Wage & Benefit Survey
Finding and keeping great staff members is one of the biggest challenges businesses deal with. Discover how your company’s wages & benefit programs compare to others in the region by taking NLA’s Wage & Benefits Survey. This survey contains categories for 22 common LBM positions and a benefit worksheet. All participants receive a FREE executive summary highlighting key areas and metrics. A detailed, full report will be available to purchase for a small fee. The deadline to participate is October 1st. Click HERE to start the survey.

2018-2019 LumberTech Classes Kick Off October 9th
Watch your mailbox and e-mail inbox for the 2018-2019 LumberTech class catalog. Classes start on October 9-11 with our Estimating 1-2-3 class in Eagan, Minnesota. This class is already filling up, so register early!!

October 17-19 we will hold the Advanced Financial Management class in Minnesota (location to be announced). During this class you’ll gain a better understanding of your financial data, and the importance of budgeting and managing growth.

Click HERE to download the 2018-2019 LumberTech catalog, schedule and registration information.

Central Region Credit Conference
Deadline to register is September 10th
The National Association of Credit Management (NACM) North Central has invited NLA members to their 2018 Conference on Thursday, September 13 in Bloomington, Minnesota. This full day of education and networking will feature a keynote on wire transfer fraud, as well as education sessions to choose from on liens and bonds, how to request resources, credit card surcharging, and managing international credit teams. Attendees will also have plenty of time to make valuable connections and "talk shop" with fellow commercial credit professionals during breakfast, lunch, the roundtable forum and a networking reception. Click HERE to register. Use the promo code "NLA" to receive the special $199 member rate on the registration fee.

NLA is Looking for Associate Members to Sponsor Training Classes
NLA Associate members can promote their products and services to prospective customers by sponsoring a LumberTech class Lunch ’n Learn.

For $200 you can give a 15-20-minute pitch on your products & services over lunch at a LumberTech class.

If you are interested in sponsoring a Lunch ’n Learn, please contact NLA Director of Professional Development, Connie Johnson at (763) 595-4045 or cjohnson@nlassn.org.

Fall Events are Upon Us!
Northwestern Lumber Association members gather each year for a fun day of shooting, visiting, and friendly competition. This fall we will get together on Wednesday, October 24, 2018 for the annual Nebraska Sporting Clay Shoot. The annual shoot returns 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. Food and drinks will be provided following the shoot, as well as excellent prizes and bragging rights. If you are interested in sponsorship opportunities, contact Brett at the NLA office. Click HERE to register.

Other upcoming NLA Special Events:

Save the Date - February 6, 2019
WISCONSIN LUMBER DEALERS
LEADERSHIP CONFERENCE
WISCONSIN DVELLS, WISCONSIN

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What’s Happening
September 13, 2018
Central Region Credit Conference
Bloomington, MN

September 20-23, 2018
NLA NLI Board meeting

September 29, 2018
PFAP Cancer 5K - Paula Siewert Memorial Event
Monticello, MN

October 10, 2018
Estimating 1-2-3
Eagan, MN

October 17-18, 2018
Advanced Financial Management
Twin Cities, MN

October 24, 2018
NE Clay Shoot
Grand Island, NE

October 27, 2018
Iowa Wine and Whiskey Tour
Des Moines, Iowa

Click HERE For Our Complete Calendar of Events & Education

Like us on Facebook!
Paula Siewert Memorial 5K
9/29/2018
Location: Monticello, Minnesota

Iowa Wine and Whiskey Tour
10/27/2018
Location: Des Moines, Iowa

Register for all events by clicking on the event names above. Sponsor all events HERE.

For more information, contact Brett or Lindsay.

Paula Siewert Memorial Walk - September 29, 2018
NLA members and employees are helping raise money to end Breast Cancer! Join us for the walk, donate and sleep in, or both! The group can walk or run at each person's own pace. Each person who donates $25 or more will receive a gift. All registration fees for the walk will go to Party for a Purpose. All proceeds from direct donations will go to American Cancer Society.

Party for a Purpose is a non-profit organization that is dedicated to raise money for area cancer patients that might need a little extra boost. The best part is that all the proceeds raised stay local, so you can be sure that when you support Party for a Purpose that you are truly helping your friends and neighbors!

Paula was very active in the outdoors as well as the community, so marrying cancer-fundraising and fitness seemed only fitting.

Party for a Purpose: Timber Trotters
(click title to register with NLA and we will add you to our team!)
$30 registration gets you a shirt and dinner at the 5K
Walk Check-in 2:00pm
Walk Begins 3:00pm
Dinner Served 4:00pm

For more information, contact Lindsay at ldutcher@nlassn.org or 763-595-4053.

2019 Booth Registration is Now Open!
You may now reserve your 2019 exhibit booths at one or more of the 2019 NLA Conventions. Either use the paper forms included in the books that were mailed out or use the links below for quick access!

Booth registrations are honored on a first-come, first-served basis and must be accompanied by a deposit or full payment. Remember to include your membership renewal form to receive discounted booth pricing!

Complete details of each convention are available at www.nlassn.org under the Convention tab.

Booth Registration Form
2018-2019 Membership Form

For questions about exhibiting, contact Jodie at (763) 595-4058 or jfleck@nlassn.org.

2019 Convention Exposure Opportunities
We want to help you shine at the upcoming conventions, so we've put together several additional opportunities to make you stand out from the competition and give you more exposure than you'll get with just an 8 x 10 booth. Click below to read more about these opportunities!

Sponsorship Opportunities
Pit Stop Product Demos
Show-Only Specials
Student Career Panels

For questions on any of the additional exposure opportunities, please contact Jodie at (763) 595-4058 or jfleck@nlassn.org.

Your Membership Account
We are excited to see many members have been logging in to their accounts! By now you should have received a letter with a company report that included your username, allowing you to log in online.

Have you had a chance to look around? Please take a few moments to log in at www.nlassn.org to review your account. Please make certain that your annual sales volume and contact information is current. Click HERE to view the log-in guide.

If you don't have your password, you may reset it by clicking Sign In, then "Click here to reset your password". There you can enter your username or email address to recover your password. Didn't receive your username? Contact Lindsay at ldutcher@nlassn.org or (763) 595-4053

DRM Listings & Advertising Available - Claim Your Space by October 15th, 2018
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 2019 Directory!
Associate/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 still available!

For more information about an enhanced listing, please contact Melanie at (763) 595-4050 or email her at mhultman@nlassn.org. For more information on advertising in the DRM - contact Erica at (763) 497-1778 or email Erica at erica@pierreproductions.com. Click HERE for detailed rate card.

A Step Forward for Workforce Development

The National Lumber and Building Material Dealers Association (NLBMDA) and Northwestern Lumber Association (NLA) applaud action taken in August 2018 by President Donald Trump to sign the Strengthening Career and Technical Education for the 21st Century Act.

This legislation, which reauthorizes the Carl D. Perkins Career and Technical Education Act provides federal support to state and local career and technical education (CTE) programs. The law provides $1.3 billion annually for CTE programs across the country. As attracting and retaining quality workers remains a top concern for lumber dealers and many small business owners, reauthorizing the Perkins Act should provide additional post-secondary pathways to individuals just entering the workforce, and give experienced workers new skills needed to meet the needs of employers.

Earlier in 2018, the number of job openings in the U.S. exceeded the number of job-seekers for the first time since the federal government began tracking the data in 2000. As the gap between the number of jobs posted and the number of available workers has grown, policymakers have looked for ways to help individuals gain the knowledge and skills needed to compete for in-demand jobs.

On a more regional front, Northwestern Lumber Association continues to work with industry partners and coalitions to explore further opportunities for finding future employees. One such partnership - Project Build - continues to develop programming and messaging targeted at the youth of the country. Project Build's message is that of opportunity, quality wages and growth.

BlueTarp Financial Releases Its 2018 2nd Quarter Building Supply Index

BlueTarp Financial - the leading credit management company for B2B suppliers - released its Q2 2018 Building Supply Index. The Q2 2018 12-month trailing average, which accounts for seasonality, hit an all-time high at 132.48, up from 130.92 in Q1 2018. The unadjusted view also remained high at 139.16.

Click HERE to view complete news release and HERE to view supply index.

Save Money on Items You Already Buy, With Staples Business Advantage

The newest service offering has shown big savings for the NLA Members that were the first to sign up with NLA’s Staples Business Advantage. Thus, YOU and YOUR YARD can benefit by saving money today on brands and products you may already be buying. SO, WHY WAIT? From industry lows on copy paper and toner to janitorial and other office supplies, with over 800,000 items...you will find it all. With Staples Business Advantage, NLA Members can order online and get NEXT DAY DELIVERY FOR FREE! PLUS SAVE AN ADDITIONAL 3% ON ALL ORDERS OVER $250! Click HERE for more information and to view what an actual NLA MEMBER SAVED ON THEIR FIRST ORDER.

*Call or email NLA to get signed up and start saving now!

Classifieds

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.

Retail Lumber Dealers Click HERE for details. Suppliers Click HERE for advertising details.

I used to be with it, but then they changed what 'it' was, and now what I’m with isn’t it. And what’s 'it' seems weird and scary to me.