

THE PARLIMENT PAGES

October 2020

Donald or Joe

Looking back four years ago to our October 2016 Parliment Pages we wrote about the Trump and Clinton election. We wrote, “there is the speculation on what the election result impact will be. With two candidates that are so widely despised, the speculation has taken on new highs. Once again, our political process has failed and regardless of who wins the election, we are destined to more divisiveness and negativity. And just like 2016 we are again going to be faced with a Congress that will be unable to act.” Our crystal ball was sure working well that day. In the big scheme of things, we must become more tolerant of each other. You might disagree with someone’s beliefs; however, we are all in this together and we must get along for our nation to prosper. “We are one nation under God, indivisible, with liberty and justice for all.” (*Francis Bellamy*)

Leadership

What does it mean to be a leader? We live in a world that is in desperate need of leaders, but who should we follow? Before we discuss the qualities of leadership, it might be beneficial to identify what leadership is not. “Leadership is not about being in charge. Leadership is about taking care of those in your charge”. (*Simon Sinek*). Leadership is not authority, many people have risen to a position of power in ways that are illegal, immoral, or just plain wrong. They have influence over people because they control a certain element of their lives. So, what is leadership? Leadership is having the wisdom to understand how to support people and the integrity to demonstrate how teamwork will make sure goals are met efficiently as possible. Leaders are found everywhere in our 360-degree world. Sure, they can be atop a multi-layered corporation or just starting out in the proverbial basement. They can be in positions of national or local power, but they might also be the public servants keeping the peace in the neighborhood. As we mentioned, the world needs leaders. Are we willing to appreciate those who demonstrate true leadership ability? Are we committed to helping others become the best they can be? Think about it.

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Building Material Boom - 2021

John Burns, CEO of John Burns Real Estate Company, predicts \$400 billion dollars could be spent in 2021 and 25% of next year's growth will be spent on single family home construction. Part of Burn's overall spending forecast includes a surge in building materials spending due to the number of homes that were built in the early 2000's, soon approaching the age of 15 to 20 years old, and are due for remodeling projects. About 46.4 million homes were due for remodel in 2015 with about 48.6 million due in 2020. Looking ahead to 2022, more that 51 million homes will require updates and upgrades. "All that (building) boom from 20 years ago should result in strong repair and remodeling."

The pandemic has caused delays to the cycle of new construction and Burns believes this will result in a "big-time boom" in 2021. With family's staying in their homes longer, they are upgrading their homes and building material dealers are reporting shortages of materials. These materials include, decking, lumber, roofing products, lawn, and garden to name a few. Rest assured, Parliment is not experiencing such shortages, however, we have experienced some delays in shipments coming from our overseas suppliers. Overall, Burns said repair and remodeling spending should grow by about 6% in 2021. Custom home builder orders are strong, Burns states." As multifamily construction declines. Burns notes that his firm was already forecasting a multifamily decline due to previous over building in the past decades. "Permanent unemployment peaked at 10.5% during the Great Recession with that figure standing at 6.1% now. Job losses have been concentrated in lower-income brackets, which have the least impact on the home builders, burns noted." In the meantime, money is flowing into single-family rental construction. American Homes For Rent is building at least 1500 homes per year and is now the 40th largest home builder in the country. Burns said that the home rental market is "no longer an existing-home game, it's a new home game."

From the PBP perspective we look for a robust 4th quarter and a great 2021 for residential construction.

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Product Highlights - Smart Vent Flood Vents

For several years we tried to get distribution rights for Smart Vent Products, after numerous discussions on how we can grow the Smart Vent business, service our customers promptly, we were awarded distribution.

In February 2016, Parliment Building Products received their initial stock order and since then the product line has grown immensely. We offer Smart Vent Flood Vent- Dual Function models and their Insulated series vents along with accessories. All Smart Vents are made in the USA.

The vents are made with marine grade #316 stainless steel and can be powder coated to numerous colors and even special-order colors. All the vents have Florida building code approval's and numerous other code approvals.

Flood vents are foundation vents that protect houses and buildings by preventing water pressure buildup that destroys walls and foundations as the vent provides automatic entry and exit of flood waters. No electricity is required for the vents to operate.

The 510 Series are used in a masonry wall application ideal for use with crawl spaces that need air flow and flood protection. Provides 200 sq.ft of flood protection.

The 520 series are for flood protection in storage areas, garages protected crawl spaces as they do not provide air flow. 200 sq.ft of flood protection.

570 series is for wood stud wall use also with 200 sq. ft. of flood protection. All these models are available in single or multiple vent applications.

524 series are used in garage doors. These are also marine grade #316 Stainless Steel that is powder coated white in color.

Please ask your Parliment salesperson for more specific information or visit their website at www.smartvent.com

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Extraordinary Quotes

We have had a lot of compliments on our Extraordinary Quote section the last two Parliment Pages, so we decided to share a few more.

“Desire is the key to motivation, but it’s the determination and commitment to an unrelenting pursuit of your goal – commitment to excellence-that will enable you to attain the success you seek.” (Mario Andretti – Race car driver and owner)

“Only those who dare to fail greatly can ever achieve greatly” (Robert F Kennedy)

“Real leaders are ordinary people with extraordinary determinations.” (John Seaman Garns)

Observations from Chuck

- 1. Respect**– Respect everyone you work with. Everyone has skill sets. Some to sweep floors, drive a truck, warehouse work, sales, management, etc. It is a team effort, and everyone fills some void in your operation. Know everyone is an integral part of your company success.
- 2. If you were me?** - One of my favorite questions is “if you were me what would you do about you?” This is a very straight forward question. However, you would be surprised how many blank stares you will get. Note: let them speak first, even if it takes a while for them to answer. It is not a negative question. In my experience, the employee improves his or her performance. They answer their own question. I want to do better and keep my job.
- 3. Work**- Work somewhere that makes you happy. If you find the right place to work and it makes you happy, I believe you will always make a good living. Personal happiness is more important than the almighty dollar. The old saying goes, if you find the right vocation (job) you do not call it work. You call it fun. Have fun every day.

Thank you for your continued support and loyalty to Parliment Building Products. Stay Safe!!!