



# Scene *...in a flash*

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**May 2009, Vol. XVI, No. 5**

**May 21, 2009**

ILA Board Meeting  
Iowa Golf Outing  
Adel, Iowa

**June 4, 2009**

NLA Executive Committee Meeting  
NLA Nominating Committee Meeting  
Chamberlain, SD

**June 17, 2009**

NLDA Board Meeting  
Future Lumber Leaders Meeting  
Nebraska Golf Outing  
Columbus, NE

**July 29, 2009**

Designated Risk Manager Training  
Des Moines, Iowa

**September 18, 2009**

NLA Investment Committee Meeting  
NLA Executive Committee Meeting  
Lake Okoboji, Iowa

**September 19, 2009**

NLA & NLI Board Meeting  
Lake Okoboji, Iowa

**Routing Slip**

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

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**Credit Card Processing Standards**

NLA members are starting to receive information about Payment Card Industry-Data Security Standards (PCI-DSS) from their respective credit card processing companies. For members on NLA's bankcard program this information will come from Elavon/US Bank. You may have already heard from your processor but if you have not, you can expect to receive information soon regarding these mandatory standards. All businesses taking credit cards are required to follow the steps to ensure compliance.

With the increasing prominence of electronic money transfers it is important for businesses to make sure credit card information is secure. Processing companies such as Elavon, along with the

five major card networks, created the Payment Card Industry Council which developed PCI-DSS. One component of PCI-DSS is the Self-Assessment Questionnaire (SAQ). NLA encourages all members to comply when contacted by their individual processor.

For more information about these standards and requirements please visit [www.pcisecuritystandards.org](http://www.pcisecuritystandards.org).

If you are not already processing your credit cards on NLA's program we'd like to do a cost comparison for you. Just fax one of your current month-end statements to our bankcard office. The fax number is 952-933-4595. We'll get back to you with a free comparison.

**The "Red Flags" Rule: Are You Complying with New Requirements for Fighting Identity Theft?**

If you extend credit to accounts, such as small businesses or sole proprietorships, for which there is a foreseeable risk of identity theft, your company must comply with provisions of the Fair and Accurate Credit Transactions Act of 2003. The FTC has issued regulations ("Red Flags Rule") requiring creditors to develop and implement written identity theft prevention programs that must be in place by May 1, 2009.

Sample forms have been developed by the National Lumber and Building Material Dealers Association (NLBMDA) of which NLA is one of 20 federated members. You will find guidelines, rules and sample worksheets to assist you with the implementation of a Red Flags Rule Identity Theft Program on NLBMDA's web site ([www.dealer.org](http://www.dealer.org)). Please contact us if you would prefer a printed copy of these sample documents.

**CORRECTION**

In the May *CONNECTION*, Fullerton Lumber, Beaver Dam, WI and Osceola Lumber Company, Osceola, WI were listed as closing in the last 8 months.

The Fullerton yard was closed in 2007. Fullerton purchased the Osceola yard in 2008 and it is still open for business.

## Spring Golf Outings

This year's Iowa Spring Golf Outing will be held again at the River Valley Golf Course in Adel, Iowa on Thursday, May 21. Adel is about twenty five minutes west of West Des Moines. This 18 hole, four person best ball scramble event will begin with a shotgun start at noon. Dinner, prizes, awards, and drink tickets are included. Mulligan sales will benefit the ILUMPAC Fund. Please note, there will be a \$5/per person late charge for registrations received after May 15.

This year's Nebraska Spring Golf Outing will be held again at the Quail Run Golf Course in Columbus, Nebraska on Wednesday, June 17. This 18 hole, four-person scramble will begin with a shotgun start at 10:00 AM. Lunch, prizes, awards, and drink tickets are included. Mulligan sales will benefit the NE Scholarship Fund.

A registration form is attached. Also, for the first time, you can register online for the Golf Outings. Please see our website: [www.nlassn.org](http://www.nlassn.org). If you have questions or need anything for the event, please call Guy Marzano at NLA at 888-544-6822. Suppliers – interested in sponsoring this event? Contact Pam at [pfeldman@nlassn.org](mailto:pfeldman@nlassn.org) or call 800-896-5140



Get away for the day, mix and mingle with colleagues and, most of all, have some fun celebrating Spring together.

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## Legislative Session Nearly Wrapped Up

With the economic conditions and shrinking state budgets, you would have thought that there would not be much time for other issues. Not the case. In all five of our states there have been issues directly affecting our industry, some even requiring action by our members. Below is a quick review. A complete summary will be in the *Building Material CONNECTION's* July issue. Go to NLA's web site ([www.nlassn.org](http://www.nlassn.org)) to read the bulletins.

**Iowa** – Master Builders wished to change Stat. 573 notice requirements for public projects. Iowa Title proposed that a central database be created for all contractors and subs to register for every job they work.

**Minnesota** – They are working to pass paint recovery legislation that would allow paint manufacturers to form a third party organization and to use a consumer fee to manage the project. Still alive is legislation to strike out exclusion of residential subcontractors from prompt pay and progress payments provisions in law.

**Nebraska** – A proposal to make it a felony for retailers to sell spray paint to minors was defeated. Attempts were made to license contractors, toughen employee classification as independent contractors and add pay-when-paid provisions for subcontractors.

**North Dakota** – Manufactured homes are now classified as real property subject to meeting building codes and liens. Small Claims Court jurisdictional limits were raised to \$10,000.

**South Dakota** – Legislation that proposed to change the mechanic's lien law to the detriment of retailers failed. The senate overrode the Governor's veto to allow contractors to change classification of newly constructed single family homes from commercial to residential for reduced tax liability.

## Special Events Sponsors

It's not too late to join the ranks of NLA 2009 Special Events Sponsors! Show appreciation to your dealer customers and network with others in our industry. Let's keep the list of sponsors growing!

### Super Star Sponsors:



*Northwestern Lumbermens Inc.*

### Spring Golf Events Sponsor:



### Hole Sponsor:

*Builders Insurance Group*



Information is available on our web-site, [www.nlassn.org](http://www.nlassn.org), click on the Special Events tab, or call Pam at 800-896-5140.

## Membership Services Update (ITS)

Infrastructure Technology Solutions (ITS) has recently signed a partnership with NLA to offer members a **10% monthly savings** off data protection and storage services.

ITS is able to serve all of NLA's members from its Iowa base providing a great option for protecting valuable electronic assets such as inventory, payroll, client lists and other impor-

tant information saved on your computer's hard drive or shared network.

For more information about this program and other ITS services visit [www.nlassn.org/member\\_services](http://www.nlassn.org/member_services) or contact Joel Althoff at (877) 723-8688 or [joel@infrastructuretech.net](mailto:joel@infrastructuretech.net) to find out how you can ensure your electronic data is protected.

## Membership Services Update (ABC)

American Business Communication (ABC) has been a long time partner of NLA and recently launched a cell phone program offering members of the NLA an 8% to 25% discount on monthly charges.

This benefit is available on both individual and corporate plans through Sprint or T-Mobile and can be applied to existing accounts without impacting the current contract terms. Visit [www.nlassn.org/member\\_services](http://www.nlassn.org/member_services) for more details about ABC and this program. The highlights are below.

**Sprint Discounts** 25% discount on corporate accounts  
23% discount on personal accounts\*

**T-Mobile** 8% discount corporate accounts billing over \$250 per month  
8% discount on personal accounts\*

If you would like more information about this program or any of ABC's additional services please contact Andrea Sigler at (763) 416-1106 or [andrea.sigler@ambuscom.com](mailto:andrea.sigler@ambuscom.com).

\*Also available to individual staff members of NLA members

## Accounts Receivable Results

Below are the average outstanding percentages of accounts receivable held by NLA dealers. These results include all data submitted by April 30, 2009 and reflect accounts receivable information as of March 31, 2009. Thanks to all those who participated in this survey.

The next Accounts Receivable survey will be live in July of 2009. We would like to encourage you to participate in this survey again at that time!

Accounts Receivable Percentage Average- General Summary  
As of March 31, 2009

	Current	30+	60+	90+	120+	Gross Profit	Yards Reporting
Iowa	57.6	13.7	7.0	13.4	8.4	20.4	25
Minnesota	50.6	14.3	6.6	7.9	20.6	19.9	25
N. Dakota	74.0	11.5	14.5	0.0	0.0	24.5	2
Nebraska	61.0	12.1	7.9	15.3	3.7	6.0	7
S. Dakota	63.8	11.5	6.2	9.0	11.4	26.5	6
Overall	56.4	13.5	7.1	10.7	12.4	19.7	65

## RETAIL DEALERS – are you ready for the BOOM?

Suppliers will soon be sending email "BOOM" messages through NLA to our retail dealers announcing new products or sale pricing on products. NLA will limit BOOM messages to twice a week delivery so that you are not bombarded with information. Stay on top of money saving opportunities and product developments by providing NLA with your email.

Send your email address to [info@nlassn.org](mailto:info@nlassn.org) and let the supplier building news echo throughout the upper Midwest. You always have the option to forward this information to other contacts within your organization and opt out.

## Good News Alert

How many times have you said, "I wish people would quit listening to the news and look around; it is not all bad out there.?" It is time we all heard some good news, so NLA is starting a Good News Alert that will be emailed periodically to all members.

We will gather good news from different media sources AND from YOU. Tell us your good news – celebrating births, anniversaries, weddings, special recognitions, etc. Email Melanie at [melojala@aol.com](mailto:melojala@aol.com) with your good news.

## Future Lumber Leaders - Save the Date

A Nebraska Future Lumber Leaders meeting will be held in Columbus on Wednesday, June 17, 2009 prior to the Nebraska Spring Golf Outing. The meeting will be held at the Shelby Lumber Showroom at 2377 39<sup>th</sup> Avenue. More details will follow.