

◆ Niehaus News ◆

July/August 2005

Volume 44, Issue 07

NIEHAUS Companies

Karran
Construction

- Vincennes IN

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

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

WBM

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

**Top
Shop**

- Vincennes, IN

Corporate Office Reception Area Gets New Face Lift



Connie Lockhart, receptionist, works behind her new desk area.

The NCI Corporate office reception area, located on Elkhorn Road in Vincennes, was recently remodeled.

The old interior was removed, walls were painted, new wide white molding installed, and a coordinating carpet was laid. The cubicle is made from Aristokraft cherry cabinet fronts with a granite look counter top. The finishing touches will be new furniture and accessories for a sleek modern look to welcome visitors to our company.

All the accounting offices have now been moved to our Elkhorn Road address, as well as purchasing. Our new offices also include a conference room, a meeting room, employee lunchroom and lounge, and new restrooms.

Niehaus Home Center - Terre Haute - Big Contender In Parade of Homes

The NHBA for the Greater Terre Haute Area just completed their 2005 Parade of Homes. There were 15 homes - 12 builders - participating in the Vigo, Vermillion and Clay County area. Niehaus Home Center was the supplier of Aristokraft Kitchen and Bath Cabinetry for 6 of those homes, designed by Niehaus kitchen designer Mary Beth Robinson.

The 15 participating homes were categorized in three groups: \$119,000 to \$178,000 - \$195,000 to \$275,000 - \$330,000 to \$1,000,000. The homes were judged by a group of judges - unknown to the builders - on craftsmanship and quality, not on decor. A Niehaus kitchen was voted "Best Kitchen"

in the \$195,000 to \$275,000 category. There were several styles and finishes of Aristokraft Cabinetry, solid surface countertops, and Aqua Glass tubs and showers displayed throughout the 6 homes.

The Niehaus Home Center contractor customers who participated were: Bren-Mer Development, LB Homes, Rick Jenkins Construction (Rick had 3 homes), Wallace Builders, and Tarrh construction.

Our congratulations to all of the builders on a job well done. Mary Beth said she enjoyed working with the builders on this project.



Featured In This Issue:



Splinters.....	Page 2
Employee Updates.....	Page 3
What's New At Niehaus -Vincennes.....	Page 6
WBM - St. Louis, Quarterly Meeting.....	Page 9
Employee's in Profile.....	Page 11

Splinters by Bernie Niehaus Chairman of the Board



New Name

NCI - Niehaus Companies, Inc. is our new name, which will serve as the umbrella company for the ten companies that make up our business. They are: Niehaus Home Center, Vincennes, Robinson, Terre Haute, Wholesale Building Materials, Vincennes, St. Louis and Nashville, and Karran USA, Lansen, Top Shop,

and Door Mill in Vincennes.

Our company was founded in 1933 by my father and grandfather, Francis and Ben Niehaus. Over these last 72 years, our company has had many different names. In 1933 the city directory listed our company as Niehaus Planing Mill. Our founders started with a large 24" planer and planed the native lumber for the farmers.



In the late 30's and 40's, our name was listed as Niehaus Lumber Company. This was when my Dad started to sell lumber, cement, roofing and other building materials. My Grandfather didn't like the idea of buying these materials, but yet he was amazed at how much my Dad was selling.

In 1959, after graduating from Michigan State, I came back with an idea from the Wicks Cash & Carry I saw in Michigan. So, in 1961, we opened CASH-AWAY LUMBER, the first Cash & Carry lumber yard in Southern Indiana. It was a huge success and we later combined our two yards and called it Niehaus Cash-Away.

In 1970, I wanted to expand our business, so we purchased 38 acres on Elkhorn Road, adjacent to the Industrial Park. Here we opened up our wholesale arm of our company we call WBM. It now distributes Aristokraft Cabinets, Therma-Tru Doors, and Engineered Lumber in five states. Our two manufacturing plants at WBM are the Door Mill and the Top Shop. They produce the Therma Tru exterior doors and counter tops. These are also distributed in the five state area.

As the boys graduated from college in the late 80's and early 90's, we added more products - floor covering, plumbing, electrical, Home Decor and many others. So in 1995 - we opened our new, expanded store and called it Niehaus Home Center.

Our newest company is Karran USA. This is our import division which is located in the old Big Blue building on Willow Street. Karran is a solid acrylic sink imported from South Africa and Lansen is a stainless steel undermounted sink imported from Italy. These sinks are now being shipped all across North America.

Bernie

The Bridge

Once upon a time two brothers who lived on adjoining farms fell into conflict. It was the first serious rift in 40 years of farming side by side, sharing machinery, and trading labor and goods as needed without a hitch.

Then the long collaboration fell apart. It began with a small misunderstanding and it grew into a major difference, and finally it exploded into an exchange of bitter words followed by weeks of silence.



One morning there was a knock on John's door. He opened it to find a man with a carpenter's toolbox. "I'm looking for a few days work" he said. "Perhaps you would have a few small jobs here and there I could help with? Could I help you?" "Yes," said the older brother. "I do have a job for you. Look across the creek at that farm. That's my neighbor, in fact, it's my younger brother.

Last week there was a meadow between us and he took his bulldozer to the river levee and now there is a creek between us. Well, he may have done this to spite me, but I'll go him one better. See that pile of lumber by the barn? I want you to build me a fence - - an 8-foot fence -- so I won't need to see his place or his face anymore."

The carpenter said, "I think I understand the situation. Show me the nails and the post hole digger and I'll be able to do a job that pleases you."

The older brother had to go to town, so he helped the carpenter get the materials ready and then he was off for the day. The carpenter worked hard all that day measuring, sawing, nailing, and hammering.

About sunset when the farmer returned, the carpenter had just finished his job. The farmer's eyes opened wide, his jaw dropped. There was no fence there at all. Just a footbridge. It was a bridge -- a bridge stretching from one side of the creek to the other! A fine piece of work, handrails and all -- and the neighbor, his younger brother, was coming across, his hand outstretched.

"You are quite a fellow to build this bridge after all I've said and done."

The two brothers stood at each end of the bridge, and then they met in the middle, taking each other's hand. They turned to see the carpenter hoist his toolbox on his shoulder. "No, wait! Stay a few days. I've a lot of other projects for you," said the older brother.

"I'd love to stay on," the carpenter said, "but, I have many more bridges to build."

Anniversaries

July and August will mark the anniversary date of employment with our company for the following employees.

July

Carl Hensley	27 Years
Bill Stevens	16 Years
Deb Dunn	9 Years
Steve Rooker	7 Years
Shawn Brothers	7 Years
Tracy Catt	4 Years
Craig Sims	4 Years
Dana Smith	4 Years
Mike Adams	4 Years
Trina Wulfert	4 Years
Tony Jamero	3 Years
Mike Leydet	3 Years
David Cole	2 Years
Brian Lett	2 Years
Richard Bailey	2 Years
Dave Nichol	1 Year
Danny Pratt	1 Year
Erin Tuft	1 Year
Kevin Mullens	1 Year

August

Ken Doades	30 Years
Clete Yochum	25 Years
Lynn McCleave	20 Years
Dan Harrington	18 Years
Judy Detty	17 Years
Ron Gaines	7 Years
Susan Sanders	7 Years
Brian Smith	7 Years
Randy Stephens	7 Years
Albert Lepsi	6 Years
Gary Chillingworth	6 Years
Mike Montgomery	3 Years
William Davis	2 Years
Wayne Tracy	1 Year

Congratulations!

Birthdays

In July and August the following employees will be celebrating their birthday!

July

Andy Westerman	July 3
Tim Murray	July 10
Barbara Jones	July 17
Mary Smith	July 21
Carl Hensley	July 27
Dana Smith	July 27
Doug Roberts	July 30

August

Darryl Frame	Aug. 1
Ken Doades	Aug. 8
Michael Jones	Aug. 12
Michael Welsh	Aug. 12
Amanda Tucker	Aug. 15
Janice Warren	Aug. 15
Doug Daffron	Aug. 17
Larry McCoy	Aug. 18
Stephen Kahre	Aug. 20
Chris Cresgy	Aug. 22
Kevin Grostefon	Aug. 25
Randy Wissel	Aug. 26
Brian Lett	Aug. 27
Mike Worland	Aug. 30
Matthew Norton	Aug. 31

New Employees

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

Matthew Plahn - WBM, Vincennes
Katherine Fitzgearld - Niehaus, Vincennes
James Reel - Niehaus, Vincennes
John Starnes - Niehaus, Vincennes

Lost in translation

Cracking an international market is a goal of most growing corporations. It shouldn't be that hard, yet even the big multi-nationals run into trouble because of language and cultural differences. For example. . .

- **The name Coca-Cola** in China was first rendered as Ke-kou-ke-la. Unfortunately, the Coke company didn't discover until after thousands of signs had been printed that the phrase means "bite the wax tadpole". Coke then researched 40,000 Chinese characters and found a close phonetic equivalent "ko-kou-ko-le" which can loosely translated as "happiness in the mouth."

- **Also in Chinese**, the Kentucky Fried Chicken slogan "finger lickin' good" came out as "eat your fingers off."

- **When General Motors** introduced the Chevy Nova in South America, it was apparently unaware that "no va" means "it won't go". After the company figured out why it wasn't selling any cars, it renamed the car in its Spanish markets to the Caribe.

- **When Parker Pen** marketed a ballpoint pen in Mexico, its ads were supposed to say "It won't leak in your pocket and embarrass you." However, the company's mistakenly thought the Spanish word "embarazar. Instead the ads said that "It won't leak in your pocket and make you pregnant."

- **In Italy**, a campaign for Schweppes Tonic Water translated the name into Schweppes Toilet Water.

- In Taiwan, the translation of the Pepsi slogan "Come alive with the Pepsi Generation" came out as "Pepsi will bring your ancestors back from the dead."

Congratulations

to

Mike & Renee Leydet

on the birth of their new son

David Joseph

born June 9th, 2005
6 lb. 10 oz. - 20 1/2"

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.

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Niehaus Companies, Inc.

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.



Man Vs. Woman

1. ARGUMENTS

A woman has the last word in any argument. Anything a man says after that is the beginning of a new argument.

2. EATING OUT

When the bill arrives, Mark, Chris, Eric and Tom will each throw in \$20, even though it's only for \$32.50. None of them will have anything smaller and none will actually admit they want change back. When the women get their bill, out come the pocket calculators.

3. MONEY

A man will pay \$2 for a \$1 item he needs.

A woman will pay \$1 for a \$2 item that she doesn't need because it's on sale.

4. FUTURE

A woman worries about the future until she gets a husband. A man never worries about the future until he gets a wife.

Andy Rooney's Tips For Telemarketers

1. The three little words that work are: "Hold On, Please..."

Saying this, while putting down your phone and walking off (instead of hanging-up immediately) would make each telemarketing call so much more time-consuming that boiler room sales would grind to a halt.

When you eventually hear the phone company's "beep-beep-beep" tone, you know it's time to go back and hang up your handset, which has efficiently completed its task.

2. Do you ever get those annoying phone calls with no one on the other end?

This is a telemarketing technique where a machine makes phone calls and records the time of day when a person answers the phone. This technique is used to determine the best time of day for a "real" sales person to call back and get someone at home.

What you can do after answering, if you notice there is no one there, is to immediately start hitting you # button on the phone, 6 or 7 times, as quickly as possible. This confuses the machine that dialed and it kicks your number out of their

system. Gosh, what a shame not to have your name in their system any longer!!!

3. When you get "ads" enclosed with your phone or utility bill, return these "ads" with your payment. Let the sending companies throw their own junk mail away.

When you get those "pre-approved" letters in the mail - don't throw away the return envelope. Most of these come with postage paid return envelopes, right? It costs them more than the regular .37 (around .50) "IF" and when they receive them back. In that case why not get rid of some of your other junk mail and put it in these cool little, postage-paid return envelopes.

Let's help keep our postal service busy since they are saying that e-mail is cutting into their business profits, and they need to increase postage costs again. You get the idea!

If enough people follow these tips, it will work--

I have been doing this for years and I get very little junk mail any more.



PAINT

What do you get when you buy
BENJAMIN MOORE PAINT?
Outstanding Quality!

- **Interior Wall Paints - latex or oils**
Flats, Satins, Eggshell and Gloss
- **Exterior House Paints - latex or oils**
Flats, Gloss or Semi-Gloss
- **Deck Stains** • **Concrete Paints**

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



Taking Care Of Business

There was a business woman driving home on a hot day down this country road when she spotted a little boy that had a lemonade stand. Since she was thirsty, she decided to stop. Once she got up to the little boy's stand, she noticed a sign that said, "All you can drink 55 cents". Although she thought it was an awfully small glass, she decided to get some anyway, since it was only 55 cents for all you can drink.

She gave the boy two quarters and a nickel, and shot down the whole glass in one swallow. Slapping the small glass back onto the table, she says, "Fill 'er up!"

Without blinking, the kid replies, "Sure thing, that'll be 55 cents."

Surprised, the irritated business woman sputters, "but your sign says all you can drink for 55 cents."

"It is," the innocent little boy replies without hesitation, "That is all you can drink for 55 cents."

A businessman walks into a bank in San Francisco and asks for the loan officer. He says he is going to Europe on business for two weeks and needs to borrow \$5,000. The bank officer says the bank will need some kind of security for such a loan. So the businessman hands over the keys to a Rolls Royce parked on the street in front of the bank. Everything checks out, and the bank agrees to accept the car as collateral for the loan. An employee drives the Rolls into the bank's underground garage and parks it there.

Two weeks later, the businessman returns, repays the \$5,000 and the interest, which comes to \$15.41. The loan officer says, "We are very happy to have had your business, and this transaction has worked out very nicely, but we are a little puzzled. While you were away, we checked you out and found that you are a multimillionaire. What puzzles us is why would you bother to borrow \$5,000?"

The businessman replied, "Where else in San Francisco can I park my car for two weeks for \$15 bucks?"

SENIOR SPECIAL

We went to breakfast at a restaurant where the "seniors' special" was two eggs, bacon, hash browns and toast for \$1.99.

"Sounds good," my wife said. "But I don't want the eggs." "Then I will have to charge you two dollars and forty-nine cents because you're ordering a la carte," the waitress warned her.

"You mean I'd have to pay for not taking the eggs?" My wife asked incredulously. "I'll take the special." "How do you want your eggs?" "Raw and in the shell," my wife replied. She took the two eggs home in her purse.

The Senility Prayer

Grant me the senility to forget the people I never liked anyway, the good fortune to run into the ones I do, and the eyesight to tell the difference.

Guardian Fiberglass Insulation



- Insulation is a good investment.
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- High R-values
- Non-combustible
- Noncorrosive
- Inorganic - does not promote fungus growth
- Contains NO asbestos

UltraFit. . . the ultimate in home insulation.

The UltraFit wall system is unique in that it combines UltraFit, specially designed fiberglass insulation, with an inorganic water-activated powder adhesive. This is sprayed into the wall cavity forming a seamless blanket of insulation in side walls. Because the system creates a monolithic seal in all the sidewalls, it significantly reduces costly voids and air gaps.



Guardian Building Products
fiberglass insulation

What's New at Niehaus

Niehaus Home Center in Vincennes has recently installed a Congoleum Floor Covering Rack to accommodate roll vinyl. The display is made to

Stock Vinyl Floor Covering

hold 22 rolls of vinyl. The rack revolves to show the viewer the selection available and is sold by the lineal foot and priced by the square yard.

Congoleum products are durable and constructed to withstand the day-to-day family traffic through the home better than any other product. It is easy to clean and is resistant to wear and tear.

In addition to the selection of stock vinyl, Congoleum offers hundreds of colors and patterns that can be special ordered with a quick delivery time.



Project Center

The Project Center is a new area set aside for just that - projects - like pole barns, garages, decks and playground equipment. These projects are a little more time consuming than just purchasing materials to go. By providing a desk, a computer design program and brochures our sales people can spend the required time with the customer to provide a materials package customized to the customer's desires.

By purchasing material packages for particular projects, ensures the customer of getting the material needed, a total for the project, a plan and professional advice that helps the project reach completion with as little problems as possible.



The kitchen display kitchen in the front of our store has taken on a new look. The decor has been changed to carry out a "coffee" theme.

Rich coffee colors were chosen for primary and accent colors in the wallpaper, counter tops, woodgrain laminate flooring and warm wood accent cabinets.

To complete the decor, accessories like wall hangings, canisters, and other items were added to compliment the "coffee" theme.

New Kitchen Decor

Our WBM St. Louis Team



**Brian Childs -
Manager**

**Deb Dunn -
Operations
Manager**



St. Louis Employees:

Brian Childs - Manager
Roberta Craig
Bill Davis
Jane Deal
Patricia DiMercurio
Deb Dunn
Bill Egbert
Shannon Fischer
Darryl Frame
Steve Gerdeman
Barbara Jones
Juanita Lamparter
Tim Murry
Dave Nichol
Ken Pettry
Danny Pratt
Larry Puent
Jim Roe
Jan Warren
Andrew Westerman
Joy Whiteside
Trina Wulfert

Wholesale Building Materials offices and showrooms located in the Marilyn Heights area in St. Louis, Missouri.

Quarterly Planning Meeting

Last month the St. Louis planning team met for lunch and a review of the 38 points on the action plan that was identified at the first planning meeting in March. Brian Childs, St. Louis Manager, led the review of these action items. Many of them have already been implemented and the rest are in the process of more study. These action plan items will help with our customer service and the efficiency of our office operations.



Take Me Out To The Ballgame

On June 30th the Batter's Eye Suite at Busch Stadium was reserved to entertain our Aristokraft customers in St. Louis. They were treated to dinner and a game with the Cardinals' playing against the Colorado Rockies.

About 190 attended this game and enjoyed the camaraderie.



Kids write to God

Dear God, Please put another holiday between Christmas and Easter. There is nothing good in there now. - Amanda

Dear Mr. God, I wish you would not make it so easy for people to come apart. I had to have 3 stitches and a shot today. - Janet

Dear God, I like the story about Chanukah the best of all of them. You really made up some good ones. I like walking on water too. - Glenn

Dear God, My Grandpa says you were around when he was a little boy. How far back do you go? - Dennis

Dear God, Do you draw the lines around the countries? If you don't, who does? - Nan

Dear God, Please send Dennis Clark to a different summer camp this year. - Peter

Dear God, I keep waiting for spring, but it never did come yet. What's up? Don't forget. - Mark

Dear God, It is great the way you always get the stars in the right place. Why can't you do that with the moon? - Jeff

Dear God, You don't have to worry about me. I look both ways before I cross the street. - Dean

Dear God, Is it true that my dad won't get into heaven if he uses his golf words in the house? - Anita

Dear God, If you watch in church on Sunday I will show you my new shoes. - Elaine

Dear God, I am doing the best I can. Really! - Frank

Great Female Comebacks!

Man: Haven't I seen you someplace before?

Woman: Yes, that's why I don't go there anymore.

Man: So what do you do for a living?

Woman: I'm a female impersonator.

Man: Is this seat empty?

Woman: Yes, and this one will be if you sit down.

Man: Your place or mine.

Woman: Both. You go to yours and I'll go to mine.



Education Savings Accounts

As tuition and other educational expenses continue to increase, it is becoming more important than ever to start saving to finance your child's education, and an education saving account (ESA) is one viable option for doing so. Contributions to an ESA accumulate earnings on a tax-deferred basis, and distributions are tax and penalty free, as long as the funds are used for qualified education expenses. Additionally, contributions are nondeductible and discretionary - you do not have to contribute to the account every year.

An ESA can be established for any individual under the age of 18, but cannot be established for an unborn child. The balance of an ESA must be distributed within 30 days of the beneficiary reaching age 30. Should the beneficiary die or accumulate no qualified education expenses before the funds are used, the balance may be transferred to a qualified family member who has not yet attained age 30.

In order to be eligible to contribute the maximum \$2,000 per year to an ESA, your modified adjusted gross income must not exceed \$95,000 for single filers and \$190,000 for joint filers. Filers whose modified adjusted income falls in the phase out range of between \$95,000 and \$110,000 for single filers and between \$190,000 and \$220,000 for joint filers are only eligible to contribute a percentage of the contribution limit.

ESA contributions must be made by April 15, and regular contributions to an ESA must be made in cash, while transfers and rollovers from other ESAs may be made in securities. The financial institution determines the restrictions on the types of investment options offered by the ESA, and some allow you to choose among a list of pre-selected investments, including stocks, bonds, mutual funds, real estate, money market funds, and some coins.

Distributions from ESAs are tax-free when they are used for qualified educational expenses, which include certain elementary and secondary education expenses in addition to post-secondary education expenses. Distributions used for other purposes are subject to tax and an additional 10% early-distribution penalty fee if the distribution was taken from the ESA's earnings.

For more information about investing in an Education Savings Account, contact Kemper CPA Group.



Kemper CPA Group LLP
505 North 6th Street
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- HP adjustable sills
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Niehaus Home Center

Vincennes, IN

Robinson, IL

Terre Haute, IN


Aristokraft®
Designers


Ginger Welton



Kathy McCreary



Sue Fox



Mary B Robinson



Denise Butts



Becky Taylor

Kitchen & Bath Cabinets

For Professional Assistance - see the pros at one of our three retail locations.

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- Free estimates
- Affordable prices
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- Financing available
- Many styles in stock

Bring in your room measurements today.



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



Robinson, IL

Al Lepsi - an employee from Niehaus Home Center in Robinson, was chosen as the employee in profile this month. Al has been with our company for 6 years. Al wears several hats during his work day. He keeps the store stocked with merchandise, keeps it clean, loads small orders, and helps with unloading incoming freight.

Al had worked many years in grocery food management before coming to work at Big Buck (now Niehaus Home Center). He was an Assistant Manager for a store in Lyons, Illinois for 11 years, and a frozen food and night manager in a local food store in Robinson for several years. He was born and grew up in Stickney, Illinois in the suburbs of Chicago. He graduated from Morton West High School and attended Morton Junior College.

He and his wife, Karen, together have a family of five children. He says his family has grown to include 5 (and one on the way) grandchildren and 4 step-grandchildren. He likes fishing for blue gill in the Spring and attending festivals in the Fall.



Vincennes, Indiana

Robert Spade - "Beau" as he is known by his friends and family, is our employee in profile this month from Wholesale Building Materials in Vincennes. Beau joined our company in November of last year. He works in the cabinet warehouse, unloading the semi trailers of cabinets coming in from Jasper. He helps organize the incoming loads and also helps reload the cabinets on trucks going out for delivery to dealers.

Before coming to work at WBM he had worked for Raben Tire, Vincennes University, and his own roofing business. He was born in Sullivan and grew up in Vincennes. He is a graduate of Robinson High School, attended Lincoln Trail College where he took General Studies.

Beau and his wife, Jill, have an 18 month old son - Joseph Trevor - and are expecting a second son any day. Jill just graduated from Nurses Training last week! They have recently purchased a home in Vincennes. Our congratulations to both on all of their accomplishments and hard work.



Vincennes, Indiana

Matt Conover - is a member of the insulation installation crew at Niehaus Home Center in Vincennes. They install blow-in fiberglass insulation in walls and attics in new homes before they reach the finishing stages of construction. Matt also is the driver for the crew. He has been with our company since November of last year.

Before coming to work for our company, he had worked for ATS - a company in Lawrenceville, that manufacturers seats for the Toyota company in Priceton, Indiana.

Matt was born in Robinson, IL and grew up in Palestine, IL. He is a graduate of Palestine High School. He attended Lincoln Trail College where he studied Telecommunications. Matt is single, and now lives in Vincennes. Some of the things he likes to do is work on vehicles - mechanical and body work. He also likes fishing, hunting and most things guys his age likes to do.



St. Louis, MO

Deb Dunn - is the WBM employee in profile for this month. Deb is the Operations Manager at the St. Louis division of Wholesale Building Materials. She has been with our company since it opened in July of 1996 and has been an integral part in the rapid growth and success of the company.

Deb was born and grew up in St. Charles, Missouri. She graduated from Duchesne High School and attended St Charles Community College and St Louis University. She had worked for Wilke Windows and Doors and had been a 10 year employee for Central Hardware Company before coming to work for WBM.

Deb says she is an outdoor type person, enjoys playing golf and all outdoor activities. She and her husband Dick reside in Jefferson County and are planning to build a new home next year. They own a pair of Bloodhounds - Rastus and Sunny - that Deb says she enjoys spending time with.

Niehaus News

Niehaus Home Center
1023 Main Street
Vincennes, IN 47591

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47591
Permit No. 32

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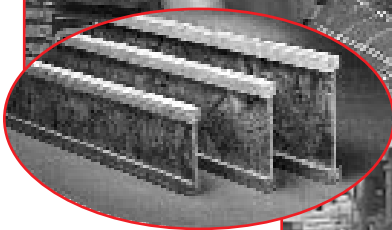
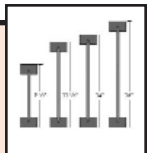
AdvanTech Flooring with Fastening Guides makes hitting the joists easy. High quality I-Joists with MSR lumber flanges mean a cost-effective, high-performance AdvanTech system.

Weatherability

Flooring and Rim Boards won't warp, cup or delaminate. I-joist with AdvanTech web won't swell, which means no flange splitting.

I Joists

Made with high strength, moisture resistant AdvanTech formula web-stock, which means no flange splitting.



Meet the Engineered Lumber Team: Eric Feagley, John Harrison and Cleto Yochum.

Niehaus Home Center

Robinson, IL
618-544-2138

Terre Haute, IN
812-544-1050

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