



Testimony of Peter Greenwood from Copart, Inc. in support of Kansas Senate Bill 36

Mr. Chairman and members of the Committee,

My name is Peter Greenwood and I appreciate the opportunity to speak to you on behalf of Copart, Inc. Mark Binder, Director of Government Affairs for Copart, is also on the WebEx link this morning to assist and help answer questions. Copart is a global leader in the salvage and auto auction industry and I am the regional manager based out of Kansas City whose territory is the Kansas market.

Copart has Kansas locations in Kansas City and Wichita and provides a service to insurance carriers, charities and anyone who wants to sell a vehicle at our yards.

We ask for your support on Senate Bill 36.

The Kansas Highway Patrol (KHP) is a valuable partner for Copart and has a lot of responsibility within the state of Kansas. The purpose of this bill is for the KHP to be a better resource for the state and relieve them of the burden of inspecting VINs on low risk vehicles located at a targeted industry. This bill is similar to a statute enacted in New Mexico, yet more narrowly restricted to ensure only a few entities have the option to be certified inspections.

The current VIN inspection process has significant delays and can cause critical capacity issues and expense in the salvage auction industry. This ultimately impacts our customers and consumers. This concern is no fault of anyone as we completely understand that the KHP has many priorities and VIN inspections may not be at the top of that list. If passed, this bill would allow for Copart and our competitor to inspect and verify VINs by a KHP certified individual. It must be pointed out that the cost of each VIN inspection will still be paid to the state, despite the fact that the KHP will not be performing these inspections. We believe it is a win-win for all.

Senate Bill 36 protects consumers by proper training and certification by the KHP as well as helping an industry negatively impacted by the obstacles of the current process.

This bill is also needed because vehicles are assigned to a Copart facility by insurance carriers for sale and liquidation. These vehicles are assigned with the consent of vehicle owners and a vast majority of these assignments go as expected and we receive a title from the insured and auction the unit for our customer.



However, in a very small percentage of cases, the insurer does not pursue the title or never receives one from the vehicle owner. Because of this lack of title, the vehicle is abandoned to Copart and we have a vehicle in which expenses and charges have incurred, yet there is no title, and it is left on our facility without an effective and efficient way for disposal.

Senate Bill 36 fixes this concern and allows for the vehicle that has been abandoned on our facility to be titled and liquidated. This is only done after proper notice and refusal of the vehicle owner and/or lienholder to take possession.

This part of the bill is not unique to Kansas and is like statutes that are available in many other states. Including three new laws that were enacted the last two sessions. These are GA, NV and MO with additional 2021 bills in CT, MS, MT, NC and SC.

Mr. Chair and members of the Committee, thank you for your time and for the opportunity for me to speak to you today in support of Senate Bill 36. I am available for any questions that you may have on this bill.