



KANSAS AUTOMOBILE DEALERS ASSOCIATION

February 1, 2018

To: The Honorable Mike Petersen, Chairman and Members of the Senate Transportation Committee

From: Don L. McNeely, President

Re: SB 294 - AN ACT concerning motor vehicles; relating to the vehicle dealers and manufacturers licensing act; renewal of licenses; amending K.S.A. 2017 Supp. 8-2404 and repealing the existing section.

Good Morning, Chairman Petersen and member of the Committee. My name is Don McNeely and I serve as the President and CEO of the Kansas Automobile Dealers Association. I appear before you this morning in support of SB 294. Prior to introducing SB 294, this amendment was proposed and discussed with the Kansas Dealer Review Board and the Kansas Division of Motor Vehicles. It received the endorsement of the Kansas Dealer Review Board and the Kansas Division of Motor Vehicles has stated its support.

SB 294 simply eliminates the annual salesperson license renewal testing requirement. Salespersons will still be tested prior to receiving their initial license and at the discretion of the Director of Vehicles. However, after the initial testing, the test questions associated with the annual renewal become extremely basic and repetitive due to the limited statutory subject matter such that they are not particularly useful.

For larger dealership groups the annual testing requirement is extremely cumbersome to administrate as compared to the significance gained from the testing. It is also expensive, given the lost staff time and administration. Salespersons will continue to complete the annual license renewal, pay the annual licensing fee and a pass a felony background check prior to renewing their license. We all think cost savings and greater efficiency will be realized with this change and little, if anything, will be lost.

At this time, I will be pleased to respond to any questions you might have.

Thank you.

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