

# Partnerships and progress


Partnerships are the fundamental elements of the building community and society. Nothing can be built without strong partnerships. From the relationship between project owners and financiers to the relationship between quality control and the people tying reinforcing bar on casting beds, it all comes down to partnerships. Even families are partnerships. Great partnerships last for decades or even generations and require give and take from everyone. Building these relationships is critical for the success of the partners and the project.

PCI and the PCI Foundation are great venues for building strong partnerships. PCI is a place where fabricators, academics, designers, and owners form partnerships that push the limits of construction practice and create lasting progress. The PCI Foundation is a forum for students, professors, and precast and prestressed concrete professionals to pass on industry knowledge to a new generation of builders. The partnerships between industry groups, students, teachers, and owners that are facilitated by PCI and the PCI Foundation will last for decades and provide opportunities for everyone who contributes their time and resources.

For a partnership to be successful, everyone involved must realize benefits from the relationship. Relationships that don't provide rewards commensurate with participation are doomed. When a contracting party seeks to shift disproportionate risk to another party, they are denying their partner the fair value of their work and they are creating a compromised partnership. When a supervisor doesn't recognize the value of an employee, they are failing to realize the potential of the worker. The usual recourse for the compromised party is to dissolve the relationship and seek better partners. When partners realize and provide what the other partners seek, the relationship thrives and common success is achieved.

Some of the most valuable partnerships I have been involved in have been established at PCI. PCI is a great place to establish relationships with industry partners and to maintain these relationships for decades. PCI is a place where we can meet vendors and customers, even if we don't begin doing business right away. Sometimes years go by before an opportunity turns a relationship established at PCI into a partnership. Other times partnerships are neglected in the daily grind, and a PCI event can be an opportunity to rekindle the relationship that drives the partnership.

Partnerships formed and maintained at PCI have driven the industry for more than 70 years. PCI itself is a partnership of the industry community. These partnerships have created new materials and new standards and codes, brought people into the industry, and helped these people and their companies achieve their full potential. These partnerships have helped precast and prestressed concrete become the best material to build with and have brought success to those who build with it. To create new partnerships and build the ones you have, please count on PCI to help you and your company grow and achieve.

Keep partnering and prospering. 



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