



# Scene...In a Flash

May 2017  
XXV, Vol. 5

## On the Road Again...


May kicks off the NLA field team travel season. We have been very busy this winter with trade shows, special event planning, and membership renewals. We are eager to get on the road and see our valued members and hopefully gain a few new ones along the way!

Early this spring we welcomed a new field representative, Brett Brokaw. He will be serving North Dakota, Northern Minnesota, Wisconsin, and the UP of Michigan. If your business is within the mentioned territory and you would like a personal visit, please contact **Brett** at 763-595-4057 to set up an appointment.

If your business is in Nebraska, Iowa, South Dakota, or Southern Minnesota your assigned field representative is **Jon** Hale. You may contact Jon at 763-595-4053 any time for a personal visit.

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### SAVE THE DATE - 2017 MAINE MILL TOUR


October 1st - 6th, 2017

We're headed to MAINE – the northeastern-most U.S. state, known for its rocky coastline, maritime history, lobster shacks and lighthouses!

Join fellow lumber yard dealers on this exciting tour and get educated on the lumber & building product industry in this region while also touring must-see area attractions.

This annual event will be held over the dates of October 1-6. Full details, including pricing, itinerary and registration paperwork will be available in June.

Questions? Call Jodie Fleck at (763) 595-4058  
or email [jfleck@nlasn.org](mailto:jfleck@nlasn.org).



## Professional Development Opportunities

*It's not too late...Sign up today for Estimating 1-2-3 Class*

**May 15, 16 & 17 - Roseville (St. Paul), Minnesota**

**Attendees choose to attend day 1 & 2 or day 2 & 3 or all three days.**

Based on their skills, attendees choose which days they need to attend. Day 1 will teach how the products sold every day in a retail lumber yard are used on the job-site. Attendees will become familiar with residential construction processes, industry terminology, interpreting house plans and using scales. Day 2 will lead attendees through the process of a material take-off of residential structures. Day 3 will progress beyond the basic house design and focus on more difficult areas of completing a framing take-off.

Click **HERE** for registration.

## Thank You!

With the professional development "season" wrapping up, NLA would like to take this time to again thank those companies that hosted classes/roundtables/tours this past year.



## Wisconsin Scholarships Available

Only one month left for students to turn in the 2017-2018 Wisconsin Lumber Dealers Education Foundation Inc. (WLDEF) college scholarship applications. NLA members based in Wisconsin or the Michigan Upper Peninsula can download the eligibility requirements along with a copy of the scholarship application from the WLDEF website - [www.wldef.com](http://www.wldef.com). The completed application must be received by the WLDEF office no later than June 1, 2017.

## 2017 Special Events

Spring is officially here and so is our event season! The first outing is being held on May 6th. We will be in a suite behind home plate watching the hometown Iowa Cubs take on the Memphis Redbirds. We have several events this year so check the schedule and come on out for some networking opportunities and most of all...to have some fun!!!

**2017 Iowa Cubs Baseball Outing**

**Madison Mallards Baseball**

**2017 Nebraska Golf Outing**

## What's Happening

**May 6, 2017**  
**Iowa Cubs**  
**Baseball Outing**  
**Des Moines, IA**

**May 15-17, 2017**  
**Estimating 1-2-3**  
**Roseville, MN**

**June 10, 2017**  
**Madison Mallards**  
**Baseball**  
**Madison, WI**

**June 13, 2017**  
**Nebraska Golf**  
**Outing**  
**Lincoln, NE**

**June 15, 2017**  
**Iowa Golf Outing**  
**Ames, IA**

**August 23, 2017**  
**NLA Fishing Outing**  
**Mille Lacs Lake, MN**

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Follow us on  
Twitter!



Saturday, May 6th

Saturday, June 10th

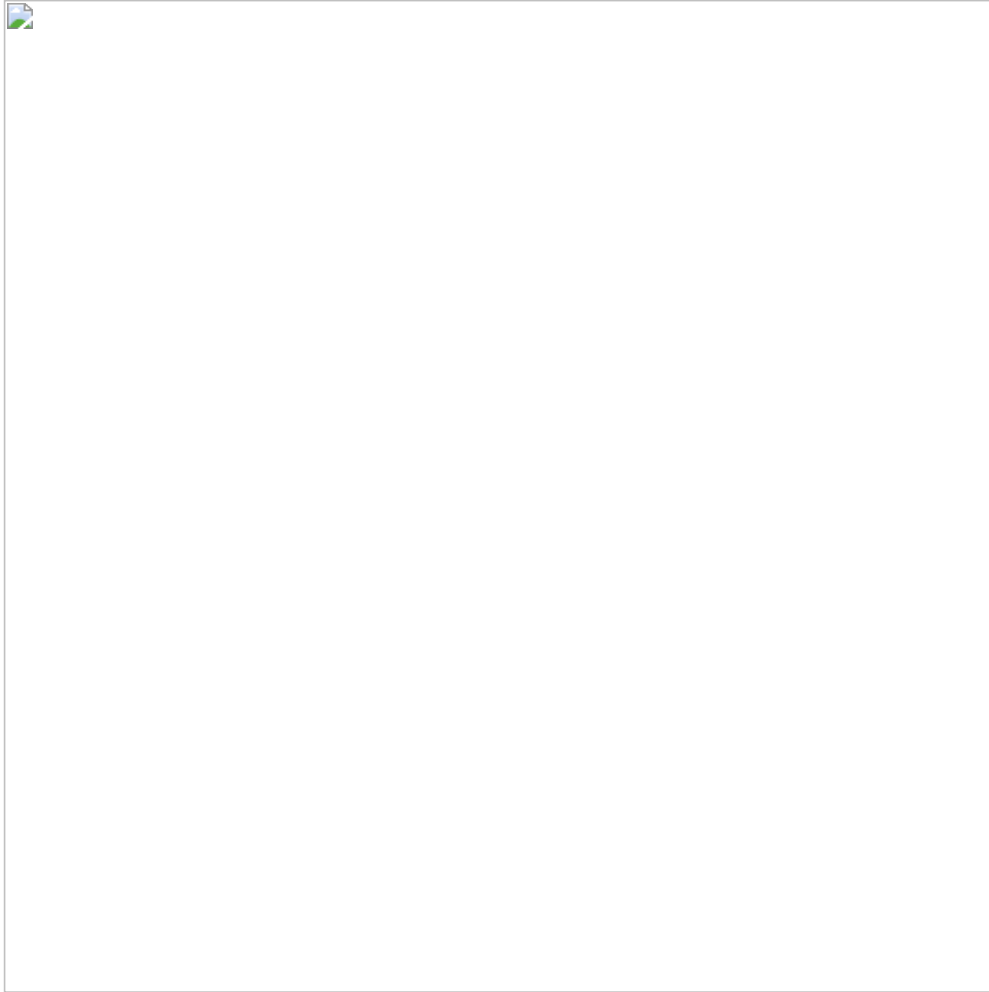
Tuesday, June 13th

**2017 Iowa Golf Outing**

Thursday, June 15th

**2017 1st Annual NLA Fishing Outing**

Wednesday, August 23rd



**Membership Renewal Season Now Closed**

On behalf of the Northwestern Lumber Association Board of Directors and the entire membership, NLA would like to thank all of the members who chose to renew their membership for the 2016-17 membership year! Additionally, we would like to publicly welcome all of our new members for 2016-17!

Your support of your association and the LBM industry is greatly appreciated and will continue to drive the issues impacting our industry into the future.

*For those 2015-16 members who have not yet renewed - it's not too late!*

You can still send in your renewal information with payment for your 2016-17 membership dues. Your membership and all of the benefits included will be reinstated upon full payment of your dues.

In the meantime, those 2015-16 members who have not renewed their membership will be receiving a cancellation notice and your member benefits will be terminated. If cancellation of your membership is not your wish, please contact the NLA office immediately to discuss and make arrangements to renew.

For any membership or member service information, please contact Jon, Brett or Cody to discuss the status of your membership.

Once again, we thank you for your continued support of Northwestern Lumber Association and wish you a busy and prosperous 2017!



**2nd Growth Mill Tour, OREGON**

**May 21-22-23, 2017**

Eugene. Springfield. Monroe. Roseburg. Riddle.

Click [HERE](#) for details and registration

## Safety, DOT & OSHA Resources Available Now!

As a member of Northwestern Lumber Association, you are also a member of the National Lumber and Building Material Dealers Association (NLBMDA). Did you know that your membership in the National Association (and NLA) provides more than just legislative lobbying support?

That's right! As a member, you have access to a number of nationally trusted resources and guides to assist your business with federal safety and driving compliance issues. Resources such as forklift training, proper record keeping guides, safety assessment checklists and much more are available to you via NLBMDA's Environment, Health and Safety Resource Center. A few easy clicks today may save you a few bucks tomorrow!

For more information or to view NLBMDA's low-cost resources via the Resource Center, click [HERE](#).

## Expansion of OSHA Recordkeeping Violations is Repealed

### *President Trump Signs Congressional Resolution into Law*

The National Lumber and Building Material Dealers Association (NLBMDA) applauds the repeal of OSHA's five-year look-back for recordkeeping violations. On April 3, President Donald Trump signed a congressional resolution repealing an Occupational Safety and Health Administration (OSHA) rule that extended the statute of limitations from six months to five years regarding the length of time the agency could issue a citation for an employer's failure to record an injury or illness. NLBMDA worked with its industry partners, including the National Association of Manufacturers, to roll back the requirement.

To read the full press release, please click [HERE](#).

## Roadcheck 2017 - June 6-8

The Commercial Vehicle Safety Alliance's (CVSA) 30th annual International Roadcheck will take place June 6-8, 2017. Over a 72-hour period, CVSA-certified commercial motor vehicle inspectors in jurisdictions throughout North America will conduct inspections of commercial motor vehicles and their drivers.

To read more click [HERE](#).



## 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](mailto:ron@dillon-ma.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](#) for details.

### Building Materials Sales/Assistant Store Manager - Central Iowa Location.

We are looking for an individual who will provide Superior Customer Service. Develop and maintain face to face relationships with our customers. Coordinate & Supervise delivery schedules. Help manage day to day operations of a retail building materials lumber yard. Generate, place and confirm purchase orders with suppliers via web based applications. Promote sales of Building Materials using Social Media Marketing avenues.

As a member of our team, you can expect a supportive family environment, along with the tools and training required for your personal growth and success of the company. With this career opportunity, you will be offered a competitive wage, comprehensive benefit package and the potential for advancement to store manager. Salary Range \$38,000 - \$48,000.

#### Essential Skills:

- Prior Construction or Building Material Sales experience preferred but not necessary.
- Business related college degree highly preferred.
- Outstanding communication and interpersonal skills.
- Must have strong math skills and be detailed oriented.
- Must be comfortable using web based pricing and ordering applications.
- Ability to multitask, prioritize and manage time efficiently.
- Ability to expedite the resolution of customer problems to maximize customer satisfaction.
- Social Media Marketing experience is a plus.

Please email Cover Letter and Resume to: [bobh9280@gmail.com](mailto:bobh9280@gmail.com)

*In most cases being a good boss means hiring talented people  
and then getting out of their way.*  
**Tina Fey**