

Happy Memorial Day - May 25th

Memorial Day is observed on the last Monday of May, honoring the men and women who died while serving in the U.S. military. Originally known as Decoration Day, it originated in the years following the Civil War and became an official federal holiday in 1971. This year, Memorial Day celebrations will take on a different tenor as we are all in various stages of stay-in-place quarantine. What will you be doing differently this year? We salute all our brave service men and women, past and present, who bravely fight for the freedoms we so cherish.

Three months ago, the world as we knew it changed considerably, and the word “zoom” has an entirely new meaning for all of us! We have been in this profession a long time; Larry 51 years, Jim 39 years, Rob 24 years and today our business looks totally different than when we started. Here is a look at a “day in the life” of how we are adapting to this new reality. Ten weeks ago we began working remotely from home. This technology is not new to us as we have been utilizing it for nearly two decades! Our assistant Launa has been a mainstay in the seamless transition from office to home. She works in the office two to three days a week (with proper social distancing and safety protocols!) and the balance of the week from home. Our operations and management team is in the office every day. We still have our morning team meeting, only now it is a conference call. We certainly miss the “vibe” and interactions of the office, yet at home there are fewer interruptions and distractions so productivity is high. When Launa works from home, she forwards our office lines so that no calls are missed. We cannot thank her enough for what she is doing during this pandemic. We believe adversity reveals true character and culture isn’t built in a crisis; it’s what gets you through it.



What we are witnessing is unprecedented and unpredictable. Going forward we see existing trends like, cloud computing, cybersecurity, online e-commerce, online learning, logistics, supply chain, tele-medicine, home fitness, electronic payments and other digital experiences growing faster than before. New trends have been created as well; less travel and in-person conferences and meetings, de-globalization, substantial investments in virology and immunology, less public transportation and ride sharing, work from home, and new standards of hygiene and sanitation.

As we review accounts and look for new opportunities to invest in, we are keenly searching in these new and accelerating trends. We want to exploit the “throw the babies out with the bathwater” phenomenon and aim to buy the best positioned companies now. It is not about us as individuals, it is about humanity and empathy—and together, we believe we will emerge stronger, smarter and kinder, while doing our part in making a positive difference in our world.

Have a wonderful Memorial Day weekend; connect with family, get outside and please stay safe.

Jim, Rob, Larry & Launa

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“The highest compliment we receive is a referral of a friend or family member”.

Thought of the day:

“An investment in knowledge pays the best interest”

- Benjamin Franklin