

# BSD SpecLink Helps Drive Quality and Innovation at Coleman-Johnston-Clyma, Inc.

*" The cost of the SpecLink subscription is well worth the investment, as it has effectively increased our productivity by significantly reducing the man-hours required to write a spec and, at the same time, greatly improved our accuracy."*

**Larry Johnston**  
President  
Coleman-Johnston-Clyma



*The Armed Forces Reserve Center in Sand Springs, OK is a two-story, 199,000 sf armory, designed by CJC with the help of BSD SpecLink.*

**For over 50 years, Coleman-Johnston-Clyma of Tulsa, Oklahoma, has conducted a diversified practice of architectural and engineering services committed to unparalleled service and customer satisfaction.**

They decided from their beginning in 1953 that quality and innovation would be key drivers in their business. If you listen to any of their long list of repeat customers, that is exactly what they have accomplished.

CJC is a design and service oriented firm, committed to the ancient orders of architecture: Functional Planning, Structural Integrity and Aesthetic Beauty. They maintain a highly qualified staff of 10-15 members, five of whom are licensed architects. Their firm has conducted an innovative practice including feasibility surveys, design, engineering, production drawings, specification writing, and cost

estimating for their clients. Their customers include churches and religious-based organizations, major corporations, local and state governments, and educational entities.

The firm is not afraid of change. Rather than sitting back on their long history of outstanding laurels, CJC committed to continually incorporating advanced technology to provide outstanding service. As technology progressed, they kept pace with the latest hardware and software available in the architectural practice. The decision to use SpecLink fit with their company philosophy of providing the most cost-effective and highest quality services.



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# BSD CUSTOMER CASE STUDY

## COLEMAN-JOHNSTON-CLYMA, INC.

**The need:** CJC was using a legacy system for creating specifications. They were looking for ways to enhance quality and continue their quest for innovation. Back in 1996, Larry Johnston, President and a Principal, indicated that they specifically needed to dramatically speed up editing tasks and reduce specification production time without compromising accuracy or integrity. SpecLink proved to be the answer.

**The solution:** According to Johnston, "SpecLink freed up the time spent on the 'busy,' non-productive decisions we were struggling with. Those functions have now been automated within SpecLink so that the staff can concentrate on the real issues of what materials and methods are best for the project at hand."

With minimal investment and training, CJC began to see immediate time-saving results. "This was very important to us because of the volume of project work we had to manage while trying to implement and learn a new system," Johnston said. "We found the software easy to learn and very user friendly. My staff and I trained ourselves and were fairly productive in about two weeks. SpecLink is so easy to use, anyone can learn to use it in a fairly short time."

Initial set up and training were only the beginning of the time savings realized by CJC. The "point and click" method of selecting materials (versus deleting) made it

easy to set up, manage and change their "office master." SpecLink will automatically include related text and exclude incompatible options, but allows the user to make changes at will.

An unexpected advantage of SpecLink that CJC discovered over time was how it can be used as a training tool. Young interns with the firm used the "office master" that was set up, giving them the basic elements needed for common project specs. This allowed them to learn and became a basis for questions to further their understanding. It also gave the more experienced designers more possibilities (choices and selections) than they were able to see with other systems.

**The outcome:** Since making the switch to SpecLink in 1996 and using it on over 100 projects, CJC estimates they experience savings of 40 to 70 percent, depending on the project.

"Utilizing SpecLink for all of our projects is almost like having a spec consultant on our team," summarizes Johnston. "The cost of the SpecLink subscription is well worth the investment as it has effectively increased our productivity by significantly reducing the man-hours required to write a spec and, at the same time, has greatly improved our accuracy. There are so many ways that SpecLink saves time, and in our business, time is money!"



Illustrations courtesy of CJC.

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**Larry Johnston**  
**President**  
**Coleman-Johnston-Clyma**



For more information on BSD SpecLink, contact Bryant Hendricks: [bhendricks@bsdsoftlink.com](mailto:bhendricks@bsdsoftlink.com)

BSD SpecLink is a powerful specification writing, management and production system with built-in intelligence designed to dramatically speed up editing tasks and reduce specification production time while minimizing errors and omissions. Users' project files are each maintained in a single database, rather than in multiple word processing files. Several model projects are included that allow the user to start with a pre-edited set of complete specifications. Because the master data is always visible and never deleted, it is easy to review project choices or select alternatives. Users can also import their own custom sections and/or create model projects specific to company or project-related requirements.