


# 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 – **and keeping those who supply the industry as producers, wholesalers and service providers in contact with the industry.**

 **Being a part of LACN is a good decision for your business.** As an **AFFILIATE Member** you'll have access to the membership lists for business contacts, be included in the annual directory, be part of LACN events throughout the year with opportunities for networking and business contacts.

You'll have access to discounted advertising in LACN publications, and be able to participate in industry activities throughout the year.


We'll work with you getting your message to the LACN members.

### **What does LACN do?**

**LACN provides information and services critical to the lumber and building materials industry.** The association has extensive communication capacities and information on industry issues, conducts educational programs and training, and represents the industry's interests in governmental affairs at all levels.

### **Be a part of the association that supports your industry.**


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 advocacy. Additionally, we're represented in Washington DC by the governmental affairs actions of the National Lumber and Building Materials Dealers Association.


 **LACN is one of the largest regional lumber and building materials dealer associations in the country! The majority of the region's lumber and building materials dealers are members of this organization.**

**Our goal is to minimize government intrusion into the daily business of this industry and to assist members in being more profitable and efficient.**

**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 over others in the industry. LACN can provide you with quality opportunities to network and stay up to date on a changing industry.

 **Golf events, receptions and program, dinners, an annual government affairs day, an annual convention as well as special events throughout the year add to LACN membership value.**

 **Your investment as a member of LACN can save you thousands of dollars in business contact time and effort, and assist you in targeting those you need to reach.**

 **Members prefer to do business with members. Membership provides the opportunity to build relationships that work.**

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

Visit the LACN website at [www.lumberassociation.org](http://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.