

NHLA BENEFITS

As a member of NHLA, you are part of the oldest and largest hardwood association, representing all sectors of the hardwood industry. NHLA offers members the opportunity to make new industry contacts and strengthen business relationships; connect with buyers and sellers from around the world; training and resources to help your business prosper and avenues to help promote and market your business. Membership in NHLA provides the tools necessary to succeed in a competitive global economy now and in the future.



NETWORKING & MARKETING

- **NHLA Annual Convention & Exhibit Showcase** – The annual convention provides attendees the opportunity for direct, personal contact with industry leaders, exhibitors, and customers. Educational seminars, keynote speakers and peer networking opportunities are all part of the annual convention. NHLA members receive exclusive discounts on registration fees and exhibit space.
- **Hardwood Matters Magazine** – Published 11 times per year, the award-winning *Hardwood Matters* is distributed to more than 26 countries, including the United States and Canada. Advertising in *Hardwood Matters* will allow your company to effectively reach the broad and diverse hardwood industry. NHLA members receive exclusive discounts on advertising.
- **Online Interactive Membership Directory** – A complete NHLA who's who member directory is available on NHLA.com. All NHLA members are provided a complimentary directory listing that is searchable by a number of parameters.
- **Instant Integrity** – Strengthen your sales calls, gain recognition and a foothold within the industry that other associations cannot provide with the NHLA logo. As a member of NHLA, you have the exclusive right to use the NHLA logo on your marketing vehicles – print, website, etc.
- **Get Connected** – NHLA has numerous ways to get involved. For more than a century, NHLA rules have set the standard around the world and give North American hardwoods a competitive advantage. The rules are an integral part of NHLA. All “active” category members have an opportunity to vote on any rules changes that may be initiated. Members can also volunteer to serve on a committee with other industry peers and “active” category members are eligible to serve on the board of managers.

INDUSTRY SERVICES

With more than 110 years of experience serving the industry, NHLA knows the industry and has developed services geared toward helping companies increase yield, comply with government regulations and improve efficiency. NHLA members receive exclusive discounts on inspection and heat treatment services.

- **Rules** – The NHLA lumber grading rules are the foundation of the uniform system of trade for hardwood lumber and give North American hardwoods a competitive advantage. To stay timely and relevant the rules are evaluated every four years. Any changes to the grading rules are proposed and voted on by NHLA members. The rules change process, is an integral part of being a member.
- **Inspection Services** – NHLA has a team of Inspectors located throughout the world to meet all your needs including: lumber inspection, “on the job” training, and dispute resolution.
- **Heat Treatment Audit Services** – Accredited by the American Lumber Standards Committee (ALSC), the NHLA Heat Treatment Program offers unique benefits and advantages to members that are involved in manufacturing wood packaging material. The NHLA Heat Treatment Audit Program is available for fabricators, recyclers and heat chamber operators.
- **NHLA Financial Guarantee Program** – This program takes the worry and stress away when dealing with a new customer, a repeat dispute customer or a high dollar item with little margin for error. An NHLA Inspector will grade your lumber, strap and seal the load with official NHLA steel ID clips and guarantee the value of your shipment.
- **Facility Grade Certification Program** – This quality assurance program is designed to help differentiate your business from the competition and assure customers that your lumber is on grade.
- **Technical Expertise** – NHLA provides expertise and information on all aspects of forest management, lumber production and forest certification programs.

EDUCATION

NHLA offers training and resources to meet your specific needs. Our members receive exclusive discounts on all educational programs.

- **Inspector Training School** – The 14-week course teaches the rules and applications of the NHLA grading system and prepares students for a career in the hardwood industry.
- **Leadership and Management Development** – Structured as a two-part series, the first session is held at NHLA headquarters. Students explore and identify top leadership styles, tour innovative area companies that have proven excellence in leadership, management and development, learn problem solving and team building skills. Part two is held in Washington, D.C. where students learn the inner-workings of Capital Hill and explore the ways that various pieces of legislation affect the hardwood industry. Students are trained to lobby for the industry and have a chance to put those skills to the test during scheduled meetings with legislators.
- **Hardwoods 101** – Designed to offer the basic ins-and-outs of all things hardwood, attendees will follow lumber from the forest to the market. This multi-day course is perfect for new comers to the industry, office staff, or sales people who may have been part of the company for years and just want to know more about the inner workings of the industry.
- **Continuing Education** – The NHLA Short Course Program is designed to provide a complete educational program in a three, four or five day format. NHLA Inspectors are also available to evaluate and train your lumber inspectors at your facility.

PROMOTION & COMMUNICATION

- **Hardwood Matters** – The voice of the hardwood industry. This award-winning magazine connects NHLA to its members as the flagship communication vehicle of the Association. *Hardwood Matters* provides members with relevant and timely information that affects all sectors of the hardwood industry. NHLA members receive a complimentary subscription.
- **eNewsletter** – Members have the opportunity to sign up for exclusive members-only eNewsletters. E-publications contain breaking news announcements, member events and special notes of interest delivered directly to members.
- **NHLA Website & Online Job Board** – NHLA.com is the resource of all things NHLA. Here you will find the most up-to-date Association news, industry information, upcoming events, educational calendar, online registrations and job postings. NHLA members have exclusive rights to post job openings to the online job board, free of charge.

- **Awards & Recognition** – For more than 13 years, NHLA has honored those members who exemplify excellence in forest stewardship through the Forest Stewardship Award. Annual winners are recognized for their distinguished efforts in five areas of forest stewardship: public education about forest stewardship; political involvement to benefit forest stewardship legislation; promotion of forest stewardship to private forestland owners; forest management practices if employed on company owned lands and mill/business activities which maximize utilization of the resource. The award is presented during the NHLA Annual Convention & Exhibit Showcase.

ADVOCACY

NHLA makes sure your voice is heard in Washington, D.C. We are a founder and leading partner of the Hardwood Federation. The Federation was created to represent a strong voice on legislative issues impacting the hardwood community. NHLA's government relations program works in conjunction with the Federation to develop policy positions, provide education to law and policy makers and raise money to support candidates who are industry friendly. As a member of NHLA, you have the opportunity to participate in the Hardwood Federation Political Action Committee.

EXCLUSIVE SERVICES AND DISCOUNTS

- **LUA VIP Insurance Program**
Lumbermen's Underwriting Alliance (LUA) is an Endorsed Service Provider of NHLA. The VIP Program gives NHLA members the opportunity to earn up to a 10% return of their property premium based on the loss results of the group. In 2008, Lumbermen's Underwriting Alliance delivered more than \$350,000 in returned premiums to NHLA and its members who participated in the Value in Partnership (VIP) Program. *Complete information on this program is available.
- **NHLA Exclusive Member Discounts on:**
 - Advertisement in *Hardwood Matters* Magazine
 - NHLA Inspection Services
 - NHLA Heat Treatment Program
 - NHLA Educational Programs
 - Registration for the NHLA Annual Convention & Exhibit Showcase
 - Exhibit Space for the NHLA Annual Convention & Exhibit Showcase
 - NHLA publications, tools and merchandise