

## The Partnering Charter

The Partnering Charter is a special relationship between the Edward Gray Corporation, a subsidiary of Graycor, Inc., and the Inland Steel Company.

The two companies developed a Memorandum of Understanding which was not a true partnership agreement in the legal sense, but an ongoing mutually beneficial relationship that allowed for increased cost-effectiveness, improved quality, safety and timeliness on their shared projects. The first year of the agreement was successful for both Gray and Inland Steel in terms of productivity, scheduling, and safety. This partnering approach eliminated many inefficiencies and led to job completions that exceeded owner expectations, were ahead of schedule, were under budget, and had safety ratings well below the national average.

**Contact:**

**Organization:** The Edward Gray Corporation  
**Address:** One Graycor Drive  
**City:** Homewood  
**State/Province:** IL  
**Postal Code:** 60430  
**Country:** USA  
**Phone No:** 708-206-0500  
**FAX:** 708-206-0505  
**URL:**  
**Email:**