

Insulation company improves crew productivity using Graco InSite.™



CASE STUDY

Challenge

When Blaze Porter of Jefferson, GA, learned that Graco InSite could help him manage multiple jobsites at once, he immediately purchased a kit. His insulation company owned two rigs outfitted with Graco Reactors. Although his crews put in their required hours each week, he wasn't certain they were maximizing their time while on the site. He wondered how much profit he might be losing in wasted man hours.

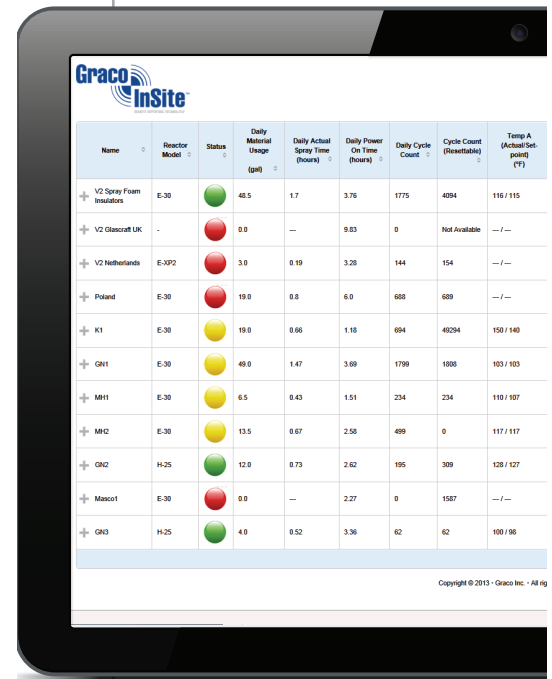
Solution

Porter purchased a Graco InSite kit and installed it on one of his Reactors. At first, it had the effect Porter was hoping for—productivity increased when crews knew their progress was being monitored. Then Porter began sharing weekly reports with his crews to show the relationship between productivity and profitability. Soon the crews were engaged in competition among themselves to see who could put in the most productive week. Ultimately, everyone began to feel more pride in their work and the success of the company.

Results

“Beyond knowing when and where crews are spraying, Graco InSite provides so many different kinds of useful data,” explained Porter, who has since purchased kits for all his Reactors. “By tracking material volume, man hours and square footage sprayed, I now know my exact yield, which makes estimating new jobs so much easier. I know almost to the dollar the profit I will make on any given job. It's so much more effective than guessing.”

Porter also appreciates the ability to download and store the data for every job his crews spray. Having the documentation on-hand is a nice hedge if questions about installation parameters arise in the future. Documents also can be offered to property owners as a value-added service.



“Basically, I wanted to have a boss on the site without having to be on-site. But Graco InSite turned out to be so much more than a babysitter.”

— Blaze Porter

