February 2005

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President of Fortune Brand's Home & Hardware Division Visits Niehaus & WBM

Bruce Carbonari, President of the Home and Hardware division of Fortune Brands Company, visited Niehaus Home Center and WBM. Fortune Brands is the parent company of Master Brand Cabinets (one of which is Aristokraft), Therma Tru Doors and Moen Faucets.



Bruce Carbonari, President of the Fortune Brand's Home and Hardware Division, Bernie Niehaus, Ken Wigand - Vice President of Master Brand Cabinets and David Niehaus.

Mr. Carbonari arrived by corporate plane, and was picked up at the airport by Ken Wigand and Bernie Niehaus. Ken is the new Vice-President of MasterBrand cabinets

Butch, David and Eric Niehaus met with them and they toured Wholesale Building Materials. WBM is a major distributor for Aristokraft Cabinets and Therma Tru Doors - two major products under the Fortune Brand umbrella.

The group later toured Niehaus Home Center, then stopped in at the Niehaus home for hors d'oeuvres before boarding the plane back to Cleveland.

A big thanks to Mr. Carbonari for taking the time to visit our company.

• Vincennes IN



- Robinson, IL
- Terre Haute, IN



• Vincennes, IN



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



• Vincennes, IN

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New Riverwalk

The Riverwalk is finally a reality. It is projected to be finished by April of 2007. Fifty years ago, in 1955, a committee met an envisioned a river walk along the Wabash River. Mayor Mooney and the city have received a grant of 1 million dollars from the Indiana Department of

Transportation to finally bring this dream to fruition.

Our community is so fortunate to have so much going for it - all the historical sites and the ever growing Hospital and University - but most of all, many dedicated people who work diligently on projects to make this growth happen. One of those projects is the Vincennes Riverwalk - a five-mile stretch meshing nature and history along the banks of the Wabash River from the George Rogers Clark Memorial to Ouabache Trails Park. After decades of discussion, studies and planning, the project is coming very close to becoming a reality.

The Riverwalk project is an effort to increase the quality of life by providing access to the many historical and scenic resources in the City of Vincennes, the Wabash River, George Rogers Clark National Historic Park, Downtown Vincennes, Vincennes University, Kimmel Park, Quabache Trails Park and Fort Knox II.

The trailhead of the new Riverwalk will be at the George Roger Clark National Park with access at Main St., Vincennes University and Kimmel Park. The lighted 12-foot pedestrian/bicycle path will be built in stages - the first will be from the George Rogers Clark Memorial to Kimmel Park. This first phase will be approximately one mile long. See the adjacent map.

The current group project leaders have proposed several ideas for the Main Street entry to the walk, like bench seating, an impressive water feature like a large fountain and attractive landscaping - a pleasant place to visit - for both local and out of town visitors to enjoy.

I have not personally been involved with the Riverwalk project, but have followed the progress of the plan over the past years. There have been many people in the past few decades, who have been an active part of this project, but from where I stand, Andy Myszak has been one of the most enthusiastic. Andy is the owner of Myszak & Partners, Inc. - an architectural firm here in Vincennes. After talking with him recently, he projects the first phase of the Riverwalk can begin in less than a year. So close to a dream that has been in the making for 50 years.

Bernie

Riverwalk Project



Updated Project Time Schedule Milestone	Estimated Date
Environmental, Preliminary Plana, Flaid Check, 55% Complete	March 2004
Public Hearing, 70% Complete	July 2004
Final Plans, R/W Clear 90% Complete	November 2004
Tracing/Contract Documents Complete	March 2005
Right of Way and Easement Acquistion Phase	August 2005
Bid Letting Phase	December 2005
INDOT Lets Construction Contract for Project	February 2006
Construction Begins	February 2006
Construction Substantially Complete	February 2007
Project Completed and Open for Use	April 2007

Birthdays

In February the following employees will be celebrating their birthday!

Doug Vantlin	Feb. 1
Ralph Ross	Feb. 5
George Unsworth	Feb. 6
Candy Walls	Feb. 6
Sue Fox	Feb. 10
Larry Frederick	Feb. 10
Bonne Bonage	Feb. 12
Michael Gormley	Feb. 14
Deb Dunn	Feb. 15
Ginger Welton	Feb. 21
Bill Egbert	Feb. 23
Mary B. Robinson	Feb. 28
Chris Bennett	Feb. 30

Happy Birthday!

Anniversaries

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

Juanita Lamparter	8 Years
Mary K. Edgin	3 Years
Lorie Hansen	2 Years
Dan McElroy	2 Years
Travis Lewis	1 Year
Don Campbell	1 Year
Patricia DiMercurio	1 Year

Congratulations!

New Employees

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

Scott McCrary - WBM, Vincennes Adam Greer - WBM, Nashville Jackie Cummings - WBM, Vincennes Shannon Fischer - WBM, St. Louis Chad Lukens - Big Buck, Terre Haute Welcome!

Subject: Instersting sutdy

Aoccdrnig to a rscheearch at Cmabrigde Uinervtisy, it deosn't mttaer in waht oredr the ltteers in a wrod are, the olny iprmoetnt tihng is taht the frist and lsat ltteer be at the rghit pclae.

The rset can be a total mses and you can sitll raed it wouthit a porbelm. Tihs is bcuseae the huamn mnid deos not raed ervey lteter by istlef, but the wrod as a wlohe.

Helpful Hints

1) For icy doorsteps in freezing temperatures: get warm water and put Dawn dish washing liquid in it. Pour it all over the steps. They won't refreeze. (Wish I had known this for the last 50 years)!

2) Crayon marks on walls? A damp rag dipped in baking soda. Comes off with little effort (elbow grease that is)!

3) Blood stains on clothes? Not to worry! Just pour a little peroxide on a cloth and proceed to wipe off every drop of blood. Works every time!

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 email

scummins@wbm-online. com



Niehaus News

This newsletter is the official publication of events and activities of Niehaus Home Center, Wholesale Building Materials (Vincennes, St. Louis, and Nashville), Big Buck Building Centers (Terre Haute & Robinson) and is published 12 times per year.

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

Evansville Courier Features Bernie's Book "Splinters" in Column

The Evansville Courier ran a feature article on Bernie's book "Splinters" on Wednesday, January 19. The article was written by Roger McBain, feature writer for the newspaper. He wrote about some of the highlights and a general over-view of the book and how it came to be written.

A Book Signing was held at Borders Book Store in Evansville on January 20th. Bernie was on hand from 4 to 6 P.M. to autograph his book.



Books are available for \$24.99 at the following locations:

- Turn The Page Book Store 400 N. 6th St., Vincennes, IN
- V.U. Old Post Bookstore 1002 N. 2nd St., Vincnnes, IN
- The Jasmine Basket
- 124 Main St., Vincennes, IN • The Bible Bookstore
- 106 Main St., Vincennes., IN • Niehaus Home Center
- 1023 Main St., Vincennes, IN • Borders Book Store
- 6401 E. Lloyd Expressway Evansville, IN
- Abbey Press Gift Shop St. Meinrad, IN
- www.niehausinc.com

Butch Niehaus Celebrates 40th Birthday



Butch Niehaus is not likely to forget his 40th birthday (even if he would like to). WBM employees and his brothers made sure of it. As the poor guy drove down the drive coming into work he was welcomed with a huge sign on a semi trailer announcing his age. Signs lined the drive with humorous messages and at the front door he was greeted with a huge stuffed dummy under a sign "Butch made it." Now it didn't stop there! The walls of the halls and offices were lined with cardboard (floor to ceiling) painted with messages and pictures in black. Tons of black balloons and streamers everywhere. All the employees wore black clothes. Outside his office was the grand finale. A wheelchair, a cane with a rearview mirror and horn and a photo collage of his younger years. And of course it was topped off with a cake decorated in black. (Pay-backs are great!).

It's ok Butch - age is only a number.

When you are over the hill - you pick up speed!

Bounce Dryer Sheets, Who Knew?

- And all this time you've just been putting Bounce in the dryer!
- It will chase ants away when you lay a sheet near them.
- It also repels mice.. spread them around foundation areas, or in trailers or cars that are sitting and it keeps mice from entering your vehicle.
- It takes the odor out of books and photo albums that don't get opened too often.
- Repels mosquitoes. Tie a sheet of Bounce through a belt loop when outdoors during mosquito season.
- Eliminates static electricity from your television (or computer) screen. Since Bounce is designed to help eliminate static cling, wipe your television screen with a used sheet of Bounce to keep dust from resettling.
- Dissolve soap scum from shower doors. Clean with a sheet of Bounce.
- Freshen the air in your home. Place an individual sheet of Bounce in a drawer or hang in the closet. Put Bounce sheet in vacuum cleaner.
- Prevent thread from tangling. Run a threaded needle through sheet of Bounce before beginning to sew.
- Prevent musty suitcases. Place an individual sheet of Bounce inside empty luggage before storing.
- Freshen the air in your car. Place a sheet of Bounce under the front seat.
- Eliminate odors in wastebaskets. Place a sheet of Bounce at the bottom of the wastebasket.
- Collect cat hair. Rubbing the area with a sheet of Bounce will magnetically attract all the loose hairs.
- Eliminate static electricity from venetian blinds. Wipe the blinds with a sheet of Bounce to prevent dust from resettling.
- Wipe up sawdust from drilling or sand papering. A used sheet of Bounce will collect sawdust like a tack cloth.
- Eliminate odors in dirty laundry. Place an individual sheet of Bounce at the bottom of a laundry bag or hamper.
- Deodorize shoes or sneakers. Place a sheet of Bounce in your shoes or sneakers overnight.
- Golfers put a Bounce sheet in their back pocket to keep the bees away.
- Put a Bounce sheet in your sleeping bag and tent before folding and storing them. Keeps them smelling fresh.

Did You Know?

In 10 minutes, a hurricane releases more energy than all the world's nuclear weapons combined.

Ninety percent of the taxi drivers in New York City are recently arrived immigrants.

Mosquito repellents don't repel. They hide you. The spray blocks the mosquito's sensors so they don't know you're there.

The liquid inside young coconuts can be used as substitute for blood plasma.

Donkeys kill more people annually than plane crashes.

You burn more calories sleeping than you do watching television.

Oak trees do not produce acorns until they are fifty years of age or older.

Venus is the only planet that rotates clockwise.



Apples, not caffeine, are more efficient at waking you up in the morning.

Barbie's full name is Barbara Millicent Roberts.

GAMES FOR WHEN WE ARE OLDER

- 1. Sag, you're It.
- 2. Hide and go pee.
- 3. 20 questions shouted into your good ear.
- 4. Kick the bucket.
- 5. Red Rover, Red Rover, the nurse says Bend Over.
- 6. Musical recliners.
- 7. Simon says something incoherent.
- 8. Pin the Toupee on the bald guy.

SIGNS OF MENOPAUSE:

- 1. You sell your home heating system at a yard sale.
- 2. You have to write post-it notes with your kids' names on them.
- 3. You change your underwear after a sneeze.

OLD IS WHEN:

- 1. Going bra-less pulls all the wrinkles out of your face.
- 2. You don't care where your spouse goes, just as long as you don't have to go along.
- 3. Getting a little action means I don't need fiber today.
- 4. Getting lucky means you find your car in the parking lot.
- 5. A Friend Is Like A Good Bra. Hard to Find, Supportive, Comfortable, And Always Close To Your Heart!

Doug Mikiska Named Assistant Store Manager At Niehaus Home Center



Doug Mikiska, Assistant Store Manager of Niehaus Home Center in Vincennes.

Doug Mikiska was recently named the new Assistant Store Manager at Niehaus Home Center. Doug will assist Store Manager, Phil Wehrman with the daily duties.

Doug has been with our company for 13 years. He was one of the original employees at the Center Hardware Store, purchased by the Niehaus family in 1991. After the store was destroyed by fire, Doug and several others were brought to work at Niehaus Home Center. Doug worked in sales and was later named the Manager of the Rental Department.

We extend our congratulations to Doug. We know he will do a good job in his new position.



Niehaus Companies Purchases Big Blue



The Big Blue Store, located on Willow Street in Vincennes, was recently purchased by Niehaus Companies, Inc. The property will now be the new location for the import division of the company, Karran USA.



Niehaus Companies has recently purchased the Big Blue Building located on Willow Street in Vincennes. Niehaus will be moving the Karran USA division, which is currently housed at Wholesale Building Materials on Elkhorn Road in Vincennes to this new location.

Karran USA is the latest and fastest-growing addition to Niehaus Companies, Inc. The new business required additional warehouse and work space for the line of solid-surface sinks that are imported from Africa. The products are shipped in bulk by containers and then repackaged and distributed throughout the United States. At it's current rate of growth, it is projected that the business will double this year, therefore space for expansion was necessary.

Karran sinks are made of a solid surface material and are undermounted to counter tops making a seamless one piece look. The sink material will not scratch or stain and is offered in many profiles for both kitchens and baths.

Another product that is distributed under this division, is whirlpool tubs by Plexicor. They too are shipped in bulk quanities, and then assembled with jets and pumps, then are tested, packaged and shipped out of this department to their final destination.

In addition to the Karran and Plexicor lines, a new line of stainless steel sinks are being imported from Italy and will also be distributed nationally from this new location. This line of sinks which will be distributed under the name of LANSEN are stainless steel. They are crafted by Italian designers, produced from the highest quality 18 gauge, 18/10 chromium/nickel. However, what makes this line of stainless steel sinks unique is that they are under-mounted also, which gives a clean contemporary look.

Building The new "home" for Karran USA

The success of distributing imported sinks throughout the United States is due to a friendship that evolved between Eric Niehaus and Mark Webster. Webster's father owns Plexicor manufacturing in South Africa, the company that makes Karran sinks. Eric met Mark through a salesman from Chicago who wanted the Niehaus' to see the Karran products. Consequently the friendship blossomed into a business partnership whose potential is unlimited.

Recently Niehaus Companies opened up a new market for the the sinks in Colorado. This new market was due to the efforts of Karran manager, Todd Donovan. Our company will supply sinks for a number of Colorado Home Depot stores as well as for Lowe's Home Improvement Warehouse stores.

Acquiring the Big Blue building will allow the space needed for Karran to grow. The building has 50,000 square feet with a huge parking lot in front. Another plus is that the location is a short distance from the US 41 bypass. The remodeling and moving process should start the last of this month after the previous owner removes his inventory. In the beginning, only half of the building will be used by Karran USA division. The rest will be renovated and leased to other businesses.

Needless to say, we are excited about the new growth of Karran and look forward to getting moved and in full swing of the new operation.



Karran on display at the National Kitchen & Bath Show. The new concept of solid surface sinks that are undermounted to almost any kind of counter top is a growing business across the country.

Todd Donovan, Manager of Karran USA



Karran USA Manager, Todd Donovan has been with our company for eight years. He had served as the manager of the Aristokraft division at WBM before taking his current position.



Lorie Hansen and Brook Fuller look over a whirlpool tub after it has been assembled and made ready for shipment. Lorie works in the office and handles customer service and Brook is over the assembling, packaging and shipping of the Karran sinks and Plexicor whirlpools.



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DUSTY UNDERWEAR

One morning a husband took a pair of underwear out of the drawer.

"What the ???" he said to himself. As a little "dust" cloud appeared when he shook them out. "April, " he hollered into the bathroom, "why did you put talcum powder in my underwear?" She shot back: "It's not talcum powder. It's 'Miracle Grow'."

Subject: Washing

Years ago a Kentucky grandmother gave a new bride the following recipe for washing clothes. This is an exact copy as written and found in an old scrap book (with spelling errors and all).

1. Bilt fire in backyard to heat kettle of rain water.

- 2. Set tubs so smoke wont blow in eyes if wind is pert.
- 3. Shave one hole cake of lie

soap in bilin water.

4. Sort things, make 3 piles. 1 pile white, 1 pile colored, 1 pile work britches and rags.

5. To make starch, stir flour in cool water to smooth, then thin down with bilin water.

6. Take white things, rub dirty

spots on board, scrub hard, and then bile. Rub colored don't bile, just rinch and starch.

7. Take things out of kettle with broomstick handle, then rinch, and starch.

- 8. Hang old rags on fence.
- 9. Spread tea towels on grass.

10. Pore rinch water in flower bed.

- 11. Scrub porch with hot soapy water.
- 12. Turn tubs upside down.

13. Go put on clean dress, smooth hair with hair combs. Brew cup of tea, sit and rock a spell and count your blessings.

* Paste this over your washer and dryer and next time when you think things are bleak, read it again and give thanks for your blessings.

A Good Morning

My face in the mirror Isn't wrinkled or drawn. My house isn't dirty. The cobwebs are gone. My garden looks lovely And so does my lawn. I think I might never





In your tax planning, don't overlook how your tax-saving strategies might be affected by the alternative minimum tax.

What is the alternative minimum tax?

Enacted back in 1969, the alternative minimum tax (AMT) was designed to make sure that high-income taxpayers pay a minimum amount of taxes, even if they have sufficient deductions and credits to reduce their federal income tax liability to zero.

The AMT is like a flat tax. You get a lower tax rate in exchange for losing most deductions.

To calculate the AMT, start with regular taxable income, which includes all your familiar deductions and exemptions. Then make certain adjustments and add back certain "preferences" to arrive at your AMT income. Preferences include personal exemptions, charitable contributions, state and local taxes, certain interest on home-equity loans, and miscellaneous itemized deductions.

After adding back the preferences, you're entitled to an exemption of \$58,000 on a joint return (\$40,250 for singles). The exemption phases out beginning at \$150,000 of AMT income on a joint return (\$112,500 for singles). You then calculate your AMT by applying a tax rate of 26 percent to the first \$175,000 of AMT taxable income, and 28 percent to any additional amounts. Finally, you compare your AMT to your regular tax and pay whichever is greater.

Who is affected by the AMT?

Congress created the AMT to ensure that wealthier taxpayers, who often have the kinds of income and deductions that qualify for preferential tax treatment, would pay at least a minimum amount of tax. Congress also wrote exemptions into the law, so that middle-income taxpayers wouldn't be subject to the AMT.

Unfortunately, these exemptions were not indexed for inflation. As incomes have continued to rise, more and more people have found that they need to calculate their tax bill twice - once under regular tax rules, and again under the AMT.

Though Congress has expressed a desire to eliminate the AMT, it is still in effect. Every year thousands of middle-income taxpayers find themselves subject to the alternative minimum tax.

Will the AMT affect you?

Do you need to concern yourself with the AMT? You do if you have a lot of dependents or if you claim substantial itemized deductions. You may also be subject to the AMT if you realized hefty capital gains during the year or exercised incentive stock options. Claiming certain tax credits might trigger the AMT as well. In addition, if you are an owner of rental real estate or a capital-intensive business, you need to be aware that the amount of depreciation allowed under the AMT is limited.

Don't forget the AMT in your tax planning. You may be one of those middleincome taxpayers who is now subject to this tax.



Put my glasses back on.



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A Door For Every Home - The Door System You Can Believe In.

- Classic-Craft
- Fiber-Classic
- Smooth-Star

- Patio doors
 Hand grafted door
- Steel Doors
- Fire doors

- Hand crafted doorlites
- Many options available

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

• A lifetime limited warranty on the patented fiberglass - Classic-Craft and Fiber-Classic entry door systems.



- A 20-year limited warranty on Smooth-Star fiberglass door systems.
- A 10-year limited warranty on Premium Steel door systems.



Five tips for a woman....

- 1. It is important that a man helps you around the house and has a job.
- 2. It is important that a man makes you laugh.
- 3. It is important to find a man you can count on and doesn't lie to you.
- 4. It is important that a man loves you and spoils you.
- 5. It is important that these four men don't know each other.

DO NOT CALL LIST FOR CELL PHONES

A national directory of cell phone numbers is soon to be published and distributed. When this directory is distributed, telemarketers will have access to your cell phone numbers, both business and personal. This will not only be an annoyance, but will also use your cellular minutes. You can avoid these annoying and costly calls by registering your cell numbers, both business and personal if so desired, with the National Do Not Call list provided by the Federal Trade Commission. You can do this by calling 888-382-1222. You must dial this number from the phone that you want to register in order for this process to work properly. You can also register your phone by accessing the FTC's DO NOT CALL list website at this address www.dontcall.gov.

Note: I tried this and it is legitimate. They will inform you that your number will be put on the list for 5 years. After the five years you will have to re-register.

Family Tradition

Ole had heard stories of an amazing family tradition. It seems that his father, grandfather and great-grandfather had all been able to walk on water on their 21st birthdays to the boat club across the lake for their first legal drink. So when Ole's 21 came around, he and his pal Swen took a boat out to the middle of the lake. Ole stepped out of the boat and nearly drowned. Swen managed to pull him to safety. Furious and confused, Ole went to his grandmother. "Grandma," he asked, "it's my birthday, so why can't I walk across the lake like my father and grandfathers?" Granny looked into Ole's eyes and said, "Because you father and grandfathers were born in January. You were born in July."





Kathy McCreary

Designer Niehaus Home Center



Designer Niehaus Home Center

Ginger Welton



Sue Fox

Designer Niehaus Home Center



Becky Taylor

Designer Big Buck Robinson, IL



Mary Beth Robinson

Designer Big Buck Terre Haute, IN



Bring in your room measurements today.

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

Niehaus Home Center 1023 Main St., Vincennes 882-2710 Big Buck Building Center 501 S. Howard St., Robinson, IL 618-544-2138 Big Buck Building Center 1110 Ft. Harrison, Terre Haute 812-466-1050

Employees In Profile



Kevin Mullins - was chosen as the employee in profile this month from the Big Buck store in Robinson. Kevin was hired in June of last year. He is a driver and makes deliveries to local contractors and do-it-yourself customers. He also helps in loading customers and unloading freight and what ever needs to be done.

Kevin was born and grew up in Robinson. He is a graduate of Robinson High School. He worked several years as an auto mechanic for several dealerships and private garages before coming to work at Big Buck

Kevin and his wife, Kelly, have 14 year old twin daughters - Haley and Chealsea. They reside south of Robinson in a rural area where they raise horses. He said they have ten Rocky Mountain horses that have been cross bred with spotted saddle horses. Obviously, the whole family rides. He says the horses are a lot of work - but worth it.



Adam Greer - joined the Nashville division of WBM a month ago. He has been put in charge of scheduling services. The position involves a lot of detail projects like ordering pieces and parts, scheduling installation of those parts, and taking care of any problems that come up in order to finish a job completely. He had worked as a laborer for a sub-contracting company that did custom installations for WBM before coming to work for our company.

Adam was born in Nashville and grew up in Dixon County, Tennessee. He is a graduate of Dixon County High School. He attended NSU where he studied Engineering.

Adam and his wife, Ashley, were married in May of last year and have been remodeling their first home. He says he does not have any particular hobbies, but likes watching football and playing billiards.



Brian Kirwer - is employed at Wholesale Building Materials in Vincennes. He joined our company two months ago. He is currently working in Customer Service to learn more about WBM products and services and will eventually take over as Marketing Directing for the wholesale division. He will oversee promotions, develop marketing materials like brochures and other sales aids to promote WBM products like Aristokraft, Therma Tru, marble tops, Basco and Aqua Glass.

Brian was born and grew up in Evansville. He is a graduate of Reitz High School, and the University of Southern Indiana where he studied Business Management. Before coming to work for WBM he had worked for Steven Witte and Associates.

He and his wife run an internet business they call 33 Modern Furniture. He says he likes spending time with his wife and family, riding 4 wheelers and reading.



Christina Ewer - joined our company two months ago as a cashier at Niehaus Home Center. Her primary job is cashier, but she helps with other projects - wherever she is needed.

She had worked at the Huck's store for 3-1/2 years at the 6th street location in Vincennes before joining our company.

Christina was born in Indianapolis and grew up in Bicknell, Indiana. She is a graduate of North Knox High School.

Christina and her husband, Toby reside in Vincennes with their children. She has two sons and a step-daughter. Ashley is 11, Kaleb is 10, and Brady is 8. She says she enjoys spending time with her family, camping, watching her kids participate in sports and roller skating.



Visit Our Web Site http://www.niehausinc.com

Guardian Fiberglass Insulation

