

MINUTES OF THE HOUSE TRANSPORTATION.

The meeting was called to order by Chairperson Gary Hayzlett at 1:40 p.m. on February 20, 2002, in Room 519-S of the Capitol.

All members were present except:

Representative Ballou, excused
Representative Dillmore, excused
Representative Larkin, excused

Committee staff present:

Hank Avila, Legislative Research Department
Ellie Luthye, Committee Secretary

Conferees appearing before the committee:

Duane Haake, R.L. Polk & Company
Sheila Walker, Director, Division of Vehicles

Others attending:

See attached sheet

Chairman Hayzlett called on Duane Haake to give a presentation regarding Carfax. He gave a brief background of R.L. Polk & Company and presented the committee with a brochure giving an overview of Carfax and also letters from consumers and dealers and news articles supporting Carfax. (Attachment 1) A copy of the brochure is on file in the office of Chairman Hayzlett, 115-S.

Sheila Walker, Director, Division of Vehicles, states her department has a very good working relationship with Carfax and it was her opinion they performed a very important service. She encouraged people to use Carfax when purchasing used automobiles.

Following questions by the committee Chairman Hayzlett adjourned the meeting at 2:00 p.m.

The next meeting of the House Transportation Committee is scheduled for Monday, February 25th, 2002.

HOUSE TRANSPORTATION COMMITTEE GUEST LIST

DATE: February 20, 2002

NAME	REPRESENTING
Scott Heidner	KS Consulting Engineers
Marcia Steinlaug	KDOT
John D. Pingar	RL Polk Co.
FAISAL HASAN	RL Polk Co. (CARFAX)
Sheila S. Walker	KDOR-DMV
Gene Roberts	KDOR-DMV
Deann Williams	KS Motor Carriers Assoc.
Kevin Davis	Am Family Ins.

Corporate Profile

R. L. Polk & Co. has a long and rich history in the Detroit area, dating back to 1870. Ralph Lane Polk founded the company under the name R.L. Polk & Co. The fledgling company began as an enumerated directory publishing firm. The first directory was a long, expensive, labor-intensive effort, culminating in a publication listing the combined populations of towns along the Detroit and Milwaukee railway. The initial sales department consisted of four persons.

The years from 1900 to 1930 saw R.L. Polk & Co. grow and expand as Ralph Lane Polk II assumed leadership responsibilities. Product offerings expanded to include a Banker's Encyclopedia and, in 1922, the first Car Registration Reports. This officially marked the birth of vehicle statistics operations.

As the economic and industrial climate changed as a result of the Depression, the 1930s saw R.L. Polk & Co. adapt and survive through difficult times. Ralph Lane Polk III steered the company through the Depression to the post-war boom, the introduction of the first computer, and the onset of foreign expansion.

The company grew rapidly during the 1960s, 1970s, and 1980s. The economy gave way to extensive domestic and foreign expansion. Carfax joined the Polk family in 1999 as a wholly owned subsidiary. On May 1, 2000, Polk sold the Consumer Information Solutions group. Polk made a clear strategic decision to focus on the global expansion of the transportation business; this historical event allows Polk to focus exclusively on the Automotive Industry. Polk is now positioned to grow all aspects of our automotive business, including car and truck manufacturers, vehicle suppliers, new and used car dealers, and consumer direct sales. This also strongly positions Polk in the critical market segments of analytics, market planning and analysis, marketing, data or performance management, and operations management.

Several key initiatives are integral to setting the tone and leading the market space. Our corporate transformation effort leads these strategic endeavors and becomes not only a fundamental strategic effort, but synonymous with what defines Polk. Polk is aggressively focusing on e-business and incorporating this model into everything we do; we are Web-enabling our entire core business. Polk's new vision is to be the unquestioned, pre-eminent supplier of information solutions to the Automotive Industry.

Today Polk is still a privately held company run by Stephen R. Polk, Chairman, President and CEO. Company headquarters are in Southfield, Michigan, with North America offices in Cincinnati, Ohio; Long Beach, California; Montvale, New Jersey; and Toronto, Ontario, Canada. European and other global office locations include France, Germany, Australia, Spain, Holland, China, and the United Kingdom.

AUTO TRACKER STATISTICAL REPORT NEW PASSENGER CARS

SP50407

00001

30001A

R. L. POLK & CO.

DECEMBER 2001

PAGE 1 OF 54

58

US SUMMARY

	DEC 2001	CYTD 2001	DEC 2000	CYTD 2000		DEC 2001	CYTD 2001	DEC 2000	CYTD 2000
	TOTAL	TOTAL	TOTAL	TOTAL		TOTAL	TOTAL	TOTAL	TOTAL
CL	1573	19474	1699	24205	FERRARI TOTAL	107	995	101	915
INTEGRA	100	15350	1395	26083					
NSX	15	170	5	232	CONTOUR	38	2227	1915	53043
RL	1032	11066	1467	14646	CROWN VICTORIA	6022	93049	6799	94359
RSX	2329	14127			ESCORT	5846	93968	7065	110964
TL	5679	69710	4956	67375	FOCUS	16506	275023	19131	287966
ACURA TOTAL	10728	129897	9522	132541	MUSTANG	9303	172460	11681	175077
					TAURUS	21138	359576	27418	392643
ASTON MARTIN TOTAL	7	259	18	228	THUNDERBIRD	1569	3874		
					FORD TOTAL	60422	1000177	74009	1114052
A4	3373	29188	2321	27884	GEM TOTAL	159	303		
A6	2252	32870	2414	31285					
A8	147	1507	164	2391	S2000	614	9749	556	6928
CABRIOLET					ACCORD	31225	420895	28639	405442
S4	385	6280	443	6171	CIVIC	23419	332843	20397	327286
S6	63	106			INSIGHT	278	4784	310	3426
S8	130	773			PRELUDE	812	9437	709	9740
TT	847	13125	1125	11454	HONDA TOTAL	56348	777708	50611	752822
AUDI TOTAL	7197	83849	6467	79185					
					ACCENT	5891	80254	5108	65142
BENTLEY TOTAL	40	547	68	525	ELANTRA	8171	110742	5036	105415
					SONATA	5624	61289	2590	46531
300 CLASS	8555	102698	8557	85069	TIBURON	1105	19397	1416	14781
500 CLASS	3393	38095	3134	36311	XG300	752	17333	1267	1307
700 CLASS	563	14427	1217	16964	XG350	631	662		
M3	912	5025	6	176	HYUNDAI TOTAL	22174	289677	15417	233176
M5	314	2348	245	3057					
M-COUPÉ	41	300	8	690	G20	891	11451	792	13564
M-ROADSTER	142	783	9	2003	G35				
Z3	665	13792	847	13901	I30	579	28931	2472	39558
Z8	96	917	42	221	I35	2717	6442		
BMW TOTAL	14681	178385	14065	158392	Q45	428	5554	245	4307
					INFINITI TOTAL	4615	52378	3509	57429
CENTURY	11363	142666	7857	147256					
LASABRE	9558	149169	11038	151026	S-TYPE	1473	20134	1642	24481
PARK AVENUE	3022	37352	3474	48669	V8	12	46		
REGAL	2957	51384	3883	66320	VDP	228	3172	323	3874
BUICK TOTAL	26900	380571	26255	413336	X - TYPE	2646	7122		
					XJ SERIES	589	7000	645	8298
CATERA*	197	11189	1202	16417	XK SERIES	368	5345	526	6632
CTS					JAGUAR TOTAL	5316	42819	3136	43285
DEVILLE	7447	95661	6737	105367					
ELDORADO	611	10834	1370	13077	OPTIMA	2969	23732	20	20
PROFESSIONAL CHASSIS	151	2004	167	1898	RIO	4243	51091	2883	13896
SEVILLE	2188	26328	2801	29878	SEPHIA	1938	55031	3704	70045
CADILLAC TOTAL	10594	146016	12277	166637	SPECTRA	4144	27069	1985	10858
					KIA TOTAL	13294	158923	8592	94819
CAMARO	2571	35919	2756	42106					
CAVALIER	17564	235761	17804	238744	LAMBORGHINI TOTAL	3	86	8	103
CORVETTE	2412	34210	2327	31840					
IMPALA	16130	208412	12876	173905	ES SERIES	5695	43229	2702	41937
LUMINA	55	22283	4703	45184	GS SERIES	1804	25185	2139	28055
MALIBU	9353	179954	12151	211933	IS SERIES	1727	23279	1785	12766
METRO	22	8512	2539	34931	LS SERIES	2494	31832	2536	13784
MONTE CARLO	5056	73158	4111	67737	SC SERIES	1696	12784	24	823
PRIZM	2551	47477	4232	51631	LEXUS TOTAL	13416	136309	9186	97365
CHEVROLET TOTAL	55714	845686	63499	898011					
					CONTINENTAL	1385	21153	1573	22399
300M	3559	38717	3788	51192	LS	2520	41741	3246	51405
CIRRUS	34	2635	824	39392	TOWN CAR	3917	71125	5400	81479
CONCORDE	3732	33303	3695	51062	LINCOLN TOTAL	7822	134019	10219	155283
LHS	345	10296	1490	21838					
PROWLER	137	936			LOTUS TOTAL	8	77	2	107
SEBRING	9629	119478	4927	61014					
CHRYSLER TOTAL	17436	205365	14724	224496	MASERATI TOTAL				
LANOS	953	15836	1859	21826	626	3260	53351	4217	72056
LEGANZA	938	19039	1712	24099	MIATA	1128	16633	897	18435
NUBIRA	728	14622	1376	20537	MID				
DAEWOO TOTAL	2619	49497	4947	66462	MILLENNIA	1156	20413	1511	16231
					PROTEGE	6499	77894	4108	62382
AVENGER	3	233	98	6311	RX8				
INTREPID	7865	113388	10977	145697	MAZDA TOTAL	12043	168291	10733	169104
NEON	8725	109438	6360	115153					
STRATUS	8416	103695	6787	93950					
VIPER	91	1371	74	1413					
DODGE TOTAL	25100	328125	24296	362524					

Visit us on the Internet at <http://www.polk.com> 9/01

© 2002 R. L. Polk & Co. All rights reserved.

1-800-352-9216

THE STATES OF ALABAMA, CONNECTICUT AND NEW HAMPSHIRE WERE COMPILED USING MANUFACTURERS' SALES RECORDS. HISTORY DIFFERS FROM PREVIOUSLY ISSUED TOTALS BECAUSE IT REFLECTS ADJUSTMENTS.

AUTO TRACKER STATISTICAL REPORT NEW PASSENGER CARS

00002

SP50408

30001B

DECEMBER 2001

R. L. POLK & CO.

PAGE 1 OF 54

58

US SUMMARY

	DEC 2001	CYTD 2001	DEC 2000	CYTD 2000		DEC 2001	CYTD 2001	DEC 2000	CYTD 2000
	TOTAL	TOTAL	TOTAL	TOTAL		TOTAL	TOTAL	TOTAL	TOTAL
C CLASS	5324	49186	3357	33059	IMPREZA	3641	34294	1485	19062
CL/CLK CLASS	2684	22912	1648	20609	LEGACY	8759	97075	8856	95490
E CLASS	3442	45034	3380	49390	SUBARU TOTAL	12400	131369	10341	114552
S CLASS	2268	27063	2655	31020	AERIO				
SL/SLK CLASS	906	15874	1128	18154	ESTEEM	683	13471	965	16622
MERCEDES TOTAL	14624	160069	12168	152232	SWIFT	115	2680	325	3277
COUGAR	1777	30107	2257	41380	SUZUKI TOTAL	798	16151	1290	19899
GRAND MARQUIS	5815	114852	7034	123599	THINK TOTAL	3	3		
MARAUDER					AVALON	6282	85114	6861	105360
MYSTIQUE	22	574	200	18084	CAMRY	33886	399909	29918	418782
SABLE	5642	104465	7205	104118	CELICA	2093	36859	2998	53198
MERCURY TOTAL	13256	249998	16728	288873	COROLLA	20666	245795	15952	233106
MINI TOTAL					ECHO	2808	43389	3543	49271
DIAMANTE	2461	16397	764	9451	MATRIX				
ECLIPSE	6312	70944	4691	71981	MR2	427	6478	518	6557
GALANT	8820	97607	7977	95209	PRIUS	1608	14780	927	3668
LANCER	7170	18101			TOYOTA TOTAL	67770	832324	60717	869942
MIRAGE	735	33374	2480	49854	CABRIO	753	13450	739	14002
MITSUBISHI TOTAL	25498	236423	15912	226495	D1				
ALTIMA	14560	147203	9503	138985	GOLF	1530	21507	1720	18823
ALTRA	2	39		15	GTI	1399	10022	464	7202
MAXIMA	7387	104304	8138	132529	JETTA	11367	145711	10792	142348
SENTRA	10102	111584	8446	94794	NEW BEETLE	4479	67328	5511	81831
NISSAN TOTAL	32051	363130	26087	366323	PASSAT	9085	92714	5540	82927
ALERO	8210	112911	7955	125244	VOLKSWAGEN TOTAL	28613	350732	24766	347133
AURORA	1316	26795	2669	27177	C70	217	4363	302	5481
INTRIGUE	1900	42831	4193	66656	S40	1273	23872	2652	27824
OLDSMOBILE TOTAL	11426	182537	14817	219077	S60	2941	33953	913	1410
BREEZE	3	273	229	9073	S70	29	1654	528	22084
NEON	405	32752	3113	51821	S80	1452	20782	1893	29619
PROWLER	33	1019	136	2591	V40	226	3776	458	6867
PLYMOUTH TOTAL	441	34044	3478	63485	V70	3218	39008	2662	31311
BONNEVILLE	3165	50062	4083	65082	VOLVO TOTAL	9356	127408	9408	124596
FIREBIRD	1943	26137	1939	31404	MISC. DOMESTIC			10	344
GRAND AM	10788	186302	14700	222138	MISC. IMPORT				
GRAND PRIX	10006	130283	8285	151405	GRAND TOTAL PASSENGER CARS	634670	8583903	615856	8900196
SUNFIRE	3765	73472	5786	83468	CORPORATION TOTALS				
PONTIAC TOTAL	29667	466256	34793	553497	DAIMLERCHRYSLER CORP.	42977	567534	42498	650507
911	926	10436	690	9174	FORD MOTOR COMPANY	81500	1384194	100956	1558208
BOXSTER	724	11901	773	13653	GENERAL MOTORS CORP.	151683	2285314	170711	2522340
PORSCHE TOTAL	1650	22337	1463	22927	HONDA MOTOR CO.	67076	907605	60133	885363
ROLLS ROYCE TOTAL	9	168	17	243	NISSAN MOTOR CORP.	36666	415508	29596	423752
9-3	1158	18958	1449	18987	TOYOTA MOTOR SALES	81186	968633	69903	967307
9-5	1825	19789	1681	19110	VOLKSWAGEN OF AMERICA	35810	434581	31233	426318
SAAB TOTAL	2983	38747	3130	38097	MISC. DOMESTIC	162	306	10	344
L	5508	85585	5233	15953	OTHER IMPORT	137610	1620228	110816	1466057
LS	55	2197	700	63697	GRAND TOTAL PASSENGER CARS	634670	8583903	615856	8900196
LW	1012	11144	764	12858	(MEMO) TOTAL DOMESTIC	276322	4237348	314175	4731399
SC	2547	34985	2399	38325	(MEMO) TOTAL IMPORT	358348	4346555	301681	4168797
SL	8255	127976	9329	132100					
SW	5	2361	645	8849					
SATURN TOTAL	17382	264248	19070	271782					

VISIT US ON THE INTERNET AT [HTTP://WWW.POLK.COM](http://WWW.POLK.COM) 9/01

© 2002 R. L. Polk & Co. All rights reserved.

1-800-352-9216

* DOMESTIC SPONSORED

AUTO TRACKER STATISTICAL REPORT NEW PASSENGER CARS

00040

SP50408

30020B
DECEMBER 2001
PAGE 20 OF 54

R. L. POLK & CO.

20

STATE OF KANSAS

	DEC 2001	CYTD 2001	DEC 2000	CYTD 2000		DEC 2001	CYTD 2001	DEC 2000	CYTD 2000
	TOTAL	TOTAL	TOTAL	TOTAL		TOTAL	TOTAL	TOTAL	TOTAL
C CLASS	10	156	16	97	IMPREZA	16	162	13	81
CL/CLK CLASS	5	64	7	69	LEGACY	28	374	39	327
E CLASS	15	158	23	170	SUBARU TOTAL	44	536	52	408
S CLASS	2	72	11	122	AERIO				
SL/SLK CLASS	2	69	10	80	ESTEEM	4	23	4	34
MERCEDES TOTAL	34	519	67	538	SWIFT		8		8
COUGAR	24	391	40	431	SUZUKI TOTAL	4	31	4	42
GRAND MARQUIS	39	767	34	805	THINK TOTAL				
MARAUDER					AVALON	59	678	70	826
MYSTIQUE		2	2	121	CAMRY	235	2615	234	2694
SABLE	25	762	52	688	CELICA	20	313	46	480
MERCURY TOTAL	88	1922	128	2055	COROLLA	96	1454	95	1125
MINI TOTAL					ECHO	15	337	32	301
DIAMANTE	13	82	13	55	MATRIX				
ECLIPSE	57	502	52	473	MR2	2	38	5	50
GALANT	20	241	19	194	PRIUS	14	91	9	22
LANCER	18	40			TOYOTA TOTAL	441	5526	491	5498
MIRAGE	4	70	5	60	CABRIO	1	32	3	23
MITSUBISHI TOTAL	112	935	89	782	D1				
ALTIMA	64	531	64	426	GOLF	7	61	11	55
ALTRA					GTI	4	31	1	12
MAXIMA	49	595	42	632	JETTA	37	513	60	422
SENTRA	40	532	57	434	NEW BEETLE	37	517	63	551
NISSAN TOTAL	153	1658	163	1492	PASSAT	32	341	26	254
ALERO	24	757	79	848	VOLKSWAGEN TOTAL	118	1495	164	1317
AURORA	21	268	39	317	C70	2	21	2	31
INTRIGUE	13	303	37	439	S40	6	103	21	120
OLDSMOBILE TOTAL	58	1328	155	1604	S60	23	201	13	17
BREEZE		3	6	79	S70		5	9	99
NEON	5	143	14	203	S80	8	124	15	188
PROWLER	1	9		22	V40	5	19	4	26
PLYMOUTH TOTAL	6	155	20	304	V70	16	173	8	119
BONNEVILLE	34	556	52	746	VOLVO TOTAL	60	646	72	600
FIREBIRD	18	206	15	262	MISC. DOMESTIC				
GRAND AM	60	1504	146	1579	MISC. IMPORT				
GRAND PRIX	78	1306	110	1503	GRAND TOTAL PASSENGER CARS	3905	56574	5149	57161
SUNFIRE	39	508	51	534	CORPORATION TOTALS				
VIBE					DAIMLERCHRYSLER CORP.	274	3731	391	4534
PONTIAC TOTAL	229	4080	374	4624	FORD MOTOR COMPANY	628	11260	911	12087
911	5	29	3	30	GENERAL MOTORS CORP.	1033	18240	1716	19245
BOXSTER	1	45	4	60	HONDA MOTOR CO.	435	6005	549	5869
PORSCHE TOTAL	6	74	7	90	NISSAN MOTOR CORP.	171	1873	179	1752
ROLLS ROYCE TOTAL					TOYOTA MOTOR SALES	504	6108	548	5911
9-3	10	98	9	94	VOLKSWAGEN OF AMERICA	141	1728	184	1518
9-5	8	105	9	95	MISC. DOMESTIC	2	5		
SAAB TOTAL	18	203	18	189	OTHER IMPORT	717	7624	671	6245
L	37	900	65	111	GRAND TOTAL PASSENGER CARS	3905	56574	5149	57161
LS		33	9	578	(MEMO) TOTAL DOMESTIC	1937	33236	3018	35866
LW	8	41	7	62	(MEMO) TOTAL IMPORT	1968	23338	2131	21295
SC	22	391	44	416					
SL	51	961	93	1004					
SW		6	7	48					
SATURN TOTAL	118	2332	225	2219					

VISIT US ON THE INTERNET AT [HTTP://WWW.POLK.COM](http://www.polk.com)

© 2002 R. L. Polk & Co. All rights reserved.

1-800-352-9216

* DOMESTIC SPONSORED