

# ◆ Niehaus News ◆

July/August 2006

Volume 45, Issue 7/81



- Vincennes IN



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



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



- Vincennes, IN

## WBM and MasterBrand Meet in Nashville

### Meeting Sets New Goals For The Growing Nashville Market.

The Executives of WBM and MasterBrand Cabinets met last month in Nashville for a strategic planning meeting focused on how to increase their market share in the Nashville area.

Many national companies have moved their corporate headquarters to Nashville recently - some saying Nashville is the new Atlanta. Needless to say, WBM and Masterbrand are very interested in this growth.

The meeting set in motion three strategies to increase our market share. Number one - locate a MasterBrand Representative in the Nashville market exclusively. Number two - target builders who are not buying from MasterBrand now. Number three - use several new



*Seated left to right - Ken Wigand - Vice President of MasterBrand, Butch Niehaus - President WBM, Bernie Niehaus - C.E.O. WBM, Greg Stoner - Group President MasterBrand, Trace Ragland - MasterBrand Representative, Martin VanDoren - Executive Vice President MasterBrand, Steve Rooker - Sales Manager WBM Nashville, Kim Terry - Operations Manager WBM Nashville, and Don Kirby - General Manager, WBM Nashville*

### Featured In This Issue:



Splinters.....	Page 2
Employee Updates.....	Page 3
Top Shop.....	Page 6
Scott McCrary New Salesman.....	Page 8
Employee's in Profile.....	Page 11

## Splinters by Bernie Niehaus Chairman of the Board



### Grandpa Ben

My Grandpa Ben and my father, Frances, started Niehaus Planing Mill 73 years ago - the origin of our business today. Ben Niehaus was an inventive sort and very skilled with mill machinery. He loved working with farmers. Ben would be down at the mill at 5:30 in the morning turning binder rollers for the wheat farmers and hot bed sashes for the melon farmers, in addition to planing their rough lumber.

Grandpa Ben's inventiveness sometimes got him into big trouble. Clayton Miller, his long-time mill assistant, told this story on him. In the 1940's plastic wood for filling holes in wood was just being marketed. Well, Grandpa Ben tried to fix his false teeth with plastic wood. As Clayton explained it, it was quite a mess trying to get the teeth and plastic wood out of his mouth.

I remember working in the old mill shop during my grade school and high school years. Grandpa Ben was a genius with the mill machinery. We had a five-head moulding machine with hundreds of knives to fit it, hanging on the wall. He would spend a half day setting up this moulding machine with certain knives on the five heads, depending of what moulding he was going to run. I especially enjoyed watching him run the wide crown mouldings.

**“ This was a special time - just Grandpa and me.”**

In 1944, after my father died, Grandpa became a real part of our family and was a real father figure to me. He lived next to the corner house at 10th and Vigo Streets, which was a block from the lumber company and our house on 10th and Broadway. My mother would invite him to eat Sunday dinner at our house with her, my sister Sonie, and me. I will always remember sometime in the late 1940's, after school one day when we were at the lumber company, Grandpa leaned over and whispered in my ear “One day you will head up this company.”

Grandpa loved to fish and on many occasions, I would get to go with him. He had one favorite fishing hole - “Rusch's Pond” - owned by Louie, Dick and Joe Rusch. He would always call Betty, Louie's wife, and ask permission before he went fishing at the pond. This was a special time - just Grandpa and me.

This last fall it seemed as if history was repeating itself. I was fishing with Ben again - my grandson - while we were at our cabin at Kentucky Lake. This Ben is the son of David and Maggie Niehaus. I hope over the next few years that I will be able to make more time to fish with all my grandchildren, and let them get to know me, as I did my Grandpa Ben.

*Bernie*

### Food Facts

Fun food trivia with facts that you may know or you may not be sure you want to know!

- Q: How many rows does an ear of corn have?  
- 12 13 always an odd number  
always an even number
- Q: When did the first pizzeria open?  
- 1830 1919 1926 1953
- Q: How many apple varieties are grown in the World?  
2500 7500 5300 never been counted
- Q: What was at one time the single most expensive seasoning in the world?  
- salt basil pepper garlic
- Q: The hot dog as we know it was invented in?  
- 1900 1901 1902 1903
- Q: The first strawberries were discovered in?  
- England France Virginia China
- Q: What did original recipe for Russian Dressing include?  
- relish caviar tomato poppy seeds
- Q: French fries are from?  
- France Belgium America Swiss
- Q: The inside of a banana is?  
a berry a fruit a vegetable an herb
- Q: What type of milk does not curdle?  
- goat milk cow milk human milk camel milk

Answers: on page 8

### Did You Know ?

- Charcoal was invented in the early 1920s by automobile-king, Henry Ford. Natural lump charcoal was a by-product created when he began manufacturing his own wood alcohol. The lump charcoal was eventually ground and combined with starch and formed into the uniform, pillow-shaped briquets we buy today; Thomas Alva Edison actually designed the first charcoal briquet plant for his friend Ford.
- Did you know there are over 15,000 varieties of rice?
- Did you know that Brazil Nuts are only grown in Rain Forests?
- Did you know that butter is one of our oldest foods?
- Did you know that cabbage is 91 percent water?
- It takes nearly 2,000 coffee cherries to provide enough beans for a pound of roasted coffee!

## Birthdays

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

### July

Andy Westerman	July 3
Robert Wolfe	July 9
Tim Murray	July 10
Joseph Byreley	July 14
Erin Kirby	July 14
Eric Bickett	July 15
Clete Yochum	July 16
Barbara Jones	July 17
Mary Smith	July 21
Mark Webster	July 26
Dana Smith	July 27

### August

Darryl Frame	Aug. 1
R.J. Raines	Aug. 2
Gary Gray	Aug. 3
Shannon Hopwood	Aug. 7
Ken Doades	Aug. 8
Ryan Hutchinson	Aug. 9
Mike Welsh	Aug. 12
Michael Jones	Aug. 12
Janice Warren	Aug. 15
Amanda Tucker	Aug. 15
Doug Dafron	Aug. 17
Larry McCoy	Aug. 18
Stephen Kahre	Aug. 20
Chris Cresgy	Aug. 22
Nicholas Miller	Aug. 26
Randall Wissel	Aug. 26
Brian Lett	Aug. 27
Brenda Malone	Aug. 27
Mike Worland	Aug. 30
Stephanie Rochelle	Aug. 31

### Happy Birthday!

The place with the most number of rainy days per year is Mount Wai'ale'ale on Kauai, Hawaii – up to 350 days. The longest time that a place remained without rain was Arica, Chile – from October, 1903 to January, 1918 – 14 years!

## Niehaus News

This newsletter is the official publication of events and activities of Niehaus Companies, Inc. which include Niehaus Home Centers (Vincennes, IN, Terre Haute, IN and Robinson, IL,) Wholesale Building Materials (Vincennes, IN, St. Louis, MO and Nashville, TN), and is published 12 times per year.

**Editor/Photographer/Writer:** Sherry Cummins, **Advertising Mgr.**  
Niehaus Companies, Inc.

## New Employees

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

Adam Vieck - WBM, Vincennes  
A.J. Miles - Niehaus, Vincennes  
Charles Able - WBM, Vincennes  
John Mansfield - Niehaus, Vincennes  
Bradley Newbold, Niehaus, Terre Haute

## THE STUPID SIGN

Stupid people should have to wear signs that just say, "I'm Stupid." That way you wouldn't rely on them, would you? You wouldn't ask them anything. It would be like, "Excuse me...oops...never mind, didn't see your sign."

- It's like before my husband and I moved. Our house was full of boxes and there was a U-Haul truck in our driveway. My neighbor comes over and says, "Hey, you moving?" "Nope. We just pack our stuff up once or twice a week to see how many boxes it takes. Here's your sign."

- A couple of months ago I went fishing with a friend of mine, we pulled his boat into the dock, I lifted up this big ol' stringer of bass and this idiot on the dock goes, "Hey, y'all catch all them fish?" "Nope. Talked 'em into giving up. Here's your sign."

- I was watching one of those animal shows on the Discovery Channel. There was a guy inventing a shark bite suit. And there's only one way to test it. "Alright, Jimmy, you got that shark suit on, it looks good... They want you to jump into this pool of sharks, and you tell us if it hurts when they bite you." "Well, all right, but hold my sign. I don't wanna lose it."

- Last time I had a flat tire, I pulled my truck into one of those side-of-the-road gas stations. The attendant walks out, looks at my truck, looks at me, and I SWEAR he said, "Tire go flat?" I couldn't resist. I said, "Nope. I was driving around and those other three just swelled right up on me. Here's your sign."

## Anniversaries

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

### July

Carl Hensley	28 Years
Bill Stevens	17 Years
Shawn Brothers	8 Years
Steve Rooker	8 Years
Dana Smith	5 Years
Craig Sims	5 Years
Tracy Catt	5 Years
Mike Leydet	4 Years
Tony Jamaro	4 Years
Brian Lett	3 Years
David Cole	3 Years
Eric Bickett	2 Years
John Starnes	1 Year
Raymond West	1 Year

### August

Ken Doades	31 Years
Clete Yochum	26 Years
Danny Harrington	19 Years
Judy Detty	18 Years
Susan Sanders	8 Years
Brian Smith	8 Years
Randy Stephens	8 Years
Ron Gaines	8 Years
Gary Chillingworth	7 Years
Albert Lepsi	7 Years
Mike Montgomery	4 Years
William Davis	3 Years
Wayne Tracy	2 Years
Julie Kays	1 Year
Curtis Martin	1 Year
Gene Green	1 Year

### Congratulations!

## NOT ON OUR MAILING LIST?

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



## Contractor Appreciation Golf Outings Terre Haute/ Robinson, Vincennes

The dates for the Niehaus Home Centers annual Contractors Appreciation Golf Outing have been scheduled - the outing for Robinson/Terre Haute will be at Idle Creek Golf Course on **September 14**, and the one for Vincennes will be at the Bicknell Country Club on **September 21**.

This will be the 8th annual outing - and each year the participation tends to grow. This is a fun day, and our way of showing our contractors that we appreciate their business. Many of our key vendors attend, and this gives them both an opportunity to meet and learn more about each others business needs.



*Beginner or pro - made no difference - a good time was had by all!!!!*



*Golfers enjoying dinner after a hard day on the golf course!*



## EVER WONDER WHY?

- How come wrong numbers are never busy?
- Do people in Australia call the rest of the world "up over"?
- Does killing time damage eternity?
- Why is it that night falls but day breaks?
- Why is the third hand on the watch called a second hand?
- Why is lemon juice made with artificial flavor, and dish washing liquid made with real lemons?
- Why do they put Braille on the drive-through bank machines?
- Daylight savings time. Why are they saving it and where do they keep it?
- Did Noah keep his bees in ArcHives?
- Do pilots take crash-courses?
- Do you think that when they asked George Washington for ID that he just whipped out a quarter?
- Have you ever seen a toad on a toadstool?
- How can there be self-help "groups"?
- How do you get off a non-stop flight?
- How do you write zero in Roman numerals?
- If blind people wear dark glasses, why don't deaf people wear ear muff?
- If tin whistles are made out of tin, what do they make fog horns out of?
- If you shouldn't drink and drive, why do bars have parking lots?
- Why do they call it "chili" if it's hot?
- One tequila, two tequila, three tequila, floor.
- The main reason Santa is so jolly is because he knows where all the bad girls live.

## Guardian Fiberglass Insulation

**WE INSTALL**

**GUARDIAN FIBERGLASS INSULATION**

- Insulation is a good invest ment.
- Cost effective and energy efficient.
- High R-Values
- Non-combustible
- Non-corrosive
- Inorganic - does not promote fungus growth
- Contains NO asbestos



**UltraFit. . .the ultimate in home insulation.**

The ultraFil wall system is unique in that it combines UltraFit, specially designed fiberglass insulation, with 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

## Signs That Make You Say . . . . hmmmmmm?

- "Open seven days a week. Closed Sundays." -- On the bottom of a pizza parlor's take-out menu.
- "Parking for drive-through customers only." -- A sign at a McDonald's in California.
- "We are Handicapped - Friendly. For example, if you are blind, we will read the menu for you." -- A notice in a restaurant.
- "Eat Here - Get Gas" -- Sign at a gas station.
- "Our Infamous Steaks" -- A sign at a restaurant in Raleigh, NC.
- For Sale: Wedding dress, size 12, worn once by mistake.
- From the safety information card in America West Airline seat pocket: If you are sitting in an exit row and can not read this card, please tell a crew member.
- On Interstate 5 in San Diego, one of those big green signs reads: "Cruise Ships Use Airport Exit."
- "Hot drinks to take out or sit in." -- A sign on a cafe.
- In a Norwegian cocktail lounge: Ladies are requested not to have children in the bar.
- Madrid Hotel: Peoples will left the room at midday of tomorrow in place of not which will be more money for hole day.
- OUTSIDE A MEXICO CITY DISCO: Members and Non-Members Only.
- SIGN ON A FERRY IN SAN JUAN HARBOR: In case of emergency, the lifeguard are under the seat in the center of the vessel.
- On a long-established New Mexico dry cleaners: 38 years on the same spot.
- On a New York convalescent home: For the sick and tired of the Episcopal Church.
- Outside a country shop: We buy junk and sell antiques.
- NASTY RESTAURANT (Was the Dynasty restaurant but the sign broke. The sign is about 10ft in the air and about 2ft tall. It's hard to miss).
- On the menu of a restaurant: Blackened bluefish.
- On the walls of a Baltimore estate: Trespassers will be prosecuted to the full extent of the law. -- Sisters of Mercy

## Wood Composite DECKS

**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. Deep wood grain appearance. 3 colors in stock - cedar, redwood or gray.

Available in:

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**NIEHAUS**  
HOME CENTER

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

# Meet The Top Shop Craftsmen - fabricators of custom



Front row: Ron Gaines, Ray West, Tim Morris, Kevin Grostefon  
 Back row: Mike Jones, Cody Meeks, Jonathan Worland, Steven Taylor, Brian Smith (Steve Lanning was absent at the time of this photo.)



Brian Smith - Top Shop Sales Manager

The Top Shop, located at the Wholesale Building Materials site, has been in business for 11 years now. It was built with state-of-the-art equipment - the latest in everything it takes to build custom laminate counter tops for kitchens, baths, bar tops and many other applications.

In addition to the equipment, it takes skilled craftsmen to turn out these beautiful laminate tops - from post formed, to custom beveled edges and special shapes. We are proud of our Top Shop Crew - 10 skilled guys that produce beautiful custom counter tops.

The Top Shop stocks over 1,000 laminate slabs in many, many colors with even more available by special order. The newest thing in counter tops is the ability to under-mount sinks, as opposed to the old styles of sinks that was dropped in a cut-out in the top. The undermount is an application method that mounts the sink from under the top, eliminating any edge on top for a seamless one piece look.

Jonathan Worland is the Top Shop Operations Manager, and Brian Smith the Sales Manager.



Jonathan Worland - Top Shop Operations Manager



Ray West sprays the laminate sheets with glue before applying to backing.



Steve Lanning putting the finishing touches on a custom bar top.



Steve Taylor getting a top ready to attach the miter.

# laminite kitchen, bath and bar counter tops

*The Top Shop is laid out with ample space, the best machinery and ventilation to give the crew plenty of space to produce the many counter tops created each day.*



## Laminite Counter Tops

Laminite offers hundreds of design choices, all at an affordable price. Laminite is also durable, easy to maintain and can be used in many settings - kitchens, baths, kid's rooms and laundry rooms - even walls and doors. Laminite counter tops is a good choice for many homeowners, and the Top Shop craftsmen fabricate the best.



*Kevin Grostefon working on an undermount sink application to laminite top.*



*Mike Jones applying laminite surface to counter top backing.*

The new undermount method of attaching a - Karran solid surface sink to laminite gives the appearance of a seamless one-piece top.



*Top Shop craftsmen at work producing custom made counter tops.*



*Ron Gaines working on a custom laminite counter top.*



*Tim Morris and Cody Meeks - top shop craftsmen - at one of the assemble tables.*



*Precision cuts are made with a lazer saw - there is no room for error.*



*Over 1,000 laminite slabs in stock at the Top Shop*



## Kids' Ideas About Love

Kids, aged 5 to 10, were asked questions about what they thought of love and marriage. Here's what they said.

- "I think you're supposed to get shot with an arrow or something, but the rest of it isn't supposed to be so painful." -- Manuel, age 8
- "No one is sure why it happens, but I heard it has something to do with how you smell. That's why perfume and deodorant are so popular." -- Mae, age 9
- "On the first date, they just tell each other lies, and that usually gets them interested enough to go for a second date." -- Mike, 10
- "My mother says to look for a man who is kind. That's what I'll do. I'll find somebody who's kinda tall and handsome." -- Carolyn, age 8
- "One of you should know how to write a check. Because, even if you have tons of love, there is still going to be a lot of bills." -- Ava, age 8
- "When somebody's been dating for a while, the boy might propose to the girl. He says to her, 'I'll take you for a whole life, or at least until we have kids and get divorced.'" -- Anita,
- "I'm not rushing into being in love. I'm finding fourth grade hard enough." -- Regina, age 10
- "Most men are brainless, so you might have to try more than once to find a live one." -- Angie, age 10
- "A man and a woman promise to go through sickness and illness and diseases together." -- Marlon, age 10
- "Love is foolish...but I still might try it sometime." -- Floyd, age 9
- "Love will find you, even if you are trying to hide from it. I been trying to hide from it since I was five, but the girls keep finding me." -- Dave, age 8
- "Lovers will just be staring at each other and their food will get cold. Other people care more about the food." -- Brad, age 8
- "They act mooshy. Like puppy dogs, except puppy dogs don't wag their tails nearly as much." -- Arnold, age 10
- "All of a sudden, the people get movies fever so they can sit together in the dark." -- Sherm, age 8
- "Romantic adults usually are all dressed up, so if they are just wearing jeans it might mean they used to go out or they just broke up." -- Sarah, age 9
- "It's love if they order one of those desserts that are on fire. They like to order those because it's just like how their hearts are -- on fire." -- Christine, age 9
- "See if the man picks up the check. That's how you can tell if he's in love." -- John, age 9

### is your desktop a disaster area?

Eating at your desk might save time, but it could cost you sick days if you aren't careful. Shockingly, office desktops typically have 400 times more bacteria than toilet seats, according to research by Charles Gerba, Ph.D., professor of environmental microbiology at the University of Arizona. Philadelphia dietitian Atlthea Zanecosky shares her tips to help keep your lunch germ-free.

- Always wash your hands before and after lunch, and swipe your desk with a disinfecting wipe.
- Refrigerate a bagged lunch within two hours of preparation. If you can't, store it with a cold pack.
- Put leftovers in the fridge promptly, and eat or discard them within three to five days, or within three days for fish.
- Find out how long that spread has been on the conference table. If it's more than two hours, pass (exception: breads, fruits, veggies, hard cheeses and cooked foods on Sterno that remain warm.)

## Scott McCrary Is New WBM North Territory Salesman

Scott McCrary has recently been appointed to an outside sales position for the Northern Territory, which includes Indianapolis, Lafayette, Crawfordsville area, and Northern Illinois.



Scott  
McCrary

WBM General Sales Manager, Jerry Burch has completed training Scott for his new position. He will be calling on dealers - selling the products that WBM handles - of which the two major lines are Therma Tru Doors and Aristokraft Cabinetry.

Scott has been with our company for two years. He had been our Therma Tru Door Field Service Representative at WBM, so he has a working knowledge of Therma Tru and the other WBM product lines. Our congratulations and best wishes to Scott in his new position.

### Answers:

1. always an even number.
2. 1830
3. 7500
4. pepper
5. 1901
6. Virginia
7. caviar
8. Belgium
9. berry
10. camel

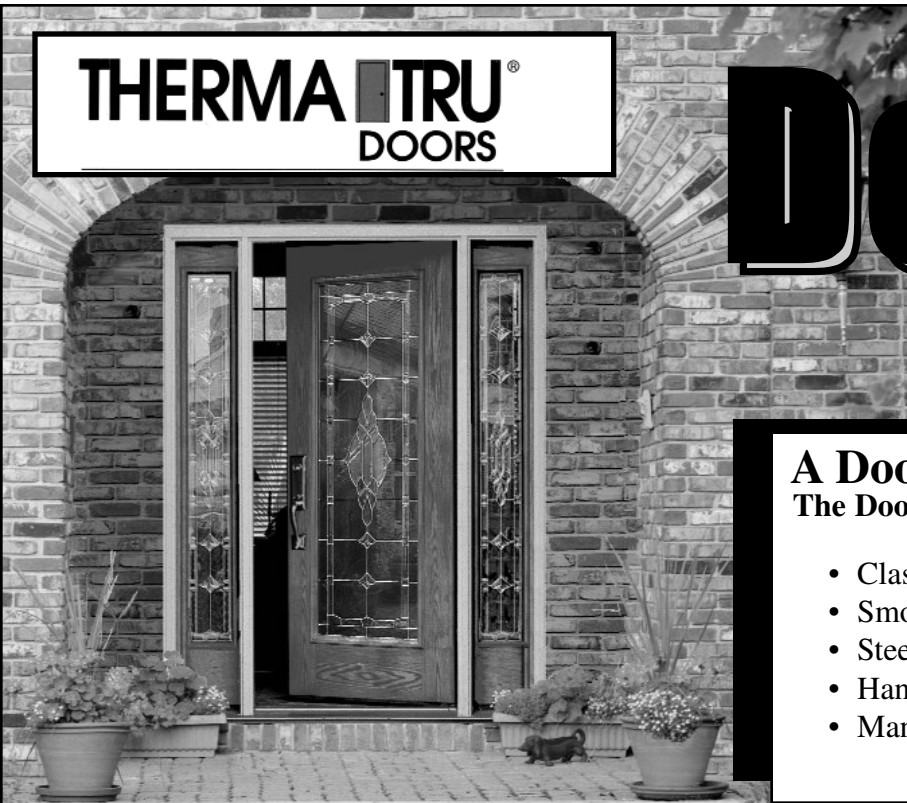
God made relatives;  
Thank God we can choose our  
friends





**THERMA TRU<sup>®</sup>**  
**DOORS**

# DOORS



## **A Door For Every Home** **The Door System You Can Believe In.**

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- Smooth-Star
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501 S. Howard St. Robinson, IL



1023 Main St. Vincennes, IN



1110 Ft. Harrison Rd. Terre Haute, IN

## Would You Like Fries With That?

- This happened at a local fried chicken shack.  
Customer: "I'll have a half dozen chicken nuggets."  
Waitress: "I'm sorry, we don't have a half dozen. You can only order six, nine, or twelve."  
Customer: "Well, ok, I'll have six then."
- "Is there chicken in your vegetarian gumbo?" -- Asked of a waitress.
- "Would you like cream and sugar with that?" -- Asked by a waitress when a customer specified orange juice instead of coffee as part of a breakfast meal.
- "Do you want cheese on that?" -- Asked when a customer ordered a plain cheeseburger.
- "You want fries with that?" -- Asked When a customer ordered an apple turnover.
- "How much is the \$1.99 popcorn chicken?"
- "Is the honey mustard sauce sweet?"
- "Would you like the sale price?" -- A fast food worker, asking how a customer would like to pay for his order of two special sandwiches.
- "Don't you guys have them 99 cent Whoppers?" -- Asked of a Taco Bell cashier.



- "Is there any meat in the veggie rolls?"
- "I'm sorry, we only have six inch and foot long subs." -- A waitress, when asked for a 12 inch sub.
- "Would you like to care for a cup of coffee?" -- A waitress.
- "Which of these coffees did you want with cream and sugar?" -- Asked of a customer who had ordered two coffees, one with cream and sugar and one without.
- "Is this for here or to go?" -- Asked of a Dairy Queen customer at a drive-through window.
- "What's the difference between the 1/4 pounder and the 1/3 pounder?"
- "What's the difference?" -- Asked of a waitress when asked if the customer would like breadsticks with or without cheese.
- "Sir, we only have one thousand island dressing." -- A waitress, when asked for two thousand island dressings.
- "How many pieces are in the eight piece chicken deal?"
- "Does your ice cream contain dairy products?" -- A customer at the drive-through of a fast food restaurant.

*If They Don't Have Chocolate in Heaven, I Ain't Going*

**ATRIUM**  
WINDOWS AND DOORS



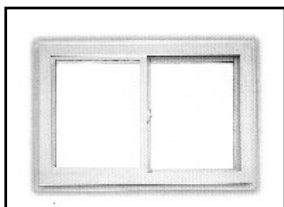
# Vinyl Windows

- **Engineering Excellence**
- **Fast, Easy Installation**
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### THE VINYL ADVANTAGE

Vinyl is the ideal material for engineering high-performance, energy-efficient windows that are both beautiful and practical. Vinyl is virtually maintenance free. It never needs painting or refinishing. No scraping peeling paint or replacing rotting wood. Vinyl is perfect for constructing tight seals that seal out leaky drafts. So, you save on heating and cooling costs all year.

**We will come measure for you!**



## Employees In Profile



Vincennes, Indiana

**Ron Cardinal** - is employed at Wholesale Building Materials in Vincennes and has been with our company for two years. Ron wears several hats at WBM - he drives a semi to Nashville and St. Louis when needed, he helps load and unload trucks, maintains the semi trailers and keeps them ready for the road - checks brakes, lights, tires, etc.

Before coming to work for WBM, Ron had worked for ADM Elevator in charge of maintenance, and also had worked for Integrated Agriculture as a farm manager. Ron was born and grew up in the Vincennes area. He is a graduate of South Knox High School and later took the Purdue University short course in Agriculture.

Ron, and his wife Amy, have a son - Lawrence is 23. He says he enjoys spending his leisure time with his friends and family.



Vincennes, IN

**Jon Byrnes** - is one of our four outside salesmen for our Contractor Division at Niehaus in Vincennes. Jon has been with us for the past 2-1/2 years. He calls on his regular contractor customers, does estimating, and works up quotes for them.

Jon has had 28 years in the building materials trade. He had worked for Wickes for 26 years before joining our company. Jon was born and grew up in the Vincennes area. He is a graduate of Lincoln High School.

Jon and his wife Debbie have very interesting hobbies. Debbie is an international judge for cat shows and travels all over the world. She and Jon own show cats of which one was judged as the #2 cat in the nation twice, and one that won #3. They also raise Japanese Koi fish. Jon is also into antiques - some furniture, but mostly Black Americana Collectibles of which he has an extensive collection. Between them, they keep quit busy with their in hobbies and outside interests.



Robinson, IL

**Gary Chillingworth** - is employed at the Niehaus Home Center at Robinson, IL. He has been with our company for seven years. Gary is an inside salesman and primarily caters to walk-in customers.

He was born in Amityville, New York. His family moved to the Robinson area when he was a small child. His father was transferred to the Briggs plant in Robinson, and that is where he grew up. He too, went to work for Briggs when he was 18 years old and remained working for the company for 27 years until the plant shut down 7 years ago.

Gary has a 27 year old son, Brad and a new grandson - Xander, who is 4 months old. Gary said he likes camping, fishing, and is an avid NASCAR fan. He says his love of racing goes back many years (he won't say how many) to the days when he actually drove dragster. But now days, he just watches the races and roots for this favorite NASCAR driver.



Nashville, TN

**Joe Byerley** - is our featured WBM employee from Nashville this month. Joe joined our company three months ago. He is a delivery driver - making deliveries of cabinetry to contractors and builders in the Nashville area. Before coming to WBM, Joe had been an over-the road driver for the J.B. Hunt Company, going coast to coast and every place in between. He says he hauled everything from melted down batteries to laundry detergent. He also spent 9 years in the US Army as an infantryman and was stationed in several bases in the U.S. and spent a year in Iraq.

Joe was born and grew up in Lake Isabella, California. He is a graduate of Kern Valley High School. He and his wife, Desire, have three children. Caleb is 10, Alexis is 7, and Hunter is 5. They reside in Dixon, Tennessee. As most guys do, Joe enjoys anything outdoors - like fishing, off roading, and other outdoor activities.

# Niehaus News

Niehaus Home Center  
1023 Main Street  
Vincennes, IN 47591

Presorted  
Standard  
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47591  
Permit No. 32



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## Solutions

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**36" SuperCabinet -**  
Configured to provide the most versatility for the widest variety of uses, it's an ideal cabinet for the organizing and a must-have in any kitchen.



**Roll-out Bases with lid organizer -** Two shelves keep pots, pans, and plastic containers of various sizes organized, while a special removable insert keeps lids handy.



**30" Base SuperCabinet -** A compact version of the Super-cabinet that provides versatile storage for smaller spaces. Select the wire pullout for either the left or right side.



**24" Wood Utensil Organizer -** The most flexible way to



**New! Optional Features Available**

- Full height doors in bases
- Full depth shelves
- Base transitions from 24" to 12" deep
- Rouge finish on cherry wood
- New "Saddle" color on maple, birch, hickory, cherry, or oak.
- "Saybrook" style - raised panel birch doors.

Come see our designers for an estimate on a new kitchen or bath.

## Niehaus Home Center

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