



Pie(s) In The Face Help Those With Cancer

Cancer impacts many families in our community. When a family member is diagnosed with cancer it can present many challenges. Along with the medical costs, there are other expenses, often at a time when the patient is unable to work.

Henry Poor Lumber and Flooring Express rallied to support the Community Cancer Network (CCN) by holding multiple fundraisers. CCN provides assistance to 11 counties in Central Indiana. This includes encouragement and hope as they help with basic needs at a time of tremendous stress, financial hardship and physical limitations.

At the August cookout three lucky members of the HP team



L-R: Jay Andrew, Debbie Davis and Tom Andrew take more than one pie in the face to raise donations for the Community Cancer Network.

were chosen to be the targets of multiple pies in the face. Although messy, Jay Andrew, Debbie Davis and Tom Andrew were

happy to have almost 40 fruit pies tossed in their general direction. Most found their mark in the face of one of the honorees. This event raised \$1534.

A raffle was held at the September cookout where two lucky winners took home a new nail gun. With all the proceeds going to CCN from the tickets purchased \$395 was collected.

On Sunday, September 30th a large contingent of Henry Poor employees and their families took part in the annual Carry the Torch Walk to support CCN. With everyone enjoying a beautiful day this group was able to raise another \$851 for the cause.



Team HP/FE gathered before the start of the "Carry the Torch Walk".



**CARPET SALE
UP TO 25% OFF
OUR EVERYDAY LOW PRICES**



Henry Poor Lumber Marks 100th Year in Business

Henry Poor Lumber continues to mark its 100th year with a variety of activities. Founded in 1918 as a lumber supply business, today the Henry Poor team includes Henry Poor Lumber, Flooring Express, HP Manufacturing and HP Wood Packaging. These businesses supply building materials, cabinets and countertops, all types of flooring, pre-engineered roof trusses, wall panels and floor systems; and custom wood packaging.

The Henry Poor companies continue to offer the latest kitchen, bath and deck designs, as well as a variety of products for builders and homeowners. At Henry Poor Lumber we have updated our showroom displays for windows and doors, kitchen cabinets and countertops, and fireplaces.

To commemorate our 100th year in business,

we acquired a retired 1987 military Hummer H1 pickup truck. We added our 100 Year logo and you can look for the HP Hummer to be on a job site near you.



100 Anniversary Commemorative Vehicle

BAGL Announces Build Your Future Initiative

Henry Poor Lumber hosted the September Builders Association of Greater Lafayette's general membership meeting on September 24. This gave all the BAGL members a chance to see some of the new displays in the Henry Poor showroom as well as an opportunity to socialize with other members. As part of the meeting the group was able to question Tippecanoe County Surveyor Zach Beasley and learn about more recent changes regarding zoning and local development in the Lafayette area.

BAGL's Mary Ellis also spoke about their four current initiatives and encouraged all members to take part. These initiatives are focused on developing the next generation of construction craft professionals. This includes making Career and Technical Education training a priority within our schools and supporting hands-on skills training programs. BAGL is also planning a Career and Education Construction Expo in February at Ivy Tech.



BAGL Golf Outing Champs Jayson Benner, Cole Knecht, Chuck Mooney and Zach Wilson

Henry Poor Lumber

3315 Brady Lane
Lafayette, IN 47909
(765) 474-1388

www.henrypoor.com

Store Hours
7:00 AM - 5:30 PM M-F
8:00 AM - 1:00 PM SAT

Flooring Express

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

www.flooringexp.com

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

Tariffs Impact Local Businesses

The imposition of tariffs by the U.S. Government effective September 24 on products imported from China is having an immediate impact on pricing of almost all building materials.

Because of the uncertainty of not knowing if and when these tariffs would take effect, manufacturers were given very short notice of when these increases to products manufactured in China would take place. As a result there was little prior notice that Henry Poor Lumber and Flooring Express received on current prices increases.

At this time HP/FE are incurring price increases of 4% to 10% based on the 10% tariff that went into effect on September 24. Manufacturers are informing us that they are increasing prices to cover significant increases to raw materials and transportation costs.

This has had an immediate impact on vinyl plank, WPC, rigid

core, engineered hardwood and some ceramic tile flooring sold by Flooring Express. At Henry Poor Lumber products including railings, balusters, siding, soffits and interior doors and trim, are seeing price increases. Even lumber, which is not purchased from China, is being impacted through tariffs imposed on Canada.

The U.S. tariffs are scheduled to increase another 15% as of January 1, 2019. This will mean that unless trade negotiations alter the current situation, tariffs will increase to 25% on these products imported from China.

In addition manufacturers are also informing us that they are increasing prices on domestic made products. Carpeting in particular has seen substantial price increases over the past couple of months.



According to TJ Schwartzel, FE's GM, seeing this many price increases, at this level, in this short of timeframe, is unprecedented. With potential for more increases after January 1, those looking to buy flooring or other building materials, should consider buying products soon.

Jay Andrew, HP/FE's President, remarked, "The impact of these tariffs on the cost of building materials is significant. It is important for our customer's to know that we are working to help provide cost effective options whenever possible."

Just the Place for Her... Diana Michel

When TJ Schwartzel, Flooring Express's GM, first met Diana Michel she was helping her Dad install flooring. TJ told Diana that he thought with her background and knowledge that she would do well working with FE's customers. So it wasn't long after that Diana joined the FE team in 2017 where she helps customers find the right flooring.

With her bilingual skills, she can help with Spanish speaking clients. Diana finds it most rewarding when customers send referrals. She notes, "I feel thankful to be part of the HP/FE team."

Diana plays soccer with her father and brothers, works out at the YMCA and loves to dance salsa, merengue, and bachata.



Diana Michel with her family.

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