



Scene *...in a flash*

1405 Lilac Drive North, Suite 130 • Minneapolis, MN 55422
(763)544-6822 or (888)544-6822 • FAX: (763)595-4060

July 2009, Vol. XVI, No. 7

July 29, 2009

Designated Risk Manager
Training
Des Moines, Iowa

September 18, 2009

NLA Investment Committee &
NLA Executive Committee
Meetings
Lake Okoboji, Iowa

September 19, 2009

NLA & NLI Board Meeting
Lake Okoboji, Iowa

September 23, 2009

Nebraska Golf Outing
Broken Bow, NE

September 24, 2009

Nebraska Board Meeting
NE Clay Shootout
Broken Bow, NE

October 4-8, 2009

2009 Mill Tour
Spokane/Coeur D'Alene

October 7-9, 2009

NLBMDA Industry Summit
Tucson, AR

Routing Slip

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

Date & Locations Set for 2010 Conventions

We've begun planning for next year's trade shows and we're fired up about them. Mark your calendars now to be sure you'll be there to experience all that the conventions have to offer — education, product knowledge, and networking opportunities to get you energized for the coming year.

Be sure to visit our website, www.nlassn.org, for continuous trade show updates, which are posted as soon as they are available.

Northwestern Building Products Expo

January 11-12, 2010
Grand Casino Hinckley
Hinckley, MN



Iowa Lumber Convention

March 4-5, 2010
Marriott Coralville Hotel
& Conference Center
Coralville, IA

Nebraska Lumber Dealers Convention

March 10-11, 2010
Embassy Suites Hotel
& Conference Center
La Vista, NE



Education Reminders

Deadline extended! It's not too late to sign up for the **Designated Risk Manager Training Seminar**, to be held at Gilcrest/Jewett Lumber in Waukee, Iowa on July 29, 8:00 am – 4:00 pm. This program is presented by Federated Insurance, and offers useful approaches and tools to help you decrease or eliminate risks in your business that can cause physical, medical, and financial losses. If you register and provide a 3-5 year loss history by July 13, you will receive a computerized analysis at the seminar. Register by July 24, and you will be assured lunch! The cost is \$50. The ideas presented could save you much more in the future.

On July 21, 2:00-3:00 pm central time, NLA will sponsor a webinar entitled **FSC**

Certification—the Cost, the Chain of Custody, the Benefits—What Dealers Need to Know. Taught by John Wagner, green editor for *LBM Journal* and content manager for the national Green Dealer Certification program, this webinar goes into the details of when and under what conditions FSC certification is worthwhile, along with the twists and turns of the process. The cost is \$139 per logged on computer.

For details and registration form, go to www.nlassn.org and click on education or contact Suzanne Lechtman, (763) 595-4050 or (800)469-8744, slechtman@nlassn.org.

2009 Mill Tour

The registration deadline is August 1 for the 2009 Spokane/Coeur D'Alene Mill Tour, scheduled for October 4-8, 2009. See the attached flyer for the detailed schedule and registration form or visit

our web site where you can also read about last year's Carolinas tour. Call Sally at (763)595-4058/(800) 896-5134 or e-mail smeans@nlassn.org for more information.

2009 Roundtable Update

Space in the NLA Roundtable scheduled for October 22-23, 2009 is filling up! There is still room, however, so don't forget to send in your registration, which is due by July 24.

The roundtable is a great opportunity to discuss the issues and challenges facing your business in today's difficult environment. Ron Salvatore, who has facilitated past roundtables, will again help to organize and lead the discussion. There will be an anonymous comparison of financial and operational data that previous participants have found very valuable. An additional value of this meeting is to refresh existing friendships, begin new ones, and build a community with your peers. And it will be fun.

The event will begin with lunch at noon Thursday and end at noon Friday. John

Miller will host the meeting at his recently reopened Freeborn Lumber, 971 Plaza Street West, Albert Lea, MN 56007. Lodging is at the Holiday Inn Express, 821 Plaza Street, Albert Lea, MN. The total cost per person is estimated at \$500, which includes lodging, meals and the materials.

For more information, go to www.nlassn.org, click on Education at the top of the home page, and choose Roundtable from the list. To get the registration form, scroll down to "How to Register," and click on the link. A deposit of \$150 is due with the form. If you don't have internet access, please call Suzanne Lechtman, (763)595-4050 or (800)469-8744, and she will fax you information and a form.

Minnesota Building Code Rules Change

Effective July 1, Minnesota Building Code contains a new provision regarding window installation. This rule impacts construction of apartment houses, condominiums, hotels and motels. Window fall prevention devices must be installed on new construction, building additions and replacement of windows in the four types

of housing construction previously mentioned. Details on this rule can be found at the Minnesota Department of Labor & Industry website, http://www.doli.state.mn.us/CCLD/PDF/sbc_1303.pdf. Similar regulations have already been brought up in Iowa and Wisconsin, but no new regulations have been adopted to-date.

Construction Supply Data

Find current national statistics on housing starts, housing inventory, GDP, and more in a new publication, *This Month in Construction Supply*. Industry consultant Greg Brooks publishes this monthly circu-

lar, which is linked to the email version of the *Scene*. You can also find a copy of it on our web site under Communications – Partner Publications.

Feature Item - Powr Ladder

NLA members receive more than 25% off list price!

Powr Ladder is an elevator that lifts materials from the ground or truck bed to the roof or any upper level work site. It is simple and lightweight for easy transportation to the job site and storage when not in use. Materials can be transferred by two operators efficiently & safely.

For more information and to place your order, contact Amber at (763) 544-6822 or (888) 544-6822, email abalts@nlassn.org or go to our web site www.nlassn.org

Upcoming Sporting Events

Please mark your calendars for these upcoming events:

- Wednesday, September 23
Nebraska Fall Golf Outing
Broken Bow Golf Course
Broken Bow, NE
- Thursday, September 24
Nebraska Fall Sporting Clay
One Box Gun Club
Broken Bow, NE
- Wednesday, October 7
IA-NE Golf Challenge
Missouri Valley Golf Course
Logan, IA
- Thursday, October 8
IA-NE Sporting Clay
Lazy H Hunting Club
Woodbine, IA

The Broken Bow outings are traditionally a lot of good, informal fun where friends reunite year after year and new friendships are made.

The Iowa—Nebraska Challenge Golf Match and Sporting Clay are the first friendly interstate competitions that NLA has organized. They will be a great opportunity to meet your peers from the adjacent state.

More information on all these events will be forthcoming.

We Need Your Input!

As preparation for an in-home sales seminar at the 2010 Expo, we would like to hear about any challenges you may have had with these presentations. Whether you offer design or installed sales as part of your business, or there are other situations where you visit prospective customers in their homes, tell us about the experience. If you would be willing to be called by the presenter to help in the development of a pertinent agenda for the session, please e-mail Suzanne Lechtman at slechtman@nlassn.org or call at (763)595-4050 or (800)469-8744



Mill Tour Registration Form October 4-8, 2009

Register to attend Northwestern Lumber Association's annual mill tour. This year, the tour will begin in Spokane, Washington on the evening of October 4 with a welcome reception. At the reception you will meet your fellow travelers, go over the detailed itinerary and receive your souvenir attire. Monday morning, we depart via motor coach and will end the day at the Coeur D'Alene Resort in Coeur D'Alene, Idaho where we will spend three nights. On Thursday afternoon, we will arrive back at the Doubletree Hotel and the tour will conclude. A room for Thursday night is included in the package.

The Doubletree Hotel has a free airport shuttle and is conveniently located downtown next to River Park, and in walking distance to restaurants and shopping. The Coeur D'Alene Resort is in the heart of Coeur D'Alene and in walking distance to restaurants and shopping. If you are interested in arriving early or staying a few extra days, the hotels will honor our special group rate. Additionally, the Coeur D'Alene Resort has offered us a very good price on Premium Rooms. For an additional \$140 you can upgrade your room from a traditional room (included in price of package) to a deluxe room.

Once you have received confirmation from us that there is room on the trip, we recommend you book your flights. Make your reservations to fly into and out of Spokane International Airport. Registration deadline for the tour is **August 1**.

Primary Name: _____

Guest Name(s) : _____

Company: _____

Address: _____

City: _____ State/Province: _____ ZIP: _____

Telephone: _____ Fax: _____

E-mail: _____

Shirt Size(s):	Guest#1	<input type="checkbox"/> Mens	____ Size	<input type="checkbox"/> Ladies	____ Size
	Guest#2	<input type="checkbox"/> Mens	____ Size	<input type="checkbox"/> Ladies	____ Size
	Guest#3	<input type="checkbox"/> Mens	____ Size	<input type="checkbox"/> Ladies	____ Size
	Guest#4	<input type="checkbox"/> Mens	____ Size	<input type="checkbox"/> Ladies	____ Size

Return a copy of this form with your \$300 per person non-refundable deposit by **August 1**. Payment may be made by check (payable to Northwestern Lumber Association) or by credit card:

Account No. _____ Exp. Date _____ MasterCard__ Visa ____

Signature _____ 3-Digit Code _____

Price: \$1,200 per person, double \$1,540 per person, single

If you no longer wish to receive mailings for this or future tours, please check here and fax or mail back.

Fax to: (763) 595-4060

Mail to:
Northwestern Lumber Association
1405 Lilac Dr. N., Suite 130
Minneapolis, MN 55422

Questions?

Call Sally at
(800) 896-5134/(763) 595-4058
or e-mail: smeans@nlassn.org



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