

February 2010



More Than A LUMBER CO.

(765) 474-1388  
www.henrypoor.com

HENRY POOR LUMBER CO.  
HOME WORKS

The Yardstick

## Pine Wood Derby Rolls at Henry Poor Lumber

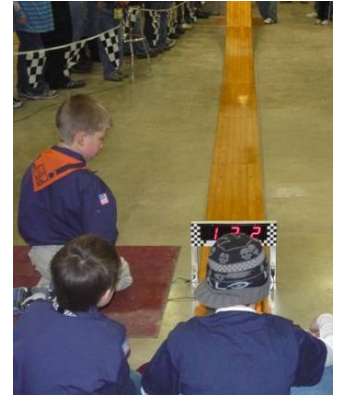
Henry Poor Lumber's main showroom aisle provided just the right setting for Cub Scout Pack 3397's first annual Pinewood Derby event. The 30 foot long, three lane track, with electronic time keeping fit nicely down the center aisle of the store.

Each scout had the chance to run his race car three times to see whose unique racing design was fastest and would move on to the District competition. As each race took place the large contingent of scouts

and parents cheered on their favorite racer. Jay Andrew got in the action by racing his "vintage" race cars from his Cub Scout days against the younger competition.

This year's event was led by Cub Master Richard McClurg and event coordinator Den Mom Kim Gascho. Jay commented, "We were excited to be asked to host the Pinewood Derby at Henry Poor. It was apparent that everyone was having a great time and a lot

of fun". Henry Poor welcomes the Scout's return next year.



Pack 3397 Scouts are ready.

## Tom Andrew Recognized by Builders Association of Greater Lafayette



**Tom Andrew**  
Tom Andrew was selected by his peers as the Builders Association of Greater Lafayette's "Associate of the Year". Tom was recognized for his

outstanding and active service to BAGL. Over the past year Tom served as Chairman of the Adopt-a-Spot committee which oversees the upkeep of BAGL Island on the corner of Erie and Union Streets.

Tom promoted green building trends in an article he

wrote for the BAGL newsletter *The Foundation*, and he was an active participant in other BAGL events.

Tom noted that he was "honored and surprised by the award" and "it is always nice to be recognized by others who are involved in the same organization".

## Commodity Report— February 2010

We have seen three straight weeks of double digit lumber price increases. Producers are pushing solid two week order files and are now quoting four week delivery times. Orders continue to flow to the mills and show no signs of letting up any time soon. The industry is still puzzled as to where all this wood is going. This week's housing report was negative on year end housing but positive with permits up about 10%. In recent history market rallies rarely last over four weeks. For now the mills are in control and prices remain firm. With limited credit lines, speculation in 2010 will be especially slim.

Western 2 x 4 & 2 x 6 – Reduced availability coupled with a steady flow of orders kept upward pressure on prices. When you did find what you needed it was at a premium price with a two to three week ship time.

Southern Yellow pine 2 x 8 10 & 12 --- Supplies are depleted due to heavy demand, log supply issues and weather. All widths saw double digit price increases. Mills raised prices with little to no resistance. Prices will continue to rise as a result.

OSB --- OSB demand skyrocketed, and prices posted double digit increases. Last week order files moved out to mid February or beyond.

## By Jim Andrew

Please stay in close contact with your salesman and check current price and supply conditions on any quotes you may have out. The lumber prices are moving up. Mill closures over the past two years and the housing slow down have created this temporary bull market. This situation won't last but for now plan ahead. We will keep you posted. JAA

## New Fireplace Displays Impressive

Henry Poor is putting the finishing touches on their new functioning fireplace displays with a variety of stone and custom mantels. Come check out all the combinations available for 2010.

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(765) 447-4663

[www.homeworksindiana.com](http://www.homeworksindiana.com)

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## Home Works Features On Line Design Gallery

Home Works new *Design Gallery* is now featured on their website. On display are some of the unique kitchen and bathroom designs created for their customers by Home Works' talented and knowledgeable design specialists. Photographs of the different projects are accompanied by product descriptions and note which designer was involved in the project. The designs feature some of today's most contemporary and up-to-date trends in countertops, flooring, cabinets, and ceramic tile selections.

Each designer details what products and materials are used in each finished project as they describe how the rooms were transformed into unique and special places for the homeowner.

We would encourage you to take a minute and visit the Home Works' website at

[www.homeworksindiana.com](http://www.homeworksindiana.com) to see just what our team of designers can offer as you look to remodel or build the home of your dreams. Or just give us a call at **765-447-4663**. We would be happy to talk to you about your new or remodeled kitchen or bathroom.



**Kitchen Design by Linda Ragan**

## Margaret and David Lemon — A Winning Team

David and Margaret Lemon have worked together to provide flooring recommendations to their commercial customers for over 20 years.



**David and Margaret Lemon**

David handles the paperwork and quoting, while Margaret takes the lead on business development and marketing.

Since arriving at Home Works in 2009 this winning combo has completed projects at Purdue, Subaru, Lafayette Life, Lafayette School Corporation and several others. Margaret's eye for design and David's knowledge of product and pricing ensures that each customer is completely satisfied.

Margaret left Michigan to attend Northwood University in West Baden, IN. She fondly remembers living and going to school in what is now the restored West Baden

Springs Hotel. Margaret got her start selling commercial flooring in Indianapolis before coming to Lafayette in 1998. Margaret is active in the Chamber of Commerce and other local associations, as well as serving as a mentor at Glen Acres school. Something Margaret noted that people may not know about her is that she once drove a NASCAR race car 145 mph.

David grew up in the floor covering business working in his father's Bloomington, IN business. After a brief period teaching school, David returned to the family business. David arrived in Lafayette in 1995. Once in town he became active in Junior Achievement, served on the board of the Tippecanoe Apartment Association for 15 years, and has contributed his time to several community groups. When not working David is tracking down his family's genealogy.

David and Margaret were excited to join Home Works last year. They love bringing prospective clients to the showroom where they can show them all the choices available to them. With the wide selection of products in stock and the competitive pricing, they feel they can work with each client from start to finish and make the experience both fun and satisfying. A winning combination.

**FINAL CLEARANCE SALE**

**ALL IN STOCK AREA RUGS**

**80% OFF WHILE SUPPLIES LAST**