

August 2009

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HENRY POOR LUMBER CO.  
HOME WORKS

The Yardstick

## Everyone Loves A Parade!



This year's Parade of Homes held July 18-19 and July 25-26 showcased the homes of some of Greater Lafayette's top builders and proved to be one of the most successful shows in memory according to BAGL's Executive Director Linda Binford. Linda remarked, "With the housing markets being what they are, we were blessed with very strong turnout, great weather, and to this point a record eight homes were sold during the two weekends of the Parade."

Jay Andrew, who was part of the 2009 Parade of Homes planning committee, was pleased that of the twenty homes on display, almost all of them used materials from Henry Poor Lumber and/or Home Works. On display were a variety of kitchen counter tops, cabinets, and flooring provided by Home Works, and building materials including lumber, roofing, siding, trim, windows and doors supplied by Henry Poor Lumber.

Everyone at Henry Poor and Home Works would like to thank our local builders for taking part in the Parade of Homes. Jim Andrew noted how he appreciates how our local builders support other local businesses like Henry Poor and Home Works. Linda Binford in turn remarked how much the Builders Association of Greater Lafayette and its members appreciate the support and involvement of companies like Henry Poor Lumber and Home Works.

## 'STACHE BASH BUILDS TEAM SPIRIT!

The guys at Henry Poor decided to build team unity and have a little fun at the same time by putting on the first annual 'Stache Bash. Each of the men was challenged to grow a mustache or goatee over a 30 day period beginning in mid June. On the appointed day all the contestants gathered to share



**Winners L-R: Jay Andrew, Aaron Johnson, Kelly Mctague, and Jeff Renie.**

a little team spirit and have Judges Debbie Davis, Lisa Hornaday, Brianna Turner and special guest BAGL's Linda Binford select winners for Best Style, Fullness, and Overall honors. Linda Binford commented "That she had been honored to judge the contest and she'd do it again in a heartbeat."

## Lumber Report—August 2009

SPF 2 x 4 & 2 x 6 have seen recent price increases. More Mill curtailments were announced and it sparked a rally in the market. These same announcements in past months have not been able to stop a long slide in prices! Why now? We are seeing continued decreases in supply, lack of support of lenders and a positive US housing report. This could lead to a short rally which could push up the price of framing lumber and studs. Will it last? Is there pent up demand, or too much control on the supply side? Buy for immediate needs, lumber is definitely more expensive this week than last. Can they hold this level? There seems

to be more upside potential than down side at this time.

Southern Pine 2x8, 10 & 12 We could see an August rally. With positive housing data and supplies remaining thin sounds like a formula for a stronger market. Treated lumber remained spotty. No increase in prices in the near future.

OSB & Plywood Markets – We could see a run up in price soon. Reasons why, low dealer inventories, mill curtailments and we are beginning to see an increase in demand. We all know how fast OSB can increase in price as demand starts to increase and supply has been curtailed. Look for an

## By Jim Andrew

August rally which probably can't be sustained through September as mills begin to increase production.

Shingles and felt seem to be holding their recent price increases. Oil will continue to be the dominating factor in shingle production. Supply doesn't seem to be a problem with shingles. We have many new samples and creative styles & colors. Please come & see what's available.

Please call us for updated pricing on your current and future projects. Stop by and see our new Windsor and Marvin window and door displays. Hope to see you soon! JAA.

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## Home Works Design Team Marches In Parade

The ten members of the HOME WORKS Design and Sales Team worked closely with homebuilders in the Lafayette area in this year's Parade of Homes. Of the twenty homes on display all but two included design input from one of our staff and products supplied by HOME WORKS. This included hardwood flooring, carpeting, tile, kitchen and bath cabinets and countertops. Many of the kitchen designs included unique and dramatic features that the builders were able to highlight to future home buyers.



Home Works Design and Sales Team Front (L-R): Linda Ragan, Cathy Neff, Steve McAtee, David Lemon, Margaret Lemon. Back (L-R): Tony Leininger, Nathan Allen, Mary Horstman, Jill Clothier, Aaron Brewer.

HOME WORKS General Manager T.J. Schwartzel commented, "We enjoy working closely with and partnering with the local builders who take part in the Parade of Homes, as well as working with them throughout the year on other projects."

One of the most rewarding aspects according to designer Nathan Allen is being able to work with a builder to make a home distinctive and helping them sell it more quickly by incorporating special features.



One of several kitchen designs provided through Home Works.

The Home Works team of designers have the knowledge and experience to help a builder or home owner incorporate their ideas into a home's layout that are both functional and creative. They do this by helping their customers pick the right materials, colors, and products that will meet their expectations and budget.

The entire Home Works design and Sales team would like to thank all those that allowed them to participate in the 2009 Parade of Homes.

**Special Truckload Sale of Natural Stone Tile. Up to 50% off regular price, but only while supplies last! Sizes available include 18x18", 12"x12", 6x6", 3x6", and 1x1" mosaic. Great for showers, backsplashes, or floor and wall combos.**

### Lowest Prices of the Year on Floors by MANNINGTON.

Through the month of August HOME WORKS is running its **Sizzling Summer Sale** on its full line of Mannington products.

**Resilient Vinyl Flooring**  
Save up to 40% on selected styles starting at 69 cents a square foot. Resilient Vinyl flooring can bring a

fresh and attractive appearance to a kitchen, bath or family room.

**Providence Oak Hardwood**  
While supplies last only \$4.99 sq. ft. This 5" engineered plank in a hand scraped style will enhance the look and value of any room in your home.

**20% Off Adura Luxury Vinyl Plank and Tile**

Enjoy the elegance of ceramic tile or the natural look of wood in easy care, high performance vinyl. Many colors and styles available.

Stop by our showroom at Market Square and take advantage of this great sale.