

August 2010

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

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HENRY POOR LUMBER CO.  
HOME WORKS

The Yardstick

## Henry Poor Paddles To Support Wabash Riverfest

A determined crew of nine Henry Poor employees answered the challenge at this year's Wabash Riverfest. The team composed of Jay and Tom Andrew, Jeremiah and Brey Turner, Susan Kirts, Matt Atherton, Justin Woodruff, Marshall Palmer, and Kelly McTauge climbed into an 18<sup>th</sup> Century style French Voyageur canoe on the Wabash River and competed against a team from Greyhouse Coffee and Supply. In the head to head match the Henry Poor canoe completed the two heats in a winning time of 3:09:03 to



Team work was the key to success for the Henry Poor crew.

edge out their worthy rival.

Of the fourteen teams competing throughout the day the Henry Poor crew had the second fastest time recorded. Jay Andrew commented, "It was a great community event. We had a lot of fun and I am proud of

how our team pulled together."

Now that the team has tasted a little success they are looking forward to next year's Riverfest and a chance to improve their standing and once again support the community.

## Customers, Vendors Enjoy Summer Cookouts

"Cooking for our customers and friends is something we enjoy doing," commented Jim Andrew. To date Henry Poor has hosted two "summer time" cookouts at their Brady Lane location. On the menu are brats, burgers, chips, cookies and cold beverages. "Susan Kirts has done a wonderful job of putting these events together and we know the 70+ guests each time have enjoyed our Henry Poor hospitality," noted Jim.

Along with the meal those who have attended have seen the newest products offered by AZEK, Hid Fast and Guardian Building Products. These suppliers sponsored the meals and had representatives available to demonstrate their products.

All of us at Henry Poor would like to thank those who

have stopped by our cookouts. We enjoy seeing everyone. The next "Summer Time Cookout" is scheduled for August 13th.



## Commodity Report— August 2010

Lack of urgency or need to buy has held lumber prices in check. Currently there is no upside pressure. If it weren't for scheduled mill maintenance shutdowns and ongoing production reductions the market would be drifting lower.

With the expiration of the home buyer tax credit, June housing starts were at October 2009 lows. 3.99 million existing homes are currently on the market which is an 8-9 month supply. Remodeling spending is expected to post a year over year in-

crease and hit double digits in the first quarter of 2011, according to the Joint Center for Housing Studies. This is good news as we see many room additions, window and door replacements, along with kitchen and bath upgrades at both Henry Poor and Home Works.

**Spruce Pine Fir 2X4, 2X6** Prices showed some activity as wholesalers had to move excess inventory. Scheduled shut downs took millions of board feet of production off the market temporarily.  
**Southern Pine 2x8, 10 &**

## By Jim Andrew

**12 and Treated** has lost its momentum. Prices are flat. 2X12 #2 are at low prices. 2X10 prices fell as mills curtailed output and wholesalers sold inventories.

**OSB** – still a wait and see market with price variation every day.

This is a good time to lock in some very competitive lumber pricing. Roofing, siding, carpet, pad and cabinet pricing have seen recent price increases, so please check with your salesperson for some very creative and competitive pricing.

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

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## Home Works Adds Medallion Cabinetry Line

Home Works is excited to be adding Medallion Cabinets to its growing offering of kitchen and bathroom cabinets. TJ Schwartzel, Home Work's manager states, "This product line is highly diversified and offers many custom options. It also is manufactured locally in Culver, IN. We will be installing several new displays in our showroom in August."

Medallion Cabinetry has been building semi-custom cabinets for over 30 years. They offer a wide range of styles and finishes including maple, cherry, knotty alder, hickory, quartersawn oak and red oak. They also offer three distinct product series – Platinum, Designer Gold and Silverline. Each provides different styles, looks, and combination of features. Standard features include extensive selection of

door styles and wood types, premier finishes, solid hardwood door and frame construction, concealed hinges and drawer guides, and 3/4" adjustable shelving. Lifetime and Ten Year Limited Warranties cover these lines.



We encourage everyone to stop by our location at Market Square and see our new displays as they arrive. We will also be happy to provide you with a free Medallion Cabinetry Design Guide or Medallion Product Brochure. Just ask any of our Home Works associates. They will be happy to help.



Medallion Cabinetry Semi-Custom Kitchen and Bath Cabinets

### Home Works Profile:

#### *Mary Horstman – Seeing Each Project's Potential*

Mary Horstman's goal with each customer is to get them excited about the potential of their project and helping them coordinate all phases of the job. Mary has been at Home Works for the past 14 years and has had an opportunity to work with many homeowners and local contractors. After receiving her Interior Design degree from Purdue, Mary's first job was with an interior design firm in Indianapolis. From there she worked on a number of interior design projects for apartment, residential and some commercial builders. For her Home Work's customers, Mary seeks to coordinate all aspects of a project including cabinetry, countertops, backsplashes, and flooring of all types.



Mary Horstman

Mary enjoys visiting bath and kitchen trade shows and bringing back new ideas for her customers and her Home Works associates. She says that she truly enjoys working in the family oriented business and with her co-workers.

Mary has a number of interests outside of work including being a big fan of NFL football, the Chicago Cubs, and the Purdue Rowing team. Her son, Ben, is a member of the Purdue Crew team, and Mary has enjoyed attending a number of regattas to watch the Purdue team compete. Last year her son's team finished the season ranked 4<sup>th</sup> in the country. Mary noted that Ben, a sophomore studying Nuclear Engineering at Purdue, was selected to receive the Blair Collings Scholarship awarded by the Indiana Lumber and Builder Supply Assn.

For your next remodeling project don't hesitate to give Mary a call at 765-447-4663; or email her at [mhorstman@henrypoor.com](mailto:mhorstman@henrypoor.com).