

April 2010

**HENRY
POOR**
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LUMBER CO.

(765) 474-1388
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HENRY POOR LUMBER CO.
HOME WORKS

The Yardstick

BAGL Expo Promotes Local Builders, Suppliers

The 2010 Builder Show and Expo took place February 27 – 28 with over 80 exhibitors on hand to highlight the many new and innovative products available for home builders and remodelers. Henry Poor Lumber was a Center Corral sponsor and took the opportunity to display a wide range of products including Hardy siding and trim, Marvin Windows and Heat N Glo fireplaces. For those who stopped by the Henry Poor / Home Works booth, there was an opportunity to win a \$500 discount off their next home improvement project.

Henry Poor's John Boeke

commented, "There was a good flow of people through the show and our display made a good impression on all those we spoke with." John also felt it gave him an opportunity to become more familiar with the Lafayette area commercial and residential contractors and what their plans were for the upcoming year.

Jay Andrew noted, "The goal of our participation in this Expo is to highlight the broad product offering we have at Henry Poor and Home Works and to make our visitors aware of the knowledge and services we



John Boeke (L) and Jason Scheumann at the 2010 Builder Show and Expo.

can provide for their new home or remodeling project. We also participate to support the Builder's Association and their efforts to promote our industry."

Andrew Completes Purdue Green Training Program

Tom Andrew recently completed the first in a series of on-line training programs put on by Purdue's Technical Assistance Program. These training modules address how businesses can apply sustainable and envi-

ronmentally friendly practices in the workplace.

Tom noted that the first module covered a wide range of topics including how to reduce waste and increase energy efficiency;

global manufacturing waste stream trends, indoor air quality; water conservation; and the 4 R's: refuse, reduce, reuse, and recycle. For more about this program, contact Tom at tandrew@henrypoor.com.

Commodity Report— April 2010

By Jim Andrew

In spite of dismal housing reports and production increases, there was enough buying to force the price of about every item up. This is the first sustained up market the lumber and OSB manufactures have seen in two years. HP has seen steady increases in nearly every product since January. OSB and 2x4 pre cuts are getting difficult to locate for prompt shipment at any price.

2 x 4, 2 x 6 and Pre-Cuts – Prices continue to show steady increases pushing order files out to the week of 4-19. Call for delivery dates.

2 x 8, 10 and 12 Yellow Pine Prices moved higher on steadily improving sales. Treaters stepped into this market and made 4, 6 and 8 inch widths hard to find and more expensive. Strong demand will push prices higher for the next few weeks. This will also affect Truss and floor system prices.

OSB: Many producers are off the market and will not quote any product. Mill ship times are out past mid April with double digit price increases. We don't see it coming down anytime soon.

Upward pricing pressures on shingles and roofing accessories remains strong. HP made a large winter purchase of shingles and felt and currently has very competitive prices. Please call for current pricing.

The home buyer tax credit ends in June with contracts needing to be signed in April. Let HP help you quote all your project needs.

**Henry Poor Lumber
Summer Hours**

7:00 AM-5:30 PM M-F
8:00 AM-1:00 PM Saturday
(Starting 4/3/10)

SALE

*End of Season Sale on Eden Pure Heaters
\$311.00 while supplies last.*

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(765) 447-4663

www.homeworksindiana.com

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Home Works Displays “Up and Coming” Products at Annual Builder Show

At this year’s BAGL EXPO Home Works highlighted some of its new, more innovative products. On display was an Avaire floating modular porcelain tile flooring system that allows its tile to be installed more easily and quickly and Thermo Net’s under floor radiant heat system.

Both products generated a lot of interest from the many visitors to the Home Works booth. Home Works Associate Cathy Neff remarked, “I enjoyed showing our visitors the new up and coming products that are both innovative and affordable.”

The annual Builder’s Show gives visitors a chance to see everything they will need to remodel or build a new home, all in one place. For many of the attendees remodeling seemed to be a big theme. Mary Horstman from Home Works commented “there was a steady flow of serious shoppers who were looking for remodeling ideas.”

Both Cathy and Mary enjoyed the opportunity



Home Works’ Cathy Neff (L) and Mary Horstman enjoyed sharing ideas with their EXPO visitors.

to see a number of their current customers and friends from within the industry. In addition they both noted that this type of builder’s show demonstrates that a buyer looking for the most innovative ideas, styles and concepts doesn’t have to leave Lafayette. Everything a new home builder, contractor, or remodeler needs is available from a local Lafayette business.

HOME WORKS SPRING “SMARTSTRAND” CARPET SALE

Through the month of April Home Works will be running its biggest Mohawk “SmartStrand” Carpet Sale of the year. This remarkable product is both beautiful and durable. SmartStrand® carpet with DuPont™ Sorona® has superior stain resistance engineered into each fiber, meaning it will never wash off.



Most carpeting contains a topically applied stain repellent that wears or washes off. With SmartStrand the stain resistance is incorporated throughout the carpet strand making the

entire carpet more durable. It is also environmentally smart requiring 30 percent less en-

ergy than the production of an equal amount of nylon.

SmartStrand is prepared for the “oops moments” of life. Whether its kids and pets tracking in mud and dirt, or spilling juice and food on the carpet, don’t worry, it’s SmartStrand. This stain resistant technology will even repel wine and other tough stains. Stains clean up with just water.

Mohawk carpeting offers unique colors, patterns, styles and features and is one of the world’s most trusted brands backed by robust warranties for up to 20 years.

To learn more about how “tough and durable” Mohawk’s SmartStrand carpet has proven to be, check out their [Rhino Challenge](#). We also invite you to come visit us. Your Home Works’ specialist will be happy to help you select just the right carpet for your home or workplace.

MOHAWK “SMARTSTRAND” CARPET SALE

Up to 20% Off Select Styles

Free Carpet Pad with Purchase (See Store for Details)