



Scene...in a flash

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Wishing you a happy and safe 4th of July!

**From J.H. McKlveen Lumber
Prairie City & Newton, Iowa**

LEGISLATION NEWS

Teens Driving on the Job

From the U.S. Department of Labor Wage & Hour Division

Employees 16 years of age and younger MAY NOT DRIVE motor vehicles on public roads as part of their jobs - even if they possess a valid state driver's license. Employees 17 years of age may drive cars and small trucks on public roads as part of their jobs in limited circumstances.

The criteria that must be met for 17-year old to drive:

- Driving is limited to daylight hours.
- The driver must have a state license valid for the type of driving involved in the job performed.
- The driver must have successfully completed a state-approved driver education course and have no record of any moving violation at the time of hire.
- The driver must be instructed to use seat belts when driving the vehicle and the vehicle must be equipped with a seat belt.
- The vehicle must not exceed 6,000 pounds GVW
- Such driving is only occasional and incidental to the 17-year old's employment. That is no more than 1/3 of the work time in any workday and no more than 20% of the work time in any workweek driving.

The driving by 17-year old MAY NOT involve:

- Driving beyond a 30 mile radius of the teen's work place.
- More than 2 trips away from the primary place of employment in any single day to deliver the employer's goods to a customer.

South Dakota Dept Revenue Announcement

The South Dakota Department of Revenue (DOR) is encouraging businesses affected by the Missouri River flooding to contact the Department regarding their situation. "We realize that affected businesses may have difficulties completing their regular tax filing and payment remittance," said Business Tax Director, Jan Talley. "We want to do everything we can to assist these retailers."

Business owners relocating themselves or their business, even on a temporary basis, or closing their operation are also encouraged to get in touch with the Department to provide up-to-date contact information.

Tax licensees who have lost records because of the flood can contact the DOR for copies of

Classified Ads

Help Wanted

Building Products Inc. of Iowa is a wholesale building materials and millwork distributor located in

Waterloo. We are seeking an experienced individual to hire as a light commercial/millwork estimator. The ideal candidate would have 5+ years experience in light commercial estimating. Compensation includes base salary, productivity and benefits. We are an equal opportunity employer.

Please send a letter of interest with your resume and salary requirements to: PO Box 210, Waterloo, Iowa, 50704 or HumanResources@bpiofia.com.

Immediate Opening

Lumberyard Manager in Northeast Nebraska, 80 year old company, good town, good schools, good people, good opportunity for the right person. Contact Kelly Hodson 402-750-4995.

Yard For Sale

Medium Sized Lumberyard-Building Center in South Central Minnesota. Great ag and contractor clientele. Countryside Building Center, Madelia, MN.

Contact Wes Vogt Yard: (507) 642-3201 Cell: (507) 230-0064

For Sale

M & P retail lumberyard for sale in Northern Minnesota. For more information, please contact bstoll@nlassn.org and reference #112

What's Coming Up

July 15, 2011
WRLA Board Meeting
Green Lake, WI

July 20, 2011
Wisconsin District III Golf Outing
Onalaska, WI

August 24, 2011
Southwestern Wisconsin
Golf Outing
Fennimore, WI

September 16-17, 2011
NLA Executive Committee Meeting
NLA-NLI Board Meeting
Storm Lake, IA

September 19, 2011
Wisconsin Grown County Lumber

past returns or other records on file. The Department will try to accommodate these requests as quickly as possible.

Affected businesses can contact the DOR by calling the agency's toll-free hotline at (800) 829-9188.

LuDPAC Enrollment Open

The 2012 election cycle has begun and the Lumber Dealers Political Action Committee (LuDPAC), the political fund of NLBMDA, needs every lumber dealer to participate in the political process. Enroll in LuDPAC and receive monthly political updates straight from Capitol Hill, election information, and invitations to special LuDPAC events. To enroll in LuDPAC, simply [click here](#) and fill out the online LuDPAC prior approval form.

Completing the approval form does NOT obligate you to donate; it just opens the opportunity to receive information and updates. That being said, donating is a great idea, as no one else is fighting for the survival of your business in Washington. Get involved in LuDPAC today!

MN Government Shutdown Looms

The Minnesota Department of Labor and Industry sent a press release stating that virtually all of their operations will cease in the event of a government shutdown. This will include services such as: the issuance of licenses, permits and building plan approvals; workers' compensation dispute resolution and mediation services; OSHA consultations; and the administration of exams required for licensure.

REGULATION NEWS

OSHA Fall Protection Compliance

As of June 16, 2011, companies will have to protect employees working six feet or more above lower levels with fall protection methods such as guardrail systems, safety net systems, or personal fall arrest systems. Alternative means of protection are permitted, such as the use of warning lines and safety monitoring systems during performance of roofing work on low-sloped roofs.

OSHA has created a "compliance assistance tool" to help employers prevent fall-related injuries and deaths among their workers. The PowerPoint presentation, "Residential Fall Protection Program Update," describes safety methods and explains techniques currently used by employers during various stages of construction.

"Residential Fall Protection Program Update" and other guidance materials are available on [OSHA's Residential Fall Protection](#) page. Other resources include a fact sheet and questions & answers about requirements for protecting workers from fall hazards.

South Dakota Sales Tax Update

Effective July 1, 2011, these municipal tax rates change:

Conde - imposing 2% general sales and use tax rate

Utica - imposing 1% general sales and use tax rate

CONVENTIONS

GET READY EXHIBITORS!

The 2012 NLA trade show booth reservation information will be coming to you very soon. Be on the lookout for a newly designed booklet this year, as we have made some additions and changes from last year's design and content. This Marketing Guide not only has all of your exhibiting information enclosed, but new this year you will also have association sponsorship and advertisement information at your fingertips in the same booklet!

All of last year's exhibit managers should receive this booklet in the mail within the first two weeks of July. If you do not see it coming across your desk, please make sure to call Jodie at (800)896-5134 or email jfleck@nlassn.org and a print or digital copy can be sent directly to you. Also, all reservation documents will be available on the NLA web site very soon.

Remember: Preferred booth space is on a first-come, first-served basis, so make sure to get

Dealers/District II Golf Outing
Wrightstown, WI

September 27, 2011
Iowa Fall Golf Outing
Panora, IA

September 29, 2011
Nebraska Sporting Clay
Brainard, NE

October 5-17, 2011
GÄSI Mill Tour
Germany, Austria, Slovenia, Italy

October 26-28, 2011
NLBMDA Industry Summit
San Antonio, TX

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

your booth reservation form in as soon as possible.

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

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

SPECIAL EVENTS

Upcoming Special Events

Wisconsin District III Golf Outing

Wednesday, July 20 at the Cedar Creek Country Club, Onalaska, WI (near La Crosse)
Tee Time: 11:00 am (Shotgun Start-Best Ball)

Includes 18 holes with cart, lunch and hors d'oeuvres with prizes following golf
\$75.00 per person

For more information and registration form, contact Phil Hutchinson at Amerhart Ltd. at
(608) 786-1251 or click [HERE](#).

Southwestern Wisconsin Golf Outing

Wednesday, August 24 at Hickory Grove Golf Course, Fennimore, Wisconsin
Registration: 11:30 am

Tee Time: 12:00 pm/Noon (Shotgun Start-Best Ball)

Dinner: 5:00 pm

Golf includes 18 holes with cart, flags, and prizes

Dinner: Grilled sirloin, choice of potato, salad, and coffee

Golf & Dinner Price: \$50.00

Dinner Only Price: \$20.00

Golf Only Price: \$30.00

For more information and a registration form, contact Jim Kolenberg, Jim's Building Center
at (608) 822-3741.

48th Annual Brown County Lumber Dealer & Wisconsin District II Golf Outing

Monday, September 19 at the Royal St. Patrick Golf Link, Wrightstown, Wisconsin

Tee Time: 12:00 pm/Noon (Individual Play)

Includes 18 holes with cart and BBQ dinner

\$55.00 per person

For more information, contact Tom Glaser, Equalizer Products Division of Bay Lakes Mfg.
Inc. at (920) 434-0881.

Iowa Fall Golf Outing

Tuesday, September 27 at Lake Panorama National Golf Course

5071 Clover Ridge Road, Panora, Iowa (800) 879-1917

www.lakepanoramanational.com

Tee Time: 12:30 pm

Includes green fees with cart, drink tickets, dinner, awards, and prizes

Members: \$70.00 per person (\$260.00 per four person team)

For more information, contact Guy Marzano, Northwestern Lumber Association, (800) 896-5140.

Nebraska Sporting Clay

Thursday, September 29 at Oak Creek Sporting Club

2890 W Road, Brainard, NE (402) 545-3111

www.oak-creek-club.com

Start Time: 9:00 am

Includes 100 targets, coffee and rolls, lunch, shotgun raffle, side games, awards, and prizes

Members: \$60.00 per person

For more information, contact Guy Marzano, Northwestern Lumber Association, (800) 896-5140.

Thank You to Our Sponsors for Both the Iowa and Nebraska Events:

[Bayer Built Woodworks, Inc.](#)

[Builders Insurance Group, Inc.](#)

[Building Products, Inc.](#)

[The Empire Company, Inc.](#)

[Federated Insurance](#)

[Guardian Building Products](#)

[Hawkeye Building Distributors](#)

Midland Garage Door Manufacturing Co.

Thank You to Our Additional Sponsors for the Iowa Fall Golf Outing:

J. B. O'Meara Company
Key Wholesale Building Products, Inc.

Thank You to Our Additional Sponsors for the Nebraska Sporting Clay:

Central Lumber Sales, Inc.
Hardman Wholesale Company
Roberts & Dybdahl, Inc.
Shelter Distribution, Inc.
Sprenger Midwest, Inc.

See the Twins and Support the NLA Scholarship



Enjoy the sights, sounds and food at Target Field (voted as the best sports venue in North America) as the Minnesota Twins host the Seattle Mariners at 7:10 pm on Wednesday, September 21st. For even more fun, tailgate with colleagues and friends at the NLA office prior to the game.

Help students at the University of Minnesota Department of Bioscience and Biosystems Engineering (BBE), which trains people in wood science, industry management, and marketing. After graduation, several of these students are hired by companies in the lumber and building products industry. From each adult ticket, \$25.00 will go toward the scholarship fund for this program. If you cannot attend the game, please consider making a generous donation to this worthwhile cause.

Click [HERE](#) for a registration/donation form. Final ticket sales deadline is August 26th. However, this is expected to be a sellout so get your seats early!

For questions, contact Guy Marzano at (800) 896-5140 or gmarzano@nlassn.org.

Future Lumber Leaders Fall Meetings

Iowa Chapter
Friday, October 21, 2011
Longbranch Hotel and Convention Center - Cedar Falls, IA

Wisconsin Chapter
Thursday, November 3, 2011
Holiday Inn - Stevens Point, WI

Bike the Ragbrai

Be part of one of the Midwest's most outrageous bike events - Ragbrai - (www.ragbrai.com). Join biking enthusiasts Ted Roberts from Roberts & Dybdahl and Scott and Diane Engquist from Engquist Lumber Company on Tuesday, July 26 (day 3 of the 7-day event) riding from Carroll to Boone, Iowa. It is an unofficial participation - we do it for fun. If you are interested, email Scott at enlumber@lvcta.com.

Nebraska Fishing Open

The Nebraska Fishing Open scheduled for Friday, July 29th has been cancelled. The guide arranging the trip could not find enough boat captains to take our people out on Lake Merritt. NLA regrets any inconvenience this change may have caused you.

TIPS AND TIDBITS

Do You Know or Do You Assume?

Most sales people will say they are getting all the business from their current customers. Really? At your next sales meeting ask them to look at their top ten customers and write down the product categories each of them buys. The gaps will become apparent very quickly. Now coach your sales people to ask these customers for the opportunity to quote the entire package or for them to look at what you have to offer in the other product categories. You may both be surprised at what you walk away with.

Tips To Avoid Heat Exhaustion

1. Don't wait until you're thirsty. If you do, you may already be dehydrated.
2. Take it easy. Try not to do anything too physically demanding. If you do, drink 2-4 glasses of water every hour.
3. Let your body adjust. Be careful as you adjust to the rising temperatures. Your body will become used to the heat.

Heat exhaustion takes place when your body gets overheated, you are not sweating enough and your body can't control its rising temperature. Signs of heat exhaustion are dizziness, headaches, rash and muscle cramps. Heat exhaustion can give you goose bumps, make your skin feel cool or leave you not sweating at all.

If you suspect someone has heat exhaustion, get the person to a cool place and elevate his/her feet. Get something cool for the person to drink and use water or wet towels to cool them down. If he/she is not feeling better within an hour, seek medical help immediately.

FEATURED ITEM

Printed Business Forms

Our members carefully research the best price and service for their printing needs and have found that they can trust NLA to offer just that.

We are able to offer:

- Fast turnaround
- Wide product selection
- Custom design & layout
- Competitive pricing

Types of business forms available:

- Checks
- Invoices
- Envelopes
- Flyers
- Brochures
- Custom forms

Contact Amber Balts to learn more about how we can save you time and money!
(763)544-6822 or (888) 544-6822 or abalts@nlassn.org.

A wise man will make more opportunities than he finds.
Francis Bacon