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Thank You For Being A Member!

September 30th marks the end of NLA's fiscal and membership year!

On behalf of the staff and the Board of Directors, we would like to take this opportunity to thank all of our loyal members for their continued support in 2016-17!

2017-18 Membership Renewal notices will be emailed and mailed to you on October 1, 2017.

We look forward to continuing to serve our members and the lumber and building material industry in 2017-18!

Your Membership Account

We are excited to announce the launch of our new website and online database! By now you should have received a letter with your username and password allowing you to log in to your online account.

Have you had a chance to look around? Please take a few moments to log in at www.nlassn.org using your supplied username and password to review your account. This ensures we have accurate information for you. Click [HERE](#) to view the log-in guide.

Didn't receive your username and password? Contact Melanie at mhultman@nlassn.org or 763-595-4050.

DRM Listings & Advertising Available - Claim Your Space by September 30, 2017

The annual Dealer Reference Manual & Buyers Guide (DRM) is the Upper Midwest's most comprehensive listing of dealers and suppliers in our industry. Dealers use the DRM to seek out new vendors and products while Suppliers have the opportunity to share the products and trade names that they represent.

Don't miss out on your chance to spotlight your organization in the 2018 Directory!

Dealers:

By now you should've received a "Lumber Yard Report" along with instructions on how to submit your updates to NLA. New in 2017 - NLA will now take submissions online via the new "member portal". You may also fax in your changes/updates to NLA at (763) 595-4060.

Questions on how to submit your changes - contact Melanie at (763) 595-4050 or email Melanie at mhultman@nlassn.org.

Dealer Updates are Due by September 30, 2017.

Suppliers:

All supplier members will receive a "Member Report" listing names of employees currently in the NLA system in the next week. Like the dealers, you too should've received instructions on how to submit your updates to NLA. Supplier members may also submit their information online via the new "member portal". You may also fax in your changes/updates to NLA at (763) 595-4060.

Questions on how to submit your changes - contact Melanie at (763) 595-4050 or email Melanie at mhultman@nlassn.org.

Supplier Updates are Due by September 30, 2017.

Advertisements & Listings

Supplier Members are encouraged to enhance their standard listing (includes company name, address, phone, fax, website) by adding a listing of products, trade names and/or sales representative contact information. For \$250, you will receive an additional 25 lines of text for you to further promote your company.

Black & white and/or color advertising space is also still available!

For more information about an enhanced listing, please contact Brett at (763) 595-4057 or email Brett at bbrokaw@nlassn.org.

What's Happening

Sept. 27, 2017
NE Clay Shoot
Grand Island, NE

Nov. 8, 2017
MN Clay Shoot
Hugo, MN

Oct. 1-6, 2017
Maine Mill Tour
TOUR IS FULL!

Oct. 24-25, 2017
FLL - WI
Onalaska/West Salem, WI



Join Our Mailing List!

Like us on Facebook!



Follow us on Twitter!



For more information on advertising in the DRM - contact Erica at (763) 497-1778 or email Erica at erica@pierreproductions.com.

2017-2018 LumberTech Schedule

The 2017-2018 NLA professional development schedule is now available. Click [HERE](#) to view the dates & locations for upcoming classes, roundtables, and Future Lumber Leaders events. A LumberTech brochure, which will include class descriptions and registration information along with more information on the NEW LumberTech certificates and diploma program, will be mailed to each yard later this month. Information will also be available at www.nlassn.org in the next few weeks.



The first Estimating 1-2-3 class of the season will be October 10-12 in Owatonna, Minnesota. A registration form will be online later this month. Thank you Federated Insurance for hosting this class.

If you have any questions, feel free to contact NLA Director of Professional Development, [Connie Johnson](#) at (763) 595-4045.



Future Lumber Leaders - Wisconsin Chapter

The Wisconsin/Upper Michigan chapter of the Future Lumber Leaders group will be meeting October 24 & 25 in Onalaska/West Salem, Wisconsin. This roundtable meeting will include tours, guest speakers, and a networking dinner. Click [HERE](#) for more information and a registration form.

SUPPLIERS - Increase Your Marketing Reach for Only \$200.

NLA will be offering a limited number of Lunch 'n Learn Sponsorships as part of the 2017-2018 professional development classes. For a \$200 sponsorship, you can highlight your company products or services to current and potential new customers over their class lunch break.

For more information on what the sponsorship all includes, click [HERE](#). For the dates - locations and to sign up for a sponsorship, contact NLA Director of Professional Development, Connie Johnson at (763) 595-4045.



Hunting Season is Right Around the Corner! *Polish your skills with NLA at the Nebraska Clay Shoot!*

Join Northwestern Lumber Association and its members for a fun-filled day of shooting, visiting, and friendly competition on Wednesday, September 27, 2017 for the annual Nebraska Sporting Clay Shoot.

The annual shoot will once again return to the Heartland Shooting Park in Grand Island, Nebraska. The clay shoot will begin at 9:00 am and includes 100 targets and on-course games. Burgers, brats, potato salad, baked beans, and chips will be provided following the shoot.

Take aim and try to win one of the excellent prizes and annual bragging rights. And yes - the Stop Sign is ready!

Register online now by clicking [HERE](#)!

Convention Update

SUPPLIERS: Reserve Your Booth Before They're Gone!

Have you registered for your booths at the upcoming 2018 shows yet? At the time this article was written (mid August), we already have about 30% of the booths sold at each show! Don't miss your opportunity to interact and do business with hundreds of others in the building materials industry. Click [HERE](#) to read more about each show and to get your booth(s) reserved!

SUPPLIERS: Added Exposure

If you're looking for a little more exposure, consider the following amazing opportunities presented this upcoming convention season:

Product Demonstrations at the Iowa Lumber Convention

Turn your products into an experience for the Iowa Convention attendees. During the 2018 Iowa Lumber Convention, two exhibiting companies will have the opportunity to present a 45-minute educational product demonstration. Advance promotion and prominent signage will draw attendees to your presentation. Demonstration opportunities are limited. To be considered for one of the time slots, contact Connie Johnson, NLA Director of Professional Development at (763)595-4045 or cjohnson@nlassn.org. Read more about these here.

Reveal or Showcase a Brand-New Product at Any Show

Bring a new product that your company recently released and showcase it (or reveal it!) at your booth during any of the three NLA shows. NLA is happy to help drive the dealers to your booth. Simply register your new product with us and we'll make sure you have a bright sign at your booth indicating that you have a new product. We'll also mark these booth locations in the onsite show program for them to find you easier! To register your new product or service, please email Jodie Fleck at jfleck@nlassn.org. Include the product/service details and the show(s) you will be showcasing it at.



Sign Up to Lead a Student Career Panel

Let your experience and expertise in the industry guide the younger generation into making an educated career choice. Sign up to sit on a panel of industry leaders in the Student Career Panel seminar taking place at each of the conventions. Spots are very limited so if interested, contact Connie Johnson at cjohnson@nlassn.org or (763) 595-4045 for more information.

Guarantee Traffic to Your Booth with a Sponsorship

NLA works hard to give the generous sponsors the recognition they deserve. We do this by creating incentives for dealers to visit sponsor booths. The higher level you sponsor at, the more dealers will be required to visit your booth for a chance at the Grand Prize. Read more about our sponsorship program and register here.

Prize Drawings at Booths

Dealers LOVE winning prizes! And they'll remember you even more if they walk away with an awesome prize they won at your booth. Once again, NLA is asking that all exhibitors bring a prize (or two) to each convention they are exhibiting at. Dealers will register at your booth and, at a designated time, NLA will announce that everyone draw their winner for the day and post it on a centralized prize board. Dealers will check this board to see if they've won and then go back to YOUR booth to collect their prize! (Remember to bring drawing slips, pens, and a bowl to conduct your booth drawings!)

DEALERS & SUPPLIERS: Badge & Registration

We know you're eager to get registered for the upcoming NLA conventions in Minnesota, Iowa or Nebraska - as well you should be. We have some great things being planned! But we're still a couple of months early; the registration materials for all shows will be available in early November.

However, you can still have your entire convention experience completely planned by the time the registration brochure is released! Simply continue to check our website at www.nlassn.org for show information, including schedules, hotel details, exhibitors, sponsors, floor plans, speakers & education, networking events and more. We're continuously updating the website, so make sure to check back often.

If you have any questions about the shows not answered on the website, feel free to reach out to one of the following NLA staff:

Jodie Fleck, CMP

VP & Director of Conventions and Tours
(763)595-4058 jfleck@nlassn.org

Melanie Hultman

Event & Communications Coordinator
(763)595-4050 mhultman@nlassn.org

Connie Johnson

Director of Professional Development
(763)595-4045 cjohnson@nlassn.org



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

FOR SALE: Profitable lumberyard for sale in Northwest Wisconsin. Limited competition and room to grow. Contact Steve McNally broker for Calhoun Companies 715-529-0800 or smcnally@calhouncompanies.com.

FOR SALE: 5 lumberyards in central and western Nebraska. Long established company. Contact Dan at 402-483-4131.

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.

A mind is like a parachute. It doesn't work if it isn't open.
Frank Zappa