

KPA: Dealer Compliance Programs That Fit



***"We went from 200 accident claims
down to 2."***

– Don Januchowski, Director of Parts
and Service, Grand Auto, Thorton, CO.

KPA's safety and compliance consulting and loss control services are helping Grand Auto reduce overhead expense while maintaining compliance.

KPA has been a great partner to help us manage the Department of Transportation (DOT), EPA and OSHA compliance, and overall safety programs for workers' compensation. Specifically, KPA has provided DOT training due to stringent federal regulations for shipping parts between stores and returning parts to the manufacturer.





With growing pressures on Fixed Operations, the increase in regulations, and severity of fines, we needed a partner who could help us manage that. Our relationship with KPA has really grown – they are a valued partner in our workers' compensation cost reduction program. By becoming part of our safety committee and working with us, our workers' compensation costs have been drastically reduced over the last 3½ years. We went from almost 200 claims to 2 in three years. Due to the reduction in claims, we received a dividend of almost \$40,000. KPA has much more than paid for itself!! The monetary benefit of KPA became apparent immediately.

The ultimate goal of cost reduction specific to workers' compensation is two-fold... 1) keeping working conditions in top shape, and 2) training our employees in safety procedures. This reduces our technicians lost time, which translates into increased productivity and reduction of claims.

I believe KPA services are beneficial to all dealers. KPA helps employees understand the safety rules and regulations...and takes the burden off of me. Having KPA has freed up my time and alleviated the need for me to do facility inspections. KPA handles all of this for me – tasks that take away time to manage shop productivity, marketing, and the like. KPA saves me approximately 40 hours a month.

I could not operate as efficiently and be confident that we are compliant in all EPA, OSHA and DOT areas without KPA's help. KPA is the best at what they do. KPA makes my job easier, relieving me of significant effort I would have to do to stay compliant.

If you feel that you are invincible, if you feel that your dealership could withstand a DOT inspection, if you feel your dealership could withstand an OSHA inspection without incurring a minimum \$5,000 fine...then you don't need KPA. I don't believe that is possible. I've been in the business 40 years.

I'm not an employee of KPA, but I would say that KPA is an absolute necessity...to be confident in knowing that you are compliant in all the areas you need to be compliant in as well as working towards a better bottom line.

