

NAWLA Upcoming Educational Programs & Events



Updated NAWLA

Sales Training Manual Course

NAWLA has undertaken a rewrite of the Sales Training Manual. The Education Committee with Eric Canton, the course instructor, has updated the manual to reflect current conditions in the industry. To order your manual, contact the NAWLA office.

Wood Basics Course

New Course, New Instructors
December 5-8, 2005

The Wood Basics Course, to be held in Jacksonville, Florida is now taking registrations. The course offers participants a knowledge base that they will use throughout their careers in the lumber and building materials industry.

During this year's Wood Basics Course in Florida, attendees will benefit from educational tours of Gilman Forest Products sawmill, Rayonier Forest timberlands and a residential housing construction site in conjunction with the Florida Builders Association. The University of Florida and the Florida Department of Forestry is working closely with NAWLA to produce a great educational experience.

Call NAWLA at (800) 527-8258 or e-mail info@nawla.org for more information.

UID

University of Industrial Distribution

March 5-8, 2006

NAWLA offers members an opportunity to participate in the **University of Industrial Distribution (UID)**.

The UID is a concentrated educational program focused on the unique needs of the wholesale distribution industry. Hosted by Indiana and Purdue University, the UID program offers an intensive 5-day program.

The UID curriculum is structured with concurrent tracks depending upon participants interest and level of experience. Thus, participants may attend the school for multiple years, learn and grow as their experience grows.

Look for complete details and sign-up forms in the next few weeks. **The 2005 UID sold out early so be sure to apply for the 2006 event early through NAWLA!**

NAWLA Buyers School

February 19-22, 2006

The NAWLA Education Committee in conjunction with a professor from the University of Wisconsin and an instructor from the Institute of Supply Management has created a Buyers Course taylor made for the lumber and building materials industry.

Buying permeates most areas of our businesses and is an essential component of any company. This program will provide attendees the essential ingredients to help be more effective and proficient in the buying process.

Course topics:

1. Supply Chain Management
2. Managing the Flow of Materials
3. Processes, Systems and Performance
4. Purchasing's Role in SCM
5. Cost Management
6. Strategic Sourcing
7. Legal Aspects of Purchasing
8. Organizational Negotiations
9. Steps in the Negotiation Process
10. Strategy

EMI Coming Soon

Executive Management Institute

Senior level management within the forest products industry, CEO's, general managers and executives who want to develop practical strategies toward increased profitability for their companies should attend this program.

The Executive Management Institute, developed by NAWLA and the faculty of the McIntire School of Commerce, University of Virginia, is a program based on case studies that integrate the complete curriculum to stretch imaginations and acquire the edge to excel in today's environment.

Participants will work together in small groups to solve real-life business problems involving various management issues such as finance, marketing and personnel.

EMI will be scheduled for late 2006/early 2007.