

Member Information

Our Mission

Leadership

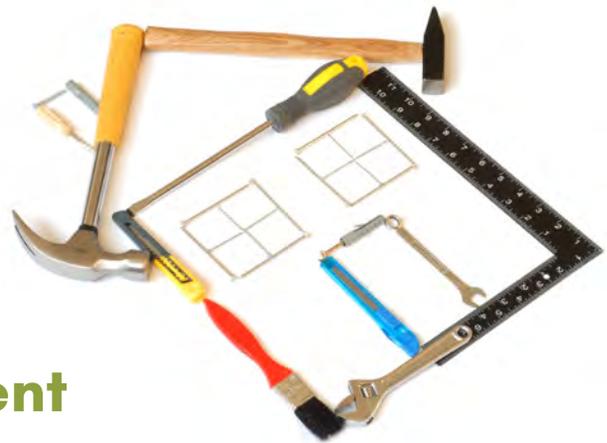
Government Affairs

Connect

Publications

Professional Development

Member Benefits



701 Decatur Ave. N, #105
Golden Valley, MN 55427
(763) 544-6822
www.nlassn.org



Membership Categories

Retail/Dealer Members

- Have the physical facilities to house reasonable and representative inventories of lumber and building materials
- Have inventories of lumber, plywood and building materials commensurate with the demands of the community
- Maintain regular business hours (i.e. 8:00 am to 5:00 pm) with the necessary staff to serve such customers who may be attracted to your store
- Have suitable building materials displays, samples, & literature in evidence
- Have a conspicuously placed sign which designates your place of business as a retail lumber and building material entity



Associate Members

- Produces or markets a product or service ultimately sold to retail lumber and building material retailers

Affiliate Members

- Have the physical facilities to house reasonable and representative inventories of building materials
- Is a retailer specializing in a limited number of product categories of building products and having inventories commensurate with the demands of the community.
- Maintain regular business hours (i.e. 8:00 am to 5:00 pm) with the necessary staff to serve such customers who may be attracted to your store
- Have suitable building materials displays, samples, and literature in evidence
- Have a conspicuously placed sign which designates your place of business as a retail material entity

About Us

Our Mission

Northwestern Lumber Association seeks to connect its members with the people, products, programs and resources that will assist them to be highly functioning, sales-driven businesses.

Vision

Independent LBM retailers in the upper Midwest will be the first and primary destination for professionals and consumers seeking lumber and building materials and expert advice; engaging them with attractive showrooms, impeccable service, operational excellence and the highest quality products to meet and exceed their needs for their home or project.

Staff

Cody Nuernberg

President

Phone: (763) 595-4052

E-mail: cnuernberg@lassn.org

Brett Brokaw

Field Representative

Phone: (763) 595-4057

E-mail: bbrokaw@lassn.org

Lindsay Dutcher

Membership Manager

Phone: (763) 595-4053

E-mail: ldutcher@lassn.org

Jodie Fleck, CMP

VP and Director of Conventions & Tours

Phone: (763) 595-4058

E-mail: jfleck@lassn.org

Melanie Hultman

Event & Communications Coordinator

Phone: (763) 595-4050

E-mail: mhultman@lassn.org

Connie Johnson

Director of Professional Development

Phone: (763) 595-4045

E-mail: cjohnson@lassn.org

Tim Dressen

Building Products CONNECTION Editor

E-mail: tdressen@lassn.org

Diane Sass

Bookkeeper

E-mail: dsass@lassn.org

Phone: (763) 595-4055

Government Affairs

Legislative Efforts

What happens in the state and federal legislature can have a lasting impact on the success of your business. Northwestern Lumber Association is active in supporting the views and opinions of our members. NLA's staff and lobbyists work diligently to protect your investment in your business from onerous regulatory and legislative acts, and promote fair and equitable laws and rules.

Regular updates will provide members with the luxury of identifying and translating the legal jargon that made its way through the legislative process. Find out exactly what that legislation means and what you have to do to comply or take advantage of the changes.

Visit NLA's website and sign-up today to receive detailed state legislative bulletins.



As a member of NLA, you are also a member of NLBMDA!

The National Lumber and Building Material Dealers Association (NLBMDA) represents its members in the national public policy arena, with emphasis on efforts to promote the industry and educate legislators and public policy personnel; and assist legislative, regulatory, standard-setting and other government or private bodies in the development of laws, regulations and policies affecting lumber and building material dealers, its customers and suppliers.



Members make yearly contributions to our legislative efforts through the Impact Fund which is allocated for the sole purpose of protecting your business.

Learn more about NLBMDA at www.dealer.org.

Compliance Guides

What about that suspicious letter, email, fax or phone call you received telling you that you are not in compliance with... ? Again, put your membership dues to work by turning it over to the NLA staff and go on with running your business. Our staff will investigate and follow-up with you in short order.

NLA also offers the following resources:

- Labor Law Posters
- OSHA Manuals
- OSHA Forklift Training
- DOT Manuals
- Yard Walk Checklists



These issues and others are covered regularly in our communication with members. Check our Supplies and Services catalog for specific compliance manuals that are available to your business.

Political Action Committees

Iowa Lumber Political Action Committee (ILUMPAC) and Lumber Dealers Political Action Committee (LudPAC) are two established PAC's for our industry. LudPAC supports our national efforts.

ILUMPAC is needed in Iowa because it is the only state out of our six state region that continually requires support and protection in its mechanic's lien law and legislation affecting lumber and building material retailers. Donations are given to legislators who support our industry's interests.



Connect

Conventions

Northwestern Lumber Association is proud to host four annual conventions for our members. Time after time, NLA members comment that the conventions are “their time” to connect with their peers, to talk about business and share a few laughs as well as see their suppliers, several of whom have trade show pricing and specials. Suppliers flood the show floors with colorful booths and are eager to interact with you.



Northwestern Lumber Association hosts the following shows:

- Northwestern Building Products Expo – held annually in January
- Iowa Lumber Convention – held annually in mid-February
- Nebraska Lumber Dealers Convention – held annually in early March

2017 is shaping up to be another exciting show year! Based on the great feedback and suggestions we received from last year’s attendees, additional improvements are already in the works to make the shows more exhilarating than years past. *Members receive discounts for all shows.* Be sure to check the NLA website for more information as dates and locations are set!

Special Events

Northwestern Lumber Association hosts a variety of special events and outings each year. Spend time with your peers, treat your employees to a day away and simply relax at one of our great events. Dealers and suppliers come together to enjoy events such as:

- Mill Tour
- Golf Outings
- Sporting Clay Shoots
- Fishing Outings
- Sporting Events
- Theatre Nights
- And Much More!



Members receive discounts for all events. Check the NLA website for additional information and mark your calendar to participate in one of this year’s scheduled events!

Publications

Building Products *CONNECTION*

Northwestern Lumber Association's bi-monthly magazine, CONNECTION, is dedicated to providing information on issues important to the success of the lumber and building materials industry in the upper Midwest. CONNECTION is packed with editorials, stories about retailers and suppliers, industry tips, business management, new products and much more.



Northwestern Scene...in a Flash Newsletter

Inside Scene... in a Flash, NLA's monthly newsletter, you will find updates on industry happenings, Association updates and other important time sensitive information to help your business. Scene... in a Flash is e-mailed and/or faxed monthly to all NLA members.

Dealer Reference Manual



Each year NLA publishes a comprehensive lumber & building materials industry resource guide for suppliers and LBM Dealers throughout the upper Midwest.

The Dealer Reference Manual provides a valuable resource of yard locations, owners/operators, product information and prospective suppliers for materials and products that suit your business needs.

The Buyer's Guide segment of the directory provides a listing of hundreds of products and trade names with a cross-reference pointing back to the NLA supplier members whom you can purchase the products from.

Professional Development

Roundtables

LBM retail business owners and senior management spend two days of intense discussion, debates and education about their business operation and particular issues. A facilitator guides the conversation to stay on track and keep the conversation moving forward. Only non-competitors are allowed into the roundtables so that participants can go deep into the pain that plagues their business. A valuable tool used in the roundtables is the Building Materials Operation Comparison Survey results to use as benchmark guides for their gross margins, operation costs, financial ratios and salary information. Plus, the participants soon become fast friends and they find it to be very motivating and rejuvenating. For more information on our roundtables, visit our website at www.nlassn.org.

Seminars & Webinars

Providing quality education for the lumber and building products industry has always been part of the mission of the Northwestern Lumber Association. Dealers have repeatedly sent people to our courses because NLA's training has consistently prepared employees for advancement within their companies. NLA provides affordable training in areas such as:

- Estimating
- Sales Skills
- HR Management
- Forklift Training

Northwestern Lumber Association also provides its members with online webinars on a variety of topics. Learn about key issues affecting the building materials industry that will have an impact on your business. Keep your staff up to date on issues such as the mechanic's lien law and OSHA guidelines, as well as improve their sales skills all from the comfort of their computer.

Future Lumber Leaders

Have you ever thought about the future of your business? Do you have an employee that you would like to groom to someday become a leader in your business? If you answered yes to these questions, then encourage them to participate in Future Lumber Leaders. Future Lumber Leaders (FLL) is an exciting mix of education, networking and fun built around the men and women who will someday be leading our industry. FLL encourages professional growth through the use of training, information sharing and networking. Members note that they return to work energized and eager to put into practice what they have learned, and are prepared to help others. People from the retail and supplier side of our industry have come together to form four local FLL chapters in Minnesota & the Dakotas, Wisconsin, Iowa and Nebraska. Encourage your future leaders by inviting them to participate in FLL!

Member Benefits

Services & Programs

Northwestern Lumber Association works diligently to provide its members with the best services and programs available. Our services and programs will save your business time and money through low cost offerings built specifically for the building materials industry.

The following services and programs are currently available to NLA members:

BankCard Program

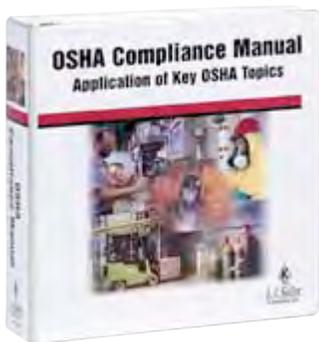
Does your business process credit cards? Have you ever wondered how much money it is really costing your business to process those cards? Let NLA's BankCard Program process your credit cards and save you money with low, competitive rates.

401(k) Multiple Employer Retirement Plan (MEP)

NLA members with an existing 401(k) plan, or members looking to establish a 401(k) employee retirement plan, may join together under the NEW 401(k) MEP program to save on administrative costs, reduce overall fiduciary responsibility and provide employees with a wide range of investment opportunities.

Knowledge Central

Tired of tracking and logging your employee training? Would you like to stop spending hours on-boarding a new employee hoping they will retain the information that you present to them? Knowledge Central is a turnkey tool to help you manage your employees and make sure they are trained efficiently and on time. Best of all... its FREE to all NLA members.



OSHA, State & Federal Compliance Resources

Are your state and federal posters and OSHA manuals current? NLA provides members access to all of these resources. Whether you are in need of OSHA updates, new posters, forklift training or anything else, NLA is your one-stop shop to help your business stay compliant.

Forklift Training

Did you know that any person operating a forklift in your business needs to be certified every three (3) years? NLA has partnered with NLBMDA to offer an industry specific forklift training package that not only trains your operators but also trains the trainer. Don't allow OSHA to levy fines against your business for unsafe and non-certified operators!

Continued

ARCpoint Drug & Alcohol Testing Program

Cost effective drug, alcohol and DOT testing program. With collection sites across the NLA region, ARCpoint will be your partner in developing and managing a safe and conforming drug and alcohol testing program to keep your employees safe and business protected.



LegalShield Pre-Paid Legal Services Program

Discounted legal assistance at a fraction of traditional attorney's fees. Services included with the program include but are not limited to document preparation and review, debt collection letters and customized legal consultation on a variety of legal business and employment related issues.

Cash Flow Management Program

Do you have customers who don't pay their bills? Are you tired of playing banker/loan officer? NLA is here to help! Manage your receivables for quicker payments to prevent turning your customers over to collections.

Building Materials Operations Comparison Survey (BMOB)

Have you ever wondered how your business stacks up against others in our region? The BMOB will provide you with a detailed analysis of your gross margin, operational costs and a number of financial ratios. The BMOB has helped businesses like yours find ways to cut costs and operate more efficiently.

Property & Casualty Insurance

NLA has joined forces with Federated Insurance to provide industry leading insurance services in the areas of property and casualty, workers compensation and risk management.

Life & Disability Insurance

NLA has partnered with Builders Insurance Group to provide Life & Disability Insurance. Comprehensive programs with competitive premiums are available to all NLA members.



Health and Dental Insurance

Federated Insurance is NLA's endorsed partner for health insurance coverage. Their Shield Network of providers offer various plans to fit the needs of your employees and your budget. Builders Insurance Group is NLA's endorsed agent for dental insurance. BIG will work with members to broker dental insurance packages of all shapes and sizes.

Continued

Business Forms & Yard Supplies

NLA offers affordable options for your business forms. From business cards to order tickets to yard signage, NLA can provide you with a no obligation quote and fulfill your needs quickly.

Payroll Program

Are you tired of being tied to your office on payday to sign checks? NLA's Payroll Program will remove the burden from your shoulders and make payroll easy, convenient and affordable.

Fuel Savings Program

NLA has partnered with Holiday Station Stores to provide a fuel savings program designed with the lumber dealer in mind. Take advantage of \$.10/gallon savings for the first 90 days after enrollment. After 90 days, receive \$.05/gallon savings on every fill up when you use your fleet card. New to the program is the online billing and monitoring system which allows you to track your usage and control how much you spend on gas.

Forklifts

NLA has a fleet discount with Caterpillar "CAT" who works with your local dealer to deliver and service your new forklift.



Promotional Merchandise

Whatever you need your name on, we can find it! Think of the opportunities: customer gifts, open houses, county fairs, city-wide sidewalk sales, door-to-door promotions, cross-marketing with local businesses, and more.

Shingle Ladders

NLA has a fleet discount with Powr Ladder. Portable models are available or add a mounting unit to your flat bed truck to deliver shingles safely to the roof.

Telecommunications

Everyone needs cell phones these days. Our telecommunication provider of long distance and internet service now has an agreement with AT&T, Sprint, and Verizon for corporate rates.

Driver Log Books

Department of Transportation (DOT) requires an accurate log book to be kept by all of your drivers. NLA stocks log books and can have them to you quickly. Many other services and programs are available to our members. Visit our website at www.nlassn.org for more information.

These programs and more are available to you as a member.

Looking for something else....give us a call! We likely have a source or will find a source for you.



LUMBERTECH

Training & Education for the Retail Lumber & Building Materials Industry

2017-2018 Professional Development Schedule

2017		
Date	Program	Location
October 10 - 12	Estimating 1-2-3	Owatonna, MN
October 24 & 25 Being Rescheduled	Future Lumber Leaders - Wisconsin Contractor Sales	Onalaska, WI Madison, WI
November 13 - 15	Heritage Roundtable	Rochester, MN
November 14	Customer Relations / Practical Selling	Sioux Falls, SD
December 4	Fleet Management & DOT	Tomah, WI
December 5	Yard Safety & OSHA	Tomah, WI
December 7	Customer Relations / Practical Selling	Golden Valley, MN
December 8	Special Order / Project Management	Golden Valley, MN
December 13 & 14	Blueprint Reading & Material Take-off	Omaha, NE
December 15	Future Lumber Leaders - Nebraska	Omana, NE
December 18 & 19	Business Management 1	Roseville, MN
2018		
Date	Program	Location
January 8 & 9	Business Management 1	Wisconsin Dells, WI
January 11	Fleet Management & DOT	Golden Valley, MN
January 12	Yard Safety & OSHA	Golden Valley, MN
January 23 & 24	Sales Roundtable	St. Cloud, MN
January 30 - February 1	Estimating 1-2-3	Madison, WI
February 6	Contractor Sales	Owatonna, MN
NEW February 8	Contractor Sales	Wisconsin
February 12 - 14	Classic Roundtable	La Crosse, WI
NEW February 22 & 23	Yard & Delivery Workshop	St. Cloud, MN
March 5 & 6 (dates changed)	Blueprint Reading & Material Take-off	Cedar Rapids, IA
NEW March 8 & 9	Blueprint Reading & Material Take-off	Wisconsin
March 13 - 15	Legacy Roundtable	Dubuque , IA
March 19 & 20	Yard & Delivery Workshop	Waukee, IA
March 22 & 23 (dates changed)	Business Management 2	Golden Valley, MN
March 26 & 27	Blueprint Reading & Material Take-off	St. Cloud, MN
March 28 & 29	Blueprint Reading & Material Take-off	Eagan, MN
April 9	OSHA/ DOT for Management	Golden Valley, MN
April 10	HR - Lien Law - Legal	Golden Valley, MN
April 11	Future Lumber Leaders - Wisconsin	Wisconsin Dells, WI
April 12	Special Order / Project Management	Wisconsin Dells, WI
April 24	Fleet Safety & DOT	Nebraska
April 25	Yard Safety & OSHA	Nebraska
May 14 - 16	Estimating 1-2-3	Twin Cities, MN

The class schedule and locations are subject to change. Check the NLA website for the most current information.