



NLA's Monthly E-Newsletter

Volume XXIII, Issue 2 | February 2023

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**BUILD FEARLESSLY,
IN ANY WEATHER**

DURASTRAND®
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PREMIUM SUB-FLOOR



New Member Notice

Join us in welcoming the new members to our community.

New Retail Members

- Kelly Lumber, Lake City, IA
- OC Lumber LLC, DBA Oconto County Lumber, Oconto Falls, WI
- South Fork LLC, DBA Hancock Lumber & Supply, McCook, NE
- Hancock Lumber, LLC, Sterling, NE

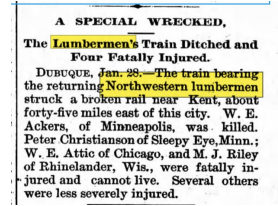
New Associate Members

- Truss Pro's, Slayton, MN
- Sunbelt/True North Merger Acquisition, Minneapolis, MN
- TOOLBX, Marina Del Ray, CA



1893 NLA Convention Train Wreck - Do you know more?

Recently we received an email from someone who was looking for more information on her great-grandfather, James Alexander Buchanan, who was a member of NLA from 1890-1895. She sent a newspaper clipping about a train wreck he was involved in, along with message "He participated in the 3rd Annual Northwestern Lumbermen's convention in Chicago, traveling on a special train from Minnesota on the Great Western Railway. Upon return, the train was involved in a severe accident where he and many other members were injured." She also noted that this accident occurred in January 1893.



If you have more information on this train wreck or her great-grandfather, we would love to hear from you. Please contact Melanie at mhultman@nlassn.org or (763) 595-4050.



Efficient Formats.
Essential Information.
Effective Results.

Expo Nebraska & Expo Iowa
There's Something Here for Everyone!

NLA invites you to join us at these premier events in our southern membership region! Your entire team will benefit from the essential education led by experts in their industry, the bustling exhibit hall featuring LBM products and services, and the engaging networking opportunities. Visit the webpages below for full Expo details.

[2023 Expo Nebraska, February 28 - March 1, La Vista, NE](#)

[2023 Expo Iowa, March 2- 3rd, in downtown Des Moines, IA](#)

[Click here to read more.](#)

**Last Chance to Secure a Booth or Sponsorship at
Expo Nebraska and/or Expo Iowa**

Attention LBM Suppliers: If you haven't registered for your booth (or sponsorship) for the upcoming Expo Nebraska and Expo Iowa, this is your **last chance** to do so. **Registration closes on Wednesday, February 8th!**

[Click here to read more](#)

Thank You to the [Current Expo Sponsors](#) for Their Support!



VIP Sponsors



LUMBERTECH

Calling all Sales Professionals

Are you looking for ways to set yourself apart and maximize opportunities to improve revenue? Then sign up today for Lynne Jensen-Nelson's Maximizing Sales Opportunities coming up on March 22 in Roseville, Minnesota. Learn how to create a strategic sales process that drives results!

[Learn more & Register](#)

Yard & Delivery Workshop

During this two-day workshop, industry consultant Emily Overson will discuss the essential best practices for running an efficient yard and delivery program. This busy hub is key to your business success so it must run smoothly. The workshop includes a yard walk-through hosted by an NLA member.

- [March 7 & 8 in Owatonna, MN](#) (tour hosted at Alexander Lumber; classroom hosted by Federated Insurance)
- [March 9 & 10 in Alexandria, MN](#) (tour hosted at Hilltop Lumber)

Upcoming Safety Training with OECS

Learn how to build a world-class safety culture that supports your company health from our endorsed safety experts. Upcoming safety webinars include:

- [The 5 C's of Workplace Safety – February 15, 2023](#)



Your Company's Safety Matters

Safety Pays and Saves Lives



OSHA + Environmental Compliance Systems (OECS) provides customized workplace safety services to small and mid-sized companies. We help clients obtain their OSHA compliance goals year after year.

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2023 Wisconsin Lumber Dealers Leadership Conference

Thank you to everyone that attended this year's Leadership Conference. The day was full of networking, motivating seminars and camaraderie. Wisconsin & Upper Michigan members elected new board members: Chris Hegeman, Bliffert Lumber as WRLA Board Chairman; Alex Goodman, Wisconsin Building Supply as Vice Chairman; Nick Balduzzi, Balduzzi's as District III Director, and Jake Buswell, All American Do It Best Center, as Immediate Past Chairman. Members also celebrated award winners Neuens Fredonia Lumber as 2023 Wisconsin Lumber Dealer of the Year and BlueLinX, as Wisconsin Association



Supporter of the Year. Diane Helmer won this year's grand prize-a \$500 Visa Gift Card. A special Thank You to all our event sponsors!

Featured Program of the Month: The Design Connection - Drafting Services

Northwestern Lumber Association has partnered with The Design Connection to offer access to practical custom home design services in the NLA region. Services include:



- New construction plans
- Stock house plans
- Commercial Design & Consulting
- Custom colored renderings
- More!

With over 20 years of experience in the industry, The Design Connection follows a proven three-step process to create satisfying and practical custom home designs. From the initial brainstorming and planning to properly documenting the plans, they'll be your partner each step of the design process - working to create a plan that serves your customer's unique needs.

For more information, please contact Aaron Thompson at (507) 286-7869 or aaron@thedesignconnection.net or visit www.thedesignconnection.net.

Call our
Association Partner!

It's Our Business to Protect Yours
FEDERATED
INSURANCE

Legislative Sessions Kicked Off in January 2023

NLA and its partners engaging on issues and protecting YOUR rights

With the turn of the calendar, state and federal legislators have returned to their offices to begin their respective sessions. Right out of the gate, some key issues have been brought forward and are scheduled for debate (and potential votes).

[Read on for breakdown of some of the most recent news.](#)

Are Your Labor Law Posters Current?

The Federal Department of Labor requires all businesses to post several labor law posters in an area where they are visible to all employees. Individual state departments of labor have their own separate posters that are required too. Are your posters up to date? Now is a good time to check!

[Read on for more info and links to resources.](#)

Wage & Benefit Survey Available to Members

Employee recruitment and retention continue to be one of the most challenging business activities for the LBM industry. The Association office has been contacted often in the past couple of months with members seeking compensation and benefit data.

In an effort to assist our dealer members with the most current wage and benefit information, the Association has produced its annual Wage & Benefit Survey.

Click [HERE](#) for full details and to order.

HR Question of the Month – References?

From Federated Insurance



Question

We terminated an employee a few months ago for poor performance and misconduct. We recently received a phone call from another company that is considering hiring this individual. The company is

asking for a reference. What should we tell them? Are we allowed to say why the employee was fired? If we tell the truth and the employee does not get the new job, can he sue us?

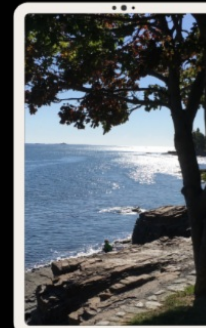
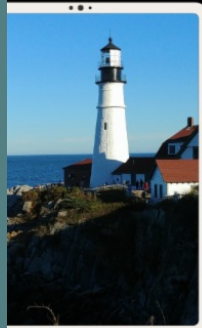
Continue reading at www.federatedinsurance.com.



NLA ANNUAL MILL TOUR

Join us & let's travel together!

Fall 2023



A progressive, educational, and entertaining group experience for LBM professionals that blends behind-the-scenes industry tours, sight-seeing, and camaraderie together in a fun, vacation-like environment.

✦ **DISCOVER MORE AND SIGN UP FOR ALERTS AT WWW.NLASSN.ORG/PAGE/MILLTOUR** ✦



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Minnesota Builders Exchange

www.mbex.org

Classifieds

For Sale - SE Wisconsin Lumber Yard for Sale

Neuen's Fredonia Lumber in Fredonia, WI is for sale. Turn-key operation with updated software, experienced staff, established clients, consistent earnings and continued growth.

[Read full ad](#)



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