

P & W Land Development, Inc.
Fine Quality Homes.

Dick Parish founded P & W Development, Inc. in 1972 in New Palestine, and his son Dave helped him while he was growing up. But it wasn't until Dave went away to college that he realized he wanted to pursue building, and he wanted to pursue it in Hancock County where his roots were.

Dave joined forces with his father and the business peaked at 35 homes per year. "When I was younger I thought more was better," Dave says. "But this wasn't working for us. Now we focus on the pursuit of happiness. We are more selective, working with customers who really appreciate what we are doing versus ones that just want a deal. Building a house just to build a house is not what we are after. I want to work with someone I trust 100 percent and who trusts me 100 percent. The company now averages 15 custom homes per year, ranging in price from \$145,000 to more than \$1 million along with many remodeling projects.

P & W has won the following awards. Platinum in 2004 & 2006, Gold in 2004, 2007 & 2008, Silver in 2003, Best Interior Design in 1999 & 2001, Best Kitchen in 2001, Best of Show in 2001 and Builder of the Year in 2002 & 2003. Yet, they are the proudest of their repeat customers who have built the 1st, 2nd and even 3rd homes with them

Dave is "hands-on" when it comes to working with customers. "I don't have a salesman," he says. "I don't have an estimator. I do all that myself. I am right there from the very first meeting all the way through to the closing."

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