



NLA's Monthly E-Newsletter

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NLA Welcomes Members of Mid-America Lumbermens Association to the Family

NLA & MLA merge on September 1, 2023

Friday, September 1, 2023 marked a new chapter for two industry organizations and partners!

On behalf of the members, board(s) and staff, we would like to extend a HUGE welcome to the members of Mid-America Lumbermens Association (MLA)!

As has been communicated over the past few months, NLA and MLA agreed to merge in February 2023 and the members of MLA approved the measure via a member vote on May 15, 2023.

Effective September 1, 2023, all MLA members in good standing are now members of Northwestern Lumber Association.

We welcome over 200 NEW retail dealer member locations and all of the Associate/Vendor members of MLA to NLA and look forward to serving you in the weeks, months and years to come.

To learn more about NLA, please visit us at www.nlassn.org.

**Note: A new website and logo is being finalized and will be announced soon!*

To read the official press release announcing the merger of NLA & MLA, please click [HERE](#).

Join Us for the 2023 Sunflower Shootout on October 12, 2023!

There is still time to sign up!

Join the association, the Kansas Lumber Dealers State Committee and your fellow dealers and suppliers at Colbert Hills Golf Course in Manhattan, KS on Thursday, October 12, 2023, for the 2023 Kansas Sunflower Shootout!



[Continue reading for full details](#) or [click HERE for registration form](#).

Thank you to our sponsors: [Blish Mize](#), [Central Lumber Sales, Inc.](#), [Dealers Choice](#), [Empire Moulding & Millwork](#), [Federated](#), [Frontline](#), [Hixson Lumber](#), [LP Building Solutions](#), [Mid-Am Building Supply](#), [Monarch](#), [RION Equipment](#), [Schutte Lumber Co.](#), [Simpson Strong-Tie](#), [Sprenger Midwest](#), [Trex Company, Inc.](#), and [The Quikrete Companies](#)

2023 Wine & Whiskey Event

Saturday, October 14, 2023 | 10:45 am – 4:15 pm

Join Northwestern Lumber Association for the annual Iowa Wine & Whiskey event on Saturday, October 14th! Sit back, relax, and sip as we pick you up at The Rewind Hotel in West Des Moines and chauffeur you around the greater Des Moines area with fellow LBM colleagues & friends to taste the local flavors at a distillery, cidery and brewery. THERE ARE ONLY 4 SPOTS LEFT!

Current sponsors for the event are [Data Business Equipment](#), [Empire Moulding & Millwork](#), [Federated Insurance](#), & [Minnkota Windows](#).

[Click here for more information and to register.](#)

2023 Connection Conference & Golf Event Omaha, Nebraska - Wednesday, November 8, 2023

Daytime Conference 10:00 AM – 4:00 PM



Omaha Marriott Regency
10220 Regency Circle, Omaha NE

Evening Golf Event & Dinner 5:00 PM – 8:00 PM



Top Golf
908 North 102nd Street, Omaha, NE

Join us for the **Connection Conference & Top Golf Event** in Omaha, NE on Wednesday, November 8th, 2023. **REGISTRATION IS OPEN!**

This new one-day combo event is designed for lumber dealers and suppliers alike to learn and build connections, while also having *a lot of fun*.

[Continue reading...](#)



Your Company's Safety Matters

Safety Pays and Saves Lives

Call for NLA Member DISCOUNTS

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.

Tim Peterson, CHST | VP of Operations, 812-396-3486, tim@oecscopy.com
Melissa Olheiser, OHST | Regional Manager, 701-371-4888, melissa@oecscopy.com

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Safety Audits | Custom Written Programs | Safety Training OSHA Assistance | IH & EH Assistance | Online Safety Training

Women in the Industry Lunch & Learn – September 12

The Elements of Trust from Dr. Brene Brown

Join us online for the September 12th Women in the Industry group meeting. This is your opportunity to connect with other women from both the retail and supply side of the lumber and building materials industry to gain new perspectives, ask questions, and share your ideas. During the September meeting, trainer Teri Trask of T2 Training will continue to share insight on the Elements of Trust from Dr. Brene Brown's book, *Braving the Wilderness*.

Click [HERE](#) to register. This group is open to association members only.

THANK YOU to our 2023 Women in the Industry sponsor - Pennsylvania Lumbermens Mutual Insurance!



PENNSYLVANIA LUMBERMENS MUTUAL
INSURANCE COMPANY

Women in the
INDUSTRY
Lunch &
Learn

2023-2024 Professional Development Catalog is Now Available

In today's ever-changing marketplace, providing team members with professional development and training is critical to long-term success. LumberTech programs offer the vital industry skills that effectively boost your teams' competency and ability to excel. Click [HERE](#) to view the 2023-2024 Professional Development Catalog.

Registration is now open for the October & November classes:

- [Starting October 10 – Gross Margin Mastery Series, Online Course](#)
- [October 25 – LBM Inventory Management, Kansas City, KS](#)
- [October 26 – Improving Profits, Kansas City, KS](#)
- [November 15 – LBM Inventory Management, Iowa](#)
- [November 16 – Risk Management for LBM Dealers, Iowa](#)
- [November 28-30 – Estimating 1-2-3, Inver Grove Heights, MN](#)

Information on locations and registration for other LumberTech classes will be available on our website in the coming months.

Additional Upcoming Professional Development Programs

- [M&A Summit – September 13 -Minneapolis Event Center hosted by True North](#)
- [Family Succession Planning – September 19 – Online](#)



Save the Dates for the 2024 BizCons

Booth Registration Opens in October / Badge Registration Opens in November.



BIZCON NORTH
February 6-7, 2024
(Tues/Wed)
DoubleTree Hotel by Hilton
Bloomington, Minnesota

BIZCON SOUTH
February 21-22, 2024
(Wed/Thurs)
Prairie Meadows Hotel & Casino
Altoona, Iowa



Save the dates for Northwestern Lumber Association's largest annual events – the 2024 BizCon North and BizCon South!

Formerly known as the *Expos*, the reimagined "BizCons" will still focus on bringing our members immense value and business connections via exhibits that feature the latest building products, expert-led educational seminars focusing on sales and operations, and several fun networking opportunities...all while featuring *fresh, new agendas and exciting elements*.

[Continue reading...](#)

Featured Program: WorkSafeWorkSmart.com

The \$60,000 Sawhorse

On a recent trip to Minnesota, everyone I visited reported being very busy and needing additional personnel. We hear this in lumber yards of all sizes, all over the country.

As we passed ANOTHER unmanned forklift, the general manager shook his head and remarked, *That's basically a \$60,000 sawhorse.*"

[Continue reading..](#)



HR QUESTION? of the month



HR Question of the Month - Job Descriptions From Federated Insurance

Question

We are looking for some guidance on job descriptions. What is their benefit? Do we have to list every single duty that an employee might be expected to perform in the job description? What if we forget to include something?

Read the answer at www.federatedinsurance.com.



reporting
advertising
networking

Minnesota Builders Exchange
www.mbex.org

Classifieds

Sales Consultant

Woodford Lumber and Home is looking for a knowledgeable and enthusiastic Sales Consultant who enjoys creating long-term relationships with customers.

Located in the resort community of Clear Lake, Iowa, this full-service home store and lumberyard was recently relocated to an expanded and remodeled facility with a design center and comprehensive paint, tools, and hardware center. Woodford Lumber and Home was named the Northwestern Lumber Association Lumber Dealer of the Year in 2022.

Applicants should have sales experience and product knowledge in the building industry or related fields and drafting and design skills. Cabinet design and materials take-off skills are preferred.

See <https://www.woodfordlumber.com/careers> for a job description and application or send your resume to jobs@cltel.com.

Lumber Dealers - If interested in submitting a classified ad that is published online, in the *Scene...in a Flash!* newsletter, and *Building Products CONNECTION*, please contact Melanie Hultman at mhultman@nlassn.org or (763) 595-4050.

Business Forms, Invoices, Purchase Orders, A/P Checks, Custom Forms, no setup charges, best pricing available! Do a price comparison - contact Diane at (763) 544-6822 or dsass@nlassn.org.



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