2020 Services & Products

Inside you’ll find details on the many discounted services and products you have access to as a member of Northwestern Lumber Association.

Here is a sneak peek of some of what we offer you!

RAKA and Wisconsin Lift Truck Corp are our endorsed forklift vendors. Contact the company nearest to you and be sure to let them know you are an NLA member!

One of our newest endorsed programs! OECS provides OSHA compliance consulting. Includes former OSHA/MSHA investigators ready to help!

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.

Are you getting the best possible rates in the credit card market? Contact NLA for a FREE cost comparison! We use the purchasing power of our members & partners to keep rates low!

Tired of being tied to your office on payday, signing checks? NLA’s Payroll Program will make payroll easy, convenient and affordable.

Builders Insurance Group provides Life & Disability Insurance and is NLA’s endorsed agent for health and dental insurance.

From checks to computer forms to register tickets, NLA can provide you with a no-obligation quote and fulfill your orders quickly.

Have customers who don’t pay their bills? Tired of playing loan officer? Manage your receivables for quicker payments and prevent turning your customers over to collections.

NLA members save on administrative costs, reduce overall fiduciary responsibility and provide employees with a wide range of investment opportunities under this program.

Exclusive member pricing on office products, janitorial, breakroom supplies, technology, furniture, shipping & packaging and more!

Whatever you need your name on, we can find it! Customer gifts, open houses, county fairs, sidewalk sales, promotions, cross-marketing with local businesses and more.

Unlike stationary pull rack systems, Lumber Buddy™ Portable Workstation goes where the work is, eliminating unnecessary trips across the yard.

Business services such as the Building Material Operations Comparison Program (BMOC), salary surveys, drug & alcohol testing and fuel savings will save your business time and money.

Forklift training program, safety/OSHA & DOT manual, driver’s log and inspection books, and labor law posters help your business stay in compliance with safety and labor laws.

Our newest endorsed service! Scantron Technology Solutions is a highly accountable, prompt, and well-resourced IT company. They provide support — onsite and remote.
Yard Equipment

NLA’s Endorsed Forklift Vendors
RAKA and Wisconsin Lift Truck Corp. are NLA’s endorsed forklift vendors. Both provide new and used forklifts, along with parts and service. Contact the location nearest you for more information on the brands they carry. Let them know that you are a member of NLA to ensure you get member pricing.

RAKA has locations in Iowa, Nebraska, North Dakota, and South Dakota. Visit rakagroup.com or call (888) 404-7252.

Wisconsin Lift Truck Corp. has locations throughout Wisconsin. Visit www.wisconsinlift.com or call (800) 634-9010.

Lumber Buddy™ Portable Workstation
More Efficient
The Lumber Buddy™ Portable Workstation goes where you are working, ending wasted trips across the yard.

Less Congestion
By spreading out your work areas, your yard becomes less congested, safer and more efficient. Far more efficient than old-fashioned bump posts or even staging areas.

Less Stress
By using the Lumber Buddy™ Portable Workstation, hand stacking can be done at waist level, reducing strain on worker’s backs. Because of the increased height of the platform, visibility is enhanced when using the Lumber Buddy™ Portable Workstation to split bundles.

Leverage
Hand stacking is made much more efficient by using leverage rather than using your forklift to adjust the products to the correct height. The weight of the Lumber Buddy™ Portable Workstation 850 lb. gives you a sure footing when splitting units.

Adjustable Height
Using your forklift to adjust products to the correct stacking height enables you to hand stack much more efficiently. Units remain square and tight against the uprights while splitting, unlike trying to split freestanding open units.

Backsliding/Splitting
Using your forklift to backslide products minimizes hand stacking and decreases the need to get on and off your truck to set stickers. Splitting units will not only reduce your chance of injury, but it will increase productivity as well.

Visit lumberbuddy.com or call (888) 844-4708.
Services

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. Federated Insurance offers the following specialized programs:

- Property & Casualty
- Workers’ Compensation
- Estate/Succession Planning

For details, contact Cody at cnuernberg@nlassn.org or (763) 595-4052.

Life Insurance, Short Term Disability, Long Term Care, & Dental
Working with Builders Insurance Group, we can help find the best fit for your company and provide the ease of one invoice for all coverage. Comprehensive programs with competitive premiums are available to all NLA members. For more information, contact: Builders Ins. Group, Inc., Dan Gardner or Lars Froiland at (763) 862-7800 or dgardner@fscadvisors.com

Computer IT Service - Scantron Technology Solutions
Our newest service partner is Scantron Technology Solutions – a highly-accountable, prompt, and well-resourced IT company. With a proactive IT service and support provider behind you, you can stop worrying about things outside your expertise and get back to business. Scantron Technology Solutions is a nationwide local provider of managed IT solutions, managed print services, and hardware maintenance solutions. They provide critical support — onsite and remote — to organizations that do not have in-house IT support or that need to supplement their existing IT support program. Contact Lindsay (ldutcher@nlassn.org or (763) 595-4053) to learn more about this program.

Bankcard
More often than not, consumers ask to charge their purchases. Some do it for the card incentive program, others to manage their purchases. Still others use their card for impulsive decisions. Whatever the reason, NLA offers a program that provides:

- Competitive discount rates
- No monthly fees or other charges
- Help 24/7

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. If you have questions, please contact Mac at (800) 999-4399 or mach@retailfinancialservices.biz.

BlueTarp Cash Flow Management
It is becoming more important and necessary to protect your business cash flow. NLA has developed a program specifically for the lumber industry with its full-service cash flow management and collection program to help safeguard and recover your delinquent accounts receivable. NLA members have an exclusive membership discount on available collection packages. Contact Will (wclaussen@nlassn.org or (763) 595-4057) or Lindsay (ldutcher@nlassn.org or (763) 595-4053) to learn how this program can help your business.

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. For details, contact Cody at cnuernberg@nlassn.org or (763) 595-4052.

Fuel Savings Program
No matter the size of your fleet, the fuel program can save you money with every fill-up and provide detailed monthly billing statements. Our fuel savings program with Holiday Station Stores is 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. The online billing and monitoring system allows you to track your usage and control how much you spend on gas. Contact Lindsay (ldutcher@nlassn.org or (763) 595-4053) or Will (wclaussen@nlassn.org or (763) 595-4057) to sign up for this program.

All pricing subject to change. To place order directly with NLA, call (888) 544-6822 or email info@nlassn.org.
Compliance

**OECS - OSHA Compliance & Workplace Safety**
One of NLA's newest endorsed program provides OSHA compliance and workplace safety training.

**The Most Experienced Consultants**
OSHA standards can be confusing — the OECS team has over 200 years of combined experience in helping businesses like yours maintain their OSHA compliance, with former OSHA/MSHA investigators ready to help.

**24/7/365 Accessibility**
Your safety questions, accidents, and OSHA visits aren’t pre-scheduled, so OECS is always available to visit your job facility or site whenever you need them.

**Hands-on and Customized Approach**
OECS consultants customize services to match your business needs and train your team directly at your facility.

**Contact:**
Melissa Olheiser, Business Development Lead | (701) 371-4868 | melissa@oecscomply.com
Tim Peterson, CHST, VP of Operations | (612) 396-3466 | tim@oecscomply.com

Or visit www.oecscomply.com

**Driver’s Vehicle Inspection Books**
Includes a daily checklist which is required by the DOT to operate as a motor carrier. Detailed DVIR list specific tractor & trailer parts to help simplify inspection. Simply check off parts that require repair. Books include key regulations printed on inside front cover to remind driver of required procedures.

2-Ply Carbonless - 5 ½ x 8 ½ – 30 Days Per Book

- **Regular Price:** $50.00/6 Books
- **Member Price:** $30.00/6 Books
- **Regular Price:** $85.00/12 Books
- **Member Price:** $55.00/12 Books

**Daily Log Books**
Commercial motor vehicle drivers must record their duty status for each 24-hour period on a daily log (49 CFR 395.8). This driver’s daily log book comes with 31 daily logs and a monthly summary sheet to calculate hours available. Logs and reports are printed in red ink to make your entries easy to read.

2-Ply Carbonless - 5 ½ x 8 ½ – 31 Days Per Book

- **Regular Price:** $50.00/6 Books
- **Member Price:** $30.00/6 Books
- **Regular Price:** $85.00/12 Books
- **Member Price:** $55.00/12 Books

**Federal & State Labor Law Posters**
Minnesota: Available through NLA office – State & Federal combined in one poster.

- **Regular Price:** $20.00
- **Member Price:** $10.00

Other state posters available through the following websites:

- **Iowa:** [www.iowaworkforcedevelopment.gov/required-employer-posters](http://www.iowaworkforcedevelopment.gov/required-employer-posters)
- **South Dakota:** [drr.sd.gov/employment_laws/posting_requirements.aspx](http://drr.sd.gov/employment_laws/posting_requirements.aspx)
- **North Dakota:** [www.nd.gov/laborm/required-employer-posters](http://www.nd.gov/laborm/required-employer-posters)
- **Nebraska:** [www.dol.nebraska.gov Search: Labor Law Posters](http://www.dol.nebraska.gov)
- **Wisconsin:** [www.dwd.wisconsin.gov/dwd/posters.htm](http://www.dwd.wisconsin.gov/dwd/posters.htm)

All pricing subject to change. To place order directly with NLA, call (888) 544-6822 or email info@nlasn.org.
Safety/OSHA & DOT Manual (CD)
Designed specifically for the building material industry, this safety manual is a working guide for supervisory personnel in the day-to-day administration of your business. This manual is provided in Microsoft Word Document format.

- Easily modified to meet the unique operational needs of your yards
- Complete reference for managers and supervisors
- Policies, procedures and all forms in one easy-to-use guidebook (You can print the forms as needed!)

Full Manual CD (OSHA & DOT)  
Regular Price: $449.00  
Member Price: $299.00

The Forklift and You Operator Training Program
Produced by NLBMDA, this kit is the only one available that meets OSHA requirements for job-specific training in the lumber industry. A thirty-minute DVD filmed in an independent lumberyard. Available in Spanish.

Complete Package includes 1 - Trainers Guide (English), 5 - Operator Workbooks, Certificates, ID Cards, 1 - “Dos & Don’ts” Poster.

- Complete Package w/DVD  
  Regular Price: $400.00  
  Member Price: $250.00
- DVD Only  
  Regular Price: $85.00  
  Member Price: $60.00
- Trainer’s Guide Only (English)  
  Regular Price: $290.00  
  Member Price: $175.00
- Certificates & Cards Only (10 each)  
  Regular Price: $50.00  
  Member Price: $35.00
- Operator Package Only  
  Regular Price: $125.00  
  Member Price: $80.00

The Delivery & Fleet Safety Program
The Delivery & Fleet Safety (DFS) program is an invaluable safety tool that will help you train your employees to be a more safe, productive and efficient workforce. A DFS-trained driver is smarter, achieves better fuel efficiency, lowers maintenance costs, and reduces material damage.

The DFS program includes:

- Industry-Specific Video, DVD, and Handbook: Demonstrates all aspects of safe and proper loading and transporting of materials from the yard to the job site; provides education on and assistance with OSHA/FMCSA regulations. Ten handbooks are provided.
- Trainer’s Manual: Walks you through the step-by-step process to conduct your own training session with a list of the key concepts to highlight and discuss.
- DFS Poster and Certificates: Outlines, in full color, the basic key concepts for a daily visual reminder of lessons presented. Ten certificates recognizing completion of training are also provided.

- Delivery & Fleet Safety Training Kit and DVD  
  Regular Price: $349.00  
  Member Price: $199.00
- Delivery & Fleet Safety DVD Only  
  Regular Price: $85.00  
  Member Price: $60.00

Government Affairs
Northwestern Lumber Association works to keep members informed of what is happening at the State and Federal levels of government. Visit the Government Affairs tab at www.nlassn.org to learn how legislative actions and regulatory agencies are affecting your business.

NLA generally has a large delegation that attends National Lumber & Building Material Dealers Association (NLBMDA) Legislative Conference in Washington, D.C. This annual conference includes many opportunities to learn about key issues affecting the lumber and building material industry from Washington policy experts and political commentators. Members will conduct in-person meetings with their elected officials in Congress, making their voice heard on Capitol Hill. Should you wish to attend, please contact Cody Nuernberg at 763-595-4052 to discuss registration options.

All pricing subject to change. To place order directly with NLA, call (888) 544-6822 or email info@nlassn.org.
HR & Business Aids

Surveys
Wage & Benefit Survey
This report includes a summary of reported benefits being offered, wages/salary averages for over 20 common lumberyard positions as well as compensation packages being offered to outside sales staff. The results of the survey are available to purchase for $99.

To order a copy of the report, contact Diane Sass at (763) 595-4055 or dsass@nlassn.org.

Building Material Operations Comparison Program (BMOC)
In conjunction with other regional lumber and building materials associations, the Northwestern Lumber Association is proud to offer our members the Building Material Operations Comparison (BMOC) Survey. This annual survey allows members to compare their business with others from around the region and the nation. The BMOC Survey features:

- Web-based program with easy data entry.
- Includes category definitions to ensure “apples to apples” comparisons.
- More than 90 charts and graphs, many featuring industry benchmarks.
- Auto calculations and data-checking, reducing entry errors.
- A secure, encrypted environment meeting all e-commerce data protection requirements.
- Yearly data archiving, allowing you to see your individual trends over time.
- Combines cost studies and salary surveys into one, easy-to-use program.

The BMOC Survey is conducted annually from mid-January through April.

Lien Law Guide
Collection Tools for the Construction Industry

Minnesota        Regular Price:   $60.00        Member Price:   $30.00

Reference Guides

Lumber and Building Material Reference Manual
A pocket sized book that is a “must-have”. Includes the following and much more:

- Board Footage
- Foundations
- Mouldings
- Pressure Treatment
- Kitchen Cabinets
- Cement
- Framing
- Insulation
- Roof Framing
- Ventilation
- Doors
- Load Tables
- Rafter Table
- Soffit/Siding
- Walls
- Electrical
- Guttering
- Stair Parts
- Trusses
- Windows

Regular Price: $30.00        Member Price: $15.00
Office Supplies

Business Forms – Custom
Free Quote, Set-Up, Proof & Logo
Checks • Continuous Computer • Snap Apart • Register Tickets • Envelopes
Send us a sample of the forms you currently use for a free quote! Minimum of 1,000

Estimating Pads
50 sheets per pad

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<td>$5.00/ea</td>
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Staples Discount Program
We’ve partnered with Staples Business Advantage, which means you, too, can take advantage of this great program! We can help with all your supply needs like: Office Products, Janitorial Supplies, Breakroom Supplies, Technology, Furniture and Shipping & Packaging Supplies!

For a $25 annual fee, you’ll be provided exclusive, premium member pricing!

- User-Friendly Website
- FREE Next-Day Delivery ($50 Minimum Order Requirement)
- Access to Over 800,000+ Items
- Online Returns
- Large Order Discount of 3% on All Orders over $250
- Industry-Low Paper & Toner Pricing
- Exclusive Partnership Discounts for Travel, Catering, Hotels, Etc.

Contact Lindsay at ldutcher@nlassn.org or (763) 544-6822 for a free price comparison!

Inventory Books
Designed by a lumber dealer for the lumber business. Has printed headings and die-cut index. Spiral-bound, 8 ½” X 11”.

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Time Cards
Maintain accurate weekly records for your employees’ hours with our timecards printed on heavy-duty card stock.

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<tr>
<th>Quantity</th>
<th>Regular Price</th>
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Promotional Products

Bear Graphics
We’ve teamed up with Bear Graphics to bring you quality promotional products that help you stand out among the crowd. 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.

NEW! Now available - COVID-19 PPE products for your business, employees, and customers. Social distancing signs, custom masks, hand sanitizers, gloves, and more!

Contact Greg at gregs@beargraphics.com or (763) 546-9228. Be sure to let him know you are a member of NLA.
Education & Networking

LumberTech
Northwestern Lumber Association’s LumberTech program strives to be the most comprehensive lumber dealer employee training program in the Upper Midwest. Choose from individual classes or NLA’s certificate/diploma programs.

- Operations
- Sales
- Administrative/Management

New Contractor Sales class & online programs coming soon! For a current list of classes and a link to the complete course catalog, go to www.nlassn.org/PD.

Dealer Roundtable Groups
Three groups of non-competing members meet to provide a significant opportunity to:

- Share successes
- Compare challenges
- Build friendships

Go to www.nlassn.org/PDRoundtables to view information on the current roundtable groups.

Future Lumber Leaders
Future Lumber Leader workshops engage employees with the knowledge and insights needed to be successful in today’s and tomorrow’s business environment. These one-day workshops are an exciting mix of education, networking and fun built around the men and women who will someday be leading our industry. Go to www.nlassn.org/PDFLL for the current schedule of Future Lumber Leaders meetings.

For more information on all education programs, contact Connie at cjohnson@nlassn.org or (763) 595-4045.

Trade Shows
Make personal contact with suppliers and gain valuable product knowledge at supplier exhibits, education sessions and social events. The NLA Lumber Conventions offer a unique blend of fun, education, exhibit space, and networking opportunities. They allow attendees to interact and connect with experts and primary principles within the building industry on multiple levels. You can find more information at www.nlassn.org, or contact Jodie at jfleck@nlassn.org or (763) 595-4058.

The Wisconsin Lumber Dealers Leadership Conference
This conference provides the opportunity to connect with peers from the retail lumber industry to learn, network and build valuable relationships that last long after the conference. The conference also includes a networking lunch as well as the annual Wisconsin lumber dealers annual meeting and awards banquet. Go to www.nlassn.org/WLLeadership or contact Connie at cjohnson@nlassn.org or (763) 595-4045 for more information.

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
- Wine & Whiskey Tour

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

Mill Tour
Each fall, we host a 5-6 day trip, which we refer to as our “Mill Tour”. During this tour, we focus on visiting locations such as sawmills, forests, timber harvesting projects, and behind-the-scenes tours of a wide variety of building product manufacturing facilities. For more information, go to www.nlassn.org/MillTour or contact Jodie at jfleck@nlassn.org or (763) 595-4058.