



NEWS RELEASE

Mechanical Contractors Association of America

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FOR IMMEDIATE RELEASE

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MCAA's Mid-Year Conference Adds Best Practices Sessions *Contractor-designed program seeks to ensure success in the recovery*

ROCKVILLE, MD—The Mechanical Contractors Association of America, Inc. (MCAA) has announced additional details of its 2011 *Mid-Year Conference*, which will be held in Indianapolis, IN from September 12-14, 2011. Successful contractors will be on hand to share the best practices they have used to reorganize and retool their companies to emerge from a recession. These contractors have experienced the downturn, and have come out more successful and profitable than before.

“Statistics show that more companies fail during a recovery than during a recession,” noted MCAA Senior Executive Director Cynthia Buffington, who worked closely with the team that developed the conference. She added, “MCAA contractors developed the *Mid-Year Conference* to help their peers avoid becoming one of those unfortunate statistics.”

Among those presenting is Greg Fuller, a member of MCAA's Board of Directors and President of North Mechanical Contracting, Inc. in Indianapolis, IN. He will lead a discussion of Integrated Project Delivery (IPD), a collaborative process that brings together all the participants in a project—and their individual interests, objectives and practices—early in a project's development. The process has a proven track record for producing better buildings at lower costs, with more satisfaction from all involved.

Mike Cannistraro of J.C. Cannistraro, LLC in Watertown, MA and a member of MCAA's Building Information Modeling Committee will show participants how to help their companies make the successful switch to BIM. He will outline the technology requirements, personnel criteria, risks and liabilities that go along with this evolving process and review the successful strategies that companies are using to make BIM work for them. In addition, he will address the use of fabrication as a tool to increase labor efficiency, reduce costs and improve project management with an in-house engineering design department.

Additional education sessions will help contractors to understand the trends and dynamics affecting the current business environment. Participants will learn how to develop a recovery strategy for their companies and how to convert that strategy into actions.

Steve Dawson, President of HFI in Bloomington, IN and the chairman of the 2011 *Mid-Year Conference* encouraged companies to send multiple individuals for the greatest return on investment because, much like IPD, "True change, true evolution, and true implementation of strategy require energy and getting people on board. By bringing teams of people to this conference, the group excitement is contagious and can be more successfully taken back to your company with better results."

Additional information and online registration are available at <http://www.mcaa.org/midyear>. Questions about the course may be directed to Cynthia Buffington at 301-869-5800 or cbuffington@mcaa.org.

The Mechanical Contractors Association of America, Inc. (MCAA) serves the unique needs of approximately 2,500 firms involved in heating, air conditioning, refrigeration, plumbing, piping, and mechanical service. We do this by providing our members with high-quality educational materials and programs to help them attain the highest level of managerial and technical expertise. MCAA includes the Mechanical Service Contractors of America, the Plumbing Contractors of America, the

Manufacturer/Supplier Council, the Mechanical Contracting Education and Research Foundation and the National Certified Pipe Welding Bureau.

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