



# Scene *...in a flash*

1405 Lilac Drive North, Suite 130 • Minneapolis, MN 55422  
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## February 2009, Vol. XVI, No. 2

### February 26-27, 2009

Iowa Lumber Convention  
West Des Moines, IA

### March 11-12, 2009

Nebraska Lbr. Dealers Convention  
La Vista, NE

### March 16 - 18, 2009

NLBMDA Leg. Conference  
Washington DC

### March 16 - 17, 2009

Basic Material Estimating Class  
Sioux Falls, SD

### March 18, 2009

Advanced Estimating Class  
Sioux Falls, SD

### March 23, 2009

Estimating Post Frame Bldgs.  
Saint Cloud, MN

### March 24, 2009

Business Management 101  
Saint Cloud, MN

### March 26, 2009

Estimating Post Frame Bldgs.  
Council Bluffs, IA

### March 27, 2009

Business Management 101  
Council Bluffs, IA

## Routing Slip

Pass this around to others in your company for their information.

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## ***Building Better Iowa Convention*** **February 26-27, Sheraton West Des Moines**

There is not much time left to reserve your hotel room for the Iowa Lumber Convention. Call them today at (515)223-1800 and ask for our group rate of \$112.

You, your sales people and customers will enjoy Fernando Pages Ruiz as he explains how to build affordable, sustainable (green) homes. Attendees at the Northwestern Expo gave him two thumbs up for great content and superb presentation.

If you missed last year's DOT presentation, or just could not write fast enough to get all the information down, the program is back again. Learn specific information on how to keep your trucks in compliance.

Disaster can strike at any time and let's face it, none of us are prepared. Take the steps to get prepared by attending Open for Business presented by Federated Insurance.

Plus we have a full exhibit floor. Vendors are here supporting you and this industry ready to provide you with the latest product information.

Go to [www.nlassn.org](http://www.nlassn.org) to register online or print a registration form. Or call Sally at (800)896-5134 to have a form faxed to you. ■

## ***Building Opportunity, Nebraska Convention*** **March 11-12, Embassy Suites La Vista**

Time is moving quickly so do not forget to reserve your hotel room for the Nebraska Lumber Dealers Convention. Call the Embassy Suites at (402)331-7400 and ask for the convention rate of \$119.

Dealers at the Northwestern Expo gave Fernando Pages Ruiz two thumbs up for his program *Green Building: Materials for Energy Management*. Fernando explains solid construction principles he uses to build affordable homes that also meet the criteria of green certification programs.

Invite your builders and contractors to the Energy Star program where they will learn what the program encompasses

and how they become an Energy Star partner -- another important aspect of green building certification points.

Disaster can strike at any time and let's face it, none of us are prepared. Take the steps to get prepared by attending Open for Business presented by Federated Insurance.

We have a large exhibit floor filled with vendors at our new location. Come visit with the vendors who support you, this association and industry. Go to [www.nlassn.org](http://www.nlassn.org) to register online or print a registration form. Or call Sally at (800)896-5134 to have a form faxed to you. ■

## 2009 Northwestern Building Products Expo

The attendees at the Expo were glad to welcome back the following exhibitors and learn about the products they were showcasing at our Bloomington, MN show:

ABM Equipment & Supply, LLC	Krauter Storage Systems
Amerhart	Lake States Lumber, Inc.
Anchor Fasteners	Larson Manufacturing Company
Andersen Windows, Inc.	Manion's Wholesale Bldg. Supplies
Architectural Coatings Inc.	Marvin Windows and Doors
Bayer Built Woodworks, Inc.	Maze Nails Company
Benchmark Foam, Inc.	McElroy Metal
Biewer Lumber, LLC	Metal Sales Mfg. Corp.
Boise Cascade	Midland Garage Door Mfg. Co.
Builders Insurance Group, Inc.	Midwest Lumber Minnesota, Inc.
Building Products, Inc.	Minnesota Supply Co.
Cedar Siding Inc.	North Country Distributors
CertainTeed Corp.-Insulation Div.	Northern Capital Insurance Group
CertainTeed Corp.-Roofing Division	Northern Crossarm Co., Inc.
CP Supply, a Division of Packaging Inc.	Northstar Associates Inc.
Dillon Group, Ltd.	J.B. O'Meara Co.
DiversiFoam Products, Inc.	Orgill, Inc.
Do it Best Corp.	Owens Corning
Donlin Wholesale	Peak Sales & Marketing
EDCO Products Incorporated	Pennsylvania Lumbermens Mutual
Edward Jones	Peterson Wood Treating
Edwards Sales Corporation	Plyco Corporation
Fabral	Prinsco, Inc.
FastenMaster	Progressive Solutions, Inc.
Federated Insurance	Quality Edge
Ferche Millwork, Inc.	Rollex Corporation
GAF-ELK	Shelter Products, Inc.
Golden Valley Supply Co.	Simpson Strong-Tie
GRK Fasteners	Tamko Building Products, Inc.
Guardian Building Products	Thermo-Tech Windows
Harris Supply Solutions, Inc.	Trex Company
Hayfield Window & Door Co., Inc.	V & H, Inc. Trucks
Heikes Equipment, Inc.	Vinylite Windows
Heritage Millwork Inc.	Wausau Supply Company
i-Level by Weyerhaeuser Corporation	Wheeling Corrugating Company
International Bildrite, Inc.	Whirlwind Building Components

A warm welcome to these new 2009 Expo building products distributors exhibitors: Hutchison Lumber & Building Products, Manchester, IA; Mid America Lumber, Winnipeg, Canada; Prince Corporation, Marshfield, WI. Also new to the show this year were specialty product distributors Minnesota Masonry, Saint Cloud, MN and Absolute Distribution, Inc., Minneapolis, MN, a distributor of decking related products. Plus welcome back to PrimeSource, Inc., Rogers, MN, Universal Forest Products, White Bear, MN and Villaume Industries, St. Paul, MN. ■

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## 2009 Products & Trade Names Online

The 2009 Dealer Reference Manual and Buyer's Guide is the most comprehensive listing of building material suppliers in the Midwest. This directory is your "yellow pages" to the building material industry.

You can access the Products and Trade Name listed in the directory on our web site which link to supplier's web site or phone number! Go to [nlassn.org](http://nlassn.org) and click on the link Products/Trade Names. ■

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## Reminder! Time to Register for March LTG Classes

### In Sioux Falls:

March 16-17, Basic Material Estimating, Keith Kluis, \$395  
March 18, Advanced Estimating, Keith Kluis, \$295  
All 3 days, \$640

### In Saint Cloud:

March 23, Estimating Post Frame Buildings, Mike Butts, \$190  
March 24, Business Management 101 for Outside Sales Reps, Mike Butts, \$310  
Special pricing for 5 or more students

### In Council Bluffs:

March 26, Estimating Post Frame Buildings, Mike Butts, \$190  
March 27, Business Management 101 for Outside Sales Reps, Mike Butts, \$310

We offer special pricing for 5 or more students for all classes. Contact Suzanne Lechtman, (800) 469-8744 or [slechtman@nlassn.org](mailto:slechtman@nlassn.org), for more information and to register. ■

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## Annual CODB Survey

It is more important this year than ever before to benchmark your business against industry peers. 2006 or 2007 numbers aren't good comparisons to how 2008 should look nor do they provide you good planning benchmarks for 2009.

NLA has joined with several of the other Federated Associations to produce the only Cost of Doing Business survey to be compiled with 2008 data. This collaborative approach will make the survey results more data rich.

We have engaged The American Association of Roundtables to compile the data and produce the reports. The cost to participate is \$125. Simply contact Jim Enter at [jenter@aol.com](mailto:jenter@aol.com) or [jim@aroundtables.com](http://jim@aroundtables.com) for your username, password, and detailed instructions.

Important dates:

Feb. 2 to April 30 – contact Jim Enter for password

May 4 – Final date for submitting data

May 31 – Reports emailed. ■

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## Iowa Convention Exhibitors

ABM Equipment & Supply, LLC.  
Absolute Distribution, Inc.  
Bayer Built Woodworks, Inc.  
Biewer Lumber, LLC.  
Boise Cascade  
Builders Insurance Group, Inc.  
Building Products, Inc. of Iowa  
Cascade Mfg Co  
CertainTeed Corp.-Roofing Division  
CP Supply, a Division of Packaging Inc.  
Do it Best Corp.  
Edwards Sales Corporation  
The Empire Company, Inc.  
Fabral  
Federated Insurance  
GAF-ELK  
GRK Fasteners  
Guardian Building Products  
Harris Supply Solutions, Inc.  
Hawkeye Building Distributors  
Hayfield Window & Door Co., Inc.  
Hutchison Lumber & Building Products  
i-Level by Weyerhaeuser Corporation  
Jeld-Wen  
K & R Wholesale Bldg. Materials

Key Wholesale Building Products, Inc.  
Larson Manufacturing Company  
Lomanco Inc.  
McElroy Metal  
Metal Sales Mfg. Corp.  
Mid-Am Building Supply  
Midland Garage Door Mfg. Co.  
Midwest Lumber Minnesota, Inc.  
Midwest Vinyl Products, Inc.  
Northland Forest Products, Inc.  
Owens Corning  
Pennsylvania Lumbermens Mutual  
Quality Edge  
Rayner & Rinn-Scott Inc.  
Roberts & Dybdahl Inc.  
Rollex Corporation  
Shelter Products, Inc.  
Simpson Strong-Tie  
Tamko Building Products, Inc.  
TCC Materials  
Thermo-Tech Windows  
Tri-Angle Marketing, Inc.  
Weekes Forest Products  
Wheeling Corrugating Company

## Nebraska Convention Exhibitors

ABM Equipment & Supply, LLC.  
Absolute Distribution, Inc.  
American Building Components  
Bayer Built Woodworks, Inc.  
BlueLinx  
Boise Cascade  
Building Products Inc. of SD  
C H Industries  
Central Lumber Sales, Inc.  
Chicago Lumber Company  
Consolidated Kitchens & Fireplaces  
CP Supply, a Division of Packaging Inc.  
Do it Best Corp.  
Edwards Sales Corporation  
The Empire Company, Inc.  
Federated Insurance  
Forest Products Supply Company  
GIE, Ltd.  
GRK Fasteners  
Guardian Building Products  
Harris Supply Solutions, Inc.  
Hawkeye Distribution, Inc.

Hutchison Lumber & Building Products  
Innovative Window & Door, Inc.  
Jeld-Wen  
K & R Wholesale Bldg. Materials  
Larson Manufacturing Company  
Lomanco Inc.  
Metal Sales Mfg. Corp.  
Midland Garage Door Mfg. Co.  
Orgill, Inc.  
Pennsylvania Lumbermens Mutual  
Plyco Corporation  
Roberts & Dybdahl Inc.  
Rollex Corporation  
Shelter Distribution Inc  
Simpson Strong-Tie  
Sprenger Midwest, Inc.  
Tamko Building Products, Inc.  
Thermo-Tech Windows  
Timberroots Millwork  
Tri-City Hardware  
U-Mix Products Company  
Wausau Supply Company

## OSHA Form 300

The new OSHA Summary Report of Injuries the past year (Form 300) must be posted February 1 through April 30. A copy of the form can be found on NLA's web site under Links/Government Agencies. Or go to [www.osha.gov](http://www.osha.gov). Your company may be exempt from this OSHA recordkeeping requirement if you employed 10 or less full or part-time employees at any time in the previous calendar year.

February 2009

## Help Us Maximize Your Dues Investment

Communication with our members is a high priority, whether it's our newsletter, upcoming trade show news, education sessions, or legislative updates. E-mail costs NLA and you, our members, only your time as opposed to fax and mail which involve paper and costs to deliver/receive. Any email you receive from NLA will always have an option for you to discontinue receiving it and we do not sell or provide our email list to anyone. If you have an email address, please send it to us at [info@nlassn.org](mailto:info@nlassn.org).

## NLBMDA Internship

The Blair Collings Internship in government affairs allows the child or grandchild of an NLBMDA member the opportunity to intern at NLBMDA for the summer. The applicant must be interested in the lumber and building material industry and have demonstrated this interest in one of several ways: part-time or full-time employment in a lumberyard; enrollment in an industry-related college curriculum; membership in an industry organization for young people; attendance at an NLBMDA conference; or verification from a sponsor that the applicant has firm plans to enter their business in the future.

Go to NLBMDA's web site, [www.dealer.org](http://www.dealer.org), Government Affairs page, for an application. The deadline for applications is **March 4, 2009**. ■

## Federal & State Posters

Effective January 16, 2009 the Federal Government has made changes in Family & Medical Leave Act and Military Family Leave and **does** require that you replace existing employment posters. Your business could be fined \$110.00 for noncompliance. Contact information for poster replacement is:

MN – NLA Office – 763-595-4062 or 800-863-7104

IA – Dept. of Labor – 515-281-9621

NE – Dept. of Labor – 402-595-3095

ND – Dept. of Labor – 701-328-2660

SD – Dept. of Labor – 605-773-3681