



MLA

NEWS YOU CAN USE

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BULLETIN NO. 985

Spring 2011

Ken Blackmon Elected New MLA President

At the spring meeting of the MLA Board of Directors, April 27-28, Ken Blackmon, Ken's Discount Building Materials, El Dorado, Ark., assumed the presidency of the Mid-America Lumbermens Association. The unusual timing for the leadership change was determined some months ago when one of MLA's officers resigned due to his store closing. With that change, Immediate Past President Gary Smith, Smith & Sons Building Center, Andarko, Okla., and Blackmon agreed to split the open year.

Ken will serve as president of MLA for the next 18

months. Ken and his wife, Dolores, started their business more than 30 years ago, and it has evolved into a 19,000 sq-ft. home center selling hardware, flooring, cabinets, building materials and sometimes unusual items, such as Yeti coolers.

A complete list of MLA Board members is found on page 14 of this newsletter.



Stay Informed!

Every day in Washington, politicians make decisions that impact your business. From expanding small business' access to health insurance, advancing liability reforms, to adopting common sense, pro-growth tax policies, your perspective and involvement as a business owner can have a powerful impact on how your elected officials vote.

Lumber Dealers Political Action Committee (LuDPAC) provides you with an easy way to pool your resources with other like-minded lumber dealers and help elect candidates who understand and support the building industry's policy agenda. Participating in LuDPAC is an investment in the success of your business.

The mission of LuDPAC is to engage lumber and building material dealers in the political process and promote the building material industry's legislative agenda by electing industry-friendly, pro-business candidates to federal office. LuDPAC allows likeminded members to come together to elect candidates who will be their voice on Capitol Hill. To learn more about advancing our industry's legislative agenda, please complete the LuDPAC form on page 11 of this newsletter and fax or mail it to NLBMDA.

Completing the form does not obligate you to donate to LuDPAC. It does provide you access to information you won't get any other way: Inside information about what's

happening in Washington, what your elected officials are doing and how you can become more engaged. Don't doubt for a minute that those who oppose our views are organized and well-funded to influence Washington politicians – LuDPAC is the only organized effort on our behalf.

Get involved and get informed. The first step is completing the LuDPAC form on page 6.

Call Your Association Hotline For Assistance With:

Accounting Services	Operations Comparison Survey
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Insurance Information	Mergers & Acquisition
Credit Checks	Regulatory Advice

Mid-America Lumbermens Association
Toll Free: 800-747-6529

Members Enjoy Annual Swing-into-Spring



MLA Fishing Tournament - Second place winner Tom Dixon, Beyers Lumber, center, with Robert Uhler, MLA Regional Manager, left, and first place winner Janelle Shadduck, (wife of Kirk Shadduck - The Quikrete Co.), right. "Friendly competition - sorry Tom, Janelle won this year."



MLA Fishing Tournament - First place winner (First place stringer) Janelle Shadduck.



MLA Fishing Tournament - Rex Goranflo, Universal Forest Products, with the biggest bass - 4.31 pounds.



MLA Fishing Tournament - Jason Volmer, left, Universal Forest Products, with the third place stringer award and Robert Uhler, MLA Regional Manager, right.



David Lester, Central States Mfg., left, with the "Most Improved" plaque in the "Top Gun" competition. Robert Uhler, MLA, at right.



Robert Uhler presents "Top Gun" award to Brett Thorne, Thorne Plattsburg Lumber.

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Warrior Building Products

Golf Tournament



1st Place, C Flight - left to right: Rocky Morrissey, Kelley Jenison, Brandon Alles, and Brett Thorne, Chairman. Dan Garcia is not pictured.



2nd Place, C Flight - left to right: Robert Uhler, Larry Lewis, Mark Borchers, and Brett Thorne. (Pat and Scarlott Dowd, not pictured).



2nd Place, B Flight - left to right: John Hall, Rich Anderson, P.J. Van Vactor, and Matt Mills.



2nd Place, A Flight - left to right: Mike Swain, Larry Stanfield, Dick Aufford, Doyle Wiskur and Brett Thorne, Chairman.



3rd Place, C Flight - left to right: Frank Mitts, Mike Edward, Adam Hendrix, Brett Thorne, Chairman and Steve Neuman



3rd Place, A Flight - left to right: Jerry Holmes, David Lester, Dan Prendergast, Brett Thorne, Chairman, and Butch Yeager (not pictured).



3rd Place, B Flight - left to right: Scott Satterfield, Dan Wichery, Mick Wood, and Mike Brauer (not pictured).

Thanks to Kirk and Janelle Shadduck for a Great Steak Fry!



Top photo: Dave Schnettgoecke – Moscow Mills Lumber and Rex Goranflo, Univ. Forest Products. Bottom photo - left to right: Bob Brown, Beyers Lumber; Johnie Alden, Mid-Am Building Products; Robert Uhler, MLA; and Lowell Littrell, Bethany Building Center.

Missouri Awards Six Scholarships

Missouri Lumber Dealers Activity Committee (MLDAC) Awards six scholarships for the upcoming school year. With what is likely the most popular program we offer in the state of Missouri, we have two new and four returning scholarship winners. This is really what this program is all about: helping to shape the future of our kids and workers in the lumber industry. Here is a short overview of the winners:



Christian Bunch – LaPlata

Christian is the son of Danny Bunch – LaPlata Lumber, LaPlata, Mo. He was extremely active in school athletics including baseball, basketball, and golf, earning all-conference and all-district honors in baseball and basketball, while also being very active in academic clubs including FBLA, FCCLA, L-Club, LEO-Club, Science club and Envirothon. With all that, he is still involved in the local church and community-based programs. While being involved and giving back to the community are evidently very important to Christian, he also realized that school work is a priority and has a GPA of 3.83.



He has a very strong work ethic and looks to continue with his success in school at the college level by attending John Wood Community College continuing his study in Business. After college, he is planning on helping his uncle in the insurance business while hopefully running the family lumber yard with his brother, Curtiss, and his dad.

Adam Tucker – Marshall

Adam is employed at LaCrosse Lumber in Marshall, Mo. He has been involved in athletics in high school including football, track and cross country. He has been on the A honor roll all four years and has received his State FFA degree. He also plays viola in the Marshall Philharmonic.



He is going to State Fair Community College in Sedalia

and will take Welding Technology. It sounds like Adam is already a very good welder, working on projects for the lumberyard (designing and building a drywall cart), and providing corrals for local farmers around the area. Adam is very thankful for the scholarship as he is working and paying his own way through college.

Rachel Messamaker – Harrisonville

Rachel continues her studies at Truman State University with the goal of a double major in Spanish and Accounting. With a current GPA of 3.84, she looks forward to another successful year at school. This summer she is taking 12 credit hours at the University in Alajuela, Costa Rica. She explains this is an amazing program where she will live with a Costa Rican family for eight weeks and speak nothing but Spanish while attending classes at the local university.

Kevin Prendergast – Old Monroe

Kevin won the scholarship last year and is continuing his education at Xavier University where he is majoring in Sports Management. With a GPA of 3.53, he meets the standards set forth by the committee, and appears to be doing a great job at school, and already has earned a reputation for being very serious at his school work.

Paige Becker – Freeburg

Paige first won a scholarship back in 2009 and has continued toward her goal of graduating with a degree in Construction Management from Central Missouri State. She currently has a GPA of 3.82 and continues to do a great job in school.

Curtiss Bunch – LaPlata

Curtiss is also a past winner of the MLDAC scholarship and is continuing his education at Bradley University. Along with playing baseball at a Division 1 school, he is still focusing his education on a pre-med degree in Biology, with hopes to one day become a well-respected physician.

Plan Now to Attend the Kansas Sunflower Shootout

Mark your calendar and plan to attend the Sunflower Shootout. This year the event will be held June 10 at the Highlands Golf Club in Hutchinson, Kan. We will have an 8:30 a.m. tee off and this year's chairman will again be Ray Mueller, Clark Lumber Do-it Center, Herington, Kan. For more information contact Robert Uhler at the MLA offices - 1-800-747-6529.

Two Scholarships Awarded For 2011-2012 Academic Year

Kansas Lumber Dealers have awarded two scholarships for the upcoming school year – one to a student from Bonner Springs and the other recipient is from Andale. Here is a short overview of the winners.

LeAnn Stuever – Andale

LeAnn is the daughter of John Stuever with Andale Lumber in Andale Kan. She finished her freshman year at Hutchinson Community College with a GPA of 4.0. She is very active in several organizations including Andale Catholic Youth Organization (CYO) and National Honor Society, acquiring more than 60 hours of community service.



She is also completing a 50-hour internship at an accounting firm in Hutchinson. This has helped to make her decision a little clearer to work in the accounting field. She can even “see herself as an accountant after finishing her college career.” Her current plans have her heading down the road to complete college at Wichita State after getting her Associates degree from HCC.

This scholarship will help her focus more on school by providing some extra support for her college fees, as she is currently paying for the majority of her college expense on her own.

Obituaries

L.D. Davis, former owner of L.D. Davis Lumber and Hardware Co., East Prairie, Mo., passed away on May 4, at the Southeast Hospital in Cape Girardeau. He was a former Board member of the MLA and president of the Southeast Missouri Lumbermen’s Association.

J.W. Hays passed away on April 12, at his home in Macon, Mo. He was the long-time owner of P.E. Jepson Lumber Co. in Macon and Kirksville, Mo.

Virgil S. “Buzz” Lujin died March 25 at Capital Regional Medical Center in Jefferson City. He had worked at Carpenter-Guenther Lumber Co., Versailles, Mo., since August 26, 1946, and then becoming the owner of the company, he went to work every day until November 2010.

Nicole Bishop – Bonner Springs

Nicole is the daughter of Jim Bishop with Vesta Lee Lumber Company in Bonner Springs, Kan. She is also finishing her freshman year at Pittsburg State University, Pittsburg, Kan. with a GPA of 3.88. She is very active in Young Life Christian Ministry, Fellowship of Christian Athletes (FCA), Linwood Lions and Presidential Emerging Leadership Program.



Nicole is planning on becoming a secondary teacher and coach after graduating college with a double major in English and Physical Education with two minor degrees in Coaching and Psychology. With the hope of one day impacting kids’ lives in a positive way, much as she was influenced by many of her teachers and coaches, she has a passion for helping others succeed. With this scholarship, she can realize her goal of having that “positive impact” on the future leaders of tomorrow.

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Help LuDPAC Build Good Government

The Lumber Dealers Political Action Committee (LuDPAC), the political action committee of the National Lumber and Building Material Dealers Association (NLBMDA), has important information to share with you about our political and legislative issues and activities. However, your written permission is needed before we can send this information. This in no way obligates you to contribute to LuDPAC. Simply sign your name for each year below and return the form. Sign all five years for your convenience!

PLEASE FILL OUT THE INFORMATION BELOW. PLEASE PRINT CLEARLY.

COMPANY NAME	
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Yes, I authorize LuDPAC to communicate with my company regarding LuDPAC's political activities. I understand that my company may only grant prior approval to one trade association per calendar year. I also understand that submission of this completed prior approval form does not obligate me or anyone else in my company to make a contribution. Prior approval is granted for the following years (federal law requires a signature for each year):

2011
2012
2013
2014
2015

PLEASE COMPLETE AND RETURN THIS FORM TO LUDPAC BY FAX OR MAIL.

Lumber Dealers Political Action Committee (LuDPAC)

2025 M Street NW Suite 800 · Washington DC 20036-3309

Phone: 202-367-1169 · FAX: 202-367-2288 · <http://www.dealer.org>

Senate Bill 277 - Changes to Lien Process

Senate Bill 277, which makes very welcome changes to the lien process, was signed into law by Governor Mary Fallin on April 6, 2011. The Act will become effective on Nov. 1, 2011.

The bill was authored by Senator Patrick Anderson and coauthored by Senator Sean Burrage. Representative Dan Sullivan, Chairman of the House Judiciary Committee coauthored the bill in the House and helped shepherd it through his committee on a 16-0 do-pass vote. The bill passed on the floor of the Senate 40-0 and on the floor of the House 92-6.

SB277 Brings Two Significant Changes to the Law

First of all, current law requires that claimants on non-residential projects must have sent a pre-lien notice within 75 days of the date of last supply, except on claims less than \$2,500, in which case no notice is required. That threshold amount where notification is required now has been raised to \$10,000.

The more significant change will be that the pre-supply or pre-work "Notice to Owner" requirement is repealed by SB277. Under current law, when there is a claim by a materialman or mechanic against a contractor on an owner-occupied remodel of a single-family residential dwelling, a valid lien may not be filed unless proof can be given that an owner was notified in specific language dictated in the statutes prior to the date of first supply or work by the claimant. In lieu of that notice, SB277 provides that claimants will send a pre-lien notification within 75 days of the date of last supply in a manner consistent with the non-residential notification requirement in order to file a valid lien.

Business Forms

Look to the Association for all your business forms needs. MLA has competitive prices for all stock and custom forms, including business envelopes.

Contact De at the MLA office, 1-800-747-6529 for pricing and more information.

MLA's Roundtable Recently Met in St. Louis

Dan Prendergast and Dave Schnettgoecke of Moscow Mills Lumber served as hosts for the Spring Roundtable meeting. First of all, what a great group of dealers that come together and share "Best Business Practices" from all over our region. I continue to be amazed at the dedication this group has to come together through rain, flood and high water not only for the benefit of their business, but to also help the other members of the group.

Sunday started with a very nice reception at the famed Tony's on Main in historic downtown St. Charles, a great venue to come together and get reacquainted with the group.

Monday morning started with a light breakfast, and then the group discussed several issues facing their yards. Monday afternoon we toured the yard in Moscow Mills, a very nice facility covering just over four acres that has been in operation since 1968. The yard tour is one of the most beneficial aspects of this meeting. You get to have several other owners come to your yard and give you a positive critique of your business. It really opens up the owners' eyes to how they might improve their store, and sometimes shows the group how they might want to update things back at their own locations. Monday night ended with watching the Cardinals play the Florida Marlins. A big thank-you goes out to all of the Associate members that provided tickets for the group!

Tuesday, the group kicked off early again, and then had a health insurance presentation by Dan Garcia, Federated Insurance, that was a very open and frank discussion about this important and timely issue facing all of our members.

If you are interested in getting involved with a roundtable group, please call Robert or Olivia at the Association office. We are planning on starting another group soon.

MLA Calendar of Events

Kansas Sunflower Shootout -

June 10

MLA Annual Meeting and Fall Fling -

Nov. 10-11

Members needing more information about these events should contact the MLA offices at 800-747-6529.

Congressmen Urge EPA Administrator to Halt Expansion of EPA Lead Rule

Recently Rep. Bob Latta (R-OH) and a bipartisan group of 22 additional members of Congress sent a letter to EPA Administrator Lisa Jackson and the Office of Management and Budget expressing concern with the EPA's pursuit of additional clearance testing requirements and expansion to commercial buildings under the EPA Lead: Renovation, Repair and Painting (LRRP) Rule.

"Following EPA's flawed implementation of the original rule last year that resulted in too few certified contractors, lack of training opportunities, poor consumer education and inaccurate lead test kits, the agency went on to remove a provision of the rule to allow consumers to opt-out of the rule if there were no pregnant women or children under six present in pre-1978 housing, effectively increasing the number of homes subject to the rule from 38 million to 79 million. Now, EPA is undertaking two more regulatory actions to expand the scope and compliance requirements of the LRRP well beyond the scope and intent of the original rule," the letter states.

Latta, a member of the House Energy and Commerce Committee, which has oversight of EPA, was joined on the letter by Reps. Austin Scott (R-GA), Tom Latham (R-IA), Leonard Boswell (D-IA), Dan Burton (R-IN), Steve LaTourette (R-OH), Jean Schmidt (R-OH), Collin Peterson (D-MN), John Kline (R-MN), Denny Rehberg (R-MT), Kenny Marchant (R-TX), Louie Gohmert (R-TX), Lynn Westmoreland (R-GA), Jeff Flake (R-AZ), Larry Buchson (R-IN), Steve Womack (R-AR), Marsha Blackburn (R-TN), Mike Simpson (R-ID), Rick Berg (R-ND), Mick Mulvaney (R-SC), John Sullivan (R-OK), Adrian Smith (R-NE) and Michele Bachmann (R-MN).

NLBMDA and its members spent a great deal of time educating members of Congress about the LRRP and encouraging them to sign Rep. Latta's letter. Thanks to those dealers and federated association executives who raised the issue during the spring Legislative Conference and followed up with their legislators to secure their support.

Bill Introduced to Tackle Home Builders' Credit Crunch

Reps. Gary Miller (R-CA) and Brad Miller (D-NC) have introduced legislation attempting to free up restricted acquisition, development and construction lending by the nation's banks.

The issue has been a top priority for home builders seeking to free up capital needed to spur new construction activity. The "Home Construction Lending Regulatory Improvement Act" (H.R. 1755) was introduced May 5 and has 31 additional cosponsors.

H.R. 1755 would address specific regulatory obstacles to the credit needs of the nation's home builders. In a letter to fellow lawmakers seeking support for their bill, Reps. Gary Miller and Brad Miller said that "one of the major reasons for this lack of credit is the overly restrictive actions by banking regulators that have hindered federal and state chartered banks and thrifts' ability to make and maintain loans to qualified small home builders that have viable projects."

To rectify this situation, the legislation would grant authority and guidance to federal and state banking regulators to ensure that financial institutions that provide financing to America's home builders are permitted to make loans, restore liquidity and provide stable financing to the residential housing sector.

Source: National Lumber and Building Material Dealers Association.



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Tips for Generating Endless Referrals

By Bill Lee, BillLeeOnline.com

The last few years have been a challenge for salespeople in just about every part of the country. The time has again arrived in the business cycle for professional salespeople to place more emphasis on sales techniques that take business away from the competition.

Getting referrals is one such sales skill. I have never met a highly competitive and aggressive salesperson that believed that he or she ever has enough referrals – the lifeblood of new business.

Like any sales tool, getting referrals is almost a science. It's hard work and must be pursued continuously. Here are nine tips for generating referrals that work for me:

1. Be generous with personal and professional favors.

In the sales profession, "What goes around comes around." Zig Ziglar puts it this way in his lectures on selling, "To get everything in life that you want, all you have to do is help enough other people get what they want."

Don't do favors for others strictly to induce them to do something for you; you'll be forever disappointed as you sit around waiting. But give for the sake of giving and you'll eventually receive a lot more in return than you gave in the first place.

Look for opportunities to help your prospects make more money, solve their most pressing business problems and be more successful. When you are knowledgeable enough to accomplish these results with your prospects, they will beat a path to your door.

2. Stay close to sales "influencers." Sales influencers are not necessarily decision-makers, but they have a lot of influence on those who have the authority to make buying decisions. It may be a subcontractor who influences where the general contractor does business, or an architect, or a designer. It could be a shop foreman who influences the brand and type of capital equipment purchased. Keep all of them on your mailing list. Keep them informed. Look for ways to help the influencers solve their business problems, too.

3. Show a genuine interest in the interests of others. Arm yourself with an arsenal of questions that show that you have more than a casual interest in what is important to those in your network. Questions like:

- How did you happen to go into business for yourself?
- Who has had the most positive influence on your business philosophy?

- What are the primary business challenges you're facing this year?
- What are the biggest mistakes you have made since you went into business?
- If I could do just one thing to help you, what would it be?

The people we find most interesting are the people who seem most interested in us.

4. Ask prospects to give you their business card. There's nothing wrong with handing out business cards, but you're more in charge of your destiny when you ask for someone else's business card. As a highly motivated salesperson, you'll hold onto their business card and be certain to follow up. Don't run the risk that your business card will be tossed in the closest trash bin.

Continued on page next page



The advertisement features a photograph of a wooden deck with a wicker chair and a Mid*Am logo. The text on the image includes:

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Announcing

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The Mid-America Lumbermens Association is proud to team with ComplyAbility to bring you – AND YOUR CUSTOMERS – EPA mandated **Lead-Safe Work Practices training online!**

Who is covered? Painters, Remodelers, Renovators, Contractors, Plumbers, Electricians, Roofers...

All must be “RRP Certified” and use Lead-Safe Work Practices when working in child-occupied facilities or homes built before 1978. To become RRP Certified, individuals doing work that disturbs lead-based paint **MUST** be licensed and take an “RRP” Class from an Accredited Training Provider!

The course consists of six (6) hours of online and two (2) hours of “hands-on” training.

MLA members promote this online training to customers that are impacted by the rule and also schedule a “hands-on” class with ComplyAbility.

The regular online price is \$195 per person. **Your customer’s cost (because you are an MLA member) is just \$175.** Instruct customers to use the MLA Promotional Code: **MLAAO** when registering to receive the MLA discount.

Now you (and/or customers) can take mandated Lead-Safe Work Practices training when it’s convenient.

- No sitting in uncomfortable chairs, in stuffy rooms, daydreaming or thinking about what must be done when returning to work.
- Students learn in a non-stressful environment because they have control over the training experience.
- **No taking time away from their business and no lost income as a result.**
- Instant access to training manuals, required forms, brochures (*Renovate Right* pamphlet that must be distributed to home owners, etc.),
- Plus permanent access to these materials.
- There are many additional benefits to online training!

Impacted Individuals Must Act Now to Avoid Stiff Financial Penalties!

All of the forms, manuals and other materials are accessible via the ComplyAbility LeadSafeOnline system...Licensed Firm & Renovator Application, Training Verification Record, RRP Rule Handbook, On-the-Job Training Verification Form, and more.

Register @ www.leadsoffline.com or call 1-800-708-6460.

October 5-17

GÄSI Mill Tour - 2011

The Northwestern Lumber Association is offering a European mill tour this year - Oct. 5-17. The tour will include:

- Eleven nights lodging at four-and five-star hotels
- European style breakfast each morning
- Six group lunches
- Five group dinners
- Entrance fee for tour attractions
- Transportation from and to Munich airport and hotel
- Motor coach transportation and driver tip
- Tour operator tip
- Snacks and beverages on bus

Tour fee:

Double: \$2,790/person

Single: \$3,375/person

Airfare is not included in the tour fee.

The GÄSI (GAY cee) Mill Tour will explore these beautiful countries:

Germany - The ultra modern city of Munich is contrasted against its infamous past where the Third Reich was born and nestled at the foot of the Bavarian Alps.

Austria - A weekend in Salzburg, made famous by The Sound of Music and Mozart. Our tour begins in the heart of Austrian Alps visiting the timber processing plants.

Slovenia - Formerly part of Yugoslavia until 1991, when they gained their independence. The business tour continues in this undiscovered gem of a country by hiking through managed forests in the Julian Alps, seeing harvesting techniques and visiting a wood house-builder's assembly plant.

Italy - A Saturday excursion to Venice. Boating through the canals, touring a glass factory and enjoying the food, sights and wine.

Learning Tour

The GÄSI Mill Tour presents a unique opportunity to see the full process of a wooden house built in Central European

style. We visit the spruce and larch forests in the Julian Alps, learn about their harvesting methods and watch the timber processing at two different manufacturers.

In this part of Europe wood homes are the exception – not the rule. Typical building materials are concrete and brick, so the builders we visit have centuries of misconceptions about wood-built construction to overcome in selling their homes. Technologies used are slightly different, as is the construction process.

Our hosts at each of these companies are very willing to share their knowledge, answer your questions and ask you questions about our techniques. This will be an engaging cross-cultural exchange.

The Companies

Hasslacher Nordic Timber (www.hasslacher.at/en.html)

From tree trunk to finished roof frame, this Austrian timber producer is well known for its quality products and integrity. The company's founders are environmentally conscious and use technology for complete use of the timber and improving air and water quality in the process. We will tour their GLU-LAM plant at their headquarters located in Sachsenburg.

KLH (www.klh.at) KLH is the market-leading manufacturer of large-format glued laminated timber elements, which are used worldwide under the brand name "KLH" as structural wall, ceiling and roofing elements. Their cross-laminated timber technology has been written about in industry publications in the United States recently and is gaining increased interest. Their efforts in contributing to a livable environment and using innovative advancements in this industry also contribute to the reasons why their customers do business with them.

Wigo Haus (www.wigo-haus.at) Their patented pre-fabricated system has earned Wigo Haus the Innovation and Research Award of Carinthia. The wall-ceiling-roofing system is a complete high-quality product constructed with the utmost care in its manufacturing process. In their construction process, great planning is used to keep the local ecology in mind. Each home is highly energy efficient using a cellulose insulation. The designs vary to meet their customers' individual desires whether it be modern, timeless or rustic.

Continued on next page

Riko Home Builders (www.riko-haus.com) This home builder/assembler made its start in the industry by providing wood elements to a foreign partner in 1997. By 1999, the innovators at Riko used their technical knowledge, improved their technology and overtook their partner in the wood home manufacturing process. Today, they ship their product across Europe from Sweden to Italy. Sensitive to ecological issues, their homes are energy efficient and designed to make minimal impact on the environment. Their stylish and varied designs are used not just for homes, but also for other projects such as small hotels.

Sightseeing

Of course, a tour such as this will include many historical sites, breath-taking landscapes with different libations and cuisines to sample. Here are just a few of the highlights:

Munich - This cosmopolitan city does not shrink from its past where Hitler first organized the Nazis, but in fact speaks very openly. We will visit Dachau, Olympic Park, Maria's Square, King's Square and Augustiner Beer Hall. The striking architecture, warm-hearted people and cold beer is a great place to start the tour.

Salzburg - Birthplace of Mozart and filming location for *The Sound of Music*, this small but sophisticated city is nestled in the Austrian Alps protected by the Hohensalzburg (the castle overlooking the city).

Bled - A quaint, charming Slovenian village at the foot of the Julian Alps. The natural beauty of the Alps, lake and forests will take your breath away.

Ljubljana - The capitol city of Slovenia is a shopper's mecca of fashion and arts. The restoration of its old city and redevelopment of its new city center under the communist government is another interesting study in contrasts.

Venice - The city of romance! Gondolas, winding narrow streets, restaurants overlooking the canals, and stunning architecture.

MLA Members interested in participating in the European Tour should contact Northwestern Lumber Association for registration materials and more information:

Northwestern Lumber Association
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