



NLA's Monthly E-Newsletter

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Brought to you by:

**BUILD FEARLESSLY,  
IN ANY WEATHER**

**DURASTRAND<sup>®</sup>**  
*pointSIX* **EDGE TECHNOLOGY**  
**PREMIUM SUB-FLOOR**



### Creating Better Connections

#### *We Need Your Input*

One of the primary functions of Northwestern Lumber Association (NLA) is to connect our members to their fellow dealers and suppliers via our annual events and Expos. The Northwestern Lumber Association Board of Directors recently approved a new 3-year strategic plan with one of the greater initiatives focusing on the improvement and/or reinvention of our annual events.

A survey was recently emailed to all members asking for your input.

Please take 5-10 minutes to complete the survey and help us develop and/or reimagine what our annual events will look like in the years to come. Click button below:

Survey



## Stay Connected...

## Read the *Connection* Online!

# LUMBERTECH

### Don't Miss Out on the Spring LumberTech Classes

Spring is just around the corner so now is the time to make sure your team members have the skills and cross training they need to help everyone be successful during the busy construction season. Upcoming LumberTech classes include:

- [Yard & Delivery Workshop – March 7 & 8, Owatonna, MN](#) **SOLD OUT**
- [Yard & Delivery Workshop – March 9 & 10, Alexandria, MN](#)
- [Maximizing Sales Opportunities – March 22, Roseville, MN](#)
- [LBM Inventory Management - April 11, Wisconsin Dells, WI](#)
- [LBM Loss Prevention - April 12, Wisconsin Dells, WI](#)
- [Estimating 123 – April 25-27, Inver Grove Heights, MN](#)

(Click on the course to learn more about the class and registration.)

### Be Prepared - Safety Training with OECS

Learn how to build a world-class safety culture from our endorsed safety experts -OECS. Upcoming safety webinars include:

- [The Impact of Legalized Marijuana on Employer Drug Testing – March 23, 2023](#)
- [OSHA at the Door: Be Prepared – April 20, 2023](#)

### Are You Searching for New Team Members?

NLA has assembled a list of state program websites that may be helpful with your workforce needs. Along

with the state programs, we've also included the link to a job posting board used by many universities and colleges called [Handshake](#). The NLA resource page includes additional tools like NLA's downloadable career PowerPoint presentation, [a downloadable PDF flyer](#) which you can customize with your company name and contact information, and a link to the [Project Build MN](#) website.

MN Dealers & Suppliers: increase your company's exposure to high school and college students seeking a career in the LBM/construction industry by participating in Project Build MN's Career Connections flyer.

For the past 5 years, NLA has been a supporter of [Project Build MN](#) to promote careers in construction and our industry. Last year, PBM held presentations with over 50 high school and college classrooms and spoke with over 700 youth about career opportunities within the trades. PBM's goal for 2023 is to conduct even more presentations with the intent of reaching over 1,000 kids.

Don't miss this opportunity to promote your company and the jobs you have available!

Click [HERE](#) to visit NLA's Workforce Resource page



Online Training for the  
Lumber & Building Material Industry

**FOUNDATION**  
The cornerstone of knowledge for the building materials industry

Training is a Click Away  
foundationlms.org/nla

### 2023 Special Events

Save the dates for NLA's annual special events – a fantastic time to enjoy the day with business associates and friends away from the office!

#### Nebraska Golf Event Tuesday, June 6, 2023

Eagle Hills Golf Club  
501 Eagle Hills Drive  
Papillion, NE

#### Iowa Golf Event Thursday, June 8, 2023

Beaver Creek Golf Club  
11200 NW Towner Drive  
Grimes, IA



#### Inclusions at Each

Golf (18 holes)  
Cart  
Drink Tickets  
Dinner & Prizes

#### Timing at Each

11:30 am - 4:30 pm  
Golf - Shotgun Start  
  
4:30 pm - 5:30 pm  
Dinner & Prizes

#### Pricing at Each

\$120 per person (member)  
\$150 per person (non-member)

### Iowa Wine & Whiskey Event

NLA Mill Tours are an 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.

#### Get Registered

**Dealers and guests** - register online: [www.nlassn.org/page/Events](http://www.nlassn.org/page/Events) or contact:  
Tony Cook | Email: [tcook@nlassn.org](mailto:tcook@nlassn.org) | Phone: 763-595-4057

**Suppliers/sponsors** - all suppliers must register as a sponsor in order to attend the events. Find out more information and register by contacting Tony.

### 2023 Mill Tour

Save the dates for NLA's annual special events – a fantastic time to enjoy the day with business associates and friends away from the office!



Join us this fall & let's travel together to...

## Upstate New York

*(Adirondack and Catskill Mountain regions)*

*Destination is subject to change based upon industry tour, attraction, and hotel availability. Itinerary and dates will be shared very soon! (The tour will be last week of September or 1<sup>st</sup> week of October 2023) Registration will open in late May/early June, but you can join the interest list at any time to get first access once registration opens!*

Sign up for alerts at [www.nlassn.org/page/MillTour](http://www.nlassn.org/page/MillTour) or reach out to Jodie Fleck at [jfleck@nlassn.org](mailto:jfleck@nlassn.org) or 763-595-4058.

### Featured Program of the Month: RAKA

*From handling to rentals, RAKA is the right choice.*

As your regional leader in new, used, and rental equipment, look to RAKA for the right parts, service, sales, and warehouse solutions. RAKA's Handling and Rentals business is here to provide a full coverage solution for all your material handling needs.

**RAKA**<sup>™</sup>  
Handling

For over 40 years, RAKA has been the trusted resource for sales, rentals, and service. With their regional focus, unmatched level of personal touch, experience and knowledge, RAKA stands apart as the right choice for rental and material handling equipment.

Should you have an upcoming need for forklift additions, replacements, or updates, reach out to [Jeff Reynolds](#) for more information or to have Jeff put you in touch with the appropriate sales representative in your area.

*Call our  
Association Partner!*

It's Our Business to Protect Yours  
**FEDERATED**  
INSURANCE<sup>®</sup>

### OSHA's Injury Tracking Application and Form 300A: Due March 2, 2023

Each year, OSHA requires employers to report injury and illness data by submitting Form 300A through the Injury Tracking Application portal, which you can access [HERE](#). This is a secure website that offers three options for injury and illness data submissions: You can manually enter your data, upload a CSV file to add multiple locations at the same time, or transmit data electronically via an API (application programming interface). **Lumber and building material dealers with 20 or more employees at any one location must submit Form 300A with information on workplace injuries and illnesses.** Submissions covering 2022 workplace injuries and illnesses are due by March 2, 2023. Click [HERE](#) for more information and answers to frequently asked questions. Click [HERE](#) for OSHA's Injury Tracking Application portal, where you can submit Form 300A.

**U.S. Escalates Softwood Lumber Trade War with Canada**  
From NLBMDA



The United States is escalating the ongoing trade war with Canada over softwood lumber. The U.S. Department of Commerce announced last month that it is increasing tariffs on Canada's two largest timber companies, West Fraser Timber Co and Canfor Corp, while maintaining duty rates on other Canadian businesses that range from 7.29% to 9.38%. West Fraser's current duty rate of 8.25% will increase to 9.38%, while Canfor's rate of 5.87% will rise to 7.29%. The new rates, which will take effect in August or September after a final review is completed, were filed by the Commerce Department following its fourth administrative review of anti-dumping and countervailing duty orders on softwood lumber products from Canada. Canadian Trade Minister Mary Ng issued a statement calling the tariffs an unjustified "tax on American consumers that increases building costs at a time of surging inflation," and vowed to pursue legal avenues under both the U.S.-Mexico-Canada Agreement (USMCA) and the World Trade Organization.

[Continue reading...](#)

## HR Question of the Month – Probationary Periods?

From *Federated Insurance*



### Question

We would like to establish a 90-day "probationary period" for our new hires. Is there anything we should be aware of?

Read answer at [www.federatedinsurance.com](http://www.federatedinsurance.com).

A banner for the Minnesota Builders Exchange (mbex). On the left is a circular logo with a blue background and white text that says "mbex". To the right of the logo, the words "reporting", "advertising", and "networking" are stacked vertically in a white, sans-serif font. Below this, the text "Minnesota Builders Exchange" and the website "www.mbex.org" are displayed in white. The background of the banner shows a silhouette of construction cranes against a blue sky.

## Classifieds

### Help Wanted - Building Material Sales/Estimator

If you are looking for an interesting, fast-paced, ever-changing environment in which to apply your skills and building material knowledge then this is your landing spot. St. Peter Lumber Company, located in south central Minnesota, is seeking self-motivated, energetic individuals for full time residential and industrial building material sales and estimating. St. Peter Lumber Company is committed to providing quality building materials and services, relying on our extensive industry knowledge and experience to make sure that every project we sell exceeds customer expectations.

Your Qualifications and Benefits (include but not limited to):

- sales experience in the building industry or related field (required)
- ability to read plans (required)
- drafting and design skills on CAD or related software (preferred)
- cabinet design on 20/20 or related software (preferred)
- material take off skills (preferred)
- excellent written and verbal communication skills as well as proficient computer skills
- \$40K Base salary plus commission (based on experience) with unlimited potential
- Simple IRA retirement with up to 3% company match
- Health & dental insurance
- Vacation, sick & holiday pay

Send resumes to [cdeblieck@stpeterlumber.com](mailto:cdeblieck@stpeterlumber.com) or call 507-931-3200 for more information.

### 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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