



Introducing ...

Mark Catlin

National Account Executive
J. J. Keller & Associates, Inc.®

With over 30 years experience working in the transportation industry, Mark is well-qualified to advise your company on driver and vehicle compliance management issues ... and the services available to address them.

“I represent the “knowledge gap.”

According to Mark, helping clients goes far beyond service knowledge.

“An effective client service representative needs service knowledge. That’s a given. But even more important, they need to back that knowledge up with experience that has helped other businesses to stay in compliance with regulations, to manage risk, and to remain profitable. It’s this experience that helps clients in the long term.

“When companies see that we’ve been around for 55 years, and I’ve been around for 30 of those years, they have peace of mind knowing I’m part of a solid organization that believes in experience, longevity, and long-term relationships with customers. We continue to nurture these ideals and have stayed true to our mission, which is compliance and helping customers.”

Is there one J. J. Keller service every company should know about?

Mark: While we offer a number of individual services, I prefer to help clients focus on the bigger picture. First, the services we provide are far superior to anything else provided in the industry considering our breadth and depth of experience along with our attention to our clients. And second, clients are not just coming on board for a service. They’re coming into a relationship with J. J. Keller to improve how they operate, and to improve their levels of safety and regulatory compliance.

Why should companies choose J. J. Keller?

Mark: Reputation and stability in the industry are key. We’ve been here for 55 years, and we’ll be here for the long haul. While there are other companies that provide some of the types of services that we do, nobody couples those offerings with the depth of resources, the scope of regulatory knowledge and experience, or the integrity that J. J. Keller does. When customers do business with J. J. Keller, they are really getting the best there is to offer. Whether it’s a product or service they purchase from J. J. Keller, they have peace of mind knowing that the whole organization stands behind it.

How are you a client’s partner in compliance?

Mark: Bottom line, I’m a client advocate. I represent my clients’ interests when they come to J. J. Keller for help. Having been in the industry for as long as I have, I’ve seen how the industry has changed, not only through technology, but in all areas of transportation management. Through my experience, I can identify what will work for customers and what will not, as well as how we can use the resources that we bring to the table to best serve their needs.

Mark would be happy to discuss your compliance challenges with you ... and help you meet your compliance goals. Feel free to call him at 888-327-1342 (ext. 7614) or e-mail him at mcatlin@jkkeller.com.



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