



Scene *...in a flash*

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March 2009, Vol. XVI, No. 3

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

May 21, 2009
Iowa Golf Outing
Adel, Iowa

Routing Slip

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

Nebraska Lumber Dealers Convention

Don't forget to stop by the Nebraska convention next Wednesday and Thursday, March 11-12 at the Embassy Suites Hotel and Conference Center. The exhibit hall is full of exhibitors, all are there for you.



Where else can you visit with all your suppliers under one roof? Attend the Exhibitor Reception at 5:30 pm on Wednesday, enjoy the festivities, and hear who is honored as Dealer of the Year, Marketing Representative of the Year and Supplier Company of the Year. Find out which exhibitors win the ribbons for best booths.

Attend the Association Member Meeting and Breakfast on Thursday morning at 8:00 am, which is free for NLDA members. Honor your association's board members who work on your behalf to keep your association strong. Additionally, Cabela's will be putting on a calling demonstration, so if you're a hunter, you won't want to miss hearing the state champion's calls.

Seminars begin at 8:30 am on Wednesday, March 11 and we've got excellent speakers lined up to share their experience and knowledge in *Green Building: Materials for Energy Management* and the *Energy Star* program.

The Embassy Suites is conveniently located just off Highway 80 in La Vista just minutes southwest from downtown Omaha. Walk-ins are welcome! ■

2009 Northwestern Building Products Expo

The Good: Attendance at the Expo seminars was strong and the line up of speakers was excellent. There was a break between the morning and afternoon seminars allowing attendees to visit the exhibit hall before heading to the afternoon sessions. A few exhibitors commented that the attendance wasn't as bad as expected and they still had a good show. Attendees had a good time and enjoyed visiting with exhibitors.

The Bad: Numbers were down at the Expo more than we had anticipated. Dealer attendance declined 36% and number of exhibiting companies was down 25% from 2008. Thirty-seven exhibitors cancelled their participation, which was offset somewhat by eight new exhibiting companies. Overall, the number of booths fell by 30%.

The metro area has been hit harder than most in the housing decline, which was clearly evident in the turnout at the show.

The Ugly: The economy. While we had hoped that some positive news would be coming out of Washington in January to reverse the slide begun at the end of 2008, it appears that the recovery of the housing market could be further out.

The Positive: Spring is right around the corner and the worst appears to be behind us. There are rumblings that bids are being made and projects are being started. This industry has been hit hard but things will turn around and the market will recover. We're a tough group and we'll make it through this difficult time. ■

Accounts Receivable Results

Below are the average outstanding percentages of accounts receivable held by NLA dealers. These results include all data submitted by February 28, 2009 and reflect accounts receivable information as of January 31, 2009. Thanks to all those who participated in this survey. The next Accounts Receivable survey will be live in May 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 January 31, 2009

	<u>Current</u>	<u>30+</u>	<u>60+</u>	<u>90+</u>	<u>120+</u>	<u>Gross Profit</u>	<u>Yards Reporting</u>
IA	55.0	15.9	7.0	13.6	8.5	25.0	25
MN	45.2	12.7	8.4	8.5	25.2	26.0	39
ND	50.8	15.6	7.2	16.4	12.5	23.6	5
NE	63.2	14.1	5.3	7.7	10.8	22.2	10
ND	52.3	15.1	10.9	11.4	10.3	28.5	7
Overall	51.0	14.2	7.8	10.6	16.8	25.4	86

Education News / Reminders

University of Minnesota Conference on Certified Forest Products

The Forest Products Management Development Institute (FPMDI), Department of Bioproducts and Biosystems Engineering (BBE), at the University of Minnesota is holding a one-day conference entitled "Enhancing the Bottom Line Through Certified Forest Products: A Primer for Wholesalers and Retailers." The conference will be held in St. Cloud, Minnesota at the Radisson Suite Hotel on Friday, March 20, 2009, from 9:00 am to 4:30 pm. Cost is \$200.

Even in today's economic environment, green building is a bright spot, and the use of certified wood processed through chain of custody (COC) certified channels will increasingly be rewarded or required. The purpose of the conference is to provide wholesale and retail building products distributors with critical information needed to successfully market certified wood and to better serve the growing green building market.

For further information and to register, contact Susan Seltz, University of Minnesota at (612) 624-1293 or seltz043@umn.edu.

Lumber Tech Group Reminder

Mike Butts is teaching "Estimating Post Frame Buildings" on March 23 in St. Cloud and March 26 in Council Bluffs. He's also teaching "Business Management 101 for Outside Sales Reps" in St. Cloud on March 24 and in Council Bluffs on March 27. To register, contact Suzanne Lechtman at (800)469-8744 or slechtman@nlassn.org. Registration deadline for St. Cloud is March 13, and for Council Bluffs March 16.

Save the Date

Federated Insurance, in conjunction with NLA, is sponsoring a one-day "Designated Risk Manager Training Program" in Des Moines on **July 29, 2009**.

This conference will be taught by Federated staff specialized in the retail lumber industry. The day's agenda includes: Your losses versus the industry • designating a risk manager • motor vehicle reports • distracted driving • hiring practices • risk management for building materials dealers/lumber yards • business planning—the ultimate risk management • emergency preparedness. ■

March 2009

CODB Survey

This is just a reminder that you have until April 30 to submit your data for the annual Cost of Doing Business Survey. Some members have asked why they should bother with a comparative study from last year since it was a bad year. Remember; the data is reported in percentages, so this would be a good time to see where dealers have made cuts and how that has affected their bottom lines.

The cost to participate is \$125; the cost of the report if you do not participate is \$300. Contact Jim Enter at jenter@aol.com to get detailed information on how to submit your information. ■

Sports People, Mark Your Calendars

It's spring, and what do men and women think about first? No, not the birds and the bees, its *Golf*, of course! This year, Iowa's Spring Golf Outing will again be held at River Valley Golf Course in Adel on Thursday, May 21. On Wednesday, June 17, Nebraska's Spring Golf Outing will be at Quail Run in Columbus. If you're a long range planner, please note that the Nebraska Fall Golf Outing will return to the Broken Bow Country Club on Wednesday, September 23, followed by a Sporting Clay on Thursday. Also note that our Hawkeye members have challenged our Cornhusker members to the first ever Iowa-Nebraska Golf Challenge Event on Wednesday, October 7 at the Missouri Valley Country Club in Logan. This will be followed on Thursday, October 8 by the Iowa-Nebraska Sporting Clay Challenge in Woodbine, Iowa. So, get your teams together to enjoy all the *friendly* competition. ■

More Scams

We received information from Southern Building Materials Dealers Association that a retailer was scammed by accepting and paying for unordered, unwanted copy toner at prices 5 to 10 times higher than normal. The incident cost the dealer \$3,000 before they caught it. There is also another incident regarding packing tape shipped from a company called Delta Shipping Supplies out of Pasadena, CA. Do not accept or pay for shipments of any goods that you did not order. ■

Scene - Vol. XVI, Number 3

2009 Golf Outing Registration Form

- Thursday, May 21 at River Valley Golf Course, Adel, Iowa ♦ www.rivervalleygolf.com
 Wednesday, June 17 at Quail Run Golf Course, Columbus, NE ♦ www.quailrungolf.com

NOON start

Iowa golf costs:

Members: Individual \$70; Team \$260

Non-Members: Individual \$85; Team \$320

Includes green fees/cart, dinner, awards & door prizes

10 am start

Nebraska golf costs:

Member: Individual \$65; Team \$240

Non-Members: \$80; Team \$300

Includes green fees/cart, lunch, awards & door prizes

Sign up individually or as foursome(s)

Player Name(s)/Company (make copies if needed):

1. _____ Company: _____

2. _____ Company: _____

3. _____ Company: _____

4. _____ Company: _____

2009 Special Events Sponsorship Packages

Iowa Golf Outing: Adel, IA, Thursday, May 21 • **Nebraska Golf Outing:** Columbus, NE, Wednesday, June 17

IA/NE Challenge: Logan & Woodbine, Iowa, October 7-8 • Broken Bow, Nebraska, September 23-24

Check Sponsorship Package of your choice below:

- Super Star Sponsor \$1,000** includes 10 free passes with sponsorship listing on ALL special event fliers and promotions
 10 Star Sponsor \$800 includes 5 free passes with sponsorship listing on ALL special event fliers and promotions
 Spring Golf Event Sponsor \$600 both spring golf events with 4 free passes and sponsorship listing
 IA or NE Star Sponsor \$550 4 free passes to use at sponsored event in your state and sponsorship listing
 IA or NE Single Event \$150 no passes, includes sponsorship listing

PAYMENT INFORMATION

Contact: _____ Company: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Cell phone: _____

Fax: _____ Email: _____

Check enclosed **-OR-** Charge my Visa/MasterCard#: _____ Exp. Date: _____

Security Code: _____ Cardholder's Signature: _____ **TOTAL: \$** _____

I will bring _____ for a door prize for Iowa Nebraska event.

Registration deadline for Iowa golf event is May 15
Registration deadline for Nebraska golf event is June 12
REGISTRATIONS received after these dates will be charged
\$5 PER PERSON LATE FEE



Return completed form to:

Northwestern Lumber Association, 1405 Lilac Drive N, Suite 130, Minneapolis, MN 55422

Phone: 800-896-5133 Fax: 763-595-4060 Email: gmarzano@nlassn.org

Visit www.nlassn.org for additional information