

THE PARLIMENT PAGES

April 2019

Update on the Pages

Our last pages were shortened to a 2-page report based more on building material information rather than political commentary and current events. Numerous customers voiced an opinion that they liked the previous format we had used for years. Because of that input we are going back to a 4-page report with all kinds of facts and figures on a variety of topics.

Tariff Update

Well, March has come and gone and still no resolution with China on tariffs. As you may recall last year there was a 10% tariff on most Chinese products we buy. The threat still exists for an additional 15% at an undetermined date. There is also a threat of anti-dumping or countervailing duty suits on China. If either of those things occur it will be much worse than tariffs. The US and Chinese delegations are meeting as we are writing this newsletter to resolve the conflict. We will keep you in the loop as things progress.

Tariff Side Note

When the tariff is paid by the importer of record, it is paid directly to the United States Treasury. There have been billions of dollars paid so far. One thing we have learned over the years is that any revenue stream to our treasury is grandfathered in for life. So, we do not see the 10% tariff ever being rescinded and the possibility of higher tariffs in the future still exists.

Political Thoughts

The Mueller report has been completed and sent to the U.S. Attorney General. He will decide what will be finally released to “We the People”. No matter how this plays out someone will not be happy. With that said, it seems Trump came out on top. No collusion on his part or any family member after a two-year investigation. There is still a great amount of animosity between the political parties. A congressman friend told us the partisanship is twice as bad as the media portrays.

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Compromise is not a word used much in the political arena in Washington. It should be a bloody 2020 election cycle.

On a brighter note, there appears to be a consensus on a national infrastructure bill. There is still a lot to iron out. However, we think something will be passed this year that the Congress and the President can agree upon.

Housing

New home sales appear to be growing. According to a Wells Fargo report, there was a 1% sales drop in February, following a 4.3% increase in January. March existing home sales rebounded with an 11.2% increase, the sharpest rate since December 2015. Housing starts in January jumped 18.6% after a 14% increase in December. 30 Year fixed mortgage interest are 4.28% as compared to 4.45% a year ago. 15-year fixed mortgage interest stands at 3.71%, a year ago it was at 3.91%. If the Federal Reserve continues its trend, we believe there will be no increase later this year. We also predict interest rate decreases in 2020 of up to .5%. Do not forget 2020 is an election year.

Markets

The merger of Gerdau and CMC has been completed. It was the smoothest merger and acquisition we have ever been involved in. With that said we are down to two major rebar manufacturers in the U.S. On the merger/acquisition front there is still a lot of activity. Just to name a few, Boise bought American Lumber Distributors and Brokers, a two-step distributor in Alabama, and Cameron Ashley just inked a deal with Warrior Building Products in St. Louis, MO. There are more to come

New Products

In our last newsletter, we reiterated our commitment to remaining the most reliable, 2-step distributor in our market by continuing to offer the newest products in our industry. We are proud to announce a couple of new additions to our product mix. We are now a distributor for KARNAK Corporation products, and May 1, 2019, we will be a distributor for Dupont Tyvek Protec underlayments.

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KARNAK Corporation is the leader in quality roof coatings, maintenance and repair products. KARNAK manufactures a complete line of sustainable roof coatings, sealants, and waterproofing solutions certified to comply with UL, CRRC, ENERGY STAR, Dade County, Title 24, and Florida's HVZ building code. Their ENERGY STAR-labeled coatings can help buildings obtain LEED points. They have four factories and seven warehouses across the United States of America to deliver the products you need in less time! Learn more about KARNAK products by visiting their website at www.karnakcorp.com

Dupont Tyvek Protec roofing underlayments feature a unique embossed pattern allowing for better traction and grip while walking on the roof. Plus, the customer will enjoy the added benefits of lightweight durability, excellent secondary moisture protection and wrinkle-free surface for smoother installations. Tyvek Protec underlayments are ideal for jobs from renovation to new construction and designed for slopes 2:12 or higher and under a variety of roofing materials. Dupont Tyvek Protec engineered synthetic underlayments are available in a range of roll weights and UV exposures that offer high-performance with a variety of roofing materials, from asphalt shingles to slate. These products feature limited warranties from 30 to 50 years. Learn more about Dupont Tyvek Protec at www.dupont.com

If you would like more information on these new products, talk with your Parliment Building Products representative. Also, if there are other products you think we should stock, and fit our product mix, we would appreciate your suggestions. We are always willing to help! ***You can rely on us!***

Nails & Screws

While the introduction of new products is always an exciting topic, we also would like to feature an existing product and service. Do you know we offer a complete nail and screw program? Do you know that we package nails and screws? Do you know we are the only 2-step distributor east of the Mississippi that packages their own fasteners? Do you know that we private label these packages with your name and information at no additional charge? Let us use our Pro-Grip brand packaging to dress up your shelves. Call and ask us to show you what we have to offer, and we can send you a free private label sample of the packing, available in 1# and #5 cardboard or plastic containers.

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Multi-Tasking

We were reading an article by Stevie Ray, a corporate speaker and trainer, concerning the topic of “Multi-Tasking”. To quote “*Too many people have fooled themselves into thinking that they can multi-task and still be effective thinkers and effective problem solvers. The truth is, multi-tasking is a myth; and neuroscience proves it. The part of the brain that conducts our high-level thinking, the Cerebral Cortex, is a sequential organism. It can handle one task at a time. Yes, it can switch from one thought to another quickly, depending on the individual, but it cannot effectively hold two thoughts at once. To attempt to do so is a self-defeating exercise. And, in order to be our mental best, we need complete focus.*”

Examine those who are the best at what they do, and you will discover that they all share a common approach; To do their best work, they create environments in which all distractions are removed. From artists and writers to accountants and mechanics, focus marks the difference between average and excellent.

Observations From Chuck

I am an old man in this industry. People ask me regularly what I do at Parliment Building Products. I tell them I am the historian of the company. With that said I have come up with 40 life lessons that pertain to my business and personal life. I would like to share a couple with you now. Hopefully, some of these will hit home with you and help you in your day to day life.

- 1.) You can not train stupid. No matter how hard I have tried, if someone does not have the skill set you need, you will never be able to train them to acquire the needed skill set.
- 2.) Always say we instead of me when you are at work. An old priest friend of mine told me years ago, there is no I in team and he is right. Everything we do is a team effort.

I have figured if I do two life lessons a quarter you will know all of my secrets in 5 years.