



PIABC LEVEL 3 NVQ CERTIFICATE IN MERCHANT SUPPLIES - TIMBER (Qualification Number: 601/4021/5)

This qualification has a credit value of THIRTY ONE.

Statement of Purpose

What does this qualification cover?

The primary purpose of the qualification is to enable individuals to demonstrate specific competence and knowledge appropriate for the day to day activities in a merchanting environment dealing with the management of timber and timber based panel products. Specific products may include, for example: sawn timber stock and specials, planed timber, mouldings, windows, frames, flooring, doors, stairs, panels.

The PIABC Level 3 NVQ Certificate in Merchants Supplies - Timber is a national qualification consisting of mandatory and optional units. Mandatory units such as health and safety, sustainable business practice and compliance confirm competence and related job knowledge in the workplace. Candidates then choose units from lists to match their own job role. These job-specific units confirm both skills competence and the necessary related job knowledge – such examples may be: Forecasting development; Stock; Purchasing/Sourcing; Sales; Customer requirements. By the end of the qualification, the candidate should be competent in the job role and have a good understanding of the related job knowledge associated with the role – including terminology, materials, machinery, equipment and processes.

Size of qualification

A minimum of 31 Credits comprising: 17 credits from the mandatory group plus a further 14 credits from the job-related group of units.

Who is this qualification designed for?

This qualification has been developed with employer's advice. Typically, this qualification will suit the following employees:

1. People recently employed in the industry who want to gain a sound foundation to the materials, and management processes that are central to timber supply chain to enable them to operate more effectively. Including Apprentices.
2. People who have been in the industry for some time who want to extend their knowledge and/or gain a recognised qualification.

There is no necessity for any formal entry requirement to this qualification beyond the basic literacy and numeracy expected from anyone entering the wood industry; however candidates may wish to do the PIABC Level 2 NVQ Diploma in Merchant Supplies – Timber, depending upon individual circumstances. There are no age restrictions for this qualification

Indication of Job title(s) Job role(s)

- Trade Counter: Responsible for customer service to Trade and Public on product knowledge and pricing and communicating effectively with customers ensuring their requirements are met
- Estimator: Responsible for pricing accurately potential orders making sure the correct products are being used for new and existing customers

- Yard/Warehouse Operative: Ensuring safe movement of materials within a timber based workplace, responsible for the selecting and packaging of finished materials and products ready for shipping to customers specifications.
- Sales Representative: Promotes/sells/ secures orders from existing and new customers.

Will the qualification support progression to further learning?

Success in this qualification will confirm competence and improve confidence and prepare for Further Education Level 4 related industry qualifications.

Apprentices will also take the associated knowledge qualification PIABC Level 3 Certificate in Understanding the Wood and Timber Industries (60141360) as part of their apprenticeship framework.

Ref	Unit Title	Level	Credit
Mandatory Units: 17 credits required			
L5066134	Ensure compliance with legal, regulatory, ethical and social requirements in wood operations	3	9
L5066027	Promote and maintain health, safety and the environment within the working environment	3	5
M5066028	Contribute to sustainable business practice	2	3
Option Group: 14 credits required			
R5066135	Source timber and timber based products in a commercial environment	3	10
H5066138	Timber and related products stock control and movement	3	8
F5038086	Purchasing timber and timber based products in a commercial environment	2	10
Y6011230	Organise the delivery of reliable customer service	3	6
R5059721	Forecasting trends and developments impacting on range management and buying	4	8
Y5059722	Forecasting product sales, stock and profit levels	4	8
H5066026	Production planning in the wood industry	3	16
T5035671	Source required goods and services in a retail environment	3	10
T5028638	Assessing customers' credit status	3	4
K6017596	Schedule logistics operations to meet customers requirements	3	4
T5028641	Leading a sales or marketing team	3	4

For more information on this qualification or a copy of the qualification specification, please contact Paul Preston on 01476 513896 email paul.preston@iom3.org.