

# ◆ Niehaus News ◆

August 2004

Volume 43, Issue 8

## NIEHAUS Companies



- Vincennes IN



- Robinson, IL
- Terre Haute, IN



- Vincennes, IN



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



- Vincennes, IN

## WBM Introduces the Advantech Building System

WBM has been named the Midwest distributor for the Huber Advantech System. Advantech by the Huber Corp. has been voted the #1 Quality Brand leader by Builder Magazine for the past 3 years, and has won the prestigious "Problem Solved Award" for their Advantech OSB Panel, from Popular Science magazine and the National Association of Homebuilders.

The Advantech System includes Advantech I-joist, Advantech Flooring and Advantech Rimboard. The Advantech system is the most dimensionally stable engineered wood product system on the market today.

Advantech I-joists offer superior quality, wide flange advantage and excellent engineering values.

Advantech Flooring is the original "No Sanding Needed" OSB product, this panel product is guaranteed not to swell due to moisture on the job site. It is the highest quality flooring product on the market today.

Advantech Rimboard finishes the system and provides the same dimensional stability and strength as the OSB panel product from Huber.



*The Engineered Wood Products Design Team: Seated: Clete Yochum. Standing: John Harrison and Eric Feagley*



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### Contractors Appreciation Golf Outing

Big Buck	Sept. 2
Terre Haute	
Niehaus	Sept. 9
Vincennes	

## Splinters by Bernie Niehaus Chairman of the Board



### Enthusiasm - Optimism - Motivation

Enthusiasm, optimism, and motivation are three attributes that dictate the quality of your life and those around you. From medical studies, it is a proven fact that optimistic people live a longer and happier life.

You are the only person who can truly make yourself happy. It has been said many times that a pessimist is one who sees a glass half empty, and an optimist is one who sees it half full. Over the years, many people have called me optimistic and sometimes I probably have been a little too optimistic, but in the long run it has certainly paid off.

After I graduated from college, I came back to Vincennes and enrolled in a Dale Carnegie course. To show my age, the class was held in the old Grand Hotel on 3rd and

Busseron (where Old National Bank is now). Two of my good friends were in my class - Jim Day (now living in Naples, Florida) and Dick Bond. We had a great group and to start off the class each evening, the instructor would have us chant the phrase "Act enthusiastic and you will be enthusiastic" - louder he would say and we would chant again. Another enthusiasm builder in the Dale Carnegie course was Session 5. It was called "Coming Out Of Your Shell." The instructor asked us to pick a subject that we were peeved at or that we were adamant about. We would then go up to the front of the room with a rolled up newspaper. As we talked about our subject, we would beat on the table with the newspaper. The harder we beat the table, the more enthusiasm we would build about our subject. Needless to say, this class taught us a lot about enthusiasm.

Lou Holtz, a past football coach at the University of Notre Dame was and still is a great motivator. He gives talks around the country on motivation. At one of his talks I heard in Chicago, Lou states that: "Virtually nothing is impossible in this world if you just put your mind to it and maintain a positive attitude."

Napoleon Hill, a famous author, who wrote the best selling book, "Think and Grow Rich" says: "You have absolute control over but one thing, and that is your thoughts. This is the most significant and inspiring of all facts known to man. It reflects man's divine nature. This divine nature prerogative is the sole means by which you may control your own destiny." As I stated earlier, you are the only person who can truly make yourself happy.

*Bernie*

**"You are the only person who can truly make yourself happy."**

## V.U. Hosts Book Signing Reception For Bernie Niehaus

A book autographing reception was held at Vincennes University's Old Post Book Store on July 8th in celebration of Bernie's new book "Splinters." The event was hosted by V.U. Old Post Bookstore and the VU Alumni Office.



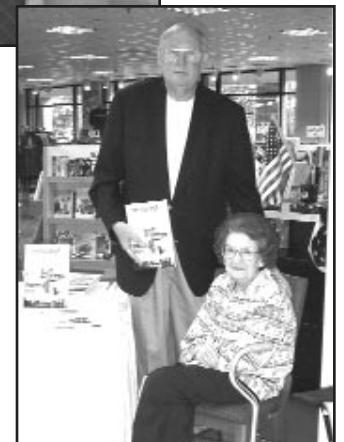
*Bernie autographs his book for Mrs. Kelly Updike as Kim Kehl from VU Book Store looks on.*

The book has been well received in our community. The book is for sale at the Old Post Book Store, The Jasmine Basket, Turn A Page Book Store, the Bible Book Store, Niehaus Home Center and online.



*Bernie with Marge Tolan, his wife Patty, and Diane Day.*

Bernie presented each of his 190 employees and retirees a copy of the new book as a gift. The book covers the history of the 70 year old family owned business, family, employees, community and church.



*Mrs. Naomi Niehaus poses with Bernie at his book signing reception at the Old Post Book Store.*

## Birthdays

In August the following employees will be celebrating their birthday!

Darryl Frame	Aug. 1
Lloyd Stangle	Aug. 7
Ken Doades	Aug. 8
Michael Welsh	Aug. 12
Michael Jones	Aug. 12
Janice Warren	Aug. 15
Doug Daffron	Aug. 17
Larry McCoy	Aug. 18
Andrew May	Aug. 19
Stephen Kahre	Aug. 20
Chris Cresgy	Aug. 22
Kevin Grostefon	Aug. 25
Ray Reynolds	Aug. 26
Brian Lett	Aug. 27
Michael Worland	Aug. 30
Stephanie Potts	Aug. 31

**Happy Birthday!**

## NOT ON OUR MAILING LIST?

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



## 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

## Anniversaries

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

Ken Doades	29 Years
Clete Yochum	24 Years
Dan Harrington	17 Years
Judy Detty	16 Years
Ron Gaines	6 Years
Randy Stephens	6 Years
Susan Sanders	6 Years
Brian Smith	6 Years
Andrew Swing	1 Year
William Davis	1 Year
Reginald Maddox	1 Year

**Congratulations!**

## New Employees

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

Donald Meredith - WBM, Vincennes  
Brandon Brady - WBM, Vincennes  
Ron Cardinal - WBM, Vincennes  
Tracy Lockhart - WBM, Vincennes  
Stephen Kahre - WBM, Vincennes  
Danny Pratt - WBM, St. Louis  
Bobby Deakins. - Big Buck, Terre Haute  
Brian Scott - Big Buck, Terre Haute  
Amanda Tucker - Niehaus Home Center  
Steve Litherland, Jr. - WBM, Vincennes  
Eric Brikett - Niehaus Home Center

**Welcome!**

## Congratulations

**Alyson and Steve Piper**

on the birth of their new baby boy

**Ryan Lee Piper**

July 23      9 lbs. 7 oz.

*Alyson is employed at the Nashville division of Wholesale Building Materials*

## Congratulations

to

Lorrie Hansen

on the birth of her granddaughter

**Kaidiance Jade**

8 lbs. 10 oz.

## Tell It Like It Is!

Marriage changes passion. Suddenly you're in bed with a relative.

I saw a woman wearing a sweat shirt with "Guess" on it. So I said "Implants?" She hit me.

I don't do drugs. I get the same effect just standing up fast.

I live in my own little world. But it's ok. They know me here.

I don't approve of political jokes. I've seen too many of them get elected.

Every time I walk into a singles bar I can hear Mom's wise words: "Don't pick that up, you don't know where it's been!"

A good friend will come and bail you out of jail...but, a true friend will be sitting next to you saying, "D-----, that was fun!"

I signed up for an exercise class and was told to wear loose-fitting clothing. IF I HAD any loose-fitting clothing, I wouldn't have signed up in the first place!

When I was young, we used to go "skinny dipping," now I just "chunky dunk."

Don't argue with an idiot; people watching may not be able to tell the difference.

Just remember...if the world didn't suck, we would all fall off.

If raising children was going to be easy, it never would have started with something called LABOR!

## Bumper Sticker Of The Year

**"If you can read this, thank a teacher.....and since it's in English, thank a soldier!"**

# NEW - KARRAN USA Now

Karran USA, the latest edition to the Niehaus Companies, is the national distribution center for a line of solid surface sinks. It is only recently that the company has expanded the line to include acrylic tubs and whirlpools.

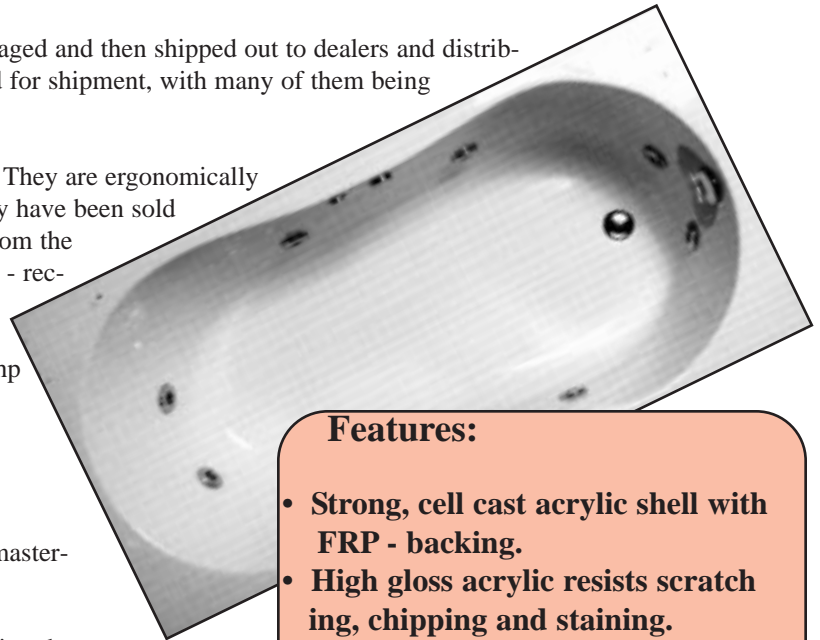
The Karran USA distribution center is a separate division of Wholesale Building Materials, and is located in Vincennes, Indiana. Todd Donovan was recently appointed as national sales manager.

At Karran USA's Vincennes operation, all sinks are packaged and then shipped out to dealers and distributors across the United States. All tubs are also packaged for shipment, with many of them being jetted on site with whirlpool systems.

These Plexicor acrylic tubs are more than just beautiful. They are ergonomically designed for comfort, yet uncompromising in style. They have been sold internationally for over 30 years and are manufactured from the highest quality acrylic. Karran USA stocks eight models - rectangle, oval, round and corner units, as well as removable skirts for some models. More models will be added in the near future. They are equipped with ultra-quiet 1 hp UL approved pumps, 8 directional jets with hardware options of chrome, brass or satin nickel finishes. Karran offers the eight models in white or bone.

Plexicor whirlpools are designed to make a bathroom a masterpiece and bathing experiences unforgettable.

Todd and the Karran USA team are working toward making the operation grow.



## Features:

- **Strong, cell cast acrylic shell with FRP - backing.**
- **High gloss acrylic resists scratching, chipping and staining.**
- **Standard ultra-quiet 1 hp, UL approved pump. Optional 1-1/2 hp pump available.**
- **Standard 8 fully directional jets for the ultimate in bathing experiences.**
- **Color-coordinated trim pieces standard. Optional polished chrome, brass and satin nickel finish available.**
- **Top mounted pneumatic on/off switch.**
- **Select-A-Flow water control provides 3 distinct water flow pressures.**
- **Air flow control switch provides infinite air flow control.**
- **Optional removable skirt on select models**
- **All tubs available in White or Bone.**



*Whirlpools and tubs arrive at Karran USA as a shell and is then assembled and made ready for shipment.*

**Todd Donovan:** *Karran USA National Sales Manager for Niehaus Companies, Inc.*

# Offers Whirlpools



Tub Photo

Karran USA display booth at the Orlando, Florida Kitchen and Bath Show featuring Plexicor tubs and Karran sinks.

## Plexicor Tubs and Whirlpools - distributed by KARRAN USA

# plexicor



Mark Webster -  
Plexicor Factory  
Representative



Lorie Hansen and Brook Fuller look over a finished whirlpool that has had the jets and motor installed - ready for shipment.

**8 Styles Available:**

- Sirius
- Annabelle
- Prince Duo
- Ocean
- Perla
- Orchieda
- Dawn

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812-882-2710

**Big Buck**  
PRO BUILDING CENTER

1110 Ft. Harrison      Terre Haute, IN  
812-466-1050

## WATER

One glass of water shuts down midnight hunger pangs for almost 100% of the dieters studied in a University study.

Lack of water is the #1 trigger of daytime fatigue.



Preliminary research indicates that 8-10 glasses of water a day could significantly ease back and joint pain for up to 80% of sufferers.

A mere 2% drop in body water can trigger fuzzy short-term memory, trouble with basic math, and difficulty focusing on the computer screen.

Drinking 5 glasses of water daily decreases the risk of colon cancer by 45%, plus it can slash the risk of breast cancer by 79%, and one is 50% less likely to develop bladder cancer.

Are you drinking the amount of water you should every day?

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## Summer Sillies

A little boy went up to his father and asked; "Dad, where did all of my intelligence come from?" The father replied, "Well son, you must have got it from your mother, cause I still have mine."

"Mr. Clark, I have reviewed this case very carefully," the divorce Court Judge said "And I've decided to give your wife \$775 a week." That's very fair, your honor." the husband said. "And every now and then I'll try to send her a few bucks myself."

A doctor examined a woman, took the husband aside, and said, "I don't like the looks of your wife at all." "Me either doc." but she's a great cook and really good with the kids."

A blonde calls Delta Airlines and asks "Can you tell me how long it takes to fly from San Francisco to New York?" The agent replies, "Just a minute...." "Thank you," the blonde says and hangs up.



## IRAs

### Take another look at individual retirement accounts

You may have considered an individual retirement account (IRA) at some time in the past. But perhaps you didn't qualify for tax-deductible contributions, or you couldn't contribute much because you were a stay-at-home spouse. Or maybe you just didn't want to lock your money away for so many years. Well, under today's tax rules, everyone should take another look at the IRA.

### ? Roth IRAs

First of all, there's the Roth IRA. Contributions to a Roth IRA aren't tax-deductible, but principal and earnings are never again subject to tax if certain rules are met. Subject to income limitations, working individuals and nonworking spouses can each contribute up to \$3,000 to a Roth IRA. An additional \$500 catch-up contribution is allowed for those 50 and older.

### ? Conversion to a Roth

It might make sense for you to convert your existing IRA to a Roth IRA. A conversion lets you enjoy the long-term benefits of a Roth IRA. To be eligible for a penalty-free conversion, your adjusted gross income must be \$100,000 or less (married or single), and you must pay regular income tax on the amount transferred from your existing IRA.

### ? Other IRA Rules

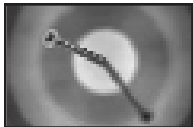
Whether or not you qualify for a Roth, today's tax laws make the traditional IRA worth reconsidering.

- If you are not covered by an employer's plan, a traditional IRA contribution is deductible no matter how much you earn. Your nonworking spouse may also make a fully deductible contribution of up to \$3,000 (plus an extra \$500 if your spouse is 50 or over).
- If you are single and covered by a pension plan at work, your deductible IRA starts to phase out when your income for 2004 reaches \$45,000, becoming fully nondeductible at \$55,000.
- If you are married and covered by an employer plan, the 2004 phase-out range for tax-deductible IRA contributions is \$65,000 to \$75,000 of income.
- One spouse's company coverage doesn't make the other spouse ineligible for a deductible IRA until joint income reaches the phase-out range of \$150,000 to \$160,000.
- A 10% penalty generally applies if you withdraw IRA money before age 59½. You may avoid penalties (but not necessarily income tax) on premature withdrawals from your regular or Roth IRAs if you use the withdrawals for certain purposes -- for example, to pay qualified higher education expenses or to buy a first-time home.





# Engineered Wood Products



### Fast, labor-saving installation

AdvanTech Flooring with Fastening Guide 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 Board won't warp, cup or delaminate. I-joist with AdvanTech web won't swell, which means no flange splitting.



### Strength

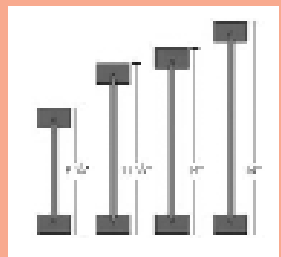
System performance enhanced by the strength and stiffness of AdvanTech VIP+ Flooring.

AdvanTech® I-joists are manufactured with AdvanTech web and machine stress rated (MSR) lumber flanges to provide you with a joist that is stronger, stiffer and straighter than conventional joists.



## I Joists

Made with high strength, moisture resistant AdvanTech formula webstock, which means no flange splitting  
Exceptionally wide flanges that are more rigid during installation  
Resist twisting, shrinking and bowing



1110 Ft. Harrison Rd  
Terre Haute, IN



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501 S. Howard St.  
Robinson, IL



## Terre Haute Big Buck Pro Building Center Hosts Contractor Dinner



An appreciation dinner was held at the Idle Creek Golf Course, in Terre Haute, for the contractors in the Terre Haute area.

A buffet dinner was served and a short program was presented on the new Huber Advantech Engineered Wood Products.

### AdvanTech Engineered Wood Products

**Eric Feagley, Manager of the WBM Engineered Wood Division** gave an excellent power point presentation on the new Advantech Building System. In his presentation, he talked about the three components of the Advantech System: AdvanTech I Joists, AdvanTech Rim Board and AdvanTech Floor Panels. He explained the excellent engineering values of the AdvanTech system.

Many good comments were heard from the Terre Haute Builders present.

### Out Of The Mouth Of Babes

A little girl was talking to her teacher about whales.

The teacher said it was physically impossible for a whale to swallow a human because even though it was a very large mammal its throat was very small.

The little girl stated that Jonah was swallowed by a whale.

Irritated the teacher reiterated that a whale could not swallow a human, it was physically impossible.

The little girl said "When I get to heaven I will ask Jonah."

The teacher paused and said, "But what if Jonah went to hell?"

The little girl replied, "Then you ask him."

A kindergarten teacher was observing her classroom of children while they were drawing. She would occasionally walk around to see each child's work.

As she got to one little girl who was working diligently, she asked what the drawing was.

The girl replied, "I'm drawing God."

The teacher paused and said "But no one knows what God looks like."

Without missing a beat, or looking up from her drawing, the girl replied, "They will in a minute."

The children were lined up in the cafeteria of a Catholic elementary school for lunch. At the head of the table was a large pile of apples. The nun made a note, and posted on the apple tray.

"Take only ONE. God is watching."

Moving further along the lunch line, at the other end of the table was a large pile of chocolate chip cookies. A child had written a note. "Take all you want. God is watching the apples."

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### To Your Health

The warm weather is great, but with summer fun also comes summer ailments - like swimmer's ear and leg cramps from your long days at the lake. So here are some quick cures for whatever ails you, courtesy of The Bottom Line Personal:

- To prevent swimmer's ear: Blow up a balloon three times after swimming. The pressure dislodges trapped water that causes infection.
- To stop motion sickness: Suck on a lemon wedge en- route, or smell a piece of newspaper. To be effective, the ink should have that traditional newsprint odor and come off on you fingers. The chemicals will calm your stomach.
- To relieve leg cramps you might get this summer while swimming: Pinch your philtrum - that's the skin between your nose and your lip. Place your thumb under one nostril, your forefinger under the other and gently squeeze for 20 seconds. Activating this pressure point should ease the cramping in your legs.



### Some Are Old - Some Are New - Laugh Anyway

1. Never raise your hands to your kids.. It leaves your groin unprotected.
2. I'm not into working out. My philosophy is no pain, no pain.
3. I'm in shape. Round is a shape.
4. I'm desperately trying to figure out why Kamikaze pilots wore helmets.
5. Do you think illiterate people get the full affect of alphabet soup?
6. I've always wanted to be somebody, but I should have been more specific.
7. Ever notice when you blow in a dog's face he gets mad at you, but when you take him in a car, he sticks his head out the window?
8. Ever notice that anyone going slower than you is an idiot, but anyone going faster than you is a maniac?
9. I have six locks on my door, all in a row. When I go out, I lock every other one. I figure no matter how long somebody stands there picking the locks, they are always locking three of them.
10. One out of every three Americans is suffering from some form of mental illness. Think of two of your best friends. If they are OK, then it must be you.
11. They show you how detergent takes out bloodstains. I think if you've got a tee shirt with bloodstains all over it, maybe your laundry isn't your biggest problem.



# Doors Doors Doors

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- A **20-year limited warranty** on Smooth-Star fiberglass door systems.
- A **10-year limited warranty** on Premium Steel door systems.



## Employees In Profile



where he drove a truck, a forklift and handled scaffolding materials.

**Cletus Hille** - has just recently joined our company. He has been with us for a month. He was hired as a truck driver for Big Buck Building Center in Robinson, Illinois. Being a driver requires more than just driving - he helps build loads for delivery and unloads the material when he reaches his destination. He also helps around the yard where ever he is needed. Before coming to work for Big Buck, he was employed with Young's Scaffolding Company

Cletus was born and raised in Effingham, IL. He is a graduate of St. Anthony High School in Effingham. Cletus and his wife, Sue have three grown daughters. Sandy is 39, Sally is 38 and Sherry is 37. These three daughters have blessed them with 9 grandchildren - 6 boy's and 3 girls.

Cletus says he likes working in his vegetable and flower gardens when he has time at home. But at the top of the list is spoiling his grandchildren.



**Stephanie Potts** - joined the staff at Wholesale Building Materials in Nashville, Tennessee in May. Her primary job at the moment is to place and track cabinet orders. However, she is also in training on the 20/20 computer program that will to become a kitchen and bath designer. Before coming to WBM, she had worked for Closets by Design, South East Title Company and Faith Hill Tours..

Stephanie was born and grew up in Franklin, Tennessee. She is a graduate of Franklin High School and the University of Tennessee, where she majored in Directing Films and Communications.

She is single, and says she likes shopping, interior design and fishing when when she can find the time.



**Doug Daffron** - has been with our company since March of this year. He is a loader in the cabinet warehouse at Wholesale Building Materials in Vincennes. His job is to help unload the semi-trailers filled with cabinetry coming in, and place the stock in the assigned areas. Since there are as many truck loads going out as coming in, he helps reload the trucks by order for delivery going to the St. Louis and Nashville areas.

Before coming to work at WBM, Doug had worked for a local contractor as a carpenter. He is originally from Indianapolis and did framing work as a sub-contractor for Trinity, Hanson and Horn contractors. He is a graduate of Ben Davis High School in Indianapolis.

Doug is currently single - but engaged to be married this September. When he can find leisure time, he likes to hunt and fish and watch NASCAR. He also still likes to do carpentry work.



**Amanda Wyche** - was hired as a cashier at Niehaus Home Center in April of last year. She helps out in other areas around the store like checking in, pricing, and putting up stock and working on inventory correction.

Amanda was born and grew up in Ft. Worth, Texas. She moved to the Vincennes area to be with her father. While in Ft.. Worth she had worked in the Optical department at a

J.C. Penny store.

Amanda is a graduate of Azle High School in Ft. Worth. She is currently attending Vincennes University where she is studying computer programming. She says when she can find leisure time, she likes reading, painting, drawing, and cross stitch work. She is als o very much interested in astronomy.

# Niehaus News

Niehaus Home Center  
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