

ENYLDA Lumber Person of the Year: John Daly, Herrington's

"I don't think I woke up one day and said, 'That's what I'm gonna do for the rest of my life.' I just had a knack for doing that stuff." That's John Daly's explanation of how he went from earning a degree in sociology at SUNY Potsdam to making a career in the lumber and building industry.

"When I was in high school and college, I worked for a mobile home factory. I built trailers," he recalls. "I worked construction jobs to get through school. I worked for plumbers, electricians. I'd go home from Christmas break and a plumber would put me to work for two weeks. When I got out, I seemed to gravitate towards building."

After college he ended up in Boulder, Colorado working for McStain Enterprise building homes and serving as a project manager. From there he moved over to P&R Truss back home in New York, where he actually called on the business that would eventually become his employer.

Finally, in 2008 he joined Herrington's as the business development manager, overseeing projects and managing a team of outside sales people, estimators and architecture reps. "My goal is to get all three groups working together in the same direction," he explains. "I enjoy being involved in building projects: quoting, selling, helping someone accomplish what they want to build."

John enjoys working for Herrington's because it's a family-owned business with a long history – and it helps that he likes the people who work with him. Most importantly, however, "I believe we do things right for the customer and the employee," he says.

"It can be engaging. You're always thinking of new ways to do things better," he continues. "There's a lot of problem solving. You need to understand the science of building, what products are available – does this product fit the customer's budget and what they're trying to accomplish?"

In addition to being a leader at Herrington's, John is also involved with the ENYLDA. He's been on the board of directors for the past decade and currently serves as president.

"There's value in working with your peers, people that share the same challenges you do, people that share the same ideas of how to benefit their companies" he says. "We've faced a lot of challenges with COVID, the lumber market and pricing, consolidation of companies. I believe the organization is good at helping everyone manage the changing dynamics of this industry."

The relationships that come with that are important to John. "I know people from all the the yards that I compete with, but when I see them I can't wait to talk to them," he says. "You end up developing friendships. I have acquaintances from when I started in 1983 that I still have today."

He also really enjoys working with the younger people just building their careers in the industry, helping to mentor them. "I try to work with them and get them to grow," he says. "As they face challenges, I try to help them through it."

John and his wife Mary Dowd currently live in Hudson. They have three sons: Ryan, Pat and Connor. Ryan teaches and coaches basketball in New York City. Pat purchased his mother's family business and works there with her and Connor.

What lies ahead for John? "I am getting towards the end of my career," he notes. "I have not made a retirement decision yet. That is going to be one of the most difficult decisions I make. You're not just giving up a job, you're giving up a lot of other things."