

April 2011

**HENRY  
POOR**  
More Than A  
**LUMBER CO.**

(765) 474-1388  
www.henrypoor.com

HENRY POOR LUMBER CO.  
HOME WORKS

The Yardstick

## BUILDERS EXPO HIGHLIGHTS GREEN

Henry Poor Lumber and Home Works took part in this year's BAGL Builders Show held in late February. It was a great chance to talk with many visitors about their home improvement project ideas and see how they might take advantage of the many "green" products on display.

With the theme of the Expo being "Building Green Into Your Future" there were a wide range of products and services available that helped conserve energy and preserve our natural resources.

Henry Poor had on display building materials including



Energy Star rated doors and windows, recycled composite decking, sustainable bamboo flooring, and other energy saving and resource conservation ideas.

Tom Andrew, a Certified Green Professional through the National Association of Home Builders, stated that he enjoyed talking with many of the EXPO guests

about how they could benefit from implementing sustainable building practices. Tom commented, "There are a number of things contractors, builders, and home owners can do that would allow their new or remodeling construction projects to qualify for different standards, like LEED or NAHB's Green Building Standard."

We would like to thank all those who stopped by our booth. All of us at Henry Poor and Home Works would like to congratulate Dawn and Don Hatten from Lafayette for being the winner of our \$100 Henry Poor/Home Works gift certificate.

## Summertime Cookouts Return

The amazing chefs at Henry Poor and Home Works will once again be hosting Summer Time Cookouts sponsored by our top vendors.

These gatherings include great food and a chance to learn about the newest products from Guardian and other suppliers. Last year's events were coordinated by Susan Kirts and she and the

HP/HW team are looking forward to seeing a large crowd return for each event.

Sponsored by Guardian Products our first cookout is **April 29** from **11am to 1pm** at Henry Poor's Brady Lane location. See you then!



Guests at one of last year's cookouts.

## Commodity Report— April 2011

Lumber demand and consumption are always highest in April and May. Accommodating weather, pent up winter demand, and decreased lumber yard inventories are the positive influences. The next four weeks should yield higher lumber and OSB prices as we "swing into spring".

### SPF, Stud 2x4 & 2x6

Trading in both Eastern and Western SPF dimension and studs remained relatively flat, the domestic market is in an over stocked position

and offshore interests have limited their purchases, relying heavily on 2010 fourth quarter contracts.

### OSB & Panels

Sales of OSB and panels were hit and miss. Pricing for the most part moved sideways. Mills seem to be pegging a lot of their future business on the needs for the rebuilding of Japan, while keeping previous obligations to their offshore buyers.

Transportation issues have not improved very much

## By Jim Andrew

across the county and late shipments remain par for the course – especially on rail-car loadings and of course going to areas where truckers just don't want to go. This along with the continued increase in fuel prices will affect all material costs. Please call us for current market updates, pricing and specials.

### Henry Poor Lumber Summer Hours

7:00 AM-5:30 PM M-F  
8:00 AM-1:00 PM Saturday  
(Starting 4/2/11)

April 2011



(765) 447-4663

www.homeworksindiana.com

HENRY POOR LUMBER CO.  
HOME WORKS

The Yardstick

## HOME WORKS ADDS SMART CABINETRY

“Smart Cabinetry is a great addition to our cabinet offerings. They offer our customers a versatile, attractive, budget conscious, and environmentally friendly product that will meet a wide range of customer needs,” stated Home Works’ Linda Ragan.



Smart Cabinetry makes both standard and full overlay frame types in oak, maple and cherry woods; and door styles can be raised or flat panel, shaker, or slab.

With thirteen different door styles available in multiple colors including ginger, honey, pecan, caramel, chestnut, merlot and coffee, there is a cabinet style and color that will make your kitchen or bath look spectacular.

This Indiana company is also making a concerted effort to leave the lightest carbon footprint on our environment by implementing a number of “green” manufacturing and material processing practices. Smart Cabinetry is certified as part of the EPP Downstream Program, the Environmental Stewardship Program and is an “Approved Green” manufacturer. For more on these

certifications go to [SMART Cabinetry Certifications](#). The use of recycled content, regional materials, rapidly renewable materials, and low-emitting materials support LEED® and NAHB programs.

Other SMART Cabinetry features include powder coated, water resistant floors and shelves, 6-way adjustable hinges that are self-closing and concealed within the cabinet door and frame, and 5/8” plywood dovetail drawers feature four sided construction and captive 1/4” matching laminate bottoms.

Please stop by our Home Works location and talk to us about how we can revitalize your kitchen or bath. Call us at 765-447-4663.



## Linda Ragan... Designing Around Your Personal Needs

Linda Ragan states, “I really enjoy getting to know my customers and being able to design around their personal needs.” Linda has been designing kitchens for almost 13 years and has been helping Lafayette area homeowners and contractors with kitchen countertop, cabinets, flooring and color choices since joining Home Works in 2006.

Linda’s approach is to educate the customer on all their options and then help pull it all together to make the end result something that meets her customer’s needs and expectations. At times this has meant working with her suppliers to create special pieces that add the perfect touch to a new kitchen.

Linda is a native of the St. Louis area and is a diehard Cardinals fan. The mother of three boys and one daughter, she says her and her husband’s lives outside of work revolve around their kid’s schedules. They

have a color coded calendar to keep track of all the sports, scouts and band activities of each child. Linda enjoys gardening and is a member



**Linda Ragan**  
of the Carroll County Garden Club.

At Home Works Linda, along with doing kitchen design, manages the countertop area. She notes that everyone is so supportive and she is continually learning from others about the wide array of products they offer. Linda remarked, “I really enjoy working with everyone at Home Works and Henry Poor. They are a great family to be part of.”

### Customer Appreciation Drawings

Enter Henry Poor and Home Works monthly drawings and win movie tickets, restaurant gift cards, and other fun items. Just stop by and drop off a business card or fill out our handy form. Hope to see you soon!