



**Jay Golston,**  
Service Manager at  
Coggin Deland Honda  
in Deland, FL.

## Coggin Deland Honda Builds Trust Through Environmental and Safety Accountability

When Jay Golston became the Service Manager at Coggin Deland Honda in Deland, Florida, he'd never heard of KPA. Now, his dealership depends on KPA to manage all of the facility's environmental and safety compliance needs.

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**"KPA is the company we trust for environmental and safety accountability."**

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*Coggin Deland Honda specializes in all Honda new & used cars, trucks and SUVs along with Honda service, Honda parts and everything else Honda related.*

[www.cogginhondadeland.com](http://www.cogginhondadeland.com)

For Jay Golston, the need for an environmental and safety management system became obvious in 2004. "The dealership handled all compliance issues in-house, but as the facility aged, and regulations changed, things snowballed. It got to the point that we only addressed immediate issues, letting others slide until they became more critical."

Golston thought about the dealership's tagline - You Can Trust Coggin. "Trust means that we are reliable, and there is a reason for customers to have confidence in the dealership. But if you think about it, trust has to start with our team members. How can we be trustworthy, if our employees couldn't trust us for a safe work environment?"



## Building Trust, Cutting Costs

The dealership needed to solve the root of their safety and compliance problems, not just address surface issues, but there were obstacles. “We didn’t want employees to see a new safety initiative as us trying to micromanage, and we also knew we had to get buy-in at every level. I did some research and found this company, KPA,” explains Golston.

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**“For over seven years, we have relied on KPA. They are always ready when we need them.”**

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KPA has worked with businesses in the automotive industry for over twenty-five years, and specializes in helping dealerships like Coggin Deland Honda turn things around. Since signing-on with KPA, Golston and his associates have adopted industry best practices in safety and environmental responsibility. “KPA is the company we trust for environmental and safety accountability.”

“Most companies can’t get beyond ‘we obey the law,’ which isn’t going to solve the root problem of safety and compliance issues. KPA solves the root problem,” explains Eric Schmitz, VP Products and Business Development at KPA. “That’s why we developed seven affordable service levels, all of them based on a combination of online software, on-site services, function-specific training, and expert consulting.”

With KPA’s help, overall compliance costs have decreased for Coggin Deland Honda. “It has saved us money from penalties and employee accident cases,” says Golston, “KPA has earned my trust. For over seven years, we have relied on KPA. They are always ready when we need them.”

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### About KPA

KPA helps business owners reduce losses, attain compliance with state and federal law; reduce the risk of accidents, fines, civil actions, and litigation while saving costs. Over 3,500 clients trust KPA to provide the right combination of training, software, and expert advice. Endorsed by 24 national and state trade associations, KPA is the only provider of Environmental Health and Safety (EHS) and Human Resource (HR) services and software designed for the specific requirements of dealerships, manufacturers, and automotive services companies.