

## **Prepared Testimony Regarding LD 2104**

Senator Curry, Representative Gere, and distinguished members of the Committee, thank you for the opportunity to speak today. My name is Representative Cassie Julia, I am a proud member of the Housing and Economic Development Committee, and I am pleased to present LD 2104 for your consideration.

This bill is fundamentally about fairness and transparency. Maine's power motor sports dealers are locally owned businesses that invest deeply in their employees, their facilities, and their communities. They are asking for something very simple: a stable, predictable, and equitable relationship with the manufacturers whose products they sell. LD 2104 helps ensure that.

This bill has not been drafted out of whole cloth. It relies on and adds to the motorsport vehicles Act the same provisions already in law in the automobile manufacturer's statute, which is 10 M.R.S.A. c.204. The proponents will have a comparative chart for the work session.

One key issue is warranty reimbursement. We dealt with their issue last year in relation to boats and requiring fair reimbursement for warranty work, including diagnostic time, replacing fluids and administrative times, all of which are paid for by retail customers is only fair. Our retail consumers in Maine should not have to pay for their repairs to subsidize a manufacturer paying only 1/3 of cost of repair.

A second issue addressed in the bill is inventory allocation. Dealers cannot meet customer demand if they are not provided with the right mix or quantity of products. And when a lack of inventory is later used as evidence of "poor performance," it creates an unfair and unworkable situation. LD 2104 makes clear that if a manufacturer has not supplied adequate inventory, it cannot use low sales as justification for terminating a dealer.

The bill also clarifies that long-standing dealers should not be pressured into signing unnecessary or duplicative agreements just to continue selling the products they have

I respectfully urge the Committee to support LD 2104. Thank you for your time and consideration.