Member Information

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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.

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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. These results are used as benchmark guides for their gross margins, operation costs, financial ratios and salary information. 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 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!
Trade Shows & Special Events

Trade Shows
Northwestern Lumber Association is proud to offer two annual trade shows for our members. These events are excellent platforms to get trained, interact with colleagues and learn new ways of conducting business. Receive insights from some of the leading professionals in the industry – both in the classroom and on the trade show floor. In addition, NLA aims to make these events memorable and fun for all attendees. Members receive discounted fees! Join us in St. Cloud, MN for Expo NORTH, January 21-22, 2021 and again in Council Bluffs, IA for Expo SOUTH, February 25-26, 2021.

Wisconsin Leadership Conference
At this business conference for the independent retail lumber and building materials industry, you’ll spend the day networking and learning ways you can refine your leadership skills and position your company for growth! Enjoy thought-provoking seminars, networking at the cocktail reception, and celebrating the fellow dealers and suppliers at the awards dinner. Our next Leadership Conference will be held on January 12, 2021 at the Glacier Canyon Conference Center in Wisconsin Dells.

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:

- Annual Mill Tour
- Golf Outings
- Sporting Clay Shoots
- Fishing Outings
- Sporting Events
- Wine & Whiskey Tours
- 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, *Building Products 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 ed 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.
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.

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 Poster (MN all-in-one)
- OSHA Manuals
- OSHA Forklift Training
- DOT Manuals
- Driver Log Books and Daily Log Books

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.
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.

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!

BlueTarp 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.

Continued
Building Materials Operations Comparison Survey (BMOC)
Have you ever wondered how your business stacks up against others in our region? The BMOC will provide you with a detailed analysis of your gross margin, operational costs and a number of financial ratios. The BMOC 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
Builders Insurance Group is NLA’s endorsed agent for health and dental insurance. BIG will work with members to broker health and dental insurance packages of all shapes and sizes.

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.

Business Supplies
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, Break room Supplies, Technology, Furniture, and Shipping & Packaging Supplies! Exclusive Premium Member Pricing, Etc.

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.
Forklifts
RACA Material Handling and Wisconsin LiftTruck Corp. are NLA’s endorsed forklift vendors.

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.

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.

Greg Schempp with Bear Graphics is our endorsed promotional products provider.

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.

Our newest endorsed programs include:

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

**OECS - OSHA Compliance & Workplace Safety**
OECS provides OSHA compliance consulting. Includes former OSHA/MSHA investigators ready to help!

**Computer IT Service - Scantron Technology Solutions**
Scantron Technology Solutions is a highly accountable, prompt, and well-resourced IT company. They provide support — onsite and remote.

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.
Northwestern Lumber Association
Professional Development Programs

NEW SKILLS • FRESH IDEAS • NETWORKING GROUPS

LumberTech
LumberTech provides a comprehensive training program specifically designed for the LBM industry. Courses can be taken individually or as part of the LumberTech Certificate/Diploma program.

Courses include:
• Estimating 1-2-3
• Contractor Sales
• Understanding Sales: How to Sell Efficiently and Effectively
• Project Management with a Focus on Special Orders & Inventory Management
• Yard & Delivery Workshop
• Yard Safety & OSHA
• Fleet Management & DOT
• Introduction to Financial Management
• Advanced Financial Management
• HR / Legal / Lien Law

Owner-Manager Roundtable Groups
Industry roundtable groups provide the opportunity to share and learn from your peers. NLA offers three owner-manager roundtable groups and a sales roundtable. These groups meet on an annual basis but serve as sounding board all year long.

Future Lumber Leaders Roundtables
Future Lumber Leaders brings together newer and up-and-coming leaders in the LBM industry to network, exchange business ideas and learn from guest speakers. FLL also provides industry tours to learn more about the industry suppliers and follow retailers.

Conventions & Leadership Conference
NLA hosts two annual trade shows and a leadership conference which all include a variety of professional development opportunities including seminars, roundtables, member speaking panels and keynote presentations.

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