



Peoples Services, Inc.



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May 15, 2018

Peoples Cartage, Inc.
Canton, OH
Massillon, OH
Navarre, OH
Parkersburg, WV

House Ways and Means Committee
Proponent Testimony on HB 155

Terminal Warehouse, Inc.
Akron, OH
Columbus, OH
Mogadore, OH
Simpsonville, SC
Norfolk, VA

Chairman Schaffer, Vice Chair Scherer, Ranking Member Rogers, and members of the House Ways and Means Committee, my name is Doug Sibila and I am the President & CEO of Peoples Services Inc., a 100-year-old warehousing, logistics, and trucking company based in Canton, Ohio. Peoples Services operates 41 third party logistics warehouses in seven states providing over 7.5 million square feet of public and contract warehouse space. I also service as the Chairman of the Ohio Trucking Association and a director on the board of the International Warehouse Logistics Association. I would like to express our support for HB 155.

Total Distribution, Inc.
Charlotte, NC
Canton, OH
Moncks Comer, SC
Salem, VA
Charleston/Nitro, WV

I can tell you from my professional experience that the truck driver shortage is real. The American Trucking Association reports that the current shortage is over 50,000 drivers today with a projected shortage of 225,000 by 2025. The industry is aggressively working toward finding solutions to this problem and HB 155 is a key component to that solution.

Total Distribution Brokerage Service, Inc.
Massillon, OH

According to data from the Census Bureau, Truck driver is the most common job in the state of Ohio, in fact it is the most common job in 29 states. But the State of Ohio has unilaterally ignored the need for their development. One of the challenges that the trucking industry has is truck drivers has been written out of the criteria for funding programs through JobsOhio and the Department of Development.

Central Warehouse Operations, Inc.
Saginaw, MI
Midland, MI
Dayton/Vandalia, OH

HB 155 addresses this issue head on by providing incentives for sole proprietors, partnerships, and LLCs to develop and provide finishing programs and ongoing development training. This training is vitally important to properly onboarding new drivers and to retain existing drivers. According to the Upper Great Plains Transportation Institute the average cost of driver turnover is \$8,612; with a range from \$2,243 to \$20,729 per driver.

Crown Warehousing & Logistics, Inc.
Cleveland, OH

HB 155 will address a need currently being ignored by the state for a profession that has significant impact on the state. We believe that by making truck driving a more attractive career for those currently underemployed the expenses occurred by the state will be offset many times over by the increase in the taxes collected by the higher earnings.

P-C Sales & Service, Inc.
Barberton, OH

Mr. Chairman I would be happy to answer any questions.

Quick Delivery Service
Charleston/Nitro, WV

Warehousing

Respectfully submitted,

Transportation

Transloading

Doug Sibila
President/CEO
Peoples Services, Inc.

Packaging

Logistics