

# ◆ Niehaus News ◆

June 2005

Volume 44, Issue 06

**NIEHAUS  
Companies**

**Karran**

- Vincennes IN



- Vincennes, IN
- Terre Haute, IN
- Robinson, IL



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



- Vincennes, IN

## *In Memorium*



### *Naomi Niehaus*

*November 16, 1912*

*May 30, 2005*

*The tides recede,  
But leaves behind bright seashells in the sand  
The sun goes down  
But gentle warmth still lingers on the land  
The music stops  
But echos on in gentle sweet refrains  
For every joy that passes  
Something beautiful remains.*

President - Niehaus Lumber Company  
1944 - 1959

(See page 2 - Great Lady)

## MasterBrand's New Group President Visits Wholesale Building Materials

Mr. Greg Stoner, the new Group President - Retail, with MasterBrand Cabinets Inc., along with Executive Vice President, Gary Lautzenhiser, recently visited Wholesale Building Materials in Vincennes.

Butch and Bernie Niehaus took them on a tour of the Wholesale Building

Materials operation and the new Karran USA

facility on Willow Street. Greg and Gary were brought up to date on our Aristokraft operations in St. Louis, MO and the recent expansion of the Nashville, TN business.

Both locations are heading for a banner year.

We certainly appreciate the partnership and support of MasterBrand Cabinets and

thank Greg and Gary for visiting us.



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## Splinters by Bernie Niehaus Chairman of the Board



### A Great Lady

She was an astute business woman and a real taskmaster, but for those who know her, she has a soft heart and is generous to a fault. This great lady is my mother. She was widowed at the age of 36. She raised two children and ran a lumber business, which was very foreign to women in

those days.

I remember that cold dreary day in November, 1944, when Hillcrest Hospital called and said my father had passed away of tuberculosis. My mother had not learned to drive yet, so we called the neighbor next door to take her to the hospital. After my father's death, she was determined to make it go. She took driving lessons, and went to Vincennes Business College for bookkeeping and general business courses.

My sister, Sonie, and I had to help during these years. Sonie would help around the house with cooking, cleaning, and laundry. I started my career in the lumber business sweeping sawdust and unloading box cars of lumber by hand. My mother was very strict and ruled the house with an iron hand, or in actual terms - a plywood paddle she had cut out in our mill. Sonie and I both feared that paddle for many years.

From 1944 to 1959, she hired several managers to help her with managing the lumber company. One or two of these managers gave her some real problems, and I remember well one night her crying - trying to find a new manager.

She is a very soft hearted person and was even more so with women who had also been widowed. Over the years she hired several of these ladies who were widowed, to come work at the lumber company.

I can remember back in 1959, when I got out of college, and she asked me to be president of the lumber company, because she thought it was a man's job. I had many ambitious plans to expand our business, and she would almost always say yes - because she was my mother, and a Great Lady.

*Bernie*

Re-print from the "Splinters" book and the Niehaus News - Nov. 2002

### What Makes A Dad

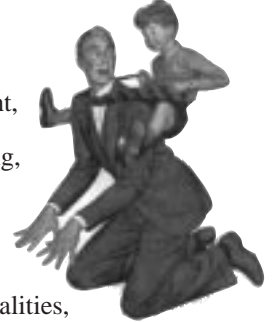
God took the strength of a mountain,  
The majesty of a tree,  
The warmth of a summer sun,  
The calm of a quiet sea,

The generous soul of nature,  
The comforting arm of night,  
The wisdom of the ages,  
The power of the eagle's flight,

The joy of a morning in spring,  
The faith of a mustard seed,  
The patience of eternity,  
The depth of a family need,

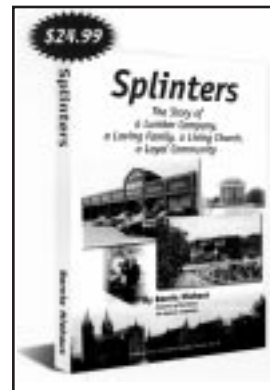
Then God combined these qualities,  
When there was nothing more to add,  
He knew His masterpiece was complete,  
And so, He called it ... Dad

Author unknown



# Splinters

by Bernie Niehaus



The story of

**a Lumber Company  
a Loving Family  
a Living Church  
a Loyal Community**

**Great  
Father's Day  
Gift!**

*Bernie Niehaus, CEO of Niehaus Companies, Inc. 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.*

**To order: Call Sherry at 800-466-1923 or  
visit our website: [www.niehausinc.com](http://www.niehausinc.com)  
We will ship postage free.**

**New Employees**

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

- Doug Roberts - WBM, Vincennes
- Daniel Hartley, Sr. - Niehaus, Vincennes
- Brett Wickens - Niehaus, Vincennes
- Mallory Bilskie - Niehaus, Vincennes
- Matthew Norton - WBM, Nashville
- George Reedy - Niehaus, Terre Haute

**Anniversaries**

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

- Mark Ashcraft 23 Years
- Mike Worland 22 Years
- Ginger Welton 18 Years
- Becky Taylor 14 Years
- Steve Taylor 9 Years
- Michael Jones 9 Years
- Sue Fox 8 Years
- Steve Gerdeman 8 Years
- William Wait 6 Years
- Joy Whiteside 6 Years
- Lisa Litherland 6 Years
- Brian Childs 5 Years
- Tim Murray 5 Years
- Mary B. Robinson 4 Years
- Barbara Jones 4 Years
- Stephanie Zachary 4 Years
- Tim Ramsey 2 Years
- Drew Coffman 1 Year
- Brandon Brady 1 Year
- Ron Cardinal 1 Year
- Stephen Kahre 1 Year
- Tracy Lockhart 1 Year
- Don Meredith 1 Year
- Scott Brian 1 Year
- Cletus Hille 1 Year

**Birthdays**

In June the following employees will be celebrating their birthday!

- Tim Morris June 1
- Roberta Craig June 1
- Doug Klumpp June 3
- Sherry Cummins June 5
- Ron Gaines June 6
- Stephanie Zachary June 6
- Tim Ramsey June 10
- Cletus Hille June 11
- Travis Lewis June 12
- Daniel Hartley June 13
- Tony Jamero June 14
- Jonathan Worland June 14
- Chris Hamilton June 15
- Charles Fields June 19
- Ed Vaughn June 20
- Steve Rooker June 21
- Carl Hensley June 24
- Norman Fuller June 27
- Randy Stephens June 26
- Jon Byrnes June 29

**Happy Birthday!!!!**

*Our  
Sympathy*

*Goes Out to  
Mike Welsh*

*on the recent loss of his mother.*

***Dorothy Welsh***

Mike is a 25 year employee at the Niehaus Home Center in Robinson

**Redneck Medical Terms**

- Artery.....The study of paintings.
- Benign....What you be after you be eight.
- Bacteria.....Back door to cafeteria.
- Catscan.....Searching for kitty.
- Cauterize.....Made eye contact with her.
- Colic.....A sheep dog.
- Coma.....A punctuation mark.
- D&C.....Where Washington is.
- Dilate.....Live long.
- Enema.....Not a friend.
- Fester.....Quicker than someone else.
- Fibula.....A small lie.
- Genital.....Non-Jewish person.
- Hangnail.....What you hang your coat on.
- Impotent.....Distinguished, well known.
- Labor pain.....Getting hurt at work.
- Medical staff.....A doctor's cane.
- Morbid.....A higher offer than I bid.
- Nitrates.....Cheaper than day rates.
- Node.....I knew it.
- Outpatient.....A person who has fainted.
- Pap smear.....A fatherhood test.
- Pelvis.....Second cousin to Elvis.
- Post Operative.....A letter carrier.
- Recovery Room...A place to do upholstery.
- Rectum.....Dam near killed him.
- Secretion.....Hiding something.
- Seizure.....Roman emperor.
- Tablet.....A small table.
- Terminal Illness.....Getting sick at the airport.
- Tumor.....More than one.
- Urine.....Opposite of you're out.
- Varicose.....Near by.
- Barium.....What doctors do when patients die.
- Cesarean Section.....A neighborhood in Rome.
- G.I. Series.....World Series of military baseball.

**Niehaus News**

This newsletter is the official publication of events and activities of Niehaus Companies, Inc. which include Niehaus Home Centers (Vincennes, IN, Terre Haute, IN and Robinson, IL,) Wholesale Building Materials (Vincennes, IN, St. Louis, MO and Nashville, TN), and is published 12 times per year.

**Editor/Photographer/Writer:**  
**Sherry Cummins, Advertising Mgr.**  
**Niehaus Companies, Inc.**

***Congratulations!***

**Chad and Angela Clem**

on the arrival of their new baby girl

**Paige Joan Clem**

**May 12, 2005**

7 lbs. - 21"

Chad is employed as a salesman at Niehaus Home Center in Vincennes.

***Congratulations!***

**Brandon & Jenny Brady**

on the arrival of their new baby girl

**Brooklyn Jean Brady**

**May 12, 2005**

8 lbs. 7 oz. - 21-1/2"

Brandon is employed as a driver for WBM in Vincennes

## Randy Wissel Joins Karran Team

Randy Wissell has joined the Karran USA team as an outside sales representative. He will go on the road promoting the Karran line of solid surface



sinks - the latest addition to our company's businesses.

Karran USA is the sole distributor of this line of sinks that is manufac-

tured in Africa. Randy will be traveling throughout the United States, calling on dealers, distributors, training sales reps, and doing demos.

Randy is a graduate of ISU with a B.S. degree - majoring in history. He resides in Vincennes.

## Sunday Funnies

A police recruit was asked during the exam, "What would you do if you had to arrest your own mother?" He said, "Call for backup."

Three boys are in the school yard bragging about their fathers. The first boy says, "My Dad scribbles a few words on a piece of paper, he calls it a poem, they give him \$50."

The second boy says, "That's nothing. My Dad scribbles a few words on a piece of paper, he calls it a song, they give him \$100."

The third boy says, "I got you both beat. My Dad scribbles a few words on a piece of paper, he calls it a sermon, and it takes eight people to collect all the money!"

What does a man consider a seven course meal?

A hot dog and a six-pack of beer.

## Why Do We Retire at Age 65?

In 1934, the Committee of Economic Security (CES) proposed age 65 as the retirement age under Social Security. This decision was not based on any philosophical principle or European precedent but a general observation about prevailing retirement ages in the few private pension systems in existence at the time. More importantly, the 30 state old-age pension systems then in operation were taken into account. Roughly half of the federal Railroad Retirement System passed by Congress earlier in 1934, also used age 65 as its retirement age. Taking all this into account, the CES planners made a rough judgement that age 65 was probably more reasonable than age 70. This judgement was then confirmed by actuarial studies.

Note: The actual life expectancy in 1934 was 61.1 years and has risen to 77.4 years in 2004, an increase of 21 percent.

Source: U.S. Government Social Security Web Site  
[www.ssa.gov/history/age65.html](http://www.ssa.gov/history/age65.html)



## Stanley Bostitch Contractor Tool Day

At Niehaus Home Center in Vincennes

Who says there is no such thing as a free lunch! On May 4th, Niehaus and Stanley Bostitch offered all of our contractors an invitation to come in for a free lunch and bring their Bostitch Power Tools for a free performance check and cleaning.

The free lunch was served from 11:00 AM to 2:00 PM - serving grilled brats, hamburgers, potato salad, baked beans, chips and drinks.

A big thanks to our Stanley Bostitch representative, Jeremy Hoel and all those who attended.

You Could be A Redneck If.....

- You carried a fishing pole to Sea World.
- You've been married three times and you still have the same in-laws.
- You think the last words to The Star Spangled Banner are "Gentlemen start your engines."
- Taking your wife on a cruise means circling the Dairy Queen.

### Flag Facts

Q. Who cut the American flag into pieces and was honored for doing it?

A. Robert Peary, who left pieces of the flag scattered at the North Pole.

Q. Is it ever appropriate to fly the flag upside down?

A. Yes, but only in an emergency. It means "Help Me, I am in Trouble!"



Q. What is done with worn or outdated flags?

A. Flags are used until they are worn out and then they are destroyed, preferably by burning.

Q. Francis Scott Key wrote the words to "The Star-Spangled Banner" on the back of an envelope. What is the source of the music for it?

A. The music is from an old English drinking song called "To Anacreon in Heaven."

### Belief is All You Need

A man was lost while driving through the country. As he tried to read a map, he accidentally drove off the road into a ditch. Though he wasn't injured, his car was stuck deep in the mud. So the man walked to a nearby farm to ask for help.

"Warwick can get you out of the ditch," said the farmer, pointing to an old mule standing in a field. The man looked at the haggardly mule and looked at the farmer who just stood there repeating, "Yep, old Warwick can do the job." The man figured he had nothing to lose. The two men and Warwick made their way back to the ditch.

The farmer hitched the mule to the car. With a snap of the reins he shouted, "Pull, Fred! Pull, Jack! Pull, Ted! Pull, Warwick! And the mule pulled the car from the ditch with very little effort.

The man was amazed. He thanked the farmer, patted the mule and asked, "Why did you call out all of those other names before you called Warwick?"

The farmer grinned and said, "Old Warwick is just about blind. As long as he believes he's part of a team, he doesn't mind pulling."

### NOT ON OUR MAILING LIST?

If you (or anyone you know) who are 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)



# Guardian Fiberglass Insulation



- Insulation is a good investment.
- Cost effective and energy efficient



- High R-values
- Non-combustible
- Noncorrosive
- Inorganic - does not promote fungus growth
- Contains NO asbestos

### UltraFit. . . the ultimate in home insulation.

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



**Guardian Building Products**  
fiberglass insulation

# Meet the Niehaus Home Center Robinson Team



Larry McCoy, Manager

*The Robinson retail business - known for many years as the Big Buck Stores - has recently had a name change to Niehaus Home Center. Many of the employees have been there since it was owned by the Graves family. Larry McCoy, the manager has been with the company for 27 years. Don Mendenhall for 36 years, Mike Welsh 25 years, Lynn McCleave for 20 years, Betty Tuttle for 17 years - and most of the rest over five years. That says a lot about a good group of people who work together to make a business grow and support each other like family.*

*Hats off to the Robinson team - a great bunch of people - all ready to serve their customers and friends.*



Betty Tuttle,  
Paint Dept. Manager



Lynn McCleave,  
Receiving



Don Mendenhall,  
Assistant Manager



Becky Taylor,  
Kitchen & Bath Designer



Candy Walls,  
Record Keeping



Gary Chillingworth,  
Inside Salesman



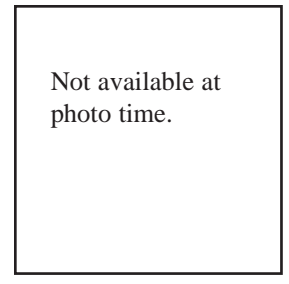
Al Lepsi,  
Inventory Control



Mike Welsh,  
Yard Foreman



Cletus Hill,  
Truck Driver



Kevin Mullins,  
Truck Driver



Wayne Tracy,  
Outside Salesman



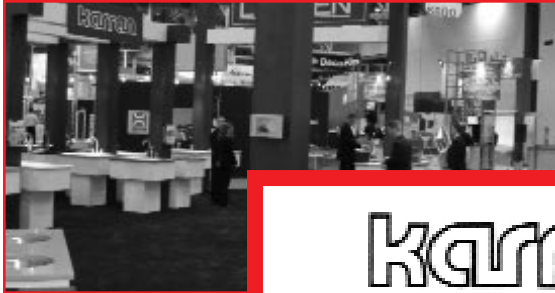
Dean Franz,  
Outside Salesman



501 S. Howard St.,

Robinson, IL

# Karran Sinks Makes Big Splash in Vegas



The Karran sales team took the Karran line of sinks on the road to Las Vegas to the annual Kitchen and Bath Show. This year a new spectacular display was built and shipped to Las Vegas especially for this show. Dealers and distributors from all over the world attend this show. It is here that manufacturer's pick up new customers and leads through interest in their products on display at the show.

Our Karran people agreed that the show was very successful. It was visited by even more potential customers than they anticipated.



*The Kitchen & Bath show was visited by thousands of dealers and distributors looking for new products and good buys.*



*The Karran Sales Team that attended the Kitchen & Bath show were: Eric Niehaus, Brian Kirwer, Todd Donovan, Lorie Hansen, Randy Wissel, Mark Webster, Butch Niehaus, Brook Fuller, Russ Lindsey, and Bernie Niehaus (not shown).*



Above: This exhibit shows off the new Lansen line of under mount stainless steel sinks. This massive display presents each style in its own beauty.



## Three New Employees Join Accounts Receivable Department



Mary Cox, Charles Fields and Kyla McKinney have recently joined the accounting staff at the corporate office, located at Wholesale Building Materials in Vincennes.

Charles Fields is the new Accounts Receivable Manager and is in charge of all outstanding accounts. Mary Cox is in charge of credit applications and helps with the retail account receivables. Kyla helps with the wholesale account receivables and works wherever she is needed in the accounting department.

## New Housing Surge In April

The rise in new home starts follows a plunge in the previous month of March, when housing starts dropped 17.6 percent. The March drop was the steepest in more than 14 years.

New home permits rose 5.3 percent to a seasonally adjusted annual rate of 2.13 million for April, the Commerce Department said.

Economists use the permit number to project the level of future housing construction.



Single-family housing starts jumped 6.3 percent to a 1.635 million unit pace. Starts on multi-unit housing surged 34.0 percent to a pace of 351,000.

Housing starts plunged 17.8 percent in the Northeast, rose 6.2 percent in the Midwest, soared 25 percent in the South and edged up 2.5 percent in the West.

The severe contrast in housing starts that occurred over the last couple months is tempered by overall positive economic news. There's a lot of volatility in the number, but still, the outlook is quite good, given that there is a declining Treasury yield amid above average economic growth.



## Rental Real Estate

### Should you invest in rental real estate?

If you want to make a profit by investing in rental real estate, you must be willing to commit more resources to this property than you would to an investment made at your bank, through a broker, or in a mutual fund.

Someone has to collect rents, find good tenants, and maintain the property. If you hire help to do these tasks, your profit shrinks.

Also, if you borrow money to buy the property, you have to pay the mortgage whether or not the property is rented. You should have emergency funds so that you will not lose the property to foreclosure if you lose your tenant.

If you decide to invest in rental property, you may need professional help to match your resources to property that will meet your goals. Some of the questions you should consider before you invest:

- **What can you afford?** Determine the highest price range you can sustain, given your present resources and the projected cash flow from the property.
- **Is the property fairly priced?** Get a list of comparable listings and recent sales from a real estate company. Make any purchase offer contingent on the results of structural and pest inspections. Check local records to verify that additions and major improvements were made in compliance with building codes.
- **Are there any restrictions on the property?** Rent control will lower the price that you can afford to pay for a property.
- **Who will be your tenants?** Evaluate the likelihood of nonpayers, transients, and untidy housekeepers - and adjust your price accordingly. If you are buying a condominium in a building populated with young people, you may find it difficult to interest a retired couple (if that's your market) in living in the unit.



Investing in rental property can be very profitable, but you should be fully informed before you invest, or you could end up with more work and less return than you anticipated.







# DOORS

- CLASSIC-CRAFT
- FIBER-CLASSIC

**The beauty of wood.  
The durability of fiberglass**

**Quality Door System Components:**

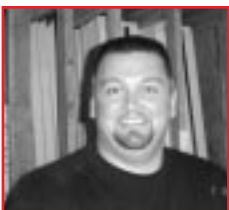
- Security Strike Plate • Multi-Point Locking System • High quality hinges • Kerfed door bottom • HP adjustable sills • FrameSaver rot-proof jambs • Astragals for double door systems

*There's a Therma Tru Door System to Make Any Home Look "Truly Better"*



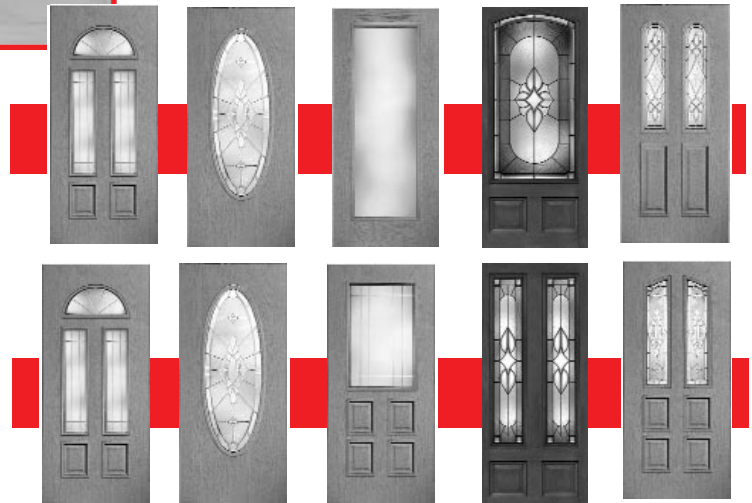
Mike Glenn

*Mike is an outside sale representative for the Therma Tru division of Wholesale Building Materials. He calls on dealers in the WBM marketing area in Indiana, Illinois, Missouri, Tennessee. He has been with our company three years.*



Scott McCrary

*Scott has filled a relatively new position in the Therma Tru division at WBM. He is the new service representative for Therma Tru. If a problem arises, Scott takes his service truck and goes to the job site to make any corrections or adjustments that might be necessary to complete a job.*



**Niehaus  
Home Center**

1023 Main St., Vincennes, IN  
 501 S. Howard St., Robinson IL  
 1110 Ft. Harrison Rd., Terre Haute, IN



# Kitchen & Bath Cabinets

*For Professional Assistance - see the pros at one of our three retail locations.*

- Full-time designers
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**Kathy McCreary**  
Designer  
Niehaus Home Center  
Vincennes, IN



**Ginger Welton**  
Designer  
Niehaus Home Center  
Vincennes, IN



**Sue Fox**  
Designer  
Niehaus Home Center  
Vincennes, IN



**Mary Beth Robinson**  
Designer -  
Niehaus Home Center  
Terre Haute, IN



**Becky Taylor**  
Designer -  
Niehaus Home Center  
Robinson, IL



**Denise Butts**  
Designer -  
Niehaus Home Center  
Terre Haute, IN



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**Niehaus Home Center**  
501 S. Howard St., Robinson, IL  
618-544-2138

**Niehaus Home Center**  
1110 Ft. Harrison, Terre Haute, IN  
812-466-1050

## Employees In Profile



Terre Haute, IN

**Tracy Englum**- joined our company two months ago as the new Assistant Manager of the Niehaus Home Center in Terre Haute. As Assistant Manager she oversees the inside operation - accounting and employee scheduling,

Before coming to work for our company, Tracy had worked many years for Dust Investment Company as a Regional Manager.

Tracy was born and raised in Paris, Illinois. She is a graduate of Paris High School and Indiana Business College.

Tracy and her husband, Pat, have two children: Reanna is 19 and attends Eastern University. Their son is 16 and is a Senior at the Paris High School. She says she likes to travel and follow the kids basketball activities.



Vincennes, Indiana

**Steve Kahre** - has been with our company for one year. He works in the Door Mill at Wholesale Building Materials in Vincennes. The staff in the Door Mill assembles Thermo Tru doors to order. They cut the blank doors, insert lites, assemble the frames, bore them for hardware, applies weather stripping, and prepares the doors for shipping.

Before coming to work at WBM, Steve had worked for Toyota in Princeton. He was born and grew up in Vincennes. He is a graduate of Lincoln High School. During his 6 years in the Navy, he was in many countries in the Western Hemisphere - like Australia,

Africa and Japan - where he met his wife, Kimiko. They have two children - Shawn, 12 and Ken age 8.

Steve says he likes playing basketball and baseball and almost anything outdoors. He spends most of his time coaching baseball for his sons.



Vincennes, Indiana

**Chris Cresgy** - joined our company one year ago. He is a materials handler - helping to load and unload freight, load customers and stock and maintain the lumber yard.

Chris had previously worked for Nature by Design, and at Walmart in receiving before coming to work for our company. He was born and grew up in Washington, Indiana. He is a graduate of Shoals High School.

He served our country for four years in the U.S. Marines - from 1992 to 1996. During his term he was stationed in several countries - Japan, Australia, Thailand, Hawaii and Somalia.

He has a daughter, Brittany, who is 18 years old. He says in his leisure time, he likes fishing, hunting, riding 4-wheelers, and helping restore classic cars.



Nashville, Tennessee

**Brianne Anderson** - works at Wholesale Building Materials in Nashville, Tennessee. She is the phone receptionist and does order processing. She has been with our company for three months.

Before coming to work at WBM, Brianne worked for a tanning corporation. She was born and grew up in New Hampshire. She is a 1999 graduate of Coe-Brown Northwood Academy and attended Clemson University. She is currently working on a degree in Massage Therapy.

Brianne says she doesn't have much time for outside activities since she is working and going to school, but likes camping, cheer leading, dancing and traveling.

# Niehaus News

Niehaus Home Center  
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# Engineered Wood Products

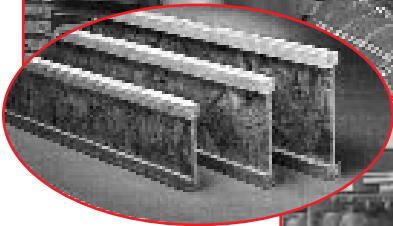


### Fast, labor-saving installation

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

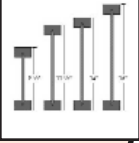
### Weatherability

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



**I Joists**

Made with high strength, moisture resistant AdvanTech formula web-stock, which means no flange splitting.




Meet the Engineered Lumber Team: Eric Feagley, John Harrison and Cleto Yochum.

**Niehaus Home Center**

Robinson, IL 618-544-2138    Terre Haute, IN 812-544-1050    Vincennes, IN 812-882-2710