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March 7, 2018

The Honorable Bud Estes, Chairman
Senate Federal and State Affairs Committee
Kansas Capitol
Topeka, Kansas

Re: Testimony - Support for Senate Bill 418

Dear Chairman Estes and Members of the Committee:

I am Scott Campbell, Vice President for Data Acquisition, Randall-Reilly. Randall-Reilly, launched by former Dun & Bradstreet executives, Bill Howell and Scott Campbell in 1988, EDA has grown steadily by developing vertical industry market insight and listening to customer needs. By 1990, our company gained working access to UCC data from all 50 states, and it had begun a journey of listening to its customers and applying emerging technology at every turn. As Internet and personal computing technology took-off, EDA's base of customers began to expect insight quickly and comprehensively. EDA brings insight to the vast amounts of available data, helping customers with both strategic planning and tactical execution. EDA's expertise and tools help customers manage, mine and gain clarifying insight. With the insight that EDA brings to the table, businesses can make better decisions about market opportunities, supporting sales-service and dealer strategies, and being informed about regional hot-spots, growth trends and emerging markets.

While the other 49 states, and the District of Columbia, have no limitation in the use of Company and Persons' names found on Uniform Commercial Code filings, which are by their very nature *commercial* instruments used to document security agreements, the state of Kansas does limit the use of these key attributes.

If an exception were made to K.S.A. 2017 Supp. 45-230 to allow lists of names and addresses from public records of the secretary of state obtained pursuant to K.S.A. 2017 Supp. 84-9-523 as outlined in Senate Bill 418, this would allow our company, EDA, a division of Randall-Reilly, LLC, to better serve our customers, which are local distributors of industrial equipment in the state of Kansas, and national manufacturers of industrial equipment such as Caterpillar, John Deere, and Agco.

We ask for your support for SB418 and that you report it favorably. Thank you for allowing me to appear before you today and hearing my testimony.

Best regards,

D. Scott Campbell
Vice President - Data Acquisition