

June 2010

# HENRY POOR

More Than A  
**LUMBER CO.**

(765) 474-1388  
www.henrypoor.com

HENRY POOR LUMBER CO.  
HOME WORKS

# The Yardstick

## Henry Poor Lumber Clear-Blue-Green Certified

Henry Poor Lumber and Home Works have been certified as a Clear-Blue-Green Business by Greater Lafayette Commerce, the Go Greener Commission, and the Wabash River Enhancement Corporation. This designation recognizes local companies that have taken the lead in implementing and promoting the benefits of sustainable business practices.

Tom Andrew was on hand to receive the certificate presented to Henry Poor and Home Works at Ivy Tech's Earth Day Celebration on April 22. Nineteen local businesses were recognized

for their local "green" initiatives including Subaru Automotive, Lafayette Savings Bank, State Farm, and Green Goose Homes. Along with the award recognition the Ivy Tech event included presentations and demonstrations by industry experts in alternative fuels, renewable energy, and sustainable living.

To obtain the CBG certification a company had to demonstrate the following efforts: conserve resources and prevent pollution, protect environmental and public health and wellness, strengthen the bottom line through operating efficien-

cies, create a healthy work place, and be recognized as a business and environmental leader in the community.



For anyone interested in the Clear-Blue-Green certification process visit [GreaterLafayetteCommerce](http://GreaterLafayetteCommerce.com) and click on the Clear-Blue-Green Certified logo for additional information.

## WLFI T.V. Features Henry Poor Lumber on Local Broadcast

WLFI TV's Laura Kirtley learned the basics of building a deck on her early morning visit to Henry Poor Lumber on May 28<sup>th</sup>. WLFI's TV 18 crew filmed its "Casual Friday" segment with the help of Tom and



Jim Andrew who arrived at 5:00 a.m. to host their visit. Tom commented, "That Laura was a blast to talk to and seemed to enjoy her adventure of

working with power tools, driving a forklift, and learning about our business." For those who missed the broadcast, a video clip of the Casual Friday program can be found at [Henry Poor Lumber WLFI TV](http://HenryPoorLumber.com).

## Commodity Report— June 2010

By Jim Andrew

The expiration of the home buyer tax credit April 30 has caused a pull back in the lumber market and for related items. Home purchases for April were at the highest level in nearly two years. This has also moved off existing home inventories to 211,000 units which represents approximately a five month supply.

2x4 & 2x6 Spruce - Pine - Fir sales were light and prices inched lower. Sales trailed output and we saw

discounts in mill pricing, for the first time in several months. It has turned into more of a buyer's market for the last two to three weeks.

2 x 8,10 & 12 Yellow Pine - Prices were sinking across the country. There is increased production and transportation problems are starting to ease. Hot weather for this time of the year also contributed to a slowdown in job site activity and consumption. Treated lumber was experiencing little ac-

tivity with little demand and prices easing across the board.

OSB - Prices dropped in all regions. Inventories were moving off on the retail level and mills were anxious to offer product for prompt shipment.

Please call for current job pricing/quotes. Thank you.

**Henry Poor Lumber  
Summer Hours**  
7:00 AM-5:30 PM M-F  
8:00 AM-1:00 PM Saturday



**HENRY POOR COOKOUT**  
11 AM - 1 PM Lunch  
Friday, June 11th



Join us for lunch and to see the latest AZEK Deck and HidFast products.

June 2010



(765) 447-4663

www.homeworksindiana.com

HENRY POOR LUMBER CO.  
HOME WORKS

# The Yardstick

## Home Works Features Exotic and Classic Hardwoods

Add warmth and beauty to any room by installing one of Armstrong's many choices in hardwood flooring from Home Works.

### Vast Selection

Armstrong hardwood flooring is expertly crafted using the finest domestic and exotic hardwoods. From hand-sculpted and hand-scraped hardwoods to the more traditional hardwood floor sanded to smooth perfection, Armstrong offers ash, birch, cherry, oak, hickory, mountain elm and exotic woods from South America and Asia. To see Armstrong's wide selection, visit Home Works' showroom or go to [Armstrong Hardwood Floors](#).



### Multiple Surface Finishes and Sizes

Choose from color washed, hand-scraped,

distressed, smoked and traditional finishes in plank, parquet and custom designs that fit your layout perfectly.

### Flooring Experts

Let one of Home  Work's flooring specialists help you find just the right color and design for your home or office. You'll learn just how durable and easy to care for Armstrong hardwood floors are and seeing our new Armstrong hardwood flooring display will make comparing your options easy.

### Certified

### Installation

Home Works is Tippecanoe County's only "certified" installer of Armstrong hardwood products. Call us!

### Home Works Profile:

## Cathy Neff *Flooring is Her Specialty*



Cathy Neff

Cathy Neff, one of Home Works most experienced flooring specialists, has worked hard since joining Home Works in 2002 to build strong relationships with the builders she works with and the customers she has had the pleasure to serve. Cathy works with the many Home Works flooring product lines – hardwood, carpeting, ceramic, and vinyl – to make sure she finds the product that works best for her customers. Her knowledge, experience and strong customer service track record are what her loyal customers seem to appreciate the most.

Prior to joining Home Works, Cathy was with W.H. Long Builders in Lafayette, and before that she had her own business for 12 years that repaired countertops and fiberglass tubs and showers. When asked what she en-

joys most about being part of the Home Works team, she doesn't hesitate to say that it is the great work atmosphere and her co-workers that she enjoys working with every day. Having a great showroom is also a plus, but most of all she knows that when she finalizes a sale, that the follow through by the rest of the Home Works staff to install and work with the customer will be done to the customer's complete satisfaction. Having this type of support gives her the confidence to promote the many products Home Works has to offer.

Cathy was born and raised in Lafayette and is the mother of four sons. All of which live in the Lafayette area and check in on her regularly to make sure she is doing all right. In her spare time she follows Boilermaker football and enjoys spending time on outdoor activities whenever she can.



**Stability to stand on**

Home improvement loans

Tom Andrew understands floors. And he has the inside on cabinets. Lafayette Savings Bank understands hometown financing. Together, we're a team to count on for home improvement.

Our lenders make the loan process stress-free. We offer local decision-making, competitive rates and great terms.

Contact us today about a home improvement loan from your hometown bank.

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**If You Missed It .....**  
Lafayette Saving Bank featured Home Works as part of its local ad campaign.