

LUMBER ASSOCIATION OF CALIFORNIA & NEVADA



WHY YOUR BUSINESS SHOULD BE A MEMBER OF LACN

For nearly 100 years, the Lumber Association of California & Nevada (LACN) and its predecessor organizations have been dedicated to representing the independent lumber and building materials dealers in a variety of ways.

Educational programs and training, representing the industry's interests at the local, state and federal level and with a wide range of information that increases your operating effectiveness and efficiency are just part of what LACN offers. LACN will keep you informed and help you save money.



LACN has available a wide range of materials including safety and loss control materials, lumber mold and other legal issues, "green" building information, regulatory issues information and new laws, management reports, and industry promotional materials. LACN also provides you with new and critical information regularly.

What does LACN do?

Be a part of the association that supports your industry!

Government Affairs is a high priority for LACN. LACN is the voice of the industry with expert lobbying services in both California and Nevada, and with staff professionals with more than 30 years of legislative experience. Additionally, LACN monitors state and federal regulatory agencies and strives to influence their actions to our benefit. We're also represented in Washington DC by the governmental affairs program of the National Lumber and Building Materials Dealers Association.



Our objective is to minimize government intrusion into your daily business, and to provide services and information to make your business more profitable.

LACN offers educational and training programs throughout the year on a variety of timely subjects. Additionally, the annual convention provides access to industry and professional leaders and speakers with programs that are vital to your business.

Strategic alliances with insurance companies and brokers, credit card processing services, office supplies and forms, as well as discounted pricing on equipment are available to LACN members.

Networking and interaction with others in the industry is invaluable. New ideas or just another way of looking at a challenge through member interaction can give you a competitive advantage. LACN can provide you with quality opportunities to network with peers, customers and suppliers. Stay up to date on a changing industry.



Golf events, receptions and programs, dinners, an annual government affairs day, an annual convention with industry leaders, and other special events add to LACN membership value.

LACN is governed by a Board of Directors from all facets of the industry and from across the region. A full time professional staff manages the organization from the Sacramento area office. Contract government affairs consultants monitor legislative and regulatory actions affecting the industry.



A weekly e-mail update keeps members aware of the latest in industry and association news, business trends and business practices, government actions, safety, and economic information. A monthly newsletter covers even more of the industry and association activities.

Have a specific question or issue? LACN will help you find an answer confidentially and rapidly. Your investment as a member of LACN can save you thousands of dollars and help you avoid problems.

LACN can be contacted at 800/266-4344 or 916/235-7490
or e-mail LACN Executive Director Ken Dunham at kend@lumberassociation.org.

Visit the LACN website at www.lumberassociation.org for more information.

Offices are located at 177 Parkshore Drive, Folsom CA 95630

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Here's what you have access to as a member of LACN.....

MEMBER BENEFITS, PRODUCTS, SERVICES AND PROGRAMS

■ GOVERNMENT AFFAIRS

- LACN is your advocate** at state, federal and local government levels. Professional lobbying & representation at regulatory agencies.
- Legislative** briefings, reports and events throughout the year.
- LACN PAC** – a state-reporting political action committee contributing more than \$50,000 in an election cycle to industry-friendly legislators and state officials.
- “Grassroots Legislative Meetings”** – an opportunity to bring state and federal officials to your business to give them a better knowledge of our needs.
- Annual Government Affairs Day & Reception** – a day in Sacramento each year with issues briefings, meetings with legislators, speakers and programs, and a reception.
- Federal legislative issues** are monitored and lobbied by LACN, largely through the government affairs programs of the National Lumber & Building Materials Dealers Association.
- LACN's Government Affairs Council** offers participation in the association's legislative actions, recommending policy and reviewing issues.

■ INSURANCE PROGRAMS

- Property & Casualty insurance** is available from LACN's endorsed property & casualty provider, Federated Insurance
- Workers Compensation insurance** is available from LACN's endorsed workers compensation broker, Owen-Dunn Insurance Services
- Medical/Health/Vision/Dental** benefits are available from LACN's endorsed provider, United Agricultural Benefit Trust.
- LACN monitors and reports** regularly on insurance issues and rate-setting processes.

■ MEMBER EVENTS

- LACN's Annual Convention** is held in late fall in various locations. It features industry reports and programs, speakers, trade show, dinners, receptions and networking.
- Golf Tournaments** are important networking, marketing and social events. Three golf events are held each year.
- “Second Growth”** is LACN's “under 40” group of young professionals, sales and managers. Dinner meetings and programs are conducted throughout the year.
- The National Lumber and Building Materials Dealers Association** has communications and reports throughout the year. An annual convention is also held each fall. All LACN Dealer members are automatically members of NLBMDA.

■ PUBLICATIONS

- Weekly E-Mail** with reports on a wide range of industry issues, activities, events and news.
- Monthly Lumber Log newsletter** with industry news, events and more. Advertising is available.
- Annual Members & Services Directory** with member firm information, products and services and useful industry information. Advertising is available.
- Lumber Mold brochures** and additional materials explaining mold and fungi issues from reputable scientific sources.
- LACN Legislative Reports** issued periodically on state and federal issues, regulatory and political activity.
- “Lumber Industry Information”** is a two page handout on the impact of the lumber and building materials industry in California.
- “It's Not Toxic”** is a two-hour educational seminar on mold issues, professionally videotaped in 2002 and available on DVD. This is as timely today as in 2002.
- Lumber, Wood Products and Industry Publications** produced by a variety of organizations with similar interests to LACN. Subjects include environmental issues, certification programs, “Green Building” issues, general business information and more.

■ BUSINESS SERVICES

- Discounted and promotional pricing** on lift trucks and other equipment through participating members.
- Forklift safety** and operational training programs.
- Business forms** and supplies.
- “Proposition 65”** warning signs for your business.
- License Plate Holders** promoting lumber use.
- Credit Card processing** services.
- California & Federal Employment Notice** posters.

■ EDUCATION, TRAINING & SEMINARS

- Seminars and educational programs** throughout the year on a variety of subjects.
- Video Training** is available through LACN's workplace training library with more than 100 subjects.
- Lumber & Building Material Reference Manual** – a basic guide to the lumber and building products industry, especially useful for new employees. Comprehension tests are also part of the materials and also available in Spanish.
- “The Scope of the Lumber & Building Material Industry,”** published by the NLBMDA with comprehensive data on the industry, benchmarking information and industry trends.
- Safety** information and procedures.
- Industry Promotion** through teacher tours, participation in student workshops and other industry activities with related associations and educational foundations.