

October 2010

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

(765) 474-1388  
www.henrypoor.com

HENRY POOR LUMBER CO.  
HOME WORKS

The Yardstick

## Henry Poor Hosts Marvin Window Factory Tour

Henry Poor Lumber and Marvin Windows and Doors arranged a trip this summer to Marvin's plant in Warroad, MN for eight local Henry Poor customers and their Henry Poor hosts. During their visit everyone had a chance to learn about Marvin Windows and Doors' history, products and manufacturing processes.



Awaiting their flight (L-R) J. Andrew, Pat Richard and Kelly Good

Along with the factory tours of their design, fabrication and assembly areas, they learned about new and upcoming products, options, accessories and a multitude of tools and services important to their businesses.

Kelly Good of KJG Archi-

ture remarked, "I didn't realize Marvin did custom windows like they do. If you think of it, they can build it." Joining Kelly on the trip were Pat Richard, Spire Group; Scott Lahrman, Crownline Homes; Adrian Holdcraft, Holdcraft

Carpentry; Rich Longenecker, Longenecker Construction; Bob Talbott, Talbott Enterprises; Nathan Ade, Ken Ade Construction; and Chris Tabor, CAT Construction. The Henry Poor hosts included Jay Andrew, Jason Scheumann and Brad Ward.

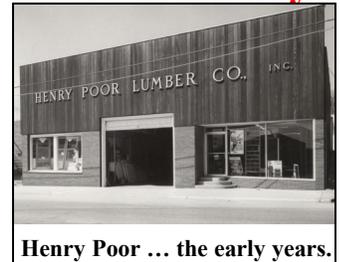
Although everyone was worn out from their long two day trip, Jay Andrew commented, "It was a great opportunity to network with other industry professionals. We appreciated that they took time out of their busy schedules to visit one of our key suppliers."

## Community Celebrates HPLC 95<sup>th</sup> Anniversary

Henry Poor Lumber and Home Works were honored on their 95<sup>th</sup> Anniversary at the annual Greater Lafayette Commerce banquet held on September 30 at the Purdue Memorial Union. In 1915 the Ed Munger Lumber Co. opened its doors on Ferry Street and later opened a second location in West Lafayette. Jim Andrew pur-

chased the business in 1983. The business moved to its present location on Brady Lane in 1998. Home Works was opened in 1987 and moved to its Market Square location in 2001.

Jim Andrew stated, "We have been very fortunate to be part of this community for as many years as we



Henry Poor ... the early years.

have. We are truly grateful to all those who have supported us and been part of our long history."

## Commodity Report— October 2010

With 5 million existing homes and 5 million at risk of foreclosure the lumber market is still languishing at a low point. Future indicators look better with existing home sales reported up in August, along with housing starts and permits. With the traditional slow winter period ahead market conditions may begin to change over the next 6 to 8 weeks. Not the volatile market we saw last winter but we expect some momentum in anticipation of a stronger spring 2011 housing market.

We did see increased pricing in some commodity products. China's increased demand for lumber will impact the western lumber markets.

### SPF 2 x 4 & 2 x 6

Look for pricing to continue to strengthen as the mills ship more wood to China.

### SYP 2x 8, 10, & 12 and Treated

2 x 8 and wider dimension prices are weak with ample inventory. We will continue to see this until the mills make big cuts in production.

### OSB

Mills are increasing prices

## By Jim Andrew

in the short term as they claim to have order files through October.

Prices are at seasonal lows so this is a great time to build a home or to start an addition or remodel. Please call your sales representative at Henry Poor for current lumber pricing and lead times on your special order items. If you haven't seen our new fire place displays at Henry Poor and our new Medallion kitchen cabinets and granite counter top displays at Home Works, please stop by.

**SALE**

Eden Pure Heaters Now Only \$389

October 2010



(765) 447-4663

www.homeworksindiana.com

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## Metroflor Introduces Floating Groutable Tile

Metroflor's new **Tekstone** floating tile combines the benefits of ceramic tile and those of resilient vinyl flooring. This high performance groutable resilient flooring with a ceramic bead finish is comprised of floating locking floor tiles that require no glue. Just add grout. **Tekstone** comes in a wide range of beautiful styles at a very affordable price.

### **Tekstone** Advantages

- Quiet, warm and comfortable under foot
- Flexible
- Water resistant
- Eliminates the mess and installation time of ceramic
- No adhesives required. Just add grout.
- Durable for residential and most commercial applications
- Easy maintenance

Home Work's Manager TJ Schwartzel remarked, " Tekstone gives a very realistic



**Tekstone Floating Groutable Tile Flooring**

look of ceramic flooring, while providing the advantages of a floating floor in terms of ease of installation, comfort, and cost."

Visit our Home Works showroom and check out our new **Tekstone** display. One of our Home Works associates will be happy to answer your questions.

### **Home Works Profile:**

#### *Dan Werner .... Supplying the finishing touches.*

Dan Werner during his nine year tenure at Home Works has been engaged in many, many projects. In his role as Installation Manager, Dan compiles estimates, does site surveys, outlines project details, schedules, and then oversees the installation of the product. These projects typically entail installing new flooring and cabinets and providing the finishing touches. Dan's experience as a journey man carpenter for over 20 years prior to arriving at Home Works ensures that all aspects of a flooring or cabinet installation are taken into account. Dan enjoys working with each customer and providing them with recommendations and options that meet their budget and expectations.

In fact that has been the part of the job he enjoys the most. Working closely with his Home Work's co-workers and the local customers gives him a great deal of satisfaction. Other things Dan enjoys are outdoor activities like hunting, fishing and being part of the Ouiatenon Sportsman Club and their weekly turkey shoots. Dan was born and raised in

Lafayette and is the father of two teenage daughters. He also likes to spend time with his AKA registered boxer, Fido. According to Dan,

" F i d o likes to do about e v e r y - thing I like to do, except be i n g a r o u n d



**Dan Werner and Fido**

the sound of gun shots when I'm hunting. He likes to go 4-wheeling with the family, hunting mushrooms, and accompanying me around town."

So the next time you need assistance reviewing a new or remodeling project, contact Dan at [dwerner@henrypoor.com](mailto:dwerner@henrypoor.com). He is often on a job site, but he'll get back to you quickly to answer your questions. You may also get the chance to meet Fido.

**SALE**

### **New Hardwood Flooring In Stock**

Solid and Engineered Hardwoods in Oak, Birch and Maple  
All Products feature Hand Scraped and Distressed Styling  
Prices start at just \$3.49 / sq. ft.