



It's that time of year again when we ask you to nominate the outstanding industry people in Northern New York. The NNYLDA Annual Meeting is coming up on November 18, 2015 and we ask you to tell us who you would like to see honored for the following:

**Vendor of the Year**

This is the supplier that does an outstanding job in supplying products to your company and contributes to the overall success of your business.

**Salesperson of the Year**

This is the vendor salesperson who does an outstanding job in supplying products to your company, training your salespeople on products, and is proficient in solving problems when they arise.

**Counterperson of the Year**

This is an employee who has comprehensive knowledge of the business and products, is well adjusted to serving customers and proficient in coming up with solutions to customer problems.

*This person is selected by a subcommittee made up of associate members.*

**Industry Excellence Award**

This is an employee of the Lumber and Building Material Industry who has dedicated their life to our industry and who is recognized with the utmost respect and regard by their peers.

Please take a few minutes to make your selections for the appropriate categories via the enclosed forms. Limit one vote per category from each member yard.

**Your responses are greatly appreciated  
by Friday, September 4.**

- \* *All honorees are celebrated at the 2015 NNYLDA Annual Meeting on Nov. 18.*
- \* *All honorees are proudly recognized in the Lumber Co-operator magazine.*
- \* *All honorees are permanently added to the NNYLDA plaque which is displayed at the NRLA Headquarters in Rensselaer, NY.*

Thank you in advance for your participation in the selection process. I look forward to seeing you at our annual meeting on November 18!

Sincerely,

Jay Biondolillo  
President, Northern New York Lumber Dealers Association



## 2015 Salesperson of the Year

This year NNYLDA will honor preferred **salespeople** who demonstrate outstanding service to member dealers. These awards are based on feedback received from surveys completed by members.

**Instructions:**

Below is a list of NNYLDA “preferred salespeople.” Please rank the top five salespeople with whom you do business. Please rank salespeople 1 through 5, with **1 representing your top choice. Please rank the top five only.** Your ratings will be combined with results from other members to determine honorees.

When rating supplier performance, please use the following criteria:

- Attentiveness:** Salesperson maintains frequent contact, keeps appointments, provides educational support and training, and responds to your concerns.
- Customer Service:** Salesperson is knowledgeable and takes orders accurately and courteously.
- Demeanor:** Salesperson is always friendly and acknowledges problems. He/she gets along and works well with employees in the store.

### Rank 1-5 with “1” being your top choice

**\*Only select five of the top salespeople with whom you do business.**

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>___ Kerry McGrath, Acadia Insurance/Eastern Ins., Co.</li> <li>___ Dave Hayes, Bestway Enterprises of NY</li> <li>___ Carter Westbrook, Boise Cascade</li> <li>___ Mike Brown, Bridgewater Wholesalers, Inc.</li> <li>___ Terry Tontarski, FABCO</li> <li>___ Dave Yergeau, Hood Distribution/McQuesten Group</li> <li>___ Mike Duval, Huber Engineered Woods</li> <li>___ Don Dolliver, Huttig Building Products</li> <li>___ Brian Seisemyer, IKO Industries, Inc.</li> <li>___ Don Siracusa, Johns Manville</li> <li>___ Mike George, Marvin Windows of NY</li> <li>___ Jay Biondolillo, North Counties Supply Co.</li> <li>___ Joe Ragsdale, Novik</li> <li>___ Laura Zapata, Owens Corning</li> <li>___ Bob McSorley, PA &amp; IN Lumbermens Ins. Co.</li> </ul> | <ul style="list-style-type: none"> <li>___ Neal Streichert, Parksite</li> <li>___ Rick Maroney, PrimeSource Building Products</li> <li>___ Larry Briest, Reeb Millwork Corp.</li> <li>___ Bill Rabe, Reeb Millwork Corp.</li> <li>___ Gary Gapski, Seven D Wholesale of NY</li> <li>___ Chad Young, Structural Wood / Upstate Doors</li> <li>___ Joe Marchionni, The Tapco Group – Kleer</li> <li>___ Jon Williams, Weatheredge Building Components</li> <li>___ Russ Howe, Weyerhaeuser</li> </ul> <p>___ Please list any other candidates:</p> <hr style="width: 100%;"/> |
|--|---|

**\*\*Limit of one response per company\*\***

Dealer's Name: \_\_\_\_\_ Company: \_\_\_\_\_

***Please fax your response to Donna Berger (518) 880-6345  
by Friday, September 4.***



Northeastern Retail Lumber Association • 585 North Greenbush Road, Rensselaer, NY 12144 •  
Phone (518) 286-1010 • Fax (518) 880-6345 • [www.nrla.org](http://www.nrla.org)

# NNYLDA

NORTHERN NY LUMBER DEALERS ASSOCIATION  
**2015 Vendor of the Year**

At this year's Annual Meeting, NNYLDA will honor preferred **suppliers (as a company)** that demonstrate outstanding service to member dealers with awards. These awards are based on feedback received from surveys completed by members.

**Instructions:**

Below is a list of NNYLDA "preferred suppliers." Please rank the top suppliers with whom you do business 1 through 5, **with 1 representing your top choice. Please rank the top five suppliers only.** Your ratings will be combined with results from other members to determine honorees.

When rating supplier performance, please use the following criteria:

- Field Support:** Supplier sales representatives maintain frequent contact, keep appointments, provide educational support and training, and respond to your concerns.
- Customer Service:** Supplier customer service representatives are knowledgeable and take orders accurately and courteously.
- Delivery:** Products are delivered in a timely manner, within schedule.
- Billing:** Invoices are accurate and processed on schedule to ensure adequate time for payment.
- Product:** Supplier products are high quality, and supplier responds to market conditions in the areas of product development and pricing.

**Rank 1-5 with "1" being your top choice**

**\*Only select five of the top suppliers with whom you do business.**

- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>___ Acadia Insurance/Eastern Ins., Co.</li> <li>___ Bestway Enterprises of NY</li> <li>___ Boise Cascade</li> <li>___ Bridgewater Wholesalers, Inc.</li> <li>___ FABCO</li> <li>___ Hood Distribution/McQuesten Group</li> <li>___ Huber Engineered Woods</li> <li>___ Huttig Building Products</li> <li>___ IKO Industries, Inc.</li> <li>___ Johns Manville</li> <li>___ Marvin Windows of NY</li> <li>___ North Counties Supply Co.</li> <li>___ Novik</li> <li>___ Owens Corning</li> </ul> | <ul style="list-style-type: none"> <li>___ PA &amp; IN Lumbermens Ins. Co.</li> <li>___ Parksite</li> <li>___ PrimeSource Building Products</li> <li>___ Reeb Millwork Corp.</li> <li>___ Seven D Wholesale of NY</li> <li>___ Structural Wood / Upstate Doors</li> <li>___ The Tapco Group – Kler</li> <li>___ Weatheredge Building Components</li> <li>___ Weyerhaeuser</li> <li>___ Please list any other candidates:</li> </ul> |
|--|---|

**\*\* Limit of one response per company\*\***

Dealer's Name: \_\_\_\_\_ Company: \_\_\_\_\_

**Please fax in your votes by Friday, September 4 to Donna Berger at 518-880-6345**



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This year, the Northern New York Lumber Dealers Association will honor an exceptional employee of the Lumber and Building Material Industry who has dedicated their life to our industry and who is recognized with the utmost respect and regard by their peers. This person has exceeded expectations and has proven excellence within the industry.

*Please nominate your choice for **Industry Excellence Award** below.*

## 2015 Industry Excellence Award

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### Industry Excellence Award Ballot

Nominee: \_\_\_\_\_

Company: \_\_\_\_\_

Please detail qualifications (use additional paper if needed):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Your Name: \_\_\_\_\_

Company: \_\_\_\_\_

*Please fax response to Donna Berger at (518) 880-6345 by Friday, September 4.*



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