



Serving Iowa, Minnesota, Nebraska, North Dakota, South Dakota, Wisconsin

Scene...in a flash

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LEGISLATION AND REGULATION NEWS

Industry Political Action Committee Moves Forward

The 2012 Election Cycle has begun and the Lumber Dealers Political Action Committee (LuDPAC), which is 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, go to www.nlassn.org and go to Government Affairs tab, then to National's page to get the form.

The Best and Worst Tax Climate for Small Business

The Iowa, Minnesota, and Nebraska tax climates fare poorly in the latest report from the Small Business & Entrepreneurship Council (SBE Council). According to the Council's 2011 Business Tax Index, the Cornhusker State is No. 39 out of the 50 states and the District of Columbia. Iowa ranked No. 47 and Minnesota is second from the bottom at No. 50. The authors of the report examined 18 different areas of taxation, including: income taxes, capital gains taxes, corporate taxes, property taxes, fuel taxes and wireless taxes. The states were ranked according to the overall tax burden on entrepreneurship and small business.

According to the SBE Council, the five best tax systems in America are: 1.) South Dakota, 2.) Texas, 3.) Nevada, 4.) Wyoming and 5.) Washington.

Immediate Opening:

Lumber yard Manager in
Northeast Nebraska.

80-year-old company, good
town, good schools, good
people,
and good opportunity for the
right person.

Contact Kelly Hodson at
(402)750-4995.

What's Coming Up

June 7, 2011
Iowa Spring Golf Outing
Ankeny, IA

June 23, 2011
Nebraska Golf Outing
York, NE

July 15, 2011
WRLA Board Meeting
Green Lake, WI

July 20, 2011

OSHA Compliance

Most people will say they are confused, frustrated and dazed by the rules and regulations put out by OSHA. And no wonder. It is a maze to navigate their web site to find specific information.

Fortunately, NLA and your national association, NLBMDA, can provide some assistance.

- Forklift training kit specifically for lumberyards
(http://www.nlassn.org/PDFS/member_services/forklift.pdf)
- Safety manual
(http://www.nlassn.org/member_services/safeymanual.htm)
- Labor Law posters with the Dept. of Labor requirements
(http://www.nlassn.org/member_services/businesslinks.htm)
- Coming soon ... Cranes-Derrick Compliance Guidelines

OSHA is making an increasing number of unannounced inspections to lumberyards. No longer do they give warnings; instead they issue fines. OSHA has a program in place for you to voluntarily invite an inspector to your yard and provide you with a list of items that need to be taken care of. You will not be given a warning or a fine, but you will commit to making the fixes. Another inspection will be made to see that you have complied.

Taking action before the OSHA compliance unit arrives could save you a lot of money and a lot of heartache.

Below are web sites that will help

NLBMDA's Resource Page
(<http://www.dealer.org/i4a/pages/index.cfm?pageid=3279>)

Wisconsin District III Golf Outing
Onalaska, WI

July 29, 2011
Nebraska Fishing Outing
with "Mr. Fish"
Lake Merritt, Valentine, NE

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 Dealers/District II Golf
Outing
Wrightstown, WI

September 27, 2011
Iowa Fall Golf Outing
Panora, IA

September 29, 2011
Nebraska Sporting Clay
Brainerd, 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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OSHA Publications
(<http://osha.gov/pls/publications/publication.AthruZ?pType=Types>)
State Agencies List
(http://www.nlassn.org/government_affairs/governmentlinks.htm)

CONVENTIONS

2012 NLA Conventions

Ready, set, SHOW!! The 2012 convention dates and venues have been set!
Suppliers.....watch your mailboxes for registration materials for all shows coming to
you in early July.

Northwestern Building Products Expo

January 9-10, 2012
(Monday-Tuesday)
Grand Casino Hinckley
777 Lady Luck Drive
Hinckley, MN 55037

Wisconsin Lumber Dealers Convention

February 8-9, 2012
(Wednesday-Thursday)
Kalahari Resort & Convention Center
1305 Kalahari Drive
Wisconsin Dells, WI 53965

Iowa Lumber Convention

February 23-24, 2012
(Thursday-Friday)
Sheraton West Des Moines Hotel
1800-50th Street
West Des Moines, IA 50265

Nebraska Lumber Dealers Convention

March 8, 2012
(Thursday)
Embassy Suites Omaha-La Vista Hotel & Conference Center
12520 Westport Parkway
La Vista, NE 68128

Considering most customers believe their home to be their most valuable asset, why not help protect them with ABC's Cool Roof metal panels. Constructed of Grade A steel and painted with Energy Star approved coatings, ABC's panels provide beauty and durability backed by ABC's more than 100 years of service. Build loyalty by offering ABC's energy efficient metal roofing products, today.
<http://www.abcmetalroofing.com/>

MEMBERSHIP

Programs and Services Available to NLA Members

Spring has sprung and we hope that everyone is enjoying a fruitful spring season!
With blooming flowers and budding trees comes the end of the 2010-2011 membership drive. We would like to thank everyone for renewing their membership with NLA and look forward to working with each of you throughout the year.

Save time and money by participating in the many programs and services available to NLA Members. The following programs and services are currently available:

- Bank Card - process credit cards at competitive rates with no hassles. All we need is a copy of a recent credit card statement and we will provide you with a no cost, no obligation quote!
- Staples Office Supply Program - save time with online ordering and take advantage of discounts on everyday office products such as paper, pens, ink, toner and much

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Director of Education
(800) 469-8744

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

more!

· Life & Disability Insurance - competitive and affordable rates starting as low as \$16.00/month per employee.

· NLA 401(k) MEP Program - NEW! Offer your employees an opportunity to save for their future. Call us today to learn more about this wonderful new program.

· IT Services Program - New products are now available. Protect your computers from melt down and unwanted attacks.

· And Much More!

For more information on NLA's Member Services go to http://www.nlassn.org/member_services/member_services.htm or call Cody Nuernberg at (800)896-5130.

Congratulations to Drexel Incorporated

Wisconsin retail dealer, Drexel Incorporated (Campbellsport; Kiel & Berlin Building Supply) , was named as one of the '2011 Top Work Places' in Southeastern Wisconsin by the Milwaukee Journal Sentinel. Congratulations!

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

Contact Betsy today! Call (763) 295-5420 or email her at betsy@pierreproductions.com.

FUN NLA EVENTS

Golfing, Fishing, and Shooting Scheduled



Retailers and suppliers alike find benefit from NLA's special events. These events help them build networks of trusted friends and business relationships, enable them to leave a stressful work environment for a day of fun and relaxation, and attendees often learn valuable information from other people in the industry.

One member pointed out that these are events that everyone can participate in and contribute positively to their team's outcome. For example, in a golf best ball scramble, even people that don't golf much usually get in at least one great chip or putt that makes a big difference in the final tally. And good at a sport or not, you only have to show up to have a chance at winning some great door prizes donated by our sponsors!

A special thank you to these generous sponsors:

Sponsors for All Iowa & Nebraska Events: Bayer Built, Building Products Inc, Builders Insurance Group, The Empire Company, Federated Insurance, Guardian Building Products, Hawkeye Distribution, and Midland Garage Doors.

Sponsors for all 2011 Iowa Events: J.B. O'Meara, and Key Wholesale.

Sponsor for all 2011 Nebraska Events: Roberts & Dybdahl

Sponsor for Iowa Spring Golf Event: Data Business Equipment

Iowa Spring Golf Outing:

Go to www.nlassn.org and click on Special Events for registration forms for the Iowa Outing on at noon on Tuesday, June 7th. Please call Guy Marzano at (800) 896-5140 if you have any questions.

Nebraska Golf Outing [PLEASE NOTE NEW DATE]:

Go to www.nlassn.org and click on Special Events for registration forms for the Nebraska Golf Outing at 10:30 am on Thursday, June 23rd. Please call Guy Marzano at

(800) 896-5140 if you have any questions.

Wisconsin Golf Outings:

The Wisconsin District III outing will be Wednesday, July 20th at the Cedar Creek Country Club in Onalaska WI. For more information, contact Phil Hutchison, Amerhart - (608) 786-1251.

The southwestern Wisconsin outing is set for Wednesday, August 24th at the Hickory Grove Golf Course in Fennimore Wisconsin. Contact Jim Kolenberg, Jim's Building Center - (608) 822-3741.

The Brown County Lumber Dealers/District II outing will be Monday, September 19th at the Royal St. Patrick Golf Link in Wrightstown, Wisconsin. Contact Tom Glaser, Bay Lakes Mfg. Inc. - (920) 434-0881.



Nebraska Fishing Open:

The first Nebraska Fishing Open will be held on Friday, July 29th on Lake Merritt near Valentine, NE. Event will include guides, boats, bait, and lunch. Members from other states are encouraged to attend. Go to www.nlassn.org and click on Special Events for more information and registration form. Contact Guy Marzano at (800) 896-5140 for additional details.

SAVE THE DATE:

Wednesday, September 21st NLA Scholarship Fundraiser Minnesota Twins versus Seattle Mariners

Tuesday, September 27th Iowa Fall Golf Outing Panora, Iowa

Thursday, September 29th Nebraska Sporting Clay Brainard, Nebraska

See the Twins - Have a Great Time - Support the NLA Scholarship Fundraiser

Enjoy the sights and sounds of Target Field - just 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.



Tailgate with friends at the NLA office, 5905 Golden Valley Road, Suite 110; Golden Valley, MN 55422 prior to the game.

Support students at the University of Minnesota Department of Bioscience and Biosystems Engineering (BBE), which trains people in wood science, industry management, and marketing. Several of its students are hired by companies in the lumber and building products industry. **\$25.00** from each adult ticket goes toward the scholarship fund for this program. If you cannot attend the game, please consider making a donation to this worthwhile cause.

Go to www.nlassn.org and click on Special Events 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.

TIPS AND TIDBITS

Business Tidbits

Whether you are looking for new product or service ideas or improvements, new technologies and business processes, or even considering an entirely new venture, important ideas can emerge from a careful assessment of what is happening in related or unrelated businesses. What are consumers doing? What excites them and how can you tap into that? Examples: Put the contractor trash bags near the check-out and watch the sales jump. Offer a comfy couch or cozy corner for sales presentations to consumers. Gourmet kitchens still are the rage but who knows how to cook; offer cooking or grilling demonstrations or recipes to your Facebook page.

FEATURED ITEM

Summertime is "PARADE TIME"

Who will remember where that piece of candy came from?
Get your name out there with a product used by
Builders - Homeowners - Business owners - Students

PENS - PENCILS - CARPENTER PENCILS

Personalized with your name, address & phone
Call Amber Balts @ (763)544-6822 or (888)544-6822

Email: abalts@nlassn.org

Love people. Use things. Not vice versa. - Kelly Ann Rothaus

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