



Scene...in a flash

October 2011
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Classified Ads

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

NLA NEWS

NLA Fall Board Meeting

This year's meeting started with the question, "What would make a difference in your company's success other than more sales?" No one was short on answers which led to more questions.

Cash flow is an issue. Several dealers say they are asking for a down payment while others are uncertain their customers would accept that provision and may leave for their competition.

Fluctuating fuel charges affect the bottom line especially when contractors and remodelers are asking for a \$15 item to be delivered because they forgot it in the original order. One LBM dealer said that he has implemented a policy that a minimum order must be placed or a delivery charge would be added. It was accepted without complaint.

After ratifying the election of the new board members and officers, the Board worked on several association issues including:

- Approving a small dues increase of 3%.
- Adding two additional dues brackets to the multiple yard dues form to make their dues more equitable compared to single yard dues.
- Reviewing three new member services:
 - Pre-paid legal services specializing in human resource issues and contract law
 - Corporate protection with a new management program to document corporate meetings, resolutions, etc. to protect your corporate veil
 - Auto lease program

Outgoing NLA Chairman Larry Provance, Arrow Building Center of Chaddron, Nebraska was honored as were the outgoing directors:

- Kenton Klenk, Schrock Lumber, Mediapolis, IA
- Brian Schmidt, Shelby Lumber Company, Shelby, NE
- Bill Mattson, Mattson Lumber Company, Nisswa, MN

The directors and their spouses found the resort in Storm Lake, Iowa to serve their needs well and they enjoyed exploring the area.

NLA Election Results Are In

Chairman of the Board:
Wayne Briggs, Crane Johnson Lumber, Fargo, ND

1st Vice Chairman:
Bob Egan, Lampert Yards, St. Paul, MN

2nd Vice Chairman:
Jeff Reinhardt, Interstate Building Supply, Cannon Falls, MN

Treasurer:
Jeff Gallagher, Larchwood True Value Lumber, Larchwood, IA

Secretary:
Paula Siewert, Northwestern Lumber Association, Minneapolis, MN

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.knechtbc.com
a Mead Lumber Company

Chairman At Large:
Larry Provance, Arrow Building Center, Chaddron, NE

Iowa:
Dale Housh (3 yr term), Lockridge, Inc., Promise City

Iowa:
Ed Haver (2 yr term), Haver Lumber Company, Guthrie Center

Minnesota:
Daryl Lundberg, Northwoods Lumber Company, Blackduck

Nebraska:
Bryan Jensen, Central Valley Ag, Elgin

South Dakota:
Wayne Meester (1 yr term), Watertown Cashway Lumber, Watertown

Wisconsin:
Bruce Braaksma (1 yr term), Royal Lumber Yards, Inc., Friesland

Wisconsin:
Bob Barth (2 yr term), Sav-Rite Building Center, Neillsville

Wisconsin:
William Wood (3 yr term), Fennimore Lumber Company, Fennimore

CONVENTIONS

2012 Conventions

Exhibitors: Have you registered for your booth space yet? If so, GREAT! Stay tuned for frequent emails this winter full of show information. We'll guide you through everything you need to do in advance. If you have not yet registered, HURRY! Most shows have sold over 50% of the available booth space already. Current floor plans are posted online twice per week at www.nlassn.org under the Trade Show tab and EXHIBITOR button. Register today!

Dealers: Watch your mailboxes for the Expo and Wisconsin registration brochure at the end of October. Read about all the great educational seminars being offered, the current exhibitors who have registered, the special events we have planned and much more. Registration forms are included within each brochure. All information will also be posted online by the end of October at www.nlassn.org under the Trade Show tab and ATTENDEES button.

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

October 5-17, 2011
[GÄSI Mill Tour](#)
Germany, Austria, Slovenia, Italy

October 13, 2011
[Yard Foreman Webinar](#) (part 1)

October 21, 2011
[FLL - Iowa Chapter](#)
Cedar Rapids, IA

October 26-28, 2011
[NLBMDA Industry Summit](#)
San Antonio, TX

October 27, 2011
[Yard Foreman Webinar](#) (part 2)

November 3, 2011
[FLL - Wisconsin Chapter](#)
Stevens Point, WI

December 8-9, 2011
[Sales Boot Camp](#)
Stevens Point, WI

January 9-10, 2012
[Northwestern Building Products Expo](#)

LEGISLATION & REGULATORY NEWS

Additional Employee Poster Required

Businesses will have to add another employee rights poster to their already sizable collections starting November 14. Employers subject to the National Labor Relations Act will have to post details of employees' labor relations rights. The final rule was issued just before the National Labor Relations Board (NLRB) Chair's term expired late last month. The NLRB has traditionally "chosen" to exempt certain small businesses from Federal jurisdiction including retailers and home constructors with gross annual volumes under \$500,000 and non-retailers with less than \$50,000 of inter-state commerce. All other businesses (outside of agriculture, the railroads, and airlines) will need to download and print these new posters or buy them from a commercial supplier.

The notice must be posted in English and another language if at least 20% of employees are not proficient in English and speak the other language. NLRB will provide translations and there are no record-keeping or reporting requirements. The NLRB will not initiate enforcement action on its own as a complaint must be made to the Board before an investigation would be opened. The NLRB says it "expects that, in most cases, employers who fail to post the notice are unaware of the rule and will comply when requested by a NLRB agent. In such cases, the unfair labor practice case will typically be closed without further action." While the NLRB can initiate legal action, they do not have the authority to levy fines.

More information on the final rule can be found [HERE](#) and it is where you can get a free copy of the poster after November 1.

Hinckley, MN

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

NLA Staff

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Finance Assistant
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Suzanne Lechtman
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(800) 469-8744

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

PROFESSIONAL DEVELOPMENT

New Two-Part Webinar for Yard Foreman

Your yard foreman is very important to your team. He or she is out with your customers every day. Help your foreman develop the knowledge and skills needed to be productive, efficient, and confident, and to establish your customers' confidence in your business.

NLA is proud to present a new two-part webinar for yard foreman on Thursday, October 13 and Thursday, October 27 at 2:00 pm Central both days. The instructor is Jim Enter, LBM consultant and frequent contributor to ProSales Magazine. Click [HERE](#) for a flyer detailing the content. The price is \$199 per logged on computer and includes both sessions.

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

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

MEMBER SERVICES

2011 Year in Review & Dues Invoices

Fiscal Year 2011 has come and gone and we are excited for what 2012 has in store for NLA!

The 2011 Year in Review has been mailed out to all NLA members. Look for it in your mailbox in the coming days. The Year in Review contains a summary of 2011 from the NLA-WRLA merger, the four conventions, and the national and state legislative wrap ups, to special events, Future Lumber Leaders and professional development. Please take a moment to review what your association has been working on.

Enclosed in the Year in Review is your 2011-2012 dues invoice. 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 do not receive 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.

On behalf of the NLA staff, it has been a pleasure to work with you in 2011 and we look forward to servicing you and your business in 2012!

2012 Dealer Reference Manual & Buyer's Guide

Thank you to those who returned your company profile information for the 2012 Dealer Reference Manual and Buyer's Guide. If you have not returned your company profile information, please do so no later than October 6, 2011 to ensure that your information is listed correctly in the 2012 directory.

Suppliers - Listing and advertising opportunities are still available. Do not miss out on this unique opportunity to promote your company and the products and trade names you represent. A copy of the advertising rate card and agreement were mailed with your company profile information. If you would like another copy of the agreement, or if you have questions about these unique and affordable advertising options, please contact Cody Nuernberg at (800) 896-5130 or Betsy Pierre at (763) 295-5420. The deadline for listings and advertisements is October 15, 2011.

SPECIAL EVENTS

Future Lumber Leaders

The Future Lumber Leaders chapters are an exciting mix of education, entertainment, networking, fun and making friends among the people who will lead the lumber industry in the years to come. Involvement in these organizations encourages men and women working in both the retail and supplier side of the industry to further their careers.

Being part of the Future Lumber Leaders offers these benefits:

- It is a great way to learn more about the lumber and building materials industry, and to increase one's knowledge by forming bonds among retail employees and supplier representatives.

- It encourages business growth by connecting with others to share ideas and to gain support for dealing with the challenges that will face the next generation of leaders.

Upcoming conferences:

Friday, Oct. 21, 2011	Iowa Chapter	Cedar Rapids, Iowa
Thursday, Nov. 3, 2011	Wisconsin Chapter	Stevens Point, Wisconsin
Friday, Feb. 3, 2012	MN-Dakotas Chapter	Saint Cloud, Minnesota
Friday, Feb. 17, 2012	Nebraska Chapter	Lincoln, Nebraska

For more information, call Guy Marzano at (763) 595-4057 or (800) 896-5140. [CLICK](#) here for registration form for Iowa and Wisconsin Chapter meetings. Registration form for February meetings will be available at a later date.

TIPS AND TIDBITS

Scammers At It Again

Sometimes we all need a reminder on how to be on the lookout for scammers who may inquire about products, order them and then never pay for them. The following are a couple recent examples of such scammers:

Patty Schmidt of Schyler Lumber in Schyler, Nebraska, emailed us about a telephone call she received via the voice relay system. The caller wanted to buy cupboards but when Patty started to ask questions the caller just hung up.

Another individual, Don Andre of Key Coop in Sully, Iowa, forwarded us an email he received from a 'Reverend Ken' wanting to purchase some lumber. This individual had listed three specific lumber products. The telltale sign on this was threefold: scammers like to pose as religious men, the sentences were not written as we typically speak in American English, and the typeface used for the lumber specs were copied and pasted.

MISCELLANEOUS

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.

Feeling Like a Million (or Two)

The next housing boom may not be around the corner yet, but as attrition weeds out competitors, it won't take nearly as many starts to keep everyone else busy. So how many starts will it take to feel like two million?

Click [HERE](#) to read more in the latest edition of *This Month in Construction*.

*Next to doing the right thing, the most important thing is to let
people know you are doing the right thing.*
John D. Rockefeller