



Bringing Holiday Cheer To Kids In Our Community

For the past two years the employees at Henry Poor Lumber and Flooring Express have taken part in the Salvation Army's "Adopt An Angel" program.

With the stated goal of having no child go without some gift at Christmas, the Salvation Army identifies families with children under the age of 12 who need assistance in providing gifts for their children. This program reaches hundreds of families in our community each year.

The Adopt An Angel program has individuals and companies select children's names from those qualified for the program. They are given the children's age and sizes.

This year HP/FE chose four children ranging in age from 3 months to 9 years old.

The contributions of HP/FE employees and customers brought in toys, clothing and even diapers for the baby.



When it came time to deliver the donated gifts all HP/FE coordinator Breyanna Turner could say was, "WOW! We signed up for four kids and we had enough toys for at least 10 more. Thank you to everyone that donated and made this such a huge success! I delivered six large bags of toys and it was an honor representing the HP/FE team today".

The extra donations allowed the Salvation Army to provide gifts to children who had not been "adopted". As a result the generosity of many brought the Christmas spirit to some happy young kids.

NEW, INNOVATIVE PRODUCTS ON THE WAY!!!

Henry Poor Lumber is bringing two new exciting products out to start the New Year. Adding to its lines of composite decking, Henry Poor is introducing **Fiberon composite decking**. Utilizing a new patent pending process to create its composite decking materials, Fiberon decking combines outstanding appearance, low maintenance and durability.



Fiberon Decking

Fiberon's premium multi-colored boards

have exotic, hardwood tones and grain patterns. Homeowners get the natural look and the durability of composite decking warranted against staining and fading.

Available in five colors, Ipe, Rosewood, Tudor Brown, Castle Gray and Greystone. Boards are available in 12-, 16- and 20-foot lengths. Each board is reversible with natural wood grain patterns.

AZEK Pavers are the first product of this type made almost entirely of recycled materials with the physical strength, durability and natural appearance to replace concrete. AZEK

Pavers utilize up to 95% post-consumer recycled materials (scrap tires and plastics).

AZEK Pavers provide hardscape beauty, design versatility, durability, and installation efficiency. AZEK Paver's composite material imparts deep colors, excellent slip resistance and exceptional strength.



Azek Composite Pavers

Visit our showroom to see and learn more about these exciting products!

SALE

EdenPure Heaters On Sale—\$197



WOOD STOVE CLEARANCE SALE \$699



Model WS-18

Henry Poor Lumber and Flooring Express Updating Computer System

Improved Customer Service

Improving customer service and streamlining internal operations are important for any business. At Henry Poor Lumber and Flooring Express we are in the process of installing new operations software, **SpruceWare.NET**, designed exclusively for Lumber, Hardware and Building Materials Dealers.

Streamlined Internal Operations

SpruceWare.NET provides a number of features that will improve our ability to enter and track orders, monitor inventory, and provide real time updates to our customers. As a Windows based system it is easy to learn and use, and is simple to interface into third party applications.

Overall it allows us to more easily access information, manage workflows, and analyze our operations in order to better serve our customers.

What this means to you, our customers ...

- * Creating orders will take less time
- * Checking the status of your order will be easier
- * Reviewing available inventory will be streamlined
- * Invoices and statements will be more detailed and easier to review
- * Mobile applications will allow our sales specialists to enter orders, check order status, and review stock levels from the job site.

We'll need your help and feedback to update...

- * Credit applications
- * Job Identification #’s and locations
- * Chrg Authorizations
- * Company Contact Information

Our target date to Go Live is April 1. Lead-

ing up to this date we will be updating our records and may be contacting you. We'll also be sending out sample invoices and statements next month to make sure they are correct.

If you have questions ...

Contact Breyanna Turner at bturner@henrypoor.com or call us at **765-474-1388**. We are excited about our software upgrade and our ability to better serve our customers.



HP/FE team hard at work learning the new software.

Save The Dates

Mark your calendars for these upcoming events that you'll not want to miss.

Feb. 20 **Business After Hours**
Henry Poor Lumber

Mar 9- **BAGL Expo**
10 Tippecanoe County
Fairgrounds

Mar 12 **BAGL General**
Membership Meeting
Best Western Hotel,
S.R. 26, Lafayette

Experienced Sales Staff Join HP/FE Team

Bob Bills joined Flooring Express as a Sales Associate in late October. He has over 19 years of experience in selling floor coverings to both commercial and retail customers for homes, apartments and commercial buildings.



Bob Bills

Bob is a native of Lafayette who spent time in the Army before returning home to settle down. Bob is married and has three children and five grandchildren. He and his wife

enjoy boating on Lake Freeman and looking for antiques at auctions.

Jeff Hall joins Henry Poor Lumber as a Building Material Sales Specialist. Jeff has worked with a vast array of contractors in his over 30 years in the industry.



Jeff Hall

Jeff notes, "I really enjoy seeing a customer's satisfaction when we've done a job well." Jeff and his wife have four boys and Jeff likes to spend his free time playing golf and fishing.

Henry Poor Lumber Home Works at Henry Poor

3315 Brady Lane,
Lafayette, IN 47909
(765) 474-1388
www.henrypoor.com

Store Hours
7:00 AM-5:30 PM M-F
Closed Saturday & Sunday

Flooring Express

2665 Maple Point Ln
Lafayette, IN 47905
(765) 447-4663

Store Hours
8:30 AM—6:30 PM M-F
10:00 AM—4:00 PM SAT

www.flooringexpress.brandsource.biz/