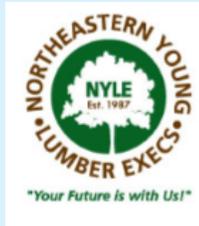


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# NYLE NEWS!

*Your Future is With Us....*

Issue 30

Spring 2017



## PRESIDENT'S MESSAGE



I am honored to serve as NYLE president during our 30-year anniversary. If LBM Expo '17 and the NYLE Annual Meeting are any indication of how this year will go, we are positioned to have a great year!

I would like to welcome this year's new board members. In particular, I have to mention Eric Tucker, who is joining the board as our first-ever EBMDA Trustee. This is a historic moment for NYLE. The recent affiliation of EBMDA with NRLA has opened up exciting opportunities for NYLE to serve new members and

continue to play a vital role within the NRLA. I am very proud to have NYLE included on the board of EBMDA. The new affiliation brings new challenges for the NYLE board to tackle, as we look to expand to now serve 11 states.

NYLE is launching the "NYLE Cares" initiative, in which our state and local trustees will organize community activities within their individual associations. We are looking at partnering up with each state and local for a Habitat for Humanity volunteer day and a 5K fun run, and to assist in the Marine Corps Reserves' Toys for Tots program. These programs will help bring NYLE closer to each state and local, while doing something positive in our local communities.

We also revealed, and began selling, our children's book in a coloring book format at LBM Expo '17. I encourage you to purchase a copy and share your fine coloring skills!

I am proud that NYLE will have its first Spring Leadership Conference in Philadelphia May 3-5, and we are hoping to draw from new members of EBMDA to fill the event. On Wednesday, May 3, we will have a welcome reception, along with a meet-and-greet with a speaker and EBMDA members. All of our conference attendees are welcome to attend. Heading this year's Spring Leadership Conference will be "Lead Your Organization to Sales Greatness," presented by Dr. Rick Grandinetti.

Often I get asked "What is NYLE?" In my own words, NYLE is a leadership development group, disguised as a next-generation group. Members engage at our events and enjoy the educational opportunities we

offer, such as the Spring Leadership Conference and Timber Tour. Others will participate in our board meetings and volunteer to serve on the board. Just because you may not fit the 40 or under "statement," do not think that our events or board meetings are not for you. This age requirement only refers to NYLE board-specific positions. Many of our events are filled with an "over 40 crowd," which I will personally be joining soon.

NYLE is absolutely a real-life example of "You get out of it, what you put into it." I invite you to "put in" this year, and join us on our exciting year ahead!



Mike Duval  
NYLE President  
Huber Engineered Woods

## **Register Today!**

### **NYLE Spring Leadership Conference**

#### **May 3-5, Philadelphia, P.A.**



#### **Wednesday, May 3**

6:00 p.m. - 7:00 p.m.

**Welcome Reception**  
Meet and Greet with EBMDA  
Members

#### **Thursday, May 4**

8:30 a.m.

**Registration Desk Opens**

9:00 a.m.- 5:00 p.m.

**Lead Your Organization to Sales  
Greatness**  
Dr. Rick Grandinetti  
*Lunch Included*

6:00 p.m. - 9:00 p.m.

**Networking/Group Dinner**  
2nd Story Brewing  
*Optional; \$65 per person*

#### **Friday, May 5**

9:00 a.m. - 10:00 a.m.

**Board Orientation**

10:00 a.m. - 12:30 p.m.

**NYLE Board of Directors Meeting**  
*Lunch Included***Registration Fees:**

NYLE Members: \$125

NRLA Members: \$175

Non NRLA Members: \$225

[Click here](#) for complete details and to download registration form.

## New Member Profile

### David Whitney Arnold Lumber

*by Frank Saluti, Shepley Wood Products*

Being relatively new to the lumber and building material industry, Dave has always found it interesting hearing each individual's background and story on how they ended up in this industry. Everyone's story is a little different and helps him reflect on how his path steered him here.

Dave grew up in a small town in northern Rhode Island and began working at the age of 14 for a local Benjamin Moore paint store. At an early age, he worked with contractors and home owners, supplying materials for their projects. He worked for Benjamin Moore for five years and in college began working for construction companies. Dave spent two summers painting and roofing historic houses in Woonsocket, RI and two summers working in landscape construction.

He graduated from Bryant University with degrees in Accounting and Finance. Early in his career he worked for Northern Trust in London, England in their international pension fund department analyzing investment strategies and holdings. Dave then moved to KPMG in Providence, Rhode Island, where he worked on audits of financial services and not-for-profit clients. During his first year at KPMG, he studied for, and passed all four parts of the CPA exam on the first try. After three years, Dave transitioned to a smaller CPA firm working on numerous projects, including merger and acquisition due diligence for private equity firms, and private companies. After working on these merger and acquisition projects, he obtained both his Certified Valuation Analyst (CVA) license and Accredited in Business Valuation (ABV) license, and worked on business valuation and consulting engagements.

After getting married and house hunting in vain for several months, Dave and his wife decided to build a house in southern Rhode Island. The process brought back memories of the building industry in which I started working. Shortly after they settled in their new home, the opportunity to join Arnold Lumber Company as their Director of Finance was presented and despite a promising path in public accounting, it was an easy decision to transition back into this industry with such a well-established and successful company.

Dave has audited and consulted for a variety of industries prior to moving into lumber and building materials, and is continually impressed with the camaraderie between the vendors, retailers, and contractors and the sense of pride with which individuals talk about this industry. Everyone has their own

story on how they ended up in this industry and his time outside of the industry and eventual journey back has made him that much more appreciative.

Dave is also active as a board member of the Rhode Island Builders Association (RIBA). He enjoys running, playing basketball, working around the house on various projects and spending time at the beach with his family. Dave and his wife have a two year old daughter (who is developing quite the personality!), and a black lab.

## NYLE 2017 Annual Meeting February 16 - LBM Expo '17

Rhode Island Convention Center, Providence, R.I.

*by Frank Saluti, Shepley Wood Products*



On Thursday February 16th 2017, NYLE held its 30th Annual Meeting during LBM Expo '17. This was a very well attended event held in the Rotunda at the Rhode Island Convention Center in Providence, R.I. Outgoing President Jordan Russin kicked things off by thanking the NYLE board of directors and the NRLA staff for their support and efforts for his term as NYLE President in 2016. Jordan also used this time to inform those in attendance about our new initiative "NYLE CARES", which will be promoting and encouraging our fellow colleagues to become more active in community service.

Incoming President Mike Duval thanked Tammy Wandler-Ginexi (with a stunning bouquet of flowers) for her service to NYLE as she steps out of her liaison role, and welcomed Shannon Burnett as our new NRLA staff liaison.

The 2017 Board of Directors were inducted by Ex-Officio Jason Thacker. You may view the board listing [here](#). Next on the Agenda, it was time for the presentation of the 2017 awards.

The 2017 Redwood Awards went to:

**Jim Baker, Mid Cape Home Centers**

*presented by Mike Andrews (NYLE 1st VP)*

**Joe Begnoche, Probuild**

*presented by Jordan Russin (NYLE Ex-Officio)*

**Steve Roth, Huttig Building Products**

*presented by Mike Duval (NYLE President)*

The 2017 Robert J. Horne "CHIPs" Award was presented to:



**Bob Keiver, Keiver-Willard Lumber Corp.**  
*presented by Sean Sullivan (NYLE Trustee)*  
 To learn more about Bob Keiver, [click here](#).

Fran Estey (NYLE 2nd VP) then announced the 2016 Scott Vasquezi Memorial Scholarship recipients. This year NYLE was able to award seven scholarships to students that will, hopefully, one day be joining us at this meeting in the future. Those students were:

- Amanda Carofano, sponsored by Sandford and Hawley
- Jack Heintzelman, sponsored by Keiver-Willard Lumber Corp.
- Evan Holbriiter, sponsored by Wiley Brothers, Inc.
- Matthew McGill, sponsored by Boston Cedar
- Breaden McKee, sponsored by Rex Lumber
- Katherine McKenna, sponsored by S.W. Collins Company
- Allison Westbrook, sponsored by Boise Cascade

To close the meeting, Frank Saluti (NYLE 3rd VP) drew the winner of the 50/50 raffle. All proceeds from this raffle go towards the Scott Vesquezi Memorial Scholarship Fund. This year, thanks to peoples generous contributions, we were able to raise \$2100, half of which went directly to the scholarship fund and half of which was given to the winner Mike Sinclair of BlueLinx.

Thank you to all who attended, and made this yet another great NYLE event!

[Click here](#) to view more photos.



## NYLE Children's Coloring Book is Here!

In this coloring book, Chip and Emily Green and their dad are building a tree house. They go to their local, independent lumber dealer to get

lumber. There they meet Fern, a NYLE member, who offers them a ride on the Magic Flume so they can find out where lumber comes from. Along the way they meet Fred the Forester, Larry the Logger, Tom the Trucker, Mary the Mill Manager, Holly and Wally the Wholesaler, Martin the Manufacturer, Ralph the Researcher, and Carlos the Carpenter who explain how lumber gets from the forest to their house. Along the way they learn about responsible forestry practices and safety. We don't want to spoil the ending, so let's just say all ends well.

# Save the Gate

**August 16, 2017**

## **NYLE Summer Outing**

**Saratoga Race Course, Saratoga Springs, N.Y.**



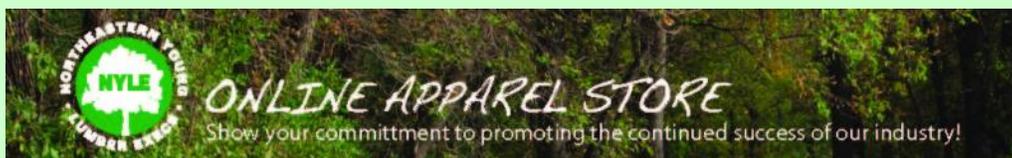
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\*Annual Sponsors listed have paid or committed as of March 23, 2017.

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10/4/2017

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