

◆ Niehaus News ◆

April 2005

Volume 44, Issue 04

NIEHAUS Companies



- Vincennes IN



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



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



- Vincennes, IN

Big Buck Building Centers Renamed To Become NIEHAUS HOME CENTERS

As of March 15, the two Big Buck Building Centers were renamed to Niehaus Home Centers. Niehaus Companies purchased the two businesses in 1999 but kept the Big Buck name until now.

After much thought, it was decided that it would make purchasing, deliveries and general business procedures more efficient by operating all three businesses under one name. Niehaus



Vincennes, IN - Robinson, IL
Terre Haute, IN

aims to improve marketing and service by aligning all of their retail stores under one brand. The change will improve the customer experience with better service and allow the company to focus its marketing efforts.

We look forward to a continued good business relationship with all of our established customers, and look forward to new customers.

Tim Malooley New Manager At Terre Haute

New Name - New Team



Tim Malooley is the new manager for the Terre Haute Niehaus Home Center. Tim comes from the Prairie Group where he worked 12 years and previously with the Big Buck Lumber yard 8 years. He is very well known to the contractors in the Terre Haute area.

Also, the new management team is comprised of Tracey Englum, Tim's Assistant Manager, and Mike McIntyre, the Operations Manager. We are happy to announce and welcome them to our Terre Haute Home Center.

Tim Malooley, the new manager of the Terre Haute Niehaus Home Center.

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Splinters by Bernie Niehaus Chairman of the Board



Lunch With Mom

After my mother's retirement in 1976 I would often go over to house and she would fix lunch. I have so many good memories of these lunches with mom. She was a very savvy business woman and many times would have very good advice on our business since she had ran it since dad's death

in 1944. These lunches remind me of the best selling book Tuesday's With Morrie where Mitch visited his elderly school teacher and in turn received advice on life from Morrie.

Fortunately, I kept a journal of these lunch conversations. After we had lunch, I would take a few notes about my mother's early life. These remembrances will make several stories and maybe the start of another book.

Mother was born in 1912 and this November will be 93 years old. She was born in Princeton, Indiana and moved to Vincennes when she was in second grade. Her father, Sherman Oakes, was a coal miner and her mother died when she was only 10 years old.

Mother told me about being raised by Grandmother Pruez, and later by her step-mother Verda. She remembers Christmas' when they would sit around th pot-bellied stove - no tree or decorations. Each child would get a dollar bill, bananas, oranges and apples.

She graduated from Lincoln High School in 1930. This year will mark the 75th anniversary of her graduation. Matt Welsh, past Governor of Indiana, was the president of her class. Their graduation ceremony was held at the Pantheon Theater where Red Skeleton got his start.

In growing up, mother told me about visiting Lakewood Park, where Butch and I live now. Her church, Reel Avenue Christian Church, would have picnics at Lakewood. She talked about the skating rink, the roller coaster, the canoes on the lake and the good times they had there.

In the years before she was married, 1930-1936, mother told me about some of the jobs she held. She and her sister Viola both worked at the Brown Shoe Factory on Washington Avenue. Mother said she did the fancy stitching on the toes and was paid .25 per hour. She also worked at the Tip Top Creamery where she filled Dixie Cups with ice cream and wrapped butter. Her pay was \$10.00 a week.

Mother went on to Business College a few years later and this really prepared her to run the Lumber Company after Dad's death.

As with Mitch in Tuesday's With Morrie, I learned so many great lessons from "Lunch With Mom."

Bernie

TOP 8 MORONS OF 2004

- 1. WILL THE REAL DUMMY PLEASE STAND UP?** AT&T fired President John Walter after nine months, saying he lacked intellectual leadership. He received a \$26 million severance package. Perhaps it's not Walter who's lacking intelligence.
- 2. WITH A LITTLE HELP FROM OUR FRIENDS:** Police in Oakland, CA spent two hours attempting to subdue a gunman who had barricaded himself inside his home. After firing ten tear gas canisters, officers discovered that the man was standing beside them in the police line, shouting, "Please come out and give yourself up."
- 3. WHAT WAS PLAN B???** An Illinois man, pretending to have a gun, kidnapped a motorist and forced him to drive to two different automated teller machines, wherein the kidnapper proceeded to withdraw money from his own bank accounts.
- 4. THE GETAWAY!** A man walked into a Topeka, Kansas Kwik Stop and asked for all the money in the cash drawer. Apparently, the take was too small, so he tied up the store clerk and worked the counter himself for three hours until police showed up and grabbed him.
- 5. DID I SAY THAT???** Police in Los Angeles had good luck with a robbery suspect who just couldn't control himself during a lineup. When detectives asked each man in the lineup to repeat the words: "Give me all your money or I'll shoot", the man shouted, "that's not what I said!"
- 6. ARE WE COMMUNICATING???** A man spoke frantically into the phone: "My wife is pregnant and her contractions are only two minutes apart". "Is this her first child?" the doctor asked. "No!" the man shouted, "This is her husband!"
- 7. NOT THE SHARPEST TOOL IN THE SHED!** In Modesto, CA, Steven Richard King was arrested for trying to hold up a Bank of America branch without a weapon. King used a thumb and a finger to simulate a gun...Unfortunately, he failed to keep his hand in his pocket. (hellooooooo)!
- 8. THE GRAND FINALE!!!** Last summer, down on Lake Isabella, located in the high desert, an hour east of Bakersfield, CA, some folks, new to boating, were having a problem. No matter how hard they tried, they couldn't get their brand new 22 foot boat going. It was very sluggish in almost every maneuver, no matter how much power they applied. After about an hour of trying to make it go, they putted into a nearby marina, thinking someone there may be able to tell them what was wrong. A thorough topside check revealed everything in perfect working condition. The engine ran fine, the out-drive went up and down, and the propeller was the correct size and pitch. So, one of the marina guys jumped in the water to check underneath. He came up choking on water, he was laughing so hard. **NOW REMEMBER...THIS IS TRUE.** Under the boat, still strapped securely in place, was the trailer!

Birthdays

In April the following employees will be celebrating their birthday!

Mike Montgomery	April 16
Brad Snider	April 18
Christine Ewer	April 18
Chad Oliver	April 20
Robert Spade	April 22
Steve Gerdeman	April 25
Stephen Lanning	April 26
Woody Randall	April 26
Ed Vantlin	April 26
Juanita Lamparter	April 26
Drew Coffman	April 29
Kyle Blubaum	April 29

Happy Birthday!

Anniversaries

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

Roy Roach	31 Years
Keith Fox	19 Years
Kathy McCreary	19 Years
Betty Tuttle	17 Years
Kevin Grostefon	10 Years
Brad Snider	9 Years
Kyle Blubaum	7 Years
Doug Vantlin	6 Years
Ed Vantlin	5 Years
Matt Carter	4 Years
Chad Clem	3 Years
Amanda Wyche	2 Years
Joshua Litherland	2 Years
Rebecca McIntosh	1 Year
Ken Petry	1 Year
Christina Ewer	1 Year

Congratulations!

Ah, being young is beautiful, but being old is comfortable.

I don't know how I got over the hill, without getting to the top.

New Employees

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

- Norman Fuller - WBM, Vincennes
- Nicholas Edwards - Niehaus Home Center
- Leah Bilskie - WBM, Vincennes
- Stephen Jones - NHC, Terre Haute
- Greg Patterson - NHC, Terre Haute
- Tom Barnes - WBM, Nashville
- Tracey Englum - NHC, Terre Haute
- Tim Malooley - NHC, Terre Haute
- Allison Stevens - WBM, Nashville
- Mary Cox, WBM, Vincennes
- Jeremiah Winters - Niehaus Home Center

NEW ARRIVAL

Congratulations

to

Tim and Stacey Ramsey

on the birth of their new baby boy

Camden McGregor Ramsey

Born Feb. 25 - Weight 8 lb. 1 oz.

He is also welcomed by his brother Davis

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.com



Ever Wonder Why?

1. Does a clean house indicate that there is a broken computer in it?
2. Why is it that no matter what color of bubble bath you use the bubbles are always white?
3. Is there ever a day that mattresses are not on sale?
4. Why do people constantly return to the refrigerator with hopes that something new to eat will have materialized?
5. On electric toasters, why do they engrave the message "one slice"? How many pieces of bread do they think people are really gonna try to stuff in that slot?
6. 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 the vacuum one more chance?
7. Why is it that no plastic garbage bag will open from the end you first try?
8. How do those dead bugs get into those closed light fixtures?
9. Considering all the lint you get in your dryer, if you kept drying your clothes would they eventually just disappear?
10. When we are in the supermarket and someone rams our ankle with a shopping cart then apologizes for doing so, why do we say, "It's all right?" Well, it isn't all right so why don't we say, "That hurt, you stupid idiot?"
11. Why is it that whenever you attempt to catch something that's falling off the table you always manage to knock something else over?
12. Is it true that the only difference between a yard sale and a trash pickup is how close to the road the stuff is placed?
13. In winter why do we try to keep the house as warm as it was in summer when we complained about the heat?
14. How come we never hear father-in-law jokes?
15. If at first you don't succeed, shouldn't you try doing it like your wife told you to do it?



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.

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Niehaus Companies, Inc.

Inner Peace

I am passing this on to you because it definitely worked for me and we all could use more calm in our lives. By following the simple advice I heard on a Dr. Phil show, I have finally found inner peace. Dr. Phil proclaimed "The way to achieve inner peace is to finish all the things you've started".

So I looked around my house to see all the things I started and hadn't finished, and before leaving the house this morning, I finished off a bottle of Merlot, a bottle of White Zinfandel, a bottle of Bailey's, a bottle of Kahlua, a package of Oreos, the remainder of both Prozac and Valium prescriptions, the rest of the cheesecake, some saltines and a box of chocolates.

You have no idea how freaking good I feel.

Know Any Blondes?

Did you hear about the two blondes who froze to death in a drive-in movie? They went to see "Closed for the Winter."

Why did the blonde resolve to have only 3 children?

She heard that 1 out of every 4 children born in the world was Chinese.

Did you hear about the near-tragedy at the mall? There was a power outage, and twelve blondes were stuck on the escalators for over four hours.

A blonde was driving home after a game and got caught in a really bad hailstorm. Her car was covered with dents, so the next day she took it to a repair shop. The shop owner saw that she was a blonde, so he decided to have some fun. He told her just to go home and blow into the tail pipe really hard, and all the dents would pop out. So, the blonde went home, got down on her hands and knees and started blowing into her tailpipe. Nothing happened. So she blew a little harder, and still nothing happen. Her roommate, another blonde, came home and said, "What are you doing?" The first blonde told her how the repairman had instructed her to blow into the tail pipe in order to get all the dents to pop out. The roommate rolled her eyes and said, "Uh, like hello! You need to roll up the windows first."

EVERGRAIN DECKING Wood Composite

Decking

EVERGRAIN is a composite decking product made with recycled material. It has the true look of wood, and it is low maintenance. It does not require painting or weatherproofing.



Unlike other "grained" products, EverGrain Decking is compression molded, creating a true-to-life, deep lasting grain. Build a deck with EverGrain in any of our four attractive colors and you'll see that it looks so much like wood, it may even upstage nature.

- Deep wood grain appearance.
- Low maintenance
- Four natural colors
- Slip resistant
- 10 year limited warranty
- No need to paint or stain
- Warranted against splintering, rotting and termite damage



WBM Celebrates St. Patrick's Day With Lunch For Employees



WBM Employees help themselves to a great lunch provided by our company in celebration of St. Patrick's Day.

On St. Patrick's Day, the WBM employees were treated to a lunch cooked and served by Butch and Eric Niehaus with some assistance from Brian Kirwer.

Eric made a pot of chili and Butch grilled brats outside in front of the WBM office.

The inside lunchroom was decorated with green balloons, tablecloths, napkins and other theme items. The mood was completed with Irish music and frozen green lemonade and a wide variety of deserts decorated in green icing.

The guys wore huge green Irish top hats and green aprons - a real Kodak opportunity!

All in all, the food was great and the employees enjoyed a pleasant break in the routine of daily business. Thanks guys!



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501 Howard St, Robinson, IL
1110 Ft. Harrison Rd, Terre Haute, IN



WBM - St. Louis, holds planning meeting



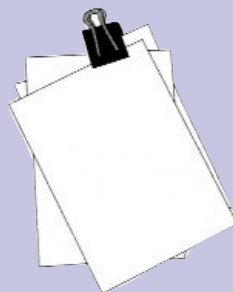
The St. Louis division of Wholesale Building Materials recently met for their quarterly planning meeting. Brian Childs, manager, and his key employees met with Butch and Bernie Niehaus, at the Niehaus family's cabin on Kentucky Lake for a two day retreat.

Ken Wiggins, Vice President of MasterBrand Cabinets and Bernie Niehaus, using the chart below, conducted a S.W.A.T. analysis, asking about the strengths, weaknesses, opportunities and threats to the S. Louis operation. From this a strategic plan will be developed with a time line.

Round table discussions resulted in renewed focus, new goals, and new enthusiasm for the next business quarter.



The business meeting was held in the relaxed atmosphere of the Niehaus family cabin on Kentucky Lake.



- Those attending the meeting were:
- Brian Childs - St. Louis, Manager
 - Ken Wiggins - Vice President, MasterBrand Cabinets
 - Mike Alsop - Regional Sales Manager, Decora/Diamond
 - Stan Price - Regional Sales Rep. MasterBrand Cabinets
 - Debbie Dunn - Operations Manager, St. Louis
 - Bill Egbert - Outside Sales - St. Louis
 - Tim Murray - Outside Sales - St. Louis
 - Trina Wulfert - Inside Customer Service
 - Patricia DiMercurio - Inside Customer Service

The WBM St. Louis operation is located in Maryland Heights, Missouri



Contractor/Builder Dinner Big Success

Niehaus Hosts Dinner, Vendor Table Top Show For Contractor Customers

On March 17, Niehaus Home Center hosted a dinner celebration for their contractor customers at the Niehaus Home Center location on Main Street.

A St. Patrick Day theme was implemented throughout the store to add to the festivities. The employees sported big green top hats and new green shirts provided by Niehaus Company.

The guests were greeted by Mike Adams (CFO) and Carla Wingert at a registration table where company owners were given a bag of gold coins to deposit in pots placed at each vendor booth. At the end of the evening, a number was drawn from each pot and that vendor presented the winner with a door prize. In addition to the vendor booths, the Vincennes Area Builders participated with a table offering information and registration for those who might be interested in joining the Association.

The Steve Greenwell Band provided live musical entertainment that added an up-beat flare to the evenings festivities.

Guests enjoyed a social hour where they mingled, visited vendor booths or indulged in a green frozen margarita. Dinner was catered by the Schnitzelbank Restaurant out of Jasper. The finishing touch to dinner was a wide selection of desserts from Pea-Ffections.

All in all, it was a fun evening for guests, employees and vendors. Thanks to all who participated and for making the evening a big success.



Fast Thinking

An elderly man in Florida had owned a large farm for several years. He had a large pond in the back, fixed up nice; picnic tables, horseshoe courts, and some apple and peach trees. The pond was properly shaped and fixed up for swimming when it was built.

One evening the old farmer decided to go down to the pond, as he hadn't been there for a while, and look it over. He grabbed a five gallon bucket to bring back some fruit. As he neared the pond, he heard voices shouting and laughing with glee. As he came closer he saw it was a bunch of young women skinny-dipping in his pond. He made the women aware of his presence and they all went to the deep end. One of the women shouted to him, "We're not coming out until you leave!"

The old man frowned, "I didn't come down here to watch you ladies swim naked or make you get out of the pond naked." Holding the bucket up he said, "I'm here to feed the alligator."

Moral: Old men can still think fast.

Investment tips for 2005

For all of you with any money left, be aware of the next expected mergers so that you can get in on the ground floor and make some BIG bucks.

Watch for these consolidations in 2005.

1. Hale Business Systems, Mary Kay Cosmetics, Fuller Brush, and W. R. Grace Co. will merge and become: Hale, Mary, Fuller, Grace.
2. Polygram Records, Warner Bros., and Zesta Crackers join forces and become: Poly, Warner Cracker.
3. 3M will merge with Goodyear and become: MMMGood
4. Zippo Manufacturing, Audi Motors, Dofasco, and Dakota Mining will merge and become: ZipAudiDoDa.
5. FedEx is expected to join its major competitor, UPS, and become: FedUP.
6. Fairchild Electronics and Honeywell Computers will become: Fairwell Honeychild.
7. Grey Poupon and Docker Pants are expected to become: Poupon Pants.
8. Knotts Berry Farm and the National Organization of Women will become: Knott NOW !

- The average number of people airborne over the U.S. any given hour: 61,000
- The first novel ever written on a typewriter: Tom Sawyer.
- The San Francisco Cable cars are the only mobile National Monuments.



Charitable Giving - Vehicles

Know the deduction rules for donating vehicles to charity

If you donate a used vehicle to charity, you are allowed to take a tax deduction for your generosity, but only if you itemize deductions on your tax return. It's estimated that over 700,000 taxpayers took a deduction for donating a used vehicle to charity in 2000. The tax law at that time allowed a deduction equal to the estimated fair market value of the vehicle.

The American Jobs Creation Act of 2004 changed the rules for vehicle donations in an effort to close the gap between what the charity actually receives and what the taxpayer deducts. Here's a look at the change that goes into effect in 2005.



Old law

- Rule: You could estimate the fair market value of the donated vehicle and deduct that amount on your tax return.
- Application: The deduction was often determined by "blue book" value. Most of the time charities used agents to sell donated vehicles at auction, usually for far less than blue book value. Charities received a "contribution" far smaller than what the taxpayer took as a deduction.

New law

- Rule: The charity must inform the taxpayer of the price the donated vehicle sold for at auction. This is the amount the taxpayer can claim as a tax deduction. If the charity keeps the vehicle for its use, it must give the taxpayer an estimate of the value. This requirement applies when the claimed value of the vehicle exceeds \$500.
- Application: If a taxpayer gives a car with a blue book value of \$3,000 to a charity, that value can no longer be used - even as a starting point - for determining the value of the vehicle and the amount of the deduction. If the charity sells the car for \$575, that's the amount that can be taken as an itemized deduction.

- Note: The new vehicle deduction rules apply to other donated vehicles, too, such as boats and airplanes.





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New Patio Door Systems

New Patio Door Systems Include:

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- *Smooth-Star Hinged Patio Door Systems*
- *TS2 Steel Hinged Patio Door Systems*



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1110 Ft. Harrison Rd.
Terre Haute, IN

Unanswered questions

- Why is it that people say they "slept like a baby" when babies wake up every two hours?
- If a deaf person has to go to court, is it still called a hearing?
- Why do we press harder on a remote control when we know the battery power is low?
- Why do banks charge a fee on "insufficient funds" when they know there is not enough?
- Why does someone believe you when you say there are four billion stars, but check when you say the paint is wet?
- Why doesn't glue stick to the inside of the bottle?
- Why do they use sterilized needles for death by lethal injection?
- Why doesn't Tarzan have a beard?
- Why does Superman stop bullets with his chest, but ducks when you throw a revolver at him?
- Why do Kamikaze pilots wear helmets?
- What is the speed of darkness?
- Are there specially reserved parking spaces for "normal" people at the Special Olympics?
- If you send someone 'Styrofoam', how do you pack it?
- If the temperature is zero outside today and it's going to be twice as cold tomorrow, how cold will it be?
- If people evolved from apes, why are there still apes?
- If it's true that we are here to help others, what are the others doing here?
- Do married people live longer than single ones or does it only seem longer?
- Do you cry under water?
- How important does a person have to be before they are considered assassinated instead of just murdered?
- If money doesn't grow on trees then why do banks have branches?
- How is it that we put a man on the moon before we figured out it would be a good idea to put wheels on luggage?
- Why do people pay to go up on tall buildings and then put money in binoculars to look at things on the ground?

Kitchen & Bath Cabinetry



Kathy McCreary
*Designer
Niehaus Home
Center*



Ginger Welton
*Designer
Niehaus Home
Center*



Sue Fox
*Designer
Niehaus Home
Center*



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



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



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812-466-1050

Employees In Profile



Chad Lukens - joined our company two months ago and works at Niehaus Home Center in Terre haute. He is the window and door salesperson. He takes window and door orders, places the orders with the manufacturer, checks them in when they arrive and schedules the delivery.

Chad worked at Menards for two years, selling windows and doors, before coming to work at Niehaus Home Center.

Chad was born and grew up in Vincennes. He is a graduate of South Knox High School and is also a graduate of Ball State University where he majored in Architectural and Environmental Design. He and his wife Amy reside in Terre Haute. He says he doesn't have any particular hobbies, but enjoys spending time with his family.



Leah Bilskie - has just recently joined our company at the Wholesale Building Materials division in Vincennes. She is an inside salesperson and customer service representative. She works with WBM customers by phone - taking orders and assisting them with their purchases, deliveries and questions.

Leah worked for Turner Construction Company for two years as a field assistant before coming to work at WBM. She was born and grew up in Vincennes. She is a home-schooled student, graduated from Vincennes University with an Associate Degree in

Construction Technology. Her husband, Matthew, is employed by Vincennes University, teaching construction in the Huntingburg area.

Leah says she enjoys anything outdoors - particularly rock climbing. Obviously she likes construction - she says she is a hands on gal and likes all aspects of building. We are glad to have her as a team member of our company.



Travis Lewis - works at Niehaus Home Center in Vincennes. He is a part of the installation crew that installs seamless guttering, garage doors and insulation. He has been with our company for a little over a year. Before coming to work for Niehaus, he had worked for Custom Trim which is an upholstery business. He upholstered furniture, auto headlines and made awnings.

Travis was born and grew up in Vincennes. He is a graduate of South Knox High School. He is single and resides in Vincennes.

Travis says he doesn't have any particular hobbies, but does like working on his '86 Monte Carlo. He also likes watching football, hunting and fishing when he can find the extra time.



Tom Barns - has just joined the staff at the Nashville division of Wholesale Building Materials. He is an outside salesman and calls on contractor builders in a 70 mile radius of Nashville.

Before coming to work for WBM, Tom had worked for a computer software company. He has also worked for Walt Disney Company, and another business selling MasterBrand Cabinets. He was born and grew up in Nashville and attended the University of Tennessee.

Tom and his wife Teresa have three grown daughters - Tiffany, Tracey and Tatum. He says when he can find the time, he likes fishing, boating, watching football and spending time with his family.

Niehaus News

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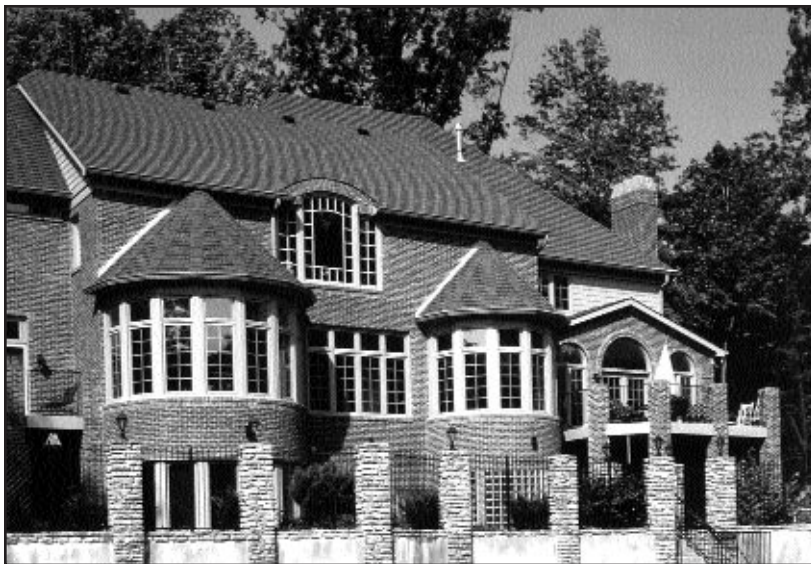
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