

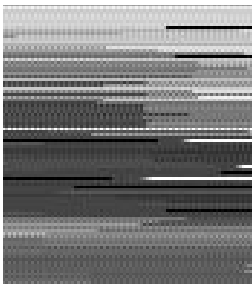
Niehaus News

February 2003

Volume 42, Issue 2

70th Anniversary 1933 - 2003

Splinters by **Bernie Niehaus**
Chairman of the Board



Our 70th Anniversary

This year, 2003, marks the 70th year for Niehaus Lumber. All 70 years have been at the same location - 11th & Main Streets. Later on this year we will publish a special edition of the Niehaus News with pictures and stories of the past 70 years.

In 1933, right in the middle of the Depression, my father (Francis) and my grandfather (Ben) opened up Niehaus Planing Mill at 11th and Main Streets where our new Niehaus Home Center is today. Business was slow in those days and my grandfather told the story about sprinkling sawdust and shavings around on the floor to make it look like they were busy.

After surviving the Depression years, and World War II in the early 1940's, made it very hard to get lumber. My grandpa would go on the mill trips to buy the lumber for us. I went on several of these trips with him. This was my first introduction to the lumber business.

They needed this lumber for our mill shop where they made kitchen cabinets, door frames and windows - all beginning with rough lumber. Francis would order truck loads of roofing, cement and building materials for resale. This became the most successful part of the business, as the need for custom mill work began to fade away.

In November of 1944, at the age of 36, my father died of tuberculosis. His untimely death left a void in the retail lumber business. To fill the void, Naomi Niehaus, the young widow and mother of two small children, came to work in the office to carry on Francis' position. I was just seven and my sister Sondra was 6 years old. My mother had a difficult task ahead. Being a woman in the lumber business was a very rare circumstance in those days. With a firm purpose and unflinching determination, the business grew.

More to follow in our Special Edition.

Bernie

HIGHLIGHTS OF OUR 70 YEARS

- 1933 Ben & Francis Niehaus start Niehaus Planing Mill.
- 1938 Francis adds retail lumber and roofing.
- 1944 Francis dies of tuberculosis.
- 1945 Ben Niehaus retires: Naomi Niehaus becomes president.
- 1959 Bernie Niehaus graduates from Michigan State University and joins family business.
- 1961 Cash-Away Lumber opens on Vigo Street.
- 1964 Niehaus Cash-Away opens new self-service store.
- 1970 WBM - purchases land on Elkhorn Road. Opens component plant & distribution center.
- 1987 Butch Niehaus joins family business.
- 1989 David Niehaus joins family business.
- 1992 Eric Niehaus joins family business.
- 1992 Center Hardware opens - burns down in 1993.
- 1995 Top Shop Opens- Manufacturing of counter tops.
- 1996 New Niehaus Home Center Super Store opens.
- 1996 WBM opens new Aristokraft showroom in St. Louis.
- 1997 New Rental Center opens at Niehaus.
- 1998 WBM opens new showroom in Nashville.
- 1999 Niehaus Companies purchases 2 Big Buck stores - in Terre Haute & Robinson.
- 2000 Butch Niehaus elected President of Niehaus Companies, Inc.
- 2001 Karran USA - National importer and distributor of sinks

Children's Words of Wisdom

How Do You Decide Whom To Marry?

You got to find somebody who likes the same stuff. Like, if you like sports, she should like it that you like sports, and she should keep the chips and dip coming.

Alan, age 10

No person really decides before they grow up who they're going to marry. God decides it all way before, and you get to find out later who you're stuck with.

Kristen, age 10



How Can A Stranger Tell If Two People Are Married?

You might have to guess, based on whether they seem to be yelling at the same kids.

Derrick, age 8

What Do You Think Your Mom and Dad Have in Common?

Both don't want any more kids.

Lori, age 8

What Do Most People Do On A Date?

Dates are for having fun, and people should use them to get to know each other. Even boys have something to say if you listen long enough.

Linette, age 8

On the first date, they just tell each other lies, and that usually gets them interested enough to go for a second date.

Martin, age 10

What Would You Do On A Date That Was Turning Sour?

I'd run home and play dead. The next day I would call all the newspapers and make sure they wrote about me in all the dead columns.

Craig, age 9

How Would The World Be Different If People Didn't Get Married?

There sure would be a lot of kids to explain, wouldn't there?

Ricky, age 9

How Would You Make A Marriage Work?

Tell your wife that she looks pretty even if she looks like a truck.

Ricky, age 9

Thoughts For The Day

I asked God to take away my habit. God said, No. It is not for me to take away, but for you to give it up.

I asked God to make my handicapped child would. God said, No. His spirit is whole. His body is only temporary.

I asked God to grant me patience. God said, No. Patience is a byproduct of tribulations; it isn't granted, it is learned.

I asked God to give me happiness. God said, No. I give you blessings; Happiness is up to you.

I asked God to spare me pain. God said, No. Suffering draws you apart from worldly cares and brings you closer to me.

I asked God for all things so that I might enjoy life. God said, No. I will give you life, so that you may enjoy all things.

I asked God to help me LOVE others, as much as He loves me. God said ...Ahhh, finally you have the idea.



You can do more with BENJAMIN MOORE

PAINT

What Do You Get When You Buy BENJAMIN MOORE PAINT?.....Outstanding Quality!



BIG BUCK BUILDING CENTER
501 S. Howard, Robinson, IL

NIEHAUS HOME CENTER
1023 Main St, Vincennes, IN

Birthdays

In February the following employees will be celebrating their birthday!

Brian Smith	Feb. 1
Gary Chillingworth	Feb. 1
Robert Neal	Feb. 2
Mark Ashcraft	Feb. 4
Eric Feagley	Feb. 6
Troy Michler	Feb. 9
Larry Simison	Feb. 10
David Niehaus	Feb. 13
Paul Kopp	Feb. 18
Dan Martens	Feb. 20
Jack McCullough	Feb. 20
Mike Glenn	Feb. 21
Albert Lepsi	Feb. 22
John Wallace	Feb. 23
John Harrison	Feb. 23
Tim Nash	Feb. 25
Kim Smith	Feb. 25
Carla Wingert	Feb. 27
Don Pea	Feb. 28

Happy Birthday!

Anniversaries

February will mark the anniversary date of employment with our company for the following employees.

Jerry Burch	25 Years
Larry McCoy	25 Years
Debra Moyes	24 Years
Paul Kopp	19 Years
Dale Nash	7 Years
Wayne Sullivan	5 Years
George Unsworth	5 Years
Ricky Daniel	4 Years
Mary Smith	3 Years
Evan Davis	3 Years
Larry Puent	3 Years
Brian Hulett	2 Years
Gary Anderson	1 Year
Donna Bishop	1 Year
Andrew Rice	1 Year

Congratulations!

WELCOME BACK

Kathy McCreary, Kitchen & Bath Designer at Niehaus Home Center, is back to work after recovering from back surgery. Welcome back.

New Employees

We want to welcome the following new employees to our company.

- Matt Freeman - WBM
- Mike Glenn - WBM
- Steven Nicholas - Big Buck, Robinson
- Christopher Haughn - Big Buck, Terre Haute
- Robert Harrison - WBM - Nashville
- Ryan Kinnett - WBM, Vincennes
- James Roe - WBM, St. Louis

“To the world you might be one person, but to one person you just might be the world”



“I picked up the material for the book case.”



**Member
Indiana Lumber
& Building
Supply
Association**

Niehaus News

This newsletter is the official publication of events and activities of Niehaus Home Center, Wholesale Building Materials (Vincennes, St. Louis, and Nashville), Big Buck Building Centers (Terre Haute & Robinson) and is published 12 times per year.

Editor/Photographer/Writer:
Sherry Cummins, Advertising Manager, Niehaus Home Center



- Vincennes IN



- Robinson, IL
- Terre Haute, IN



- Vincennes, IN



- Vincennes, IN
- St. Louis, MO
- Nashville, TN



- Vincennes, IN

WBM Welcomes New Salesmen



Mike Glenn - Product Manager for Therma Tru doors.

Mike Glenn - is the new Product Manager for the Therma-Tru Door line of products. His job will be to oversee the Therma-Tru Door program and work toward making that division grow. To accomplish this goal, he will travel with the WBM salesmen and call on dealer customers, provide training for dealer sales people, set up new accounts and keep displays updated.

Mike has had 10 years experience selling Therma Tru Doors. He was Territory Sales Manager for the Huttig Building Products Company for the past 5-1/2 years. He is enthusiastic and eager to hit the WBM market area this year and make his presence known.

Mike and his wife, Rebecca, reside in Owensboro, Kentucky. They have two children; Meaghan, age 6, Riley, age 4, and expecting a third child in June.

When he can find the time, Mike likes playing golf and softball, but he says his job and family keeps him pretty busy.



Matt Freeman - Territory Manager for St. Louis area.

Matt Freeman - is the new Territory Manager for the Wholesale Building Materials division in the St. Louis and southern Illinois markets. He will be calling on established dealers and lumber yards, as well as pursuing new accounts for all the major product lines that WBM wholesales. Some of those product lines are Aristokraft Cabinetry, Therma Tru Doors, Roseburg Engineered Lumber, Karran Solid Surface Sinks and commodity items.

Matt has an impressive background in wholesale building material sales. For the past 20 years he has worked for companies like Universal Forest Products, Dixie Plywood & Lumber, and Vaughn &

Sons in the San Antonio, Texas area.

Matt was born and grew up in Lake Jackson, Texas, which is near Galveston. He is a graduate of Texas A. M. University. During that time he was one of the major players on the Texas A. M. football team.

Matt and his wife, Julia now reside in St. Louis. He has three daughters; Shea, age 22, Mollee, age 21, and Lia, age 18. He says he likes fishing and playing golf in his leisure time.

English Lesson

An English professor wrote the words, "woman without her man is nothing" on the blackboard and directed the students to punctuate it correctly.

The men wrote: "Woman, without her man, is nothing."

The women wrote: "Woman! Without her, man is nothing."

Definitions:

Budget: A method for going broke methodically.

Will power: The ability to eat only one salted peanut.

Profanity: The linguistic crutch of inarticulate idiots.

Boat: A hole in the water surrounded by wood into which one pours money.

Bachelor: One who treats all women as sequels.

Cigarette: A pinch of tobacco, wrapped in paper, fire at one end, fool at the other end.

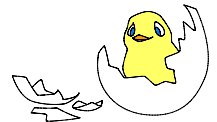
Flashlight: A case for holding dead batteries.

Consciousness: That annoying time between naps.

Stress: The confusion created when one's mind overrides the body's basic desire to choke the living daylights out of some idiot who desperately needs it.

Jury: Twelve people who determine which client has the better lawyer.

Chickens: The only animals you eat before they are born and after they're dead.



Hospitality:

Making your guests feel at home, even if you wish they were.

Adult: A person who has stopped growing at both ends and is now growing in the middle.

Taxpayer: Someone who doesn't have to take a public service exam to work for the government.



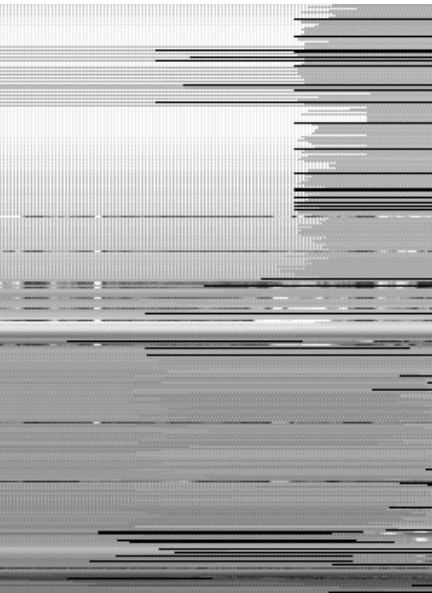
WBM Sales Staff Recieves Therma Tru Door Training



Doug Klumpp, (WBM Salesman), Fred Robinson, (WBM Salesman) Nyma Bowman, (Therma-Tru Door Mfg. Representative), Matt Freeman, (WBM Dealer Salesman for St. Louis area), Mike Glenn, (WBM Therma-Tru Product Manager), and Jerry Burch, (WBM Sales Manager).



Wholesale Building Materials sales department has been working diligently toward planning their sales goals and strategies for this year.



Therma Tru is the door system you can believe in. Every component in each door system is designed, engineered and manufactured to work together.

Three new salesmen have been hired this year. They are Doug Klumpp, Matt Freeman, and Mike Glenn.

For a new salesman to be confident in the product he is selling, he needs extensive product training and a solid support staff. Sales Manager, Jerry Burch has been meeting with the salesmen as a group and individually. He is overseeing product training sessions, setting goals, and helping to better prepare them for pursuing the sales levels they are expected to reach.

In the photo above, Therma-Tru representative, Nyma Bowman, is teaching the salespeople what they need to know about Therma Tru Doors. Therma Tru is one of the top three products being sold through WBM to dealer customers in a five state area.

To reach the goals that a company must meet, it takes a good, strong sales staff. Bernie, Butch, David and Eric Niehaus and Sales Manager, Jerry Burch are confident that this is a strong team and look forward to working with them and watching the company grow.



PONDER THIS.

1. Why does "slow down" and "slow up" mean the same thing?
2. Why is the third hand on the watch called a second hand?
3. Is it really good if a vacuum really sucks?
4. Why do we sing "take me out to the ball game" when we are already there?
5. Why do "tug" boats push their barges?
6. Why is it called "after dark" when it really is "after light"?
7. Why is "phonics" not spelled the way it sounds?
8. Doesn't "expecting the unexpected" make the unexpected expected?
9. If work is so terrific, why do they have to pay you to do it?
10. If love is blind, why is lingerie so popular?
11. Why is bra singular and panties plural?
12. How come abbreviated is such a long word?
13. Why are they called "stands" when they are made for sitting?
14. Why is "wise man" and a "wise guy" opposites?
15. Why do "overlook" and "oversee" mean the opposite?

Do-It-Best Rental Center Gearing Up to Better Accomodate the Professional Contractor

The Do-It-Best Rental Center at Niehaus Home Center is working toward adding more and bigger items to its inventory of equipment to rent. The Rental Center stocks a wide variety of installation equipment for concrete, flooring, drywall, tile, lawn care, roofing, framing, and much more. In the last few months several pieces of large equipment has been added that is geared more toward contractor use. The most recent acquisition to the inventory is the Genie Platform Lifter. This is a hydraulic boom lift that will elevate a worker up to 40 feet and can be operated from inside the platform. This virtually eliminates putting up and tearing down scaffolding.



Future plans for the Rental Center is to accommodate the contractor. By having this equipment available, the contractor can save time on big jobs by getting it done faster - and time is money. He doesn't have to buy, maintain and store the equipment either.

Doug Mikiska, Rental Manager, keeps the rental equipment in top notch condition and replaces the equipment when it starts to show wear. He gives the renter thorough instructions on how to use the equipment to ensure their safety.

So, if you have a big job that requires some heavy work, call in and reserve the machinery you will need - it will be waiting for you.

ROSEBURG

FOREST PRODUCTS



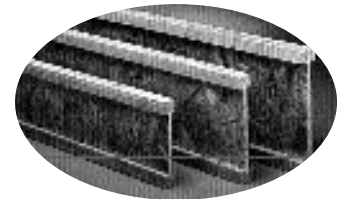
Meet our professional engineered lumber design team: Eric Feagley, John Harrison and Clete Yochum.

Engineered Lumber

Changing the way we build.

RFPI's engineered to make the job easier.

- Easy to specify
- Simple to install
- Design flexibility
- Dimensionally stable
- Light weight
- Web holes
- Quality assured
- Resource friendly

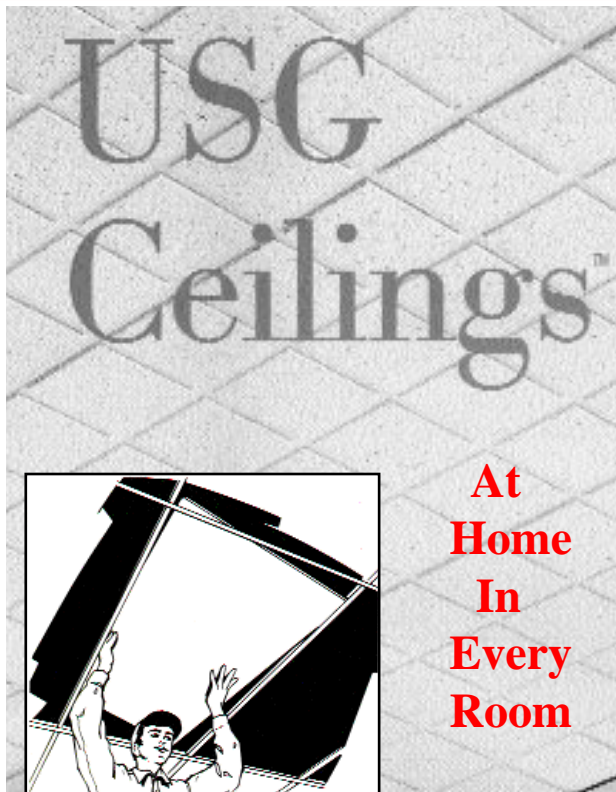


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- A better alternative than traditional solid sawn lumber pieces.
- A Stronger, stiffer, more consistent and more predictable building material

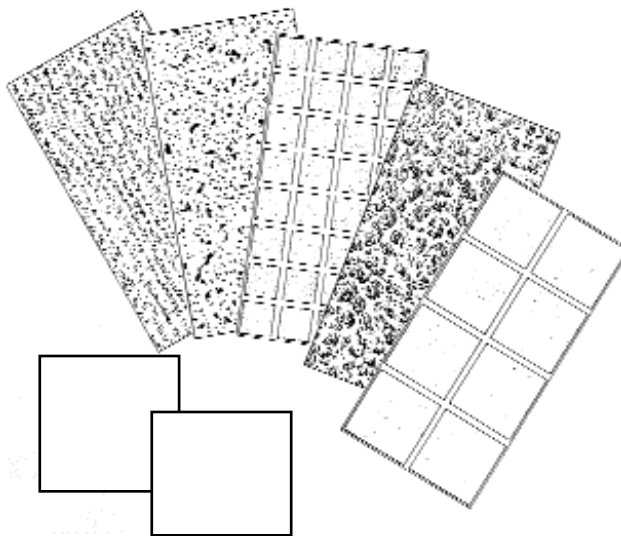


Experience. The Difference!!!!



**At
Home
In
Every
Room**

**A choice for any
room, a choice
for every room -
that's USG**



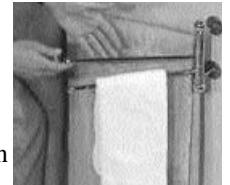
**Choose from
12" x 12"
staple up or
2'x2' and
2'x4'
suspended
panels.**

High End Towel Racks

In addition to holding towels for convenience, towel racks can be used to display towels. One option that makes the most of the available space is a rack for rolled-up towels. Such racks are used mostly for holding hand towels and face cloths.



Another space-saving option is a pivoting towel stand, which has bars that can be moved so that the towels aren't in the way.



If you'd like something more decorative, try a two-tiered brass towel bar or a bar with a brushed pewter look. These racks are installed on brackets mounted to the wall. They're held in place by setscrews that attach to the brackets.

When installing brackets for towel holders, use self-tapping hollow wall anchors rather than simple plastic anchors.



If you're interested in a high-tech towel rack, consider a freestanding heated rack.

Removing Mineral Deposits

Mineral deposits can build up around your faucet, causing it to spray the entire bathroom. Fortunately, mineral deposits are easy to remove.

Pour some warm vinegar into a plastic sandwich bag, and wrap it around the faucet so that the areas with mineral deposits are submerged in the vinegar. Secure the bag with a rubber band, and allow the faucet to soak for an hour.

You may also notice hard-water deposits on your showerhead (figure B). To get rid of them, soak the showerhead in warm vinegar for an hour, then use a toothbrush to remove the loosened deposits. Use a toothpick to dislodge deposits from the spray holes.



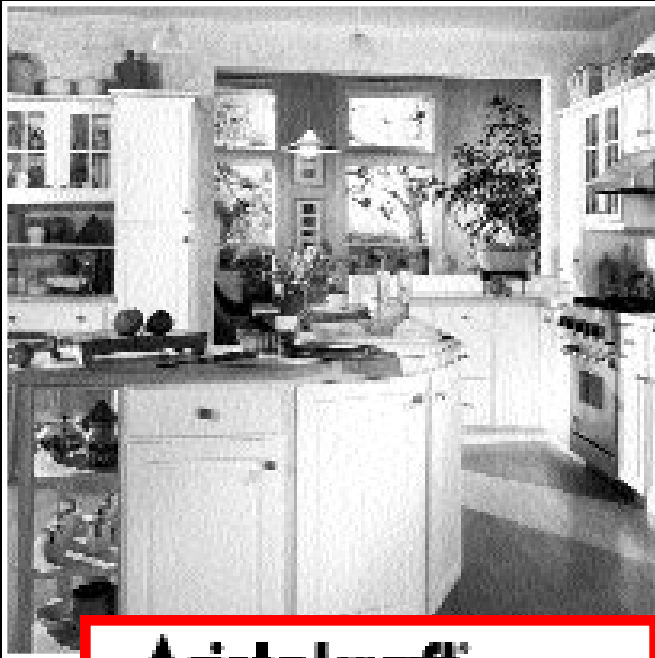
Make Toilet Bowl Cleanser

Clean and sanitize your toilet bowl without harmful chlorine! For no-scrub convenience, you will need 1cup of borax and 1/2 cup white vinegar. Flush the toilet to wet the sides of the bowl. Sprinkle the borax around the toilet bowl, then drizzle with the vinegar. Leave for several hours before scrubbing with a toilet brush.

In the kitchen, bath or throughout your home,

Aristokraft Cabinetry

helps make your home special!



Aristokraft

Kitchen & Bath CABINETRY

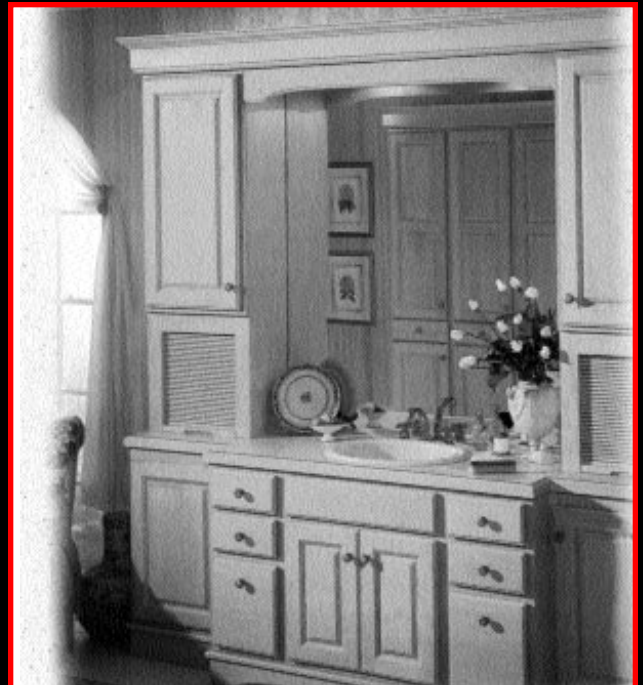
Professional Designers

**EXPERIENCE.
THE DIFFERENCE**

Coming home should be a joy. Especially when you've taken the time to create a home that's a joy to come home to. . . Aristokraft cabinetry makes it simple to create the home you've always wanted, easily and affordably.

- Free estimates
- Delivery available
- Many styles in stock - more by special order.
- Computer design
- Affordable prices
- Financing available at some locations.

Aristokraft offers an impressive array of styles in maple, oak, hickory, and laminates. There's color to please everyone - clean whites, sun dappled neutrals and rich, deep shades. Whatever style or color you choose, you can be sure that all of our cabinetry is crafted with the meticulous attention to detail.



Paul Harvey Writes:

We tried so hard to make things better for our kids that we made them worse. For my grandchildren, I'd like better.

I'd really like for them to know about hand me down clothes and homemade ice cream and leftover meat loaf sandwiches. I really would.

I hope you learn humility by being humiliated, and that you learn honesty by being cheated.

I hope you learn to make your own bed and mow the lawn and wash the car.

And I really hope nobody gives you a brand new car when you are sixteen.

It will be good if at least onetime you can see puppies born and your old dog put to sleep.

I hope you get a black eye fighting for something you believe in.

I hope you have to share a bedroom with your younger brother/sister. And it's all right if you have to draw a line down the middle of the room, but when he wants to crawl under the covers with you because he's scared, I hope you let him.

On rainy days when you have to catch a ride, I hope you don't ask your driver to drop you two blocks away so you won't be seen riding with someone as uncool as your mom.

I hope you learn to dig in the dirt and read books.

When you learn to use computers, I hope you also learn to add and subtract in your head.

I hope you get teased by your friends when you have a your first crush on a boy/girl, and when you talk back to your mother that you learn what ivory soap tastes like.

May you skin your knee climbing a mountain, burn your hand on a stove and stick your tongue on a frozen flagpole.

I don't care if you try beer once, but I hope you don't like it. And if a friend offers you dope or a joint, I hope you realize he is not your friend.

I sure hope you make time to sit on a porch with your Grandma or Grandpa and go fishing with your Uncle.

May you feel sorrow at a funeral and joy during the holidays.

I hope your mother punishes you when you throw a baseball through your neighbor's window and that she hugs you and kisses your at Christmas time when you give her a plaster mold of your hand.

These things I wish for you - tough times and disappointment, hard work and happiness. To me, it's the only way to appreciate life.

Written with a pen. Sealed with a kiss. I'm here for you. And if I die before you do, I'll go to heaven and wait for you.

"L" is for Lumber

Flaget Kindergarten visits Niehaus Home Center

On January 16th, Niehaus Home Center had the privilege to play host to 49 young V.I.P. visitors. The kindergarten class from Flaget came for a tour of our business. They are studying the letter "L" and what is more appropriate than "Lumber"?

Don Pea and Dan Martens took the children through the store and made a game out of finding things that started with "L". The highlight of the tour was a ride on the "lift". The thrill of this had to be right up there with a carnival ride.



Each of the children was given a wood cut out of the letter L, a nail apron, note pad, pencil, and a bag of popcorn to go. After completing the tour, the kids were well acquainted with the letter "L".

The children are given a short lift up on the Genie Platform boom lift.



Dan Martens demonstrates how to use safety glasses and a router for cutting to this future do-it-yourselfer.

Our employees probably had as much fun entertaining these little guys as they did coming here. All in all, it was a "L"earning experience for all.

Weather Shield Windows & Doors

Weather Shield

Weather Shield is an industry leader in designing innovative windows and doors. With several product lines, hundreds of styles and countless options, you get everything you need for your new construction or remodeling project.

But it doesn't end there. If you need something custom made, just ask. Weather Shield can do it.

inner
beauty

Weather Shield
Doors & Windows

Evaluate your project needs.
Rely on our solutions



Employees In Profile



Steve Nichols - is the employee in profile at Big Buck Building Center in Robinson. He is a delivery truck driver and has been with our company for the past three months. He has had an extensive career in transporting heavy equipment, produce, air freight, race cars, grain, and many other commodities that has taken him to every state in the U.S.

Steve was born in Japan. His father was a Air Force career man and therefore the family experienced living in several countries during the time Steve was growing up. He graduated from Mitchell High School in Colorado Springs, Colorado. He then trained for a certificate in truck driving and automotive mechanics.

Steve has a daughter, Stevie who is 18 and a son, David, age 15. He says he likes riding his Harley, driving his 71 Chevy 4x, mud racing, racing trucks, going 4 wheeling in the mountains, and most outdoor activities. He says he enjoys being back in this part of the country away from the big cities, the congestion and crowds.



Kim Terry - is the Operations Manager at Wholesale Building Materials division in Nashville, Tennessee. It is his job to see that all customer purchases are processed from the initial order to the completion. Cabinet orders are compiled from customer blueprints, then goes through the order process. When they arrive, Kim schedules the deliveries to the individual customers. He then works with the installers to see that everything fits and is up to the customers expectations.

Kim has been with our company almost 5 years. His job experience prior to coming to WBM, included working for Tennessee Building Products, an Office Refurbishing Company and also as Special Items Manager for Indiana Wood Preserving.

Kim was born and grew up in the Frankfort, Indiana area. He graduated from Clinton Central High School and then attended I.U.P.U.I and studied business. He and his wife Melinda have three children - Jonathan, age 22, Judy, age 20, and Hannah, age 13. Kim says he likes knocking golf balls around, spending time with his family and watching football. He is a big Titan fan.



John Adams - is employed at Wholesale Building Materials at Vincennes. He works in the Aristokraft cabinet warehouse at WBM. He unloads cabinetry coming in from the Jasper Aristokraft plant, and stocks it in its proper location. He then loads semi trucks with orders going to dealers in a five state area . There is an average of two semi loads per day coming in and going out.

John has been with our company for three years. He was born in Vincennes and grew up in Monroe City. He is a graduate of Monroe City High School. He is from a farming family and has been self-employed on his own farm for many years. He also works part time for the Fur Shed, preparing animal fur for shipping.

John and his wife Paula, have two grown daughters. Sarah is 28 and Bobbie is 22. He says he likes hunting, fishing and trapping and spending time with his grandchildren.



John Kent - was chosen as the employee in profile this month from Niehaus Home Center. John works on the installed sales crew. This group of men goes to job sites and installs fiberglass blow-in insulation and garage doors. Before coming to work for our company, John had worked for general contractors for the past ten years.

John was born and raised in Lawrenceville, Illinois. He is a graduate of Lawrenceville High School and also earned a degree in Business Management at Vincennes University.

John is a single parent, raising his five year old son, Will. They reside in Lawrenceville. John has several interests. He likes golf, stock and Indy racing, camping, football and basketball. For the past 20 years he has also worked as a sound engineer for several bands that has taken him to 40 different states.

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The UltraFit wall system is unique in that it combines UltraFit, specially designed fiberglass insulation, with an inorganic water-activated powder adhesive. This is sprayed into the wall cavity forming a seamless blanket of insulation in sidewalls. Because the system creates a monolithic seal in all the sidewalls, it significantly reduces costly voids and air gaps.



Wayne Sullivan
Manager of Installed Sales
5 Years with Niehaus Home Center

Quote:
"We do a professional installation
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Niehaus News

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