· Niehaus News ·

April 2004 Volume 43, Issue 4



Karran. USA

Vincennes IN



- · Robinson, IL
- Terre Haute, IN



Vincennes, IN



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



· Vincennes, IN

Aristokraft Cabinet Company Celebrates Golden Anniversary

Fifty years ago, a small company in Jasper, Indiana started making cabinets. Who would know that it would grow to become one of our nation's top cabinet manufacturing companies. This year marks their Golden Anniversary.

Aristocraft is now owned by MasterBrand Cabinets and distributes cabinetry throughout the United States.



the years. Wholesale Building Materials is Aristokraft's third largest distributor of cabinets. Cabinets are trucked in to and out of WBM daily, to be distributed to WBM dealers in Indiana, Illinois, Kentucky, Tennessee and Missouri.



Last October, Aristokraft recognized Niehaus Companies with a 40th Anniversary lunch and celebration at WBM for all employees. Several MasterBrand officials were present and Aristokraft President, Rich Forbes, presented Bernie Niehaus with a plaque commemorating the occasion.

We want to offer our congratulations to Aristokraft on their 50 years of business and thank them for 40 of those years as a partner. We look forward to many more years as we both continue to grow.



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The Wabash Pearl

One of the fondest memories of the early years at Niehaus was working in our planning mill and cabinet shop. We had a huge 24" planner and would mainly plane oak and poplar for the farmers, but also,

we would plane cypress, which grew not far from us where the Wabash and White Rivers joined.

Many of the cypress boards were wide - 16" to 24" - and those we kept to sell to the mussel fishermen who fished the Wabash for pearls and later for the shells to sell to the button factory. These wide cypress boards made excellent boat gunnals (sides). We sold them in pairs for the wood mussel boats.

Many of these fishermen came from Pearl City, a settlement on the river which still exists today. The treasure they were hunting for **treasure....** was freshwater pearls found in native mussel's. Some historians

These are pearls with history that we certainly

have compared this treasure hunt to the gold rush in California.

In 1889, the German button maker Johann Bopple, pioneered the use of freshwater mussel shells in America. Special machines punched out buttons by the millions. I understand that our button factory in Vincennes was on Willow Street, down by the river.

Demand for pearl buttons and freshwater pearls was so great between 1900 - 1930, that the Wabash and other rivers were fished out. Also, the United State's entry into World War I interrupted the European pearl trade. This was concurrent with Japanese importation of cheaper buttons into the American market.

The Wabash Pearl has been special to many people in Vincennes. Granny Palmer had quite a collection of these pearls and would sell them to people who wanted them to collect or to use in jewelry. Several of our local jewelry store still have Wabash pearls. Patty has a beautiful ring with a Wabash pearl and she gave me a tie tac made with a Wabash pearl. These are pieces of history we certainly treasure and will pass on to our children.



Karran USA Goes To National Kitchen & Bath Show In Chicago

Karran USA, our solid surface sink and whirlpool line, was represented in the International Kitchen & Bath Show at McCormick Place in Chicago on April 2, 3, and 4th.

The 2004 Kitchen/Bath Industry Show & Conference showcases products that change the kitchen and bath

industry through their innovation and ability to meet the needs of the marketplace. Presented by



the National Kitchen & Bath Association; sponsored by Kitchen & Bath Business; and produced by VNU Expositions, K/BIS is the world's largest international trade event dedicated to the kitchen & bath industry.

By design, the show attracts key decision-makers from national and international markets. The show targets dealers, designers, distributors, retailers, home centers and many other high-quality kitchen and bath professionals. K/BIS 2004 will bring together over 900 companies of everything one can imagine for a kitchen or bath, and will draw over 40,000 industry professionals from across the U.S. and around the world. By participating with a show booth, the exposure of a product offers tremendous opportunity to make a significant impact on potential dealer buyers across the country.

Todd Donovan, Mark Webster and Eric Niehaus set up the Karran booth at McCormick Place and was later joined by Butch and Bernie Niehaus for the show. They all reported that the show was very successful and lead to many potential new customers.



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Birthdays

In April and May the following employees will be celebrating their birthday!

APRIL

Kevin Mischler Alan Westfall	April 1 April 4		
Thad Stohler	April 12		
Reginald Maddox	April 14		
Mike Montgomery	April 16		
Brad Snider	April 18		
Steve Gerdeman	April 25		
Stephen Lanning	April 26		
Ed Vantlin	April 26		
Juanita Lamparter	April 26		
Kyle Blubaum	April 29		
MAY			
Michael McIntyre	May 4		
Lisa Ridgeway	May 6		
Lorie Hansen	May 6		
Brook Fuller	May 7		
Trina Wulfert	May 12		
Connie Lockhart	May 16		
Mary K. Edgin	May 16		
Josh Litherland	May 18		
Roy Roach	May 19		
Alyson Piper	May 24		
Danny Harrington	May 27		
Judy Detty	May 28		
Don Mendenhall	May 29		
Tracy Catt	May 29		

Happy Birthday!

Long ago when men cursed and beat the ground with sticks, it was called witchcraft. Today it's called golf.

Old age is when former classmates are so gray and wrinkled and bald, they don't recognize you.

Niehaus News

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

Editor/Photographer/Writer: Sherry Cummins, Advertising Manager, Niehaus Home Center

Anniversaries

April and May will mark the anniversary date of employment with our company for the following employees.

APRIL

Roy Roach	30 Years	
Kathy McCreary	18 Years	
Keith Fox	18 Years	
Betty Tuttle	16 Years	
Kevin Grostefon	9 Years	
Brad Snider	8 Years	
Kyle Blubaum	6 Years	
Phil Cutshall	5 Years	
Doug Vantlin	5 Years	
Diana Adams	4 Years	
Ed Vantlin	4 Years	
Matt Carter	3 Years	
Chad Clem	2 Years	
Amanda Wyche	1 Year	
MAY		
Eric Feagley	10 Years	
Kim Terry	6 Years	
Don Kirby	6 Years	
Michael Gormley	4 Years	
Chris Hamilton	4 Years	
Daryl Frame	4 Years	
Donna Stephenson	2 Years	
Raymond Reynolds	1 Year	

Congratulations!

NATURAL HIGHS

- 1. Falling in love.
- 2. Laughing so hard your face hurts.
- 3. A hot shower.
- 4. No lines at the supermarket.
- 5. A special glance.
- 6. Getting mail.
- 7. Taking a drive on a pretty road.
- 8. Hearing your favorite song on the radio.
- 9. Hot towels fresh out of the dryer.
- 10. A bubble bath.
- 11. Giggling.
- 12. A good conversation.
- 13. The beach.
- 14. Finding a \$20 bill in your coat from last winter.
- 15. Having someone tell you that you are beautiful.
- 16. Playing with a new puppy.
- 17. Watching the sunrise.
- 18. Knowing that someone misses you.
- 19. Knowing you've done the right thing.

New Employees

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

Brecklyn Kiltz - Niehaus Home Center Alan Westfall - Niehaus Home Center Doug Daffron - WBM, Vincennes Camron McCallister - WBM, Vincennes Thad Stohler - Big Buck, Terre Haute Corey Price - Niehaus Home Center Bob Spruill - Big Buck, Terre Haute

Welcome!

NOT ON OUR MAILING LIST?

If you (or anyone you know) who is not currently on our mailing list to receive the Niehaus News - but would like to be -just call 812-882-2710 or e-mail scummins@wbm-online.



How To Wash A Cat

- 1. Lift both lids on your toilet bowl, add a couple capfuls of shampoo to the water.
- 2. Go to other room where the cat is sleeping, pick it up and carry to the bathroom.
- 3. In one smooth movement, put the cat in the toilet and close both lids (You may need to stand on the lid afterwards). The cat will self agitate and make ample suds.
- 4. Flush the toilet three or four times. (This provides a "power wash" and "rinse").
- 5. Have someone open the closest door to the outside. (Be sure that no one is between the toilet and the outside door.)
- 6. Stand behind the toilet as far as you can, and quickly lift both lids.
- 7. The cat will rocket out of the toilet and run outside where it will dry itself.

After this procedure, both the toilet and the cat will be sparkling clean!

Sincerely

THE DOG!

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Niehaus Purchases New Boom-Truck



Shown above is John Wallace, Niehaus driver, with the new Mercedes Boom Truck loaded with roofing that will be lifted off by the pallet when it reaches its destination.

Niehaus Home Center recently purchased a new Sterling Boom Truck. The new truck replaces one that had acquired some age and many miles. The boom truck is a necessary aid in delivering big loads like drywall, trusses and roofing. The crane-like boom can pick up full pallets and swing it off the truck and place the load almost anywhere - ground level or upper levels - like second story or roof. It takes a skilled driver to manuveur the load safely. The capabilities of the truck also saves many man-hours in loading and unloading materials.

The Way It Used To Be!

I used to have Saturday Night Fever...Now I just have Saturday Night hot flashes.

Ever get the feeling your stuff strutted off without you?

Any woman can have a body of a 21-year--old... as long as she buys him a few drinks first.

My memory's not as sharp as it used to be. Also, my memory's not as sharp as it used to be.

Know how to prevent sagging? Just eat till the wrinkles fill out.

I've still got it, but nobody wants to see it.

I'm getting into swing dancing. Not on purpose some parts of my body are just prone to swinging..

FYI

Money isn't made out of paper, it's made out of linen.

Most American car horns honk in the key of F.

Levi Strauss blue jeans with copper rivets were priced at \$13.50 per dozen in 1874.

In 1889, the 1st coin-operated telephone, patented by Hartford, Connecticut inventor William Gray, was installed in the Hartford Bank. Local calls using a coin-operated phone in the U.S. cost only 5 cents everywhere until 1951.

In 1984, a Canadian farmer began renting advertising space on his cows.

In 4000 BC, Egyptian men and women wore glitter eye shadow made from the crushed shells of beetles.

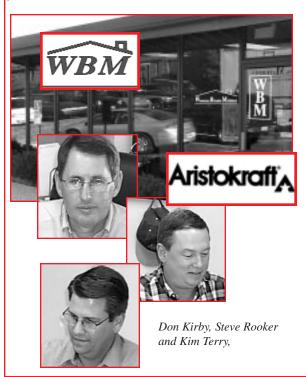
WBM, Nashville Quarterly Meeting

At the first of the year a strategic plan of action was put in place for the Nashville WBM operation. Of course, the purpose of the plan was to get everybody on the same page and to set goals and a solid plan of actions that everyone involved could focus on for the year. The end result will be an increase in sales, improved operations and customer service.

With the first quarter under their belt, the group met to review the progress that has been made. It was reported that potential key builders had been contacted by mailer's and personal calls. Purchasing habits of the prospective builder accounts were investigated so the salesmen know what manufacturers they were competing against.

A trip to the Atlanta Aristokraft operation was organized and carried out. This was reported to be a big success and resulted with a lot of new ideas. Many other avenues are being checked out as possibilities like, prospecting rewards, raising brand awareness for the Aristokraft line, hiring an additional sales representative, improving communications, regular truck runs and new marketing ideas.

All in all, the original plan is working and being built upon. By the end of February, Nashville was running 40% ahead of their original goal. With the diligent work of this group, 2004 may prove to be a banner year!



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Trivial Trivia

- 67 million pounds of pesticides and about 3 million tons of fertilizer are used annually on lawns in the US.
- A single share of Coca-Cola stock, purchased in 1919, when the company went public, would have been worth \$92,500 in 1997.
- Actor Arnold Schwarzenegger bought the first Hummer manufactured for civilian use in 1992. The vehicle weighed in at 6,300 lbs and was 7 feet wide.
- Americans consume 42 tons of aspirin per day.
- Americans spend more than \$5 billion a year on cosmetics, toiletries, beauty parlors and barber shops.
- Americans spent over \$360 million in 1982 to avoid having bad breath.
- Bayer was advertising cough medicine containing heroin in 1898.
- Bullet proof vests, fire escapes, windshield wipers and laser printers were all invented by women.
- BVD stands for the organizers of the company: Bradley, Voorhies, and Day.
- Carbonated soda water was invented in 1767 by Joseph Priestley, the discoverer of oxygen.
- Cheerios cereal was originally called Cheerioats.
- Chewing gum was patented in 1869 by William Semple.
- Coca-Cola was so named back in 1885 for its two 'medicinal' ingredients: extract of coca leaves and kola nuts. As for how much cocaine was originally in the formulation, it's hard to know.
- Cocaine was sold to cure sore throat, neuralgia, nervousness, headache, colds and sleeplessness in the 1880s.
- False eyelashes were invented by film director D.W. Griffith while he was making the 1916 epic, "Intolerance." He wanted actress Seena Owen to have lashes that brushed her cheeks.
- For two years, during the 1970s, Mattel marketed a doll called "Growing Up Skipper." Her breasts grew when her arm was turned.
- G.I. Joe was introduced at the annual American International Toy Fair in New York on Feb. 9, 1964.
- Gatorade was named for the University of Florida Gators where it was first developed.
- Hungarian brothers George and L"szlo Biro invented the ball point pen in 1938.
- The 1st personal computer, the Apple II, went on sale in 1977.



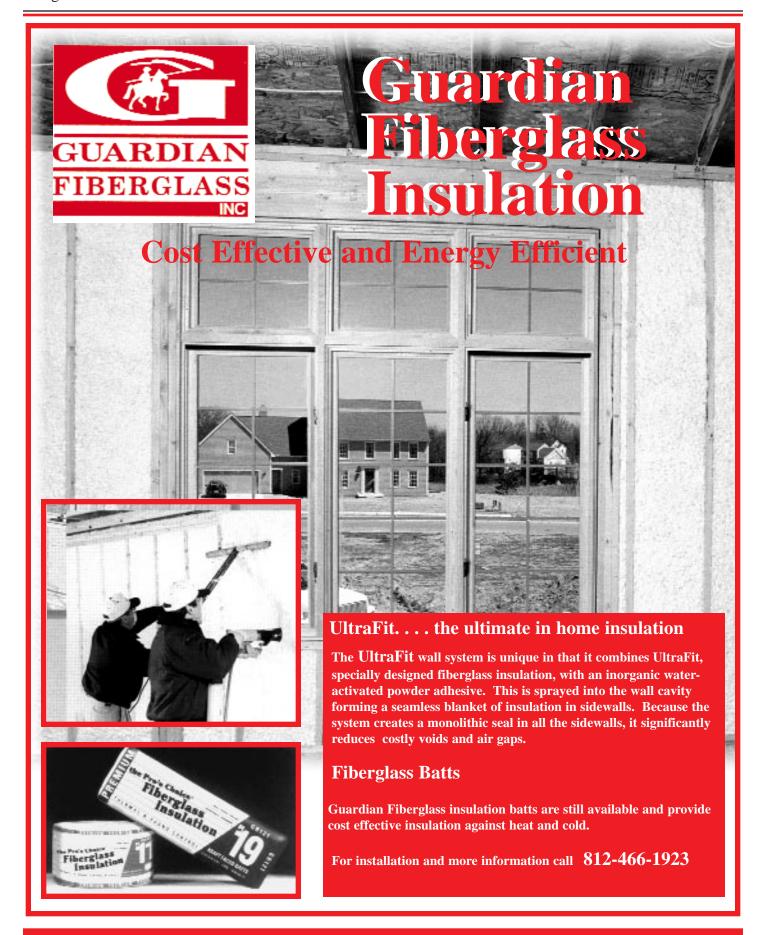
The nine basic rules for building a nest egg

Building a nest egg to give you a secure financial future doesn't require a degree in economics, just a degree of common sense. The rules are easy and time-tested, and the smart players always abide by them.

- 1. It's never too late or too early to start. Think back five or ten years and say to yourself, "Where would I be now if I had started saving a little each month back then?"
- 2. Get out of debt. Payments on certain things such as a home or a car may be necessary, but pay off the charge cards. That alone is a sound investment with a return equal to the interest credit card companies charge you.
- 3. Establish a budget, a realistic one that accounts for everything, including the big financial drains like taxes, vacations, and holiday spending. While you're drawing up a budget, streamline your finances. Don't buy things that give you nothing in return. Don't splurge; think about what you're buying. Be sure you are properly insured with the right types and amounts of insurance.
- 4. Set aside an emergency fund, enough to live on for three to six months. Consider building your emergency fund in a low-risk investment that's easily converted to cash, such as a no-load mutual fund or a savings account.
- 5. Invest safely and simply. Be cautious with your investments until you have built a portfolio and have some knowledge of how the financial world operates. Your first investments might be CDs, mutual funds, or savings bonds.
- 6. Stick with your plan. Investing a fixed amount every month without fail is far wiser than waiting for a windfall from interest rate changes or a stock market jump. Inform yourself with periodicals, books, and television financial programs. Monitor your plan and gently steer it in a new direction if necessary.
- 7. Diversify. Remember to diversify even within the broader markets. A mutual fund may provide a range of stocks, but you should diversify further by investing in different types of mutual funds and in different "families."
- 8. Include your spouse in planning sessions, or your spouse may live a nightmare trying to unravel your financial affairs if something happens to you. Also, input from a spouse gives fresh perspective for establishing realistic financial goals for the entire family.
- 9. Have patience. You do not create financial security in a few months; you achieve it over many years. Seek professional assistance when you are in unfamiliar territory.



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Words To Live By or not.

- The journey of a thousand miles begins with a broken fan belt and a leaky tire.
- It's always darkest before dawn. So if you're going to steal your neighbor's newspaper, that's the time to do it.
- Never test the depth of the water with both feet.
- If you think nobody cares if you're alive, try missing a couple car payments.
- Generally speaking, you aren't learning much when your lips are moving.
- If at first you don't succeed, skydiving is not for you.
- Some days you are the bug: Some days you are the windshield
- Good judgement comes from bad experience, and a lot of that comes from bad judgement.
- Duct tape is like the Force. It has a light side and a dark side, and holds the universe together.
- There are two theories to arguing with women. Neither one works.
- Experience is something you don't get until just after you need it.
- Do not walk behind me, for I may not lead. Do not walk ahead of me, for I may not follow. Do not walk beside me either. Just pretty much leave me the heck alone.

SHORT SERMON

Submitted by Father Pat Foster

A church goer wrote a letter to the editor of a newspaper and complained that it made no sense to go to church every Sunday. "I've gone for 30 years now," he wrote, "and in that time I have heard something like 3,000 sermons. But for the life of me, I can't remember a single one of them. So, I think I'm wasting my time and the pastors are wasting theirs by giving ser-

mons at all." This started a real controversy in the "Letters to the Editor" column much to the delight of the editor. It went on for weeks until someone wrote this clincher: "I've been married for 30 years now. In that time my wife has cooked some 32,000 meals. But, for the life of me, I can not recall the entire menu for a single one of those meals. But, I do know this....They all nourished me and gave me the strength I needed to do my work. If



my wife had not given me these meals, I would be physically dead today. Likewise, if I had not gone to church for nourishment, I would be spiritually dead today." When you are DOWN to nothing...God is UP to something! Faith sees the invisible, believes the incredible and receives the impossible! Thank God for our physical AND our spiritual nourishment!

"When Satan is knocking at your door, simply say "Jesus, could you get that for me?"

WBM Celebrates St. Patrick's Day

Wholesale Building Materials in Vincennes celebrated St. Patrick's Day with a luncheon for the employees. Eric and Butch Niehaus grilled bratwurst, served up pots of hot stew and

potato soup to go with a wide variety of food served inside in the new lunch room. The room was decorated in a St. Paddy theme and Irish music added the finishing touch. The day was a break away from the ordinary - a special fun day.

Left:

Eric and Butch take a break from grilling to have a bowl of stew. (The black and white photo does not do justice to the green hats and lei's they are wearing.)

Bottom: WBM employee's congregate in the new lunchroom for a special lunch.



helping to grill the brats.

Top: Alan Smith

Bottom: Debie Moyes and Lorie Hansen pose for the camera before indulging in the lunch buffet.



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501 S. Howard St. Robinson, IL

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Is That So?

Q: Did you ever wonder why dimes, quarters and half dollars have notches, while pennies and nickels do not?

A: The US Mint began putting notches on the edges of coins containing gold and silver to discourage holders from shaving off small quantities of th precious metals. Dimes, quarters and half dollars are notched because they used to contain silver. Pennies and nickels aren't notched because the metals they contain are not valuable enough to shave.

Q: Why do men's clothes have buttons on the right while women's clothes have buttons on the left?

A: When buttons were invented, they were very expensive and worn primarily by the rich. Because wealthy women were dressed my maids, dressmaker's put the buttons on the maid's right. Since most people are right-handed, it is easier to push buttons on the right through holes on the left. And that's where women's buttons have remained since.

Q: Why do X's at the end of a letter signify kisses?

A: In the Middle Ages, when people were unable to read or write, documents were often signed using an X. Kissing the X represented an oath to fulfill obligations specified in the document. The X and the kiss eventually became synonymous.

Q: Why do people clink their glasses before drinking a toast?

A: It used to be common for someone to try to kill an enemy by offering him poisoned drink. To prove to a guest that a drink was safe, it became customary for a guest to pour a small amount of his drink into the glass of the host. Both men would



drink simultaneously. When a guest trusted his host; he would then touch or clink the host's glass with his own.

Q: Why do ships and aircraft in trouble use "mayday" as their call for help?

A: This comes from the French word m'aidez - meaning "help me", and is pronounced "mayday."

Q: Why is someone who is feeling great "on cloud 9?"

A: Types of clouds are numbered according to the altitude they attain, with nine being the highest cloud. If someone is said to be on cloud nine, that person is floating well above worldly cares.

Q: Why are Zero scores in tennis called "love"?

A: In France, where tennis first became popular, a big, round zero looked like an egg and was called "l'oeuf", which is French for "egg". When tennis was introduced in the US, Americans pronounced it "love."

Q: Why are many coin banks shaped like pigs?

A: Long ago, dishes and cookware in Europe were made of a dense, orange clay called "pygg". When people saved coins in jars made of this clay, the jars became known as "pygg banks." When an English potter misunderstood the word, he made a bank that resembled a pig. And it caught on .

Vinyl WINDOWS



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- Pre-punched nailing fins.
- Windows come in a wide range of designs, and glass options.



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Improved System?

An old Indian Chief sat in his hut on the reservation, smoking a ceremonial pipe and eyeing two US Government officials sent to interview him.

"Chief Two Eagles," asked one official, "You have observed the white man for 90 years. You've seen his wars and his material wealth. You've seen his progress, and the damage he's done." The chief nodded that it was so.

The official continued, "Considering all these events, in your opinion, where did the white man go wrong?"

The chief stared at the government officials for over a minute and then calmly replied, "When white man found the land, Indians were running it. No taxes, no debt, plenty buffalo, plenty beaver, women did all the work, medicine man free, Indian man spent all day hunting and fishing."

Then the chief leaned back and smiled "White man dumb enough to think he could improve system like that."

All I Need To Know About Life I LEARNED FROM A COW

- Wake up in a happy mooo-d.
- Don't cry over spilled milk.
- When chewing your cud, remember, there is no fat, no calories, no cholesterol and no taste.
- The grass is greener on the other side of the fence. Turn the udder cheek and mooo-ve over.
- Seize every opportunity and milk it for all its' worth!
- It's better to be seen and not herd.
- Honor thy fodder and thy mother and all your udder relatives.
- Never take any bull from anybody.
- Always let them know who's bossy.
- Stepping on cow pies brings good luck.
- Black and white is always an appropriate fashion statement.
- Don't forget to cow-nt your blessings every day.

Don't Blow It!

Your front tire just blew out! What should you do?

- Keep going, get steering control and gradually slow down.
- Don't hit the brakes. Doing so will increase the pulling and pushing you'll feel in the car.
- Ease off the accelerator, put your hazzard lights on and hold the wheel steadily and firmly.
- Pull over to a safe spot, the fartherest you can get away from traffic. If you can't find one, keep driving slowly until you do.
- You can avoid blowouts by maintaining your tires. Tip: Get them rotated every 5,000 to 7,000 miles. Check for cuts, bumps and bulges, and for proper tred depth.

Is Your Car Safe?

Make sure your car is safe to drive by periodically checking fluid levels, brakes and tires. Get your vehicle inspected at least once a year and before going on major trips by a reliable mechanic.

ROSEBURG



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Employees In Profile



Thad Stohler - is our employee in profile this month from Big Buck Pro Building Center in Terre Haute. Thad is an outside salesman for the company. He calls on general contractors and residential builders. He does estimating, sees to getting their orders for materials ordered and delivered when they need it.

Thad has just recently joined our company for the second time, after a year of absence. He has been in the building materials industry for over 14 years. He was employed by Furrows for 12 of those years.

Thad was born and grew up in Pendleton, Indiana. He is a graduate of Pendelton High School. He has an 8 year old son named Riley. He and Riley like following the Indiana Pacers, NASCAR and the NBA Basketball games. He is also coaching his sons soccer team this year.

Thad wanted it to be known that he is very happy to be back to work for Niehaus Companies and with the employees of Big Buck.



Jane Deal - is employed at the St. Louis division of Wholesale Building Materials. She is the traffic coordinator. She joined our company in December of last year.. Before coming to WBM, she had worked for General Mills, and UPS, where handled corporate complaints and business development.

Jane was born and grew up in New Jersey. She graduated from high school in Port Isabelle, Texas. She is also a graduate of UMSL with a degree in Biology and Psychology.

She has two grown children and one granddaughter. She says she can't seem to find time for many leisure activities or for the horse she owns. She does like landscaping and outdoor activities.



Brook Fuller - is the Vincennes WBM employee in profile this month. Brook is in charge of the Karran USA shipping department. It is his responsibility to fill orders by packaging, labeling and getting them ready for shipment. Whirlpools have been added to the Karran line. Before shipping, Brook installs the jets and plumbing and tests the tubs for water tightness.

Before coming to WBM, Brook was manager at ServePro, a fire and water damage company. Brook was born and grew up in Vincennes. He is a graduate of Lincoln High School. He attended ISU and studied Business Management.

Brook is engaged to Holly Bodart and they have tentatively set their wedding date for December 4 of this year. Brook says he has a lot of hobbies and things he likes to do like - 4 wheeler riding, bow hunting, shooting at the gun club, auto painting, and riding his 750 Shadow motorcycle.



Sam Reece - is employed at Niehaus Home Center. He is a truck driver and delivers building material orders to local contractors and homeowners. He has been with our company since November of last year.

Sam was born in Birds, IL and now lives in Bicknell. He is a graduate of Lawrenceville High School. He also attended Olney Central College where he studied Auto Mechanics. He has worked as a mechanic for Rex Alton Company and as a Schwann

delivery man. Sam is a volunteer fireman in the Bicknell area. In the near future, he is planning to train for "1st Response" and the medical end of firefighting.

Sam is engaged to Jennifer Hampton - they will be married on May 8th. Some of the things Sam likes to do for fun and leisure are fishing and paint ball battles. He has been into paint ball for several years and says he owns the gun and all the extra paraphernalia that puts an enthusiast up there with the best.

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Center



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Big Buck,

Terre Haute