

Partnering

A primary goal of Traylor Bros., in recent years, has been to attempt to formally "partner" our projects with all of our owners. The goal of the partnering process is to encourage all of the individuals associated with a given construction project, both from an owner's and contractor's perspective, to develop a mindset that they are in a business venture with each other to construct that project to their mutual satisfaction.

This process requires that a project partnering team be brought together early in a job to mutually establish goals for constructing and completing the project, and put a process in place to accomplish those goals. Within the confines of the construction contract, an informal agreement [Charter] is typically established by the entire partnering team at the beginning of the project. A formal system is then put in place and followed to allow an accurate evaluation of the team's progress toward meeting the project goals throughout the entire job.

This partnering process requires a sincere and complete commitment from the upper management of all partners to be fully effective. An atmosphere of mutual trust between all partners results from such effective partnering. This results, among other things, in projects that are timely completed with all disagreements and controversies being satisfactorily, mutually resolved before the project is completed. Timely resolution of all issues almost always allows the financial goals of all parties to be met to their satisfaction. The creation of strong and lasting personal relationships among the various partners is also a positive end result of good partnering.

On projects where outside partnering facilitation is not possible or practical for some reason, Traylor Bros. has the personnel and capability to set up and conduct a continuing formal, structured partnering process.