



**Pat Jones of
Jacksonville, Florida**

Key Buick-Hyundai's Competitive Advantage with Regulatory Compliance

Pat Jones, Assistant Service Manager and Shop Foreman at Key Auto Company (Key Buick-Hyundai), explains his dealership's competitive advantage in terms of cost savings and streamlined operations.

**"We basically cut our expenses
in half by going with KPA."**

Key Buick-Hyundai

For half a century, Key Auto Company has served the automotive needs of First Coast families and friends.

Key Auto Company is a steady, reliable family-owned business that customers have come to know and trust because of its commitment to providing exceptional service and maintenance.



"Progress began eight years ago, when I attended a meeting with thirty local GM dealers. We discussed common needs and listened to business solutions available from select vendors. I was impressed with a talk about environmental health and safety compliance given by an engineer from KPA. I realized that while compliance is a crucial part of company operations, the dealership did not have the time or resources to internally handle the burden of federal and state regulatory demands." –Pat Jones

Business Need

As the federal government increased regulatory pressures on auto dealerships, Key Auto Company needed to find a provider that could keep up with constantly changing laws and mandates. At the time, the dealership relied on a former OSHA inspector for compliance services. The vendor conducted right-to-know training, facility inspections and also helped with compliance issues, but he was expensive and unspecific about which services were necessary and which were not necessary.

Solution

The dealership switched to KPA. The immediate benefits of KPA's services were flexibility in price and service options for the dealership. Additionally, KPA's core values of integrity and excellence complemented Key Buick-Hyundai's 50 year track record of commitment to quality and customer service. Jones reports that "We basically cut our expenses in half by going with KPA."



Results

Today, Pat Jones knows his dealership made the right decision. For over eight years, KPA has been a reliable partner in health and safety compliance. "When we call KPA for advice, they are *always* responsive to our needs: During a surprise inspection from the Florida Department of Environmental Protection (DEP) we called our KPA engineer, who was able to drop everything to be available onsite if needed— ***That's customer service!***"

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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 3,000 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.