

February 2012



(765) 474-1388  
www.henrypoor.com

HENRY POOR LUMBER CO.  
HOME WORKS AT HENRY POOR  
FLOORING EXPRESS

The Yardstick

## 40 Years of Dedicated Service and Leadership

Jim Andrew started working for Henry Poor Lumber on January 27, 1972 with the idea that as a young man in his early twenties it was a great opportunity to learn how to work with customers and be a part of small growing business. Forty years later Jim's involvement in the business has changed, but he still looks back on the early years with Frank Taylor as key to learning to adapt a business to customer's changing needs.

Upon graduating from Ball State Jim got his start as an Urban Planner for the State of Indiana. It didn't take

pany was shipping over \$1,000,000 of lumber and insulation to Japan to build houses.

Jim believes one of the keys to their success has been the ability to adjust to changing market trends. This has led to adding new lines and starting new businesses like Home Works and Flooring Express.



Jay (L) and Tom Andrew recognize their Dad with a plaque for his 40 years of service.

ing the yard foreman he didn't want to do it. His dad came to him and said, "Tom, sometimes you have to do things you don't want to do." Tom notes the lumber was put away.



The entire Henry Poor team celebrate at Jim's reception.

him long to follow his heart and future wife, Laura, to Lafayette where Frank Taylor offered him a job. Jim learned all aspects of the business – lumber, kitchen design, fireplaces and floor coverings. In 1980 he became General Manager and three years later Jim bought the business from his close friend, Frank Taylor.

Over the years Jim notes that Henry Poor Lumber has worked on some interesting projects. In the mid 80's they installed all the cabinets in the suites in the Hoosier Dome. At one point they handled all the molding orders for National Homes and in the early 90's his com-

There's a small sign in Jim's office that reads, "Beyond talent lie all the usual words: discipline, love, luck, but most of all endurance." It is Jim's endurance that we think of first whenever we see him. His refusal to give up in any endeavor whether it is business, personal or community related.

Tom tells a story about a lesson he learned from his Dad about hard work and endurance. When he was younger he remembers standing in front of a unit of southern yellow pine that was stacked well above his head. It all had to be put away by hand. He was tell-

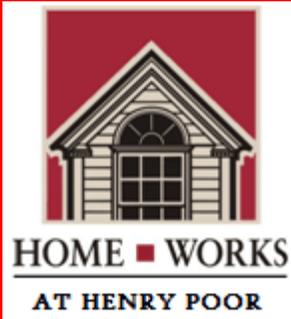
What Jim feels has helped him the most over the past 40 years has been the support of his family and friends. Jim's wife, Laura, their four children and five grandchildren are Jim's biggest supporters, along with his many friends and associates Jim has worked with in his numerous business and community endeavors.



Jim and Laura Andrew

At the Henry Poor reception held to recognize Jim's 40<sup>th</sup> anniversary, Jay announced that his Dad was not retiring. At this point he still has things he wants to accomplish and with the endurance he has demonstrated in the past, we're sure Jim will continue to lead the way.

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## Flooring Express Hosts Builders' Meeting

The Builders Association of Greater Lafayette held its general membership meeting on January 10 at Flooring Express. It was a great opportunity for Lafayette's local builders and contractors to see the new 30,000 sq. ft. store and have a chance to walk around and see the broad offering of carpet, tile, hardwood and vinyl flooring on display.

Jim Andrew welcomed Grant Giese, BAGL's current president, and all the BAGL members to the meeting and helped present the Associate Member of the Year Award to Tim Eckert of Weber Concrete.



**BAGL Members Mingle: L-R: Tom Andrew, Tim Eckert, Jeff Weber and Grant Giese.**

Along with the tours of Flooring Express, the members also had an opportunity to mingle with others in their industry and conduct the business of the association. Some great food and drink were also provided and everyone

seemed to enjoy the evening. Jim, Jay and Tom Andrew thanked the Builders' Association for the opportunity to host the event and the support they have given Henry Poor.

### HP Employees Adopt A Family For the Holidays

All the Henry Poor Lumber, Home Works and Flooring Express employees chipped in to give one family a merrier Christmas this year by taking part in the Salvation Army's Adopt-A-Family program. A local family with three children received two outfits and two toys per child along with a \$200 Payless card.

Everyone would like to thank Breyanna Turner for coordinating and collecting the donations and picking out the gifts for a very worthy cause.

### Flooring Express Grand Opening Winners

As part of Flooring Express' Grand Opening events in November and December, a drawing for all Flooring Express visitors to the store was held. Congratulations to Mr. and Mrs. Charles T. Wilson on being the winners of Flooring Express's Grand Opening drawing for a \$500 Simon Mall gift card.



**Mr. and Mrs. Wilson**

### Looking For Ways To Grow The Business --- Chuck Mooney

Chuck Mooney is one of the newest additions to the Henry Poor team. Chuck returned to Henry Poor last July after working at the Brady Lane location previously from 2004 - 2008. In Chuck's role as a Sales Specialist his focus is on building materials and fireplace sales. He is also starting to get acquainted with Home Work's cabinet lines.

Chuck hails from Chesterton and relocated to Lafayette nine years ago when he was building and operating a couple of local tanning/day spa businesses. His construction experience brought him to Henry Poor where he enjoys looking for ways to grow the business. Recently Chuck initiated a fireplace maintenance service now being offered by Henry Poor.

In his younger days Chuck was a minor league pitcher with the Single A Pittsburg Pirate affiliate before returning to Indiana to get his Associate Degree from IU -



**Chuck Mooney**

Bloomington in Criminal Justice and Business. Today he enjoys doing activities with his wife, Kasey, and their 1 1/2 year old daughter, Andi. Chuck also likes spending his free time fishing, playing golf and softball, and shooting billiards where he has qualified for the state tournament in March.