



with



FL Crane & Sons enjoy a 61% cost reduction in operational expenses



Project background

- Description: Print interior layout for walls in hospital
- Name: St. Jude Children's Research Hospital
- Main Focus: Print interior layout for walls in St. Jude Children's Research Hospital
- Project Size: 84, 468 square feet

Highlights



61%
cost reduction



8 times faster
than the company's
traditional process.



+
autonomy
The crews could use the
robots as needed without
stretching their budgets.

FL Crane & Sons is a family-owned specialty contractor based in Mississippi. They operate across multiple states in the southeastern region of the US, specializing in interior subcontracting services that include layout, drywall, flooring, specialty ceilings, metal panels, and prefabricated interior and exterior walls.

With a dedication to providing customers with the highest quality through innovation, FL Crane stays up to date with market technologies and frequently invests in new tools to improve their services. When they saw the potential of robotics to improve the efficiency and accuracy of their products, they integrated robots from another company into their interior layout processes. While efficiency was improved, these competitor robots were costly and lacked flexibility in their pricing models.

The Challenge

FL Crane has always been aware of the value innovative tools and processes bring to the construction industry. As a busy company with teams often working on concurrent projects, they immediately recognized how the use of robots in the layout process could improve efficiency and enable them to take on more jobs.

While using multiple robots to handle concurrent projects succeeded in improving efficiency, they were working with a robot supplier with high monthly fees that limited the company's scalability options. The supplier's rigid pricing structure imposed an expensive monthly flat fee regardless of how much the robots were being used. High fees even during months with minimal robot activity meant the company frequently experienced a poor return on their investment.

While FL Crane could see the benefits of using robots for efficient layout, they needed to reduce costs and increase flexibility in their layout process. Since they experience fluctuating workflows and varied project demands, teams couldn't develop a reliable schedule that matched their supplier's rigid payment plan.

The Solution

Building Point Mid West supported FL Crane by helping source the most efficient solution with a flexible cost model that would give them the autonomy to use the robots as needed without stretching the budget.

FL Crane was attracted to HP SitePrint due to its competitive and flexible cost model that allowed them to rent or buy robots as needed and deploy their fleet across various projects and locations. Familiar with robotic layout workflows, they initially purchased two HP SitePrint units.



The company immediately recognized a difference with HP SitePrint's flexible business model. They appreciated the pay-as-you-go approach with fees based on usage and no charges when no printing occurs in a month. HP also imposes maximum monthly caps to avoid excessive charges. HP's monthly cap was lower than the previous supplier's monthly flat fee which was charged regardless of usage.

As FL Crane became accustomed to working with HP, they valued the option to purchase or rent HP SitePrint robots based on their fluctuating demand. In addition to the first two robots they purchased, they rented three more to efficiently manage peak demand. In total, they have used 5 robots across 8 projects, spanning four states, encompassing nearly 500,000 square feet of printing. Their usage of the robots reached the maximum cap, indicating they effectively utilized the robots to their fullest capacity.

One of their most notable projects with HP SitePrint was the St. Jude Children's Research Hospital in Memphis, Tennessee. In the project, workers utilized HP SitePrint and Trimble RTS573 to print interior walls across an area spanning 84,468 square feet.

The Results with HP SitePrint



The St. Jude project required the team to print interior walls across an area spanning 84,468 square feet. Using the HP SitePrint, they completed the task within 44 hours of continuous robot operation (8 times faster than traditional manual methods).

- Total cost reduction: \$31,751; as a result of total cost and time reduction, the team achieved a 61% cost reduction in operational expenses
- Total time saved: 304 hours, which is 8 times faster than the previous process

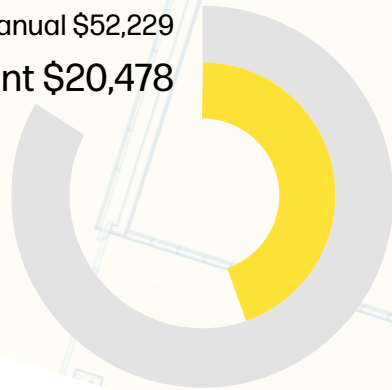


Comparative Analysis

Innovation has always been a priority for FL Crane. As a forward-thinking company, they're accustomed to calculating the ROI of new tools. Using HP SitePrint enabled the company to meet its goals of cutting costs while allowing teams to maintain the flexibility they needed for their workflows. The St. Jude project clearly illustrates the advantages of using HP Siteprint for layout requirements.

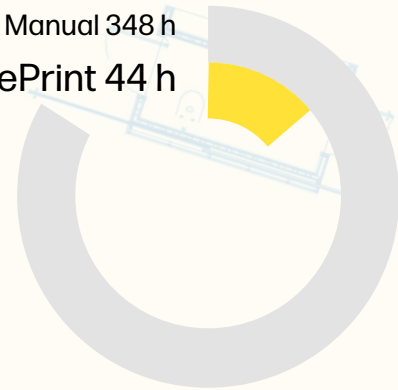
			
		Manual	HP SitePrint
FL Crane at St. Jude Hospital			
Job Data	Printed Floor Area (ft ²)	84,468 ft ²	
	Printed Distance (ft)	19,811 ft	
Labor cost rates	Layout Crew Size	2	1
	Layout professional cost/hour	\$75.00	\$75.00
	SitePrint Support Usage Fee (CAD/ft ²)	-	\$0.2/ft ²
Time	Total Time (h)	348 h	44 h
Total cost	Labor Cost	\$52,229	\$3,276
	SitePrint Support Usage Fee	-	\$16,894
	SitePrint D&A (1 week)		\$308
	Total Cost	\$52,229	\$20,478

Manual \$52,229
HP SitePrint \$20,478



61% Cost reduction

Manual 348 h
HP SitePrint 44 h



8 Times faster

Contact [HP](https://www.hp.com/siteprint) to learn how the HP SitePrint can improve your construction workflows.

Learn more at www.hp.com/siteprint

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