



# Peoples Services, Inc.



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

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

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

**Total Distribution Brokerage Service, Inc.**  
Massillon, OH

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

**Crown Warehousing & Logistics, Inc.**  
Cleveland, OH

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

**Quick Delivery Service**  
Charleston/Nitro, WV

Warehousing

Transportation

Transloading

Packaging

Logistics

November 12, 2019  
House Ways and Means Committee

Proponent Testimony on HB 222

Chairman Merrin, Vice Chair LaRe, 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 am also the former chairman of the Ohio Trucking Association and serve as a director on the board of the International Warehouse Logistics Association. I would like to express our support for HB 222.

I can tell you from my professional experience that the challenges of finding and retaining qualified truck drivers are real. The American Trucking Association reports that the current driver shortage is projected to grow to over 160,000 by 2028. This industry is aggressively working toward finding solutions to this problem and HB 222 is a key component to that solution.

According to data from the Census Bureau, truck driver is one of the most common jobs in the State of Ohio. But the State of Ohio has ignored the need for the profession's development by often excluding CDL training from programs offered by various state entities.

HB 222 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.

HB 222 will address a need currently being ignored for a profession that has a significant impact on the state. We believe the bill will make truck driving a more attractive career for those currently underemployed and will incentivize businesses to invest in driver training, which should help reduce driver turnover.

Thank you for allowing me to offer my support for this important piece of legislation.

Respectfully submitted,

Doug Sibila  
President/CEO  
Peoples Services, Inc.