Please Update Your Company Info!
It's time to update the information in the NLA database and our 2020 Dealer Reference Manual and Buyer's Guide (DRM). The information provided in the DRM shows your company information, followed with employees' names included in our database. For multiple yard locations, your additional locations will be listed next with a list of employees for that location.

Please update your information through our website [www.nlassn.org](http://www.nlassn.org). You will need your username and password. **DO NOT CREATE A NEW USERNAME.** If you do not have your username and password, please contact Anna at asteiner@nlassn.org or (763) 595-4054. Click [HERE](http://www.nlassn.org) for complete instructions on updating your account.

If you prefer, you may request a complete company report be mailed or emailed to you. Contact Anna to request this report.

**Suppliers - looking to advertise in the 2020 DRM?** Contact Erica erica@pierreproductions.com or 763-497-1778.

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Vote for the 2019-2020 NLA Board of Directors
Ballots were emailed or mailed to NLA member headquarters to vote for your 2019-2020 Board of Directors. Please complete your ballot by August 23, 2019.

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**NLA joins the Treated Wood Council**
In June 2019, Northwestern Lumber Association was approved for membership in the Treated Wood Council (TWC). Known as the treated lumber sector’s voice in Washington DC, locally in all 50 states and with various other governing bodies such as the International Code Council, the Treated Wood Council serves companies that harvest and saw wood, manufacture wood preservatives, produce pressure-treated wood products, or serve the treated wood industry including lumber dealers. TWC is actively engaged in working with state and federal agencies/officials to ensure that treated lumber standards are fair and that treated lumber is considered as a viable building material for multiple building/construction applications.

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**Two New Laws Affecting Minnesota Drivers August 1st.**

**Hands-Free Bill**
The hands-free bill was signed by Gov. Tim Walz on April 12, 2019 and becomes law on Aug. 1, 2019.

**What can I do under the new law?**
The new law allows a driver to use their cell phone to make calls, text, listen to music or podcasts and get directions, but only by voice commands or single-touch activation without holding the phone. Remember, hands-free is not necessarily distraction-free.
**What can't I do with my phone under the new law?**
You may not hold your phone in your hand. Also, a driver may not use their phone at any time for video calling, video live-streaming, Snapchat, gaming, looking at video or photos stored on the phone, using non-navigation apps, reading texts and scrolling or typing on the phone.

Click [HERE](#) for complete article.

**Law to Fine Slower Drivers in the Left Lane**
Slower motorists in Minnesota best stick to the right lane — or face a possible fine come Aug. 1. A measure aimed at drivers who linger in the left lane was signed into law last month, according to Sen. John Jasinski, R-Faribault, who sponsored the bill at the Capitol.

Those violating the new law could face a fine of $50, plus a $75 surcharge.

Click [HERE](#) to read full article.

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**What’s Missing?**
NLA has a lot of programs and services available to you. Is there something you wish we had that isn’t a current offering? [Here is a link](#) to our brochure with information on the options you can utilize right now through your membership. Once you’ve seen all there is to implement, let Lindsay know what you think we still need: l dutcher@nlassn.org

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**Coming Soon…..LumberTech 2019-2020**
The 2019-2020 LumberTech class season starts October 1st. Watch your mailbox and email in-box for information on the new season of professional development events and training classes. Click [HERE](#) to view the 2019-2020 professional development schedule. Class locations and registration information will be posted on the NLA website as they become available.

**Future Lumber Leaders - Wisconsin Chapter Meeting**
A group roundtable meeting and tours have been scheduled for Friday, September 27th. Join your fellow lumber dealers for a tour of Klingbeil Lumber in Medford, followed by lunch and a tour hosted by Northern Crossarm in Chippewa Falls. During the afternoon roundtable, participants will share thoughts and ideas on various "hot topics" that are affecting retail lumber businesses today. We will wrap up the day with a networking happy hour at Loopy’s Bar & Grill. For more information, contact Connie Johnson, Director of Professional Development.

**2020 Wisconsin Lumber Dealers Leadership Conference**
Please note that there has been a change of date for the 2020 Leadership Conference. The 2020 conference will be Tuesday, February 4th at Glacier Canyon Lodge in Wisconsin Dells. Details on the seminar topics and speakers attending will be available this fall.

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**Fall Special Events**
**Some Hear Wine, I Hear Whiskey**
Iowa’s very own Wine & Whiskey tour is right around the corner. Join the Iowa Lumber Association on October 19th for stops including the always-popular Iowa Distillery,
with Snus Hill Winery and Firetrucker Brewery as new additions to follow. Reach out to Will Claussen with any questions at 763-595-40577 or wclaussen@nlassn.org. Click HERE to register.

Nebraska Clay Shoot
The Nebraska Clay Shoot is soon to be firing on all cylinders again! Be sure to "stock" up and start cleaning your barrels because, come October 23, our annual clay shoot will be upon us. Be sure to plan your squad and register today! Feel free to reach out to Will Claussen (763-595-4057, wclaussen@nlassn.org) with any suggestions or questions. Click HERE for registration form.

2020 Conventions
We have already begun our planning for the 2020 Expo North and Expo South. With these shows, our intention is to replicate last year’s lively exchanges, to break new ground in the events, and to create an inviting convention atmosphere for both business and social interaction. We urge you to save the following dates and plan to attend the convention nearest you in early 2020.

In addition to urging you to "Save the Dates" of January 22-23 and/or February 27-28, we want to share some basic information with you and to remind you that NOW is the time for you to begin thinking about what shows you’ll attend, days you plan to be there, staff you will be sending, and what you hope to accomplish while at the convention(s). Please take a moment now to review the advanced information below on each convention:

Northwestern Building Products Expo NORTH
January 22-23, 2020 (Wednesday & Thursday)
River’s Edge Convention Center
St. Cloud, MN

EXPO NORTH OVERVIEW
LOCATION and FACILITIES: The Northwestern Building Products Expo NORTH will convene at the River’s Edge Convention Center & Best Western Hotel in St. Cloud, Minnesota. The River’s Edge Convention Center is a very nice facility overlooking the river and will house our trade show, seminars, reception, and dinner all under one roof. Located in downtown St. Cloud next to a plethora of shopping & restaurant options, it is also attached to the Best Western Kelly Inn (our host hotel) and within close walking distance to several other hotels. Hotel reservation information is available HERE.

DATES and TIMES: The dates for Expo North are January 22-23, 2020. New this year, the event will move from the beginning of the week to mid-week; it will now be on a Wednesday & Thursday, starting mid-day on Wednesday (exhibitor set-up beforehand) and concluding at 1:00 pm on Thursday (exhibitor tear down afterward). A complete schedule of events is available HERE. (Board of Director’s schedule of events will vary slightly.)

INCLUSIONS: The Expo North is full of activities from start to finish. The main components include exhibit booths, product demonstrations, contests and prizes, educational seminars from TOP-NOTCH industry speakers, a complimentary networking reception (food and beer included!), and an Awards Dinner with engaging entertainment. Registration for each of these events within the Expo and your badges will be available in the Attendee Registration Brochure mailed out and posted online by early November.

SUPPLIERS: GET READY TO RESERVE YOUR BOOTHS & SPONSORSHIPS – THE EXHIBITOR PROSPECTUS WILL BE AVAILABLE AND COMING YOUR WAY IN MID-AUGUST!

Northwestern Building Products Expo SOUTH
February 27-28, 2020 (Thursday & Friday)
Mid-America Center
Council Bluffs, IA
EXPO SOUTH OVERVIEW

LOCATION and FACILITIES: The Northwestern Building Products Expo SOUTH will convene at the Mid-America Center in Council Bluffs, IA. The Mid-America Center is a very nice facility and will house our trade show, seminars, reception and dinner all under one roof. Located on the western edge of Iowa near the river, it is very close to Omaha, NE, which is home to the Henry Doorly Zoo and hundreds of dining and shopping options. Mid-America is also within walking distance to the Hilton Garden Inn (our host hotel) and within very close proximity to several other hotels as well. Hotel reservation information is available [HERE](#).

DATES and TIMES: The dates for Expo South are February 27-28, 2020. The event will be on a Thursday & Friday, starting mid-day on Thursday (exhibitor set-up beforehand) and concluding at 1:00 pm on Friday (exhibitor tear down afterward). A complete schedule of events is available [HERE](#) (Board of Director’s schedule of events will vary slightly.)

INCLUSIONS: The Expo South is full of activities from start to finish. The main components include exhibit booths, product demonstrations, contests and prizes, educational seminars from TOP-NOTCH industry speakers, a complimentary networking reception (food and beer included!), and an Awards Dinner with engaging entertainment. Registration for each of these events within the Expo and your badges will be available in the Attendee Registration Brochure mailed out and posted online by early November.

**SUPPLIERS: GET READY TO RESERVE YOUR BOOTHS & SPONSORSHIPS – THE EXHIBITOR PROSPECTUS WILL BE AVAILABLE AND COMING YOUR WAY IN MID-AUGUST!**

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**Sign & Submit Your NLBMDA LudPac Prior Approval Form**

The National Lumber & Building Material Dealers Association (NLBMDA) is your federal watch dog tasked with addressing the issues impacting small businesses. NLBMDA seeks to provide guidance as well as mitigate lumber dealer’s risk when it comes to compliance with federal laws, rules, and regulations. As a member of NLA – you are also a member of NLBMDA.

In order for NLBMDA and its Lumber Dealers Political Action Committee (LudPac) to communicate most effectively with our members, they must first have your permission to do so. As such NLBMDA requires a Prior Approval Form to be filled out which allows them the ability to share news, information, and request support from you over a four (4) year period of time.

If you have not done so already, please fill out the LudPac Prior Approval Form for 2019-2023 and return it to NLBMDA.

You may print the form, [HERE](#) (or) you may fill out the form online by clicking [HERE](#).

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**Classifieds**

**BUSINESS FOR SALE**

ADA BUILDING CENTER is for sale due to retirement. A profitable lumberyard, Building Center has served Ada and surrounding communities for over 76 years. 7.7 acres located in Norman County on the east edge of Ada, Minnesota, on State Highway 200. 88' x

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**SW Wisconsin Lumber Dealer in search of:**

- 24' Box Truck with curtain sides
- Back end mount with Moffit (piggy back forklift)
170' with 30' x 16' showroom display floor - office, shop and storage all under one roof (1,740 sq. ft. display area with 384 sq. ft. office space, 864 sq. ft. insulated shop, 11,972 sq. ft. cold storage). 44' x 97'6" warehouse with 12' x 97' 6" open lean (4,290 sq. ft. warehouse with 1,170 sq. ft. open lean). Equipment and inventory. Contact Danny or Dave at (218) 784-3661.

- CDL Classified Truck
- White if possible

If selling, please contact Nick at 608-780-6065.

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

Would I rather be feared or loved? Easy. Both.

I want people to be afraid of how much they love me. Michael Scott

Get 10% off your forms order if you enjoyed this quote. Ask for Diane at 888-544-6822.