

# ◆ Niehaus News ◆

March 2005

Volume 44, Issue 03

**NIEHAUS  
Companies**

**Karran**

- Vincennes IN

**Big Buck**  
BUILDING CENTER

- 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

## Happy St. Patrick's Day!

*May your blessings outnumber the shamrocks that grow  
And may trouble avoid you wherever you go.*



### Bernie Niehaus Elected Chairman of V.U. Foundation



Bernard G. Niehaus

Bernie Niehaus, CEO of Niehaus Companies, Inc, was elected Chairman of the Vincennes University Foundation at its quarterly Board meeting February 14.

Bernie has had ties with the Vincennes University since enrolling as a student 50 years ago. He went on to graduate from Michigan State and then returned home to run the family business. He was appointed to the Board of Trustees at V.U. by Governors Orr, Bowen and Bayh over the 23 years that he served on the Board. He filled the position as Chairman of the Board for 4 years. In 1985 he was cited with the Walter A. Davis award. He was instrumental in implementing the University's Building Technology Program and was recognized with a plaque at the opening of the new building last year.

### Contractor Dinner Being Planned For St. Patrick's Day

Plans are being made for the Annual Contractor Dinner to be held at Niehaus Home Center this year on March 17.

Since this is Niehaus' month to sponsor the Area Home Builders Association dinner meeting, they will be invited to attend also. This event is a great opportunity for contractors, vendors, employees, and HBA members to meet and become acquainted..



vendor table top displays, dinner music by the Stephen Greenwell Band, door prizes, green drinks - all with a St. Patrick's Day theme.

A lot of planning is in the works, and the invitations should be mailed out soon. Watch for yours, and please respond as soon as possible, for seating will be limited.

This promises to be a fun evening - so plan to attend.

The evening events will include the free dinner catered by the Schnitzlebank Restaurant,

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## Splinters by Bernie Niehaus Chairman of the Board



### Vincennes University Foundation

I am extremely honored to serve as the new Chairman of the Vincennes University Foundation. It is ironic that this year, 2005 marks my 50th year being associated with V.U. I started there as a freshman in

1955. There was only one new building in the middle of Harrison Park. It has been amazing to watch this University grow to a campus of over 100 acres and over 50 buildings. During these last 50 years, I have served on the Alumni Board, the Board of Trustees, and now the Foundation.

I met my wife Patty at V.U. She was one of the five O'Neill girls who drove from Washington everyday to school - all five became teachers. All five of our children graduated from Vincennes University. I and my family, owe the University a great debt for the great education we all received.

Our new president of the Board, Ms. Donna Beard, is a dynamic person who will take our foundation to the next level. She has extensive experience in fund-raising, marketing, public relations, volunteer development and implementing gift campaigns. She has a bachelor's degree in advertising and public relations from the University of Tulsa. Donna is the founder of Scarletts - a networking and fund-raising entity of 100 women in Atlanta. She was recommended to the Foundation Search Committee by Vincennes native David Goodnow, who knew of Donna's success in fund-raising in the Atlanta area. I am looking forward to working with Donna.

I would like to extend my thanks and gratitude to Mark Ewing for his 15 years of dedicated service as Chairman of the V.U. Foundation. Mark's leadership over these years has grown the Foundation's total assets to over 21 million dollars. His shoes will be very hard to fill.

Our Foundation Board is incredible and has a true commitment to the University. I thank them for their faith in me. My goals for the future will be: To continue the Third Century Excellence Fund, pursue more scholarship funds, which will help our enrollment and work with our great V.U. Alumni.

*Bernie*

## Don Pea Named Director of Purchasing

Don Pea was recently named to the position of Director of Purchasing for Niehaus Companies, Inc. His primary job will be to purchase major lines of products direct from the manufacturer for all three retail stores. By consolidating the purchasing for the three companies, it will allow more volume buying, which in turn will earn more volume discounts, better inventory control, less shipping charges and better scheduling as opposed to buying individually for the three businesses.



Don has been with our company for nine years. He had worked for the Furrow Building Material/Home Center before joining our company.

Don is the son of Millie and the late William Pea of Vincennes. He and his wife Christy have two children - Alexi and Aaron. He and his family live in the Vincennes area.

Our congratulations to Don on his new position. We know he will do a good job.

## Bill Wolfe Celebrates 82nd Birthday!



So, who is Bill Wolfe? Well, he is just one of our most favorite contractor customers. He works with his son Steve, who owns Wolfe Construction. Bill is in our store almost daily, picking up materials and placing orders for the business. Bill is so up-beat, always smiling and has a story to tell.

The employees at Niehaus surprised Bill with a huge cake and a gift certificate - our way of saying - "Hey Bill, we think you are special - and wish you many more happy birthday's."

### Birthdays

In March the following employees will be celebrating their birthday!

Jerry Burch	Mar. 1
Jean Fox	Mar. 4
Ryan Marszak	Mar. 5
Rebecca McIntosh	Mar. 6
Kim Terry	Mar. 6
Brian Childs	Mar. 6
Dave Nichol	Mar. 9
Kathy McCreary	Mar. 11
Steve McNew	Mar. 11
Tim Hensley	Mar. 13
Dennis Bilskie	Mar. 15
Todd Donovan	Mar. 20
Don Kirby	Mar. 21
Jill Warren	Mar. 25
Betty Tuttle	Mar. 26

*Happy Birthday!*

### Anniversaries

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

Larry McCoy	(Feb.)	27 Years
Sherry Cummins		27 Years
Dean Franz		11 Years
Steve Taylor		9 Years
Shannon Grantham		6 Years
Bill Egbert		6 Years
Larry Frederick		1 Year
Doug Daffron		1 Year

*Congratulations!*

### New Employees

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

Randall Woody - WBM, Nashville  
 Jeff Shelton - Niehaus Home Center

### Flaget Kindergarten Visits Niehaus Home Center



The Flaget kindergarten class is learning the alphabet and are up to the letter "L." On their visit to Niehaus Home Center they searched for items that started with "L" .....lumber, ladders, lights, locks.

The children enjoyed their visit and were given a bag of popcorn at the conclusion of their tour.



### 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.com](mailto:scummins@wbm-online.com)



### Don't let this happen to you.

I was barely sitting down when I heard a voice from the other stall saying: "Hi, how are you?"

I'm not the type to start a conversation in the restroom and I don't know what got into me, so I answered, somewhat embarrassed, "Doin' just fine!"

And the other person says: "So what are you up to?"

What kind of question is that? At that point, I'm thinking this is too bizarre so I say: "Uhhh, I'm like you, just traveling!"

At this point I am just trying to get out as fast as I can when I hear another question. "Can I come over?"

Ok, this question is just too weird for me but I figured I could just be polite and end the conversation. I tell them, "No.....I'm a little busy right now!!!"

Then I hear the person say nervously... "Listen, I'll have to call you back. There's an idiot in the other stall who keeps answering all my questions!!!"

### 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 Companies, Inc.**

# GAF Timberline 30 ROOFING

## Timberline

30 Year Warranty  
Wood shake look



- 30 year warranty
- Architectural look
- 7 colors in stock



## WATER OR COKE?

This is really an eye opener... Water or Coke? We all know that water is important but I've never seen it written down like this before.

### WATER

1. 75% of Americans are chronically dehydrated.
2. In 37% of Americans, the thirst mechanism is so weak that it is often mistaken for hunger.
3. Even MILD dehydration will slow down one's metabolism as much as 3%.
4. One glass of water will shut down midnight hunger pangs for almost 100% of the dieters studied in a University of Washington study.
5. Lack of water, the #1 trigger of daytime fatigue.
6. Preliminary research indicates that 8-10 glasses of water a day could significantly ease back and joint pain for up to 80% of sufferers.
7. A mere 2% drop in body water can trigger fuzzy short-term memory, trouble with basic math, and difficulty focusing on the computer screen or on a printed page.
8. Drinking 5 glasses of water daily decreases the risk of colon cancer by 45%, plus it can slash the risk of breast cancer by 79%, and one is 50% less likely to develop bladder cancer.

### And now for the properties of COKE:

1. In many states the highway patrol carries two gallons of coke in the truck to remove blood from the highway after a car accident.
2. You can put a T-bone steak in a bowl of coke and it will be gone in two days.
3. To clean a toilet: Pour a can of Coca-Cola into the toilet bowl and let the "real thing" sit for one hour, then flush clean. The citric acid in Coke removes stains from vitreous China.
4. To remove rust spots from chrome car bumpers: Rub the bumper with a crumpled-up piece of Reynolds Wrap aluminum foil dipped in Coca-Cola.
5. To clean corrosion from car battery terminals: Pour a can of Coca-Cola over the terminals to bubble away the corrosion.
6. To loosen a rusted bolt: Applying a cloth soaked in Coca-Cola to the rusted bolt for several minutes.
7. To bake a moist ham: Empty a can of Coca-Cola into the baking pan, wrap the ham in aluminum foil, and bake. Thirty minutes before the ham is finished, remove the foil, allowing the drippings to mix with the Coke for a sumptuous brown gravy.
8. To remove grease from clothes: Empty a can of coke into a load of greasy clothes, add detergent, and run through a regular cycle. The Coca-Cola will help loosen grease stains.
9. It will also clean road haze from your windshield.

### For Your Info:

1. The active ingredient in Coke is phosphoric acid. Its pH is 2.8. It will dissolve a nail in about 4 days. Phosphoric acid also leaches calcium from bones and is a major contributor to the rising increase in osteoporosis.
2. To carry Coca-Cola syrup (the concentrate) the commercial truck must use the Hazardous material placards reserved for Highly corrosive materials.
3. The distributors of coke have been using it to clean the engines of their trucks for about 20 years!

Now the question is, would you like a coke or a glass of water?



**RECOGNIZE STROKE SYMPTOMS**

Sometimes the symptoms of a stroke are difficult to identify. Unfortunately, the lack of awareness spells disaster. The stroke victim may suffer brain damage when people nearby fail to recognize the symptoms of a stroke. Now doctors say a bystander can recognize a stroke by asking three simple questions:

- Ask the individual to smile.
- Ask him or her to raise both arms.
- Ask the person to speak a simple sentence.

If he or she has trouble with any of these tasks, call 9-1-1 immediately and describe the symptoms to the dispatcher. After discovering that a group of non-medical volunteers could identify facial weakness, arm weakness and speech problems, researchers urged the general public to learn the three questions. They presented their conclusions at the American Stroke Associations annual meeting last February. Widespread use of this test could result in prompt diagnosis and treatment of the stroke and prevent brain damage. Tell as many people about this as possible. It could save their lives.

**Bill Gates Speech 2002**

Love Gates or hate him, he hit the nail on the head with this. To anyone with kids, here's some advice Bill Gates recently dished out at Whitney High School in California about things they did not and will not learn in school.

- Rule 1:** Life is not fair - get used to it!
- Rule 2:** The world won't care about your self-esteem. The world will expect you to accomplish something BEFORE you feel good about yourself.
- Rule 3:** You will NOT make \$40,000 a year right out of high school. You won't be a vice-president with a car phone until you earn both.
- Rule 4:** If you think your teacher is tough, wait till you get a boss.
- Rule 5:** Flipping burgers is not beneath your dignity. Your grandparents had a different word for burger flipping -- they called it opportunity.
- Rule 6:** If you mess up, it's not your parents' fault, so don't whine about your mistakes, learn from them.
- Rule 7:** Before you were born, your parents weren't as boring as they are now. They got that way from paying your bills, cleaning your clothes and listening to you talk about how cool you are. So before you save the rain forest from the parasites of your parents' generation, try delousing the closet in your own room.
- Rule 8:** Your school may have done away with winners and losers, but life has not. In some schools they have abolished failing grades and they'll give you as many times as you want to get the right answer. This doesn't bear the slightest resemblance to ANYTHING in real life.
- Rule 9:** Life is not divided into semesters. You don't get summers off and very few employers are interested in helping you find yourself. Do that on your own time.



# PAINT

What do you get when you buy  
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*Flats, Gloss or Semi-Gloss*
- **Deck Stains**      • **Concrete Paints**



**501 S. Howard St.**      **Robinson, IL**



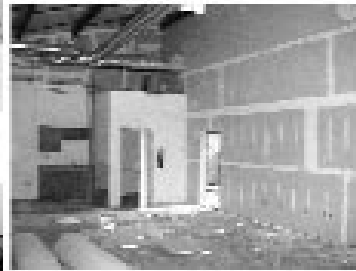
**1023 Main St.**      **Vincennes, IN**

# WBM, Nashville Expanding Facility

*To accomodate the growing business, WBM Nashville is expanding its showrooms and office space.*



*Adam Greer stands amid the construction project that will expand the current office and showroom area.*



***Nashville Office Expansion***

*We are expanding our office from 2100 square feet to 6300 square feet to better serve the Nashville market demands. We have added 3 new employees in the office in 2004. The added employees in 2004 have caused us to put 3 people in one office and set up a desk in the hallway. With the expanded office and warehouse space it will afford us better organization as well as space for future expansion when needed.*

*Adam Greer, one of our new employees, is dedicated to scheduling the cabinet deliveries, installs, and service work, "which will allow me to spend more time in the field supervising subcontract installations". In his new office he will keep all install and service records to better organize the service to our customers.*

***Kim Terry***



The frontage of the Nashville office as it looks now. The business is located at 1722 General Patton Dr., Suite E, Brentwood, Tennessee. The building houses office space and showrooms for our kitchen and bath cabinet design, sales and installation operation.

## Good to Know

### ATTORNEY'S ADVICE -- NO CHARGE

Read this and make a copy for your files in case you need to refer to it someday. Maybe we should all take some of his advice!

A corporate attorney sent the following out to the employees in his company.

1. The next time you order checks have only your initials (instead of first name) and last name put on them. If someone takes your checkbook, they will not know if you sign your checks with just your initials or your first name, but your bank will know how you sign your checks.

2. Do not sign the back of your credit cards. Instead, put "PHOTO ID REQUIRED".

3. When you are writing checks to pay on your credit card accounts, DO NOT put the complete account number on the "For" line. Instead, just put the last four numbers. The credit card company knows the rest of the number, and anyone who might be handling your check as it passes through all the check processing channels won't have access to it.

4. Put your work phone # on your checks instead of your home phone. If you have a PO Box use that instead of your home address. If you do not have a PO Box, use your work address. Never have your SS# printed on your checks. (DUH!) You can add it if it is necessary. But if you have it printed, anyone can get it.

5. Place the contents of your wallet on a photocopy machine. Do both sides of each license, credit card, etc. You will know what you had in your wallet and all of the account numbers and phone numbers to call and cancel. Keep the photocopy in a safe place. I also carry a photocopy of my passport when I travel either here or abroad. We've all heard horror stories about fraud that's committed on us in stealing a name, address, Social Security number, credit cards.



Unfortunately, I, an attorney, have first-hand knowledge because my wallet was stolen last month. Within a week, the thief(s) ordered an expensive monthly cell phone package, applied for a VISA credit card, had a credit line approved to buy a Gateway computer, received a PIN number from DMV to change my driving record information online, and more. But here's some critical information to limit the damage in case rthis happens to you or someone you know:

1. We have been told we should cancel our credit cards immediately. But the key is having the toll free numbers and your card numbers handy so you know whom to call. Keep those where you can find them.

2. File a police report immediately in the jurisdiction where your credit cards, etc., were stolen. This proves to credit providers you were diligent, and this is a first step toward an investigation (if there ever is one).

But here's what is perhaps most important of all : (I never even thought to do this.)

3. Call the 3 national credit reporting organizations immediately to place a fraud alert on your name and Social Security number. I had never heard of doing that until advised by a bank that called to tell me an application for credit was made over the Internet in my name. The alert means any company that checks your credit knows your information was stolen, and they have to contact you by phone to authorize new credit.

Here are the numbers you always need to contact about your wallet, etc., has been stolen:

- 1.) Equifax: 1-800-525-6285
- 2.) Experian (formerly TRW): 1-888-397-3742
- 3.) Trans Union: 1-800-680-7289
- 4.) Social Security Administration (fraud line): 1-800-269-0271

# Decks

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DECKING

## DID YOU KNOW?

During the chariot scene in "Ben Hur," a small red car can be seen in the distance.

Because metal was scarce, the Oscars given out during World War II were made of wood.

There are no words in the dictionary that rhyme with orange, purple and silver.

The name Wendy was made up for the book "Peter Pan." There was never a recorded Wendy before.

The very first bomb dropped by the Allies on Berlin in World War II killed the only elephant in the Berlin Zoo.

Bruce Lee was so fast that they actually had to s-l-o-w film down so you could see his moves. That's the opposite of the norm.

The first CD pressed in the US was Bruce Springsteen's "Born in the USA."



The first product Motorola started to develop was a record player for automobiles. At that time, the most known player on the market was Victrola, so they called themselves Motorola.

By raising your legs slowly and laying on your back, you cannot sink into quicksand. **GOOD FACT TO REMEMBER??**

Chewing gum while peeling onions will keep you from crying.

An old law in Bellingham, Washington, made it illegal for a woman to take more than 3 steps backwards while dancing. ??

The Guinness Book of Records holds the record for being the book most often stolen from Public Libraries.

Ants, ants, ants everywhere ... Well, they are said too never cross a chalk line. So get your chalk out and draw a line on the floor or wherever ants tend to march. See for yourself.

To get rid of itch from mosquito bites, try applying soap on the area and you will experience instant relief.



**KEMPER**  
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### E-filing and direct deposit

The 2005 tax filing season is now here, and it is time to start thinking about filing your tax return and you should be thinking e-file and direct deposit. Tax filing season 2004 resulted in nearly 60 million taxpayers using IRS e-file and more than 49 million choosing to receive their refunds by direct deposit.

When you e-file, you don't have to worry if the mail gets through. E-file is so accurate that you are 99% less likely to receive any notices from the IRS. E-filing is fast, safe, secure, and accurate. If you e-file your tax return and have your refund direct deposited, you will get your refund faster.

The use of direct deposit for federal income tax refunds has grown steadily in the last several years. The IRS is looking for 87,485 taxpayers whose refund checks could not be delivered. Taxpayers can avoid undelivered refund checks by having their refunds direct deposited into their personal checking or savings account. Direct deposit also guards against theft or lost refund checks.

A taxpayer may use direct deposit with both paper and e-filed returns. Taxpayers who choose to e-file their tax return and use direct deposit get their refunds faster-in as little as 10 days. For example, a taxpayer who e-files their tax return and the IRS accepts it by noon on February 17, 2005 will receive their refund in their bank account by February 25, if they chose to direct deposit. If the taxpayer chooses to have their refund mailed, they will not receive their paper check until March 4 or later, depending on the number of refund checks the IRS is trying to process at that time.

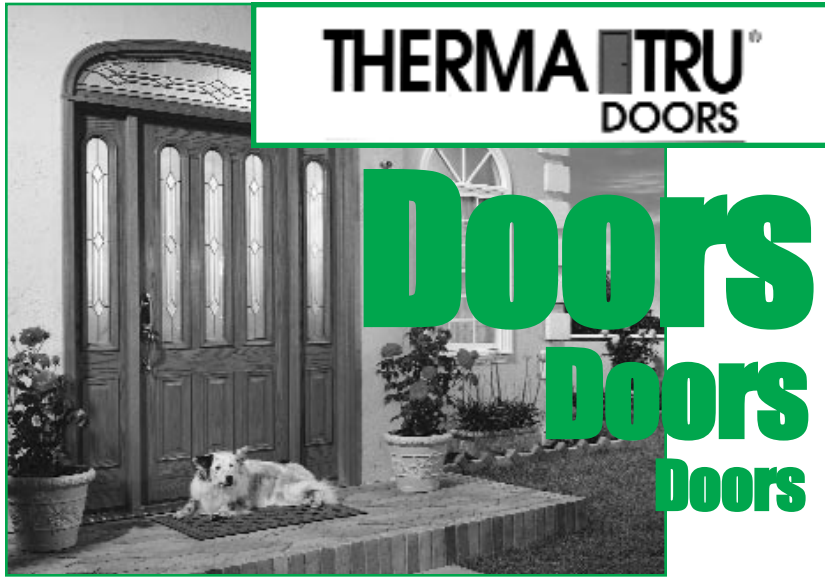
If you are planning to have your refund direct deposited for 2005, you will need to supply the IRS with some information on your tax return. On your 2005 tax return, you will need to indicate on the refund portion of the tax return your financial institution's routing transit number, your account number, and whether you want the refund deposited into your checking or savings account. If your tax return is prepared by a tax professional, make sure you tell them you would like your refund direct deposited and supply them with the necessary bank information to prepare your return.

If you think you are going to receive a refund for 2005 and you want to receive your refund quickly, then choose to e-file your return and direct deposit your refund.

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Terre Haute, IN

**Daffy-nitions**

**ADULT:**

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

**BEAUTY PARLOR:**

A place where women curl up and dye.

**CANNIBAL:**

Someone who is fed up with people.

**CHICKENS:**

The only animals you eat before they are born and after they are dead.

**COMMITTEE:**

A body that keeps minutes and wastes hours.

**DUST:**

Mud with the juice squeezed out.

**EGOTIST:**

Someone who is usually me-deep in conversation.

**HANDKERCHIEF:**

Cold Storage.

**INFLATION:**

Cutting money in half without damaging the paper.

**MOSQUITO:**

An insect that makes you like flies better.

**RAISIN:**

Grape with a sunburn.

**SECRET:**

Something you tell to one person at a time.

**SKELETON:**

A bunch of bones with the person scraped off.

**TOOTHACHE:**

The pain that drives you to extraction.

**TOMORROW:**

One of the greatest labor saving devices of today.

**YAWN:**

An honest opinion openly expressed.

**WRINKLES:**

Something other people have. You have character lines.

# Kitchen & Bath Cabinetry



**Kathy McCreary**  
*Designer  
Niehaus Home  
Center*



**Ginger Welton**  
*Designer  
Niehaus Home  
Center*



**Sue Fox**  
*Designer  
Niehaus Home  
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**Becky Taylor**  
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**Mary Beth  
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**Big Buck Building Center**  
1110 Ft. Harrison, Terre Haute  
812-466-1050

## Employees In Profile



**Richard Bailey** - has been employed at the Big Buck store in Terre Haute for the past year and half. He works as a materials handler in the yard - loading customers, loading delivery trucks and driving a fork truck.

Richard was born in Graysville and grew up in Terre Haute. He is a graduate of South High School in Terre Haute. He had worked for the Maher Roofing and Siding Company for 15 years before joining our company.

Richard and his wife Starlet have three daughters. Stephanie is 23, Christa is 14 and Alica is 12 years old. They live in Terre Haute. Richard says he does not have any particular hobby or interest - but does like home remodeling.



**Roberta Craig** - joined our company in October of last year. She works the St. Louis division of Wholesale Building Materials. She is the traffic co-cordinator for products being shipped between Vincennes, St. Louis and the final destination - the customer.

Before coming to WBM, Roberta had worked 3 years for Nation's Title Company as a title and appraisal co-ordinator. Prior that position, she had worked for a publishing company for 21 years as a marketing assistant, customer service and inside sales.

Roberta was born and grew up in the St. Louis area. She is a graduate of South-West High School in St. Louis. She also attended the Flourissant Community College. She and her husband Curtis have two children. Her son Gentry, is into hunting and fishing and daughter Britni is into competitive figure skating. Britni competed in the Sweetheart Open the first week of February.

Roberta says she enjoys sewing, crafts, scrapbooking and attending her children's activities.



**Darrell Myers** - has been with our company for the past year and half. He is a credit analyst - working with credit loans and collections. Before coming to work at WBM, he was employed at the Indiana State Employment office where he checked on applicants unemployment, employment verification and did data entry.

Darrel was born in Akron, Ohio and grew up in Xenia, Ohio. He is a graduate of Xenia High School. He then came to Vincennes University where he earned a degree in Behavioral Sciences.

Darrell and his wife, Lisa, have three children. Justin is 14 and Mickela is 11 and Jayden is 3. Darrel says he enjoys intellectual communication, watching sports, cross training and spending time with his family.



**Janie Stephens** - joined our company in December of last year. She works in the Home Decor Department at Niehaus Home Center. Her primary job is in sales and customer assistance in the paint, wallpaper and floor covering departments.

Janie had been self-employed for the past 28 years - she owned her own wallpapering business. She is a graduate of South Knox High School and Vincennes Business College. She has also been a Realtor for several years.

Janie was born and grew up in the Vincennes area. She and her husband Paul have 3 grown children; Paul, Jr., Lori and Nichole. They have 6 grandchildren. Janie says she enjoys sewing, decorating, growing flowers and spending time with her family.

# Niehaus News

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