

# ◆ Niehaus News ◆

September 2004

Volume 43, Issue 9

**NIEHAUS  
Companies**

**Karran**  
**USA**

- Vincennes IN

**Big Buck**  
BUILDING CENTER  
It's how you do 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

## Niehaus/Big Buck Contractors Appreciation Golf Outing

This is the 7th year for the Contractor Appreciation Golf Outing sponsored by Niehaus Companies, Inc. and supported by key vendors. The response has grown to the point that this year the outing is being divided into two outings. Up to this point, contractors from Vincennes, Robinson and Terre Haute areas all played at the Elk's Country Club in Vincennes. This year will be the start of an annual outing at the Idle Creek Golf Course in Terre Haute for the contractors in the Robinson and Terre Haute areas. The Terre Haute outing will be September 2nd and the Vincennes outing will be held September 9th.

At both events, a lunch will be served before tee time and a dinner following the game. Prizes will be awarded for the 'best' in several categories as well as other prizes.

Our company wishes to thank both our contractors for their business and our vendors for their support - not just for this event - but for their year-around great business relationship.



## Date Set For Niehaus Company/Family Picnic

The date for the Annual Niehaus Company/Family Picnic has been set for October 23, at Harmony Park in Vincennes. This is an annual event that brings the employees and their families from Niehaus, Wholesale Building Materials (Vincennes, St. Louis and Nashville) and the Big Buck Stores (Robinson and Terre Haute) together for an afternoon and evening.

Special attention is given to providing entertainment for the children. PartyWerks, a local playground amusement company, sets up unique rides and attractions for the youngsters.

After a dinner catered by Schnitzelbank, awards and prizes are presented to employees who have earned special merit during the previous year.



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## Splinters by Bernie Niehaus Chairman of the Board



### Vincennes & St. Meinrad

This year St. Meinrad is celebrating it's 150th year. (1854 - 2004) It has many Vincennes connections. In 1849 the Bishop of Diocese of Vincennes, Jacques Maurice de St. Palais ask the Swiss Benedictine Abbey of Einsiedeln to send

German speaking priests to minister to the German Catholics of Southwestern Indiana - thus, in 1854 St. Meinrad was founded.

Over the years, hundreds of men from the Vincennes and Evansville area have studied at St. Meinrad. My Uncle Fr. Niehaus was ordained in 1927, my cousin Fr. Alfred Niehaus was ordained in 1946, and I studied at St. Meinrad 1951-1954. Being there in 1954, I helped celebrate their 100 year centennial.

**"We are proud of St. Meinrad and all it is doing for our Church."**

These are exciting times at St. Meinrad. Our Priesthood Program is still the top priority, but many other programs are enjoying success on the Holy Hill. The Lay Ministry Degree program continues to grow. The Permanent Deacon Program is training deacons for several diocese throughout the United States. Continuing Education, Youth Ministry Programs and our Sabbatical Programs are some of the many things keeping St. Meinrad a beehive of activity.

Retreats and workshops are also a big part of St. Meinrad's ministry to the church. Just last month ground was broken for a new Retreat Center and Guest House. It will have 36 guest rooms and include conference rooms, a chapel, dining room and welcome center, plus additional parking.

This guest house, a new wellness center, plus extensive remodeling and updating of the older buildings is all a part of "The call of St.. Meinrad - seeking God and serving the church." A 5 year - 40 million dollar capital campaign. It has been very successful and is already at 31 million. Thanks to the many generous friends of St. Meinrad.

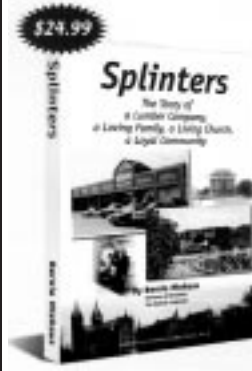
St. Meinrad has many friends in the Vincennes area. The Knights of Columbus are hosting a bus trip to St. Meinrad on Sunday, Oct. 24. On Wednesday, December 1, we are holding our Annual St. Meinrad Friends & Alumni Dinner for the Vincennes area at the K of C Hall. We are proud of St. Meinrad and all that it is doing for our Church.

*Bernie*

# Splinters

By Bernie Niehaus

New Book



The story of  
a Lumber Company,  
a Loving Family,  
a Living Church,  
a Loyal Community

Bernie Niehaus, CEO of Niehaus Companies, located in Vincennes, Indiana, has completed his first book based on the compilation of "Splinters" columns - all previously featured in the Niehaus Companies corporate newsletter. The columns, along with a gallery of photos, tells the story of a unique 70 year old family business, a loving family, an old/new community working together to make good things happen, people with vision, and people having fun - doing good, doing well - together. This hard-bound, 216 page book features many stories and photos of several generations - both past and present. The photo gallery documents family members, hundreds of company employees, friends, and acquaintances that have made up the life of Bernie Niehaus, his family, and his business.

#### About the Author:

*Bernie is an alumnus of Saint Meinrad Seminary, and Vincennes University. He served on the board and is past chairman of Vincennes University. He has served on many Catholic, financial, education, community, business boards and committees.*

#### Foreword by Archabbot Lambert Reilly, O.S.B. St. Meinrad Archabbey

*"Every page of this history of his lumber company has exuding from it an ethic which is an example to business employers and employees alike."*

#### Available at:

##### Evansville

Borders Book Store  
6401 E. Lloyd Expressway

##### St. Meinrad

Abbey Press Gift Shop

##### Vincennes:

V.U. Old Post Book Store  
The Jasmine Basket  
Turn The Page Book Store  
The Bible Book Store

Order also by calling  
or visiting our website  
800-466-1923

## Birthdays

In September the following employees will be celebrating their birthday!

Richard Walls	Sept. 9
Dan McElroy	Sept. 12
Mike Leydet	Sept. 15
Brett Wickens	Sept. 15
Kevin Toole	Sept. 16
Matt Carter	Sept. 22
Joshua Neikirk	Sept. 24
Wayne Sullivan	Sept. 27

## Happy Birthday!

## Anniversaries

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

Michael Welsh	24 Years
Dan Martens	7 Years
Todd Donovan	7 Years
Martha Olker	6 Years
Britni Goldman	3 Years
Jill Warren	1 Year
Janice Warren	1 Year

## Congratulations!

## New Employees

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

Ryan Hollman - Niehaus Home Center  
 Kevin Mullins - Big Buck, Robinson  
 Erin Tuft - Big Buck, Terre Haute  
 Dave Nichol - WBM, St. Louis  
 Drew Coffman - Niehaus Home Center  
 Cletus Hille - Big Buck, Robinson

## Welcome!

## 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**

## Dangerous Food To Eat

A dietitian was once addressing a large audience in Chicago. "The material we put into our stomachs is enough to have killed most of us sitting here, years ago. Red meat is awful. Soft drinks erode your stomach lining. Chinese food is loaded with MSG. Vegetables can be disastrous and none of us realize the long-term harm caused by germs in our drinking water. "But there's one thing that is the most dangerous of all and we all have, or will, eat it. Can anyone here tell me what it is that causes the most grief and suffering for years after eating it?"

A 75-year-old man in the back row stood up and shouted, "Wedding cake."

## The Real Reason that we can't have the Ten Commandments in a Courthouse!

You cannot post "Thou Shall Not Steal," "Thou Shalt Not Commit Adultery" and "Thou Shall Not Lie," in a building full of lawyers, judges and politicians! It creates a hostile work environment.

## Our Sincerest Sympathy to Chris Bennett on the recent loss of his Grandmother

## NOT ON OUR MAILING LIST?

If you (or anyone you know) who is not currently on our mailing list to receive the Niehaus News - but would like to be -just call 812-882-2710 or e-mail [scummins@wbm-online](mailto:scummins@wbm-online).



## THINGS TO THINK ABOUT

1. You spend the first two years of their life teaching children to walk and talk. Then you spend the next sixteen telling them to sit down and shut up.
2. Grandchildren are God's reward for not killing your own children.
3. Mothers of teens now know why some animals eat their young.
4. Children seldom misquote you. In fact they usually repeat word for word what you shouldn't have said.
5. The main purpose of holding children's parties is to remind yourself that there are children more awful than your own.
6. We childproofed our home, but they are still getting in.
7. ADVICE: Be nice to your kids. They will choose your nursing home one day.

## The Blonde and the Cell Phone

A young man wanted to get his beautiful blond wife Tina, something for their wedding anniversary. So he decided to buy her a cell phone. He showed her the phone and explained to her all the features. Tina was excited to receive the gift and simply adored her new phone.

The next day Tina went shopping. Her phone rang and to her astonishment, it was her husband on the other end. "Hi Tina," he said, "how do you like your new phone?" Tina replied, "I just love it! It's so small and your voice is clear as a bell, but there is one thing I don't understand though....." "What's that, sweetie?" asked the husband. "How did you know I was at Walmart?"

## Why Not?

They keep talking about drafting a Constitution of Iraq. Why don't we just give them ours? It was written by a lot of really smart guys, It's worked for over 200 years and heck, we're not using it anymore.

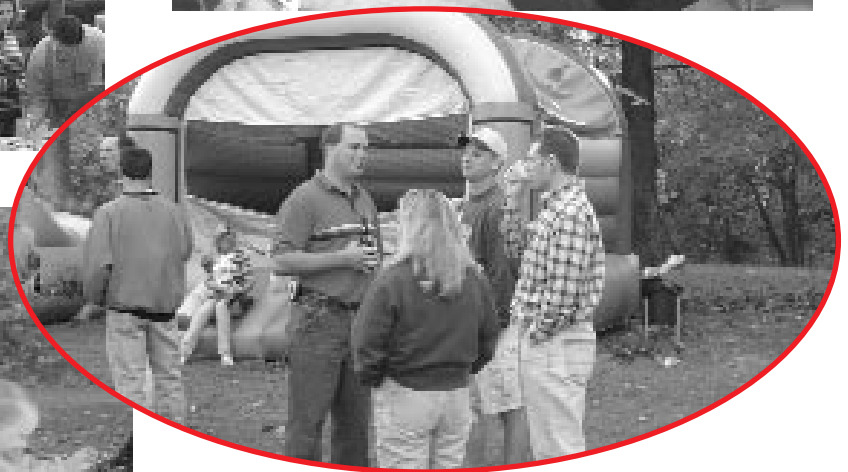
# COMING! Niehaus Companies



## Photo Highlights From 2003



# Employee/Family Picnic - October 23, 2004



Young and old alike enjoy the activities at Harmony Park - celebrating the Annual Family Picnic.



The Niehaus Companies, Inc. Family Picnic will be held at the Harmony Park in Vincennes on Saturday, October 23.

Dinner will be catered by the Schnitzelbank restaurant. PartyWerks will provide inflatable playground entertainment for the children. Awards and prizes will be presented to employees after dinner.

# WBM Dealer Team

*Seated: Kevin Toole and Jill Warren*

*Standing: Doug Klump and Jerry Burch*



The WBM Dealer program is headed up by Jerry Burch.

These dealers are made up of independent home centers, contractor yards, and many of the national chains. They are located in our five state area of Indiana, Illinois, Kentucky, Missouri and Tennessee. Jerry's three dealer salespeople are Jill Warren, Kevin Toole and Doug Klump. Jill calls on dealers in Illinois and Missouri. Kevin covers Indiana and Illinois and Doug covers southern Indiana, Kentucky and Tennessee.

The three primary products that WBM sells to these dealers are: Aristokraft cabinets, Therma Tru Doors and Engineered Wood Products. The Therma Tru Door units and the Aristokraft cabinets are delivered on our weekly van trucks to each territory. Our inside Customer Service Department of Judy Detty, Lisa Ridgeway and Diane Adams take the orders and schedule the deliveries. The engineered lumber is delivered on our boom truck or on the roll off bed trailer to the dealer's customer. The WBM sales team is also assisted by Mike Glen, Sales Manager of our Therma Tru Door Division and Eric Feagley, Manager of our Engineered Wood Division. In our Engineered Wood Division, John Harrison and Clete Yochum do many of the plans for the dealer floor systems and provide excellent customer service.

**Jerry Burch:** - has been with our company for over 26 years. He started as an outside salesman in 1978 and worked up to his present position of WBM Sales Manager in 1987. Jerry and his wife Kathy have two sons: Bryant and Dustin.

**Kevin Toole:** - has been with our company for 5 years. He was hired as Assistant Operations Manager and has since moved up to outside sales. Kevin and his wife, Barb, have two sons Patrick and Graham. The family resides in the Vincennes area.

**Jill Warren:** - joined our company one year ago as an outside salesperson for WBM. Jill is a seasoned salesperson due to the fact that she and her husband own a counter top business and has been involved in the building trades many years. Jill and her husband Doug are the parents of 21 year old daughters, Erin and Erika.

**Doug Klumpp:** - has been with our company for two years. He works as an outside salesman for WBM. Doug and his wife, Lori, are the parents of four children: Kahlai, Sean, Nick and Cirby.. They reside in Vincennes.

## Fractured Historical Writings by Children

*Actual answers given on history tests and in Sunday school quizzes by children between 5th and 6th grade ages in Ohio.*

- The Greeks were highly sculptured people, and without them we wouldn't have history. The Greeks also made myths. A myth is a young female moth.
- In the first Olympic games, Greeks ran races, jumped, hurled biscuits, and threw the jav. The games were messier than they show on TV now.
- Louis Pasteur discovered a cure for rabbits, but I don't know why.
- Karl Marx was one of the Marx Brothers. The other three were in the movies. Karl made speeches and started revolutions. Someone in the family had to have a job, I guess.
- The nineteenth century was a time of a great many thoughts and inventions. People stopped reproducing by hand and started reproducing by machine. The invention of the steamboat caused a network of rivers to spring up.
- Solomon had three hundred wives and seven hundred porcupines. He was an actual hysterical figure as well as being in the bible. It sounds like he was busy too.
- Socrates was a famous old Greek teacher who went around giving people advice. They killed him. He later died from an overdose of wedlock which it was apparently poisonous. After his death, his career suffered a dramatic decline.
- Beethoven wrote music even though he was deaf. He was so deaf that he wrote loud music and became the father of rock and roll. He took long walks in the forest even when everyone was calling for him. Beethoven expired in 1827 and later died for this.
- Abraham Lincoln became America's greatest Precedent. Lincoln's Mother died in infancy, and he was born in a log cabin which he built with his own hands. Abraham Lincoln freed the slaves by signing the Emasculation Proclamation.



### Investing basics: Picking the right stocks

We have witnessed such volatile activity in the stock market recently that the old stock selection rules are not always applicable. Seasoned investors and new investors alike want a sure-fire way to pick the winners. Well, no one can offer any guarantees, but smart investors do have certain characteristics they associate with a winning stock.

A crucial key is that the stock should meet certain criteria. There are good stocks that don't fit the mold, but historically, the stocks with the biggest gains shared most, if not all, of these features:

#### Strong balance sheet

Look for companies with a low debt-to-equity ratio. In recessionary times, debt-laden companies may not stay afloat.

#### Low price-to-earnings ratio

P/E ratios are usually industry-driven, so make sure you compare similar companies. Low P/E ratio may mean an increased rate of return on your investment.

#### Good management

A strong management team and a leadership position in their industry are earmarks of a good company. Look for a history of steady growth to assess staying power.

#### Book value

A stock priced lower than its book value provides extra assurance that your investment will not go sour.

#### Good dividends

A strong dividend history with regular increases adds to a stock's desirability. A healthy income stream can make the wait for growth returns more pleasant, and it helps prop up a stock's price in a falling market.

#### Undervalued assets

Company assets such as real estate and mineral holdings may be worth dramatically more than the balance sheet and stock price indicate. Companies with undervalued assets may be tempting to conglomerates in these days of merger mania.

#### Broad ownership base

A stock that is held by relatively few investors is much more likely to be subjected to dramatic drops if a major holder decides to bail out.

#### Basic industries

Shy away from faddish industries, notorious for meteoric rise and fall. When timing is the most crucial element in an investment's return, it becomes more akin to gambling than investing.

#### Strong cash flow

Healthy cash flow will help a company weather economic downturns. It might also make the company a takeover target since takeover debt can be paid off with the surplus dollars.

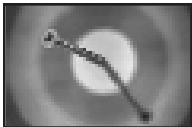
#### Unusually low price

A low price when compared to the stock's average historical price could indicate a bargain if the drop is due to market forces rather than changes in the company. Though there is no magic way to select winners, the hallmarks of a good stock value are somewhat ascertainable. Good investing requires legwork and attention to detail, but that's a small price to pay for a healthy portfolio.





# Engineered Wood Products



### Fast, labor-saving installation

AdvanTech Flooring with Fastening Guide makes hitting the joists easy. High quality I-joists with MSR lumber flanges mean a cost-effective, high performance AdvanTech system.



### Weatherability

Flooring and Rim Board won't warp, cup or delaminate. I-joist with AdvanTech web won't swell, which means no flange splitting.



### Strength

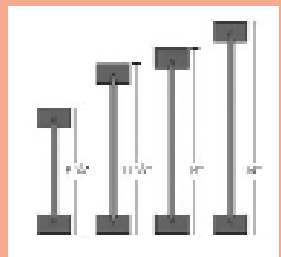
System performance enhanced by the strength and stiffness of AdvanTech VIP+ Flooring.

AdvanTech® I-joists are manufactured with AdvanTech web and machine stress rated (MSR) lumber flanges to provide you with a joist that is stronger, stiffer and straighter than conventional joists.



## I Joists

Made with high strength, moisture resistant AdvanTech formula webstock, which means no flange splitting  
Exceptionally wide flanges that are more rigid during installation  
Resist twisting, shrinking and bowing



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Terre Haute, IN



1023 Main St.  
Vincennes, IN



501 S. Howard St.  
Robinson, IL

**WHY MEN ARE HAPPIER PEOPLE!**

*What do you expect from such simple creatures?*

Your last name stays put.  
The garage is all yours.  
Chocolate is just another snack.

You can be president.  
You can never be pregnant.  
You can wear a white T-shirt to a water park.

Car mechanics tell you the truth.  
The world is your urinal.  
You don't have to stop and think which way to turn a nut or bolt.  
Same work - more pay.

Wrinkles add character.  
Wedding dress \$5,000 - Tux rental - \$100  
People never stare at your chest when they talk to you.

Phone conversations are over in 30seconds flat.  
One mood - all the time.  
A five day vacation requires only one suitcase.

You can open all your own jars.  
Your underwear is \$8.95 for three-pack.  
Three pairs of shoes are more than enough.

You are unable to see wrinkles in your clothes.  
The same hairstyle lasts for years, maybe decades.

You only have to shave your face and neck.  
You can play with toys all your life.  
Your belly usually hides your big hips.  
One wallet, one pair of shoes, one color for all seasons.

You can wear shorts no matter how your legs look.  
You can "do" your nails with a pocketknife.

You have freedom of choice concerning growing a mustache.

You can do Christmas shopping for 25 relatives on December 24 in 25 minutes.

**No wonder men are happier!!**

**Feed The HeART****Celebrity Art Exhibition 2004 National Tour**

For 50 years, **Aristokraft Cabinetry** has had a presence in America's kitchens. To commemorate its anniversary in a way that gives something back to the community, Aristokraft developed "Feed the HeART" to fight hunger in the United States.



"Feed The HeART" is a one-of-a-kind celebrity art exhibition with cabinet doors as the canvas - all designed to benefit Share Our Strength, the nation's largest anti-hunger, anti-poverty organizations. More than 33 million Americans - one in ten households - cannot afford the food to meet their basic needs.

The Feed the HeART exhibition will tour Aristokraft dealers coast-to-coast throughout 2004. At the conclusion of the tour, the doors will be auctioned to benefit Share Our Strength.

The exhibit includes 10 painted doors, and biographies of the celebrity participants. Participants include **Yoko Ono, Buzz Aldrin, Shari Belafonte, Phyllis Diller, Dave Foley, Sean Hayes, Kathy Ireland, Marlee Matlin, Randy Travis, and Max Weinberg**. The celebrity artists, using an Aristokraft cabinet door as a "canvas" have painted their vision of what it means to "Feed The HeART."

***This exhibit will be at Niehaus Home Center, in Vincennes, on Saturday, December 11th.***



"Don't take it so hard Dear . . . I'll bet lots of husbands hang cabinets with the doors opening into the wall . . . ."

**Today I wish you a day of ordinary miracles. . . .**

- A fresh pot of coffee you didn't have to make yourself.
- **An unexpected phone call from an old friend.**
- Green stoplights on your way to work or shop.
- **I wish you a day of little things to rejoice in. .**
- The Fastest line at the grocery store.
- **A good sing along song on the radio.**
- Your keys right where you look.
- **I wish you a day of Peace, Happiness and Joy.**

*They say it takes a minute to find a special person, an hour to appreciate them, a day to love them, but then an entire life to forget them.*

## Therma Tru: Brand Leader year after year

Therma-Tru has received a number of major honors recently. These include:

- Fortune Brands (of which Therma-Tru is part) has been named the **most admired company** in its category by *Fortune* magazine for the ninth year in a row.
- Selected by leading industry retailers as the **2004 Golden Hammer Award** recipient in the door category in this annual competition sponsored by Home Channel News.
- Named by the top 50 builders nationally as their **#1 Preferred Manufacturer for exterior doors**, and sharing first place honors as #1 Preferred Manufacturer for patio door systems *Professional Builder's* annual GIANTS preferred brand selection survey.
- Cited by several thousand builders for the **Brand Used Most and Brand Used in Past Two Years** for entry doors in *Builder Magazine's* 200 brand use study. ThermaTru's patio door systems placed second in their category for Brand Used Most.



## Be Careful What You Wish For

A man and an ostrich walk into a restaurant. The waitress asks, "What will it be?" The man replied "A burger and a coke." "And you?" "I'll have the same," the ostrich replies. They finish their meal and pay. "That will be \$4.50," The man reached into his pocket and pulled out the exact amount. They do this every day til Fri.. "The usual?" she asked, "No, today is Friday. I'll have steak and a coke." "Me too," says the ostrich. They finish and pay. "That will be \$10.95" The man reached in his pocket and pulls out the exact amount again just like all week. The waitress was dumb-founded. "How is it that you always have the exact amount?" "Well," says the man, "I was cleaning my attic and I found a dusty lamp. I rubbed it and a genie appeared. "Wow!" said the waitress. "What did you wish for?" I asked that when I needed to pay for something, the exact amount would appear in my pocket." "Amazing! Most people would ask for a million dollars. But what's with the ostrich?" "Well," said the man, "I also asked for a chick with long legs."



# Doors Doors Doors

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- Fiber-Classic
- Smooth-Star
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- Fire doors
- Hand crafted doorlites
- Many options available

*Pre-hung, weatherstripped, insulated. Every component in each door system is designed, engineered and manufactured to work together*

- A **lifetime limited warranty** on the patented fiberglass - *Classic-Craft* and *Fiber-Classic* entry door systems.
- A **20-year limited warranty** on *Smooth-Star* fiberglass door systems.
- A **10-year limited warranty** on *Premium Steel* door systems.



## Employees In Profile



**Rusty Cook** - is our featured employee from Big Buck Pro Building Center at Terre Haute for this month. He will be observing his one year anniversary with our company this month. Rusty is a materials handler in the yard. He has many duties like stocking, receiving, building loads for delivery, and working in the cabinet and window warehouses.

Before coming to Big Buck, Rusty was employed by Toney Petroleum where he had worked for the past 12 years in operations. Rusty was born in Chicago and grew up in Crawfordsville, Indiana. He is a graduate of North Montgomery High School. He also attended Vincennes University where he followed general study courses.

Rusty is single and resides in St. Bernice, Indiana. In his leisure time, he likes watching stock car races and hunting. He is a member of Ducks Unlimited and Pheasants Forever.



**Ken Petri** - is an outside salesman at the St. Louis division of Wholesale Building Materials. He calls on home builders in that area. He has been with our company since April of this year. Ken has gained a wealth of experience in the custom home building business over 25 years. He had worked for Triple A Remodeling Company in sales and design for over 10 years.

Ken was born in Toledo, Ohio and grew up in St. Louis. He is a graduate of Parkway Central High School, and the University of Missouri in Rolla where he earned a degree in Engineering Management/Civil Engineering. He is single and lives in St. Louis.

Ken enjoys outdoor sports like tournament fishing, scuba diving, golf and water polo. During his college years, he was active in competitive swimming and made the All American swim team. And now we are glad to have Ken on our Sales Team.



**James Noble** - was chosen as the employee in profile this month from Wholesale Building Materials in Vincennes. James is a truck driver and has been with our company for 6 months. He delivers building materials to dealer customers in Indiana, Kentucky and Illinois.

Before coming to WBM, James worked for Brashear Trucking Company and Noble Trucking Company. He was born in Cadillac, Michigan and grew up in the Monroe City area. He is a graduate of South Knox High School.

James is married, and he and his wife Sarah, have a 4 year old son named Christopher. They reside in Bruceville.

James says that in his leisure time he likes hunting and fishing,, watching NASCAR races, and going mudding on 4 wheelers.



**Eric Bickett** - is employed at Niehaus Home Center in Vincennes. He is a member of the insulation installation team. These guys blow fiberglass insulation into the walls and attics in newly constructed buildings. A special machine blows the material into the walls between the studs before the drywall or finish layer is added.

Prior to coming to our company, Eric worked for Kight Lumber in Owensboro, Kentucky. He was born and grew up in Whitesville, Kentucky and is a graduate of Trinity High School. He attended a trade school in Owensboro where he earned a degree in Auto Body and Welding.

Eric is the father of an eight year old son named Seth. In his leisure time, Eric likes bow hunting, riding 4 wheelers and spending time with Seth.

# Niehaus News

Niehaus Home Center  
1023 Main Street  
Vincennes, IN 47591

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Robinson, IL



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