



Scene *...in a flash*

5905 Golden Valley Road, Suite 110 • Minneapolis, MN 55422
 (763)544-6822 or (888)544-6822 • FAX: (763)595-4060

September 2009, Vol. XVI, No. 9

September 18, 2009

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

September 19, 2009

NLA & NLI Board Meeting
 Lake Okobojo, Iowa

September 23, 2009

Nebraska Golf Outing
 Broken Bow, NE

September 24, 2009

Nebraska Board Meeting
 Nebraska Clay Shootout
 Broken Bow, NE

October 1, 2009

Iowa Board Meeting
 Location TBD

October 4-8, 2009

2009 Mill Tour
 Spokane/Coeur d'Alene

October 7, 2009

Hawkeye-Husker Golf Outing
 Logan, IA

October 8, 2009

Hawkeye-Husker Clay Shoot
 Woodbine, IA

Routing Slip

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

Education News

Estimating Classes

In response to a survey sent out earlier this summer, NLA is planning two 2-day Basic Estimating classes for the coming winter. Dates and exact locations are still tentative, but mark your calendar for December 7 and 8, 2009 in Sioux Falls. Additional classes will be held in February in the Twin Cities area.

software, and NLA member. Gary has a degree in Industrial Technology from Bemidji (MN) State University, and more than three decades of experience in retail lumber; first in sales, then as a manager, and since 1991 as owner of his own yard.

The instructor will be Gary Thompson, owner of Builders Outlet in Willmar, Minnesota, developer of My Project Estimator

The class will include estimating a basic house: understanding blue

continued on page 3

Dual Sensor Smoke Detector Requirement

Effective October 1, 2009, State of Iowa mandates the installation of dual sensor smoke detectors in residential construction and remodeling.

For more information go to www.dps.state.ia.us/fm and click on the link for [smoke detectors](#).

NEW NLA Blog

By Paula Siewert

What is a blog and why is NLA starting one? It is simply a web site where commentaries, event notifications or news are regularly posted. I hesitated to start one because it requires a commitment to post to it regularly. However, I find us sending more email notifications of pertinent information that needs timely delivery – something our magazine and newsletter cannot always provide.

back to read comments and add additional feedback. Staff will gain a better understanding of what your issues and needs are. More communication will result in more beneficial services.

Blogs are also a two-way communication tool. You can write your comments for staff and members to see, and learn other's opinions about issues by checking

The time has come. Jay Breimhorst, Director of Membership, is leading us into this new media form with two postings. Go to the Communications tab on our website www.nlassn.org to access Jay's blogs on our web site. Check it often for the latest news from him and other staff.

Upcoming NLA Future Lumber Leader Group Meetings

NLA Future Lumber Leader groups are designed for people identified by senior management as likely to assume key leadership roles in the building materials industry in the next 10 to 20 years.

These groups offer a unique opportunity for forming relationships that will help attendees excel as they develop leadership skills and make decisions for their companies. Retailers as well as suppliers are encouraged to attend.

Regional meetings will be held in Kearney, Nebraska on February 6th; in Amana, Iowa on February 20th; and in St. Cloud, Minnesota on March 13th.

The Iowa and Minnesota meetings will include a motivational speaker, presenters from the building materials industry, roundtable discussions, and lunch.

After a group meets for the first time, attendees decide what the group will offer in the future to make it as meaningful for group members as possible. The established groups will continue to receive ongoing support as needed from NLA.

Please call Guy Marzano at (763) 595-4060 or (800) 896-5133 or email him at gmarzano@nlassn.org with questions or comments.

Dream Again Campaign

Remind consumers that they can dream again about building that new home. The Dream Again nationwide campaign is taking off. Reports from Kentucky, Illinois, and Oklahoma indicate that people are reading about it and making inquiries on how to participate.

Postcards, posters, advertisements, even billboards are available for promoting that now is the right time to seriously look at building a home. Go to our web site for the materials or call Beth Stoll at (763) 595-4054 or (800) 896-5131 or email her at bstoll@nlassn.org.

Accounts Receivable Results

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

The next Accounts Receivable survey will be live in November of 2009. We would like to encourage you to participate in the survey at that time.

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

	Current	30+	60+	90+	120+	Gross Profit	Yards Reporting
Iowa	66.6	11.3	3.6	6.4	12.1	24.1	7
Minnesota	58.6	13.5	5.1	4.4	23.4	26.6	21
Dakota(s)	77.7	12.0	5.3	3.0	2.0	12.0	3
Nebraska	72.2	11.2	4.0	4.4	20.5	24.8	5
Overall	63.6	12.6	4.7	4.7	18.6	24.6	36

Iowa Mechanic's Lien

Talks continue between members and representatives from Iowa Title Warrantee (ITW) with regard to the mechanic's lien law. At the last Legislative Session, ITW introduced a bill that would have allowed the creation of a central database for all residential projects to be registered for pre-lien notification. The bill wasn't passed out of Committee but ITW representatives continue to press this issue forward.

At a recent meeting, ITW representatives expressed their concern over the number of people who were caught in a double payment position. Ann Menzel, staff attorney for Roberts & Dybdahl, created a detailed analysis of specific scenarios and how the notification process works in each. It revealed two specific areas vulnerable to this exposure. Menzel drafted language that not only closes the gap but also simplifies the language without having to create an entirely new system.

The Iowa Legislative Committee needs your help to make our case with ITW that a central database is not necessary and not a workable solution. If you are available to give us feedback on the proposal or go to meetings with our lobbyist and Ann Menzel, please contact Paula at 800-496-9068. Background materials will be provided.

Updated Employees Policy Manual

An Employee Policy and Procedure Manual has been created specifically for the building material industry. The manual helps a company fulfill government regulations, assures that policies are consistent, and provides information to avoid employee lawsuits. Email Jay at jbreimhorst@nlassn.org or call him at (763) 595-4052 or (800) 895-5130.

2009 Mill Tour

There are still a few spaces left on the Spokane/Coeur d'Alene Mill tour October 4-8, 2009. Go to our web site at www.nlassn.org to view the flyer with detailed information on the industry tours, excursions, hotel accommodations and the registration form. Call Sally Means at (763) 595-4058/(800)



896-5134 with any questions. Sign up today to ensure a spot on the tour and discover why so many participants return every year—it's a great group and lots of fun.

Education News ...continued from page 1

prints, organizing job data, reviewing a checklist and formulas, and creating a material take-off. Students will complete a simple estimate, be introduced to complex house features, and learn how to use Excel to create their worksheets.

A brochure will be sent soon with all the details, so stay tuned! Meanwhile, contact Suzanne Lechtman, NLA education facilitator, at (800) 469-8744 or slechtman@nlassn.org, with any questions.

Webinars

NLA is partnering with the Florida Building Materials Association (FBMA) to bring you a series of affordable and effective webinars on safety practices. These webinars are aimed at helping you create and maintain a safe workplace so you can avoid injuries and the expense associated with them. Each webinar lasts 20-30 minutes and will be presented twice during the month. The price is only \$25 per logged on computer per session when you use the discount code, "NLA," to register online. The instructor, Phil Copare, is OSHA certified and has 25 years experience as a trainer and consultant. Upcoming topics are:

Housekeeping. How does a neat, clean workplace contribute to a safe and professional working environment? Discussion of walkways, stairs, aisles, securing loose materials, and clean up of spills. **September 8, 6:00 am or September 17, 10:30 am.**

Material Handling. Prevent pain and injury caused by incorrectly lifting and carrying objects. Learn proper techniques for lifting, twisting the body, and using hand trucks and other equipment. **October 6, 6:00 am or October 22, 10:30 am.**

Electrical Safety. Learn how to prevent the most common causes of electrical injury. Discussion of safe use of extension cords, grounding of tools and equipment, and emergency action when someone is shocked. **November 3, 6:00 am or November 19, 10:30 am.**

Slips, Trips & Falls. Most slips occur when either shoes or a walking surface is wet or slippery. Discussion of proper shoes, use of stairs, carrying loads, clean up of spills and slippery spots. **December 1, 6:00 am or December 17, 10:30 am.**

Drug Free Workplace. Requirements to maintain company Drug Free Workplace certification. Applies specifically to Florida, but useful to NLA members. Covers pre-hire, accident, and random testing. **January 12, 6:00 am or January 21, 10:30 am.**

Registration for these webinars is only available online. Go to www.nlassn.org and click the link on the home page to get to the registration form and enter the promotion code "NLA" to receive the member discount.

PCI DSS Compliance

PCI DSS Stands for Payment Card Industry Data Security Standards. These were developed by Visa MasterCard, Discover, and American Express to stop or reduce theft of credit card numbers and related data.

Businesses that accept credit cards have to be compliant with these standards. One cannot electronically store or keep paper copies of the complete 16 digit account number, expiration date, or three digit security code. If you have a point-of-sale system, your system must be scanned quarterly.

There are also assessment questionnaires that must be completed as well. Stand alone dial up systems require completion of an annual questionnaire. There are hefty fines and possible loss of credit card privileges for not complying.

For more information, please visit the NLA website: www.nlassn.org or call Guy Marzano at 800-896-5133.

Fall Special Events

There is still time to sign-up for the following fall special events:

- Nebraska Golf Outing, Sept. 23
Broken Bow, NE
- Nebraska Clay Shoot, Sept. 24
Broken Bow, NE
- Hawkeye-Husker Golf Outing, Oct. 7
Logan, IA
- Hawkey Husker Clay Shoot, Oct. 8
Woodbine, IA

Please go to www.nlassn.org for more details and registration for any of the events or call Guy at (763) 595-4055 or (800) 896-5133 or email him at gmarzano@nlassn.org.

Reminder - NLA has moved!

We are now located at:
5905 Golden Valley Road, Suite 110 | Minneapolis, MN 55422 | Phone numbers remain the same