

Connecting

Connections are a fundamental part of our industry. Connections stitch together discrete elements to form a structure. Offsite fabrication can't exist without connections. Many of our treasured associate members and producers spend countless hours and many dollars innovating new and better ways to connect concrete components to push our industry forward. These connections improve durability, resilience, quality and economics. Although these precast concrete connections are integral to our business, they may not be our most important connections.

The connections we make with our colleagues are perhaps the most important to our individual and collective success. Before any great idea, project, program, or deal can happen, there have to be human connections made and leveraged. To try something new or innovative, the first thing that needs to happen is talking to people and listening to their feedback. The more people the better. Often the most important input comes from the least expected person. The quality of the outcome depends on the quality of the connections that are available to screen the concept.

Making and maintaining these human connections can be tricky. Maybe someone works at a small, remote location. Possibly they are new to an organization or geographic area. Perhaps they are too high or low on their organization's command chain to have a lot of people to reach out to. They could have a great new product and are struggling to bring it to the market. Fortunately for all of us, PCI provides a venue to meet a whole lot of people who understand our niche industry and the unique demands we all face.

Leveraging connections can be as simple as describing a problem with harped strand to an associate who can invent and manufacture the part we need. A researcher could be looking for partners and funding. A more complex situation could be a company owner trying to navigate a complicated acquisition of another company. The PCI Committee Days Conference or a PCI Productivity Tour could be a great forum for establishing the relationships needed to solve the harping problem. A PCI Foundation Professors Seminar might be the way to meet other educators with similar goals. The CEO Summit or Technoquest may be the right place to meet others who have experience in complex business transactions.

PCI and the PCI regions have many events each year that serve to connect us. What we gain from these connections is what we put into them. It takes effort to leave our day-to-day tasks and book a trip. It is time away from our family and our jobs. It is also essential if we want to learn from others and benefit from 70 years of collective knowledge. There is simply no better way to grow a career, a company, the market, and the industry than by participating in PCI and making valuable personal connections.

The connections I have made at PCI are many of the most important connections I have made in my life. Serving PCI as chair of the board this year has exploded the quality and quantity of connections I have made with others in this great industry. I am thankful to the institute and all of the members for this great opportunity. My only regret is that I haven't met (yet!) everyone in this industry.

Cheers, and keep on connecting! 📌



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