

# CLIENTProfile



# SEVERINO

TRUCKING CO. INC.



SOFTWARE

Highway, site and utility contractor Severino Trucking was a longtime user of B2W Estimate and Track when the company brought Skip Brownell on board in late 2018 and gave him a specific and critical goal.



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Brownell had 40+ years of experience managing service programs in the automotive industry and was charged with improving shop productivity and efficiency and reducing downtime by implementing B2W Maintain for the Severino fleet.

- 164 Off-road vehicles
- 62 On-road vehicles
- 63 Pickups



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At the time, preventive efforts were minimal, and repairs were not being documented effectively or completed efficiently, according to Brownell.

Severino relied primarily on paper-based processes. A majority of repair work was being completed without work orders. Emergency repair rates were excessive, and downtime was not being measured.

	Jan. - Oct. 2018	
Work Orders Created	1,183	
Emergency Repairs	20% +	
Shop Productivity & Efficiency	Low	
Equipment Downtime	Not Measured	
Avg. Equipment Inspection Reports	15-20 / Week	

Working with B2W, Severino trained technicians, equipped them with iPads or laptops and achieved buy-in across the company by emphasizing the benefits of B2W Maintain.

Brownell says a more preventive approach began with customized maintenance programs for individual pieces of equipment, including:

- Maintenance intervals
- Itemized tasks and expected hours to complete work
- Parts information



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Measurable improvements came quickly. Brownell says Severino reduced repair costs and unexpected downtime, and the added uptime reduced disruptions on job sites.

The company expects the structured documentation of repair history and costs to assist the company in making more informed decisions about retiring or continuing to maintain specific assets.

	Jan. - Oct. 2018	Jan. - Oct. 2019
Work Orders Created	1,183	4,890
Emergency Repairs	20% +	10.76%
Shop Productivity & Efficiency	Low	Increased
Equipment Downtime	Not Measured	Reduced
Avg. Equipment Inspection Reports	15-20 / Week	65-70 / Week



Severino Trucking is a family business founded in 1975 by current president Ron Severino.

- Headquartered in Candia, NH
- 160 Employees
- Road and highway construction, site development and utility work



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