2019-2020 LumberTech Classes Begin October 1st
A new season of LumberTech classes begins in a few, short weeks. Our Estimating 1-2-3 class in Southeast Wisconsin is already sold out and seats are filling up for the other fall classes including the Advanced Financial Management class, October 8th in Brooklyn Park, Minnesota and the October 29-31 Estimating 1-2-3 in Eagan, Minnesota.

Click [HERE](#) to view the online class catalog and learn more about the LumberTech classes

Register today for the Future Lumber Leaders - Wisconsin Chapter Meeting
Join your fellow lumber dealers for a day of learning, networking, and fun. The Wisconsin FLL roundtable group will be meeting Friday, September 27th for a tour of Klingbeil Lumber in Medford, followed by lunch and a behind-the-scenes tour of 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. Click [HERE](#) for more information and to register.

Thank you to our September & October Professional Development hosts:

What's Happening

- Sept. 27, 2019
  Future Lumber Leaders
  Medford/Chippewa Falls, WI

- Oct. 1, 2019
  Estimating 1-2-3 (SOLD OUT)
  Waukesha, WI

- Oct. 8, 2019
  Advanced Financial Management
  Brooklyn Park, MN

- Oct. 19, 2019
  Wine & Whiskey Tour
  Des Moines, IA

- Oct. 23, 2019
  NE Clay Shoot
  Grand Island, NE

- Oct. 29, 2019
  Estimating 1-2-3
  Eagan, MN

There is Still Time to Update Your NLA Account!
Thank you so much to everyone that has taken the time to update your account! We really appreciate this, as we will not be mailing out a request this year. *If you have not done so yet, there is still time.*

1. Log into your account at [www.nlassn.org](http://www.nlassn.org) with your username. Your username is usually your
If you need help with any of the following, please contact Anna at asteiner@nlassn.org or (763) 595-4054:

- You do not have your username and password.
- You need to add or delete someone.
- You need help or would prefer that we make the updates for you.
- You would like a complete report of your company, that includes your locations and contacts.

Please update your record by September 27th, 2019!

NLBMDA Addresses OSHA Crane Rule with Congress

Last week, NLBMDA met with Congressional staff to discuss the Occupational Safety and Health Administration’s (OSHA) Crane Rule, the Material Delivery exemption and the 2016 Letter of Interpretation (LOI). After NLBMDA’s April meeting with OSHA in DC and without follow-up from the Agency, NLBMDA sent a letter to OSHA reiterating our association’s official request for the LOI to be rescinded. To date, NLBMDA has not received any communication from OSHA, even to acknowledge their receipt of the letter.

As a result, NLBMDA felt it was necessary to engage Congress and ask for their assistance. Last Tuesday, NLBMDA met with senior congressional staff to brief them on the issue and express NLBMDA’s concerns with the LOI and lack of response from OSHA. The meeting was very productive and proved to be a positive step towards a final resolution for NLBMDA on this critical issue. NLBMDA staff will continue to communicate with Congress and OSHA to find a solution as soon as possible.

Thirsty?

Over 75% of Americans suffer from dehydration. Don’t suffer, join us October 19th for the Iowa Wine & Whiskey tour! The always-popular Iowa Distilling starts off the tour, with Snus Hill Winery and Firetrucker Brewery as new additions to follow. Invite a friend or bring a spouse but HURRY, there’s only 10 spots remaining! Reach out to Will Claussen with any questions at (763) 595-4057.

Join us in Grand Island, NE on October 23rd!

Start cleaning your barrels because, come October 23rd, the Nebraska 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 or wclaussen@nlassn.org with any questions.
How to Start a Sales Presentation
By Jeff Beals

There shall be no presentation until it’s time! This might seem counterintuitive, but if we’re going to talk about sales presentations, we must first talk about listening.

Too often extroverted sales reps, who love the sound of their own voices, launch into a well-rehearsed and finely polished demonstrations and pitches. You don’t want to do that, however, until you have determined exactly who the prospect is, what they value and how your products or services specifically deliver what they value.

Then, and only then, do you start to “sell.”

Sound like you or one of your sales people? If so, click HERE to read more.
HR Question of the Month
Interview Questions - What Can Employers Ask?
Provided by Federated Insurance

Question
We want to make sure we’re not asking any interview questions we shouldn’t or aren’t allowed to be asking of candidates. Specifically, can we ask how much a candidate was earning at his/her last job(s)? What if we’ve heard that someone has a history of harassment (or making claims of harassment) at a prior place of employment - can we inquire about that?

Answer
Generally employers should refrain from asking any questions -- whether on an application, during an interview, or otherwise during the hiring process -- that require candidates to disclose, or could elicit unintentional disclosure of, information about their membership in a protected class (i.e., a class that is protected under federal, state or local anti-discrimination laws).

Click HERE for complete article.

New NLA Endorsed Vendor: Bear Graphics
Bear Graphics is the newest endorsed vendor of Northwestern Lumber Association. Greg Schempp is a representative for Bear Graphics and is available to provide our members with cost saving solutions on promotional products and services. Bear has been providing business solutions to its clients for over 170 years, and Greg has been in the printing and promotional side of the business for over 30 years. NLA has been working with Greg for almost 15 years.

Bear’s goal is to help our members increase revenue while reducing their costs. They have many case studies of how they helped their customers reduce their costs from as little as 15% to as much as 50% while increasing their profits.

Call or email Greg and see how much money he can save you (and increase your sales).

Greg Schempp
612-718-6502
gregs@beargraphics.com

Featured NLA Program: Bankcard Processing
Northwestern Lumber Association provides members with competitive credit card processing services. Through a partnership with the Minnesota Retail Hardware Association, NLA leverages the combined purchasing power of its members, along with the members of fellow industry partners, to keep rates low. Process your Visa, MasterCard and Discover transactions with no application fees, monthly minimum fees or inactivity fees. Read more HERE.

NLA can provide you with a FREE cost comparison. Just fax a current month-end statement to Mac Hardin in our bank card office at (952) 933-4595.

For more information on the BankCard Program contact: Will Claussen at (763) 595-4057 or wclaussen@nlassn.org.
**Classifieds**

**Mitsubishi FD50**

11210 hrs.  
Cab w/Heat  
11,000lb lift  
Everything works as it should. Looking to upgrade to all terrain lift. Click [HERE](#) for more pictures.  
12,500.00 O.B.O

Jeremy Reeck  
Central Building Supply Inc  
Phone 218-894-3794  
Fax 218-894-3965  
jeremy@cbsstaples.com

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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 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

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*Luck is what you have left over after you give 100 percent.*  
Langston Coleman