

◆ Niehaus News ◆

July/August 2003

Volume 42, Issue 8

**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



Wholesale Building Materials, located at 100 Elkhorn Road in Vincennes, Indiana. The business sits on a 60 acre site and employs approximately 80 people.

Wholesale Building Materials is a continually growing division of Niehaus Companies. It sits on a 60 acre site on Elkhorn Road in Vincennes.

It serves as the distribution center for Aristokraft Cabinetry, Roseburg Engineered Lumber, The Therma-Tru Door Mill, the Top Shop, the Karran Sink Distribution Center, building materials warehouse, and corporate accounting headquarters.

WBM serves dealers in Indiana, Illinois, Kentucky, Tennessee and Missouri with products like doors, cabinetry, lumber, building materials, Karran sinks and much more.

Butch Niehaus, President of Niehaus Companies, oversees WBM. Eric Niehaus serves as Vice-President of Operations. David Niehaus, Vice-President of Sales is in charge of the retail sales at Niehaus Home Center and the Big Buck stores.



The Top Shop - manufacturing of laminate counter tops.



The Therma-Tru Door Mill where custom doors are assembled.



**Niehaus Companies
1933 -2003**

Splinters by Bernie Niehaus Chairman of the Board

Advertising and Marketing

Over the last 40 years the most exciting and fun part of our business was the advertising and marketing. In my senior year at Michigan State, I had an excellent professor in marketing, and also in advertising. In my advertising course, I would work out ads for

our lumber company and send them back to the Vincennes newspaper. I think my professor liked this actual experience, because I got an "A" out of the course.

During the early sixties, we used a cartoon-like character in our newspaper ads called "Bill Ding" (Building). I had a likeness of the Bill Ding character built out of plywood. He had a box-like body, with cutouts for the armholes, a round head with eyes and mouth. We would use the Bill

Ding suit for special promotions and parades. One 4th of July Parade, I wore the bright yellow box and marched down Main St. and back down Hart St. It was 90 degrees and before the parade ended, I thought I was going to have a heart attack. Later as my kids grew up, they would put the suit on and parade up and down in front of our store to draw traffic.

Over the years, we have used many promotions. One year for a Labor Day Sale, we gave away two truckloads of watermelons. One melon with each \$10.00 purchase. For another promotion we bought 300 spruce saplings for a "Spruce Up Your Home Sale." We bought 500 hockey sticks at a bargain price one year, and our timing was perfect with a real cold weekend.

We had sky divers land in our parking lot for a promotion - but we never got many people in the store. Several of our promotions were not very successful - two were real duds - marbles and panty hose. The kids were supposed to bring their parents in and get a handful of marbles. The kids came in, but not the parents. Panty hose was definitely a bust - they just didn't go in a lumberyard.

However, many of our promotions did work and they certainly brought in store traffic. But another real benefit of all these promotions was, it made our store a fun place to work.

"Several of our promotions were not very successful - two were real duds - marbles and panty hose."

Bernie

Things you won't see on Hallmark Cards

OUTSIDE: As the days go by, I think of how lucky I am.....

INSIDE: That you're not here to ruin it for me.

OUTSIDE: If I get only one thing for Christmas....

INSIDE: I hope it's your sister.

OUTSIDE: Looking back over the years that we've been together, I can't help but wonder....

INSIDE: What the heck was I thinking?

OUTSIDE: When we were together, you always said you'd die for me.

INSIDE: Now that we've broken up, I think it's time you kept your promise.

OUTSIDE: If you ever need a friend...

INSIDE: Buy a dog.

OUTSIDE: The holidays are a great time to be with family...

INSIDE: Of course, your family won't be with you, since I'm taking the kids and moving in with my sister, you cheating devil!



Photo of the "Bill Ding" character we used in the '60's to promote our business. He made appearances on special occasions like parades and weekend sales events.

Birthdays

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

JULY

John Sullivan	July 2
Jason Campbell	July 3
Andy Westerman	July 3
Timothy Wiggins	July 6
Martha Olker	July 8
Tim Murray	July 10
Michelle Clinard	July 11
Clete Yochum	July 16
Barbara Jones	July 17
Diana Adams	July 19
Mary Smith	July 21
Mark West	July 24
Dana Smith	July 27
Molly Crabb	July 28
Fred Robinson	July 29

AUGUST

Darryl Frame	Aug. 1
James Lilly	Aug. 2
Matt Freeman	Aug. 6
Lloyd Stangle	Aug. 7
John Adams	Aug. 7
Ken Doades	Aug. 8
Michael Welsh	Aug. 12
Michael Jones	Aug. 12
Larry McCoy	Aug. 18
Ray Reynolds	Aug. 26
Michael Worland	Aug. 30

Happy Birthday!

New Employees

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

Joseph Slopsema - Niehaus Home Center
 Paul Sherman - Niehaus Home Center
 Tim Ramsey - WBM, Vincennes
 Michael Bruce - WBM, Nashville
 Kyle Chilton - Big Buck, Terre Haute
 Brett Wickens - WBM, Vincennes
 Sherry Simmons - WBM, St. Louis
 Delbert Marlar - Big Buck, Terre Haute

Welcome!

Anniversaries

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

JULY

Carl Hensley	25 Years
Bill Stevens	14 Years
Deborah Dunn	7 Years
David Stewart	7 Years
Shawn Brothers	5 Years
Steve Rooker	5 Years
Mike Adams	2 Years
Craig Sims	2 Years
Dana Smith	2 Years
Trina Wulfert	2 Years
Tracy Catt	2 Years
Lloyd Stangle	2 Years
Tony Jamer	1 Year
Mike Leydet	1 Year
Michael Weber	1 Year

AUGUST

Clete Yochum	23 Years
Dan Harrington	16 Years
Judy Detty	15 Years
Lynn McCleave	13 Years
Ron Gaines	5 Years
Susan Sanders	5 Years
Brian Smith	5 Years
Randy Stephens	5 Years
Alan Smith	4 Years
Gary Chillingworth	4 Years
Tim Boone	4 Years
Dominic Pendino	4 Years
Mike Montgomery	1 Year

Congratulations!

Get Well Wishes

to

Dana Smith

Here's wishing you a speedy recovery



When does this start saving money for us?

Marriage is not a word. It is a sentence - a life sentence.

Marriage certificate is just another word for a work permit.

Marriage is a thing which puts a ring on a woman's finger and two under the man's eye's

CONGRATULATIONS!

Keith & Cheryl Fox
on the birth of their baby son
Trey Allen
Born June 18

Niehaus News

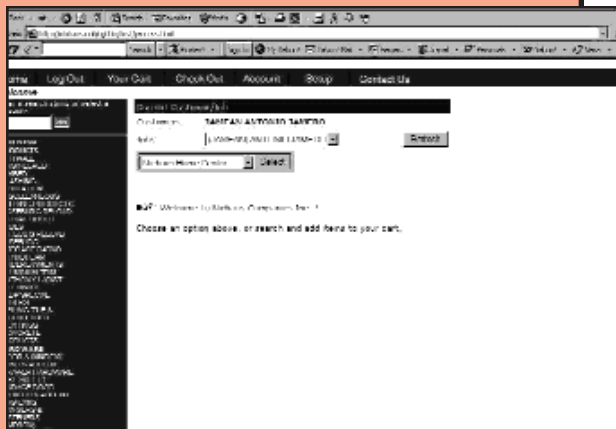
This newsletter is the official publication of events and activities of Niehaus Home Center, Wholesale Building Materials (Vincennes, St. Louis, and Nashville), Big Buck Building Centers (Terre Haute & Robinson) and is published 12 times per year.

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

E-Commerce - Niehaus Companies Is Webicized



Tony Jamero, Network Administrator for Niehaus Companies



For more information about E-Commerce and how to apply for the service, please contact Dan Martens at 812-882-2710.

Early this year, the Niehaus Companies embarked into another means of providing excellent service to our customers. We have introduced the Niehaus E-Commerce to our contractor division.

Leveraging on the power of the Internet and as more and more of our customers gain access to the web, Niehaus has integrated it's Point of Sale System into an easy to use web enabled application that can be accessed over the Internet. Through the E-Commerce system, customers can access their own account and do things such as download monthly statements, check invoices and return transactions, download price lists and price catalogs, view quotes, check inventory status, and even place orders online. And of course, it's available 24/7, so our customers can use the service when it's convenient for them.

Many of our contractors have expressed interest in using the system and some are already enjoying it. According to Dan Martens, Manager of our Contractors division, "We are definitely getting excellent responses from our builders about E-Commerce. It saves them company time and money by allowing them to view invoices, statements, and prices anytime they need to an anywhere on the Internet. This eliminates the need to have an employee make a phone call to the store and have a salesperson look up the information for them. The builders are able to get real-time and accurate information because the E-Commerce is in sync with our Point of Sale system. One of our builders even told us that our E-Commerce system is more superior than other systems out there in the market."

The E-Commerce system is very user friendly and easy to use. It can be accessed by simply going to our website <http://www.niehausinc.com/contractors>, and logging into the system with a valid username and password. Navigating inside the system is also very easy with its streamlined look, and point and click interface. Printed manuals are also being provided, and a one-on-one user training can be scheduled if necessary.

The Niehaus E-Commerce is still in the infant stage at this point. But as new and better technologies are being developed, we see more exciting and useful system features in the future for our contractors and the rest of our customer base.

ON YOUR MIND On Your Mind On Your Mind On Your Mind On Your Mind

Lonely? You're Not Alone

We've all felt lonely.

Loneliness can happen when a person lacks meaningful relations with others. You don't have to live alone to feel lonely; some people need more social contact than others to feel emotionally fulfilled.

Why does loneliness matter? As social beings, feeling that we belong and relate to others is a fundamental need. Even as newborns we require contact with others to thrive.

And loneliness has recently been linked to health. Scientists believe that people who feel lonely are at higher risk for cancer, heart disease and weakened immunity. There is also growing evidence that having social support contributes to longevity.

MEETING OTHERS

The key to overcoming loneliness is reaching out. This may feel uncomfortable at first, especially for those who feel timid with strangers.

To bring more people into your life, try these steps:



- **Be your best friend.** You may find you enjoy your own company. Go alone to a movie, lecture or other activity. Doing so can gradually ease your fear of going solo and help you feel more comfortable in social situations where you don't know anyone.
- **Volunteer to help** community organizations on a routine basis - knowing others rely on you can boost your self-confidence. consult www.vonunteermatch.org for opportunities in your area.
- **Get involved in groups** that share your professional and personal interests, such as adult education, church, hobby clubs or yoga classes.

For those who feel isolated or lonely, these activities offer ways to connect with others and rebuild your sense of purpose and pleasure.

Depression

Just the facts:

- It is now recognized as a major public health problem suffered by millions of Americans of all ages
- It is considered the leading cause of disability worldwide - including mild, chronic, major and bipolar forms.
- It is second only to high blood pressure as the most common chronic condition diagnosed by providers.
- It is a risk factor that may quadruple your odds of a heart attack.
- It is a medical disorder that often persists due to an imbalance of brain chemicals.
- It is usually treatable with counseling, medication and/or change in lifestyle.

Signs of depression include:

- Persistent sadness
- Inability to enjoy normal pleasures
- Inability to concentrate
- Feeling worthless or hopeless
- Decreasing energy
- Decreased or increased appetite.
- Early morning awakening.
- Thoughts of death.

More info - National Institute of Mental Health
www.nimh.gov



How do you cope with stress?

Your answer may be linked to your gender. A landmark UCLA study has identified a broad biological pattern that may partly explain a coping method often used by women

When women are stressed, they tend to focus on their children or seek the company of friends - the "trend or befriend" response. By contrast, when

men are stressed, they are more likely to create conflict or withdraw - the "fight or flight" response. For example, after an upsetting event or difficult day, women may seek company, while men prefer to decompress alone.

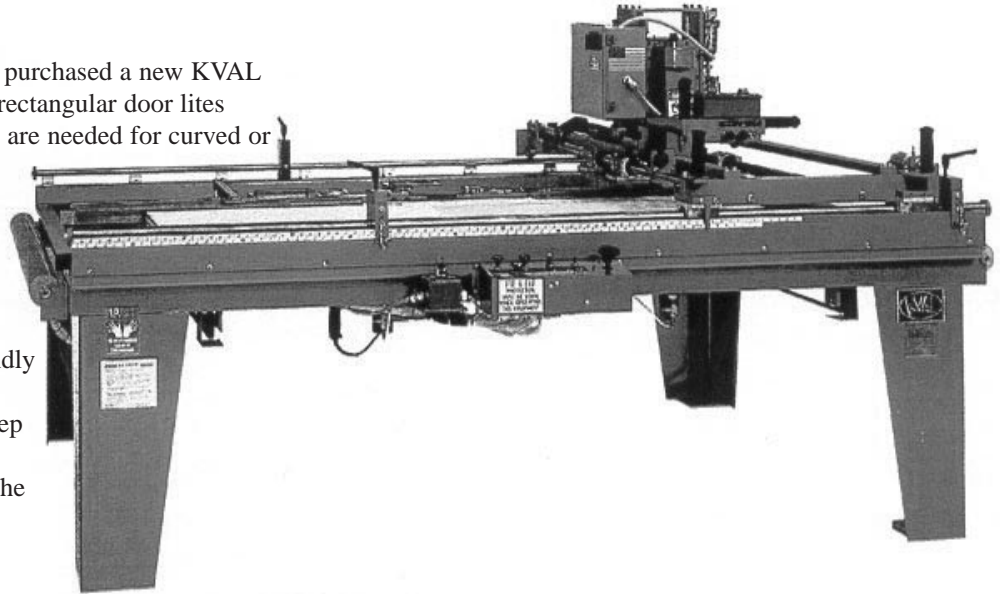
The new research seems to support these general tendencies between the genders which scientists have been

studying for decades. And one key, say researchers, might be oxytocin, a hormone believed to regulate mood: it decreases anxiety and depression, which may promote a bonding response. Everyone produces oxytocin, but women release more of it.

New WBM and Therma-Tru Programs

New Doorlite Cutout Machine For WBM Door Mill

Wholesale Building Materials recently purchased a new KVAL DL-2 door lite router designed to rout rectangular door lites without templates. The templates that are needed for curved or multi-lite cutouts are held just above the door slab so multiple doors can be machined without moving the template every time. It will allow us to machine 6/8, 7/0 and 8/0 doors in about 1/10 of the time of our current machine. It is a much more user-friendly machine that provides “one handed” operation for the operator. All edge prep and face boring can be done from the operator side without walking around the back of the machine.



The DL-2 is a great addition to our door mill and will help us provide a wider variety of products to our customers, as well as higher quality products at a better price.

Lean Manufacturing Training For Premier Certified Distributors

Therma-Tru recently held a Lean Manufacturing Seminar at WBM in Vincennes on Friday, June 13. Butch Niehaus, Eric Niehaus, Mike Worland, Paul Kopp, Mike Glenn, Don Pea and Alan Smith attended the seminar hosted by Kip Baker and Nyman Bowman. Kip is Therma-Tru's Corporate Process Engineer and Nyman is WBM's Therma-Tru Territory Manager.

The seminar is only offered to Therma-Tru Premier Certified Distributors and is designed to help streamline the manufacturing process in the door mill. Lean manufacturing is based on a philosophy that there is more capability/capacity in the company's people than is actually being utilized. It focuses on involving all of that “intellectual capital” (people) in waste elimination, which will improve the business. Eliminating the waste in the value stream shortens the timeline between customer order and the shipment. The “lean” philosophy drives a company to deliver the quality product/service that the customer wants when the customer wants it and does this utilizing the minimum amount of resources required to complete the task. In short: Customer Focused, Associate Driven.

WBM attendees actually used Legos as a learning tool to explore batch production lines versus pull production lines and

to help illustrate key aspects of lean manufacturing such as 6S, 7W, and Flow. The exercises also helped identify “value Added” activities and “non-value added” activities within the manufacturing process. WBM hopes to implement the knowledge learned in the seminar to further improve our ability to provide quality products to our customers in a timely and efficient manner.



The Best Door & Patio Systems...Just Got Better

New Door Frame Eliminates Damage from Moisture and Rot



The Therma-Tru Frame-Saver frame offers the beauty of wood without the moisture- and insect-related problems that can effect conventional wood frames.

The patented frame design features a finger-jointed composite section at the bottom of the frame, which prevents moisture from wicking into the frame. In conventional frames, this moisture intrusion can set the stage for rot and insect damage.

Therma-Tru's FrameSaver can be painted or stained with the identical appearance of the standard wood frame. It is designed for new construction, replacement and remodeling. While suitable for all climates, the FrameSaver is the ideal choice for rainy, snowy or damp locales.

Multi-Locking System Provides Security, Performance

The Therma-Tru Multi-Point Locking System enhances security because the lock engages the frame at several points, rather than only at one strike plate. These points keep the door panel seated squarely in the frame, ensuring proper alignment and weather sealing, even if the house settles.

The Multi-Point Locking System is ideal for taller doors and is a good choice for double- door applications, where the multiple locking points provide additional sturdiness to the door system.



Multi-Point Lock

WBM hired Mike Glenn as our Therma-Tru product manager in 2002. Mike has a strong knowledge of the Therma-Tru product line and vast sales experience. He is a valuable asset to WBM and our dealers and is here to help increase Therma-Tru sales.

WBM has recently configured all special order patio door units and programmed them into our computerized quote/order system. This will greatly reduce our "special order" quote times to our customers. We will also be bringing in the products needed to hang triple patio units in 7/6, 8/0, 8/6, and 9/0 widths with continuous sill systems. This will eliminate the need to order many of these units from Therma-Tru and help reduce our lead times.

WBM now stocks all the new FrameSaver jamb components. FrameSaver is the first and only jamb product option included in Therma-Tru's full system warranty. It machines, sands, and finishes like wood and puts an end to rot and insect damaged frames.



Heirloom - one of two styles available in brass, black nickel or brushed nickel



Manual Tongue Version

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

Midlife

I've seen two shows lately that went on and on about how mid-life is a great time for women. Puhleeeeeeeze! I've had a few thoughts of my own and would like to share them with you. Whether you are pushing 40, 50, 60 (or maybe even just pushing your luck) you'll probably relate.

Mid-life is when the growth of hair on our legs slows down. This gives us plenty of time to care for our newly acquired mustache.

In mid-life women no longer have upper arms, we have wingspans. We are no longer women in sleeveless shirts, we are flying squirrels in drag.

Mid-life is when you can stand naked in front of a mirror and you can see your rear without turning around.

Mid-life is when you go for a mammogram and you realize that this is the only time someone will ask you to appear topless.

Mid-life is when you want to grab every firm young lovely in a tube top and scream, "Listen honey, even the Roman empire fell and those will too."

Mid-life brings wisdom to know that life throws us curves and we're sitting on our biggest ones.

Mid-life is when you look at your-know-it-all, beeper-wearing teenager and think: "For this I have stretch marks?"

In mid-life your memory starts to go. In fact the only thing we can retain is water.

Mid-life means that your Body By Jake now includes Legs By Rand McNally - more red and blue lines than an accurately scaled map of Wisconsin.

Mid-life means that you become more reflective... You start pondering the "big" questions. What is life? Why am I here? How much Healthy Choice ice cream can I eat before it's no longer a healthy choice?

But mid-life also brings with it an appreciation for what is important.

We realize that breasts sag, hips expand and chins double, but our loved ones make the journey worthwhile. Would any of you trade the knowledge that you have now for the body you had way back when?

Maybe our bodies simply have to expand to hold all the wisdom and love we've acquired.

That's my philosophy and I'm sticking to it!

ADVERTISING AMUSEMENT

Amana washer \$100. Owned by clean bachelor who seldom washed.

For sale by owner: Complete set of Encyclopedia Britanica. 45 volumes. Excellent conditon. \$1,000 or best offer. No longer needed. Got married last weekend. Wife knows everything.

American Flag 60 Stars - pole included. \$100

Open House: Body Shapers Toning Salon. Free coffee and donuts.

Nordic Track \$300. Hardly used. Call Chubby.

Georgia Peaches - California grown - .89 lb.

Bill's septic cleaning "We haul American Made Products."

Free Puppies: 1/2 Cocker Spaniel, 1/2 sneaky neighbor's dog.

1 man, 7 woman Hot Tub - \$850

Snow Blower for Sale: Only used on snowy days.

Found: Dirty White Dog. Looks like a rat...Been out awhile. Better be reward.

2 Wire Mesh Butchering Gloves: 1 5-finger, 1 3-finger, Pair: \$15

Cows, Calves - never bred. Also 1 gay bull for sale.

Nice Parachute: Never opened - Used once

.Hummels - Largest selection ever. "If it's in stock, we have it."

Alzheimer's Center prepares for an affair to remember.

Stock up and save: Limit : one

Free Yorkshire Terrier: 8 years old. Hateful little dog.

Bathroom Commode or Baptist Church.

A very proper lady began planning a week's camping vacation for her church group. She wrote to a campground for reservations. She wanted to make sure that the campground was fully equipped and modern, but couldn't bring herself to write the word "toilet" in her letter. So, she decided on the old-fashioned term

Bathroom Commode."

Once written down she still wasn't comfortable.

Finally she decided on the abbreviation "B.C."

and wrote, "does your campground have its own "B.C.?" When the campground owner received the letter, he couldn't figure out what she meant by "B.C." He showed it to several of the campers, one of whom suggested the lady was obviously referring to a Baptist Church. So he sent this reply:



Dear Madam:

The B.C. is located nine miles from the campground in a beautiful grove of trees. I admit it is quite a distance if you are in the habit of going regularly. No doubt you will be pleased to know that it will seat 350 people at one time, and it is open on Tuesday, Thursday, and Sunday of each week. Some folks like to take their lunch and make a day of it. The acoustics are very good, so everyone can hear even the quietest passages. It may interest you to know that my daughter met her husband there. We are also having a fund-raiser to purchase new seats, as the old ones have holes in them. Unfortunately my wife is ill and has not been able to attend regularly. It's been a good six months since she last went. It pains her very much not to be able to go more often. As we grow older, it seems to be more of an effort, especially in cold weather. Perhaps I could accompany you the first time you go, sit with you, and introduce you to all the other folks who will be there.

I look forward to your visit. We offer a very friendly campground.

GOOD RIDDLE

Schwarzenegger has a big one.
 Michael J. Fox has a small one.
 Madonna doesn't have one.
 The Pope has one but doesn't use his.
 Clinton uses his all the time.
 Mickey Mouse has an unusual one.
 Liberace never used his on women.
 Jerry Seinfeld is very, very proud of his.
 Cher claims that she took on 3.
 We never saw Lucy use Desi's.
 What is it?

Answer: A Last Name

You didn't think I would publish something dirty did you?

Quote of the Day:

"You know the world is going crazy when the best rapper is a white guy, the best golfer is a black guy, the tallest NBA is a Chinese, the Swiss hold the America's Cup, France is accusing the US of arrogance and Germany doesn't want to go to war."

Nutritional Information

Q: I've heard that cardiovascular exercise can prolong life. Is this true?

A: Your heart is only good for so many beats, and that's it. Don't waste them on exercise.

Everything wears out eventually. Speeding up your heart will not make you live longer; that's like saying you can extend the life of your car by driving it faster. Want to live longer?

Take a nap.

Q: Should I cut down on meat and eat more fruits and vegetables?

A: You must grasp logistical efficiencies. What does a cow eat? Hay and corn. And what are these? Vegetables.

So a steak is nothing more than an efficient mechanism of delivering vegetables to your system. Need grain? Eat chicken. Beef is also a good source of field grass (green leafy vegetable).

And a pork chop can give you 100% of your recommended daily allowance of vegetable slop.

Q: How can I calculate my body/fat ratio?

A: Well, if you have a body, and you have body fat, your ratio is one to one. If you have two bodies, your ratio is two to one, etc.

Q: What are some of the advantages of participating in a regular exercise program?

A: Can't think of a single one, sorry. My philosophy is: No Pain... = Good.

Q: Aren't fried foods bad for you?

A: You're not listening. Foods are fried these days in vegetable oil. In fact, they're permeated in it. How could getting more vegetables be bad for you?

Q: What's the secret to healthy eating?

A: Thicker gravy.

Q: Will sit-ups help prevent me from getting a little soft around the middle?

A: Definitely not! When you exercise a muscle, it gets bigger. You should only be doing sit-ups if you want a bigger stomach.

Q: Is chocolate bad for me?

A: Are you crazy? HELLO Cocoa beans ... another vegetable!!! "It's the best feel-good food around!"

Well, I hope this has cleared up any misconceptions you may have had about diets. Have a cookie ... flour is a veggie!

**KITCHEN & BATH**

Let us help design a kitchen and bath to suite your lifestyle.

We can help you get started today. Bring in your room measurements and we will help you create a kitchen or bath that is uniquely your own.

- Full-time designers
- Solution Center
- Solid Surface Tops
- Fixtures
- New showrooms
- Lighting
- Ceramic Tile
- Free estimates

Everything you need in one stop! Let us help!

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

Niehaus Home Center, Vincennes

Big Buck, Robinson

Big Buck, Terre Haute

Employees In Profile



Brad Bowen - is an outside salesman at the Big Buck Pro Building Center in Terre Haute, Indiana. He primarily calls on contractor customers accounts. He has been with our company for the past two years.

Before coming to work for Big Buck, Brad had worked for both Pal Stevenson and Wolahan contractor yards in sales. Brad was born and grew up in West Terre Haute. He is a graduate of West Vigo High School. He attended Vincennes University where he earned a degree in Electronics.

Brad and his wife, Tina, are the proud parents of a son, Zep, who is eight years old. They reside in West Terre Haute. He says he spends most of his time away from work doing things around the house, caring for his yard and spending time with his family.



Matt Carter - works at Wholesale Building Materials in Vincennes. He is an Assistant Operations Manager and helps oversee the shipping and receiving in the warehouse. He has been with our company for approximately 4 years.

At one time Mike owned and operated a remodeling business. He also worked for the Bloomington County as a remodeler and decorator.

He was born and grew up in Bloomington, Indiana. He is a graduate of Bloomington High School. He earned a degree in Automotive Mechanics at Vincennes University.

Mike has two daughters, Krisitin who is 18 and Ashley is 16. He says he likes gardening, bicycling, traveling and spending time with his family.



Sherry Simmons - is employed at the Wholesale Building Materials in St.. Louis, Missouri. She has been with our company for two months. She is the receptionist and order entry clerk. Before coming to work at WBM she worked for Kellark Electric Manufacturing Co. for 15 years as a computer operator.

She was born and grew up in St. Louis. She is a graduate of McClure High School. She has a 19 year old son, Peter, who is attending Columbia University.

She says in her time away from work she likes boating, and swimming. She is a die-hard Cardinals and Rams fan and tries to attend as many games as she can.



Mike Weber - is employed at Niehaus Home Center and works in the yard as a materials handler. He loads customers, builds loads for delivery and helps unload freight. He has been with our company for the past ten months. Before coming to work for our company he had worked at Hinkle Farms, and also for a concrete pouring and finishing company in Cincinnati.

He was born and grew up in Gilford, Indiana. He is a graduate of East Central High School in St. Leon, Indiana. He attended Vincennes University where he earned a degree in AirCRAFT Mechanics.

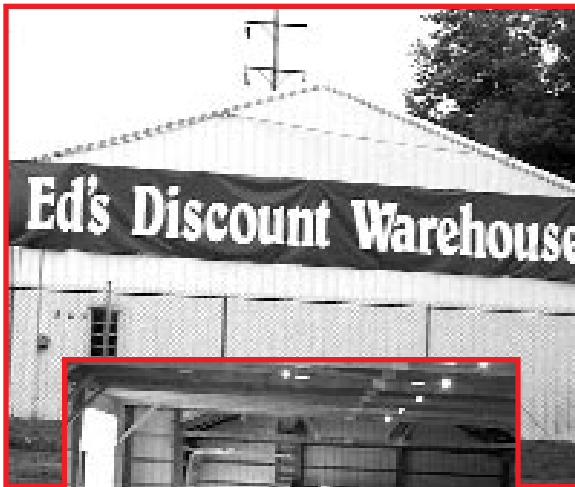
Mike is single and has many hobbies. He likes to build model cars, watch sports events and collect Spiderman memorabilia like posters, hats, comic books and anything he can find relating to Spiderman. He also has an original sound track of the movie. Mike resides in Westport, Illinois.

ED's Discount Warehouse

SALE

501 S. Howard St.

Robinson, Illinois



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

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
- Counter Tops
- Kitchen Cabinets
- Doors
- Sinks
- Bath Cabinets
- Showers
- Tubs

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

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

Come See! You Save!

Niehaus News

Niehaus Home Center
1023 Main Street
Vincennes, IN 47591

Presorted
Standard
US Postage Paid
Vincennes, IN
47591
Permit No. 32

Visit Our Web Site <http://www.niehausinc.com>