

Niehaus News

June 2003

Volume 42, Issue 6

**NIEHAUS
Companies**

**Karran
USA**

- Vincennes IN

**Big Buck
BUILDING CENTER**
Let's give you the job!

- Robinson, IL
- Terre Haute, IN

**NIEHAUS
HOME CENTER**
1023 Main St. Vincennes, IN

- Vincennes, IN

WBM

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

**Top
Shop**

- Vincennes, IN

Remember Our Troops - then and now.



June 14

Flag Day is the birthday of the United States flag. It became a holiday in New York State in 1897. In the next few years other states joined New York. But it was not until 1916 that President Woodrow Wilson established Flag Day by national proclamation.

• *Memorial Day* • *Flag Day* • *4th of July*

The meaning of the pledge of allegiance.

When you pledge allegiance to your flag you promise loyalty and devotion to your nation. Each word has a deep meaning.

I pledge allegiance....I promise to be true

to the flag....to the sign of our country

of the United States of America....a country made up of 50 states, each with certain rights.

and to the Republic....a country where the people elect others to make laws for them for which it stands....the flag means the country

one Nation under God...a single country whose people believe in a supreme being

indivisible....the country cannot be split into parts

with liberty and justice....with freedom and fairness

for all....for each person in the country--you and me.



Niehaus Lumber - Circa 1950's

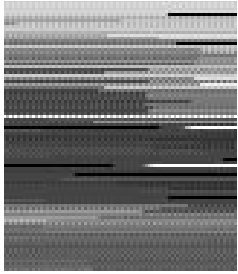


Niehaus Home Center - Remodeled in 1996



**Niehaus Companies
1933 -2003**

Splinters by Bernie Niehaus Chairman of the Board



Cash-Away Lumber

In reminiscing about our 70 years, the sixties had to be our biggest growth period percentage wise.. Remembering the Wick's Cash & Carry yards that I had seen and visited while at Michigan State, I decided it was time for me to try their new method of selling.

So in 1961 an old building on Vigo Street, behind our lumber yard, became available. It was the old Recola Bottling Works, an early Vincennes soft drink company owned by the Recker family. We bought the building and opened up Cash-Away Lumber Company - Southern Indiana's first Cash & Carry lumber yard. Tom Chesser was named the manager of the new Cash & Carry yard. Tom remained with our company for over 38 years until he retired in 1997.

In those days a conventional lumber yard used a typical selling margin of about 30%. A cash & carry yard used an average of 15% margin, therefore our prices were considerably lower than our competitors. This was possible because two of the greatest expenses of a lumber yard were delivery and carrying the charge accounts. When I was in high school I would make 10 to 15 deliveries a day with the pickup truck. I remember delivering a quart of paint every summer to an elderly lady so she could paint her porch. By eliminating the free delivery expense and by getting cash, our new Cash-Away could be profitable on these lower margins.

One of our good contractors, Jack Sievers, came in the yard one day and told us the other lumber dealers were saying "That young Niehaus kid is going to go broke". Needless to say, we didn't go broke.

The advertising in those days for a cash & carry yard was a single four page flyer with prices only - no pictures. Gil Kramer of Kramac Printing printed as many as 50 thousand of these flyers at a time. We circulated the flyers within a 40 mille radius of Vincennes and the customers came with their trucks and cash.

Cash-Away Lumber on Vigo Street was a huge success and by 1964 was out growing it's small office. So we decided to combine our two yards, Niehaus Lumber and Cash-Away and call it Niehaus Cash-Away.

Bernie

Holy Humor

1. There was a church that had problems with outsiders parking in its parking lots, so they put up a sign: CHURCH CAR PARK - FOR MEMBERS ONLY
Trespassers will be baptized!
2. "No God - No Peace. Know God - Know Peace."
3. "Free trip to heaven. Details inside."
4. "Try our Sundays. They are better than Baskin Robbins."
5. "Searching for a new look? Have your faith lifted here!"
6. An ad for one church has a picture of two hands holding stone tablets on which the Ten Commandments are inscribed and a headline that reads, "For fast, fast, fast relief, take two tablets."
7. When the restaurant next to another church put out a big sign with red letters that said, "Open Sundays," the church reciprocated with its own message: "We are open Sundays, too."
8. "People are like tea bags - you have to put them in hot water before you know how strong the are."
9. "Fight truth decay - study the Bible daily."
10. "How will you spend eternity - Smoking or Non-smoking?"
11. Dusty Bibles lead to Dirty Lives."
12. "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."
13. "It is unlikely there'll be a reduction in the wages of sin."
14. "Do not wait for the hearse to take you to church."
15. "If you're headed in the wrong direction, God allows U-turns."
16. "Looking at the way some people live, they ought to obtain eternal fire insurance soon."
17. "This is a ch--ch. What's missing?" (UR)
18. "In the dark? Follow the Son."

Birthdays

In June the following employees will be celebrating their birthday!

Tim Morris	June 1
Sherry Cummins	June 5
Ron Gaines	June 6
Stephanie Zachary	June 6
Andrew Rice	June 13
Amanda Wyche	June 14
Tony Jamero	June 14
Chris Hamilton	June 15
Steve Rooker	June 21
Leslie Polley	June 22
Carl Hensley	June 24
Randy Stephens	June 26
Cathy Yochum	June 28
Brian Hulett	June 30

Happy Birthday!

Anniversaries

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

Mark Ashcraft	21 Years
Mike Worland	20 Years
Ginger Welton	16 Years
Becky Taylor	12 Years
Michael Jones	7 Years
Steve Gerdeman	6 Years
Sue Fox	6 Years
Joy Whiteside	4 Years
William Wait	4 Years
Lisa Litherland	4 Years
Mark West	3 Years
Brian Child	3 Years
Michelle Clinard	3 Years
Tim Murray	3 Years
Sandy Kapiszka	3 Years
Stephanie Zachary	2 Years
Mary B. Robinson	2 Years
Barbara Jones	2 Years
Beth Kays	1 Year
Carla Wingert	1 Year
William May	1 Year

Congratulations!

121 years of experience!

New Employees

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

Robert Smith III -Niehaus Home Center
Amanda Wyche - Niehaus Home Center
Joshua Litherland - WBM, Vincennes
Walter Blueher - Big Buck, Terre Haute
Dion Day - Big Buck, Terre Haute
Doug Laycock - Big Buck, Terre Haute
Danny Wilson - Big Buck, Terre Haute
Ray Reynolds - Big Buck, Robinson

Welcome!

Our Sympathy

to

DEBI MOYES

on the recent loss of he mother

Mrs. Catherine Pinkstaff

“Just think - two days from now, tomorrow will be yesterday.”

Submitted by Ken Meyer - Do-It-Best Corp.



“I haven’t had a decent meal since he built that thing”

Dusting

“A house becomes a home when you can write “I love you” on the furniture.

I can’t tell you how many countless hours that I have spent CLEANING! I used to spend at least 8 hours every weekend making sure things were just perfect - “in case someone came over”. Then I realized one day that no one came over: they were all out living life and having fun!

Life is short. Enjoy it! Dust if you must, but wouldn’t it be better to paint a picture or write a letter, bake a cake or plant a seed, ponder the difference between want and need?

Dust if you must, but there’s not much time, with rivers to swim, mountains to climb, music to hear and books to read, friends to cherish and life to lead.

Dust if you must, but the world’s out there with the sun in your eyes, the wind in your hair, a flutter of snow, a shower of rain. This day will not come around again.

Dust if you must, but bear in mind, old age will come and it’s not kind. And when you go - and go you must - you, yourself will make more dust!

It’s not what you gather, but what you scatter that tells what kind of life you have lead.

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**

Meet The Top Craftsmen At



The Top Shop was opened in 1995 at the Vincennes Wholesale Building Materials location on Elkhorn Road. The growing sales of kitchen and bath cabinetry in both the retail and dealer market opened up a need for our own method of acquiring counter tops, rather than ordering them from an outside vendor.

A new building was constructed and state-of-the-art machinery was installed to produce quality laminate counter tops. The huge miter saw is a lazer beam saw which produces precision cuts. Another key piece of machinery is the air table router that makes precision cut-outs for sinks and range tops. The Top Shop offers laminate tops in hundreds of colors, finishes, edge treatments and custom shapes.

Brian Smith is the Manager of the Top Shop located at Wholesale Building Materials in Vincennes, Indiana.



Brian Smith is the manager of the Top Shop. He has been with our company for five years. Under his management of skilled workmen, the Top Shop is running at full capacity. They fill orders for Niehaus, the Big Buck stores in Robinson and Terre Haute, and WBM in Nashville, Tennessee, and St. Louis, Missouri.

Why settle for less - when you can have the best!

We have one of the finest selections of laminate counter tops available.

Ryan Kinnett - routing a custom counter top for precision fit.



Ron Gaines - operating the huge miter saw that produces precision cuts.



Steve Taylor - setting a miter corner on a right angle counter top.

The TOP SHOP

A New Look In Laminate!

Have you always wanted an integral under mount sink but thought you couldn't afford one? Well now you can with a Karran sink installed under laminate. And the TOP SHOP makes them!



The newest choice of styles is the integral under mount, created with Karran polymer sinks. The top is cut in such a way that the sink can be mounted from beneath with virtually no seam. This gives a clean one piece look - and of course, the sink carries a limited 50 year warranty



The Top Shop - equipped with the latest machinery to create top quality laminate counter tops.



Kevin Grostefon - custom counter top designs and Karran undermounts.



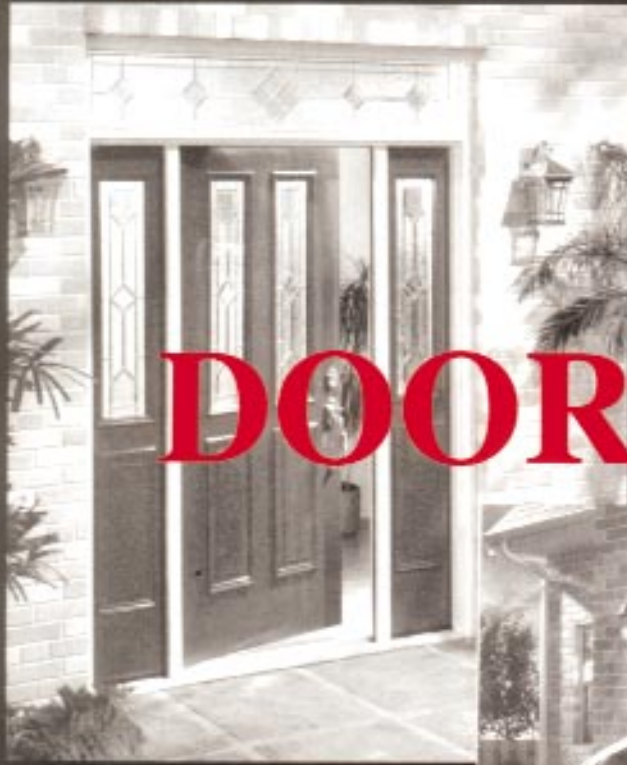
Josh Litherland - filing end cap for finished end.



Steve Lanning - installing sink to finished laminate counter top.



Mike Jones - custom builder for the shop, cutting sheet laminate for a back splash.



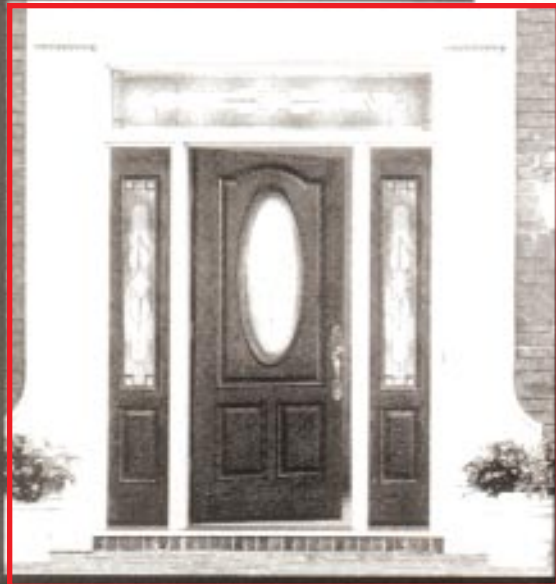
THERMA TRU
DOORS

DOOR SYSTEM



SMOOTH-STAR™
The "Steel Beater" Fiberglass Door

- **Won't Dent**
- **Won't Rust**
- **Won't Warp**



Hundreds of styles and light combinations

- **Pre-hung**
- **Insulated**

The door system you can believe in.

Other Choices:

Internal blinds	Side Lights	Transoms
Patio Doors	Tall Doors	Double Doors

Twice the warranty of steel doors - Smooth Star doors are backed by 20 year limited warranty for the original homeowner.

How To Stay Young -

1. Throw out nonessential numbers. This includes age, weight and height. Let the doctor worry about them. That is why you pay him/her.
 2. Keep only cheerful friends. The grouches pull you down.
 3. Keep learning. Learn more about the computer, crafts, gardening, whatever. Never let the brain idle. "An idle mind is the devil's workshop." And the devil's name is Alzheimer's.
 4. Enjoy the simple things.
 5. Laugh often, long, and loud. Laugh until you gasp for breath.
 6. Tears happen. Endure, grieve, and move on. The only person who is with us our entire life, is ourselves. Be ALIVE while you are alive.
 7. Surround yourself with what you love, whether it's family, pets, keepsakes, music, plants, hobbies, whatever. Your home is your refuge.
 8. Cherish your health: If it is good, preserve it. If it is unstable, improve it. If it is beyond what you can improve, get help.
 9. Don't take guilt trips. Take a trip to the mall, to the next country, to foreign country, but NOT to where the guilt is.
 10. Tell the people you love that you love them, at every opportunity.
- AND ALWAYS REMEMBER: Life is not measured by the number of breaths we take, but by the moments that take our breath away. *By George Carlin*

Games For When We Are Older

1. Sag, you're it.
2. Pin the Toupee on the bald guy.
3. 20 questions shouted in your good ear.
4. Kick the bucket.
5. Red Rover, Red Rover, the nurse says Bend Over.
6. Doc Goose.
7. Simon says something incoherent.
8. Hide and go pee.
9. Spin the bottle of Mylanta.
10. Musical recliners.

Health

Here's the final word on nutrition and health: It's a relief to know the truth after all those conflicting medical studies.

1. The Japanese eat very little fat and suffer fewer heart attacks than the British or Americans.
2. The Mexicans eat a lot of fat and also suffer fewer heart attacks than the British or Americans.
4. The Italians drink excessive amounts of red wine and also suffer fewer heart attacks than the British or Americans.
5. The Germans drink a lot of beer and eat lots of sausages and fats and have fewer heart attacks than the British or Americans.

CONCLUSION: Eat and drink what you like. Speaking English is apparently what kills you!

Safety Tips For Do-it-yourselfers

Do-it-yourself work around the home, whether it is a hobby or household improvement, is an area where home accidents can occur.

Often amateur repair and remodeling jobs are attempted without adequate safety precautions being taken. The National Safety Council estimates there about 12 million do-it-yourselfers in the country.

When do-it-yourselfers making electrical repairs consider these recommendations:

- Electric devices: check instruction manuals before using any tools or machinery.
- If an electric tool begins to smell, throw sparks or overheat, turn it off until you have discovered the cause.
- Disconnect all electric appliances and equipment before cleaning or repairing.
- Use light bulbs that are proper wattage for your lamp or lighting fixture. A bulb of too high wattage or the wrong type may lead to overheating and cause a fire,.



Top Off Your New Room With A New

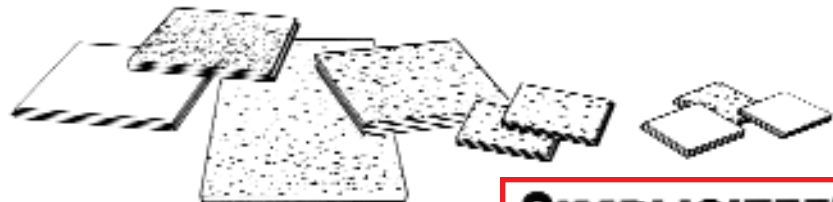
CEILING

By USG

See us for a complete line of 12" x 12", 2' x 2' and 2' x 4' tiles in a variety of textures. USG Ceilings have earned an enviable reputation for consistent high quality. The consistency is evident in the straight, clean edges of the tiles that make for a more uniform, more professional looking installation. The quality comes through in the opacity of the finish that results in a whiter, richer-looking ceiling.

USG
ceilings

Elegance Above All!



Professional Quality

SIMPLICITEE®
Ceiling Grid.

EVERGRAIN Composite Decking



**Growing old gracefully was never a pretty sight.....
Until EVERGRAIN composite wood decking came along!**

Beat Nature's Best



- Deep woodgrain appearance
- 10 year warranty
- 3 colors in stock: Cedar, Redwood, Gray
- Maintenance free

6" x 12 Ft.

2" x 4" x 16 Ft.

6" x 16 Ft.

2" x 6" x 16 Ft.

6" x 20 Ft.

Balusters



1110 Ft. Harrison Rd
Terre Haute, IN



1023 Main St.
Vincennes, IN



501 S. Howard St.
Robinson, IL

When Aging Sets In

1. Eventually you will reach a point when you stop lying about your age and start bragging about it.
2. Don't let anyone tell you you're getting old. Squash their toes with your rocker.
3. The older you get, the fewer things are worth waiting in line for.
4. Some people try to turn back their odometer. Not me. I want people to know why I look this way. I've traveled a long way and some of the roads weren't paved.
5. Maturity means being emotionally and mentally healthy. It is that time when you know when to say yes and to say no, and when to say WHOOPEE!
6. How old would you be if you didn't know how old you are?
7. When you are dissatisfied and would like to go back to youth, think of Algebra.
8. I don't know how I got over the hill without getting to the top.
9. The golden years are really metallic years, gold in the tooth, silver in your hair, and lead in the seat.
10. Life would be infinitely happier if we could only be born at the age of 80 and gradually approach 18.
11. Age seldom arrives smoothly or quickly. It is more often a succession of jerks.
12. Old age is when former classmates are so gray and wrinkled, and blind they don't recognize you.

MALE or FEMALE?

What sex are they?

ZIPLOC BAGS - male, because they hold everything in, but you can always see right through them.

SHOE - male, because it is usually unpolished, with its tongue hanging out.

COPIER - female, because once turned off, it takes a while to warm up.

TIRE - male, because it goes bald and often is over inflated.

HOT AIR BALLOON - male, because to get it to go anywhere you have to light a fire under it - and, of course, there's the hot air part.

SPONGES - female, because they are soft and squeezable and retain water.

SUBWAY - male, because it uses the same old lines to pick people up.

HOURLASS - male, because it hasn't evolved much over the last 5,000 years, but it's handy to have around.

REMOTE CONTROL - female! ...Ha! You thought I'd say male. But consider, it gives men pleasure, he would be lost without it, and while he doesn't always know the right buttons to push, he keeps trying



ROOFING



TIMBERLINE 30

- The ultimate in looks and protection. Tough laminated construction with looks that last for years.
- Timberline shingles are extra-heavy, creating a dimensional wood-shake appearance with bold shadow lines and random, unpatterned rustic look.
- Timberline shingles are backed by a 30-year limited Warranty against manufacturing defects.

ED's Discount Warehouse Sale

We have a huge amount of scratch & dents, mistakes, factory defect and less than perfect merchandise and building materials from 7 business combined.

\$250,000 INVENTORY

- Marble Tops
- Doors
- Showers
- Counter Tops
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- Bath Cabinets

Plus, - Hundreds of items to numerous to list. **ALL PRICED TO MOVE OUT!** New items added each week.

**Open the 1st & 3rd
Saturday's each month!
8:00 to 12:00 noon**

Limited help on loading - bring a friend. All sales cash and carry.

501 S. Howard St.

Robinson, Illinois



Experience. The Difference. For professional assistance - see the pros at one of our three locations.



Kathy McCreary -
Designer
Niehaus Home Center



Ginger Welton -
Designer
Niehaus Home Center



Sue Fox -
Designer
Niehaus Home Center



Donna Bishop -
Designer
Niehaus Home Center



Becky Taylor -
Designer
Big Buck, Robinson



Mary Beth Robinson -
Designer
Big Buck, Terre Haute

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

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Big Buck, Robinson
618-544-2138

Big Buck, Terre Haute
812-466-1050



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Don't dream it! Do it! We can Help!

- Free computer design
- Free estimates
- Financing available
- Call today

Employees In Profile



Ray Reynolds - is new to the sales staff at the Big Buck in Robinson, Illinois. Ray was hired as an outside salesman. He covers an area within approximately 60 mile radius of Robinson. He calls on established contractors , retail customers, and pursues new customers.

Before coming to work for Big Buck, Ray had worked the past 12 years for Luxury Homes in Charleston, Illinois where he was in charge of the estimating, drafting and scheduling. Ray was born in Decatur, Illinois and grew up in Mattoon, Illinois. He is a graduate of Mattoon High School and Lakeland College where he earned a degree in Architectural Technology.

Ray and his wife, Tonya, have two children. Michael is 6 and Levi is 4. They reside in Toledo, Illinois. He says he doesn't have any particular hobbies, but is in the process of restoring a classic Jeep and likes most outdoor activities like hunting and fishing.



Ed Vantlin - works for Wholesale Building Materials in Vincennes on a part time basis for the past 3 years.. He drives a WBM semi truck and makes night runs to the Aristokraft plant in Ferdinand, Indiana and picks up loads of cabinets and brings them back to WBM to be unloaded the next morning. Ed actually retired from the Pepsi Bottling Company, but still works part-time at jobs he likes. One of those jobs is being the Weights and Measures Inspector for this area.

Ed was born and grew up in Knox County. He is a graduate of Decker High School. One of his accomplishments in his life experiences, is he completed the Dale Carnegie Course.

Ed and his wife Marilyn are the parents of 7 children and the grandparents of 21 grandchildren. He says he doesn't seem to find much spare time, but when he does, he likes fishing, outdoor stuff, and working on his 1966 Mustang.



Walker Osborn - known by his friends and co-workers as "Pee Wee", is our employee of the month at WBM in Nashville. He is a truck driver and delivers cabinet orders to job sites in and around the Nashville area.

Lawrence County High School.

Before coming to work for WBM, he drove a truck for Hagan Brothers out of Lawrenceburg. He was born and grew up in Lawrenceburg and is a graduate of the

Walker is the parent of two children. Kasley is 13 and Noah is 9. They reside in Lawrenceburg, which is located south of Nashville near the Alabama line. He says what he likes doing for fun is taking his '90 Ford out and going mudding, and watching national mud races..



Larry Simison - is the lead man on the insulation installation crew at Niehaus Home Center. He has been with our company for the past three years. The insulation installers blow fiberglass insulation in the wall cavities of new construction between the studs before the drywall goes up. Larry also drives the insulation truck that is equipped with the blowers. They work in a 100 mile radius of Vincennes.

Before coming to work for our company, Larry had been employed with Baird Mobile Homes. He was born and grew up in the Vincennes area. He is a graduate of Lincoln High School

He and his wife, Louann have four children. Lisa is 24, Brandi is 21, Jerrod is 16 and Toni is 12. He says in his leisure time he likes fishing, swimming, hunting, camping and most anything that is outdoors.

Engineered Lumber.....



Changing the way we build.

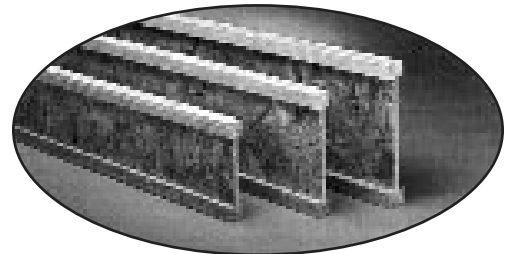
RFP's engineered to make the job easier.

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- Design flexibility
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Meet our professional engineered lumber design team: Eric Feagley, John Harrison and Clete Yochum.

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- A better alternative than traditional solid sawn lumber pieces.
- A stronger, stiffer, more consistent and predictable building material.



Experience. The Difference!!!!

Niehaus News

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