

◆ Niehaus News ◆

April 2007

Volume 46, Issue 4



Make A Difference Everyday

- Help where you are needed.
- Listen when someone needs to talk.
- Take a stand for what's right.
- Take the initiative to get the job started.
- Say "Please" and "Thank you" - and mean it!
- Apologize when you're wrong - accept the blame (no excuses).
- Be patient with other's "quirks" and their mistakes.
- Pray for God's help on other's behalf.

Author: Dorothy Swanson
Madison, IN

Niehaus Hosts Contractor Appreciation Dinner

On Monday, March 19, Niehaus Companies, Inc. hosted a dinner celebration for their contractor/builder customers at the Eagles in Vincennes.

The entire banquet room was decorated in a St. Patrick's Day theme - green balloons, green table covering, green leis, as well as other green decorations. All the employees sported new green shirts provided by our company.

The guests were greeted by Mike Adams (CFO), Kyla McKinney, Charles Fields and Kim Downen at the registration table. The guests signed up for door prizes that were awarded at the end of the evening.

The guest enjoyed a social hour where they mingled, visited vendor booths or indulged in a green margarita. Dinner was catered by Schnitzlebank Restaurant and the dessert was provided by Pea-Fections. The Steve Greenwell Band provided live musical entertainment that added an up-beat flare to the evenings festivities.



Contractor Appreciation Dinner



Guests were invited to visit each of the vendor booths to talk to the reps and see their products. Those who participated were:

DeWalt Power Tools
Dow Styrofoam
Therma Tru Doors
Guardian Insulation
National Nail
Andersen Windows
Rollex
Bruce Flooring
Simpson
Mohawk Flooring

Aristokraft Cabinetry
Decora/Kemper Cabinetry
Karran USA Sinks
Delta Faucet's
Benjamin Moore Paints
James Hardie Siding
Anthony Engineered Lumber
Professional Garage Doors
GAF Roofing
Babb Lumber



Niehaus Companies Celebrate St. Paddy's Day With Catered Lunch For Employees - NHC & WBM

Niehaus Home Center and Wholesale Building Materials in Vincennes, celebrated St. Patrick's Day with a lunch for the employees. At both places the lunch rooms were decorated in the St. Pat theme - green, green, green!

Lunch was catered by Schnitzlebank Restaurant - catfish filets - served with potatoes, cole slaw, fried biscuits and apple butter - DELICIOUS!



Splinters

by **Bernie Niehaus**
Chairman of the Board



The “Wow” Factor

Last month I was privileged to be the guest speaker at the Annual Knox County Development Corporation luncheon. They had a large crowd which filled Green Activities Center at Vincennes University.

I explained that every night when we watched Fox or CNN News there is “Breaking News” - well today there is Breaking News - Vincennes is on the move. Look at all the good things happening in Vincennes.

- Kohl’s Department Store.
- Holiday Inn Express.
- New Good Samaritan Hospital Cancer Center.
- New Advanced Technology Building at V.U.
- Red Skelton Museum.
- Highland Woods Community Center.
- New Teachers Credit Union.
- 150,000 grant for downtown loft apartments.
- 750,000 grant for Main Street projects.
- 1,000,000 River Walk.

Besides all of these things that I have just listed, drive out by the V.U. Campus, 100 acres and over 50 buildings. At night you can see over 2,000 street lights that now light this beautiful campus. Also, we can be extremely proud of our large regional hospital and medical centers. Our National Park with the largest monument outside of Washington, D.C. and historical district is also something to show our visitors.

With all this happening now in Vincennes, I am sure our visitors will say “WOW” and this is what I call the “WOW” FACTOR. What can we do - we can all make a difference.

1. Be Enthusiastic - when you talk to other people about the things that are happening in Vincennes.
2. Teach - Train - We need to train our frontline people - the ones that are exposed to our visitors - like in motels, restaurants, gas stations, and stores.
3. Paint - Fix-Up - Clean Up We all need to help make our city a beautiful place to live. Everyone should do their part.
4. Support Our Local Groups Join one of our many local clubs or groups and become active - Chamber of Commerce, Rotary, Kiwanis, Civitan and many others.

Vincennes is a great place to live, to work, to raise children, go to church, and get an education. Let’s all be proud of our city.

Bernie

NCI NIEHAUS
Companies, Inc.

Karran

- Vincennes IN

NIEHAUS
HOME CENTER

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

WBM

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

Top Shop

- Vincennes, IN

Birthdays

In April and May the following employees will be celebrating their birthday!

April

Robert Lawson	Apr. 8
Doug Hatton	Apr. 16
Mike Montgomery	Apr. 16
Brad Snider	Apr. 18
Nathan McCarter	Apr. 20
Robert Spade	Apr. 22
Steve Gerdeman	Apr. 25
Stephen Lanning	Apr. 26

May

Michael McIntyre	May 4
Lisa Ridgeway	May 6
Brook Fuller	May 7
Trina Wulfert	May 12
Connie Lockhart	May 16
Mary K. Edgin	May 16
Roy Roach	May 19
John Mansfield	May 20
Doug Mikiska	May 24
Danny Harrington	May 27
Judy Detty	May 28
Wayne Tracy	May 28
Tracy Catt	May 29
Don Mendenhall	May 29

Happy Birthday!

NOT ON OUR MAILING LIST?

If you (or anyone you know) 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



Anniversaries

April will mark the anniversary dates of employment with our company for the following employees.

Roy Roach	33 Years
Keith Fox	21 Years
Kathy McCreary	21 Years
Betty Tuttle	19 Years
Kevin Grostefon	12 Years
Brad Snider	11 Years
Doug Vantlin	8 Years
Chad Clem	5 Years
Ken Pettry	3 Years
Charles Fields	2 Years
Kyla McKinney	2 Years
Randall Wissel	2 Years
Robert Lawson	2 Years
Jonathan Worland	2 Years
Cody Meeks	1 Year
Patrick Burrus	1 Year
Carl Keller	1 Year
Andrew Suttle	1 Year

Congratulations!

New Employees

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

Angela Fields - Niehaus, Vincennes
Dale Miller - WBM, Nashville
Cody Eslick - Niehaus, Terre Haute

Our Sympathy

to

John Wallace

on the recent loss of his father

and

Mark Ashcraft

on the recent loss of his mother

Earth's Easiest Exercise

Walking can add years to your life and life to your years. And it couldn't be easier. You don't need to join a health club, wear special equipment or go into training to reap the rewards.

THE CONDITIONER: Walking conditions your heart and lungs and improves your body's ability to use oxygen more efficiently. Fact: In one study, women who walked briskly (3-4 mph) at least three hours a week cut their risk of heart attack and stroke by more than half.

THE PROTECTOR: Walking helps beat other health problems too. It reduces your risk of some forms of cancer and osteoporosis. It fights the battle of the bulge, reducing body fat and building muscle.

Walking can even help people with diabetes reduce or eliminate their need for dedication.

THE JOINT-SAVER: Walking can burn about as many calories per mile as jogging does. But it delivers less of the jolt, so it's much easier on your joints and muscles.

THE DE-STRESSOR: Walking is easy on your mind too, since it lessens stress and lightens depression.

Beginning walkers usually report that they feel and sleep better, and that their mental outlook improves.

THE WINNER: Best of all, walking has the lowest dropout rate of any form of exercise. So you're more likely to stick with it and get all these benefits and more, like better digestion, improved regularity and lower blood pressure.

There's nothing to it: Just put on a sturdy comfortable pair of shoes and go. Smart moves: Walk to the store for the Sunday paper; park a few blocks from work; use the stairs instead of elevators or escalators; on bad weather days walk in a mall or on a gym treadmill.



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.

Hotel Key Cards: Identity Theft Risk or Not?

It has been rumored that hotels were encoding room key cards with guests' personal information, and that any prospective identity thief with a card reader could gain access to your most essential private data.

The great hotel mystery started in 2003 when a Pasadena Detective Sergeant received information from a group of Southern California detectives who had formed a fraud investigations network. One of the detectives said that during the investigation he came across a plastic hotel card key from a major hotel that had personal information - name, length of stay and credit card number - that could lead to identify theft and fraud.

The hotel industry continues to deny that there's anything treacherous about the keys. Information technology specialists

insist that major hotel chains in the U.S. don't encode personal data on the card keys, but when pressed, admit that older systems are another story - as are hotel systems outside the United States.

At the very least, the key cards can result in odd charges popping up on travelers' bills.

Those who blithely leave the keys in their rooms are counting on the front desk staff to quickly process their check-out and disable the account information that the cards link to. In larger resort complexes, where the cards can be used to make retail purchases in spas, shops and restaurants, the cards could be used to make some very expensive purchases in just a few minutes. A security and technology columnist related a story of Las Vegas police confiscating hotel keys from criminals, only to find

they were encoded with data stolen from consumers.

The crooks would use them to buy goods at convenience stores and gas stations, as the low purchase levels were beneath the notice of most fraud-detection systems.

The still-unexplained data breach that led to a massive shutdown of debit cards issued from major banks, was attributed to identity thieves stealing data from a payment processor and encoding it on blank ATM cards. The thieves then proceeded to make withdrawals from victim's bank accounts, with no one the wiser.

Your best bet is to take the key card with you at check out, then shred or destroy it when you get home.



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Miss what you've been seeing.**

With our new TruScene insect screen, the view from your windows stays as clear as all outdoors, virtually invisible, and totally innovative. TruScene insect screens give you beautifully unobstructed views. They let more light into your home, yet keep even the smallest insects out. TruScene insect screens from Andersen - they're like nothing you've ever seen.

WINDOWS • DOORS
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HOME CENTER**

1023 Main Street, Vincennes, IN

501 Howard St, Robinson, IL

1110 Ft. Harrison Rd, Terre Haute, IN

Company Employees Attend Therma-Tru Factory Tour

Every year Therma-Tru has thousands of builders, dealers and distributors visit their state-of-the-art manufacturing facility in Butler, Indiana. Through these tours, visitors see for themselves the quality that goes into Therma-Tru fiberglass and steel doors.

Wholesale Building Materials hosted a trip to the Therma-Tru factory in January. Dealers, their key customers, and some of our employees were invited to make the trip and tour one of the largest exterior door manufacturing facilities in the world. When they arrived on Wednesday, they were taken to the Auburn Inn and there they



Photo's of some of the machinery on the production line at the Therma-Tru manufacturing plant - one of the largest in the world.

enjoyed a catered dinner at the WWII Victory Museum. On Thursday they went to the Therma-Tru factory for a mini-college, and guided factory tour.

Seeing the actual manufacturing of the Therma-Tru doors helps better understand the features and benefits of all Therma-Tru fiberglass door lines- Classic-Craft, Fiber-Classic and Smooth-Star. The observer can truly appreciate Therma-Tru's commitment to innovative technology and quality control process to make a product that anyone would be proud to sell and install.

Those who attended from within our companies were: Brenda Malone, Mike Glenn, Scott McCrary, Jeanie Embry, Leah Bilskie, Jack McCullough, Preston Rakes, Ray West, Ali Salhani and Bill Stevens.

Your Age By Eating Out

Work this out as you read. Be sure you don't read the bottom until you've worked it out! This not one of those waste of time things.

1. First of all, pick the number of times a week that you would like to go out to eat (more than once, but less than 10).
2. Multiply this number by 2 (just be bold).
3. Add 5.
4. Multiply it by 50
5. If you have already had your birthday this year add 1757 ... If you haven't, add 1756.
6. Now subtract the four digit year that you were born.

You should have a three digit number. The first digit of this was your original number (i.e., how many times you want to go out to restaurants in a week).

The next two numbers are **YOUR AGE!** (Oh **YES** it is!!!!!!!)

This is the only year (2007) it will ever work, so spread it around while it lasts.



L is for lumber

The Flaget kindergarten class is learning the alphabet and are up to the letter "L." On their visit to Niehaus Home Center they searched for items that started with "L". . . . lumber - ladders - lights - locks, etc.

Don Pea, employee at WBM, served as tour guide to the class and their teachers - Gretchen Lehman and Kathy Anglin. Among the group are two Niehaus children - Molly (daughter of Butch) and Katy (daughter of David)

The children enjoyed their visit and were given a bag of popcorn at the conclusion of their tour.



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Engineered Wood Products



Meet the Engineered Lumber Team: Eric Feagley, John Harrison and Clete Yochum.

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AdvanTech Flooring with Fastening Guides makes hitting the joists easy. High quality I-Joists with MSR lumber flanges mean a cost-effective, high-performance AdvanTech system.

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I Joists

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Memories

A little house with three bedrooms and one car on the street,
A mower that you had to push to make the grass look neat.
In the kitchen on the wall we only had one phone,
And no need for recording things, someone was always home.
We only had a living room where we would congregate,
Unless it was at mealtime in the kitchen where we ate.
We had no need for family room or extra rooms to dine,
When meeting as a family those two rooms would work out fine.
We only had one TV set, and channels maybe two,
But always there was one of them worth the view.

Weekends were for family trips or staying home to play
We all did things together-- even go to church/synagogue to pray.
Remember going to the store and shopping casually,
And when you went to pay for it you used your own money?

Nothing that you had to swipe or punch in some amount,
Remember when the cashier person had to really count?

There was a time when just one glance was all it would take,



And you would know the kind of car, the model and the make.

They didn't look like turtles trying to squeeze out every mile;
They were streamlined, white walls, fins, and really had some style.

One time the music that you played whenever you would jive,
Was from a vinyl, big-holed record called a forty-five.

This life seemed much easier and slower in some ways,
I love the new technology but I sure miss those days.

So time moves on and so do we, and nothing stays the same,
But I sure love to reminisce and walk down memory lane.



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Employees In Profile



Vincennes, Indiana

Doug Hatton - is a driver for Wholesale Building Materials in Vincennes. He takes empty semi trailers to Aristokraft in Ferdinand, Indiana, and picks up full trailer loads of cabinets and brings them back to WBM to be unloaded. He has been with our company for a year now.

Besides his job with WBM, Doug also does farming, drives a school bus for South Knox School, and works part-time for a landscaping company. He was born and grew up in the Vincennes area. He is a graduate of South Knox High School.

He and his wife of 21 years, have three children. Heather is a senior and the twin boys - Dustin and Nathan also attend S.K. With so many jobs going, he says he don't have much time for hobbies, but he does enjoy fishing and riding dirt bikes and 4-wheelers with his kids.



Vincennes, IN

Angela Fields - is a cashier at Niehaus Home Center in Vincennes, and is fairly new to our company. After completing her training, she will also help out in stocking.

Prior to coming to Niehaus, she had been self-employed and owns a tee shirt business. She had also worked for FIA. She was born in Hammond, Indiana and grew up and still lives in Sandborn, Indiana. She is a graduate of Faith Christian School in Carlisle, Indiana and the Indiana Business College.

She and her husband, Steve, have two children. Sean is 18, and Ashley is 15. Angela has several interests - she says one of her favorite things to do in her leisure time is horseback riding. She also likes doing the body work in auto restoration. She is a member of the volunteer fire department in Edwardsport.



Terre Haute, IN

Andrew Suttle - is our employee in profile this month from Niehaus Home Center in Terre Haute, Indiana. He has been with our company for over a year now. He works in the yard, loading and unloading material, as well as working on the insulation installation crew.

Before coming to work for us, he had been employed by Technical Construction for three years as a framer and finisher. Prior to that position, he had worked for Woodcraft Log Homes.

Andrew was born and grew up in Terre Haute. He is a graduate of Terre Haute South High School. He and his girlfriend of six years enjoy spending time together and with family. He also likes riding 4-wheelers, fishing and doing remodeling work.



St. Louis, MO

Joy Whiteside - is our featured employee from WBM in St. Louis this month. Joy has been with our company eight years now. She is a designer and handles all aspects of selling cabinetry - designing, meeting with builders/remodelers and their clients, field measuring, ordering, and whatever it takes to complete the sale of kitchen and bath jobs for her customers.

Joy was born and grew up in Illinois and now resides in Waterloo. She is a graduate of Cahokia High School and Mermac College where she earned a degree in Interior Design. Before coming to work for Wholesale Building Materials, she had been employed by L.J.

Ross Home Center, and also Wilke Window and Door Company.

Joy and her husband are the parents of four children. She has two step-children: Brad who is 19, and Whitney, age 13. She also has two daughters: Janet, who is 16, and Jessica is 8. She says she likes to travel, ride their Harley with her husband, but most enjoyment comes from spending time with the children and being part of their sports activities.

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DOORS****Let Our Paint and Stain Pro's Apply the Perfect
Finish to Your New Entryway****THERMA TRU[®]
DOORS**

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.

Quality Door System Components

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