



SUPPLIES, SERVICES & PROMOTIONS

**GROW YOUR
BUSINESS WITH US**

**USE THE BUYING POWER OF
YOUR ASSOCIATION FOR:**

- Printing Services
- Compliance Manuals
- Human Resource Aids
- Reference Manuals
- Yard Supplies & Equipment
- Calendars & Key Tags
- Danger Flags
- Nail Aprons & Caps
- Pens & Pencils
- Job Site Signs
- ... and more!

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Updated 8/30/11

HR SUPPLIES

Time Cards

Maintain accurate weekly records for your employees' hours with our timecards printed on heavy-duty card stock.

<i>Member Pricing</i>	<i>Non-Member Pricing</i>
<u>100-400</u>	<u>100-400</u>
\$7.20/hundred	\$9.00/hundred
<u>500-800</u>	<u>500-800</u>
\$6.60/hundred	\$8.25/hundred

The image shows a standard time card form. At the top, there are fields for 'EMPLOYEE', 'DATE', and 'TIME'. Below this is a grid with columns for 'SUN', 'MON', 'TUE', 'WED', 'THU', 'FRI', 'SAT', and 'TOTAL'. Each day's column has sub-columns for 'REGULAR', 'OVERTIME', and 'TOTAL'. There are also fields for 'START TIME', 'STOP TIME', and 'TOTAL HOURS'. At the bottom, there are fields for 'EMPLOYEE SIGNATURE' and 'SUPERVISOR SIGNATURE'.

The image shows a 'RECAPITULATION' form. It has several rows for calculating pay: 'Regular pay at regular rate of \$ _____ per hour _____', 'Overtime pay at rate of \$ _____ per hour _____', and 'Other OVERTIME pay _____'. Below these are 'Total Earnings' and 'Deductions' (Social Security Tax, Federal withholding tax, State withholding tax, Other Deductions). At the bottom, there are fields for 'Net Payable' and 'Date Recapitulated'.

Combined Federal & State Poster

All required State & Federal information combined in one poster.
 MN Poster – Member Price - \$10.00 Non-Member \$15.00

- Minnesota – NLA Office – 763-595-4062 or 800-863-7104
- Iowa – DHS – 515-281-9621
- Nebraska – DHS – 402-595-3095
- North Dakota – DHS– 701-328-2660
- South Dakota – Contact Local “Career Center”

HR Business Aids

New, Improved Employee Policy & Procedure Manual **Manual Designed Specifically for the Building Material Industry**

A working guide that will help you administer your company and employee relations programs. **Policies, procedures and all forms are in one easy-to-use guidebook (You can print the forms as needed!)**

<i>Member</i>	<i>\$250 for Manual</i>	<i>Non-Member</i>	<i>\$400</i>
<i>Member</i>	<i>\$49 (after first year) for each yearly update</i>	<i>Non-Member</i>	<i>\$99</i>

After the first year, subscribe to annual updates. You will be updated with any new regulations, guidelines and techniques.

Business Management Operations Comparison (BMOC)

In conjunction with other regional lumber and building materials associations the Northwestern Lumber Association is proud to offer to our members, the Business Management Operations Comparison (BMOC). This comprehensive and in-depth comparison has replaced the Cost of Doing Business Survey.

This program was created three years ago by The Construction Suppliers Association, based in Atlanta, and provides business comparisons on a regional and national level. Through a national partnership the program is available to NLA members for \$200 per year.

Features

- Web-based program with easy data entry.
- Includes category definitions to ensure “apples to apples” comparisons.
- More than 90 charts and graphs, many featuring industry benchmarks.
- Auto calculations and data-checking reducing entry errors.
- A secure encrypted environment meeting all e-commerce data protection requirements.
- Your data is safe, secure and confidential.
- Yearly data archiving allowing you to see your individual trends over time.
- Created and managed by the regional Lumber and Building Material associations you trust.
- Combines cost studies and salary surveys into one easy to use program.

Sign up to participate by calling the NLA office

Compliance Manuals

NLA Safety/OSHA & DOT Manual Designed Specifically for the Building Material Industry

This safety manual is a working guide for supervisory personnel in the day-to day administration of your business. **Policies, procedures and all forms are in one easy-to-use guidebook.**

The manual contents include some of the following:

- ◆ General Safety Programs
- ◆ Workers Compensation
- ◆ Personal Protective Equipment/Preventive Programs
- ◆ Hazardous Energy Control Program
- ◆ Fleet Safety
- ◆ Emergency Plans

Member \$299 for full manual (containing OSHA & DOT)

Non-Member \$449

Member \$199 for OSHA/Safety Manual only

Non-Member \$349

Member \$125 for DOT Manual Only

Non-Member \$275

Member \$39 (after first year) for yearly update

Non-Member \$ 89

After the first year, subscribe to annual updates. You will be updated with any new regulations, guidelines and techniques.

Truss Plant Manual

This Truss Plant Manual has won a national award and has helped employers put together practices that have lowered companies' insurance costs, made companies safe and productive and reduced costs. **Policies, procedures and all forms are provided in one easy-to-use guidebook (Print the forms as needed!)**

The manual contents include some of the following:

- ◆ Forklift Safety Program
- ◆ Workers Compensation
- ◆ Hazard Communication
- ◆ Fleet Safety
- ◆ Emergency Plans

Member \$300 for Manual

Non-Member \$450

Member \$39 (after first year) for each yearly update

Non-Member \$89

After the first year, subscribe to annual updates. You will be updated with any new regulations, guidelines and techniques.

"The Forklift and You" Forklift Operator Training Program

Produced by NLBMDA, this kit is the only one on the market that meets OSHA's requirements for job-specific training in the lumber industry. A thirty-minute video or DVD, filmed in an independent lumberyard and on job sites, provides operator instruction and demonstrates hazards unique to the building material industry.

A trainer's guide, five operator workbooks, certificates, operator ID cards, and a "do's and don'ts" poster make the kit a one-stop resource for all of your lift truck training needs.

Video — Member \$199 Non-Member \$299

DVD — Member \$225 Non-Member \$325

Workbooks, Cards & Certificates (5) — Members Only \$55

Certificates & Cards (12) Members Only — \$12.95

Reference Guides

Lumber and Building Material Reference Manual

A pocket-sized book that is a “must have” for every employee, new or old. Includes the following:

Board Footage	Cement	Doors	Electrical
Foundations	Framing	Load Tables	Guttering
Mouldings	Insulation	Rafter Table	Stair Parts
Pressure Treatment	Roof Framing	Sofit/Siding	Trusses
Kitchen Cabinets	Ventilation	Walls	Windows
			and much more!

Member \$10 Non-Member \$20

Full Length Roof Framer

This valuable 118-page pocket size reference gives the entire length of all rafters for any span for 48 different pitches (includes illustrations!). The 144 tables will give the entire length of the common, hip, valley, or jack rafter to 1/8 inch, for positively any span. A valuable little book for you, your employees and contractors. It'll make a great gift of appreciation for your valuable customers.

Member \$18.50 Non-Member \$25.00

Lien Law Guides

Minnesota Collection Tools for the Construction Industry

2009 Edition

Member \$29.95 Non-Member \$37.50

Iowa Mechanic's Lien Law

Member \$10.00

Non-Member \$18

Driver's Vehicle Inspection Log Book

A basic daily checklist which is required by the Department of Transportation to operate a motor carrier. Detailed DVIRs list specific tractor and trailer parts to help simplify inspection. Simply check-off parts that require repair. Books include key regulations printed on inside front cover to remind drivers of DOT required procedures. 2-ply carbonless 5 1/2 W x 8 1/8 L - 30 forms per book.

Member \$19.50 for 6 Books \$33.00 for 12 Books

Non-Member \$33.00 for 6 Books

(Call for larger quantity pricing)

Services & Programs

Bankcard

More often than not, consumers ask to charge their purchases. Some do it for the card incentive program, others to manage their purchases. Still others use their card for impulse decisions. Whatever the reason, use a program that provides great service and competitive rates.

- ◆ Competitive discount rate
- ◆ No monthly fees or other charges
- ◆ Help available 365 days a year, 24-hours a day

Cell phone discounts

Cell phone discounts are available to both individual and corporate plans through Sprint or T-Mobile. The discount can be applied to existing accounts without impacting the current contract terms.

Sprint Discounts

25% discount on corporate accounts

23% discount on personal accounts

T-Mobile

8% discount corporate accounts billing over \$250/month

8% discount on personal accounts

Verizon Wireless

8% Corporate Discount with 5 Lines of Service or more

AT&T

8% Corporate Discount with 5 Lines of Service or more

If you would like more information about this program or to take advantage of this discount please contact Andrea Sigler at (763) 416-1106.

Fuel Savings Program

No matter what size fleet you operate, the fuel program can save you money with every fill-up and provide you with a detailed monthly billing statement.

- ◆ Save up to 4.5 cents a gallon on fuel
- ◆ No set-up, annual or monthly fees
- ◆ Customized billing for your convenience
- ◆ Savings on oil changes and car washes

For more information on any of these Services & Programs, Call 763-544-6822 or 888-544-6822.

Dealer Roundtable Groups

Non-competing dealers meet to share information and success with their peers. A network that *really* works.

Educational Programs

- ◆ Lumber Tech Training seminars
- ◆ University of Minnesota courses
- ◆ NLA's video library

Lumber Tech seminars are discounted 25% to NLA members. Only NLA members can utilize the video library that will be expanding its offerings to you.

Dental, Life

Short Term Disability

Long Term Care Insurance

Working with Builders Insurance Group, we can help you find the best fit for your company and NLA will provide you with the ease of one invoice for all your coverage needs.

Insurance/Risk

Management Services

Federated Insurance offers the following specialized programs:

- ◆ Property & Casualty
- ◆ Workers Compensation
- ◆ Estate/Succession Planning

Government Affairs

We have legislative contacts at the state and national level. We protect your lien rights and monitor legislation that affects your business.

Trade Shows

Find solutions on the exhibit floor, in seminars or over the social hour by talking to suppliers and peers. Retailers bring their contractor customers for education and to build customer loyalty.

Yard Supplies & Equipment

Load Binders & Utility Straps

These are a few of the most popular items. Other load binders and straps are available. Call for information. *Please Note: prices are for members only. Non-members, call for pricing.*

Item#	Description
(37030) Painted STANDARD WINCH BAR	512720 2" x 27' Ratchet Assy. \$25.35 each (\$24.00 for 10 or more)
(37025) Plastic CORNER PROTECTOR	513020 2" x 30' Ratchet Assy. \$27.00 each (\$25.25 for 10 or more)
(1820) Standard WELD-ON WINCH	513620 2" x 36' \$29.00 each (\$27.00 for 10 or more)
2" x 27" (512720) RATCHET ASSEMBLY with Long Wide Handle	1820 Standard Weld-On Winch \$16.67 each (\$15.67 for 10 or more)
2" x 30" (513020) RATCHET ASSEMBLY with Long Wide Handle	423021 4" x 30' Winch Strap \$18.00 each (\$17.00 for 10 or more)
(423021) WINCH STRAP	37025 Plastic Corner Protector \$2.00 each
	37030 Painted Standard Winch Bar \$12.65

Caterpillar Forklifts

CATERPILLAR®

NLA membership represents purchasing power that places you in a position to purchase lift trucks at the same price as much larger "national" accounts.

Discounts as high as 45% are available through NLA comparable to the lowest available in the industry. If you are contemplating a forklift purchase at any time, take the opportunity to let NLA save you big money.

For information, call Guy Marzano at 763-544-6822, 888-544-6822 or e-mail gmarzano@nlassn.org.

Yard Supplies/Equipment

Powr Ladder Shingle Elevators

The Powr Ladder is an elevator designed to lift materials from the ground or from a truck bed up to a roof, balcony or upper level opening. This ladder is perfect for roofing jobs. You can transfer material quicker and easier with only two operators in less time than ever before.

MODELS AVAILABLE AND PRICING

MODEL	NON MEMBER	MEMBER	MODEL	NON MEMBER	MEMBER
12'ER	\$2000.00	\$1,692.00	20'ER	\$2,270.00	\$1,926.00
12'G	\$2,107.00	\$1,824.00	20'G	\$2,441.00	\$2,043.00
12'ERG	\$2,494.00	\$2,082.00	20'ERG	\$2,764.00	\$2,384.00
14'ER	\$2,070.00	\$1,745.00	22'ER	\$2,433.00	\$2,036.00
14'G	\$2,236.00	\$1,873.00	22'G	\$2,602.00	\$2,170.00
14'ERG	\$2,566.00	\$2,145.00	22'ERG	\$2,936.00	\$2,435.00
16'ER	\$2,124.00	\$1,805.00	24'ER	\$2,493.00	\$2,077.00
16'G	\$2,300.00	\$1,924.00	24'G	\$2,708.00	\$2,217.00
16'ERG	\$2,616.00	\$2,182.00	24'ERG	\$2,993.00	\$2,475.00
18'ER	\$2,193.00	\$1,865.00	HOIST	\$1,898.00	\$1,580.00
18'G	\$2,363.00	\$1,981.00			
18'ERG	\$2,686.00	\$2,238.00			

ER – Electric Motor/Reverse Switch

G - Gas Engine

ERG – Electric motor/Reverse Switch/Gas Engine

Yard Planning, Storage & Racking

Our recommended vendor offers complete warehouse and lumberyard planning services by providing rack supported buildings for all types of lumber and palletized goods storage. Additionally they offer a full line of state of the art warehouse storage fixtures.

For more information call Amber Balts at 763-595-4062 or 888-544-6822 or email abalts@nlassn.org.



PENCILS

<p style="text-align: center;">Carpenter Pencils</p>	<p style="text-align: center;">Round & Hexagon Pencils</p>
<ul style="list-style-type: none"> ● Finishes Natural Unvarnished Painted Enamel Varnished ● Top Quality Medium Degree Core <p style="margin-left: 40px;">500 - \$205.00 1,000 - \$330.00 2,500 - \$650.00</p> <ul style="list-style-type: none"> ● Pencil & Imprint Colors: Black, Yellow, Natural, Red, Dk. Blue, Royal Blue, White, Dk. Green, Neon Orange 	<ul style="list-style-type: none"> ● Finishes Natural Unvarnished Painted Enamel Varnished ● 100% Wood Casing ● High Quality #2HB Core <p>Round Pencils</p> <p style="margin-left: 40px;">500 - \$185.00 1,000 - \$335.00 2,500 - \$670.00</p> <p>Hex Pencils</p> <p style="margin-left: 40px;">500 - \$200.00 1,000 - \$320.00 2,500 - \$640.00</p> <ul style="list-style-type: none"> ● Pencil & Imprint Colors: Red, Black, Yellow, White, Royal Blue, Dk. Blue, Dk. Green, Natural

Choose pencil finish or color & imprint color
Indicate text for imprint (max. 4 lines)

Nail/Waist Aprons



NAIL/WAIST APRONS

2-Pocket Natural Canvas – Medium Weight (8 Oz.)

Minimum order - 100

#A96010	8.5H X 18W	\$4.05/ea
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3-Pocket Natural Canvas – Heavy Weight (10 Oz.)

(2 equal size pockets with center pencil pocket)

Minimum Order – 100

# A96001	18W X 8H	\$4.65/ea
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Pricing includes logo provided in jpeg, tiff or eps format.

Set-Up Each Additional Color - \$50.00

DANGER FLAGS

- Standard Design Flags
- Prevent Accidents
- Attach To Any Object
- Bring Attention To Hazards



SIZE	QUANTITY	PRICE
12" X 12"	1,000	\$280.00
12" X 12"	2,000	\$480.00
16" X 16"	1,000	\$360.00
16" X 16"	2,000	\$640.00
18" X 18"	1,000	\$400.00
18" X 18"	2,000	\$740.00
24" X 24"	1,000	\$440.00
24" X 24"	2,000	\$820.00

Set-Up Charge - \$30.00

Pricing includes up to 5 line of copy

Black imprint only

Logos require jpeg, tiff or eps format

Flags by the roll - 18" x 18" - 1000/per roll - \$178.00

No imprint

PENS



BIC CLIC STIC

**BEST VALUE & MOST POPULAR RETRACTABLE PEN
OVER 1.2 MILES OF WRITING INK**

- Blue or Black Ink
- Medium or Fine Point
- 300+ Color Combinations
- Minimum Order 300

Barrel, Trim & Imprint Colors: White – Black- Red – Teal – Purple Clear – Green – Orange – Yellow – Forest Green – Cream – Blue Navy – Burgundy – Silver – Pink – Metallic Dk. Blue, Red & Green

Pricing - 300 – 499 \$.48/ea
 500+ \$.45/ea

No Charge For Set-Up

Select colors for imprint, barrel, trim & clip

JOB SITE SIGNS

JOB SITE SIGNS ARE A VERY EFFECTIVE WAY TO DISPLAY YOUR COMPANY NAME.

<p align="center">Materials Provided</p> <p align="center">by</p> <p align="center">Supply Lumber Co.</p> <p align="center">Phone: 111-222-3333</p>
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CORRUGATED RIGID PLASTIC SIGNS

- Lightweight – Durable – All-Weather – Easy To Display
- Material – 3/16” Thick Corrugated Plastic
- Size – 16” X 24”
- Heavy Duty Wire Frames

	25	50
1 Side- 2+ Colors	\$12.90/ea	\$10.60/ea
2 Sides 2+ Colors	\$19.20/ea	\$16.80/ea
Heavy Duty Wire Frames -	\$3.30/ea	
Logos included (jpeg, tiff i.e. high resolution)		

POLY COATED POSTER BOARD IMPRINT TWO SIDES

Size 32”X 26” Folds to 16” X 26”
6 Gauge Wire Frame Included

	50	100
Color/Sides		
1C2S	\$7.30/ea	\$5.15/ea
2C2S	\$9.90/ea	\$8.90/ea

ASSORTED PROMOTIONAL ITEMS

YARDSTICKS

- Natural Unfinished
250 - \$190.00
500 - \$295.00
1,000 - \$515.00
- Enameled or Varnished
250 - \$255.00
500 - \$440.00



PAINT PADDLES

- Stir Up Your Business

Min. Qty 10000



12" - \$.12.5/ea

14" - \$.18/ea

Set-Up Charge - \$19.00

KEY TAGS

- Your Company Name In The Hands Of Your Customers
- Gift of Appreciation for you Builders
- Variety of Shapes Available
- Call for Details & Pricing
- Pricing as low as \$.50/ea



CUSTOM IMPRINTED CAPS

- Brushed Twill
- 6-Panel Unstructured
- Fabric Strap & Metal Buckle
- Variety of Colors
- Call for Current Pricing



COLLAPSIBLE BEVERAGE HOLDERS

- Ideal for Mailings
- Great Handout for Summer
- Fabric Exterior
- 1-Color Screen Print

Minimum Order - 200

\$.90/ea

Set-Up Charge \$45.00



CARPENTER PENCIL SHARPENERS

- Attach To Your Toolbelt
- Professionals & Handymen
- Die Cast
- Virtually Indestructible

Display Box of 12 - \$54.00

No Imprint Available



CALENDARS

- Promote Your Business Daily
- 13 Month Calendars
- Stapled, Spiral or Magnet
- 44 Available Themes

Minimum orders of 300+
placed before 6/30/11
\$1.15/ea

Call for July - October Pricing



ORDER FORM

Company: _____

Address: _____

Buyer's Name _____ P.O. # _____

City _____ State _____ Zip Code _____

Phone: _____ Fax: _____

Email: _____

Quantity	Description	Price/Each	Total Price
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____
_____	_____	\$ _____	\$ _____

Tax and shipping not included.

Total \$ _____

**Copy this form and fax to NLA. Do not send payment. We will invoice you.
Thank you for your order!**

NORTHWESTERN LUMBER ASSOCIATION
5905 Golden Valley Road, Suite 110, Minneapolis, MN 55422
Fax: 763-595-4060 • Phone: 763-544-6822 or 888-544-6822E

Catalog and order form can be found online
at www.nlassn.org/service programs