

Niehaus News

September 2003

Volume 42, Issue 9

**NIEHAUS
Companies**

**Karran
USA**

• Vincennes IN

**Big Buck
BUILDING CENTER**
Let's give you the job!

• Robinson, IL
• Terre Haute, IN

**NIEHAUS
HOME CENTER**
1023 Main St. Vincennes, IN

• Vincennes, IN

WBM

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

**Top
Shop**

• Vincennes, IN



September

*The goldenrod is yellow
The corn is turning brown
The trees in apple orchards
With fruit are bending down
From dewey lanes at morn-
ing
The grape's sweet odors ride
At noon, the road's a flutter
With yellow butterflies
By all these lovely tokens
September days are here
With summer's best of
weather*

And autumn's best of cheer

- Edwina Fallis

Coming October 18

Niehaus Companies Family Picnic

See page 4

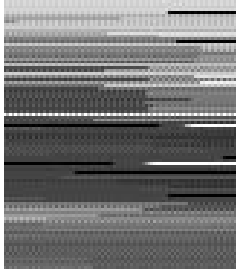
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**Niehaus Companies
1933 - 2003**

Splinters by Bernie Niehaus Chairman of the Board



Rich In History

Our community is certainly rich in history. About a thousand years ago, the mound building Indians inhabited this area. Two large mounds south of town attest to their activities. On the banks of the Wabash was the old Buffalo Trace, which brought the Piankashaw and Shawnee Indians, and later the French fur

traders.

In 1778 the British occupied Fort Sackville here. In February of 1779, George Rogers Clark and a volunteer army of French, Indians and Americans captured the fort from the British. A dramatic turning point in the Revolutionary War - that opened the west for expansion. Several Historians have said that the "Arch" should be in Vincennes instead of St. Louis.

**“ the "Arch"
should be in Vincennes
instead of St. Louis.”**

The Indiana Territory was born encompassing the present states of Indiana, Illinois, Michigan, Wisconsin and part of Minnesota. A new capital for a new land was established at Vincennes. William Henry Harrison was named Governor of the Indiana Territory and later became the ninth President of the United States. Governor Harrison was the first President of Vincennes University - founded in 1801.

With the University and the Old Cathedral Church, Vincennes became a thriving metropolitan city before the city of Chicago existed. Many people called Vincennes the Williamsburg of the West.

We are fortunate to have so many historical sites in our community that bare evidence of days gone by. These are sites that give area residents and visitors a dramatic view of our rich history. Some of them are:

George Rogers Clark Memorial National Park
Old Cathedral - Indiana's oldest church
Grouseland - Governor Harrison's mansion
Old French House - 1806
Indiana Territory Capitol Building - 1811
Eli Stout Print Shop
Old State Bank - Indiana's first bank
Ft. Knox Site II

Our community leaders have worked hard over the years to preserve these treasures. I think we are pretty lucky to have all that Vincennes has to offer and I am glad to call it home.

Bernie

Some popular products took 100 years to get to the marketplace

The first fax process was patented in 1843 by Alexander Bain, but fax machines went into service only in 1964. In 1888, Frank Sprague completed an electric railway, but electric locomotives were introduced only in 1895. Eugene Ely landed a plane on a boat in 1911, but aircraft carriers weren't perfected for another 20 years.

The first parachute jump was made from a hot air balloon by Andre-Jacques Garnerinthe in France in 1793. Leonardo da Vinci made detailed sketches of parachutes in 1485. He also sketched studies for a helicopter, a tank and retractable landing gear. The first helicopter that could carry a person was flown by Paul Cornu in 1907. Tanks were first used during World War One in Cambrai, France in 1917. The first airplane with retractable landing gear was built in 1933. Da Vinci also suggested underwater breathing methods. Jacques-Yves Cousteau and Emile Gagnon introduced scuba diving only in 1943, 458 years later.

Bar codes were invented by Bernard Silver and Norman Woodland in 1948. Their system used light to read a set of concentric circles, but they had to wait two decades before the advent of computers and lasers made their system practical. (However, the bar code system in use today is the Universal Product Code, introduced by IBM in 1973. The first bar coded item sold was a pack of gum in 1974.)



Heron of Greece invented steam power in 50 BC. But the leaders of the day thought that it would cause unemployment which may lead to unrest and the invention ran out of steam. The steam engine reappeared again only in 1698 when Thomas Savery invented a steam pump. The first practical steam engine was the atmospheric machine of Thomas Newcomen in 1701. It was used to operate pumps on coal mines. In 1804, English inventor Richard Trevithick introduced the steam locomotive in Wales. In 1815, George Stephenson built the world's first workable steam locomotive.

The computer was launched in 1943, more than 100 years after Charles Babbage designed the first programmable device. Babbage dropped his idea after he couldn't raise capital for it. In 1998, the Science Museum in London, UK, built a working replica of the Babbage machine, using the materials and work methods available at Babbage's time. It worked just as Babbage had intended.

Birthdays

In September and October the following employees will be celebrating their birthday!

SEPTEMBER

Dominic Pendino	Sept. 2
Tim Boone	Sept. 3
Richard Walls	Sept. 9
Dan McElroy	Sept. 12
Mike Leydet	Sept. 15
Tracy Hall	Sept. 16
Kevin Toole	Sept. 16
James Russell	Sept. 25
Wayne Sullivan	Sept. 27

OCTOBER

Lisa Litherland	Oct. 1
Bill Stevens	Oct. 2
Eric Niehaus	Oct. 2
Brad Bowen	Oct. 4
Bernie Niehaus	Oct. 5
Matt Nowaski	Oct. 5
Craig Sims	Oct. 9
Keith Fox	Oct. 16
Britni Goldman	Oct. 19
Phil Wehrman	Oct. 19
Christin Shafer	Oct. 19
Donna Bishop	Oct. 22

Anniversaries

September and October will mark the anniversary dates of employment with our company for the following employees.

SEPTEMBER

Michael Welsh	23 Years
Todd Donovan	6 Years
Dan Martens	6 Years
Britni Goldman	2 Years

OCTOBER

Don Mendenhall	34 Years
Phil Wehrman	24 Years
Jean Fox	15 Years
Mike Cavender	11 Years
Doug Mikiska	11 Years
Stephen Lanning	4 Years
Chris Bennett	1 Year
Molly Crabb	1 Year
Jack McCullough	1 Year

New Employees

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

James Neikirk - WBM, Vincennes
 Ryan Marczak - Niehaus Home Center
 David Cole - Niehaus Home Center
 Richard Bailey - Big Buck, Terre Haute
 Brian Lett - Karran, Vincennes
 Darrell Meyers - WBM, Vincennes
 Kandi Watson - WBM, Vincennes
 Neil Fillingim - WBM, Vincennes
 Andrew Swing, - WBM, Vincennes
 Wiley Walters - Big Buck Terre Haute

Welcome!

The best way to get most husbands to do something, is to suggest that perhaps they're too old to do it.

Niehaus News

If you know of anyone who would like to receive a copy of our monthly Newsletter, please give us a call and we would be happy to add them to our mailing list. 812-882-2710

If you have a comment on our Newsletter, please e-mail us at bniehaus@niehausinc.com

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**

Niehaus Home Center



**Member
Indiana
Lumber &
Building
Supply
Association**

Never trust a stockbroker who is married to a travel agent.

Disneyland: A people trap operated by a mouse.

Light travels faster than sound. This is why some people appear bright until you hear them speak.

What do you call a boomerang that doesn't work? A stick.

Congratulations! **Connie & Irv Lockhart**

on the arrival of their baby girl

Melody Rae

born August 19

Niehaus Companies FAMILY PICNIC

October 18

Harmony Park, Vincennes, IN

- Niehaus Home Center
- W. B. M., Vincennes
- Big Buck, Robinson
- Big Buck, Terre Haute
- W.B.M., St. Louis
- W.B.M., Nashville
- Karran USA, Vincennes

Employees, spouses and children welcome.
Mark your calendar - Saturday, October 18

PRIZES AWARDS
CATERED DINNER

ENTERTAINMENT FOR THE KIDS

**MARK YOUR
CALENDARS!!!!!!!**



Labor Day — a celebration of the workingbut even more so, an unofficial end to summer.

Labor Day is a national legal holiday that is over 100 years old. Over the years, it has evolved from a purely labor union celebration into a general "last fling of summer" festival.

It grew out of a celebration and parade in honor of the working class by the Knights of Labor in 1882 in New York. In 1884, the Knights held a large parade in New York City celebrating the working class. The parade was held on the first Monday in September. The Knights passed a resolution to hold all future parades on the same day, designated by them as Labor Day.

The Socialist Party held a similar celebration of the working class on May 1. This date eventually became known as May Day, and was celebrated by Socialists and Communists in commemoration of the working man. In the U.S. the first Monday in September was selected to reject any identification with Communism.

In the late 1880's, labor organizations began to lobby various state legislatures for recognition of Labor Day as an official state holiday. The first states to declare it a state holiday in, 1887, were Oregon, Colorado, New York, Massachusetts, and New Jersey. Then in 1894, Congress passed a law recognizing Labor Day as an official national holiday.



Today, Labor Day is observed not only in the U.S., but also in Canada, and in other industrialized nations. It has come to be recognized in the U. S. not only as a celebration of the working class, but even more so as the unofficial end of the summer season. In the northern half of the U.S. at least, the summer vacation season begins with Memorial Day and ends with Labor Day.

New WBM, St. Louis, Service Truck



Wholesale Building Materials recently purchased a new service van to be used at the St. Louis division. of WBM. Mr. Darrell Frame calls on WBM contractors in the greater St. Louis area. He goes to job sites and makes minor repairs, adjustments, small deliveries or whatever is needed to bring the installed cabinet job up to top quality.

ED'S Discount Warehouse

SALE

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1st & 3rd
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We have a huge amount of scratch & dents, mistakes, factory defect and less than perfect merchandise and building materials from 7 businesses combined.

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Plus, Hundreds of items to numerous to list. **ALL PRICED TO MOVE OUT!!!** New items added each week.

Limited help on loading - bring a friend.
All sales cash and carry.

ED's Discount Warehouse

501 S. Howard St.
Robinson, IL

Niehaus Home Center Gets A Facelift



Left: Workers from Greg Lane Painting Company work to restore the facade of the Niehaus Home Center Building.

The sun, wind and weather had taken a toll on the face of our building, and it was time for an update. The painting contractors have been working for the past two weeks to restore the front and side to its original color.

Witty Quotes

If it weren't for the last minute, nothing would get done.

What does not kill me, makes me stronger.

Goethe

Television proves that people will look at anything rather than each other.

Ann Landers

Good judgement comes from experience, and often experience comes from bad judgement.

Rita Mae Brown

It's not that I'm so smart, it's just that I stay with problems longer.

Albert Einstein

If you can't convince them, confuse them.

Harry S. Truman

All jobs are easy to the person who doesn't have to do them.

Holts Law

My wife dresses to kill. She cooks the same way.

Henny Youngman

A journey of a thousand miles must begin with a single step.

Lao-Tsu

No pressure. No diamonds.

Mary Case

Failure to prepare is preparing to fail.

Anonymous

Southerner's Know

The difference between a hissie fit and a conipation fit.

Pretty much how many fish make up a mess.

What general direction cattywumpus is.

That "gimme sugar" don't mean pass the sugar.

When somebody's "fixin" to do something, it won't be long.

The difference between Yankee's and damn Yankee's.

How good a cold grape Nehi and cheese crackers are at a general store.

Knows what, "Well I Suwannee!!! means.

Ain't nobody's biscuits like Grandma's biscuits!!

A good dog is worth its weight in gold.

Real gravy don't come from the store.

The war of Northern Aggression was over state rights, not slavery.

When "by and by" is.

How to handle their "pot likker"

The difference between "pert' near" and "a right far piece."

The difference between a redneck, a good ol' boy, and trailer trash.

Never go snipe hunting twice.

At one point learned what happens when you swallow tobacco juice.

Never to assume that the other car with the flashing turn signal is actually going to make a turn.

You may wear long sleeves, but you should always roll 'em up past the elbows.

You should never loan your tools, pick-up, or gun to nobody.

A belt serves a greater purpose than holding Daddy's pants up.

Rocking chairs and swings are guaranteed stress relievers.

Rocking chairs and swings with an old person in them are history lessons.





Kemper CPA Group LLP
 505 North Sixth Street
 Vincennes, Indiana 47591
 Phone: (812) 882-7730

Kemper CPA Group and Niehaus Lumber Company - A Winning Combination!

Welcome to the first issue of a regular column appearing in the monthly Niehaus newsletter! A monthly guest column from Kemper CPA Group LLP will discuss issues that are important to you regarding financial and tax matters, pending or new legislation, business advice for contractors, estate planning and more.

This month's column discusses the impact of the **Jobs and Growth Tax Relief Reconciliation Act of 2003**, signed into law on May 28, 2003. This legislation provides significant tax cuts to American taxpayers through a number of key provisions:

- **Child Tax Credit** - The child tax credit increases to \$1,000 for 2003 and 2004. Based on filed tax returns for 2002, families received rebate checks this summer of up to \$400 per qualifying child.
- **Tax Rate Cuts** - Individual tax rate cuts that were scheduled to begin in 2006 are being accelerated to 2003. The new rates, which are retroactive to January 1, 2003, are 10%, 15%, 25%, 28%, 33% and 35%, respectively.
- **Dividends and Capital Gains** - For taxpayers in the lowest two tax brackets, the tax rate on dividends and capital gains is reduced to 5% through 2007, and the tax is eliminated completely in 2008. For all other taxpayers, the tax on dividends and capital gains is reduced to 15% through 2008. In 2009, unless Congress acts to change the rules again, the tax rates on dividends and capital gains revert to those in effect prior to the new 2003 legislation.
- **Marriage Penalty Relief** - The new law doubles both the standard deduction and the 15% tax bracket for married couples filing jointly to twice that of singles, but just for 2003 and 2004. Marriage penalty relief was originally scheduled to begin in 2005.
- **Bonus Depreciation** - The current 30% bonus depreciation for the purchase of new business equipment increases to 50% for business property acquired after May 5, 2003, and before January 1, 2005.
- **Small Business Expensing** - The amount that small businesses can expense, (immediately deduct), increases from \$25,000 to \$100,000 for 2003 through 2005. The phase-out threshold for the expensing election is raised from \$200,000 to \$400,000.

If you have questions about any of the above referenced provisions, or would like to make an appointment to discuss your personal or business finances, give us a call! Our experienced professionals understand the new legislation and can help with determining how it impacts you. Call us today, or visit us on the Internet at www.kempercpa.com!

USG CEILINGS

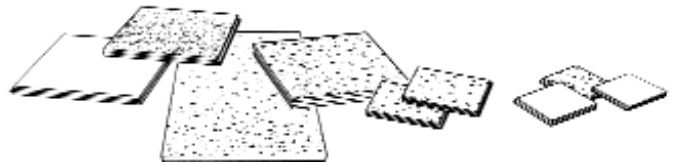
At Home In Every Room

USG
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USG Ceilings™



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24" x 48" panels

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SIMPLICITEE®
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John Harrison, Eric Feagley and Clete Yochum - our professional engineered building systems team.

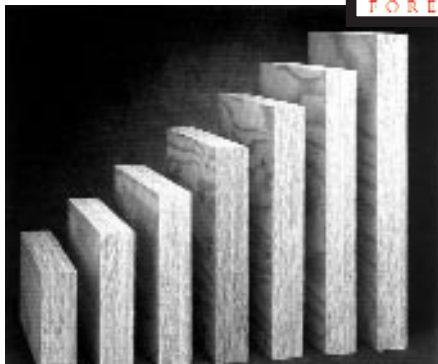
Changing the way we build.



The Roseburg Framing System consists of four major components: RFPI-Joist, RIGIDLAM LVL, RIGIDFLOOR and RIGIDRIM. All of the components are engineered to the industry's highest standards to help contractor's build solid, durable, and well-engineered framing systems. Roseburg engineered wood products meet or exceed the APA-



- RFPI - Joists** Used in floor and roof construction.
- RIGIDLAM - LVL** Headers, beams and columns
- RIGIDFLOOR** - Premium grade plywood underlayment
- RIGIDRIM** - For framing the perimeter of your floor system.



Unlike ordinary lumber, which has natural flaws and inconsistencies, the Roseburg framing system gives your builder the benefits of uniform dryness and dimensional stability. The same precision engineering that keeps your floor strong and quiet - makes it easier to install. Longer spans, uninterrupted spans opens up all kinds of design possibilities.



1110 Ft. Harrison Rd
Terre Haute, IN



1023 Main St.
Vincennes, IN



501 S. Howard St.
Robinson, IL

Know the difference between a tornado **WATCH** and a **WARNING**.

Do you know the difference between a tornado warning and a tornado watch? It is an important difference to know. A tornado warning is more serious, but you need to know what each one means. (Be sure your kids know what they mean, too.)



Watch -

A tornado watch means that weather conditions are favorable for tornados to develop. For example, tornados are most likely to occur in the late afternoon on spring days. However, tornados have occurred in every month at all times of the day or night. Annually, an average of 770 tornadoes are reported every year in the United States.

Here is what to do when a watch is in effect:

- Move cars inside, if possible - hail often accompanies tornadoes.
- Move lawn furniture and yard equipment, time permitting. They can be damaged or can cause serious damage or injury if they are blown through the air.
- Keep your television or radio tuned to weather reports. Know where all members of your family are located.
- Be alert for changing weather. Tornados often occur in conjunction with a severe thunderstorm that produce hail. If you believe a tornado is approaching, do not wait for a warning to be issued. Take cover immediately.

Warning -

A tornado warning means that a tornado has actually been sighted. Seek shelter immediately - tornados are devastating and can have winds up to 260 miles per hour. If you live near a warning system, do not wait for the siren to sound. Take shelter.

Words To Live By

Accept that some days you're the pigeon, and some days you're the statue.

Always keep your words soft and sweet, just in case you have to eat them.

Always read stuff that will make you look good if you die in the middle of it.

Drive carefully. It's not only cars that can be recalled by their maker.

If you can't be kind, at least have the decency to be vague.

If you lend someone \$20, and never see that person again, it was probably worth it.

It may be that your sole purpose in life is simply to serve as a warning to others.

Never buy a car you can't push.

Never put both your feet in your mouth at the same time, because then you don't have a leg to stand on.

Nobody cares if you can't dance well. Just get up and dance.

The early worm gets eaten by the bird, so sleep late.

When everything is coming your way, you're in the wrong lane.

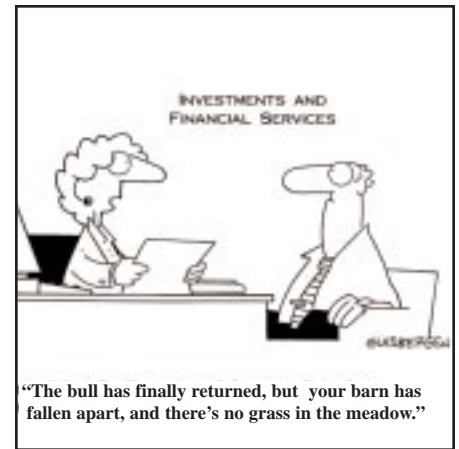
Birthdays are good for you: the more you have, the longer you live.

Ever notice that the people who are late are often jollier than the people who have to wait for them?

If ignorance is bliss, why aren't more people happy?

Some mistakes are too much fun to only make once.

Don't cry because it is over: smile because it happened.



Senior Citizen's Alphabet

A is for arthritis, B for bad back, C is for chest pains. Perhaps cardiac? D is for dental decay and decline, E is for eye-sight --can't read that top line. F is for fissures and fluid retention, G is for gas (which I'd rather not mention), H high blood pressure (I'd rather have low) I for incision's with scars you can show. J is for joints, that now fail to flex. L is for libido - what happened to sex? Wait! I forgot about K! K is for my knees that crack when they're bent. (Please forgive me, my Memory isn't worth a cent) N is for neurosis, pinched nerves and stiff neck, O is for osteo - and all bones that crack, P for prescriptions, I have quite a few. Give me another pill: I'm good as new!

Q is for queasiness. Fatal or flu? R is for reflux - one meal turns into two. S is for sleepless nights, counting my fears. T for tinnitus -- I hear bells in my ears. U is for urinary difficulties with flow. V is for vertigo, that's "dizzy", you know.

W is worry, now what's going 'round? X is for X ray - and what might be found. Y for another year I've left behind. Z is for zest that I still have my mind. Have survived all the symptoms my body's deployed, and kept twenty- six doctors gainfully employed!!!!



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Fiberglass Door System

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- Archlite
- Crystalline Brass
- Concorde
- Crystal Diamonds
- Victorian Crystal
- Frosted Images
- Contemporary
- Clear Glass with or without grilles

See the pro



LARRY McCOY - manager, Big Buck, Robinson



BRAD BOWEN - Salesman, Big Buck, Terre



TIM NASH - Window & Door salesman, Niehaus



CARL HENSLEY - Window & Door salesman, Niehaus



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Employees In Profile



Don Mendenhall - is our employee in profile from Big Buck in Robinson this month. Don was hired 33 years ago, when he was 19 years old. He started as a yard worker and in time worked his way up to yard manager. When the family owned business opened up a new yard in Charleston, Illinois, Don was appointed manager of the new store. Later when the store was closed, Don moved back to Big Buck in Robinson. He is an inside counter salesman.

Don was born and grew up in Robinson. He and his wife Cynthia, have three grown children - Daniel, Matthew and Angelia. They are the grandparents of 3.

One of Don's outside interests has been raising, breaking and riding horses. They presently own 3, and says he thoroughly enjoys everything about caring and training them. He and his wife also enjoy camping when they can find the time.



Brian Lett - is the Operations Manager of the Karran Division of Wholesale Building Materials Division in Vincennes. He was hired to fill the position in July. Karran Sinks is located in the WBM Distribution Center. Karran Sinks are manufactured in South Africa, shipped to WBM, and then packaged and shipped to dealers and retailers across the U.S.A.

Before coming to work for WBM, Brian had worked for an underground coal mine as a continuous mine operator for 10 years, and spent a year at Toyota. He was born in Indianapolis, but grew up in Washington, Indiana. He is a graduate of Washington High School. He is also a graduate of Vincennes University with a degree in Robotics.

Brian and his wife, Connie have two sons: Tyler, age 9, and Triston, age 5. Five years ago, Brian built his family a new home in the South Knox area and still likes working on it, landscaping and general lawn work. He enjoys spending time with his family and being involved with the kids sports activities. He also coaches their soccer team.



Steve Rooker - is employed at Wholesale Building Materials in Nashville, Tennessee. He is Sales Manager for the Nashville area. He had worked for the Tennessee Building Products Company 16 years prior to coming to work for WBM. Steve calls on and services established contractors and is continually looking for prospects to grow the Nashville market.

Steve was born and grew up in Nashville. He is a graduate of McGavock High School. He and his wife have two grown children - Robert and Shenia. They are also the grandparents of two little boys - one is 18 months old and the other is only 2-1/2 weeks old.

Steve says he spends most of his time now working around the house - he says he has several remodeling jobs going. And other than that, he spends time with his grandbabies



Dave Cole - is a delivery driver at Niehaus Home Center. He joined our company a little over a month ago. He makes local deliveries, works in the yard and helps load customers.

Before coming to work for our company, Dave had worked a year for Kentucky-Indiana Lumber Yard in Evansville. Prior to that he had worked for Wickes and Woolahan Lumber yards in Fort Wayne for six years..

Dave was born in Chicago and grew up in Olney, Illinois. He is a graduate of East Richland High School in Olney. He is the parent of two children. John is 12 years old, and daughter, Kris is nine. John lives with Dave in Olney and they spend a lot of time together, doing father-son things like playing ball, fishing, cooking out, watching sports and playing games. Dave also likes going to car shows - like the Frog Follies, that is held in Evansville each year.



KITCHEN & BATH

Let us help design a kitchen and bath to suite your lifestyle.

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- Solution Center
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- Lighting
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helps make your home special!*

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.

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



When you choose Aristokraft, you're choosing beautiful, quality cabinets that you'll appreciate for years

Niehaus Home Center, Vincennes

Big Buck, Robinson

Big Buck, Terre Haute

Niehaus News

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