

# Niehaus News

February 2004

Volume 43, Issue 1

## NIEHAUS Companies

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# Happy Valentine's



*Valentine's Day  
Is a wonderful way  
To make "I love you"  
Easy to say*

## WBM Nashville - Plans Strategy For 2004

See story on page 6

The Niehaus family cabin on Kentucky Lake was the meeting place for a conference of the key people from the WBM Nashville, Aristokraft Cabinetry Company, as well as, Butch and Bernie Niehaus.

The purpose of the retreat-like meeting was to plan this year's

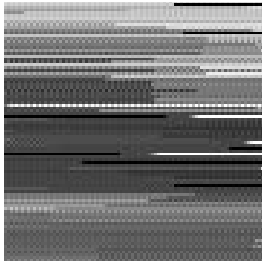


Don Kirby - General  
Manager, WBM Nashville

sales strategy by setting up a working plan of action, setting goals, and assigning each participant with particular tasks to make the plan come together.

The Nashville area is a growing market. It is WBM's objective to aggressively go after their fair share of that market.

## Splinters by Bernie Niehaus Chairman of the Board



### Nana

If anyone were looking for the perfect mother and grandmother, my wife Patty, would have to be the number one candidate. She has her Bachelor and Masters Degree in Education and taught 3rd and 4th grades before we were married. She has since been teaching our five children and now our 19 grandchildren. She will sit and read with each child and has patience beyond belief.

When our five children were growing up, Patty had them all in competitive swimming. That meant she had to get up at 5:00 A.M. and take them to practice before school and then wait for supper until they got out of practice at 7:00 P.M.. They also had weekend meets, which incurred high motel and restaurant bills. I griped a lot and gave her a hard time until Anne, our oldest daughter, received a \$27,000 scholarship from Northwestern to swim. Scholarships also helped several of our other children. I then realized how important the swimming was for our five children, not only the money, but developing their self-esteem and the ability to get along with others.

Now with our grandchildren, Nana is helping to raise them just as she did with our children. With the patience of "Jobe", she sits down and plays games with them; she organizes nature hikes, craft work and picnics. In all the times she is with the kids, (and sometimes with all nineteen), I have never heard her raise her voice.

Nana is also an expert in planning trips. For the last four years, two of our grandchildren have been going on special trips each year to "Lego Land" in California and the last two years on the Disney Cruise. They have been going by age:

- |           |          |                              |
|-----------|----------|------------------------------|
| 1st year: | Mallory  | (Butch & Tina, parents)      |
|           | Brennen  | (Bob & Anne, parents)        |
| 2nd year  | Jensen   | (Steve & Catherine, parents) |
|           | Julia    | (Bob & Anne, parents)        |
| 3rd year  | Nicholas | (Butch & Tina, parents)      |
|           | Alec     | (Bob & Anne, parents)        |
| 4th year  | Bailey   | (Eric & Teresa, parents)     |
|           | Emily    | (David & Maggie, parents)    |

Nana shops all year for matching outfits to go on their special trip - this really builds excitement for the kids. There surely must be a special place in heaven for a grandmother like this.

*Bernie*

## Niehaus Home Center Re-focusing For 2004

*Niehaus Home Center Will Not Be Open On Sunday's Starting January 18.*

We are pleased to say we experienced one of the most successful years in our companies history in 2003. We have listened to our professional customers and are ready to make some changes for 2004 that will benefit our customers and our employees as well.

By being open seven days a week from 7 in the morning until 7 at night, our staff was spread thin. That is 77 hours a week in winter and 82 hours (6 until 7) in the summer. By giving our employees Sunday off, we will have a stronger professional work force on duty to better assist our customers the six days we are open.

For years and years we resisted being open on Sunday's, but reached a time we felt that we had to be to meet the competition. So we tried it - and found it was not worth it. Our employees deserve time with their families and to be able to attend church on Sunday. Our customers deserved our full attention with professional assistance when they needed it.

Other areas that we are focusing on in 2004 are a new area for a customer selection center. Customers could then come in and make the bulk of their decisions for their projects with our experts helping them throughout the entire process. We are also looking into better communication tools for our customers to be able to contact our salespeople more easily.

We are looking forward to a bigger and better year in 2004 and hope we will be able to better serve our customers and employees by listening to their needs.



The small can is for removing all the old paint. The large can is used to remove the mess left by the little can.

## Birthdays

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

### February

Gary Chillingworth	Feb. 1
Brian Smith	Feb. 1
Robert Neal	Feb. 2
Mark Ashcraft	Feb. 4
Jane Deal	Feb. 4
Scott Ramsey	Feb. 4
Eric Feagley	Feb. 6
David Cole	Feb. 8
Troy Mischler	Feb. 9
William Davis	Feb. 9
Larry Simison	Feb. 10
David Niehaus	Feb. 13
Sam Reese	Feb. 13
Paul Kopp	Feb. 18
Jack McCullough	Feb. 20
Mike Glenn	Feb. 21
Albert Lepsi	Feb. 22
John Harrison	Feb. 23
John Wallace	Feb. 23
Kim Smith	Feb. 25
Carla Winegert	Feb. 27
Don Pea	Feb. 28

### March

Jerry Burch	Mar. 1
Jean Fox	Mar. 4
Brian Childs	Mar. 6
Kim Terry	Mar. 6
Kathy McCreary	Mar. 11
Steve McNew	Mar. 11
Tim Hensley	Mar. 13
Dennis Bilskie	Mar. 15
Alan Smith	Mar. 19
Don Kirby	Mar. 21
Damond Roark	Mar. 22
Jill Warren	Mar. 25
Betty Tuttle	Mar. 26

## 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**

**Niehaus Home Center**

## Anniversaries

February and March will mark the anniversary dates of employment with our company for the following employees.

### February

Jerry Burch	26 Years
Larry McCoy	26 Years
Debra Moyes	25 Years
Paul Kopp	20 Years
Dale Nash	8 Years
George Unsworth	6 Years
Wayne Sullivan	6 Years
Rick Daniel	5 Years
Mary Smith	4 Years
Larry Puent	4 Years
Donna Bishop	2 Years
Andrew Rice	2 Years
Robert Neal	2 Years
Andy Westerman	1 Year
Christina Shafer	1 Year
Brad Bowen	1 Year
Tim Hensley	1 Year

### March

Sherry Cummins	26 Years
Dean Franz	10 Years
Steve Taylor	8 Years
John Harrison	7 Years
Bill Egbert	5 Years
Shannon Grantham	5 Years
Ralph Ross	2 Years
Richard Walls	2 Years

## Congratulations!

**Gas on pump 2, a lottery ticket, a snickers bar and gimme a bunch of 'em plastic flowers.**



### **PUBLIC SAFETY TIP:**

*Friends don't let friends buy Valentine presents at a convenience store.*

## New Employees

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

Joshua Niekirk - Niehaus Home Center  
Travis Lewis - Niehaus Home Center  
Don Campbell - WBM, Vincennes  
Brian Downen - WBM, Vincennes  
Patricia DiMercurio - WBM, St. Louis

## Welcome!



**Member  
Indiana  
Lumber &  
Building  
Supply  
Association**

## Employees Offered YMCA Membership At Discounted Rates

Wholesale Building Materials and Niehaus Home Center offers our employees the opportunity to join the local YMCA at a discounted rate, plus, the convenience of deducting the membership fee from their paycheck.

The Vincennes YMCA is a great updated facility that all ages can enjoy.

They offer:

- Air conditioned walking track
- Strength training room
- Swimming pool
- Warm water therapy pool
- 2 basketball courts
- 3 racquetball courts
- Tennis court
- Men's genesis center
- Women's genesis center
- Sauna
- Whirlpool
- Cardio exercise room
- Teen center
- Computer lab
- Golf driving range

Plus, there are programs for everyone!



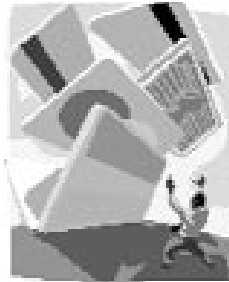
## Kemper CPA Group LLP

505 North Sixth Street  
 Vincennes, Indiana 47591  
 Phone: (812) 882-7730  
 E-mail: KemperCPA@charter.net  
 Visit us on the Internet: www.kempercpa.com

### Tax Tips for Individuals

While the tax code can be very complicated, informed taxpayers can take advantage of tax-cutting opportunities that are available as a result of recent legislation. Below are some suggestions you should consider if you're interested in cutting your taxes.

**1. Reduce your consumer debt.** The interest you pay on consumer debt is not deductible on your tax return. Consider shifting consumer debt to a home-equity loan (where available and not to exceed \$100,000) to maintain deductibility for the interest. But be sure to consider loan origination costs and points you may have to pay. Also, realize that if you can't make the payments on the home-equity loan, you could lose your house.



**2. Rehabilitate an old building.** One tax break that may be attractive to you is the credit for rehabilitating old buildings - either commercial or certified historic structures. If you don't want to do the work yourself, consider investing in partnerships that rehabilitate old structures.

**3. Watch for AMT liability.** The alternative minimum tax (AMT) is the one you pay when too many tax preference items reduce your regular tax below a certain amount. If you use preference items to reduce your taxes - such as accelerated depreciation, private activity bond interest, etc. - you may want to shift income and deductions to keep the alternative minimum tax from applying to you.

**4. Contribute to a retirement plan.** Retirement plans are still an excellent tax shelter. Consider a Keogh if you are self-employed, even part-time or in a second business. If you're an employee, find out if your company has a 401(k) or other plan and make contributions to it. If you qualify, you should also consider an IRA.

**5. Avoid the "kiddie" tax.** Check the income of any children under the age of 14. Unearned income beyond a certain amount will be taxed at your highest rate. Shifting investments or making other adjustments may be appropriate.

**6. Don't overlook medical deductions.** If you help to support an elderly relative who lives in a nursing home for medical reasons, the cost of the nursing home may qualify for the medical deduction. If you make improvements to your home for medical reasons, the cost of such improvements are medical expenses to the extent the improvements do not increase the value of your home. That includes such things as widening doorways for wheelchair use or modifying the home to accommodate an individual with a medical problem.



**7. Take the child care credit if you qualify.** If you pay for child care services while you work or go to school, you may qualify for the child care credit. The credit is allowed only for children under the age of 13. You must report on your tax return the name, address, and taxpayer identification number of the care provider.

If you have questions about more ways to reduce your tax liability, 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!!

### Dodge The Winter-Health Woes

More than 150 million cases of respiratory illnesses -- flu, colds and the like -- are reported each year in the United States, according to the National Center for Health Statistics.

True, nothing beats getting an annual flu shot, but other steps can help maintain health through the cold months.

The most effective way of preventing sickness is also the most simple, and is no farther away than the kitchen or bathroom sink.

"The single most important thing you can do in the winter time and all year long is probably hand-washing," said Paul Lyons, a family physician with the Temple University School of Medicine in Philadelphia, Pennsylvania. "Because that's one of the most common ways for spreading germs from one individual to another: skin-to-skin contact."



A healthy diet, including the recommended doses of vitamin C, will also battle the season's sicknesses. Lyons advises getting the daily requirements through foods such as citrus fruits, rather than through dietary supplements.

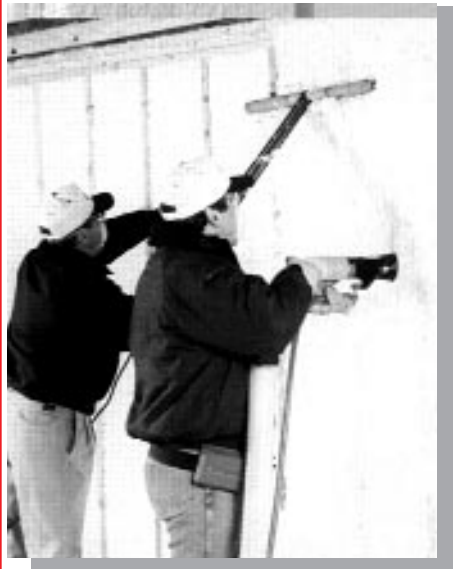
Echinacea and zinc lozenges, which studies show have had mixed results, work for some people, Lyons said.

And just when you thought you could breathe a little easier, the Centers for Disease Control and Prevention warns that indoor heating can dry out sinuses, making them more vulnerable to cold viruses that love low humidity. But there are solutions.

"You can buy commercial humidifiers which can be helpful as long as you're careful about changing the water regularly," Lyons said. "Or as a low-tech alternative, it's possible to place open bowls of water over a radiator."

Keeping an exercise routine, even when the weather is uncooperative, is also key to warding off winter woes because exercise boosts the immune system. But if you have a chest cold, stay away from the weights and exercise machinery until it passes.

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Manager of Installed Sales

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## The History of Valentine's Day

In Great Britain, Valentine's Day began to be popularly celebrated around the seventeenth century. By the middle of the eighteenth century, it was common for friends and lovers in all social classes to exchange small tokens of affection or handwritten notes. By the end of the century, printed cards began to replace written letters due to improvements in printing technology. Ready-made cards were an easy way for people to express their emotions in a time when direct expression of one's feelings was discouraged. Cheaper postage rates also contributed to an increase in the popularity of sending Valentine's Day greetings. American probably began exchanging hand-made Valentines in the early 1700's. In the 1840's Esther A. Howland began to sell the first mass-produced Valentines in America.



An estimated one billion Valentine cards are sent each year making Valentine's Day the second largest card-sending holiday of the year

## Things To Do This Year

- Smile more!
- Listen more intently.
- Watch a child discover something new.
- Do something totally silly once in a while!
- Take responsibility for all your actions.
- Make room for new friends.
- Be free with compliments.
- Encourage someone every day.
- Tell people you love that you love them.
- Read for fifteen minutes a day.
- Call old friends and catch up on their lives.
- Have a cookout in the middle of winter.
- Be less critical of others.
- Volunteer for a good cause.
- Don't look for someone else to blame when you are unhappy.
- Learn from your everyday failures.
- Pray more and worry less.!
- Be quick to forgive others and learn to forgive yourself.
- Whatever you do, give it your best shot!
- Don't gossip.
- Accept help when it's offered.
- Bury your prejudices.
- Accept yourself for who you are.
- Treat yourself to something expensive occasionally.
- Learn to dance.



*Live your life this year in a way you can look back on  
it fondly and without regrets and make this the best  
year ever!*

## WBM Repositions Key Employees

Former Operations Manager at Wholesale Building Materials, Kevin Toole, has been assigned a new position as the outside salesman for the North territory. He will call on dealers in the Indianapolis and Lafayette areas. Kevin has been with our company for 5 years and we feel he will do well in his new position..



*Kevin Toole*

Moving up into Kevin's former position as Operations Manager, will be Brian Lett. Brian had been Operations Manager of Karran USA. He will now be in charge of the warehouses and oversee the truck traffic, coming and going, loads being built and unloaded, stock, scheduling of trucks and people, and much more.



*Brian Lett*

Congratulations to both Kevin and Brian. We know you will do well in your new positions.

## WBM Hosts Therma Tru Door Training Tour Trip

On January 20 and 21, Wholesale Building Material hosted a trip to the Therma Tru Door factory in Butler, Indiana for some of their key dealers and WBM employees.

The first day out was travel time by bus. On the evening of their arrival in Butler they were treated to dinner at the



Auburn/Dusenburg Museum. On the second day, the group toured the door plant and saw first hand how the Therma Tru line of doors are manufactured. The group also went through a training session to help them become more knowledgeable of Therma Tru products, thus, instilling confidence in the line they are selling.

There were 25 dealer customers who attended, as well as 5 employees from WBM. Those attending from WBM were: Kevin Toole, Doug Klumpp, Jill Warren, Mike Glenn and Diana Adams.

## Save Your Car From Harsh Winter Weather

Rain, mud, snow and salt are all tough on drivers. But have you ever thought how tough these elements are on your car?

To prepare for winter, most people check their tires, the antifreeze and the windshield wipers, but they never stop to think about how weather and road salt will affect the finish of their car. Most drivers don't think about washing their car during the winter months. Some even think that washing their car in winter will damage their vehicle.

"Washing your car in the winter months can be one of the most beneficial things you can do to maintain the value of your car," explains Mark Thorsby, executive director of the International Carwash Association, a not-for-profit trade association committed to educating the motor-ing public on vehicle maintenance.

"If left on your car, mud, salt, rain and snow can damage your car's clear finish. Mud and salt caked on the undercarriage can even help promote rust - especially in older vehicles - and can also affect how well your car drives," said Thorsby. "The car is the first or second greatest asset for the average family. Keeping your vehicle clean by frequenting a professional car

wash is one of the best defenses in protecting a car's finish and the family's investment." According to studies compiled by the association, one of the most critical times to wash your car is immediately after a rainfall. As rain falls, it collects pollutants from the air, a concept commonly referred to as acid rain. Even after a light rainfall, rainwater and pollutants fall on your car. The water eventually evaporates, leaving a thin film of pollutants that can damage your car's finish.

The longer you leave these pollutants on your car, the more damage they will inflict on your car's finish," said Thorsby. "Washing your vehicle immediately after a rainfall helps prevent damage."

Snow and sleet can also result in the same damaging effects as acid rain and are often compounded by chemicals in road salt. To prevent winter damage, the ICA recommends washing your vehicle every 10 days.

"We recommend washing your car in a professional car wash rather than your driveway," said Thorsby. "Professional car washes are gentler on auto finishes than a bucket and hose, and they use cleaning solutions specially formulated for today's more complex car finishes."

To minimize, even eliminate, damage to your car this winter, follow these simple tips:

- At a full-service car wash, ask the attendant to thoroughly dry around the inside of the door and trunk, as well as the joint where power antennas attach to the vehicle. At a self-service or exterior only car wash, bring a few towels with you so you can do this yourself.

- Immediately after washing the vehicle, open and close all doors, the trunk and



- other parts of the car with locks several times before parking it (this will eliminate water freezing in locks in extreme cold).

- Periodically apply a good silicone spray to all weather stripping during freezing weather.

- Wash your car every 10 days and right after a snow or rain shower.

- Wax your car at least every six months. More frequent waxing is needed if your car is red, black or white, as these colors are more susceptible to acid rain and UV rays.

- Choose a professional car wash that is professionally managed, has clean facilities and uses well-maintained equipment.

Car Care Council

# WBM Nashville Holds Strategic Planning Meeting



A strategic planning meeting for 2004 was held in December at the Niehaus cabin on Kentucky Lake. The purpose of the meeting was to plan the course of action for the WBM, Nashville sector of the company for this year. Goals were set, plans were outlined, and new enthusiasm was instilled.



**Don Kirby**  
General Manager  
Nashville WBM



**Steve Rooker**  
Sales Manager  
Nashville WBM

**Kim Terry**  
Operations Manager  
Nashville WBM

Nashville is a growing area and the potential is endless. Each of the participants was assigned specific prospects to target to acquire new accounts. Some of those targeted as prospects are key home builders, architects & trade associations, and dealers. New marketing tools will be implemented to promote product awareness, Aristokraft & WBM's strengths in the Nashville market, and the strengths of the entire Niehaus and MBCI companies. Other area's that is being looked at is the possibility of streamlining the whole Nashville/Vincennes operation, achieve additional customer service, new methods to reach potential customers, and adding sales representatives.



This seamless plan is in full force and each of the participants will report the progress of their assigned task at quarterly meetings and via group e-mails.

Those attending the meeting were: Don Kirby, Kim Terry and Steve Rooker (from WBM in Nashville), Ken Wigand and Earl Fehribach (from Aristokraft Cabinet Company), and Todd Donovan (WBM Aristokraft Manager), Butch and Bernie Niehaus.



**Shannon Grantham,**  
*Office Manager*



**Christina Schafer**  
*Outside Sales*



**Alyson Piper**  
*Inside Sales,  
Customer Service*

We know we have a superior product in Aristokraft and Decora Cabinetry, a good support program, a showroom, dedicated professional people, and the potential to grow. By the end of this year, we feel that the Nashville area will be aware that we are a strong contender in the kitchen and bath cabinetry market and that we mean what we say "When quality counts - count on Aristokraft and Wholesale Building Materials."



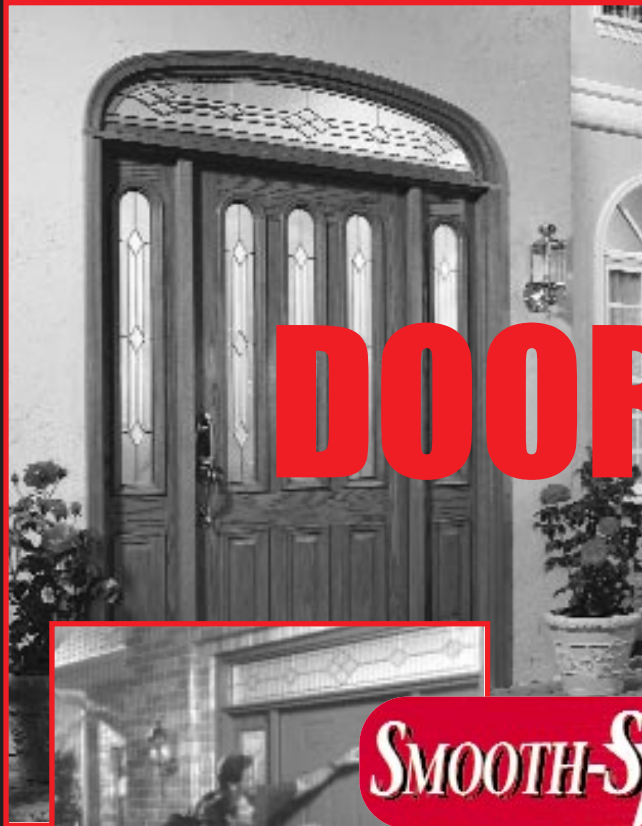
**Martha Olker,**  
*Kitchen Designer*



**Donna Stephenson,**  
*Kitchen Designer*



**Reginald Maddox**  
*Truck Driver*



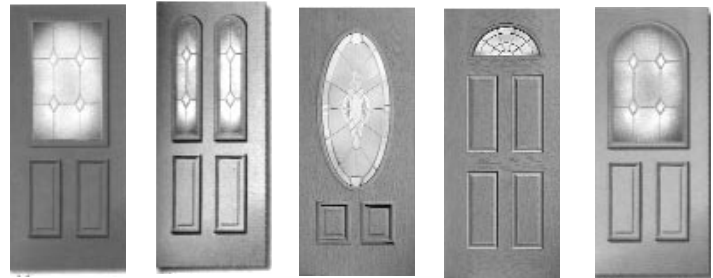
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DOORS

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501 S. Howard St. Robinson, IL



## Remodeling Your House

One of the most potentially nerve-wracking aspects of home ownership concerns remodeling. Common questions include: Should we spend the money? How do we find a contractor? How do we know whether or not we've found a good contractor? What will the remodeling project do to benefit our resale value?



### Remodel or sell?

Before you embark on an extensive remodeling or expansion project, it is a good idea to determine whether remodeling is the best option for you, or whether it would make more sense to buy another house that would better fit your needs and wants. The following brief questionnaire will help to steer you in the right direction. Answer each question and record the number of points associated with that answer.

- **How far "off" is your present house from the one you would like to live in?**  
A little - 5                      Somewhat - 3                      A lot - 1
- **What are the property values doing in your neighborhood?**  
Increasing - 5                      Staying the same - 3                      Decreasing - 1
- **What are property conditions doing in your neighborhood?**  
Getting better - 5                      Staying the same - 3                      Declining - 1
- **How long will you get useful life out of any potential remodeling?**  
10+ Years - 5                      3-10 Years - 3                      Less than 3 Years - 1
- **In relation to your house, the other homes in the neighborhood are:**  
Larger - 5                      Similar - 3                      Smaller - 1

### Analyzing your scores

18-25 points: Remodeling may be a good consideration.

10-17 points: Either option may work for you. Take other factors (your budget, your job stability, etc.) into consideration.

Under 10 points: Moving may be your best option.

#### The Most Popular Remodeling Projects

and Rate of Resale Return

Any remodeling project that you plan for your home should be able to stand a "resale and return" test if you have any intention of selling the house in the next few years. Some projects (for example, a kitchen remodeling project) have exceptional return while others (for example, installing an in-ground pool) have little or no return on your investment.

Here is the rate of return on remodeling projects as listed in the Feb. 1998 Today's Homeowner:

Minor Kitchen Remodel: Average Cost \$8,395, Return 102%

Bath Remodel: Cost \$8,563, Return 77%

Deck Addition: Cost \$5,927, Return 73%

Siding Replacement: Cost \$5,062, Return 71%

Home Office Addition: Cost \$8,179, Return 69%

Window Replacement: Cost \$5,976, Return 68%

## Ever Wonder Why?

Why is it that no plastic garbage bag will open from the end you first try?

How come we never hear any father-in-law jokes?

Why is it that no matter what color of bubble bath you use, the bubbles are always white?

Why do people keep running over a string a dozen times with their vacuum cleaner, then reach down, pick it up, examine it, then put it down to give their vacuum one more chance?

Do Chinese people get hungry an hour after they eat American food?

Why do we wash BATH towels? Arent't we clean when we use them? If not then what was the purpose of the bath?

Consider all the lint you get in your dryer, if you keep drying your clothes would they eventually just disappear?

Is the real reason women live longer than men because they don't have to live with women?

If at first you don't succeed, shouldn't you try doing it like your wife told you to?

### Unusual Facts

1. There are 293 ways to make change for a dollar.
2. On average it takes 7 minutes to fall asleep.
3. A squirrel lives about 9 years.
4. A fly's taste buds are in its feet.
5. An eyelash lives about 5 months.
6. Peanuts are one of the ingredients in dynamite.
7. The bat is the only mammal that can fly.
8. Average people make 1,140 calls per year.
9. A flamingo can only eat when its head is upside down.
10. The Japanese language has no single word to say or now
11. The average human foot sweats 1/2 a pint daily.
12. The male mosquito does not bite.
13. Bee's and turtles are deaf.
14. Hitler's favorite movie was King Kong.
15. In China a child is considered 1 year old the day it is born.
16. Dolphins have bigger brains than humans.
17. A dime has 118 ridges around it.
18. The maximum weight for a golf ball is 1.62 oz.

## Marriage Humor

- ♥ A successful man is one who makes more money than his wife can spend. A successful woman is one who can find such a man.
- ♥ Before marriage, a man yearns for the woman he loves. After marriage, the "y" becomes silent.
- ♥ When a newly married couple smiles, everyone knows why. When a ten-year married couple smiles, everyone wonders why.
- ♥ My wife told me I should be more affectionate. So I got two girlfriends.
- ♥ A husband said to his wife, "No, I don't hate your relatives. In fact, I like your mother-in-law better than I like mine."
- ♥ A man said his credit card was stolen but he decided not to report it because the thief was spending less than his wife did.
- ♥ The honeymoon is over when the husband calls home to say he'll be late for dinner and the answering machine says it is in the microwave..
- ♥ Men who have pierced ears are better prepared for marriage. They've experienced pain and bought jewelry.
- ♥ How do most men define marriage? A very expensive way to get your laundry done.
- ♥ A little boy asked his father, "Daddy, how much does it cost to get married?" And the father replied, "I don't know, son, I'm still paying for it."
- ♥ A couple was having a discussion about family finances. Finally the husband exploded, "If it weren't for my money, the house wouldn't be here!"
- ♥ Cosmetics: A woman's way of keeping a man from reading between the lines.
- ♥ Boring husband: Honey, why are you wearing your wedding ring on the wrong finger? Bored wife: Because I married the wrong man!
- ♥ Love is blind, but marriage is an eye-opener.
- ♥ First guy (proudly): "My wife's an angel!" Second guy: "You're lucky, mine's still alive."
- ♥ Marriage is grand - and divorce is at least 100 grand.
- ♥ Words to live by: Do not argue with a spouse who is packing your parachute.
- ♥ Married life is very frustrating. In the first year of marriage, the man speaks and the woman listens. In the second year, the woman speaks and the man listens. In the third year, they both speak and the neighbors listen.
- ♥ Before marriage, a man will lie awake all night thinking about something you say. After marriage, he will fall asleep before you finish.
- ♥ A man is incomplete until he is married. After that, he is finished.
- ♥ Every man wants a wife who is beautiful, understanding, economical, and a good cook. But the law allows only one wife.
- ♥ Many a man owes his success to his first wife and his second wife to his success.
- ♥ One woman's hobby is another woman's hobby.
- ♥ Marriage is when a man and woman become one; the trouble starts when they try to decide which one.
- ♥ Marriages are made in heaven. But so again, are thunder and lightning.
- ♥ If you want your wife to listen and pay strict attention to every word you say, talk in your sleep.
- ♥ A couple came upon a wishing well. The wife leaned over, made a wish and threw in a penny. The husband decided to make a wish, too, but he leaned over too much, fell in and drowned. The wife was stunned for a moment, but then smiled, "It really works."
- ♥ When a man opens the door of his car for his wife, you can be sure of one thing: either the car is new or the wife.



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## Employees In Profile



**Mike McIntyre** - joined the sales staff at Big Buck in Terre Haute two months ago. He works as a counter salesman and product specialist for windows and doors. Before coming to work for Big Buck, Mike worked for a Terre Haute engraving company where engraving plates was made for printing companies. His talent as a graphic artist and painter has won acclaim in many areas such as designs for Simpson helmets, paint designs on famous race cars, an ad piece for Kentucky Fried Chicken, art work for a fire truck for the national firemen's convention, and much more. He also does sign painting and vinyl banners.

Mike was born and grew up in Terre Haute. He is a graduate of Terre Haute North High School and holds an Associate Degree in Architectural Drafting from Ivy Tech. He and his wife, Lorie, have a 14 year old son named Justin. Mike says one of their hobbies is quarter midget racing - and of course, their car is painted first class! Mike also likes golf, fishing, hunting and most sporting events.



**Tim Ramsey** - is employed at Wholesale Building Materials in Vincennes. He works in the Roseburg Engineered Lumber department. He works with a crew that fills custom orders of "I" joists and beams by cutting, bundling, and preparing them for shipment to WBM dealers. These beams and joists come to WBM in lengths up to 40 feet long and then are custom cut to fill these orders.

Tim has been with our company since May of last year. His work experience before coming to WBM includes a total of 8 years at Gemtron, a year at Progressive Chemical and 4 years at North American Wire Weaving in Tennessee.

Tim was born in Vincennes and grew up in Oaktown. He is a graduate of North Knox High School. His wife Stacey works for WAMW radio station in Washington. They have a 4 year old son named Davis. Tim says he doesn't have any particular hobbies, but likes history, camping, going to car shows, and spending time with his family.



**Bill Davis** - is a driver for Wholesale Building Materials in St. Louis. Bill's job is to hook up to the semi-trailers that are brought into the St. Louis location daily and then deliver the orders to dealers, and contractors at the job sites.

Bill has been with our company since August of last year. Prior to coming to work at WBM, Bill had worked for Texaco Refining and Marketing for 20 years. After retiring, he then went to work for Consolidated Freightways for a while.

Bill was born and grew up in St. Louis. He is a graduate of Roosevelt High School. He and his wife Patricia have been married for 30 years. They have two children; Tonia is 29, and Rick is 32. They are also blessed with two grandchildren - Devin is 9 years old and Donovan is 2.

Bill says he likes the outdoors and that his all-time favorite pastime is fishing and spending time with his family.



**Ryan Marszak** - is relatively new to our company. He was hired six months ago to fill a cashier position, but has since been moved to sales.

Before coming to work for Niehaus Home Center, Ryan had worked 1-1/2 years at Hartland Shopworth and a 2 years for Jim & Amy's Pizza Place.

Ryan was born in Vincennes and grew up in Freelandville. He is a graduate of North Knox High School. He is also a graduate of Vincennes University where he earned a degree in Computer Repair. He is now attending Indiana State University, working toward a Bachelors Degree in Computer Repair.

Ryan likes most all outdoor activities like hunting, fishing, and riding 4-wheelers. He says he also enjoys watching college basketball games.

## Niehaus News

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