



Scene...in a flash

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MEMBER SERVICES

Membership Dues are Now Due

The 2011 Year in Review was sent to all NLA members in early October.

The Year in Review contains a review of 2011 and a copy of your 2012 dues statement. Please fill out and return your invoice as soon as possible to ensure that your business continues to receive the benefits of membership. If you have not received a copy of the Year in Review, contact Cody Nuernberg at (800) 896-5130 and he will be happy to mail one out to you.

Protect Yourself and Your Investment

Have you or are you currently being forced to deal with legal issues in your business? Do you find yourself questioning if a decision is legal or if a decision may have future ramifications? Are your employees dealing with personal issues that are detracting from their daily production? If you answered yes to any of these questions, NLA has a solution for you.

NLA is proud to announce the LegalShield Pre-Paid Legal Services Program. NLA has partnered with LegalShield to provide members with affordable and reliable legal advice and support at a fraction of the cost of current legal aids. Stop paying hourly fees of \$300 per hour or more to simply have your questions answered and know your rights before making a decision.

With NLA and LegalShield, you and your key decision makers will have 24-hour access to qualified legal professionals for assistance in areas such as employment law, contract and document review, lien filing and much more. LegalShield is also available as an employee benefit. Provide your staff with a tangible employee benefit that will not only work for them but with them by providing legal advice in their personal life for items such as health care directives, wills, traffic cases, etc.

Click [HERE](#) to read an article that was recently published in the Employee Benefit News magazine regarding pre-paid legal programs.

For more information about the LegalShield Pre-Paid Legal Program, please contact Cody Nuernberg, Manager of Membership and Member Services at (800) 896-5130 or via email at cnuernberg@nlassn.org.

CONVENTIONS

2012 Expo and Wisconsin Registration

The registration brochures for the 2012 Expo and Wisconsin Lumber Dealers convention are being mailed this week! You may also get full details on Education, Membership Lunches, Buying Events, Opening Receptions, Hotel Reservations and more, by clicking [HERE](#) for EXPO information or [HERE](#) for Wisconsin Convention information. All material is also on our web site at www.nlassn.org.

Excited to register immediately? Click on the following links to be taken to our online registration pages.

Expo: <http://www.123signup.com/register?id=cvymz>
Wisconsin: <http://www.123signup.com/register?id=ccfjk>

See you at the shows!

LUMBER YARD FLEET INTERNET AUCTION

NOV. 9
10 AM



BID
NOW!



purplewave.com

Purple Wave Auction is conducting a no reserve Internet auction of Lumber Yard Fleet Equipment on Wednesday, Nov. 9. View complete auction inventory, photos and detailed asset listings at www.purplewave.com. All items will sell regardless of price, bidding is now open and will start to close at 10 a.m. auction day on the following items:

Heavy trucks: '03 Chevy C7500 insulation box, '01 Volvo WG conveyor, '99 Int'l 4700 flatbed, '99 & '96 Frtlnr FL70 box, '98 Ford Louisville LT9513 boom, '98 Ford Louisville LT8501 flatbed, '96 Ford F700 flatbed, (3) '95 Ford F700 flatbed, '95 Ford F700 flatbed dump, '95 Ford F800 box, '94 Int'l 4900 flatbed

Pickup trucks: '05 GMC Sierra 1500, (2) '04 GMC Sierra 1500, '03 Chevy Silverado 1500 Z71 extended cab, '03 Ford F150 XL, '00 Chevy Silverado 1500 extended cab, '00 Chevy Silverado 1500, '98 Chevy Cheyenne

LEGISLATION & REGULATORY NEWS

Wisconsin Concealed Carry Law

Wisconsin's Concealed Carry Act (CCA) goes into effect November 1, 2011. The law allows licensed individuals to carry concealed handguns, knives, billy clubs, or electronic weapons in almost all places of business or employment.

What does this mean is for your hardware store? Unless you expressly choose otherwise, and take steps to make others aware of your choice, both your customers and your employees will have the right to carry concealed weapons while on your premises.

However, the new law does give business owners choices in adopting the policies they feel will be the best fit for their customers and their employees. Every employer should choose a policy it deems best for its operations. To learn more about the new law, and the choices available to business owners, click [HERE](#).

NLBMDA ALERT:

10/19 UPDATE on Proposed Changes to Design Values for Southern Pine

Due to overwhelming interest in proposed changes in design values for Southern Pine, the Board of Review of the American Lumber Standards Committee (ALSC) announced today that it will hold a second hearing on the issue approximately 60 days following the hearing on October 20th . NLBMDA has been actively engaged on this issue expressing our concerns over the potential impact on the industry of the sudden change in design values. We will still be in attendance at tomorrow's hearing presenting our position.

You can read today's ALSC announcement [HERE](#).

"NLBMDA is pleased the Board of Review is taking the extra time to scrutinize this proposal, which has the potential to greatly disrupt the marketplace at a time the when the housing industry continues to struggle to recover. We have been very concerned that a decision was being rushed without understanding all the potential implications," said NLBMDA President Michael O'Brien

NLBMDA members with questions may contact Frank Moore at frank@dealer.org or Michael O'Brien at mike@dealer.org.

Dealer Guidance Regarding New Light Bulb Regulation Is Here!

In 2007, Congress passed the bi-partisan Energy Independence and Security Act (EISA), which included new, higher efficiency standards for basic light bulbs used today. The new rules go into effect **January 1, 2012**. Many retailers are worried about what this means for their inventory and what they can and cannot sell; answers for you are below:

The Energy Independence and Security Act: *Changes to light bulb energy efficiency*

Q&A

Q: What are the changes being made?

A: In 2007, Congress passed the bi-partisan Energy Independence and Security Act (EISA), which included new, higher efficiency standards for the basic light bulbs we use today. These new standards will require these bulbs to be roughly 25 percent more efficient. That is, they will be required to consume less electricity (measured in watts) for the amount of light produced (measured in lumens).

Q: When does this become effective?

A: Beginning in January 2012, and phased in over three years, the new efficiency ratings for light bulbs become effective. Manufacturers will no longer make the old efficiency bulbs.

Q: What is the phase in process?

A: Many of these bulbs are already available in the market today, but the official phase in is:
2012 - 100 watt bulbs are phased out for new efficiency standards
2013 - 75 watt bulbs are phased out for new efficiency standards
2014 - 60 & 40 watt bulbs are phased out for new efficiency standards

Q: What do I do with my current stock of light bulbs?

A: The EISA 2007 act specifically limits the import or manufacture of inefficient bulbs. Stores will be able to sell their remaining inventory.

Q: Does this affect all light bulbs? What about specialty bulbs?

K3500, '98 Chevrolet Cheyenne K1500, '97 & '95 Ford F350 XL, '96 Ford F350, '96 Ford F250 XL, '96 Chevy Cheyenne C2500

Forklifts: (2) Hyster H100XL, Sellick SD60, '05 Moffett M55 truck mount and more.

Help Wanted

Experienced person in estimating, sales and general retail lumber yard operations.

Send resume to:
LEON'S BUILDING CENTER, INC.
PO BOX R
PARK RIVER, ND 58270

**Lumber Yard
Center Management-
Gillette, Wyoming**



This is an excellent opportunity for someone with proven leadership, building material sales and operational skills. Center Manager role would include modeling outstanding customer service, team member and sales development, operational areas, asset management, and overall profitability.

This is a vibrant, key lumber yard -with our industry's regional leader. We offer a very competitive compensation package and outstanding benefit program including medical and dental, ESOP, and related.

Knecht Home Centers
Attn: Bryan Rice
320 W. Blvd
Rapid City, SD 57701

(605) 719-3041
www.knechtthe.com
a Mead Lumber Company

Help Wanted

Lumberyard assistant manager for Rasmussen Lumber Co. in Manning, Iowa. Possible advancement to manager in a few years. Contact Jason Rasmussen (712)830-5918 for more details.

What's Coming Up

December 8-9, 2011

Sales Boot Camp
Marshfield, WI

January 9-10, 2012

Northwestern Building Products Expo
Hinckley, MN

A: No, various specialty bulbs are exempt, including appliance bulbs, heavy-duty bulbs, colored lights, three-way bulbs, Maine lamps, and others.

Q: Is there an effort to overturn these new regulations?

A: Earlier this year there was a House proposal to repeal the new rules as some said it was symbolic of government overreach and intervention. The bill failed in the House, partly because the manufacturers of the light bulbs had previously agreed to the changes and had already invested large amounts of capital in the change-over.

Q: Does this mean that I have to sell/buy fluorescent bulbs or those "spiral" bulbs?

A: No. Incandescent bulbs will still be produced, just at higher energy standards. Many of the lights will continue to look identical as before, but with different efficiency ratings. Other styles of bulbs, such as fluorescent and the "spiral" light bulbs will also be available.

For more information you can visit the Department of Energy's Website on the transition [HERE](#).

PROFESSIONAL DEVELOPMENT

Nebraska Scholarships

The Nebraska Lumber Dealers Association (NLDA) HAS announced that it will issue four scholarships of \$150 each to Nebraska high school seniors who are planning to attend college to study in a construction related field. The deadline for receipt of applications, including recommendation forms, in the NLA office is January 15, 2012. Recipients will be announced at the NLDA convention March 8. The scholarships can be used as early as the summer of 2012 or for the following academic year.

In addition, NLDA will fund a small number of employee scholarships of up to \$150 for job-related training or education. Applicants must be employees of NLDA members' businesses in good standing and applications must be submitted along with proof of registration in the class or session.

Complete information for both types of scholarship is available [HERE](#). For questions or to have hard copy forms and information sent to you, contact Suzanne Lechtman, (800)469-8744, slechtman@nlassn.org.

Location Change for Sales Boot Camp

There has been a change of location for the December 8-9, 2011 Sales Boot Camp with Rick Davis. The class has been moved from Stevens Point to the Holiday Inn in Marshfield, Wisconsin, which is about 1/2 hour west of Stevens Point on U.S. Hwy 10. The change was made necessary by the closing of the Ramada in Stevens Point.

For a detailed flyer with content information, updated hotel information, and a registration form click [HERE](#). For questions, assistance, or to have a hard copy of the flyer mailed to you, contact Suzanne Lechtman, (800) 469-8744, slechtman@nlassn.org.

Reach out to 1,200 monthly with your ad here!

Contact Betsy today! Call
(763) 295-5420 or click [HERE](#) to email her.

TIPS AND TIDBITS

Making the Most of Small Spaces

Many of you 'display' various building materials by using them for your interior and exterior. That's a great way for customers to see the material, touch it and understand how it may work for their project. Good displays don't need a lot of space. Bill Brotherton, Wall Lake Lumber, Wall Lake, Iowa uses a small corner near the front door to show patio brick and stone as well as deck railings. People see the product in natural light and it dresses up a previously unused space.



MISCELLANEOUS

January 25-26, 2012
Project Estimating
Wausau, WI

February 8-9, 2012
Wisconsin Lumber Dealers Convention
Wisconsin Dells, WI

February 23-24, 2012
Iowa Lumber Convention
West Des Moines, IA

March 8, 2012
Nebraska Lumber Dealers Convention
La Vista, NE

March 13-14, 2012
Project Estimating
Bismarck, ND

March 20-21, 2012
Project Estimating
Roseville (St. Paul), MN

Marvin Receives National Attention

The New York Times featured Marvin Windows and Doors with a story about how Marvin is managing through the recession with a focus on the long term sustainability of the company and community without laying off employees.

Click [HERE](#) to read entire article.

*"Even if you're on the right track, you'll get
run over if you just sit there. "*

Will Rogers

NLA Staff

Paula Siewert
President
(800) 469-9078

David Rosenmeier
Vice President
(414) 640-0595

Jodie Fleck
Director of Conventions & Tours
(800) 896-5134

Cody Nuernberg
Member Services Manager
(800) 896-5130

Connie Johnson
Convention & Membership Assistant
(763) 595-4045

Beth Stoll
CONNECTION Editor
(800) 896-5131

Sue Mike
Accountant
(800) 896-5141

Amber Balts
Finance Assistant
(800) 863-7104

Melanie Hultman
Web Site Administrator
(218) 371-0401

Guy Marzano
Director of Field Services
(800) 896-5140

Suzanne Lechtman
Director of Education
(800) 469-8744

www.nlassn.org
(888) 544-6822
Fax (763) 595-4060