you criticize someone, you should walk a mile in their shoes. That way when you criticize them, you are a mile away from them and you have their shoes.*

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Jack Handey