

Niehaus News

March 2004

Volume 42, Issue 3

NCI NIEHAUS
Companies, Inc.

Wholesale

WBM

- Vincennes, Indiana
- St. Louis, Missouri
- Nashville, Tennessee

Retail

Niehaus Home Center

- Vincennes, Indiana

Big Buck Building Centers

- Robinson, Illinois
- Terre Haute, Indiana

Manufacturing

DOOR MILL

- Vincennes, Indiana

TOP SHOP

- Vincennes, Indiana

Imports

KARRAN USA

- Vincennes, Indiana

Bernie Niehaus, CEO

Butch Niehaus, President

David Niehaus, Vice-Pres. of Sales

Eric Niehaus, Vice-Pres. of Operations



St. Patrick's Day

March 17

May you have:

A world of wishes at your command

God and his angels close at hand

Friends and family their love impart,

And Irish blessings in your heart

Splinter

by Bernie Niehaus
Chairman of the Board



A Great Place To Live

Our community, Vincennes, Indiana, is certainly a great place to live, bring up children, and to brag about. We are rich in history. In 1779, 225 years ago, George Rogers Clark and a volunteer army of French, Indians and Americans captured Fort Sackville here. The Fort was occupied by the British and this battle was a dramatic turning point in the Revolutionary War that opened up the West for expansion. To honor this great feat, we have a National Park in Vincennes which draws thousands of visitors every year.

Two of the most bragable things we have in Vincennes are the Good Samaritan Hospital and Vincennes University. These two institutions are our largest employers and set our community apart from any other city of our size. The Good Samaritan Hospital is a regional hospital and services over 200,000 residents from Knox and surrounding counties. It has over 89 doctors and 1,650 employees. The hospital is also getting ready to open the new Same-Day Surgery Center.

(continued page 2)

(continued from page 1)

Vincennes University was founded in 1806 and William Henry Harrison, the ninth President of the United States was it's first president. V.U. is one of the two colleges in the United States founded by a president. V.U. has 4,800 students on the Vincennes campus, and over 8,000 state wide. The University offers 150 programs of study, including both transfer and two year Associate Programs. They employ over 875 faculty and staff. It is a great place to get started in college. Both Patty and I, and our five children graduated from V.U.

Our community is is a great place to raise children. We have many pre-schools and day-care centers to choose from. We are also blessed with great schools. We have three county schools - South Knox, North Knox and Vincennes Community School. We are equally proud to have Flaget and Rivet Catholic grade and high schools, as well as the new Christian school.

We have one of the finest Y.M.C.A.'s in the country for a town of our size. It's facilities include: Weight Training, Cardio Workout Facility, Aquatics, Youth Sports, Gymnastics, Child Care, Older Adult Programs and many special programs in each area.

Many annual festivals lure visitors to Vincennes. Our largest is the Rendezvous, held on Memorial Day weekend. This festival features a reenactment of the Revolution War Battle. Also many merchants set up booths to sell authentic merchandise and food from that period. The Christmas Stroll is another event that is growing every year. It features a lighted night parade in downtown with caroler's, carriage rides and many holiday displays and booths. There are several other very popular festivals throughout the year like the Watermelon Festival, The Germanfest, and Muster at Wabash Bluff.

Our new Farmers Market adds a special touch to our downtown tourist area. It is open every Saturday from Memorial Day through Labor Day. It features fresh produce from our local farmers, arts and crafts booths, plus, different musicians.

Our employment history has taken a great upswing in the last few years since Toyota has opened 30 miles south of Vincennes. Besides many of our area residents working at the Toyota plant, there is three local plants that support Toyota with parts. ATS in Lawrenceville, Futaba and Excell in Vincennes employ over a thousand workers.

Entertainment in our community is now the best in many years with the opening of the new 8 theater Stadium Showplace, and Marone's Comedy Club. Vincennes University will be breaking ground this spring for the new 15 million dollar Red Skeleton Performing Arts Center. This will give us a new venue to host the Community Series and many other entertainment possibilities for the future. Our Old Town Players have their own theater now and have a series of plays

throughout the year. If one needs more entertainment, we are just 2 hours from Indianapolis or Louisville and 3 to 4 hours from St. Louis and Nashville.

This year three projects are scheduled for Vincennes that will make our great town even better. The first is a Riverwalk from the National Park downtown to the Harrison Mansion on the V.U. campus. The second is to open up First Street from downtown to the V.U. campus by lowering the railroad crossing. This will help traffic in the university area, plus, enhance our tourist attractions. The third is the connecting road between Hart Street and Highway 61. This will open up many possibilities for retail shopping, plus help the traffic in the congested Hart Street area.

Yes, the future in Vincennes is bright and it's a great place to live.



Niehaus Kitchen Customer Wins Honorable Mention

Terry Daniel, purchased an Aristokraft kitchen, (designed by Ginger Welton) for her new home last fall. At the time, Aristokraft was having a "Stock My Kitchen" contest. The rules of the contest were if a customer was building or remodeling a kitchen and their purchases were made during the specified time frame, they were eligible to submit photo's of their new kitchen to be judged. Along with the photo's, it was required to write a 250 word essay that answered "How does your kitchen reflect your family's lifestyle needs?"



Terry was recently notified that she had won one of the \$100.00 grocery certificates in the "Honorable Mention" category.. Congratulations to Terry on her new Aristokraft kitchen and the \$100.00 certificate. Niehaus Home Center appreciates Terry's business and her trust in us with the assistance in her new kitchen and bath.

Birthdays

In March and April the following employees will be celebrating their birthday!

March

Jerry Burch	March	1
Jean Fox	March	4
Brian Childs	March	6
Kim Terry	March	6
Kathy McCreary	March	11
Steve McNew	March	11
Dennis Bilskie	March	15
Alan Smith	March	19
Ian Gilmore	March	19
Todd Donovan	March	20
Don Kirby	March	21
Damond Roark	March	22
Jill Warren	March	25
Paul Martin	March	26
Betty Tuttle	March	26
Gary Orames	March	27

April

Kevin Mischler	April	1
Reginald Maddox	April	14
Mike Montgomery	April	16
Brad Snider	April	18
Steve Gerdeman	April	25
Stephen Lanning	April	26
Ed Vantlin	April	26
Juanita Lamparter	April	26
Kyle Blubaum	April	29

Happy Birthday!

Anniversaries

March and April will mark the anniversary date of employment with our company for the following employees.

March

Sherry Cummins	26 Years
Steve Taylor	8 Years
Dean Franz	8 Years
John Harrison	7 Years
Shannon Grantham	5 Years
Bill Egbert	4 Years
Richard Walls	2 Years
Troy Mischler	2 Years
Kevin Mischler	2 Years
Robert Neal	2 Years
Ralph Ross	2 Years

April

Roy Roach	30 Years
Kathy McCreary	18 Years
Brad Snider	18 Years
Betty Tuttle	16 Years
Kevin Grostefon	9 Years
Paul Martin	8 Years
Kyle Blubaum	6 Years
Doug Vantlin	5 Years
Diana Adams	4 Years
Ed Vantlin	4 Years
Matt Carter	3 Years
Gary Orames	3 Years
Amanda Wyche	1 Year
Joshua Litherland	1 Year

Congratulations!

New Employees

We would like to welcome the following new employees to our company.

- John Byrnes - Niehaus Home Center
- Kim Downen - Niehaus Home Center
- Brook Fuller - Karran USA

What's UP?

Thought you might enjoy something UP beat and different. There is a two-letter word that perhaps has more meaning than any other two-letter word, and that is "UP."

It's easy to understand UP, meaning toward the sky or at the top of the list, but when we waken in the morning, why do we wake UP. At a meeting, why does a topic come UP? Why do we speak UP and why are the officers UP for election and why is it UP to the secretary to write UP a report? We call UP our friends, we use it to brighten UP a room, polish UP the silver, we warm UP the leftovers and clean UP the kitchen. We lock UP the house and some guys fix UP the old car. At other times the little word has real special meaning. People stir UP trouble, line UP for tickets, work UP an appetite, and think UP excuses. To be dressed is one thing, but to be dressed UP is special, and this is confusing. A drain must be opened UP because it is stopped UP. We open UP a store in the morning but we close it UP at night. We seem to be pretty mixed UP about UP. To be knowledgeable of the proper uses of UP, look UP the word in the dictionary. In a desk size dictionary, UP takes UP almost 1/4 of the page and definitions add UP to about thirty. If you are UP to it, you might try building UP a list of the many ways UP is used. It will take UP a lot of your time, but if you don't give UP, you may wind UP with a hundred or more. When it threatens to rain we say it is clouding UP. When the sun comes out, we say it is clearing UP. When it rains it wets UP the earth. When it doesn't rain for a while, things dry UP. One could go on and on, but I'll wrap it UP, for now my time is UP, so I'll shut UP.



**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.

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Sherry Cummins, Advertising Manager,
Niehaus Home Center

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.

Irish Humor

An Irish priest and a Rabbi get into a car accident. They both get out of their cars and stumble over to the side of the road. The Rabbi says, "Oz vex! What a wreck!" The priest asks him, "Are you all right, Rabbi?" The Rabbi responds, "Just a little shaken." The priest pulls a flask of whiskey from his coat and says, "Here drink some of this, it will calm your nerves." The Rabbi takes the flask and drinks it down and says, "Well, what are we going to tell the police?" "Well," the priest says, "I don't know what your aft' to be tellin' them. But I'll be tellin them I wasn't the one drinking'."

In hearing an Irish case of assault and battery, counsel, in cross examining one of the witnesses, asked him what they had the first place they stoped at. "Four glasses of ale," was the reply. "Next?" Two glasses of whiskey." "Next?" "One glass of brandy." "Next?" "A fight"

The Doctor was puzzled "I'm very sorry, but I can't diagnose your trouble, Mahoney. I think it must be drink." Don't worry about it Dr. Kelly, I'll come back when you're sober."

"Hey Patrick, do I hear you spitting in the vase on the mantlepiece?" "No, Nora, but I'm getting closer all the time!"



This one's a honey! We've already unloaded six of them today --

An Englishman, a Scotsman and an Irishman were without tickets for the opening ceremonies of the summer Olympics but hoped to be able to talk their way in at the gate. Security was very tight, however, and each of their attempts was met with a stern refusal.

While wandering around outside the stadium, the Englishman came upon a construction site, which gave him an idea. Grabbing a length of scaffolding, he presented himself at the gate and said, "Johnson, the pole vault," and was admitted. The Scotsman, overhearing this, went at once to search the site. When he came up with a sledge hammer, he presented himself at the gate and said, "McTavish, the hammer." He was also admitted. The Irishman combed the site for an hour and was nearly ready to give up when he spotted his ticket in. Seizing a roll of barbed wire, he presented himself at the gate and announced, "O'Sullivan, fencing."

Murphy, O'Brien & Casey were sitting in a bar discussing the words they would like to hear spoken over their coffins at their wakes. Casey says, "I would like them to say 'He was a wonderful family man - he always supported his wife and kids, and they never wanted for anything.'" O'Brien says, "That's lovely Casey. But I would like to hear them say "He was a great man in the community - he undertook a lot of projects to make his community a better place." Murphy says, "That's very nice, O'Brien. But I would like to hear them say, "Look, he's moving."

An American tourist was boasting to an Irishman how advanced the Americans are. "Gee, we've even put a man on the moon." "That's nothing," replied the Irishman, "we are going to put a man on the sun." "Don't be stupid," said the American, "He'll fry before he even gets there." "Oh no, he won't. We're sending him at night."

Two Irishmen were out shooting ducks. One took aim and hit a bird which tumbled out of the sky to land at his feet. "Ah, you should have saved the bullet," said the other. "The fall would have killed him anyway."

Vinyl Siding

Revitalizing your home has never been simpler! Vinyl siding, the preferred choice of homeowners, will update your look, enhance curb appeal and protect your home from the elements and your children's baseball practice. Still it is quite an investment and you will want to carefully choose the style and type of vinyl siding best for your home. Then you need to review manufacturers and price your options.

Question and Answer:

To help you start fitting the pieces of the puzzle, we will try to answer some of the most frequently asked questions.

- **What are the benefits of house siding?**

House siding is a terrific way to up-date the look of your home, thereby increasing your resale value. In addition, vinyl siding reduces your home maintenance costs and protects your house.

- **Is painting more cost effective than vinyl siding?**

From a short-term point of view, painting is certainly less expensive. However, after approximately three years, the pendulum begins to swing in favor of vinyl. Not only will you boost your resale value, but you will enjoy the ease of caring for vinyl siding.

(Note:) Typically your home must be repainted every three to five years. Vinyl is a one-time investment.

- **Can you briefly describe vinyl siding?**

Vinyl siding is constructed from polyvinyl chloride, better know as PVC. PVC has replaced metal as the dominant material for many consumers, industrial and consumer products. A revolutionary construction material, PVC provides impact-resistance, strength and rigidity.

- **What other types of siding are available?**

Today's choices include vinyl, wood, aluminum and steel. The preferred option? Vinyl.

- **Why is vinyl so popular?**

It is virtually maintenance free. The color does not peel, blister, flake or rot, so there is never the need to paint.



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Health Savings Account

Health insurance is often provided by your employer. However, self-employed individuals and many others must find their own policies and pay the premiums. Generally speaking, you should purchase a good major medical policy with the highest deductible you can handle. New for 2004 is a Health Savings Account.



A Health Savings Account (HSA) is an excellent way to help fund medical expenses. Beginning in 2004, certain individuals may be able to use tax-advantaged Health Savings Accounts in conjunction with high deductible health insurance plans.

A Health Savings Account is a tax-exempt trust or custodial account that a person can set up with a U.S. financial institution (such as a bank or an insurance company) which allows you to pay or be reimbursed for certain medical expenses. This account must be used with a high deductible health plan (HDHP). A HDHP is a health plan having an annual deductible of at least \$1,000 for individuals and \$2,000 for families.

To qualify for a Health Savings Account, you must meet the following requirements:

- You must have a high deductible plan
- You must not be covered by another health insurance plan, unless the other plan only covers limited types of coverage such as accident or dental insurance
- You cannot be entitled to Medicare benefits
- You cannot be claimed as a dependent on someone else's 2004 tax return

There are several tax benefits from having an HSA.

- You can claim a tax deduction (up to certain limits) for contributions you make to your HSA even if you do not itemize your deductions on Form 1040.
- The interest or other earnings on the funds in your HSA account are tax free.
- Distributions from your HSA account may be tax free if you are using the money for qualified medical expenses.



If you have questions about a health saving account give us a call! The friendly, experienced professionals at Kemper can answer all of your questions and help you prepare for April 15 - call us today!!



Entertaining Facts

- Coca-Cola was originally green.
- Every day more money is printed for Monopoly than the US Treasury.
- Hawaiian alphabet has 12 letters.
- Men can read smaller print than women; women can hear better.
- City with the most Rolls Royce's per capita: Hong Kong.
- State with the highest percentage of people who walk to work: Alaska
- Barbie's measurements if she were life size: 39-23-33.
- Cost of raising a medium-size dog to the age of eleven: \$6,400.
- Average number of people airborne over the US any given hour: 61,000.
- Intelligent people have more zinc and copper in their hair.
- The world's youngest parents were 8 and 9 and lived in China in 1910.
- First novel ever written on a typewriter: Tom Sawyer.
- The San Francisco Cable cars are the only mobile National Monuments.
- Hershey's Kisses are called that because the machine that makes them looks like it's kissing the conveyor belt.
- No NFL team which plays its home games in a domed stadium has ever won a Superbowl.
- Q. What separates "60 Minutes," on CBS from every other TV show?
A. No theme song.
- Half of all Americans live within 50 miles of their birthplace.
- Q. If you were to spell out numbers, how far would you have to go until you would find the letter "A"?
A. One thousand.
- Q. What do bulletproof vests, fire escapes, windshield wipers and laser printers all have in common?
A. All invented by women.
- Q. This is the only food that doesn't spoil.
A. Honey

YOU CAN'T FOOL OLD PEOPLE

I'm an 82 year old senior. I am tired of people treating me like I'm an ignorant young child. Last year I had several windows in my house replaced. They were the expensive double-insulated, energy efficient windows. This week I received a call from the contractor complaining that the work has been done for a year and that I had failed to pay for them. My gracious, did we go round and round! I told him that no one pulls a fast one on this old lady. Even though I am a senior citizen and was a blonde in my younger days, that doesn't mean that I am automatically stupid! I proceeded to tell him exactly what his salesman told me last year: "In one year, they will pay for themselves."

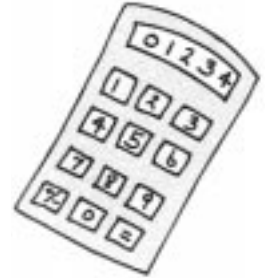
**Strange Facts**

- There are no clocks in Las Vegas gambling casinos.
- The king of hearts is the only king without a moustache on a standard playing card.
- The Mona Lisa has no eyebrows. It was the fashion in Renaissance Florence to shave them off.
- One car out of every 230 made was stolen last year.
- There are 18 different animal shapes in the Animal Crackers cookie zoo.
- In Tokyo, a bicycle is faster than a car for most trips of less than 50 minutes.
- A lightning bolt generates temperatures five times hotter than those found at the sun's surface.
- A violin contains about 70 separate pieces of wood.
- It takes glass one million years to decompose, which means it never wears out and can be recycled an infinite amount of times.

Figure this out.

1. Grab a calculator (you won't be able to do this one in your head)
2. Key in the first three digits of your phone number (not the area code.)
3. Multiply by 80
4. Add 1.
5. Multiply by 250.
6. Add the last 4 digits of your phone number.
7. Add the last 4 digits of your phone number again.
8. Subtract 250.
9. Divide number by 2.

Do you recognize the answer?



Kemper Cabinets

This now gives us the flexibility to create that custom look of Decora, but keep the price close to in line with our stock cabinet by Aristokraft.

Kemper offers classic, affordable designs... that last. Choose from over 150 styles and finish combinations - including glazes, paints and accents to create a kitchen that's as comfortable and beautiful as it is functional. A kitchen that says a lot about the way you live.

Consider other spaces in your home:

- | | |
|----------------------|------------------|
| TV cabinet | Computer Center |
| Room partitions | Open bookcases |
| Built in window seat | Full service bar |
| Bedroom storage | Kid's room |
| Dining room hutch | Breakfast buffet |
| Snack bar | |



Financing Home Improvements

A grand deck out back, new energy efficient replacement windows, a new driveway - we all have a list of improvements we want to make to our home. But it always comes down to money. What can we afford? Most improvements have substantial long-term returns in both quality of life and in hard benefits like increased resale value and lower energy costs. It makes sense to look at financing as a way to tap into these benefits sooner.

Fortunately, it's getting easier to finance home improvements. New options are being developed all the time. But all these new options also make it more confusing than ever. Refinancing, home equity lines second mortgages, home improvement loans -- you name it, and it's out there.

Besides all the different types of loans, there are many different institutions ready to lend you money. Your contractor, your bank, a mortgage broker, your credit card company and many others may be approaching you with offers that sound great. Three common questions asked are:

Q. To finance a remodeling project, is it better to refinance my first mortgage or simply get a second mortgage?

A. Generally you have to look at two things. First, ask lenders current market interest rates for first mortgages. If current rates are two percent or more below the rate on your current mortgage loan, there is a good chance you'll be better off

refinancing. The other main factor is the closing costs. Generally, they are higher with refinancing than with second mortgages. Most mortgage brokers or bankers can give you a complete comparison of the two options and help you figure out which is right for you.

Q. If I get a home equity line, do I risk losing my home?

A. The less risky the loan, the lower the interest rate the lender can charge. Any loan secured by a house or other real estate is less risky for the lender. They know that if you don't pay, they can force the house to be sold and use part of the proceeds to pay off the loan. With the property as backup, they can charge a lower interest rate. Because of the lower interest rate and the likelihood that the interest will be tax deductible, most consumers finance home improvements with loans like home equity lines that are secured by their house. This makes good sense if your income is reliable. If, on the other hand, your income is highly variable, or you are facing considerable job insecurity, you should probably avoid secured loans - or any loans for that matter.

Q. My credit card sent me a flyer saying I can borrow up to \$15,000 without any paperwork at all at only 7.9 percent. Can that be true?

A. Many credit card issuers will let you initiate loans by writing special checks called cash advances. Sometimes, they offer a low "introductory rate" which is usually good for a relatively short period of time. Afterwards, the rate can go up substantially. These loans are generally unsecured and carry high overall interest rates. Their simplicity and ease, however, make them ideal for short term financing for a few months.



Karran

Solid Surface SINKS



When you install a Karran sink, you're free to worry about other things for the next 50 years.....at least!

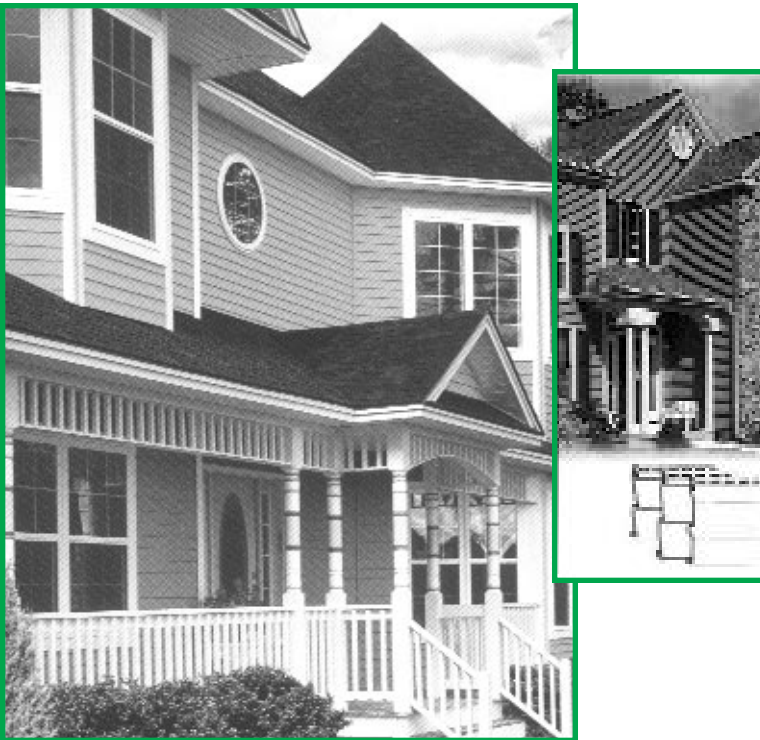
- WON'T dent
- WON'T scratch
- WON'T stain
- WON'T nick
- WON'T burn

Oh yes. it's beautiful too!





CertainTeed 
Quality made certain. Satisfaction guaranteed.™



Vinyl Siding

For beautiful natural-looking vinyl siding that is virtually maintenance-free, turn to CertainTeed

Monogram - Double 4" Clapboard style

- Monogram's rough cedar texture has a true wood-like appearance.
- Brushed finish Monogram Double 4" siding provides the appearance of freshly painted smooth clapboards. RapidForm 180 technology withstands wind load pressures up to 180 mph when installed with nails and 235 mph when installed with staples.

White, Clay, Desert Tan, Savannah Wicker or Sterling Gray

MainStreet

• MainStreet siding offers consistent quality, good looks and is the ideal choice for home owners looking for value and the benefits of a premium panel.

- Low gloss, in woodgrain finish.
- 1/2" clapboard base.
- Duralock post-formed lock.
- Lifetime limited warranty.

Hamilton Park

• Hamilton Park offers a combination of quality and value.

- Low gloss, woodgrain appearance.
- Double 4" clapboard or double 4-1/2" dutch lap
- 5 colors.



Tim Boone - Manager,
Big Buck Pro Building Center
Terre Haute, Indiana



Larry McCoy - Manager,
Big Buck Building Center
Robinson, Illinois



Phil Wehrman - Manager
Niehaus Home Center
Vincennes, Indiana

NEW POSITIONS AT NIEHAUS HOMECENTER

John Byrnes - has joined our company as an outside salesperson for our Contractor Division at Niehaus Home Center. John is a top notch salesman and brings with



him a wealth of knowledge in building products and salesmanship. He will be calling on contractor customers in both Indiana and Illinois. He has

spent the past 26 years in the building materials business with the Wickes Company.

John is known by the name "Fat Daddy", a name he was tagged with by his friends and customers many years ago.

John was born and grew up in the Vincennes area. He and his wife Debbie resides in Bruceville.

Kim Downen - joined our company this month as the new estimator in the Contractor Division at Niehaus Home Center. Kim's expertise is to estimate building projects from blueprints, create materials lists, make recommendations, invoice materials, place orders, and assist the salesmen and the installation crew in the completion of the sale of complete package projects.

Kim is no stranger to the building trades. She is a graduate of Vincennes University's Building Technology Program and Architectural Drafting Program. She worked at Wickes for 8 years as salesperson and estimator. She also served 5 years in the U.S. Army.



She and her husband Brian, have four children; Jeremy 16, J.D. 14, Kristine 6 and Sam 5. They reside in the Vincennes area.

Bill Stevens - 15 year employee at Niehaus Home Center, has been appointed as Window & Door Department Manager. Bill has been an outside salesman for the contractor department at Niehaus for several years, serving the Vincennes and Illinois areas.



He will now work in the window and door showroom assisting customers by advising, measuring and ordering stock and custom windows and doors.

Bill has a wealth of experience in the home building industry. Before coming to work for our company, Bill worked as a contractor himself, so he knows what is required in all aspects of the building and remodeling trade. Our congratulations to Bill in his new position.



Wood Composite DECKING

- Deep wood grain appearance
- Low maintenance
- Five natural colors
- Slip resistant
- 10 year limited warranty
- No need to paint or stain
- Warranted against splintering, rotting and termite damage.



EVERGRAIN is a composite decking product made with recycled material. It has the true look of wood, and it's low maintenance. It does not require painting or weatherproofing.

EVERGRAIN decking products - they stand the test of time

TOP 10 REASONS FOR CHOOSING A WOOD FLOOR

You may wonder why hardwood flooring should be chosen over vinyl or carpet. As you'll see, the benefits of wood floors are overwhelming.

1. Wood floors don't depreciate.

Real wood floors are good for a home's resale value and last the life of the home. People walk on wood floors as old as our nation every day; for example, the floors in Washington's Mount Vernon. Carpet is replaced three to six times before most solid wood floors need repair. Wood floors cost less in the long term and add value to your home.

2. Wood is a natural product in a diverse range of colors and grain patterns.

Wood floors offer unmatched natural beauty, warmth and design appeal that allow you new or existing house truly to become your family's home. Who hasn't marveled at the beauty of a fine wood floor? There is more diversity in wood floors now than ever before a wood floor for every taste.

3. Wood is the easiest floor to maintain and requires fewer chemicals to clean.

Whenever someone says, "I think tile or carpet might be easier to clean." With only a swivel mop and sometimes a non-aerosol spray, you can clean your wood floor in less than half the time it takes to vacuum, scrub or shampoo other floor coverings. They don't trap dust and fumes in the fibers or grow mold in the grout. Unlike carpet or tile cleaning, cleaning a wood floor requires few chemicals.

4. It's the best choice for the environment.

Wood manufacturing is much cleaner than the manufacture of other building materials. Plus, wood is more energy efficient. The cellular structure of wood traps air, giving it superior insulating properties. It takes 15 inches of concrete to equal the insulation qualities of just 1 inch of wood.

5. You can redecorate your wood floor entirely with stains, faux finishes and inlay.

You can change the entire look of a wood floor with stains, paints and inlays - without replacing any materials.

6. Finishes can be repaired or reapplied easily (as long as maintenance procedures are followed).

Wood floors can be redecorated or touched up instead of adding to the landfill, as happens with some other floor coverings. Our industry helps preserve what's already there - the finest form of recycling. A properly maintained floor should never need to be completely resanded.



7. Wood floors give a little and are better for your joints.

Don't be surprised if your doctor recommends a wood floor for your spine and joints. Wood gives slightly making it easier on your legs and feet. Have you ever noticed that your feet get tired faster if you are standing on stone or tile than if you are standing on wood?



8. Wood is an ideal choice for people with allergies.

Wood does not trap dust or fumes, and will not harbor dust mites or mold. We spend 90 percent of our time indoors. Some researchers believe the dust mite could be responsible for increasing asthma occurrence. Wood floors in your bedroom and other main living areas can improve air quality, according to the American Lung Association.

9. Wood floor sales support good forest management.

Wood floors are a high-end use for forest products and can involve better margins, thereby ensuring the perpetuation of the forest. Many developing countries today rely on timber for export earnings, yet the greatest threat to primary forests in these countries is conversion to

other forms of land use. Using exotic species for wood floors is a good way to give a high value to the wood and encourage reforestation for continued income production.

10. Wood is our greatest renewable resource.

North America has more than 70 percent of the forest cover that was here in the 1600s, and many exotic foods come from certified sustainable forests. North America produces more wood than any other place on the planet! According to a World Resources Institute report, North America was unusual in that it increased tree cover in the 1990s. In other words, we grow more than we cut. North America also is becoming known as a "carbon sink." Scientists have shown that young trees use more carbon dioxide than older trees, much like younger animals need more food.



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Niehaus Home Center - Big Buck Building Center

Employees In Profile



Ray Reynolds - works at the Big Buck Building Materials store in Robinson, Illinois. He is an outside salesman. He calls on contractors at their job site and works up orders for materials and schedules delivery of the materials. Of course, besides providing service to the established contractors, he is always looking for new contractor customers.

Ray came to work for Big Buck in May of last year. He had worked for Luxury Homes in Charleston, Illinois, for eleven years before coming to Big Buck. At Luxury Homes he did design work, drafting and material take-offs. Ray was born and grew up in Mattoon, Illinois. He is a graduate of the Mattoon High School. He also earned an Associate Degree in Architectural Construction.

Ray and his wife, Tonya, live in Toledo, Illinois. They are the parents of two sons: Michael, age 7 and Levi, age 5. Ray says he likes the outdoors, fishing hunting and most outdoor activities. He owns a Jeep - and has a lot of fun with it.



Josh Litherland - was chosen as person in profile this month from WBM in Vincennes. Josh works in the Top Shop. He joined our company in August of last year. He makes custom postformed countertops. To make a custom postform top involves precise measurements, miter cuts, joining, gluing end caps, cutting sink holes and preparing the tops for shipment.

Josh graduated from South Knox High School 2 years ago. He attended Vincennes University and took some General Study courses. He has worked at Walmart and Purdue Processing before coming to work at the Top Shop.

He recently purchased a mobile home in the country and spends a lot of his after-work time fixing up around his home. He is single. He says he likes the outdoors and plays a little basketball and football, and that he does not have any particular hobbies or interests. He just takes things as they come and enjoys the moment.



Reg Maddox - is a truck driver at the WBM in Nashville, Tennessee. Reg joined our company in August of last year. His job as a driver is to deliver cabinet orders to job sites for the contractors in the Nashville area. He is an experienced truck driver with many miles behind him. He was an over-the-road driver for Cheiftain Trucking Company and delivered Saturn cars all over the U.S. prior to coming to work at WBM.

Reg was born and grew up in Nashville. He is a graduate of Antioch High School. He is a single parent raising his little 3 year old daughter, Regahna. They reside in the Nashville area.

Reg says he likes going fishing and anything outdoors. He also likes traveling, watching movies and spending time with his daughter.



Ali Salhani - is a full-time delivery truck driver for Niehaus Home Center in Vincennes. He delivers materials to the job site for contractors and homeowners. When he is not out on delivery, he helps load in-store customers and load trucks for delivery. He has been with our company for three months. Prior to coming to work for Niehaus, Ali had worked for a power plant, and driving a gravel truck.

Ali was born in Chicago, but grew up in Pinkstaff, Illinois. He is a graduate of Lawrenceville High School. He and his wife Katy have four children. Meagan is 9, Kitrina is 8, Michael is 6 and Douglas is 4.

Ali says he likes fishing and hunting and outdoor activities. He also likes watching most sports events.

Niehaus Home Center

1023 Main Street
Vincennes, IN 47591

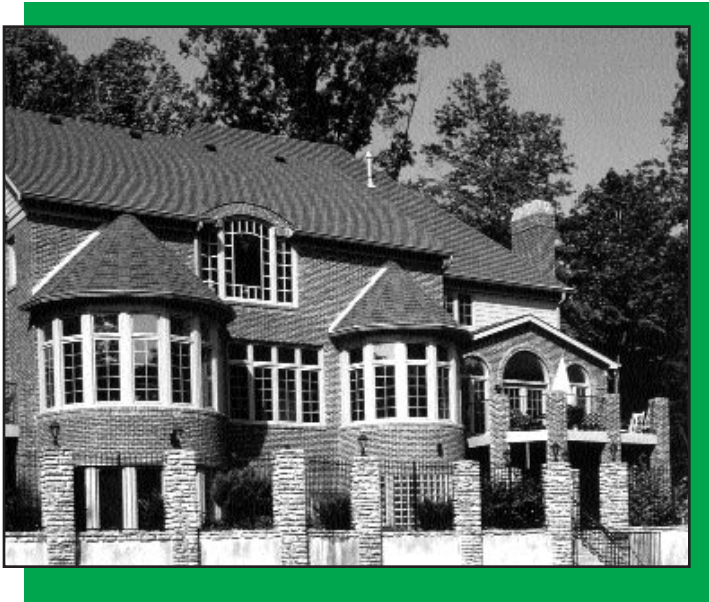
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