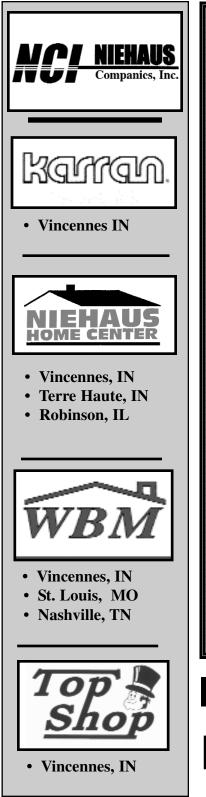
# **Niehaus News**

# March 2006

Volume 45, Issue 3



# Happy St. Patrick's Day

# Wee Bit O' Irish

You're the flash and sparkle in dark Irish eyes.

You're the whimsey and charm of leprechaun guise.

You're the treasured gold at the rainbow's end.

You're the beauty and mystery of emerald glens.

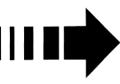
You're the top o' the mornin' my cup of tea.

You're springtime adornin'.....blessings on thee.

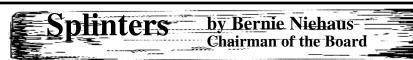
May your blessings out number the shamrocks that grow, And may trouble avoid you wherever you go.



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# Enthusiasm - Optimism -Motivation

Enthusiasm, optimism, and motivation are three attributes that dictate the quality of your life and those around you. From medical studies, it is a proven fact that optimistic people live a longer and happier life. You are the only per-

son who can truly make yourself happy. It has been said many times that a pessimist is one who sees a glass half empty, and an optimist is one who sees it half full. Over the years, many people have called me optimistic and sometimes I probably have been a little too optimistic, but in the long run it has certainly paid off.

After I graduated from college, I came back to Vincennes and enrolled in a Dale

Carnegie course. To show my age, the class was held in the old Grand Hotel on 3rd and Busseron (where Old National Bank is now). Two of my good friends were in my class - Jim Day (now living in Naples, Florida) and Dick Bond. We had a great group and to start off the class each evening, the instructor would have us chant the phrase "Act

enthusiastic and you will be enthusiastic" - louder he would say and we would chant again. Another enthusiasm builder in the Dale Carnegie course was Session 5. It was called "Coming Out Of Your Shell." The instructor asked us to pick a subject that we were peeved at or that we were adamant about. We would then go up to the front of the room with a rolled up newspaper. As we talked about our subject, we would beat on the table with the newspaper. The harder we beat the table, the more enthusiasm we would build about our subject. Needless to say, this class taught us a lot about enthusiasm.

Lou Holtz, a past football coach at the University of Notre Dame was and still is a great motivator. He gives talks around the country on motivation. At one of his talks I heard in Chicago, Lou states that: "Virtually nothing is impossible in this world if you just put your mind to it and maintain a positive attitude."

There are many great books on motivation. The other day I was talking with Pat Koch, Chairman of Holiday World, and she said she keeps a bookshelf full of good motivational books to use for ideas in her talks with employees. Two of the books she mentioned were <u>Good to Great</u> and <u>Fish</u>, a story of a very successful Seattle sea food market. We can learn from Orison Swett Marden, founder of Success Magazine and a motivational writer. He says "The golden opportunity you are seeking is in yourself. It is not in your environment; it is not in luck or chance, or the help of others; it is in yourself alone."

Napoleon Hill, a famous author, who wrote the best selling book, <u>"Think and Grow</u> <u>Rich"</u> says: "You have absolute control over but one thing, and that is your thoughts. This is the most significant and inspiring of all facts known to man. It

reflects man's divine nature. This divine nature prerogative is the sole means by which you may control your own destiny." As I stated earlier, you are the only person who can truly make yourself happy.

Kernie

# Brenda Malone Joins The WBM Sales Staff

Brenda Malone was recently hired to manage the western territory for WBM. She will call on WBM dealers, retailers and some of the big boxes who sell lumber, doors, windows, kitchens and baths. The area she will call on is from St. Louis to Paducah, and extreme western Kentucky,



southern Illinois and the St. Louis area.

Brenda is no stranger to the building materials trade. She and her late husband owned a lumber

yard for 20 years in Mt. Vernon and she went on to run the business for 4 more years after his death.

Brenda was born and grew up in Mt. Vernon, IL. She is a graduate of ISU, where she earned her Bachelor's Degree and is now working on a Masters Program.

She has two sons - Jason and Jeremy. In her leisure time, she likes cooking, boating, riding horses and gardening.

We welcome her to the "family" and wish her well in her new position.

# DID YOU KNOW?

Since 1972, some 64 million tons of aluminum cans (about 3 trillion cans) have been produced. Placed end-to-end, they could stretch to the moon about a thou-

sand times. Still, cans represent less than 1% of solid waste material about one quarter of all cans are recycled. Worldwide, some 9 mil-



lion cans are recycled every hour. Which is good news, considering that it takes a can about 200 years to degrade if you bury it. It takes paper about a month to bio-degrade, a woolen sock about a year, and plastic hundreds of years.

".....you are the only one who truly can make yourself happy"

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# **Birthdays**

In March the following employees will be celebrating their birthday!

Leah Bilskie	March 1	
Jerry Burch	March 1	
Jean Fox	March 3	
Kim Terry	March 6	
Rebecca McIntosh	March 6	
Brian Childs	March 6	
Dave Nichols	March 9	
Kathy McCreary	March 11	
Steve McNew	March 11	
Brian Kirwer	March 12	
Tom Barnes	March 14	
Dennis Bilskie	March 15	
Preston Rakes	March 16	
Todd Donovan	March 20	
Don Kirby	March 21	
Renee Thorne	March 25	
Betty Tuttle	March 26	
Hammer Direth Jan To All		

# Happy Birthday To All

# Anniversaries

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

Sherry Cummins	28 Years
Steve Taylor	10 Years
John Harrison	9 Years
Bill Egbert	7 Years
Shannon Grantham	6 Years
Doug Daffron	2 Years
Tom Barnes	1 Year
Tracy Englum	1 Year
Tim Malooley	1 Year
Mary Cox	1 Year

# **Congratulations!**

# 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

# **New Employees**

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

Dee Dee Wampler - WBM, Vincennes John Winemiller, Jr. - WBM, Vincennes Renee' Thorne - Karran, Vincennes Brenda Malone - WBM, St. Louis

# Welcome

# **Bumper Stickers**

If you can read this, I've lost my trailer.

Yes, this is my pickup. No, I won't help you move.

Cover me. I'm changing lanes.

Forget about world peace. Visualize using your turn signals.

No radio - already stolen.

Keep honking - I'm reloading.

Caution! I drive like you do.

Student driver. Get the h--- out of my way!

Your kid may be an honors student, but you're still an idiot.

Change is inevitable, except from a vending machine.

# Congratulations!

Lisa Ridgeway & Dave Mincey on the birth of their new baby boy Noah Thomas Born 2/24/06 8 lbs - 22 inches

# Bernie Niehaus Is Keynote Speaker at ILMDA 2006 Expo

On Feb. 8, Bernie Niehaus was the keynote speaker at the annual Illinois Lumber & Materials Dealer Association's 2006 Construction Supply Expo in Peoria, Illinois. He was the keynote speaker before a group of vendors, dealers and associates at a breakfast held at the Peoria Civic Center at the Pere Marquette Hotel.

Mr. Niehaus' presentation was geared toward motivation and inspiration based on his own experience as an owner, operator and CEO of his family



owned business. His speech - "A Company in Full" elaborated on the fact that the lumber business is more than selling 2 x 4's - it's about being involved with your family, the church, and the community. It's about doing business differently. He gave helpful ideas to the group on how to choose the attitudes they bring to work, making their workplace a "fun place," offering exceptional customer service, and being present when needed - a formula that would not only help their business, but help them grow as individuals.

The ILMDA's annual Illinois Construction Supply Expo offers informative seminars, new vendors, ideas and products. The Expo is designed to bring the lumber & material dealers, vendors and contractors together for the common purpose of helping all of the members to be more successful.

# **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.



# **Footwear Facts**

• Sandals originated in warm climates where the soles of the feet needed protection but the top of the foot needed to be cool.

• 4,000 years ago the first shoes were made of a single piece of rawhide that enveloped the foot for both warmth and protection.

• In Europe pointed toes on shoes were fashionable from the eleventh to the fifteenth centuries.

• In the Middle East heels were added to shoes to lift the foot from the burning sand.

• In Europe in the sixteenth and seventeenth centuries heels on shoes were always colored red.

• Shoes all over the world were identical until the nineteenth century, when left- and right-footed shoes were first made in Philadelphia.

• In Europe it wasn't until the eighteenth century that women's shoes were different from men's.

• Six-inch-high heels were worn by the upper classes in seventeenth-century Europe. Two servants, one on either side, were needed to hold up the person wearing the high heels.

• Sneakers were first made in America in 1916. They were originally

called keds.

• Boots were first worn in cold, mountainous regions and hot, sandy deserts



where horse-riding communities lived. Heels on boots kept feet secure in the stirrups.

• The first lady's boot was designed for Queen Victoria in 1840.

• In Biblical times a sandal was given as a sign of an oath.

• In the Middle Ages a father passed his authority over his daughter to her husband in a shoe ceremony. At the wedding, the groom handed the bride a shoe, which she put on to show she was then his subject.

• Today in the U.S. shoes are tied to the bumper of the bridal couple's car. This is a reminder of the days when a father gave the groom one of his daughter's shoes as a symbol of a changing caretaker.

• In Hungary the groom drinks a toast to his bride out of her wedding slipper.

The Bata Shoe Museum, located in Toronto, Canada, is the only shoe museum in North America. The collection was compiled by Sonja Bata, of the Bata shoemaking family. The museum features shoes and shoe-related artifacts spanning 4,500 years.

# **On Marriage and Divorce**

• Marriage is a three ring circus. An engagement ring, a wedding ring, and suffer-ring.-

• Adam and Eve had an ideal marriage. He didn't have to hear about all the men she could have married, and she didn't have to hear about

the way his mother cooked.

• Marriage is an investment that pays dividends if you pay interest.

• When a husband's words are sharp, it may be from trying to get them in edgeways.

• If Love is Blind and Marriage is an Institution, then Marriage is an Institution for the Blind.

• Any married man should forget his mistakes, there's no use in two people remembering the same thing.

• When a man steals your wife, there is no better revenge than to let him keep her.

• I still miss my ex-wife....but my aim is getting better.

• She was a great housekeeper,

too. When we divorced, she kept the house.

• "Fight truth decay - study the Bible daily."

• "People are like tea bags - you have to put them in hot water before you know how strong they are."

• "Dusty Bibles lead to Dirty Lives":

• "God so loved the world that He did NOT send a committee."

• "Come in and pray today. Beat the Christmas rush!"

• "When down in the mouth, remember Jonah. . . He came out all right."

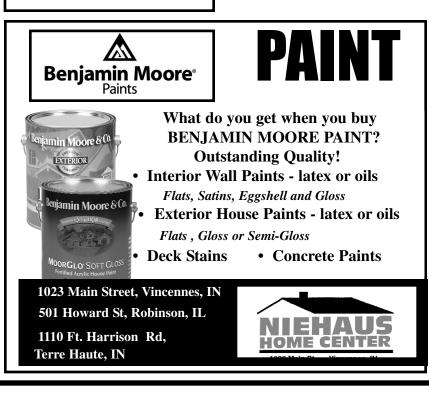
 "How will you spend eternity? Smoking or Non-smoking?"

• "If you're headed in the wrong direction, God allows U-turns."

• "Come work for the Lord. The work is hard, the hours are long and the pay is low. But the retirement benefits are out of this world!"

- "Do not wait for the hearse to take you to church."
- "If you don't like the way you were born, try being born again."
- "Forbidden fruit creates many jams."
- "In the dark? Follow the Son."

• "If you can't sleep, don't count sheep. Talk to the Shepherd."



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# Niehaus News

# Page 5

# **Bread Facts**

Here are a few fun statistics and facts relating to bread

and wheat, the main staple used for making bread. Some of them sound farfetched, but they are true to the best of our knowledge! Read up, have fun, and laugh a little at the thought of bread!

It takes 9 seconds for a combine to harvest enough wheat to make about 70 loaves of bread.

An average slice of packaged bread contains only 1 gram of fat and 75 to 80 calories.

Assuming a sandwich was eaten for breakfast, lunch, and dinner, it would take 168 days to eat the amount of bread produced from one bushel of wheat. A family of four could live 10 years off the bread produced by one acre of wheat.

One bushel of wheat will produce 73 one-pound loaves of bread.

Early Egyptian writings urged mothers to send their children to school with plenty of bread and beer for their lunch.



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

In 1997, Kansas wheat farmers produced enough wheat to make 36.5 billion loaves of bread, or enough to provide each person on earth with 6 loaves of bread.

Farmers receive approximately 5 cents (or less) from each loaf of bread sold. Bread is probably the one food eaten by people of every race, culture and religion.

Bread is inexpensive. At an average cost of about \$2 a loaf, bread is a strong nutrition value for the dollar.

Scandinavian traditions hold that if a boy and girl eat from the same loaf, they are bound to fall in love.

In Russia, bread (and salt) are symbols of welcome.

Superstition says it is bad luck to turn a loaf of bread upside down or cut an unbaked loaf.

The "pocket" in pita bread is made by steam. The steam puffs up the dough and, as the bread cools and flattens, a pocket is left in the middle.

Did you know that bread is delivered fresh to the stores five days a week? Monday, Tuesday, Thursday, Friday and Saturday. And each day has a different color twist tie: They are - Monday - Blue Tuesday - Green, Thursday - Red, Friday - White, and Saturday - Yellow. The colors go alphabetically by color - Blue - Green - Red - White - Yellow -- Monday thru Saturday.

# Wood Composite **DECKS**

Growing Old Gracefully Was Never A Pretty Sight..... Until EVERGRAIN Composite Wood Decking Came Along!

Weather and age can be cruel on wood decks. In just a few short months the natural weathering process of sun, rain, sleet, snow and ice can cause splits, cracks, splinters and unsightly discoloration. That is until EVERGRAIN Composite Wood Decking was introduced. Available in:

6" x 16'

6" x 12'

gray.

2" x 4" x 16'

2" x 6" x 16' Balusters Skirting 11-1/2" x 8' Deep wood grain appearance. 3 colors in stock - cedar, redwood or





# Niehaus News



Wholesale Building Materials - located on Elkhorn Road in Vincennes, was built in 1970 and has grown immensely in the past 37 years.

Wholesale Building Materials is located on Elkhorn Road in Vincennes, Indiana. It is built on a 40 acre tract of land. In 1970 the first building constructed was a door component plant. Later more buildings were built and it became the Aristokraft Cabinet Distribution Center, Door Mill, Karran USA, the Top Shop and Corporate Headquarters.

In the photo's on these pages are the people behind the scene at WBM that deal with the purchasing, decisions, actual ordering,

delivery scheduling, production, customer service, inventory control and communications. There are now 84 employees at WBM which include the Accounting Department, Customer Service, Engineered Lumber, Karran Sinks,, Therma Tru Door Division, Top Shop Division, Warehouse Materials Handlers, Loaders and Drivers - they are all equally important in making our business operate effectively.

A big thanks to all.

# Meet Our WBM Team



*Lisa Ridgeway, Leah Bilskie* and *Judy Detty* are a customer service trio that works with dealer customers by phone. They take orders, solve problems and do whatever it takes to give the dealer customers the best service.

Judy has been with our company for 18 years, Lisa 9 years and Leah one year.





**Debi Moyes** - Administrative Assistant. Employed with our company for 27 years.



**Brian Smith** - Top Shop Manager. Employed with our company for 8 years.



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Kim Smith - Commodity Manager.

Don Pea - Corporate Purchasing Manager. He has been with our company for 10 years.

# Customer Service & Support Staff

Brian Kirwer -Corporate Marketing Manager. He has been with our company for one year.

Tony Jamero -Corporate IT Manager. *He is in charge of the* 

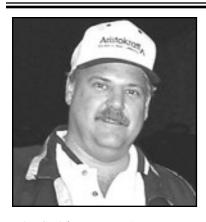
computer and telephone systems for all locations

He has been with our company for four years.









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**Paul Kopp -** Therma Tru Door Customer Service

Tech. He deals with pur-

chasing, sales, custom

quotes, and technical questions. He is a 22

year employee.

# WBM St. Louis Undergoing Remodeling

The St. Louis division of WBM is currently undergoing a new make-over. The showroom has been re-designed and 14 vignettes are being added. The power tools are buzzing and the sawdust is flying as the carpenters bring the new designs to life.

The new vignettes will be geared around the latest in Aristokraft Cabinetry, counter tops, Karran and Lansen sinks and finished off with elegant accessories.



Work in progress to update and expand the showrooms at WBM in St. Louis.

From conception to completion, our designers and sales people are dedicated to providing their customers with professional and responsive services . . . not only satisfying their expectations, but exceeding them. The introduction of the new showroom displays, will allow customers to touch, feel and experience fine cabinetry and design. We also specialize in Aristokraft cabinetry for the entire home serving other purposes and areas beyond kitchens and bathrooms.

We offer cabinetry selections in a wide range of styles, finishes, and prices which enables us to create kitchens and baths that are unique to the customers lifestyle.

We are excited and looking forward to the completion of the new showroom and design center . . . a definite, positive move in the direction of the growing kitchen and bath markets.





# The Domestic Production Activities Deduction

The domestic production activities deduction, which was created by the American Jobs Creation Act of 2004, provides a tax benefit for certain domestic production activities, including manufacturing tangible personal property, computer software, sound recordings, and some films and the construction and substantial renovation of real property including infrastructure. The deduction provides a tax savings against income attributable to domestic production activities, and is available to corporations, individuals, and pass-thru entities (S Corporations, partnerships, estates, and trusts).

• For 2005 and 2006, the deduction is equal to 3% of the lesser of qualified production activities income or taxable income for the taxable year. The deduction allowed for a taxable year is limited to 50% of the W-2 wages paid by the taxpayer during the calendar year that ends in the taxable year.

• For 2007 through 2009, the percentage increases to 6%; for 2010 and after, the percentage increases to 9%.

In order for gross receipts to be considered in calculating qualified production activities income, the gross receipts must be the result of a production activity - the lease, rental, sale, license, exchange or other disposition of the property - occurring in whole or in significant part in the United States. Qualified production property includes property manufactured, produced, grown, or extracted in the United States. Additional rules govern the production of some films, computer software, sound recordings, utilities, and food and beverages.

Taxpayers who are experiencing either a current-year loss on domestic production activities or an overall operations loss will not be able to take the deduction.

Taxpayers are required to determine the portion of gross receipts that are domestic production gross receipts and the portion that are not domestic production gross receipts and must use a reasonable allocation method to make this determination. If you would like more information on the domestic production activities deduction or need assistance calculating the domestic production activities deduction, contact the tax professionals at Kemper CPA Group LLP.

Kemper CPA Group LLP 505 North 6th Street Vincennes, IN 47591 (812) 882-7730 www.kempercpa.com



Please be advised that, based upon current Internal Revenue Service (IRS) rules and standards, the advice herein is not intended to be used, nor can it be used, as the sole basis for decisions. Additional issues may exist that could affect the treatment of the individual transactions, and this narrative does not provide a conclusion with respect to all such issues.

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# What Does It Mean When We Have 20-20 or 20-40 Vision

The first number in your visual acuity grade is always twenty. That's because the 20 is a reference to the distance you are standing or siting from the eye chart. The distance is not a coincidence. Rays of light are just about parallel twenty feet from the eye chart, so that the muscle controlling the shape of the lens in a normal eye is in a state of relative rest when viewing the chart. Ideally, your eyes should be operating under optimal conditions during the eye test.

The second number represents the distance at which a normal eye should be able to see the letters on that line. The third from the bottom line on most eye charts is the 20-20 line. If you can see the letters on that line, you have 20-20 ("normal") vision. A higher second number indicates your vision is subnormal. If you achieve the highest score on the acuity test, a 20-10, you can spot letters that a normal person could detect only if he were 50% closer.

We also got the answer to another Imponderable we've always had about the vision test: Are you allowed to miss one letter on a line and still get "credit" for it? Yes, all you need to do is identify a majority of the letters on a line to get full credit for reading it.

# **Trousers in History**

• In Asia both women and men have long worn pants for warmth, comfort, and convenience. In Rome and Greece women and men wore tunics.

• In the fourth century, women in the Western world wore pants, which they adapted from the Persians. At that time, pants were considered

unmanly.

• By the Middle Ages in Europe women were wearing dresses and men were wearing breeches.

• After the French Revolution, men took off their high heels, silk stockings, and wigs and began wearing trousers.

• In the nineteenth century women put on trousers to ride horses, but they hid them by

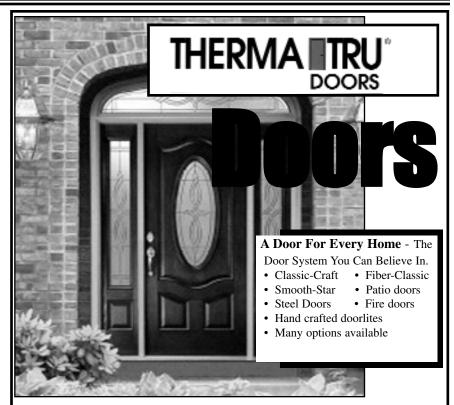
wearing full skirts on top.

• All trousers were pull-ons until the nineteenth century, when front closures using buttons were introduced.

• Jeans were the first trousers to put women and men on equal terms.

• Until 1970 it was not fashionable and sometimes against the law for women to wear pants in offices, classrooms, and restaurants in the U.S.

# Niehaus News



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.







New Patio Door Systems

IHERN

New Patio Door Systems Include:

- Fiber-Classic Hinged Patio Door Systems
- Smooth-Star Hinged Patio Door Systems
- TS2 Steel Hinged Patio Door Systems



1023 Main St.

Vincennes, IN

501 S. Howard St. Robinson, IL



# Kitchen & Bath Cabinets

Coming home should be a joy. Especially when you've taken the time to create a home that's a joy to come home to....Aristokraft Cabinetry makes it simple to create the home you've always wanted, easily and affordably.



- Free estimates Computer Design
- Delivery available Affordable prices
- 13 styles in stock many more by special order
- Financing available at some locations

Aristokraft offers an impressive array of styles in maple, oak, hickory, and laminate. There's a color to please everyone - clean whits, sun-dappled neutrals and rich, deep shades.



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

Niehaus Home Center 1023 Main St., Vincennes, IN 882-2710 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**



**Renee' Thorne -** joined our company one month ago. She works in the Karran USA Customer Service office. She serves as an inside sales person, and answers customer's technical questions about the Karran line of solid surface sinks.

Before coming to work for Karran, Renee' had worked at Floor Decor for the past 12 years as a salesperson for all types of flooring products.

She was born and grew up in Vincennes. She is a graduate of South Knox High School. She is the mother of one daughter, Alyssa, who is 12.

Renee' says in her leisure time she like hanging out with her friends, going to car shows, traveling, and spending time with her daughter.



**Jeff Shelton -** has been with our company for a year. He is an inside salesman in the Contractor Division at Niehaus Home Center in Vincennes. He sells to walk-in contractors, does estimating and sometimes fills in at the regular sales counter.

Before coming to Niehaus, he had worked for Arney Builders in Washington, IN, as a salesman and estimator. He has also worked for Kersteins Homes in Jasper as a trim carpenter.

Jeff was born in Ireland, IN and grew up in the Jasper area. He is a graduate of Jasper High School. He is also a graduate of the Construction Technology program at Vincennes University.

He and his wife, Gretchin live in Vincennes. They enjoy their two horses and Jeff says he also likes remodeling, yard work watching most sports, and about anything outdoors.



**Dee Dee Wampler -** has just recently joined our company. She works at the Niehaus Home Center in Robinson, IL. She is in sales training which includes mixing paint, product knowledge, waiting on customers, and receiving.

Before coming to work at Niehaus Home Center, Dee Dee had worked for Cellular One for 7-1/2 years and Marathon Oil Company for 12 years prior to that.

She was born and grew up in Robinson. She is a graduate of Robinson High School and then attended Lincoln Trail College. She has a 27 year old son and 3 grandchildren.

Dee Dee says one of the things she enjoys most is riding with her husband on their Harley motorcycle.



**Hylton Hawkins -** joined our company in October of last year as an outside salesman for the Nashville division of Wholesale Building Materials. He calls on builders, contractors, and remodelers in approximately a 50 mile radius of Nashville.

Before coming to work for WBM, Hylton had worked for a solid surface fabricator in Nashville. He was an inside salesman for the solid surface, granite and engineered stone counter tops that they manufactured.

Hylton was born and grew up in Nashville. He is a graduate of John Overton High School and later took several business courses at Nashville Tech. He and his wife, Carol have one son - Tyler, who 13 years old. He and his family like hunting, fishing, camping and boating at Center Hill Lake when time and weather permits

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



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