

# A SURE WAY TO A CONFIDENT YES.

## Roehl Transport, Inc. boosts speed-to-hire of experienced drivers with Asurint.

### COMPANY PROFILE

- Full-service truckload carrier founded in 1962
- Number of Drivers: ~2,500
- Ranks #70 on Transport Topics Top 100 For-Hire Carriers
- 7 operating facilities nationwide
- Offers dry van, refrigerated, flatbed and curtain-side trailers
- Serves 48 contiguous states and Canada

### “NOTHING’S WORSE THAN NOT HAVING THE DATA”

Tim Norlin, Vice President of Driver Employment, has been recruiting for truckload carriers since the 1990s and joined Roehl Transport five years ago. An industry stalwart, he holds high expectations for the companies he partners with and wasn't pleased with the background screening provider he inherited with his new job.

“The provider we were using was really, really slow at getting criminal reports back to us,” he says.

Norlin was especially dismayed that the results of a screen were slow whether they were “clear” or contained a “hit.” When making a hiring decision, “nothing’s worse than not having the data, bringing someone in and then having to have a conversation because we received information that they no longer meet our hiring criteria.”

“ Right now, in this tight labor market, it’s all about being able to say ‘yes’ to a driver. And we can say ‘yes’ with confidence.

Tim Norlin  
VICE PRESIDENT OF  
DRIVER EMPLOYMENT

### BACKGROUND SCREENS ARE BETTER WITH ASURINT

Roehl trains its own entry-level drivers. This intensive two- to three-week program provides an extended window for hiring decisions. For experienced drivers, on the other hand, “we literally have one opportunity to talk to that driver and give them a ‘yes’ answer.”

### CHALLENGES SOLVED WITH ASURINT:



**Slow Turnaround:**  
Criminal reports completed at glacial speed



**Fast Turnaround:**  
Accurate, speedy results of criminal reports



**Wasted Money:**  
Ineligible drivers taking up spots at new hire orientations



**Company Dollars, Saved:**  
Efficient new hire orientations



**Missed Opportunities:**  
Experienced drivers snatched up by Roehl’s competitors



**The Confident Yes:**  
Roehl able to secure experienced drivers in tight labor market

### LET ASURINT BE YOUR TRUSTED SCREEN TEAM

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In what has become common practice in the industry, Roehl asks prospective hires about criminal background and moves forward with a trust-but-verify approach. “Then it becomes critical that we get our background screen reports ordered and get them back as quickly as possible.”

“Asurint shaved days off the turnaround time for ordering a criminal background screen specifically. So that’s been a big bonus to us.”

Because Roehl is filling weekly orientation sessions, Norlin appreciates Asurint’s ability to deliver background screen reports in “a day and a half, two days or less.” He goes on, “Asurint’s products helped us make better decisions before the candidate appeared in our orientation classrooms and came to work with us.”

Asurint’s fast turnaround times stand out when compared to Roehl’s prior vendor. As Norlin explains, “With the other provider, oftentimes, the driver would be in our orientation class before we could get that background screen report back or we would have to delay them coming in because we were worried that there may or may not be something derogatory out there.”

## A POSITIVE IMPACT THAT STANDS THE TEST OF TIME

Norlin is effusive about the benefits of Asurint background screens. “Asurint has allowed us to make better hiring decisions. We get those criminal background screen reports back quicker.” He continues,

“Asurint shaved days off the turnaround time for ordering a criminal background screen specifically. So that’s been a big bonus to us.”

Positive experience notwithstanding, Norlin isn’t one to let any partner rest on their laurels. “I do side-by-side comparisons about every three years,” Norlin explains, a practice he employs to ensure he’s receiving great service, best-in-class reporting, and a fair price.

What did he find when he tested criminal background screening companies last year? “Asurint hands-down beat the previous provider across the board.”

## THE EXPERIENCE ONLY IMPROVES

Roehl became an Asurint client in 2017 and Norlin says his experience has progressed from good to even better. “We’ve seen an improvement as our relationship with Asurint has moved on. Turnaround time is better when there is a hit,” he says. “Even with the challenges of COVID, we really didn’t have serious disruptions.”

Today, Norlin is looking to Asurint to help with the most aggressive driver-hiring efforts in Roehl’s history. “Our partnership with Asurint assures me we’re going to be able to make these hiring decisions quickly,” he explains. “Right now, in this tight labor market, it’s all about being able to say ‘yes’ to a driver. And we can say ‘yes’ with confidence knowing that we’re going to have all the information.”

The advantages Norlin has experienced don’t stop with hiring speed, either. He’s also more confident about compliance. “You guys are always providing us with updates to labor situations, labor laws, state regulations, etc. That helps us make sure that what we’re doing is compliant.”

The total package—that’s what Norlin gladly recommends to others across the transportation industry. Why? “I want my peers to have the same experience that we at Roehl have had with Asurint.”

## WHAT ASURINT SOLUTIONS DOES ROEHL USE?



CRIMINAL  
BACKGROUND  
SCREENS



MOTOR VEHICLE AND  
DRIVING RECORDS  
REPORTING



AUTOMATED  
ADVERSE ACTION

**Asurint is innovating the background screening industry. Our powerful, customizable technology—backed by subject matter experts and personalized assistance—helps employers hire the right candidates every time, and faster than ever before.**

**Our clients leverage faster background checks to reduce manual workloads, minimize compliance risk, promote a safer workplace, and drive insights to boost hiring and recruitment success without sacrificing comprehensive, complete records. From the first candidate interaction to the final hiring decision, Asurint helps HR professionals get what they desire—to achieve a streamlined process and seamless candidate experience.**

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BACKGROUND SCREENING SOLUTIONS