Niehaus News

April 2006 Volume 45, Issue 4





Vincennes IN



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



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



• Vincennes, IN



Keith Pfoff - New Floor Covering Manager



Keith Pfoff - New Floor Covering Manager

Keith Pfoff has recently joined the Niehaus Home Center staff as the new manager of the Flooring Department.

Keith is the former owner/operator of Floor Decor. He has over 30 years experience in flooring sales and installation. Over the years he has worked for Carpet Wonderland, Street Brothers Flooring, and Lincoln Trails Carpet. He then opened his own business, and ran it for 13 years.

We want to welcome Keith to the Niehaus "family." We feel that he will be a valuable asset to our Flooring Department.

Keith welcomes both old and new customers to come see him for all their flooring needs. Page 2 Niehaus News





Easter 44 Years Ago

Easter is the most important feast day for the church, and for that matter, all of Christianity, even more important than Christmas. It is because if

Christ had not risen from the dead, then there would be no Easter, no church, or no Christian Faith.

A very important thing happened to me 44 years ago on Easter. Patty and I became engaged on Easter 1962. I gave her the ring and we

then attended the Easter vigil service at St. Meinrad. This was a very beautiful ceremony which included the blessing of the water, a procession of all the monks with the live Easter Lamb and the trumpets sounding the joy of Easter. This truly made our engagement a very memorable occasion. We were then married on October 13, 1962.

"Easter is a very Religious Holy Day and a very special day for our family"

Easter is truly a family celebration. We all attend the Easter Mass, and of course, the little girls are all dressed up in their new frilly Easter dresses. After Mass, all our children and grandchildren come to our house for a big Easter dinner of ham and all the trimmings.

After dinner, it's time for the annual egg hunt, a tradition for the last thirty-some years, starting with our children, and now the 19 grand-children. The Easter Bunny hides the eggs in the front yard (guess who the Easter Bunny is) and each year more eggs are needed. Several years ago my mother started to bring plastic eggs with money inside - the bigger children have gotten wise and look for them first.

This Easter will be a little bitter sweet - this is the first Easter without Momo (my mother) who passed away May 30th of last year.

Yes, Easter is a very Religious Holy Day and a very special day for our family. It all started on that Easter Vigil at St. Meinrad in 1962 - over 44 years ago.

Bernie

Letters from Children to God

- Dear God: In school they told us what You do. Who does it when You are on vacation?

 Jane
- Dear God: I read the Bible. What does 'begat' mean? Nobody will tell me. Love, Allison
- Dear God: Are you really invisible or is that just a trick? Lucy
- Dear God: Did you mean for the giraffe to look like that or was it an accident? Norma
- Dear God: Instead of letting people die and having to make new ones, why don't You just keep the ones You have now? Jane
- Dear God: I went to this wedding and they kissed right in church. Is that okay? Neil
- Dear God: What does it mean You are a Jealous God? I thought You had everything. Iane
- Dear God: Did you really mean "do unto others as they do unto you"? Because if you did, then I'm going to fix my brother. Darla
- Dear God: It rained for our whole vacation and is my father mad! He said some things about You that people are not supposed to say, but I hope You will not hurt him anyway. Your friend (But I am not going to tell you who I am)
- Dear God: Why is Sunday school on Sunday? I thought it was supposed to be our day of rest. Tom L.
- Dear God: If we come back as something please don't let me be Jennifer Horton because I hate her. Denise
- Dear God: If You give me a genie lamp like Aladin, I will give you anything you want, except my money or my chess set. Raphael
- Dear God: Maybe Cain and Abel would not kill each other so much if they had their own rooms. It works with my brother. Larry
- Dear God: I bet it is very hard for You to love all of everybody in the whole world. There are only 4 people in our family and I can never do it. Nan
- Dear God: We read Thomas Edison made light. But in Sunday school they said You did it. So I bet he stoled your idea. Sincerely, Donna
- Dear God: I didn't think orange went with purple until I saw the sunset you made on Tuesday. That was cool! Eugene
- Dear God: I saw a kangaroo and a buffalo today at the zoo. I like the lion best. What is your favorite? I think the ostrich is funny looking did you do that on purpose?

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Birthdays

In April the following employees will be celebrating their birthday!

| Robert Lawson | April 8 |
|-------------------|----------|
| Brenda O'Donnell | April 11 |
| Mike Montgomery | April 16 |
| Doug Hatton | April 16 |
| Chris Ewer | April 18 |
| Brad Snider | April 18 |
| Robert Spade | April 22 |
| Steve Gerdeman | April 25 |
| Juanita Lamparter | April 26 |
| Stephen Lanning | April 26 |

Happy Birthday To All

Anniversaries

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

| Roy Roach | 32 Years |
|------------------|----------|
| Keith Fox | 20 Years |
| Kathy McCreary | 20 Years |
| Betty Tuttle | 18 Years |
| Kevin Grostefon | 11 Years |
| Brad Snider | 10 Years |
| Doug Vantlin | 7 Years |
| Chad Clem | 4 Years |
| Ken Petry | 2 Years |
| Rebecca McIntosh | 2 Years |
| Chris Ewer | 2 Years |
| Charles Fields | 1 Year |
| Kyla McKinney | 1 Year |
| Randal Wissel | 1 Year |
| Jonathan Worland | 1 Year |
| Dan Hartley | 1 Year |
| Michael Couldry | 1 Year |
| Robert Lawson | 1 Year |
| | |

Congratulations!

New Employees

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

Keith Pfoff - Niehaus, Vincennes Rusty Smith - WBM, Vincennes Lisa Reaves - WBM, Nashville Joseph Byerley - WBM, Nashville Doug Hatton - WBM, Vincennes Mark Frey - WBM, Vincennes Travis Thacker - WBM, Vincennes Travis Stewart - WBM, Vincennes Patrick Burrus - WBM, St. Louis Anthony Callese - Niehaus, Terre Haute Sean Strange - Niehaus, Terre Haute

Welcome

If we are what we eat, then I'm easy, fast, and cheap.

Help keep the kitchen clean EAT OUT!!

Congratulations Mr. & Mrs. Travis Lewis

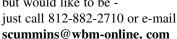
on the arrival of their new baby boy

Gaige Michael Lewis
Born April 5
7 lbs. 3 oz. 22 inches

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 -



Obituary

Veteran Pillsbury spokesman, The Pillsbury Doughboy, died yesterday of a severe yeast infection and complications from repeated pokes to the belly. He was 71. Doughboy was buried in a slightly greased coffin. Dozens of celebrities turned out, including Mrs. Butterworth, the California Raisins, Hungry Jack, Betty Crocker, the Hostess Twinkies, Captain Crunch, and many others.

The graveside was piled with flours as longtime friend, Aunt Jemima delivered the eulogy, describing Doughboy as a man who "never knew how much he was kneaded". Doughboy rose quickly in show business but his later life was filled with many turnovers. He was not considered a very smart cookie, wasting much of his dough on half-baked schemes.

Still, even as a crusty old man, he was a roll model for millions. Doughboy is survived by his second wife, Play Dough. They have two children and one in the oven. The funeral was held at 3:50 for about 20 minutes.

My House

- KITCHEN CLOSED (this chick has had it!)
- Martha Stewart doesn't live here!!
- I'm creative you can't expect me to be neat too!
- So this isn't Home Sweet Home ADJUST!
- Ring Bell for Maid Service If no answer - Do It Yourself!
- I clean house every other day Today is the other day!
- If you write in the dust. PLEASE don't date it!
- I would cook dinner but I can't find the can opener!
- My house was clean last week (too bad you missed it!)

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.

Congratulations Debi & Tim Moyes

on the arrival of their new granddaughter

Addison Riley Bratcher

Born March 21 8 lbs. 1 oz. 21 inches Page 4 Niehaus News

10 Ways to Have a Better Day Today

by Geno Stampora

- 1. Wake up 30 Minutes Early. Get up 30 minutes before the alarm goes off and take the first half hour for yourself. Once you get busy and into the day there never seems to be the time for yourself. Take this time to plan getting the most from the day.
- 2. Read, Listen, or Watch Something Uplifting. Make this a daily habit. Get out of starting the day with no mental food. A great day does not begin with the news or the paper, it begins with ideas or energy that will propel you through the day. What you first hear will stay with you throughout the day.
- **3.** Eat a Good Breakfast to Start You Off Right. Get something good into your body to wake it up and get it going. Think about the energy you will need to perform. Everyday we run a marathon. What would you need to eat and drink to win it.
- **4.** Choose Your Winning Attitude. There is enough to go wrong without sabotaging yourself. Your attitude is a choice you make. Don't let it come between you and your success. Be careful to keep it positive all day long.
- 5. Be Aware of What They are Telling You. The people around us have a profound effect on how we get through life. Our closest friends and family are our greatest environmental influences. Make sure you have the best advisors you can find.
- **6** . Make the Most of What You Do. When you get to your work, make it the best place to be. Most people go to work and never think about work while they are there. Focus on your contribution. What would it be like if you were not around. Strive to give a 100% each and every day.
- 7. Always Remember that People are Listening. Make a point of talking well of others. Wish others the best in life. What goes around does come around. Don't talk negative about anyone. Try to understand their circumstances Practice being a support system to your friends and family. They need you.
- **8.** Be Honest and Fair to Others. It does make a difference. What you give to others is usually what you get from others. Practice integrity that people can see and feel. Be aware of what you say. Learn to walk your talk at all times. The more people trust you, the more of their time they will trust with you.
- 9. Pace Your Energy to Last All Day. Be careful of bursts of energy. Pace your energy throughout the day. If you get to crazy early in the day, you will reach a point of exhaustion before the day is over. By planning your entire day before you begin, you will have what you need. You've heard the old saying "look alive."
- 10. Get in Bed Early and Study for the Future. The only way to keep one step above the masses is to learn new ways to do things. Develop the habit of reading a work or personal development book before you go to sleep. Reading for 30 minutes a day is like a year of college. You can't succeed if you don't read. Remember throughout your day that life is what we make it, day by day. Practice having the best day ever. It adds up to a great life.

WBM & Niehaus Home Center Celebrates St. Patrick's Day



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 Schnitzelbank Restaurant in Jasper. The main course was catfish filets - served with potatoes, cole slaw, fried biscuits and apple butter - DELICIOUS!

Note From The Employees: A big thanks from all of us!



PAINT

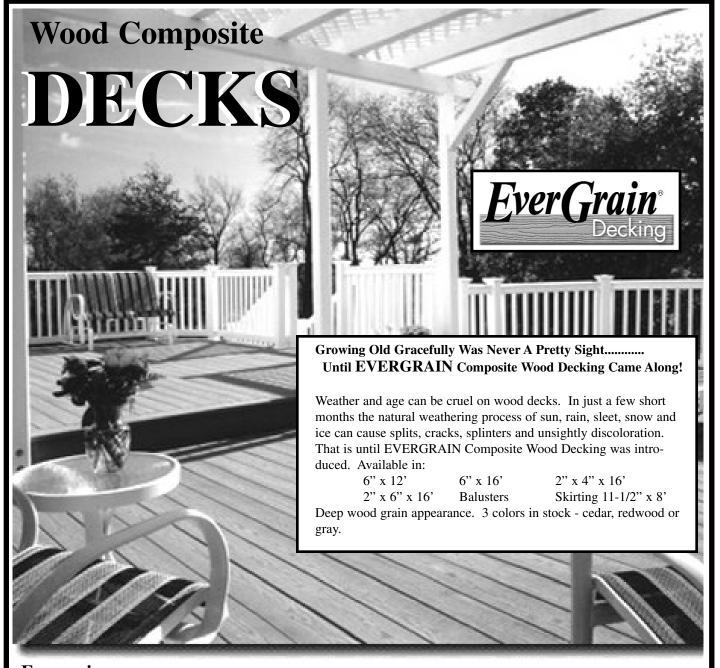


What do you get when you buy BENJAMIN MOORE PAINT? Outstanding Quality!

- Interior Wall Paints latex or oils Flats, Satins, Eggshell and Gloss
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Evergrain is a composite decking product made with recycled material. It has the true look of wood, and it is low maintenance. It does not require painting or weatherproofing.

Unlike other "grained" products, **Evergrain** Decking is compression molded, creating a true-to-life, deep lasting grain. Build a deck with **EverGrain** in any of our four attractive colors, and you'll see that it looks so much like wood, it may

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Niehaus Hosts Annual



Over 300 attend the Annual Contractor -Builder dinner and VendorTable Top Show



On March 16, Niehaus Home Center hosted a dinner celebration for their contractor/builder customers at the Eagles in Vincennes.

The entire banquet room was decorated in a St. Patrick'a Day theme - green balloons, green table covering, green leis, as well as other Irish decorations. All of the employees sported 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 where each company was given a bag of gold coins to deposit at each vendor booth. At the end of the evening, a number was drawn from each pot and that vendor presented the winner with a door prize.

The guests enjoyed a social hour where they mingled, visited vendor booths or indulged in a green frozen margarita. Dinner was catered by the Schnitzelbank Restaurant of Jasper.

The Steve Greenwell Band provided live musical entertainment that added an up-beat flare to the evenings festivities.



Mike Cavender, representing the DeWalt Power Tool booth.

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Contractor Appreciation Dinner



Guests were invited to visit each of the vendor booths to talk to the representative and see their products. Vendors who were represented were:

> **DeWalt Power Tools Aristocraft Cabinetry Dow Styrofoam** Decora S.D.K. Therma Tru Doors Karran Sinks **Guardian Insulation Professional Garage Doors Bruce Hardwood Flooring Delta Faucet National Nail Benjamin Moore Paints** Simpson **Andersen Windows GAF Roofing** James Hardie Siding Rollex **Anthony**







Kyla McKinney and Kim Downen helped register guests.



The Steve Greenwell Band provided musical entertainment

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Laugh From Employee Performance Evaluations

For everyone who has ever had an evaluation - just remember, it could be worse. These are actual quotes taken from federal government employee performance evaluations.

- 1. "Since my last report, this employee has reached rock-bottom and has started to do dig."
- 2. "I would not allow this employee to breed."
- 3. "This employee is really not much of a has-been, but more of a definite won't be."
- 4. "Works well when under constant supervision and cornered like a rat in a trap."
- 5. "When he opens his mouth, it seems that it is only to change feet."
- 6. "This young lady has delusions of adequacy."
- 7. "He sets low personal standards and then consisttently fails to achieve them."
- 8. "This employee is depriving a village somewhere of an idiot."
- 9. "This employee should go far, and the sooner he starts, the better."
- 10. "Got a full 6-pack, but lacks the plastic thing to hold it all together."
- 11. "A gross ignoramus 144 times worse than an ordinary ignoramus."
- 12. "He doesn't have ulcers, but he is a carrier."
- 13. "I would like to go hunting with him sometime."
- 14. "He's been working with glue to much."
- 15. "He would argue with a signpost."
- 16. "He brings a lot of joy whenever he leaves the room."
- 17. "When his IQ reaches 50, he should sell."
- 18. "If you see two people talking and one looks bored, he's the other one."
- 19. "A photographic memory but with the lens cover glued on."
- 20. "A prime candidate for natural de-selection."
- 21. "Donated his brain to science before he was done using it."
- 22. "Gates are down, the lights are flashing, but the train isn't coming.
- 23. "He's got two brain cells, one is lost and the other is out looking for it."
- 24. "If he were more stupid, he'd have to be watered twice a week."
- 25. "If you give him a penny for his thoughts, you'd get change."
- 26. "If you stand close enough to him, you can hear the ocean."
- 27. "Some drink for the fountain of knowledge; he only gargled."
- 28. "Takes him 2 hours to watch 60-Minutes."
- 29. "The wheel is turning, but the hamster is dead."



Understanding the Roth 401(k) Option

The Roth 401(k) was created as part of the Economic Growth and Tax Relief Reconciliation Act of 2001, which permitted employers to begin offering the plan on January 1, 2006. As its name suggests, the Roth 401(k) blends features from both the Roth Individual Retirement Account (IRA) and the traditional 401(k). Contributions you make to a Roth 401(k) are made with after-tax dollars, just as they are with the Roth IRA, while the plan is offered through your employer, as it is with a traditional 401(k).

Because contributions are made with after-tax dollars, the account will grow tax-free, and when you make a withdrawal during retirement, you won't be taxed, provided you are at least 59 ½ and have held the account for at least 5 years. When deciding if the Roth 401(k) is the right option for you, consider the following:

- Roth 401(k) accounts are subject to the same contribution limits as traditional 401(k)s \$15,000 for 2006 for those under age 50, and \$20,000 for those aged 50 and older. You can split your contributions between a traditional 401(k) and a Roth 401(k), giving a maximum of \$7,500 to each account, \$10,000 if you're over age 50.
- Anyone whose employer offers the Roth 401(k) option may contribute. Individuals who could not contribute to a Roth IRA account because of the income restrictions (between \$95,000 and \$110,000 for single filers and \$150,000 and \$160,000 for those who are married filing jointly) are eligible to contribute to the Roth 401(k).
- Although you must start taking distributions from your Roth 401(k) at age 70 ½ if you leave the money in the account, you can pass the funds in your Roth 401(k) account on to the next generation by rolling it into a Roth IRA.
- Employer match contributions are still made with pre-tax dollars, which will go into a separate account, and you will be taxed when you withdraw those funds.
- You may wish to contribute post-tax dollars in a Roth 401(k) now if you expect to fall into a higher bracket in retirement. If, however, you expect to fall into a lower bracket during retirement, it may make more sense to contribute pre-tax dollars to a traditional 401(k) now, and pay taxes when you are in a lower tax bracket.
- The Economic Growth and Tax Relief Reconciliation Act of 2001 is set to expire in 2010; if Congress does not extend the provision that created the Roth 401(k), the plans may not be around in the future. Because there are tax benefits for investing in a 401(k), it is important to determine what switching to a Roth 401(k) will do to your bottom line. If you would like

assistance making this calculation, or if you would like additional information about the Roth 401(k) option, contact the tax professionals at Kemper CPA Group LLP.



Kemper CPA Group LLP 505 North 6th Street Vincennes, IN 47591 (812) 882-7730 www.kempercpa.com Page 9 Niehaus News

Is You Frum Indiana?

The owner of a golf course in Indiana was confused about paying an invoice, so he decided to ask his secretary for some mathematical help. He called he into his office and said, "You graduated from The Indiana University and I need some help. If I were to give you \$20,000, minus 14%, how much would you take off?" The secretary thought a moment, then replied, "Everything but my earrings." Gotta love those Indiana women.

A group of Indiana friends went deer hunting and paired off in twos for the day. That night, one of the hunters returned alone, staggering under the weight of an eight-point buck. "Where's Henry?" the others asked. "Henry had a stroke of some kind. He' a couple of miles back up the trail," the successful hunter replied.

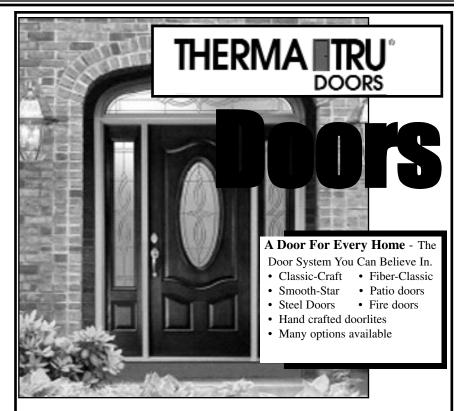
"You left Henry laying out there and carried the deer back?" they inquired. "A tough call," nodded the hunter. But I figured no one is going to steal Henry!"

A senior in Indiana was overheard saying . . . "When the end of the world comes, I hope to be in Indiana." When asked why, he replied he'd rather be in Indiana because everything happens in Indiana 20 years later than the rest of the civilized world.

The young man from Indiana came running into the store and said to his buddy, "Bubba, somebody just stole your pickup truck from the parking lot!"

Bubba replied, "Did you see who it was? The young man answered, "I couldn't tell, but I got the license number."

A man from Indiana had a flat tire, pulled off the road and proceeded to put a bouquet of flowers in front of the car and one behind it. Then got back in the car to wait. A passerby studied the scene as he drove by and was so curious he turned around and went back and asked what the problem was. The man replied, "I have a flat tire." The passerby asked, "But what's with the flowers?" The man responded, "When you break down they tell you to put flares in the front and flares in the back. I never did understand it either."



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 A lifetime limited warranty on the patented fiberglass - Classic-Craft and Fiber-Classic entry door systems.



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









New Patio Door Systems

New Patio Door Systems Include:

- Fiber-Classic Hinged Patio Door Systems
- Smooth-Star Hinged Patio Door Systems
- TS2 Steel Hinged Patio Door Systems



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TAXES WE PAY

U. S. Taxes We Pay

Don't think any tax has been left out but who knows; there are so many!!!

Accounts Receivable Tax Building Permit Tax

CDL license Tax

Cigarette Tax

Corporate Income Tax

Dog License Tax

Federal Income Tax

Federal Unemployment Tax (FUTA)

Fishing License Tax Food License Tax

Fuel permit tax Gasoline Tax (42 cents per gallon)

Hunting License Tax

Inheritance Tax Interest expense (tax on

the money) Inventory tax

IRS Interest Charges (tax on top of tax)

IRS Penalties (tax on top of tax)

Liquor Tax Luxury Taxes

Marriage License Tax

Medicare Tax

Property Tax

Real Estate Tax

Service charge taxes

Social Security Tax

Road usage taxes (Truckers)

Sales Taxes

Recreational Vehicle Tax

School Tax

State Income Tax

State Unemployment Tax (SUTA)

Telephone federal excise tax

Telephone federal universal service fee

Telephone federal, state and local surcharge taxes

Telephone minimum usage surcharge tax Telephone recurring and non-recurring charges tax Telephone state and local tax Telephone usage charge tax

Utility Taxes

Vehicle License Registration Tax

Vehicle Sales Tax

Watercraft registration TaxUtility Taxes

Vehicle License Registration Tax

Vehicle Sales Tax

Watercraft registration

Tax

Well Permit Tax Workers

Compensation Tax



COMMENTS: Not one of these taxes existed 100 years ago and our nation was the most prosperous in the world, had absolutely no national debt, had the largest middle class in the world and Mom stayed home to raise the kids.



Vinyl Windows

- Engineering Excellence
- Fast, Easy Installation
- Custom Shapes and Styles
- Energy Efficient Glass Systems

THE VINYL ADVANTAGE

Vinyl is the ideal material for engineering high-performance, energy-efficient windows that are both beautiful and practical. Vinyl is virtually maintenance free. It never needs painting or refinishing. No scraping peeling paint or replacing rotting wood. Vinyl is perfect for constructing tight seals that seal out leaky drafts. So, you save on heating and cooling costs all year.

We will come measure for you!











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Employees In Profile



Vincennes, Indiana

Ray West - works in the Top Shop at the WBM location in Vincennes. He fabricates custom laminate counter tops to order for WBM Nashville and St. Louis customers and the Niehaus Home Centers. He has been with our company since July of last year.

Prior to coming to work for our company, Ray had been a self-employed custom cabinet maker and did custom carpentry for for the past 30 years. He was born in Northern Illinois and now lives in Freelandville. He is a graduate of McHenry High School in McHenry, Illinois.

Ray and his wife, Kathleen have 2 daughters; Krissy, age 25 and Kandi, age 23. They are also the proud grandparents of two. Ray says he likes fishing and spending time with his grandchildren. Ray's wife is a professional stained glass artisan and they own a gallery in downtown Freelandville.



Kim Downen - is our chosen employee in profile this month. Kim is the Installed Sales Coordinator. She works with the insulation, garage door, guttering, carpeting and closet installation crews - scheduling and coordinating their jobs. Before joining our company, Kim had worked for Wickes for 8 years as an inside and outside sale representative.

Kim is a graduate of Lincoln High School and Vincennes University with a degree in both Architectural Drafting and Construction Technology/Business Management. She served in the U.S. Army Military Police for five years. Her 5 years covered training in Alabama, a

one year tour in Turkey, and time in New Mexico and Indianapolis.

Kim and her husband Brian, have 4 children; Jeremy, age 18, J.D. age 16, Kristen, age 8 and Sam, age 7. She says she spends most of her time away from work with her kids and is involved in their sports and 4-H activities. BUT, she likes working in her flower garden of "Peonies" that has been handed down from her grandmother



Jerald Jones - is our featured employee this month from our Robinson store. He has been with our company since November of last year. Jerald works in receiving, loads tickets and does some driving.

Jerald had worked for UCAR Carbon (a division of Union Carbide) for 30 years as the #1 Operator and Project Foreman until the plant closed. After the closing, he worked for Jenkins Construction before joining our company.

Jerald was born and grew up in Crawforn County. He is a graduate of Robinson High School. He and his wife, Polly, have two daughters and have three grandchildren. He says he likes gardening, woodworking, sports and spending time with his grandchildren. He attends the Church of Christ and has worked with the church on a mission to build a Christian home for delinquent children. He says it is very gratifying to be able to do good things to help others.



St. Louis, MO

Steve Gerdeman - works at the St. Louis Division of WBM. He is an outside salesman and has been with our company for nine years. He calls on established custom builders and remodelers who build up-scale homes in the St. Louis area.

Steve was born and grew up in St. Charles. He graduated from St. Charles West High School, attended Columbia University, where he studied Business. His work experience includes 2 years employment with Americar Cabinet Company as a salesman, 2 years with

K & R Wood Products as a Production/Distribution Manager, and Sales Manager for H-Q in St. Louis.

He and his wife, Kristine have two children; Ryan age 16, Alaina 4 years of age, and Logan, who is 6 months. Steve says he enjoys spending his leisure time with his family.

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