

# Niehaus News

November 2003

Volume 42, Issue 11

## LETTER FROM SUSAN

WBM employee, Susan Sanders, is currently serving with the US military in Al Udeid, Qatar. She recently shared some of her experiences in a letter.

*Current domicile: Tent that houses 16 bunk beds - 8 living areas 9' x 5'. Each area has 2 beds and 2 lockers. I have hung sheets at the end of the beds to simulate a wall. I have added 2 floor rugs to make it homier and to cut down on the noise from my boots. The tent is considered a quiet area 24-7. I am day shift and currently work 0600 - 2000 (6:00 a.m. -*



*8:00 p.m.) My bunker is right outside my tent...just in case I need it. Aircraft take off at all hours of the day and night. The fighters shake the lockers when they take off; and they always take off in pairs. At 0430 I'm up for the day. The sun comes up at 0430 and it gets dark here at 1730 (5:30 p.m.). I exercise and take my allowed 3-minute combat shower. To enter the compound (Sector 5, Bldg 8406), I must pass two security checkpoints. I work for one General and three colonels. All of the staff treat me very well. Besides working in my military career field as an Information Manager (office mgr w/varied computer/software skills) I am also an aide to the General. Not only do I keep his calendar, I run laundry service, provide meals, maintain his vehicle, and am his driver when needed. I share the driving responsibilities w/the Executive Officer, Lt Col Mariano "Cato" Floro. He's fantastic.*

*Time off -- haven't had a day off since I left over 9 weeks ago. Several nights I have been able to leave by 1800 (6:00 p.m.) I consider myself lucky on those nights. Even though I walk home in the dark, it's still terribly hot.*

(continued page 2)

## Employees Receive Awards at Annual Company/Family Picnic



### 25 Year Service Awards

*Jerry Burch, Sherry Cummins, Carl Hensley and Larry McCoy*

The annual Niehaus Company Family picnic was held on Saturday, October 18th at Harmony Park in Vincennes. Employees and their immediate families enjoyed a catered dinner, games, inflatable fun items for the children, service awards and many great door prizes.



### Extra Mile Awards

*Mary Beth Robinson, Lisa Litherland, Stephanie Zachary and Al Lepsi. Tim Murray - not shown.*

More picnic photographs on page 4.

## Niehaus/Aristokraft Celebrate 40th ANNIVERSARY

See Pages 6 and 7



Niehaus Companies  
1933 - 2003

## Splinters by Bernie Niehaus Chairman of the Board

### Father Niehaus

*Note: In celebrating our 70th anniversary, I would be remiss if I did not acknowledge Fr. Niehaus's part in the opening of our lumber company in 1933. He lived just two blocks away at St. John's at the time and told me many stories about the early years when his father Ben and my dad Francis started our family business.*

Father Fred Niehaus was born May 5, 1903. This year he would have been 100 years old. He died on March 25, 1992, shortly before his 89th birthday.

Father Niehaus was the sixth of nine children born to Mary and Ben Niehaus. He was born in Vincennes and attended Sacred Heart Grade School. He went to St. Meinrad for high school, college and theology. He was ordained a priest on June 7, 1927. His first 10 years he served at St. John's in Vincennes, just 2 blocks from where my dad and grandfather (his dad) started Niehaus Planing Mill in 1933. It is from this context that he wrote the letter to me in 1980 about his recollections of the beginning of Niehaus Lumber. My mother tells the story that Father Niehaus often kidded my mom about them opening a peanut factory instead of a planing mill at 10th and Vigo.

After my father died in 1944 (Father Niehaus' brother), my sister (Sonie) and I adopted him as our father. Consequently he spent many holidays and many other special days with our family. On one particular Christmas when I was about nine, I got a new baseball bat as a gift. Father was sitting in his favorite lounge chair with his legs crossed and he told me to hit the bottom of his shoe with my new bat. I scored a home run and he was on crutches for two weeks.

In his many years as a priest, he acquired many titles. He was honored with the rank of Monsignor in 1967. When he became the Dean of the area, his fellow priests dubbed him as the "Jolly Dean". His fellow parish team at St. Anthony's called him "The Boss". Father was a man of prayer. The mass, the rosary, the breviary, the Bible and spiritual reading were all a part of his daily routine. Card playing, food, and friends helped to keep him wholly human - a reflection of a joyful, peace filled God-man.

Our family has opened an endowment with the Catholic Foundation that will benefit the parishes he served: St. John's, Vincennes, St. Joseph County, and St. Anthony's in Evansville.

**"Father was a man of prayer. . . . a reflection of a joyful, peace filled God-man."**

*Bernie*

*(Letter From Susan Continued)*

Unfortunately, I'm only issued 3 uniforms, and it takes 3 days to get back any laundry, so each uniform must last 2 days. No, there isn't a washer / dryer on the base. Ah, the base...it's brown. Great camouflage. Everything is brown...the sand, the buildings, the rocks, the sky... Yes, the sky. Sometimes when the wind is blowing hard, it looks like a brown out. Visibility is diminished greatly and you can feel the sand stinging your face as you walk. That's when you've got to wear the goggles. Let's move onto the heat. Remember looking across a field in the summer and seeing the heat waves? Well, here you can actually feel yourself walking THROUGH those waves. The heat category index is universal - 1-5, w/5 being the highest. We are in Cat 5 every day. When I first got here the beginning of August, heat Cat 5 would be announced around 0800. Now it's about 1000 before it gets that hot. Sunglasses here are a necessity. Can't walk outside and see w/out them. The sun here is brighter than back home. Of course I've lost a little weight. Had to get new uniforms...x-small. Physically and mentally I am good. Focusing on the mission and anything else I can find to keep me busy keep the days from dragging by. All said and done, I feel we are doing what is necessary in the big scheme of fighting global terrorism. I have no room to complain about anything here. The airmen and soldiers forward deployed to places such as Iraq and Afghanistan are living in conditions far much worse than what I am exposed to. Some places only get one hot meal a day. And, someone is killed daily in those regions. I'm sure you've heard it. Seems to be what the liberal newscasters concentrate on. What you don't hear from those same newscasters is some of the good that has come to fruition since the removal of Saddam Hussein's regime. Children, especially girls, are now going to school, hospitals are up and running, and the people are being paid on a regular basis. Self-employed merchants are back in business. Soon the new currency will be in circulation. I have plenty of photos on CD Rom that I can show upon my return, if you are interested. Among the photos are the camel crossing sign, paint that has melted (due to the heat) on a stop sign, and good shots of the mission I can show you.

*Note: Susan's letter was edited to fit the space available for this publication.*



We also want to recognize

**DALE NASH**

WBM employee who is serving in the Iraq region.

Quote from Alpha

"3rd. platoon's soldier of the week is SPC Dale Nash. SPC Nash continually goes above and beyond what is required of him in performing vehicle maintenance and completing 2404 forms on company vehicles in thorough detail."

## Birthdays

In November and December the following employees will be celebrating their birthday!

### November

Donna Stephenson	Nov. 3
Becky Taylor	Nov. 6
Rick Henry	Nov. 12
Steve Taylor	Nov. 13
Mike Adams	Nov. 13
Shawn Brothers	Nov. 20
Helen Smith	Nov. 21
Wiley Walters	Nov. 21
Debi Moyes	Nov. 24

### December

William Wait	Dec. 2
Susan Sanders	Dec. 4
Dean Franz	Dec. 5
Dale Nash	Dec. 10
Mike Cavender	Dec. 16
Butch Niehaus	Dec. 16
Chad Clem	Dec. 20
Larry Puent	Dec. 12
Neil Fillingim	Dec. 23
William May	Dec. 26
Rick Daniel	Dec. 31

## Anniversaries

November and December will mark the anniversary dates of employment with our company for the following employees.

### November

Kim Smith	27 Years
Cathy Yochum	18 Years
Steve McNew	7 Years
Candance Walls	5 Years
John Adams	4 Years
John Wallace	2 Years
Steven Nicholas	1 Year
James Roe	1 Year

### December

Helen Smith	8 Years
Lisa Ridgeway	6 Years
Dennis Bilskie	5 Years
Rick Henry	4 Years
Kevin Toole	4 Years
Mike Glenn	1 Year

***Congratulations!***

## New Employees

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

Glenn Stone - WBM, Vincennes  
 Damond Roark - WBM, Vincennes  
 Chris Bechman - Niehaus  
 Jerry Hayne, Jr. - Niehaus

After years of scrimping and saving, a husband told his wife the good news. "Honey, we finally saved enough money to buy what we started saving for in 1979."  
 "You mean a brand new Cadillac?" she asked eagerly.  
 "No", said the husband, "a 1979 Cadillac."



Member  
 Indiana  
 Lumber &  
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 Supply  
 Association

## Card Shower

for

***Mrs. Naomi Niehaus***

***November 16***

Send to: Mrs. Naomi Niehaus  
 1001 Broadway Street  
 Vincennes, IN 47591

## 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**

Niehaus Home Center

# NIEHAUS Companies

**Karran  
 USA**

- Vincennes IN

**Big Buck  
 BUILDING CENTER**  
It's how you do 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

## Photo Highlights of 2003 Niehaus Companies Family Picnic



## 2003 Award Winners

### Extra Mile Award Winners

- Stephanie Zachary - WBM
- Lisa Litherland - NHC
- Al Lepsi - Big Buck
- Tim Murray - WBM, St. Louis
- Mary Beth Robinson - Big Buck

### 25 Year Service Awards

- Sherry Cummins
- Larry McCoy
- Jerry Burch
- Carl Hensley

### 20 Year Service Award

- Mike Worland

### 15 Year Service Awards

- Jean Fox
- Judy Detty
- Betty Tuttle

### 5 Year Service Awards

- |                  |                   |
|------------------|-------------------|
| • Wayne Sullivan | • Dennis Bilskie  |
| • Kyle Blubaum   | • Shawn Brothers  |
| • Ron Gaines     | • Connie Lockhart |
| • Susan Sanders  | • Brian Smith     |
| • Randy Stephens | • George Unsworth |
| • Candy Walls    | • Martha Olker    |
| • Steve Rooker   | • Kim Terry       |
| • Fred Robinson  | • Don Kirby       |

### NIEHAUS HOME CENTER

**High Kitchen & Bath Sales:** Ginger Welton

**High Inside Sales:** Keith Fox

**High Outside Sales:** Brad Snider

#### BIG BUCK- TERRE HAUTE

**High Outside Sales:** Jerry Stanley

#### BIG BUCK - ROBINSON

**High Outside Sales:** Dean Franz

**High Inside Sales:** Gary Chillingworth

#### WBM - VINCENNES

**High Inside Sales:** Lisa Ridgeway

**High Outside Sales:** Doug Klumpp

#### WBM - ST. LOUIS

**High Sales:** Bill Egbert

**High Inside Sales:** Trina Wulfert

### What if God had Voice Mail?

We have all learned to live with voice mail as a necessary part of modern life. But you may have wondered, "What if God decided to install voice mail?" Imagine praying and hearing this...

Thank you for calling My Father's House. Please select one of the following options:

- Press 1 for request.
- Press 2 for thanksgiving.
- Press 3 for complaints.
- Press 4 for all other inquiries.

What if God used the familiar excuse, "All the angels are helping other customers right now. Please stay on the line. Your call will be answered in the order it was received.

Can you imagine getting these kinds of response as you call on God in prayer?

If you would like to speak to Gabriel, press 1 now.  
If you would like to speak to Michael, press 2 now.

For a directory of other angels, press 3 now.  
To find out if a love one has been assigned to heaven, enter his or her social security number now.

For reservations at My Father's House, press the letters J-O-H-N and then 3-1-6.  
For answers on nagging questions about the age of earth and where Noah's Ark is, please wait until you arrive here.



Our computers show that you have already called once today. Please hang up and try again tomorrow.

This office is closed for the weekend. Please call again on Monday after 9:00 a.m.

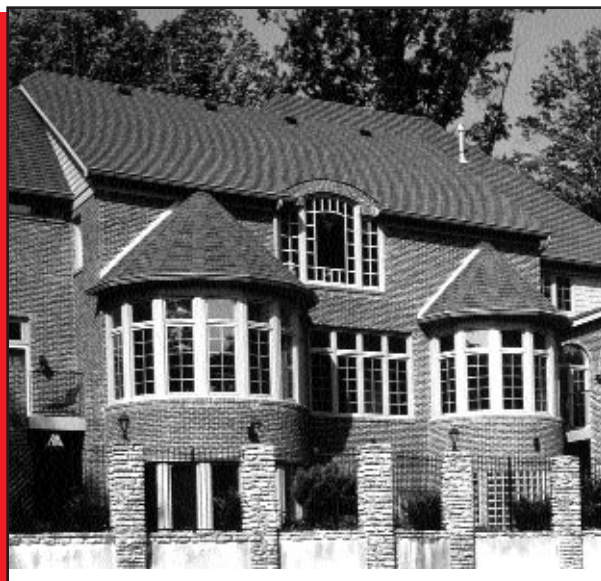
Thank God you can't call God too often, and when you call, the Lord will answer.

### Wisdom From Grandpa

- Whether a man winds up with the nest egg or a goose egg depends a lot on the kind of chick he marries.
- Trouble in marriage often starts when a man gets so busy earnin' his salt that he forgets his sugar.
- When a man marries a woman, they become one, but the trouble starts when they try to decide which one.
- If a man has enough "horse sense" to treat his wife like a thoroughbred, she will never be an old nag.
- Age only matters if you're cheese.
- I've gotten to the age where I need my false teeth and hearing aid before I can ask where I left my glasses.
- If you laugh a lot, when you get older your wrinkles will be in the right places.

# Crestline Windows

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

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- Tilt Double Hung
- Awning
- Bays
- Circle Top
- Casement
- Sliding
- Patio Doors
- Bows
- French Doors

Crestline windows provides everything you want in energy efficiency, beauty and flexibility.

**WE WILL COME MEASURE FOR YOU!**

# Aristokraft Honors Niehaus Companies With

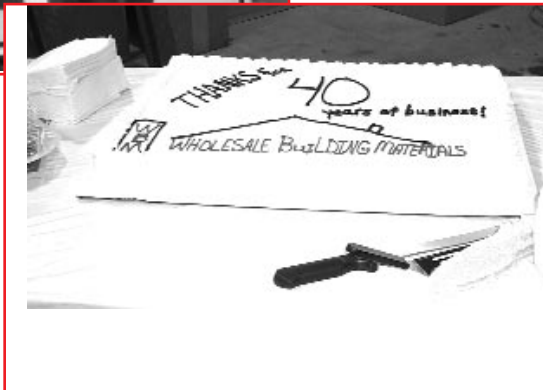


Bernie Niehaus accepting a plaque of recognition for 40 years of business with Aristokraft presented by Rich Forbes, Aristokraft President.

On Tuesday, October 2, the Master Brand Company (parent company for Aristokraft Cabinets) honored Niehaus Companies and its employees with a catered lunch at WBM. The celebration was to mark the 40th year that the Niehaus Company has been a distributor of Aristokraft Cabinets. In 1963 Bernie took on the Aristokraft line at Niehaus Cash Away and has since grown to be one of Aristokraft's largest distributors.

Master Brand officials made the occasion very special. They had old photographs from over the past 4 decades blown up to poster size, large banners announcing the anniversary, a catered lunch by Schnizelbank for all employees. A huge cake was served after lunch. Each employee from Niehaus Home Center, WBM - Vincennes, WBM - St. Louis, WBM - Nashville, Karran and the Big Buck stores. was presented with a Land's End shirt with the Master Brand logo.

We would like to take this opportunity to thank all the folks at Master Brand for recognizing our company and its employees. We are proud to have been a partner for these past 40 years and look forward to the next forty. Thanks Master Brand!



# 40th Anniversary Luncheon Celebration

**1963 - 2003**



### Go Figure!

A bus station is where a bus stops. A train station is where a train stops. On my desk I have a work station. GO FIGURE!

\*  
If Fedex and UPS were to merge, would they call it FedUP

\*  
If quitters never win, and winners never quit, what fool came up with, "Quit while you're ahead"?

\*  
Do Lipton employees take coffee breaks?  
\*  
What hair color do they put on the driver's licenses of bald men?

\*  
I was thinking that women should put pictures of missing husbands on beer cans.

\*  
I thought about how mothers feed their babies with little tiny spoons and forks, so I wonder what Chinese mothers use. Toothpicks?

### FLIGHT ANNOUNCEMENTS

*Occasionally, airline attendants make an effort to make the, "In-flight safety lecture" and their other announcements a bit more entertaining. Here are some real examples that have been heard or reported:*



1. From a Southwest Airlines employee . . .  
."There may be 50 ways to leave your lover but there are only 4 ways out of this airplane..."
2. Weather at our destination is 50 degrees with some broken clouds but they'll try to have them fixed before we arrive. Thank you, and remember, nobody loves you or your money more, than Southwest Airlines."
3. "Your seat cushions can be used for flotation and in the event of an emergency water landing, please keep them with our compliments."

4. "As you exit the plane, please make sure to gather all of your belongings. Anything left behind will be distributed evenly among the flight attendants. Please do not leave children or spouses."
5. "Last one off the plane must clean it."
6. From the pilot during his welcome message: "We are pleased to have some of the best flight attendants in the industry... Unfortunately none of them are on this flight...!"
7. Another flight Attendant's comment on a less than perfect landing: "We ask you to please remain seated as Captain Kangaroo bounces us to the terminal."
8. Part of a Flight Attendant's arrival announcement: "We'd like to thank you folks for flying with us today and the next time you get the insane urge to go blasting through the skies in a pressurized metal tube, we hope you'll think of us here at US Airways."



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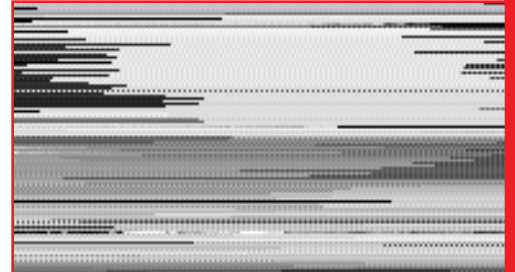
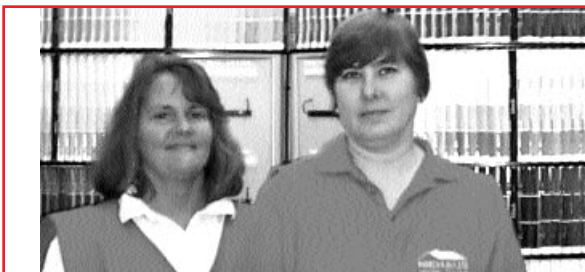
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Niehaus Home Center- Lisa Litherland, Cathy Yochum and Phil Cutshall

Big Buck, Robinson - Betty Tuttle







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### Taxes and Charitable Giving

These days, charities need your support more than ever, and giving money, time or goods to charity is a great way to help others in need and help yourself at the same time. Do remember to use caution when donating to charities, and check with the Better Business Bureau ([www.bbb.org](http://www.bbb.org)) to ensure that the charity to which you plan to donate is legitimate. The Better Business Bureau's "Wise Giving Guide" will help you make an informed decision as to which charity you wish to donate money, time, or goods. And as you lend a helping hand, keep the following tax facts in mind:

- If you itemize, you may deduct cash contributions to qualified charities, as well as the fair market value of donated property.
- Contributions to religious institutions and large, national charities usually qualify for tax deductibility, while contributions to individuals don't. If you have any doubts, call the IRS and ask if your charity is on the list of qualified tax-exempt organizations.



- When you donate brand-new merchandise or stocks and bonds that are publicly traded, it's relatively easy to determine market value. But what's the value of used clothing, furniture, or appliances? According to the IRS, you may deduct only the amount that someone would pay for such items in a thrift shop. The value of your charitable services is not deductible, but you can deduct out-of-pocket and incidental expenses. Example: You drive to a charity dinner, help out in the kitchen, and donate your favorite casserole. You can deduct the cost of the food and your charitable mileage, but not the value of your time.

- Instead of contributing cash, consider donating stock, mutual funds, artwork, or similar items that have increased in value. You may deduct the full market value of the property, and you'll avoid paying tax on the built-in capital gain. With securities that have decreased in value, it's better to sell the securities first and donate the proceeds. That way, you can deduct both your charitable contribution and your capital loss on the sale.

- If you plan to make a large contribution to charity, seek tax advice before rather than after making the gift in order to maximize your tax benefits.

- **Good Record Keeping is Required:** If you plan to claim a tax deduction for charitable contributions, you need documentation to support your gift. Here are the IRS requirements:

- If your donation is less than \$250, your canceled check is adequate substantiation.

If you give \$250 or more in a single contribution, you must obtain a written receipt or acknowledgment from the charity. The receipt must include the date and amount of the contribution, and must state whether you received any goods or services in return. If you did, it must describe them and give the estimated value of what you received. You must be able to produce such receipts if requested by the IRS, or your deduction will be denied.

- If you contribute property with a value above \$500, your personal records must also include details of how and when you acquired the property and your cost basis in the property.

## Jill Warren Joins WBM Sales Staff

We are pleased to announce that Jill Warren has recently joined our sales staff at Wholesale Building Materials. Jill is working as an outside salesperson in the south-west region. This area covers Southern Illinois and over to St. Louis, Missouri. She calls on established accounts and works to set up new ones, holds product sales training sessions for dealers, introduces new products and generally takes care of any problems or needs the dealer customer may have.



Jill is no stranger to the retail and wholesale business. She and her husband, Doug, owned the Gallery of Kitchens and currently own Surface Solutions, a counter top business that specializes in solid surface kitchen and bath tops.

We welcome Jill and wish her well in her new position.

*From All Of Us  
 To All Of You. . . . .*

*Happy Thanksgiving*

(Kemper continued)

- If you donate an item or a group of similar items worth more than \$5,000, all of the previous requirements apply, but you must also obtain a qualified appraisal. There are special exceptions for publicly traded stock and, in some cases, for non-public stock.

- If you receive anything of value in return for your donation ("quid pro quo" contributions), your deduction is limited to the difference between what you donate and what you receive.

For all quid pro quo donations over \$75, the charity must provide you with a written disclosure of the value of the goods or services provided and must indicate that the deduction is limited to the difference between the donation and the value stated.

If you have questions about charitable giving or any of the bullet points listed above, give us a call! The experienced professionals at Kemper can help answer your questions and help you plan for future charitable gifts. Call us today!!



# Kitchen & Bath Cabinetry



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**Ginger Welton**  
*Designer  
Niehaus Home Center*



**Donna Bishop**  
*Designer  
Niehaus Home Center*



**MaryBeth Robinson**  
*Designer  
Big Buck Pro Building Center*



**Sue Fox**  
*Designer  
Niehaus Home Center*



**Kathy McCreary**  
*Designer  
Niehaus Home Center*



**Becky Taylor**  
*Designer  
Big Buck Robinson, IL*



1110 Ft. Harrison Rd  
Terre Haute, IN



1023 Main St.  
Vincennes, IN



501 S. Howard St.  
Robinson, IL

## Employees In Profile



**Dean Franz** - is our featured employee from Big Buck Building Center in Robinson, Illinois. Dean is an outside salesman for the central Illinois area. He calls on established contractor customers and works at expanding the contractor division. Dean has been with our company for the past 9 years.

Dean was born and grew up in Lincoln, Illinois and is a graduate of Lincoln High School. He earned a baseball scholarship to Eastern Illinois University. At Eastern, he earned a B.S. degree in marketing. Dean served 3 years in the U.S. Army of which he spent a year in Korea. He has since acquired a wealth of knowledge and experience in the building industry. He was employed for 20 years with IBC Homes, selling custom homes.

Dean has two children. Lindsey, age 25 and Chris who is 23. He says in his leisure time, he enjoys fishing and all sports - especially golf.



**Donna Stephenson** - is employed at Wholesale Building Materials in Nashville, Tennessee. She is a Kitchen and Bath Designer and works closely with the salesmen and clients to create kitchens and baths for new homes.

She has been with our company since May of last year. Before coming to work for WBM, she was a kitchen designer for Corporate Home Depot for nine years.

Donna grew up in California and attended San Jose State and U.C. in Berkley where she majored in education. She taught grades kindergarten through third grade for 15 years. She and her husband Harry have two grown children. Jeromie is 26, who is a fire fighter and Shawn is 29 and currently serving in Iraq.

Donna says she loves gardening and flowers. She also does interior designing and catering for clients as a side business.



**Troy Michler** - is our featured employee from Wholesale Building Materials in Vincennes this month. Troy is a semi-truck driver and makes runs from Vincennes to the WBM divisions in Nashville, Tennessee and St. Louis, Missouri. Both locations are supplied with Aristokraft Cabinetry from the Vincennes WBM distribution center.

Troy has worked for WBM on a part-time basis for the past couple of years and is now a full time employee. He has worked for the Vincennes School Corporation as a contract school bus driver for the past 16 years, and also as custodian for 13 years.

Troy was born and grew up in the Vincennes area. He is a graduate of Lincoln High School and attended Vincennes University where he studied Law Enforcement and Conservation. He and his wife, Brenda, have two children. Haleigh is 8, and Madison is 6 years old. Troy likes to hunt - deer and birds and going camping with his family.

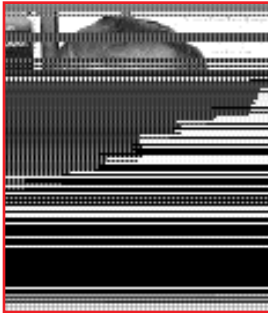


**Matt Murphy** - works in the yard at Niehaus Home Center. He has been with our company for 3-1/2 months. As a materials handler, Matt helps build outgoing loads to be delivered, loads drive through customers, helps in receiving and with yard maintenance.

Prior to coming to work for our company, Matt had worked for Griesmer Construction for two years as a carpenter. Matt attended Bridgeport High School.

Matt is single, but engaged to be married in May of 2004. He says he likes watching NASCAR races - but don't have a favorite driver. He also likes to fish and play golf when he can find the time.

# Experience. The Difference



**Wayne Sullivan**  
Manager of Installed Sales  
5 Years with Niehaus Home Center

Quote:  
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