

Tom Kelley

## CHAIRMAN'S MESSAGE

# Collaboration takes us to new and better places

Our main focus on collaboration is our relationship with the National Precast Concrete Association (NPCA). For more than 10 years, we have discussed ways in which we can better serve the marketplace together. It's exciting that we now can focus on the real competition of steel and wood rather than perceived infighting between our two organizations. I am proud to announce we have made great progress.

### How we approached it

About one year ago, PCI and NPCA each formed a four-member task group to see what we could improve together.

### What we have accomplished

- We endorsed a reciprocal prestressing certification program in which both PCI and NPCA prestressing will be certified by PCI.
- We endorsed the chartering of a new Certification Task Force to harmonize PCI's quality control manuals with NPCA's manual to enable efficient inspections by a single agency.
- We committed to having a joint show/PCI convention in Nashville, Tenn., in the winter of 2016. This means that our typical convention, which would be in the fall of 2015, will be pushed back about three months to fit into the NPCA trade show schedule.
- We committed to bring PCI winter meetings in 2014 and 2015 to the NPCA precast show.

### Why we did this

- We can be united in our efforts to gain market share.
- We can have a convention with 4500 people as opposed to 900 people.
- We will be even more valuable to our associates and exhibitors with one show instead of two shows.
- We will have a more cost-effective and efficient convention. Registration will most likely be less expensive with a shorter convention of four days instead of the current six days.


Having a shorter and less expensive convention with more exhibits, education, and networking opportunities will enable us to have a more valuable convention and allow companies to send more people. As the market improves and we continue to add staff, it is a great opportunity for growth of new team members.

We will bring back some of our operations/plant personnel.

### What it is not

- It is not a merger.
- It will not be a detriment financially.

Finally, I would like to thank everyone for their support of this endeavor. It truly will take us to a new and better place in the market. I would also like to thank the eight task force members for all the time and work they put into this project and the staff members for their effort and buy-in.

I hope everyone had a great summer, and I am looking forward to seeing everyone at the PCI Convention and National Bridge Conference in Grapevine, Tex. 



Tom Kelley | 2013 PCI Chairman  
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