

Maine Congressional testimony 4/10/2015 and follow up 2/17/2026

My name is Larry Cobb, I'm the general manager of New England Kenworth. We are the franchised dealer for Kenworth Trucks in ME, NH & VT. We employ 85 people in Maine and I have lived in Maine all my life. I do not represent the Kenworth Truck OEM. We are a truck dealer selling and servicing the Kenworth product.

Last year, I testified in front of this committee to exempt Commercial trucks from the Right to Repair act. And you agreed.

I would like to review last year's testimony and go over the highlights.

R2R is asking for an information platform that doesn't exist in the commercial truck industry to comply with the right to repair rules.

Please allow me to give you an example so that its easy to understand the apple and orange differences between the consumer auto industry and the commercial truck industry- specifically trucks in excess of 10,000 lbs GVW.

Using a Ford F150 as the example- the information to repair a Ford F150 can be a printed book or a downloaded file. It will cover several years of production and several models and trim levels because an automobile is a vertically integrated product using Ford engines with a Ford transmission and Ford brakes and Ford ABS system etc. this downloaded file or printed book will cover thousands and maybe millions of F150 VIN #'s

Now let's look at a commercial truck- this can be a Kenworth, Freightliner, Mack, Western Star etc. If you wanted a repair manual for the diagnostics and repair info for one of these trucks you can acquire the repair manual or download the truck file but its only valid for just that one VIN #- let me repeat that- only for the one VIN #. Commercial trucks are custom ordered by the customer. The customer selects the components from several OEMs that will build the best truck for his application. The customer picks everything from the cab roof lights to the engine manufacturer, the transmission manufacturer and the brake manufacturer, frame width and length and the tire brand, size and weight rating. A commercial truck custom designed to haul logs on the Golden Road is a completely different truck and different component OEMs than a truck that hauls groceries for Hannaford Bros up and down Interstate 95. Because a truck uses several components from several OEMs, we as a dealer must access many component OEMs. We don't access them through Kenworth our truck OEM. We must go directly to the component OEM that makes the engine, transmission, Emission system, brakes or ABS system. Each requires specialized training, franchise requirements, unique hard ware and software. We don't have a single source for the necessary information because every truck is completely different than the last one we worked on. That single platform for information doesn't exist.

In the case of Kenworth – and like other truck OEMs- there are

2- engine OEM's

3- Transmission OEM's

2- Axle OEM's

2- Brake and ABS OEMs

6-Tire OEMs

3- 5<sup>th</sup> wheel OEMs

2- safety and collision mitigation OEM's

4- steering component OEM's

And many more

None of the diagnostic information to repair these components comes through Kenworth the truck OEM. I have licensing, subscriptions and precise training with them all.

The truck purchase as well as the truck repair is a business-to-business transaction and not a consumer transaction. The truck owner has access to the information about his/her truck through telematics and Ecat or electronic catalog. It's up to the truck owner to share it with his chosen repair facility.

\*Unlike the Auto industry, Right to Repair already exists in the commercial truck industry. As an example- If you buy a Kenworth truck from New England Kenworth and you need your Cummins engine repaired. You don't have to come back to New England Kenworth for the repair. You can go to Freightliner of Maine, O'Connor Volvo & Western Star, Whited Peterbilt or independents like Greeley's Garage in Auburn or The Big Rig Shop in Oxford to have that Cummins issue taken care of. You're not forced to go back to a Kenworth dealership for the repair. This is true for suspension, transmission, clutch or DOT inspection items.

Telematics and over the air diagnostics will be lost if R2R doesn't exempt commercial vehicles. Here's an example of how telematics works

Dan is the truck driver working for Representative \_\_\_\_\_ as the fleet manager who works for the fleet owner Representative \_\_\_\_\_

Dan is driving down the highway and kicks on a trouble code or Check engine light. With telematics, the fleet manager and fleet owner can see on their computer or phone Dan's truck

and what the code is, possible causes of it and the closest dealer that can service it. They can also see his location. They can relay this info back to Dan the driver. When Dan arrives at my location for repair- Because I was alerted as well, I already have the same information from telematics helping me diagnose his truck faster and more efficiently. I may be able to fix the truck without it coming to me through Over The Air diagnostics and a possible programming update that we can do through the telematics portal. You can all see the value of this feature.

If commercial vehicles are not exempted. The truck OEM's will turn this off like they have done in Massachusetts. Eliminating this flow of information and Over the Air diagnostics.

Here's the reason why-

On your computer or smart phone-Telematics shows where the truck is, the route it has taken, how fast it's going. As well as the VIN # and important other truck information. This vehicle information creates a targeted hijacking possibility and driver's endangerment. The truck OEM's want the truck owners to have this sensitive information and no one else other than people he/she chooses. An independent repair garage can be one of the people that the owner designates for the telematics info. The truck OEMs don't want the risk of this sensitive info falling in the wrong hands and endangering the driver or the load. They will just turn it off.

To sum this up

Please reinstate the R2R exemption for the Commercial truck industry because a truck owner already has many choices to repair their truck, we will lose the telematics feature for the truck owners in Maine and a single platform to all information about all truck VIN's doesn't exist because the truck's VIN only covers the custom component OEMs that make up that one truck.

Thank you for your time and attention.

I'm available for questions