

◆ Niehaus News ◆

January 2007

Volume 46 Issue 1

New Benjamin Moore Signature Paint Store



The last of the finishing touches have been added to the new Benjamin Moore Signature Paint Store at Niehaus Home Center in Vincennes. It has taken almost three months to complete the make-over - now it is done - and looks great.

The new department has a new service/mixing counter, and a large area for browsing through paint and wallpaper color samples. There are new fixtures that are coordinated so the whole department comes together as a bright, cheerful place to shop and make it a pleasant place to make your decorator decisions.

Along with the complete line of quality Benjamin Moore Paints, the department is



stocked with a complete line of paint and wallpaper sundries. Lisa, Janie or Mallory are always on hand to help their customers make the right choices for their particular paint and wallpaper projects. With the completion of the department, it will be even easier to choose the right colors for your job.



Best PaintBest Advice.
At our Color Center, you'll find the preparation materials, the application products, the paint and the advice to help you.

In addition to computerized color matching, we have a computer set up with Benjamin Moore's Personal Color Viewer professional version. The Color Viewer is the most powerful and versatile color visualization tool in the industry. This tool helps make the color selection process easier by enabling you to see your color in place on a virtual house before any paint is applied to ***your*** home.

The name Benjamin Moore has become synonymous with quality and with our extensive line of quality paint products; we have what our customers need to get the job done.

We are proud of our new Benjamin Moore Paint Department and would like to invite everyone to stop in and see for themselves what a pleasant experience it is to get everything you need for your next painting/wallpapering project.

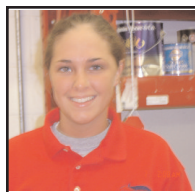


Come see the pros

Lisa Litherland

Janie Stephens

Mallory Bilskie



Splinters

by **Bernie Niehaus**
Chairman of the Board



New Year's Resolutions

The celebration of the New Year is the oldest of all holidays. It was first observed in ancient Babylon about 4000 years ago. One of the traditions of the season include the making of New Year's Resolutions. That tradition also dates back to the early Babylonians. Popular modern resolutions might include the promise to lose weight or quit smoking. The early Babylonian's most popular resolution was to return borrowed

farm equipment.

In my many, many, years of making New Year's resolutions, I have found that it is very similar to goal setting. Small steps can lead to big accomplishments. Break down your goal or resolution into small action steps. List all the steps you can think of that will help you achieve your goal. It is also very important that you write your goal down and make several copies. Put one on the back of your closet door where you will see it each morning. Take one to work with you so you will see it daily and put one in your purse or bill-fold. Another good idea is to take some 3 x 5 index cards and write affirmations on them. Example: If your goal is to lose weight - one card could say "If I lose weight, I will look better in my clothes." Another card could say "I will be healthier." Make as many cards as you can and then look at them everyday.

I found a very good New Year's Resolution we can all make this year . It was written by Andrew Costello.

NEW YEAR'S RESOLUTION

*Lord, this year I only have one resolution:
to try to be positive instead of being negative.*

That's it. That's all.

*Now I need Your help in keeping this resolution. Remind me to see
smiles and not the yawns.*

*Help me to enjoy the rain, the snow, the cool refreshing breeze
instead of only seeing the cloudy skies that bring them.*

*When I walk into a room, let me start off with something like, "It's
good to see you!" instead of, "Did you get that job done yet?"*

*Let me see attempts, what works, and stop spotting what doesn't
work.*

*Lord, help me with this New Year's resolution of trying to be positive,
to build people up, instead of being negative and wearing people out.*

Amen - Andrew Costello

Good luck to all of you in making your New Year's Resolutions. I wish you and your family a very Blessed and Happy New Year.

Bernie

* Historical information - Wilstar.com/holidays



- Vincennes IN



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



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



- Vincennes, IN

Birthdays

In January and February the following employees will be celebrating their birthday!

January

Doug Vantlin	Jan. 1
George Unsworth	Jan. 6
Richard Woodward	Jan. 7
Sue Fox	Jan. 10
Shannon Grantham	Jan. 12
Mick Gormley	Jan. 14
Deborah Dunn	Jan. 15
Cody Meeks	Jan. 16
Tom Cozard	Jan. 16
Jean Embry	Jan. 18
Ginger Welton	Jan. 21
Adam Spears	Jan. 21
Bill Egbert	Jan. 23
Mary B. Robinson	Jan. 28

February

Gary Chillingworth	Feb. 1
Paul Anderson	Feb. 1
Brian Smith	Feb. 1
Patricia DiMercurio	Feb. 1
Jane Deal	Feb. 4
Mark Ashcraft	Feb. 4
Eric Feagley	Feb. 6
David Cole	Feb. 8
William Davis	Feb. 9
Scott McCrary	Feb. 12
David Niehaus	Feb. 13
Don Campbell	Feb. 13
Michael Jones	Feb. 14
Ken Pettry	Feb. 17
Paul Kopp	Feb. 18
Jacj McCullough	Feb. 20
Mike Glenn	Feb. 21
Andrew Suttle	Feb. 22
Albert Lepsi	Feb. 22
John Wallace	Feb. 23
John Harrison	Feb. 23
Kim Smith	Feb. 25
Janie Stephens	Feb. 26
Don Pea	Feb. 28
Brian Downen	Feb. 29

Happy Birthday!

Anniversaries

January and February will mark the anniversary dates of employment with our company for the following employees.

January

Mary K. Edgin	5 Years
Lorie Hansen	4 Years
Dan McElroy	4 Years
Travis Lewis	3 Years
Don Campbell	3 Years
Patricia DiMercurio	3 Years
Jeff Shelton	2 Years
Renee Thorne	2 Years
Robert Wolfe	2 Years
Shannon Fischer	2 Years

February

Larry McCoy	29 Years
Jerry Burch	29 Years
Debi Moyes	28 Years
Paul Kopp	23 Years
Dale Nash	11 Years
Wayne Sullivan	9 Years
George Unsworth	9 Years
Mary Smith	7 Years
Christina Schafer	4 Years
Andy Westerman	4 Years
Jon Byrnes	3 Years
Kim Downen	3 Years
Brook Fuller	3 Years
Leah Bilskie	2 Years
DeeDee Wampler	1 Year
Sean Strange	1 Year
Brenda Malone	1 Year

Congratulations!

Meeting with my auto-insurance agent, I confessed that I'd been comparing rates on the Internet and had gotten a quote that was 30 percent less than his. "Tell me, Sherry", he responded, "when you have an emergency, who do you want to deal with, a man or a mouse?"

New Employees

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

Kevin Crowe - Niehaus, Vincennes
Nathan McCarter - Niehaus, Vincennes
Scott Stevens - Niehaus, Terre Haute

After living in our house for four years we were moving out of state. My husband had backed the truck up to our garage door so we could start loading all of the boxes. Just then one of our neighbors came walking across the lawn, carrying a plate full of muffins. "Isn't that thoughtful," my husband said to me. "They must have realized we packed our kitchen stuff." The neighbor stuck out his hand and boomed, "Welcome to the neighborhood!"

Timing Is Everything

A guy shows up late for work. The boss yells, "You should've been here at 8:30!" The guy replies, "Why? What happened at 8:30?"

Congratulations!
Sean & Nila Strange
on the birth of their
baby girl
Zora Cleo
12/11/06
5 lbs. 10 oz.

Sean is employed at our Terre Haute store.

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



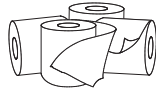
Niehaus News

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.

Humor in Uniform

Military cost-cutting has hit everything, including toilet paper. Only the cheapest graces our latrines. So when a couple of boxes filled with the good stuff -- two-ply tissue! -- fell in our laps, it was like manna from heaven. But the next morning, our behinds were brought down to earth. It was all a mistake. The boxes had been intended for the officers club. "I should have known," grumbled the supply sergeant. "Our officers demand everything in duplicate!"



My husband was an officer in the Naval Reserve. One day while stopped at a red light, his car was rear-ended. As the other driver, a sailor, approached, his eyes widened when he saw the lieutenant's uniform. "It gets even better," Duncan said with a smirk. "I'm also a lawyer."

Doctor, Doctor

Two doctors and an HMO manager die and line up together at the Pearly Gates. One doctor steps forward and tells St. Peter, "As a pediatric surgeon, I saved hundreds of children." St. Peter lets him enter.

The next doctor says, "As a psychiatrist, I helped thousands of people live better lives." St. Peter tells him to go ahead.

The last man says, "I was an HMO manager. I got countless families cost-effective health care."

St. Peter replies, "You may enter. But," he adds, "you can only stay for three days. After that, you can go to hell."

What's wrong with lawyer jokes? Lawyers don't think they're funny, and nobody else seems to think that they're jokes.

Rules are Rules

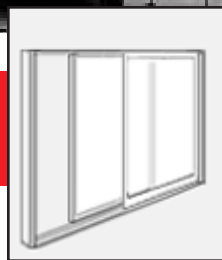
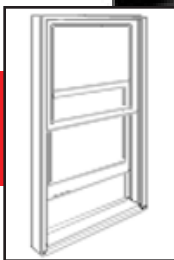
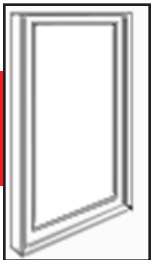
Hospital regulations require a wheelchair for patients being discharged. However, while working as a student nurse, I found one elderly gentleman already dressed and sitting on the bed with a suitcase at his feet -- who insisted he didn't need my help to leave the hospital. After a chat about rules being rules, he reluctantly let me wheel him to the elevator. On the way down I asked if his wife was meeting him. "I don't know," he said. "She's still upstairs in the bathroom changing out of her hospital gown."

Authority makes some people grow - and others just swell.

If you don't stand for something you'll fall for anything.



Windows



Anywhere you can imagine a window. . . Andersen can fill the opening beautifully. For over 100 years, every product carrying the Andersen label has been built for the finest homes in America, with the same promise to provide beauty, performance, style, quality and value.



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

Dear Lord

May we get a clean bill of health from our dentist, our psychiatrist, our ophthalmologist, our cardiologist, our gastroenterologist, our urologist, our proctologist, our gynecologist, our podiatrist, our plumber and the IRS.

May our hair, our teeth, our facelift, our abs, our honey cakes, and our stocks not fall and may our blood pressure, our triglycerides, our cholesterol, our white blood count, our weight and our mortgage interest rates not rise.

May we find a way to travel from anywhere to anywhere in the rush hour in less than an hour and when we get there, may we find a parking space.



May God give us the strength to get through this presidential campaign and may some of the promises made be kept. May we believe at least half of what the candidates propose and may those elected fulfill at least half of what they promise and may the miracle of reducing taxes and balancing budgets come to pass.

May we be awestruck by God's sense of humor as we realize that a professional wrestler could have become president of the United States and that an Orthodox Jew has risen to prominence in American politics while remaining true to his Jewish roots. It is my belief that God's joyous humor is the reason he really does not want us to touch our toes while exercising or he would have put them further up our bodies; and, the reason so many of us take up jogging is to hear heavy breathing again.

May what we see in the mirror delight us and what others see in us, delight them. May someone, as well as God, love us enough to forgive our faults, be blind to our blemishes and tell the world about our virtues.

May the telemarketers wait until after we finish dinner to call us. May our checkbooks and budgets balance and may they include generous amounts for charity.

May we remember to say "I love you" at least once a day to our spouse, our child, our parent, all of our significant others but not our boss, our intern, our nurse, our masseur, our hairdresser or our tennis instructor.

And may the Messiah come this year, and if he does not, may we live as if he has, in a world at peace, with awareness of God's love in every sunset, flower, baby's smile, lover's kiss, and every wonderful astonishing beat of our heart. May we smile and laugh throughout the year.

Karran Holds Sales Meeting



Left: Rhett Keller, Mark Webster, Brook Fuller, Todd Donovan, Brian Kirwer, Lorrie Hansen, Randy Wissel, and Stephen Sievers

The Karran Division of Niehaus Companies, Inc. recently held a three day sales meeting at Wholesale Building Materials. Those attending were Todd Donovan, (*Manager of the Karran Division*), Rhett Keller (*Territory Manager - East*), Steve Sievers (*Territory Manager - South*), Randy Wissel (*Territory Manager - West*), Mark Webster (*Plexicor*), Eric Niehaus (*Vice President of Karran*), Lorrie Hansen, Brook Fuller, and Brian Kirwer.

Over the three days they covered a number of different topics. They implemented a new database that will make the division more efficient by utilizing it for leads that are generated from dealers, fabricator, and distributors.

The group reviewed 2006. Karran now has distribution covering every state except Hawaii. There is even one in Alaska! There will be new sinks added to the Karran line, and a new 18 page brochure for the stainless line. In the stainless line there are several price points from an inexpensive undermount sink, to a high end custom undermount stainless steel sink. These sinks can be undermounted to both solid surface, granite, and quartz materials. Plus, a new line of stainless steel drop-in sinks is in the picture for 2007.

They also had a breakout session in the Top Shop where the guys did Karran undermaount sink installation to laminate utilizing the three different fabrication methods.

The last day consisted of covering goals for 2007. The Karran name is becoming a name brand that is being recognized in the market through-out the United States. Our company is expecting big things from our salesforce in 2007.

How To Clear Out Clutter

1. Define the area you are going to clear. (drawer, file cabinet, closet, attic, sentimental box, etc.)
2. Set out 6 boxes (apple boxes work well for most projects).
3. Label each of the boxes as: a) Trash b) Recycle (c) Goodwill (d) Sentimental (e) Undecided (f) Elsewhere.
4. Items to be thrown out are to be placed in the "Trash Box."
5. Items to be taken to the recycle center are to be placed in the " Recycle Box."
6. Items to be given away are to be placed in the "Goodwill Box."
7. Items that you wish to keep for sentimental reasons are to be placed in the "Sentimental Box" to be sorted through during another session. This step eliminates time wasted sentimentalizing over objects.
8. Items that you feel no longer serve you but are reluctant to release because you feel you may need them later are to be placed in the "Undecided Box."
9. Misplaced items that belong in other areas of your home/office are placed in the "Elsewhere Box." to be returned later. Returning them in the midst of your clutter clearing session will only distract you.
10. Every item from your "defined area" will have been either returned to the area in an organized fashion as a "keeper" or placed in one of the 6 boxes.
11. Trash, Recycle and Goodwill Boxes are to be removed to their designated locations within 2 days. This is an important step to follow!
12. "Sentimental Box" is set aside to be chosen as a "Defined Area" at a later date.
13. Divide "Undecided Box" into 3 boxes labeled with reasonable toss-out dates. (ie. 3mos, 6 mos, 1yr.). Allow yourself to retrieve items as needed. When the toss-out dates come up get rid of the remaining articles.
14. Distribute the items in the "Elsewhere Box" to their appropriate locations.
15. Mark a new date in your calendar for your next "De-clutter session"

Tips:

1. Define yourself a smaller area to start with to get the hang of this project.
2. Keep a supply of bottled water nearby for you to drink to help clear your system and quench your thirst as this is difficult (although worthwhile) assignment.
3. Set up a schedule for clearing clutter. Once a month is perfect!
4. Whenever we make efforts to sort through our things and get rid of items that no longer serve a purpose in our lives, we open up space that allows the universe to gift us with "new" and "more satisfying" things.
5. Regarding the "Undecided Boxes": - No "toss-out" date should be longer than 3 years.

Helpful Hints

- After painting and using those gallon cans, save your jelly jars and pour a small amount of paint into them and label them. Great tip for those quick touch ups. The jelly jars or such can be stored in small spaces.
- Want to make your windows "frosted" for more privacy? Add 1 tablespoon of Epsom Salt to 1 cup beer. Brush on the window! Let dry. To remove the frost, wash off with ammonia! This is really neat. Just remember to cover any wood or furniture nearby, because this drips!
- Grease Stains on your wallpaper? Try mixing corn starch and water and make into a paste. Rub on with a soft, clean cloth. Test this in an inconspicuous area first.
- Scuff marks on your vinyl luggage? Try rubbing lemon extract over the area.
- Wallpaper: If you need to make a patch for your wallpaper, never cut out a piece. Always use a piece that you have torn by hand and be sure to tear toward the wrong side of the wallpaper. This will make the patch nearly invisible.
- Cleaning Woodwork? Did you know that cold tea will clean woodwork? Give it a try!
- Grease stains on your carpet? Shake some cornstarch over the grease stain and let set there overnight or at least 8 hours. Vacuum.
- Cleaning Brass? Wash with salt and buttermilk or vinegar and salt. This same treatment is also used for cleaning copper.
- Care of Aluminum: Place tarnished pieces in large pan and cover with sour milk. Allow to remain overnight. This will make the ware as bright as new.
- Furniture Polish: Mix 2 tsps. lemon oil and 1 pt. mineral oil in a spray bottle.
- General Purpose Cleaners: Combine 1/2 c. baking soda and 1 tbsp. water to form a paste.
- To Clean Wooden Furniture: Wash with warm water and Ivory soap, dry and rub with equal quantities of spirits of turpentine and sweet oil, wipe dry and rub with soft flannel cloth.
- To Wash Windows: Dip a lintless cloth in wood alcohol, go over the glass and follow with a piece of old silk cloth. This is fine for cold weather.



EASY TRACK CLOSET SYSTEM



It's simple. Thanks to Easy Track's one-of-a-kind rail system, installing your custom closet is a cinch. Just hang the rail and off you go. Plus, our easy-to-use starter kits and accessories allow you to mix and match components as much as you need.

New Year's Resolutions You Can Keep

Are you sick of making the same resolutions year after year that you never keep? Why not promise to do something you can actually accomplish? Here are some resolutions that you can use as a starting point:

1. Gain weight. At least 30 pounds.
2. Stop exercising. Waste of time.
3. Read less. Makes you think.
4. Watch more TV. I've been missing some good stuff.
5. Procrastinate more. Starting tomorrow.
6. Spend more time at work, surfing with the T1.
7. Take a vacation to someplace important: like, to see the largest ball of twine.
8. Stop bringing lunch from home: I should eat out more.
9. Get in a whole NEW rut!
10. Start being superstitious.
11. Discover a cure for skorts and gauchos
12. Declare winter illegal after Christmas, Hannukah or Kwanzah, whichever ends first
13. I resolve to work with neglected children. (my own).
14. I will answer my snail mail with the same enthusiasm with which I answer my e-mail.
15. I will balance my checkbook. (on my nose).

On The Lighter Side

The well-dressed man entered our bank wanting to buy five silver dollars, which he would give as gifts.

"How much for them?" he asked, when I handed him the coins.

"That will be five dollars," I said.

Handing them back, he said, "Forget it. That's too much."

Recently, our 19-year-old daughter started hunting for her first real job. She spent an afternoon filling out application forms, leaving them on the kitchen table to finish later. As I walked by, a section of the application on top jumped out at me. Under "Previous Employment" she wrote, "Baby Sitting." In answer to "Reason for Leaving," she replied, "Parents came home."

A rabbi, a priest, and a minister walk into a bar. The bartender looks up and says, "Is this some kind of joke?"

Upon arrival at Gatwick Airport, near London, I got in the foreign visitors line. My husband, an English citizen, headed for British Customs. I handed the officer my passport. "Purpose of trip?" he asked.

"Pleasure," I replied. "I'm on my honeymoon."

"Interesting," the officer said stamping a page. "Most women bring their husbands with them."

WBM Holds Therma Tru Training



Wholesale Building Materials recently hosted a Therma Tru Training Seminar. The training session was lead by Therma Tru's Chris Maulucci. He demonstrated the correct way to install single and double hung door units. He showed the attendees how to trouble shoot common installation problems. He also covered several ways to diagnose common problems that arise in the field and solutions for those problems.

Thirty people attended the training class, which included several dealer employees and Sales Representatives. The program was very educational. The dealers will be prepared to address any problems that may arise in the field.



THERMA TRU
DOORS


 New

PreFinished

THERMA TRU
DOORS

Let Our Paint and Stain Pro's Apply the Perfect Finish to Your New Entryway


 THERMA TRU[®]
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Our door mill will begin pre-finishing Therma-Tru doors in-house this month. Our new pre-finish facility will allow us to control the application environment and ensure that we provide the highest quality pre-finished product in the industry.

Ordering is easy:

- Choose your door finish.

For Classic-Craft & Fiber-Classic doors, choose any Therma-Tru stain color or standard paint color. For Smooth Star doors, choose any standard paint color.

Decide if you want the doors exterior or interior finished, or both. You can also choose to paint the interior and stain the exterior or use one paint color for the interior and another for the exterior.


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- Multi-Point Locking System
- High Quality Hinges
- Kerfed Door Bottom
- HP Adjustable Sills
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Employees In Profile



Vincennes, Indiana

Drew Wanning - works in the Karran import sink division, located on Willow Street in Vincennes. Karran sinks are received in bulk, so they are unpacked, inspected, repackaged in Karran boxes and prepared for shipment to distributors.

Drew has been with our company for the past year. He had worked for Cantwell Marathon for four years before coming to Karran.

Drew was born and grew up in the Vincennes area. He is a graduate of South Knox High School. He also attended Vincennes University where he received a degree in Robotics.

Drew is single, but engaged to be married in March of this year. He says he likes to hunt and ride his motorcycle in his leisure time.



Vincennes, IN

Chris Boover - joined our installed sales team in August of last year. He and the rest of the crew blows in fiberglass insulation in walls and attics at new construction job sites.

Before coming to work for our company, Chris had worked for Dave Blackburn as a laborer and had also worked as a landscaper for a company in New Lenox, Illinois.

He was born in Joliet, Illinois and moved to the Vincennes area when he was 8 years old. He attended Lincoln High School in Vincennes.

Chris is married and has 6 step-children. He says when he was younger he was a Motorcross rider, but now his only sports interest is watching NASCAR races. He likes doing mechanical work on his truck, and improvements around his house.



Robinson, IL

Richard "Dick" Woodward - re-joined our company in September of last year. He had worked for Big Buck in the 90's, so he is no stranger to the business. He had left to work for the Hershey Company for a few years where he served in several different capacities. He had also worked for an Xray company that did work for businesses like Indian Refinery and Eli Lilly. He is currently in charge doing a complete make-over of the Home Center, inside and out - setting up plan-o-grams, reorganizing and displaying merchandise.

Dick was born in Conorsville, Indiana and grew up in Robinson. He is a graduate of Robinson High School.

Dick is the father of a 4 year old daughter. He says he likes racing open wheel modified cars on dirt tracks, but hasn't raced his Chevy much in the last year. He likes mechanical work and bow hunting. He says he just finished remodeling his home - and with work, home projects and spending time with his daughter there is not much time for anything else.



Nashville, TN

Adam Spears - joined our Wholesale Building Material division in Nashville, Tennessee in October of last year. He drives a truck delivering orders to the job sites in approximately a 50 mile radius of Nashville. He picks up the orders at the warehouse and delivers to construction job sites.

Before coming to work for WBM, Adam had worked for a cell phone company climbing the towers re-servicing the lights.

Adam was born and grew up in Franklin, Tennessee. He is a graduate of Page High School. He is single and resides in Nashville. He says he likes playing basketball when he can find the time, but since he reports to work at 2:30 A.M., he spends a lot of time sleeping.


Aristokraft[®]

Cabinets

It's time. The kitchen just isn't you any more. The cabinets are tired. The space cramped. Fortunately, the kitchen you've dreamed of isn't that far away.

*We believe in your dreams.
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always wanted. All with the
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The right look for you.*



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Niehaus News

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