



# The Level Set

Weekly News from BLD CONNECTION

January 24, 2024

Northwestern Lumber Association and Mid-America Lumbermens Association are now BLD Connection. *The Level Set* is our weekly bulletin. Watch for this email every Wednesday to bring you up to speed on the latest events, education, and time-sensitive information.

Membership Renewal Made Easy

[Click to Pay Now!](#)

Questions? Call (888) 544-6822



## Events & Outings

### Upcoming

- February 6-7, 2024 – BizCon North, Minneapolis, MN
- February 21-22, 2024 – BizCon South, Altoona, IA
- March 21, 2024 – Wisconsin Connection Conference, Baraboo, WI
- April 9-19, 2024 - NLBMBA Spring Meeting & Legislative Conference
- May 1-2, 2024 - Swing Into Spring, Osage Beach, MO

[VIEW THE FULL EVENTS CALENDAR](#)

Our BizCons were designed *for Retail Lumber Yards*.

We are excited to see you there!

*Please **PRE-REGISTER** so we can plan for your attendance.*



**February 6-7, 2024**

*Pre-registration closes  
at noon, Jan. 26!*

DoubleTree Hotel by Hilton  
Bloomington, Minnesota

[Register for BizCon North](#)

**February 21-22, 2024**

*Register by noon, Feb. 9!*

Prairie Meadows Hotel & Casino  
Altoona, Iowa

[Register for BizCon South](#)

Call (888) 544-6822 for help with registration.

# Join us at the annual Swing into Spring!

May 1-2, 2024  
Osage Beach, Missouri

Registration  
Open!



Fishing | Golf | Cornhole | Steak/Chop Fry



Learn About Improving Relationships with your Pro Customers

What can you do to improve your business relationship with your professional customers? Brad Boycks, Executive Director of the Wisconsin Builders Association will moderate a panel discussion with builders, contractors, and remodelers. Panelists will be asked to share what they look for in a lumber and building material supplier, what their biggest challenges are and ways everyone can work together to improve business relationships.

Click [HERE](#) to view the full schedule and register for the 2024 Wisconsin Connection Conference.

Suppliers...Show Your Support – [Sign up to be a Wisconsin Connection Conference Sponsor.](#)

[LEARN MORE HERE](#)

## Professional Development

### Upcoming Classes & Webinars

- February 12-13 – Blueprint Reading & Material Take-Off, Fayetteville, AR
- February 15-16 – Blueprint Reading & Material Take-Off, Kansas City, MO
- March 5-6 – Yard & Delivery Operations Workshop, Tomah, WI
- March 7-8 – Yard & Delivery Operations Workshop, Eden Prairie, MN
- March 18 – 19 - Blueprint Reading & Material Take-Off, Sioux Falls, SD
- March 21 – 22 - Blueprint Reading & Material Take-Off, Fargo, ND
- March 26 – LBM Inventory Management, Kansas City, KS
- March 27 – Improving Profits, Kansas City, KS
- March 26-28 – Estimating 1-2-3, Inver Grove Heights, MN
- April 23-25 – Estimating 1-2-3, Inver Grove Heights, MN

[VIEW THE FULL PROFESSIONAL DEVELOPMENT CALENDAR](#)



Click on dates for links to registration and full details.

**Blueprint Reading & Material Take-Off with**

This popular workshop provides 2 full days of instruction and

## Casey Voorhees

**February 12-13 - Fayetteville, AR**  
**February 15-16 - Kansas City, MO**  
**March 18-19 - Sioux Falls, SD**  
**March 21-22 - Fargo, ND**

*"...showing the floorplan and elevation and then the photos made it easy to visualize. The program was great!" - Evan*

discussion on residential construction methods, blueprint reading and material take-off. Learn basic blueprint reading by identifying lines, symbols and details while developing an understanding of elevations, floor plans, framing and sectional views. Students will be introduced to various residential construction methods and estimating formulas while working on a basic single level home with a trussed roof.

---

This unique workshop was specifically created to demonstrate to key yard personnel, dispatchers, managers, and business owners the importance for high operational standards in yard and delivery operations. Attendees will assess company processes to gain efficiency and improve your bottom line. Group roundtable discussions provide added insight. The workshop will conclude with a walk-through at a host retail location where key class topics will be reviewed. Students will perform a Yard & Delivery Workshop Challenge for their company.

*"I learned some new deals about forklifts I was unaware of before. And I've also attained some new information to help me do a better job and help my team." - Curt*

## Yard & Delivery Operations Workshop with Emily Overson

**March 5-6**  
**Tomah, WI**  
**Touring All American Do-it Center**

**March 7-8**  
**Eden Prairie, MN**  
**Touring Lyman Lumber Chanhassen**

---

## LBM Inventory Management

*Optimize your inventory by ensuring you have the proper procedures in place to keep an accurate count.*

**March 26 - Kansas City, KS**

Sponsored by:



Learn the importance of accurate inventory management, the costs involved with mis-managed inventory and best practices that companies can use to have an accurate accounting that will benefit all areas of the business. A strong focus is placed on using whatever system (ERP-QuickBooks-etc.) to its greatest capability.

---

Do you know where your business is headed? Devoting time and attention to the details will truly make a difference in the long term for your organization's success. Find tools you can use to move towards your business goals and a healthy bottom line including ensuring proper cashflow, budgeting, inventory controls, keeping score, monthly financial cycle and more! Walk away with greater understanding and a fresh desire to tackle the elements which will reap large rewards for your organization.

## Improving Profits

**March 27 - Kansas City, KS**

*"Whether it's a simple fix or a major new process, Emily will break down the solution sensibly and methodically so everyone can benefit in their own way." Will*

Sponsored by:



## Estimating 123

These classes sell out quickly so register early!

March 26-28 – Inver Grove Heights, MN

April 23-25 – Inver Grove Heights, MN

Based on their skill level, attendees choose between Day 1 & 2, Day 2 & 3 or ALL three days.

Sponsored by:



On Day 1, attendees will learn basic blueprint reading by identifying lines, symbols and details while developing an understanding of elevations, floor plans, framing and sectional views. Day 2 introduces the class to various residential construction methods and estimating formulas while working on a take-off of a basic single level home with a trussed roof. Day 3 moves into the more advanced areas of a material take-off including irregular layouts, doors, windows and millwork.

*"Casey is an amazing instructor and simplified things. This really will help do estimates more efficiently."*  
Jacob

## Resource of the Month



### Keeping People Safe for Over 30 Years: New OECS Video

Are you wondering what sets OECS apart? Watch their brand-new YouTube video for a glimpse into their top-notch safety consulting services. Listen to testimonials from their clients and see how OECS can assist you in creating a culture of safety.



BLD Connection members receive discounts on OECS safety services!

Contact Ari Cook at [ari@oecscply.com](mailto:ari@oecscply.com) for details or visit [www.oecscply.com](http://www.oecscply.com).

## Classifieds

### HELP WANTED

Shelby Lumber Co. is currently seeking to fill a full time position for their Manager position at their Lumberyard in Shelby, NE. Candidate is responsible for buying & managing inventory, ordering product, retail & contractor customer service & overseeing daily lumberyard activities. Benefits include: Salary, paid vacation, health insurance, 401k retirement, employee pricing and bonus opportunities.

---

Contact [jason@shelbylumber.com](mailto:jason@shelbylumber.com) with questions or to submit resume.

---

**HELP WANTED**

Forest Products Supply is looking for an individual to join our sales team in Omaha, Nebraska. Call 402-415-0080. Ask for Jerry. [www.fp-supply.com](http://www.fp-supply.com)

**[BLD CONNECTION]**



**BLDCONNECTION.ORG**

---