



NYLE NEWS!

Your Future is With Us....

Issue 26

December 2015



PRESIDENT'S MESSAGE



This year NYLE headed west to Northern California for its annual Timber Tour. The West Coast proved to be a great choice by NYLE Vice President Jordan Russin and was a sellout event. The 30 retailers and 12 associate members that made up this year's tour came from all over the Northeast; from Maine to New Jersey to western New York. A West Coast representative from Windsor One joined us as well, providing local insight and information about the areas we were in.

A huge "thank you" goes out to all the state and local organizations who offered subsidies for this year's Timber Tour. The subsidies allow independent lumber dealers the opportunity to send someone on the tour when it might not normally fit into the budget. Please continue to support and volunteer with your regional state and local organization.

It might sound redundant, but one of my favorite parts of the Timber Tour is sitting with different people on the bus. Having a conversation with a new person in our industry, or an experienced professional, is rewarding and creates a comfort level as we spend the week together. Everyone has a story; I would urge you to put yourself on the edge of your comfort zone and introduce yourself to others in the industry as often as possible. Among the many attendees that I enjoyed sharing time with on this year's Timber Tour was our youngest and first family to attend. Chuck, Deb, and Ariana Smith of Smith Lumber in Lakeville, N.Y. were great company. I like to believe the Timber Tour is an eye-opening experience for everyone, especially a 12-year-old young lady. I explain Timber Tour to my children as being similar to watching "How It's Made" on the Science Channel.

If you've never been on a Timber Tour, it's time! Please consider attending or sending the up-and-coming people in your business. Involvement in NYLE can reaffirm your investment in your young people and encourage them to grow within your company while making a reciprocating commitment. An event like the NYLE Spring Leadership Conference or Timber Tour can provide a larger view of our industry and positive networking for an employee who has not seen much beyond your operation. Please reach out to a NYLE member, the NRLA, or myself for more information on getting involved.

Jason Thacker
Jason Thacker
NYLE President
Howe Lumber

MEMBER PROFILE



Isabel Alexander Viking Lumber

By Mike Andrews, Boise Cascade

Growing up in the state of Maine, an individual usually has some personal attachment with the forest products industry that encompasses its vast woodlands from Kittery to Madawaska. Maine is rich with a History of logging, lumbering, the pulp and paper industries, and for some, this history is part of people's lives everyday. Isabel Alexander, the granddaughter of Judson Flanagan, who began Viking Lumber in Belfast more than 70 years ago, continues to grow that history today.

Isabel grew up in the small city of Belfast, nestled on the coast of Maine, at the mouth of the Passagassawassuck River. Her father, David took over the business in 1977. When she was old enough, she became the third generation working at Viking Lumber. Isabel began working at the age of 15, working summers and two nights a week for her family's business while attending high school.

After graduating from Belfast Area High School, Isabel decided that she needed to get out of Maine and accepted an offer at Clark University in Worcester, Mass. She pursued her interests and graduated with a bachelor's degree in psychology with a minor in business management, and during her summer and winter breaks she would go back to Viking and work at the family business. After her four years of college were over, Isabel decided to stay at Clark one more year to attain her MBA with a concentration in General Management.

After she finished her schooling in Massachusetts, she asked her dad if she could come back to Viking for the summer until she decided what she wanted to do. Well, the summer has come and gone and Isabel has decided to stay and continue to work at the family business. Since her time there, she has helped in marketing, learning the service desk, stocking shelves, and the all-around day-to-day happenings in the business.

This past fall, her uncle who is President of the Retail Lumber Dealers Association of Maine, Gene Flanagan, mentioned the Timber Tour in northern California and asked Isabel if she was interested in attending. As she loves to travel, she was also very excited to learn more about NYLE and learn what a Timber Tour entailed. Isabel pointed out that this was her first NYLE experience, and that seeing how the products she sells were made was a great learning and selling tool, and that NYLE was a great opportunity to meet other people in the industry and learn from them and their experiences. She hopes to stay involved with NYLE events and said she is looking forward to the Winter Outing in January, as NYLE is doing two facility tours and a day at Jimmy Peak to ski/snowboard which is one of her favorite hobbies. If you see Isabel at an event or on vacation in Belfast having lobster make sure you say hello to one of our newest members of NYLE!

NYLE Summer Outing



The Northeastern Young Lumber Execs held its summer outing on Aug. 19 at the Saratoga Race Course in Saratoga, N.Y. The event was sold out with 100 attendees who were able to keep cool in an air conditioned pavilion, place their bets, and enjoy an afternoon of thoroughbred horse racing. Attendees also enjoyed good food and networking, while many new friends this year.

There were three categories for the Best Dressed Contest. Winners included Mike Andrews, Boise Cascade, in the Best Dressed Man category; Donna Kelly, Warren Trask, in the Best Dressed Woman category; and Jason and Kristen Thacker, Howe Lumber, in the Best Dressed Couple category. Contest winner received a free registration to either the 2015 NYLE Timber Tour or the 2016 NRLA Spring Conference.

Timber Tour 2015

NYLE Goes West

Contributing writers: James D. Dan, N. Dain's Sons, Inc.,

Isabel Alexander, Viking Lumber, Inc., Karen Gentry, Goodrich Lumber, Mike Linden, Hamilton Bulking Supply, Connie Inzero, Branford Bulking Supplies

We began the Timber Tour at the Sierra Pacific Headquarter in Anderson, Calif., including a presentation regarding the specifics of the company's long-term forestry sustainability plan. Conservation efforts, including water management, tree selection, and replanting processes were discussed. It really brought to light how much effort and money go into ensuring the future of the environment.

On Oct. 1, the NYLE Timber Tour participants were privileged to be invited to the Sierra Pacific window and moulding manufacturing facility in Red Bluff. It's the fifth-largest wooden window manufacturer in the country. The tour showed the process of building windows from start to finish, including the powder-coat process for the aluminum cladding, glass preparation, milling, and packaging for shipping. The research and development department was an especially insightful part of the tour. The department handles the testing of new designs for water tightness and wind-withstanding capabilities.

We entered Louisiana-Pacific's facility, also in Red Bluff, at the beginning of their finger joining line. We witnessed lumber that is scanned by computers, with board defects being identified and then cut out from the product.

We were also able to see oriented strand board (OSB) sheets being glued and watched the process of adhering the OSB to the finger jointed lumber to produce a finished I-Joist. Finally, the joists get out to the appropriate lengths needed for each order.

The last day of the tour was Oct. 2 at Humboldt Redwood Company. We visited their sawmill in Scotia, Calif., located on more than 100 acres, which produces about 70 percent redwood and 30 percent Douglas fir dimension lumber and timber. The facility included both large and small log sawmills.

We also visited one of Humboldt's forests to see some examples of young-growth and second-growth redwoods and went to the Avenue of the Giants to view some old-growth redwoods, some of which are 2,500 years old.

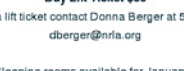
After the Humboldt visit, and after being awed by the old-growth redwoods in the Avenue of the Giants, we stopped to take our boots off and take a quick dip in the icy-cold Pacific Ocean. In a tour that began in the mountains around Redding, viewing forest fires that had taken down Ponderosa pine forests in the shadow of a dormant volcano, ending the tour looking out at the Pacific was an incredible finish.

Join NYLE at their Board Meeting & Winter Outing

Thursday, January 7

- 10 a.m. - 11 a.m. Tour - Truss Engineering, 181 Goodwin St., Indian Orchard, MA
- 11 a.m. Depart for KLEER Lumber 44 Grief Way, Westfield, MA
- 11:30 a.m. - 12:30 p.m. Tour - KLEER Lumber
- 12:30 p.m. - 1 p.m. Complimentary Lunch - Provided onsite by KLEER Lumber
- 1 p.m. - 4 p.m. NYLE Board of Directors Meeting KLEER Lumber
- 4 p.m. Depart for Jimmy Peak 37 Hancock Rd., Hancock, MA
- 7 p.m. Group Dinner John Harvard's Restaurant & Brewery (Pay on your own.)

Friday, January 8



Ski or Snowboard at Jimmy Peak
Day Lift Ticket \$39
To purchase a lift ticket contact Donna Berger at 518.880.6344 or dberger@nfla.org

Sleeping rooms available for January 7
Country Inn Suites, Jimmy Peak
\$119 + 9.7% room taxes
Single or double occupancy
To reserve your room call 1-800-882-8859 and reference group: NYLE

Reservation cut-off: December 15, 2015
You are responsible for making your own room reservation.
[Click here](#) for complete details.

Welcome New NYLE Members!

NYLE would like to take the opportunity to thank the following new retail and associate member companies:

- Beckerle Lumber
- Boise Cascade
- Concord Lumber Corporation
- Hamilton Bulking Supply
- N. Dain's Co., Inc.
- Nunda Lumber
- R.A. Graham Co., Inc.
- Smith Lumber
- Viking Lumber
- Woodhaven Lumber & Millwork



Congratulations to the 2015 Scott Robert Vasquez Memorial Scholarship recipients.

Dylan Campbell

Sponsored by Shepley Wood Products
Attending Providence College

Richard Fredericks II

Sponsored by Coventry Lumber
Attending University of Maine

Evan Holbritter

Sponsored by Wiley Bros., Inc.
Attending Wentworth Institute of Technology

Zachary Mullin-Bernstein

Sponsored by Moynihan Lumber
Attending Northeastern University

Gregory Pelletier

Sponsored by Curtis Lumber
Attending Hudson Valley Community College

Jenna Rutz

Sponsored by A. Ballards Sons, Inc.
Attending Lesley University

Save the Date!

NYLE Annual Meeting

Thursday, February 11

4:00 p.m.

LBM Expo '16

Rhode Island Convention Center, Providence, RI

- The meeting will be held in the Rotunda -

2015 NYLE ANNUAL SPONSORS



2015 STATE & LOCAL SPONSORS

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| NHLLA | WNTYDLA |