



NRLA/LBMDF Roundtables

NRLA/LBMDF roundtables involve non-competing retail lumber dealers who meet to discuss “best practices” and set goals and accountability for financial and operational success.



The Roundtables draw heavily from Maryland, New England, New Jersey, New York, Pennsylvania, but include dealers from beyond the NRLA territory.

Highlights:

- Compilation and analysis of all roundtable information, including financial and operational performance data.
- Roundtable groups meet twice a year near a member location.
- Tour of member facility.

Sometimes you can bring home ideas that can immediately start saving you time and money.”

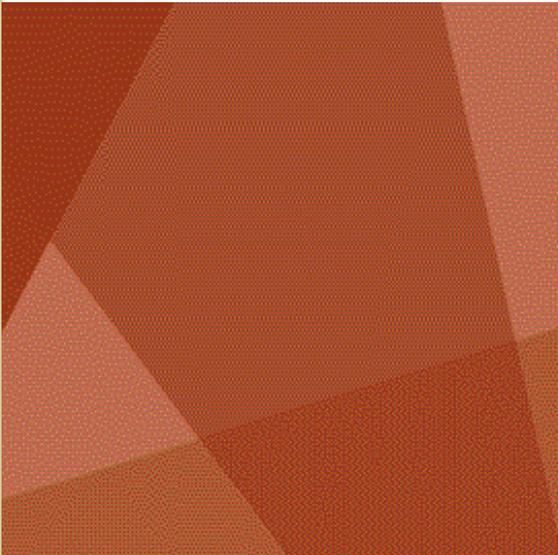
–Stan Ingalls, GNH Lumber
Greenville, N.Y.

Join a Roundtable Today!

Contact the Education Department at 800-292-6752, or education@nrla.org for more information.

"The roundtable is very helpful to learn from top performing companies. I really enjoy it...the learning curve is not as steep after a few years but still worth it."

–2018 Roundtable Participant



"There was an emphasis on location visits with conversations and ideas gained, and expanded discussion on topics relating to leadership, HR, and product mixes along with focuses and strategies within specific departments that increase sales therein."

–2018 Roundtable Participant

About NRLA/LBMDF Roundtable Meetings:

Meetings are intensive and require advance preparation by the member companies, but there is also a net-working aspect to each gathering. The hosting member's yard is usually toured and their operations analyzed. Members set performance and other goals at each meeting and relate their progress and challenges at subsequent roundtables.

Roundtable meetings take place for one and a half to two and a half days, twice a year. Companies are responsible for a facilitator fee for the roundtable two times a year for as long as they are members, as well as expenses for their attendance at individual meetings.

For those familiar with NRLA/LBMDF roundtables, it is no secret that they provide a tremendous value. In fact, members often credit their roundtable participation with making their businesses more profitable, better focused and more able to anticipate and manage change.

Recent Agenda Items Have Included:

- Margin Improvement
- Performance Incentives
- Regional and National Business Conditions
- Best/Worst /ideas
- Pricing Strategies
- Working with Vendors
- Fuel Surcharges
- Green Building
- Marketing Ideas
- Collections Practices
- How to Grow Market Share

Meet NRLA's Professional Facilitator, Ruth Kellick-Grubbs



Ruth Kellick-Grubbs is president of Kellick & Associates, a building supply industry advisory firm serving clients across the U.S. and internationally. She is a former trainer and negotiator for both the U.S. and Japanese governments with extensive experience in business development. Ruth worked with BuilderMarts of America to assist them in creating strategic business initiatives for their dealers, and worked with Bill Lee as a consultant, trainer and speaker before founding Kellick and Associates in 2000. She has worked with more than 250 lumber dealers, many of them NRLA members, assisting them in improving performance and profitability.



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