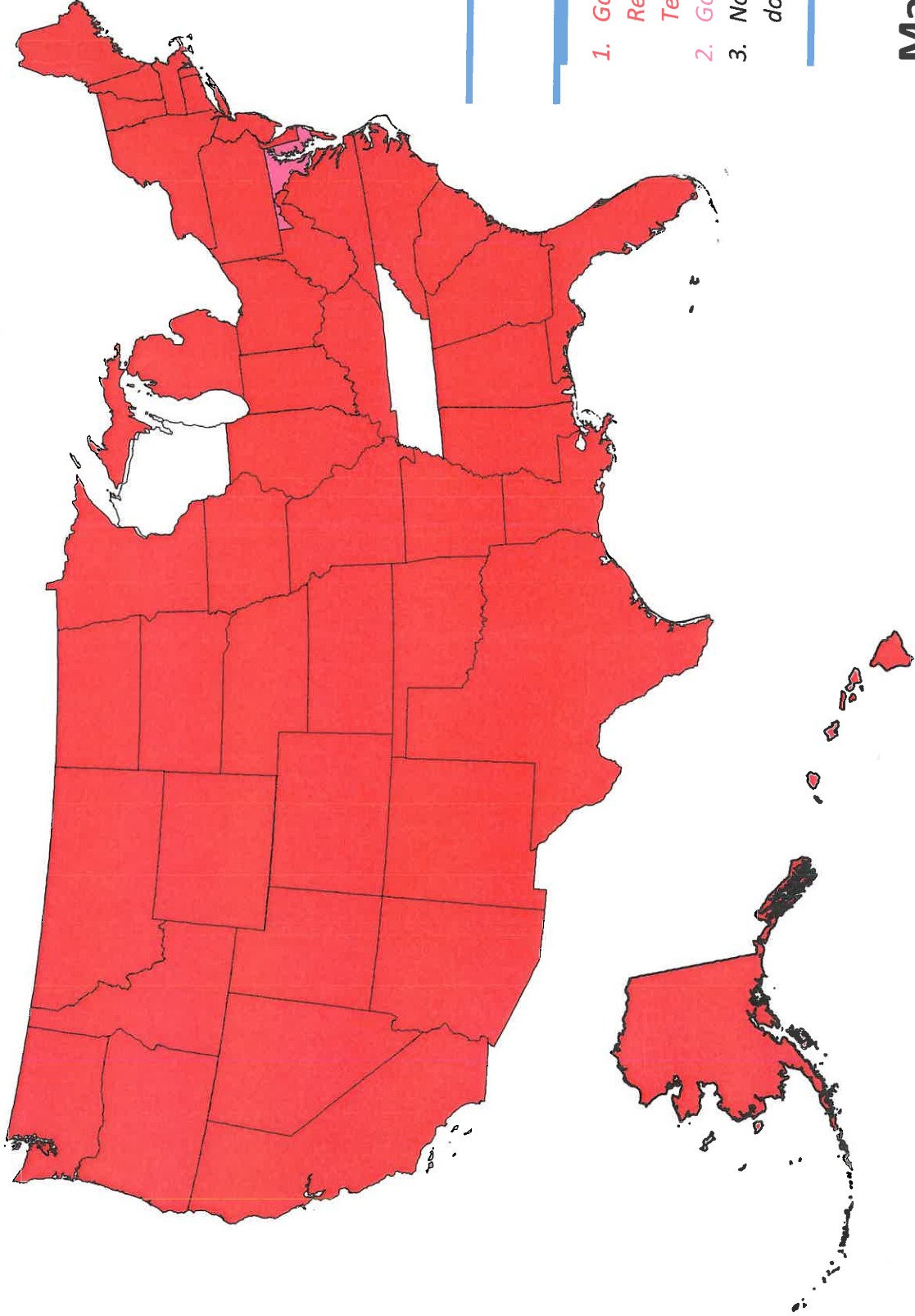




Section 2: Good Cause Required for Termination

AADA



Guide

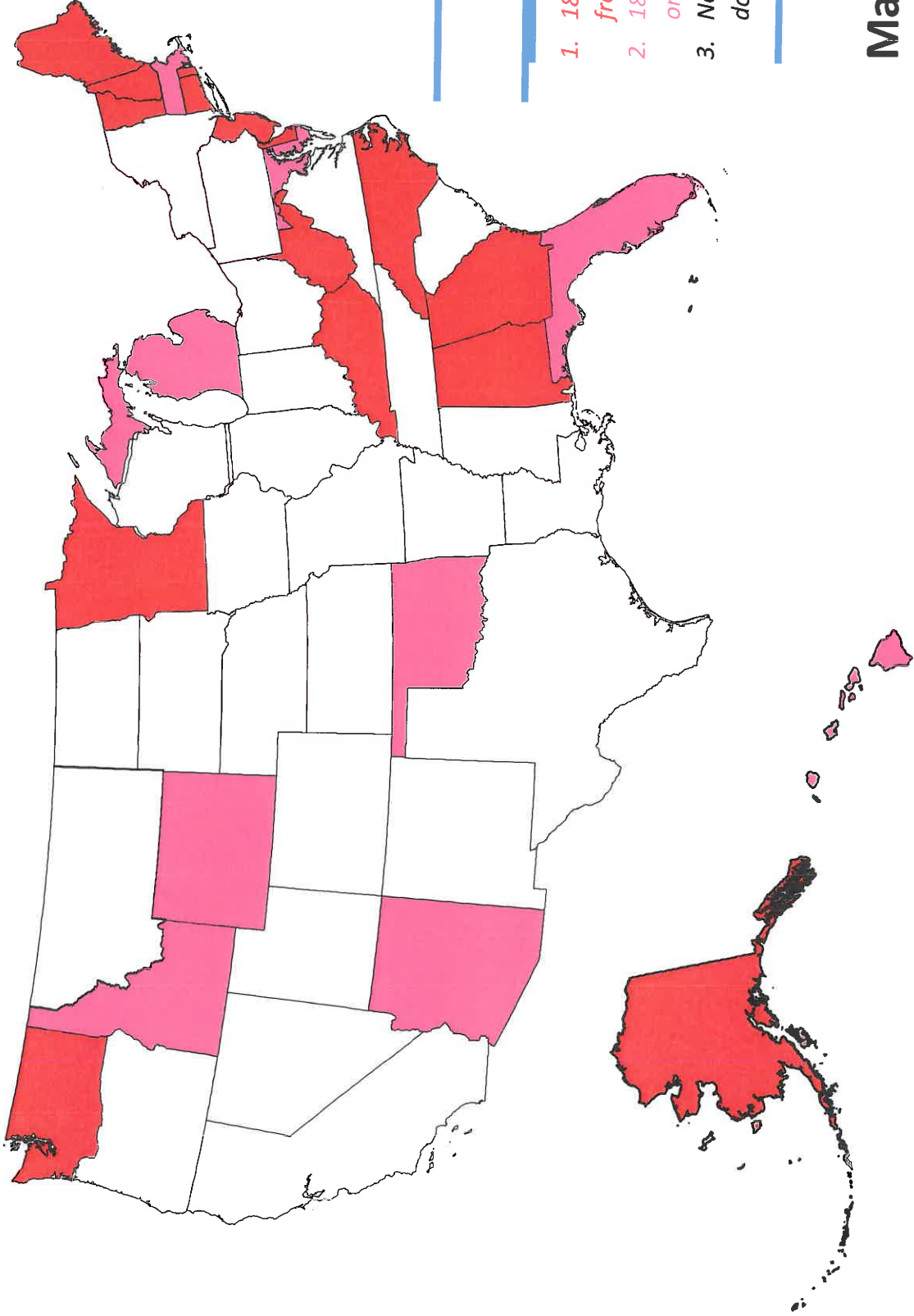
1. *Good Cause Required for Termination*
2. *Good faith only*
3. *No Color - Statute does not address*

Map 1



Section 4: 180 day requirement for cure and from discovery

AADA



Guide

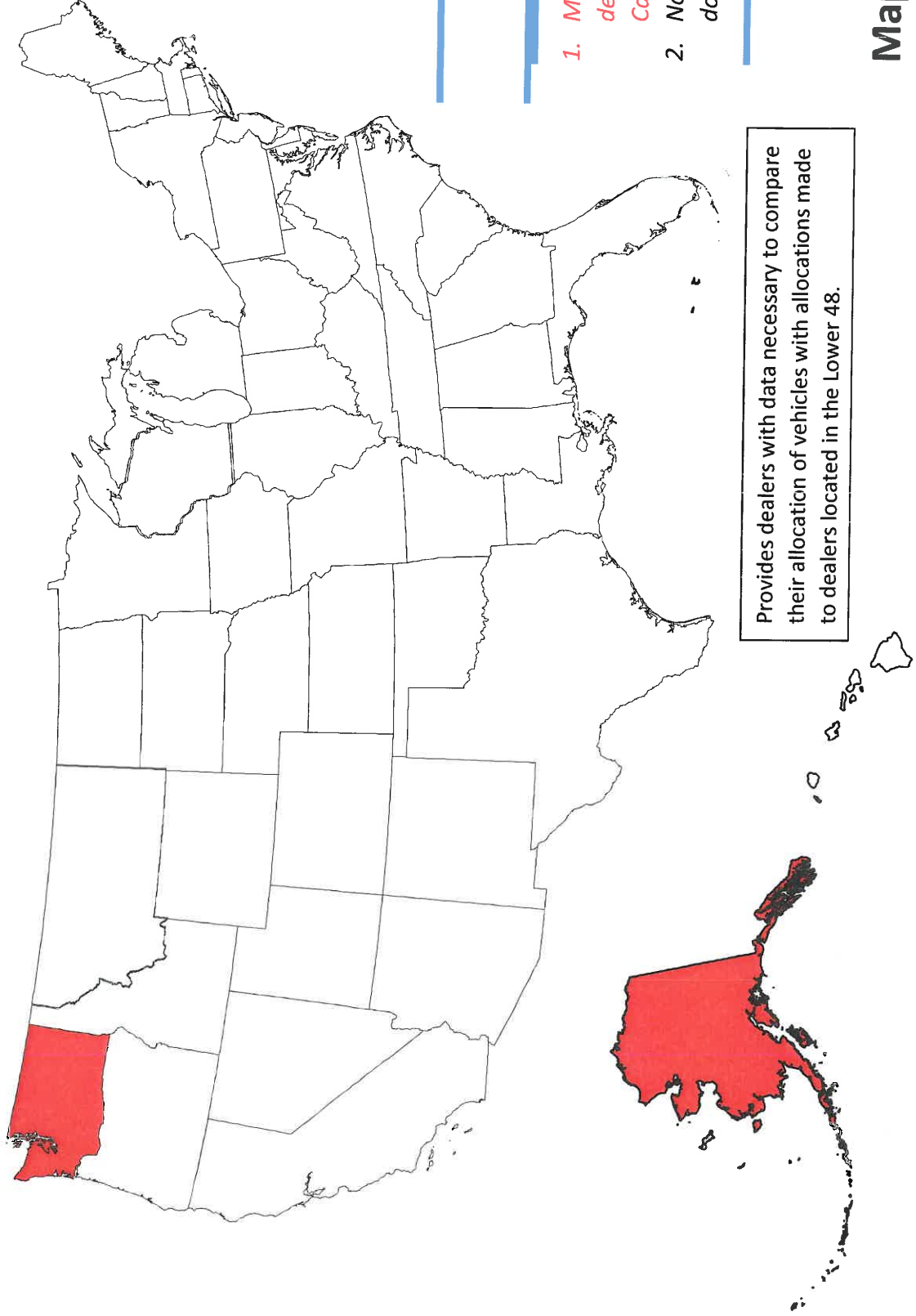
1. 180 day period
from discovery
2. 180 day cure period
only
3. No Color – Statute
does not address

Map 2



Section 4: Market Analysis

AADA



Guide

1. *Market Analysis a defense to Good Cause*
2. *No Color – Statute does not address*

Map 3

[illegible]

Protects smaller Alaskan dealers from manufacturer sending prime models to other large out of state dealers, yet holding Alaskan dealers accountable for volume of sales without popular vehicles.

Guide

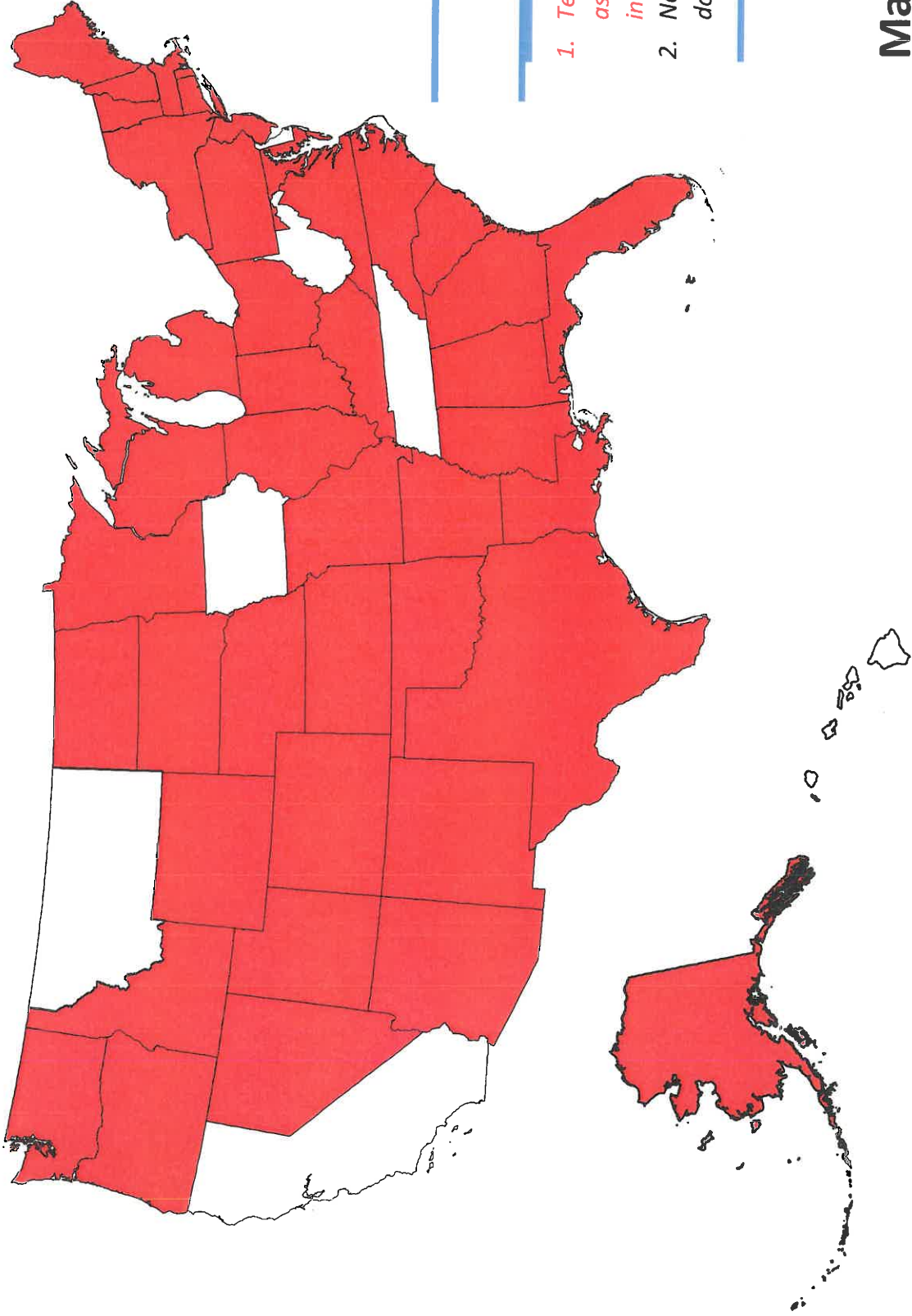
1. Adequate Supply considered
2. No Color – Statute does not address

Map 4



Sections 6-9: Some type of Termination Assistance available

AADA



Guide

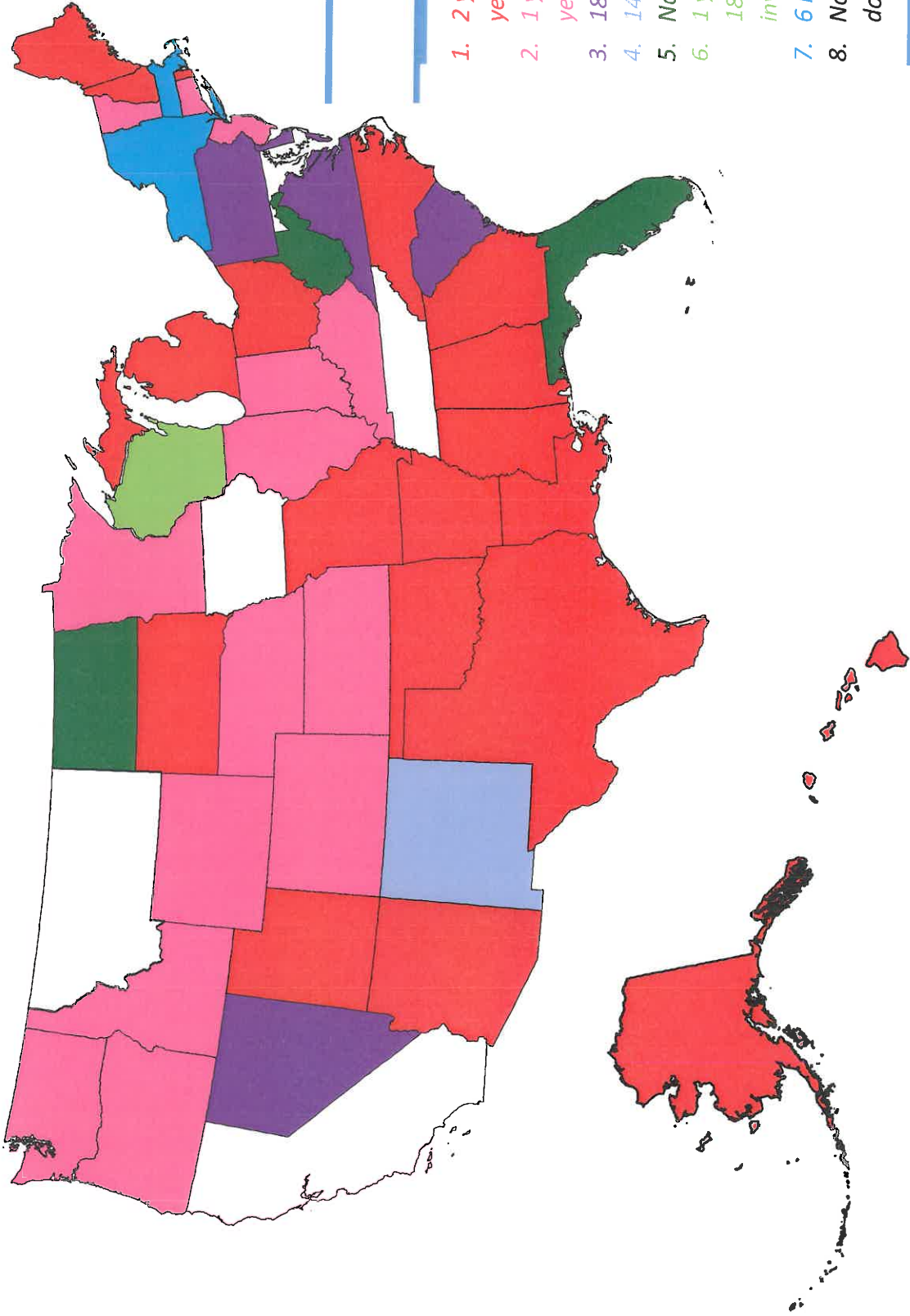
1. Termination assistance available in some form
2. No Color – Statute does not address

Map 5



Sections 6-9: Reimbursement for Unsold Vehicle Inventory

AADA



Guide

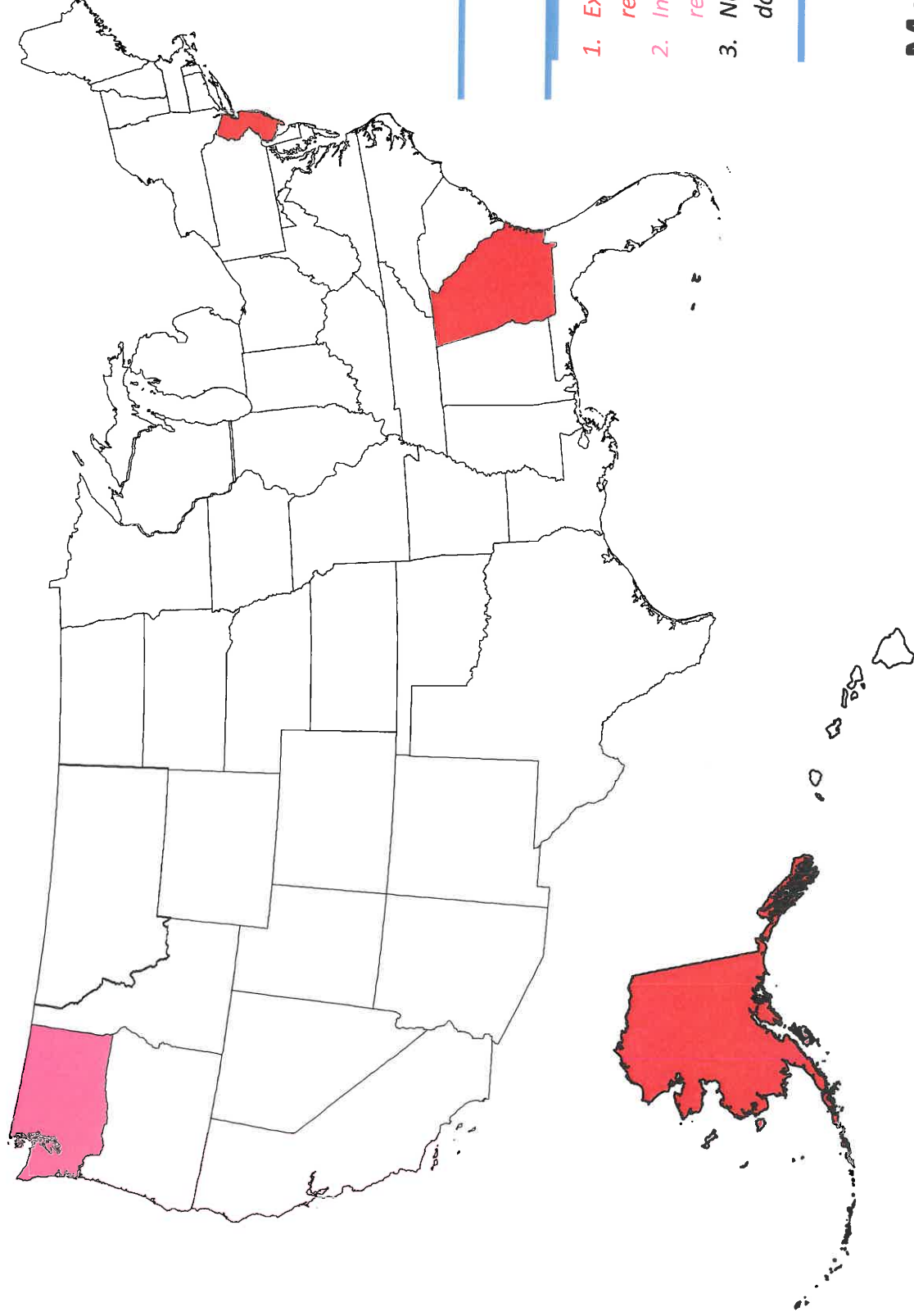
1. 2 years or 2 model years
2. 1 year or 1 model year
3. 18 months
4. 14 months
5. No temporal limit
6. 1 year if voluntary;
18 months if involuntary
7. 6 months
8. No Color – Statute does not address

Map 6



Sections 6-9: Display or demonstration vehicle reimbursement

AADA



Guide

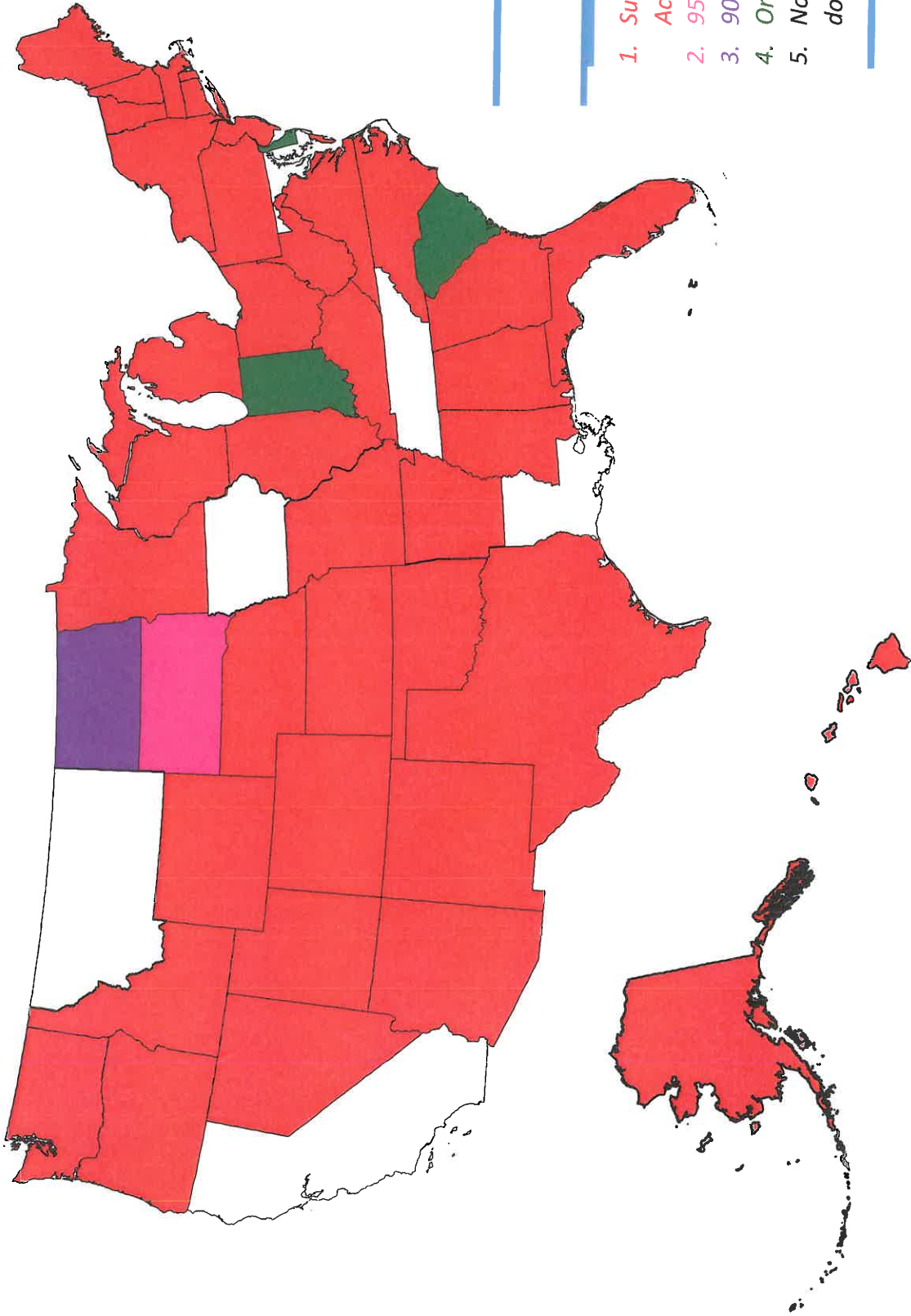
1. Explicit requirement
2. Implied requirement
3. No Color – Statute does not address

Map 7



Sections 6-9: Reimbursement for Supplies, Parts, and Accessories

AADA



Guide

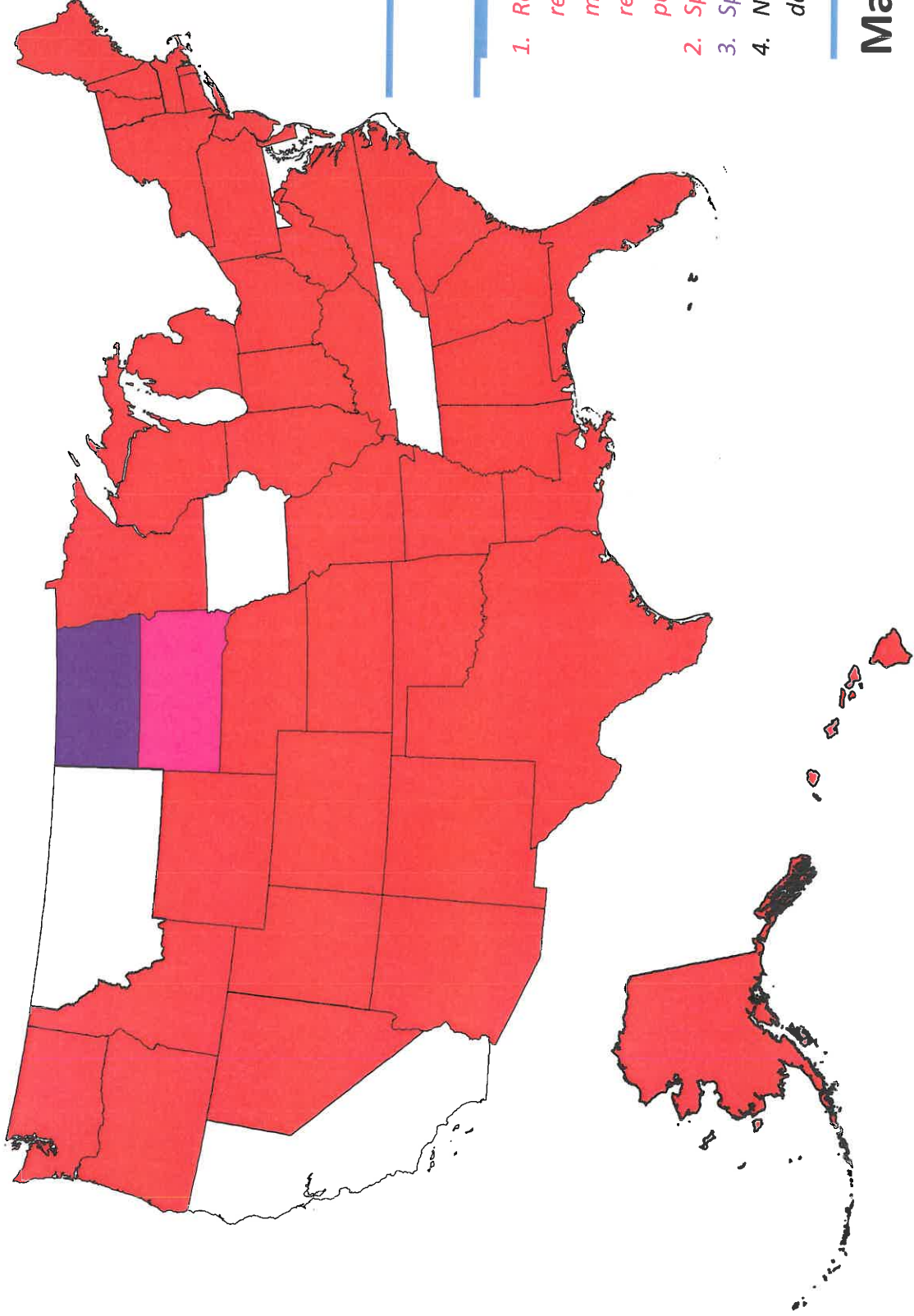
1. *Supplies, Parts, and Accessories*
2. *95% cost*
3. *90% cost*
4. *Only Parts*
5. *No Color - Statute does not address*

Map 8



Sections 6-9: Reimbursement for equipment, furnishings, and special tools

AADA



Guide

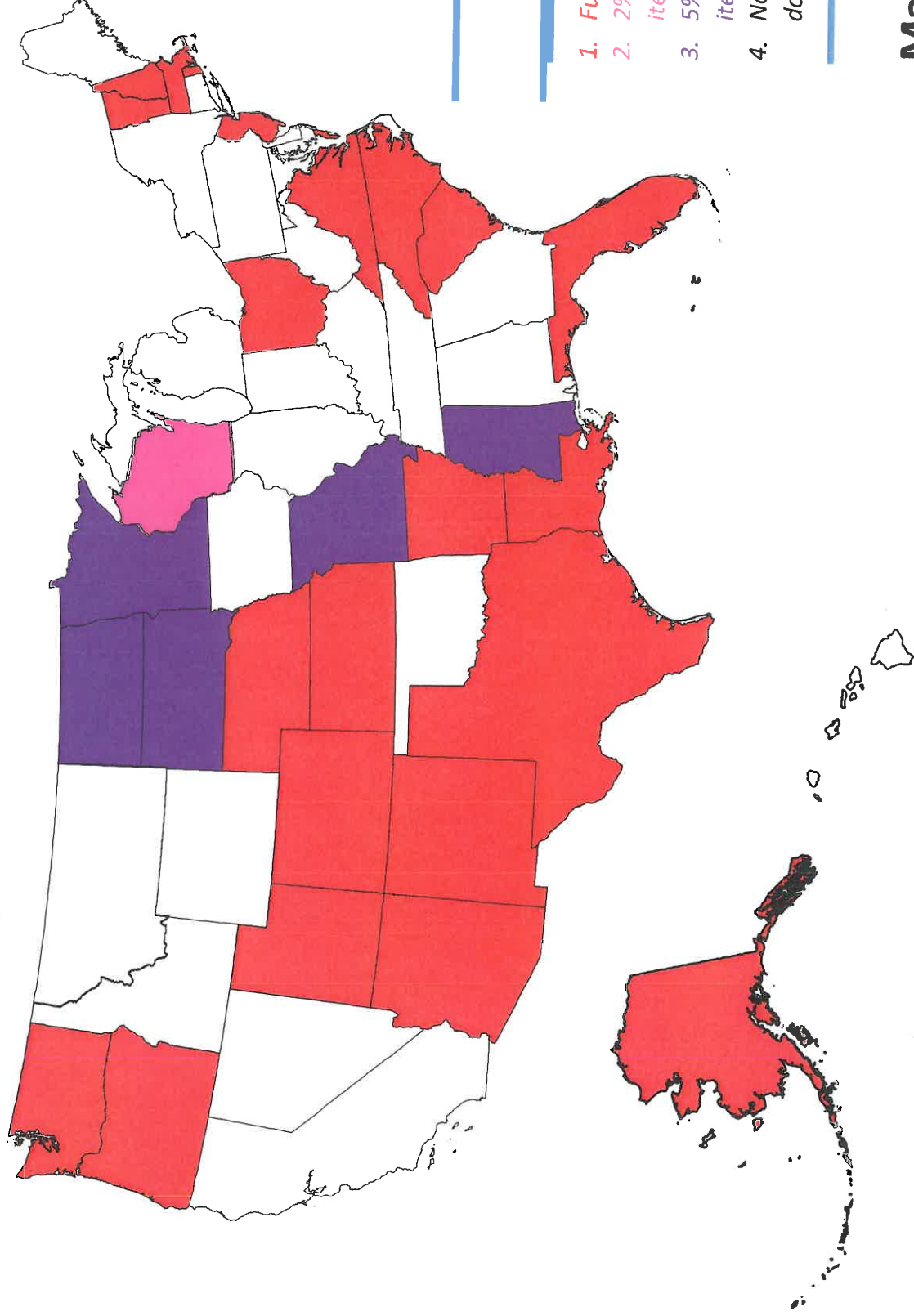
1. Reimbursement required (if manufacturer required purchased)
2. Special tools – 75%
3. Special tools – 50%
4. No Color – Statute does not address

Map 9



Section 6-9: Reimbursement for Transportation, Handling, and Packing Costs for returning inventory

AADA



Guide

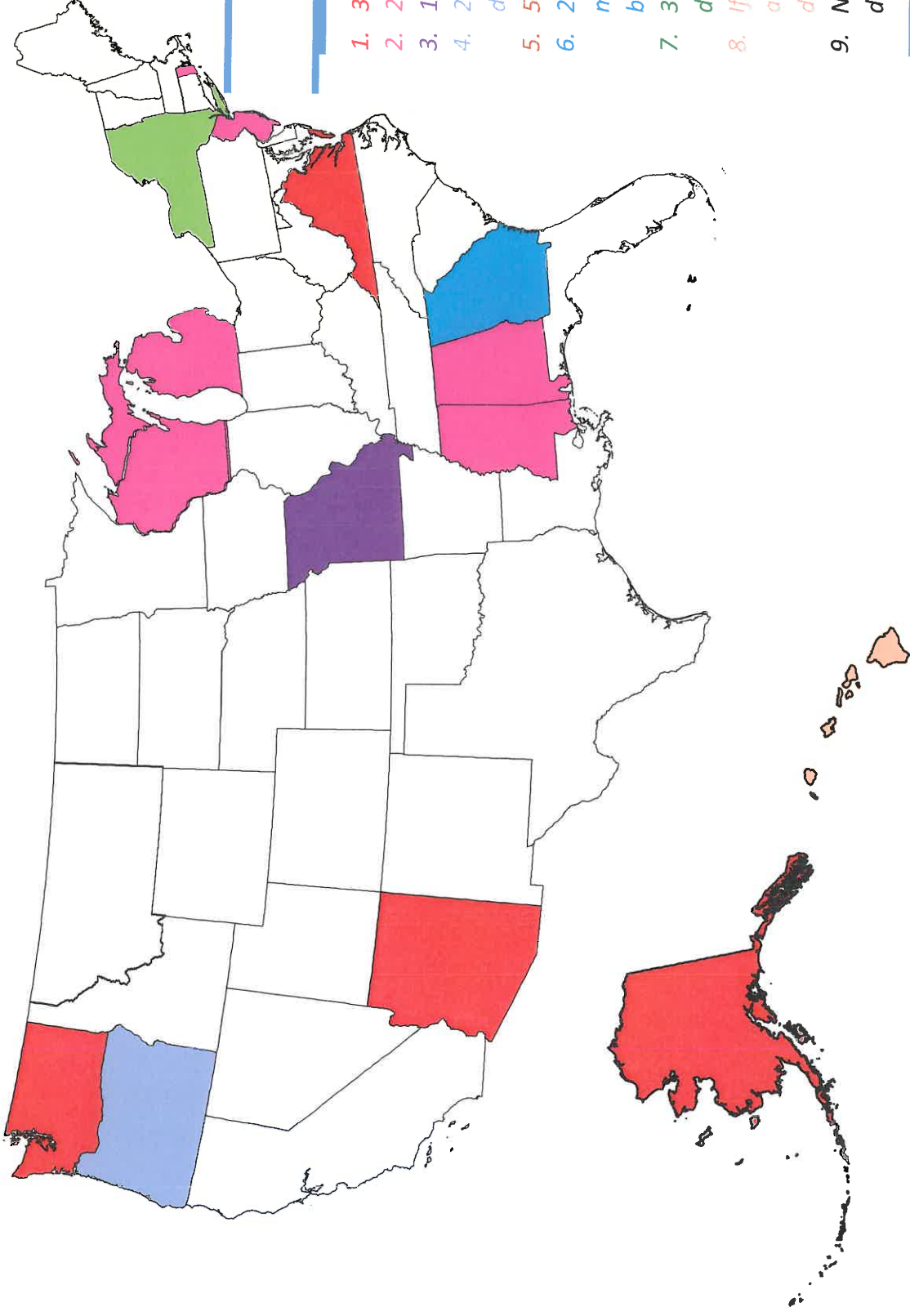
1. Full costs
2. 2% of value of items
3. 5% of value of items
4. No Color – Statute does not address

Map 10



Section 6-9: Reimbursement for Alterations and Remodeling

AADA



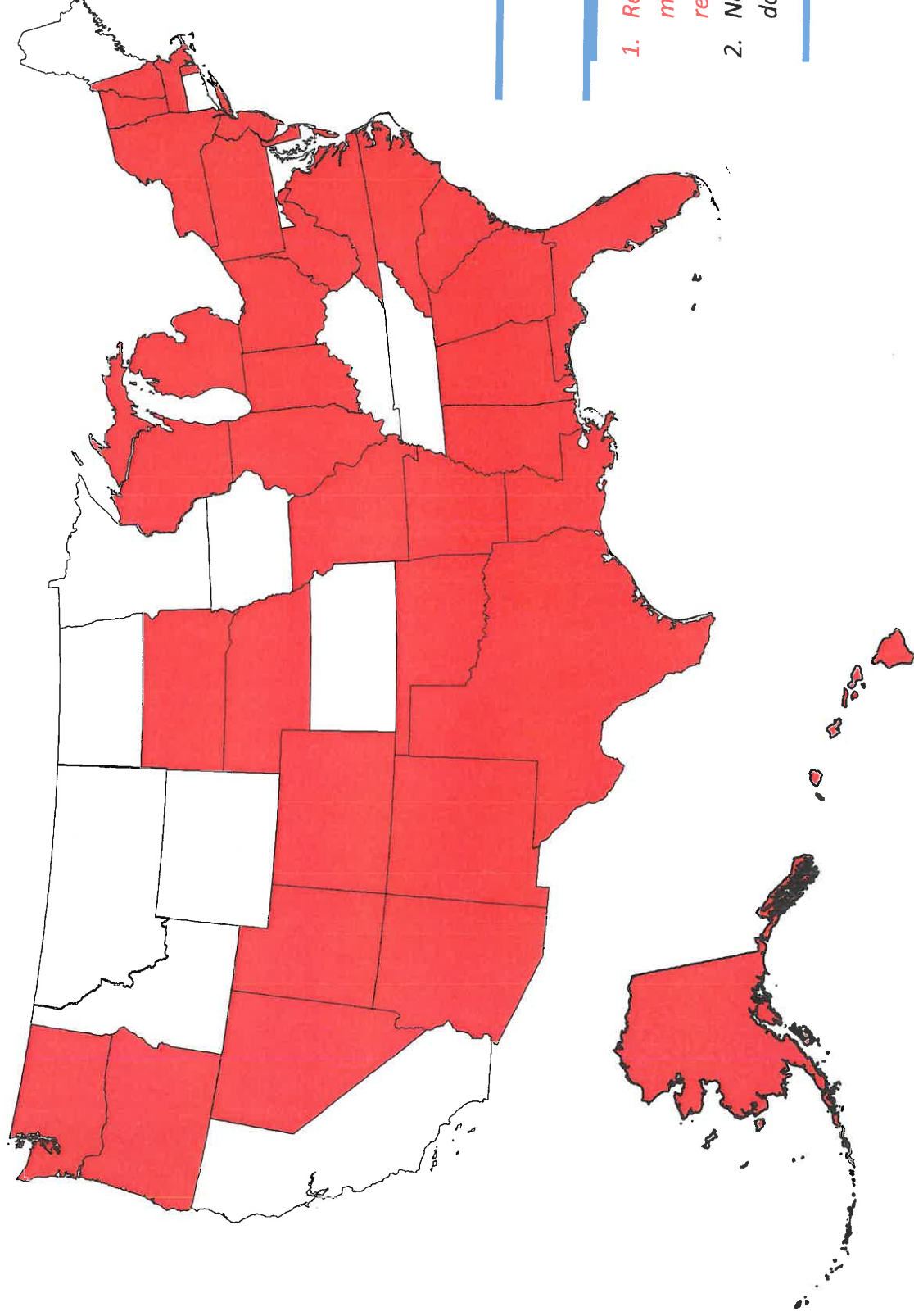
Guide

1. 3 years
2. 2 years
3. 1 year
4. 2 years if line make discontinuation
5. 5 years
6. 2 years if manufacturer bankruptcy
7. 3 years if line make discontinuation
8. If no good cause or a part of line make discontinuation
9. No Color – Statute does not address

Map 11



AADA



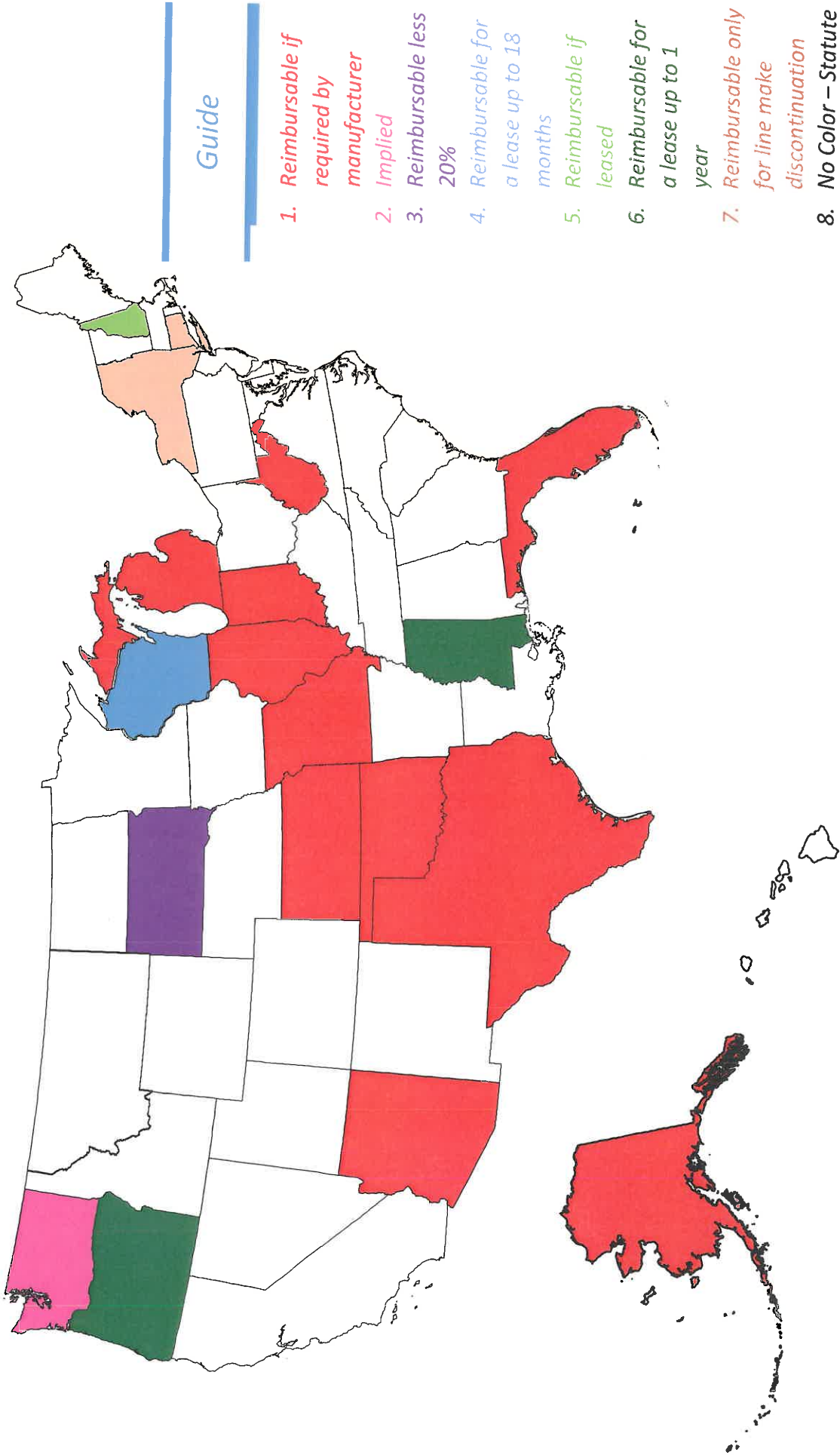
1. *Reimbursement for manufacturer required signage*
2. *No Color – Statute does not address*

Map 12



Sections 6-9: Reimbursement for Computers and Software

AADA

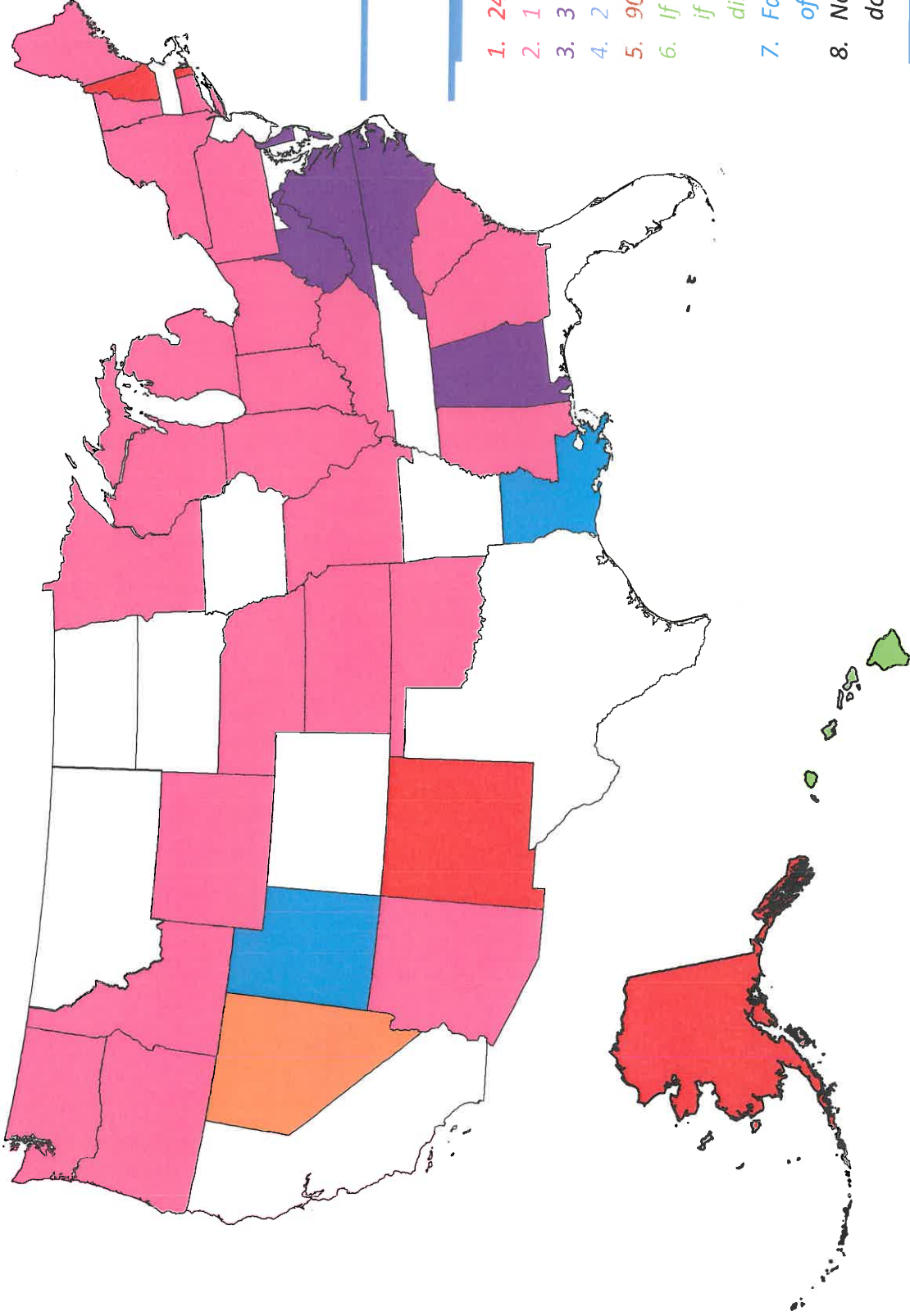


Map 13



Sections 6-9: Reimbursement for real property owned

AADA



Guide

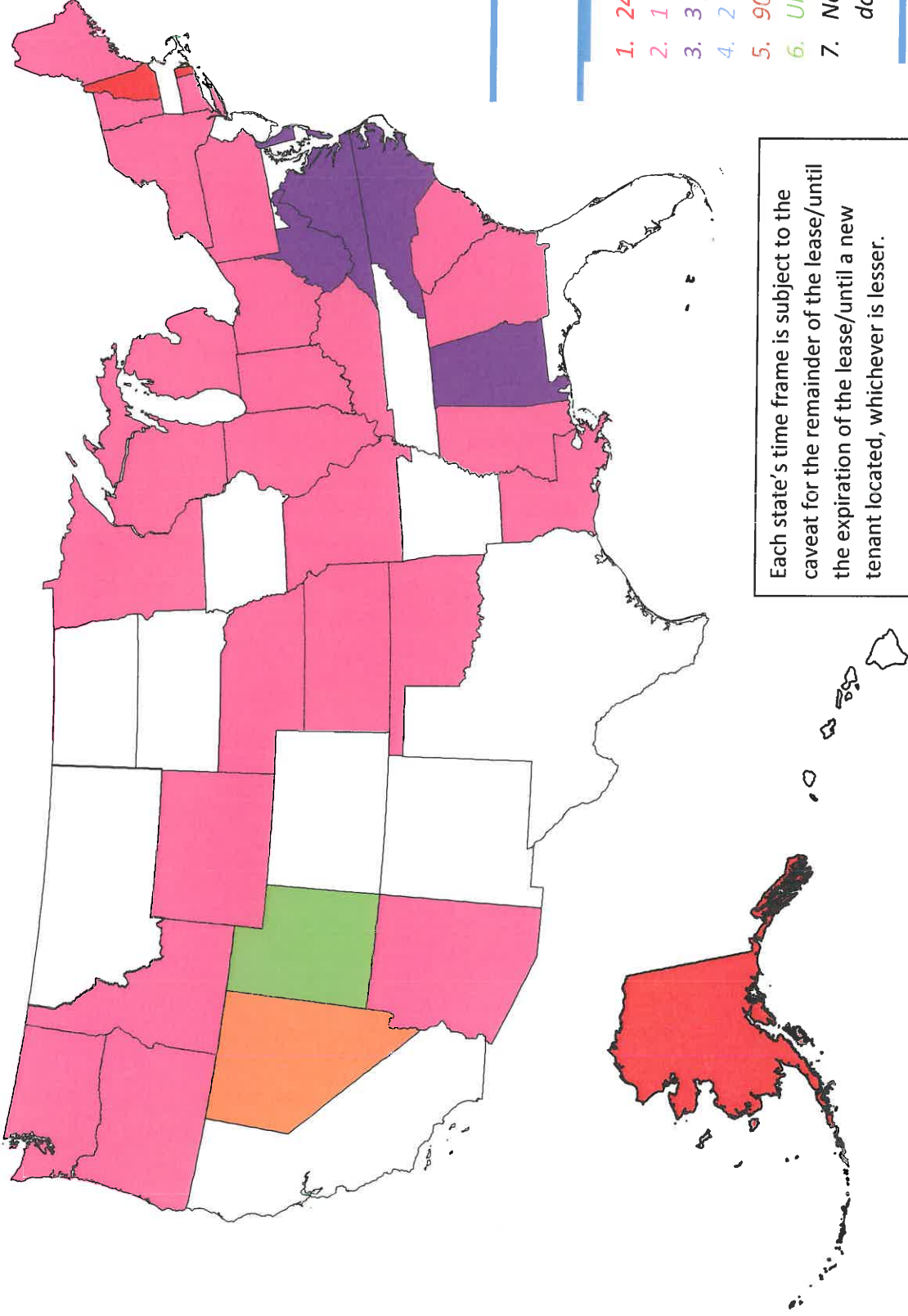
1. 24 months
2. 1 year
3. 3 years
4. 2 years
5. 90 days
6. If no good cause or if line make discontinuation
7. Fair Market Value of the property
8. No Color – Statute does not address

Map 14



Sections 6-9: Reimbursement for leases

AADA



Guide

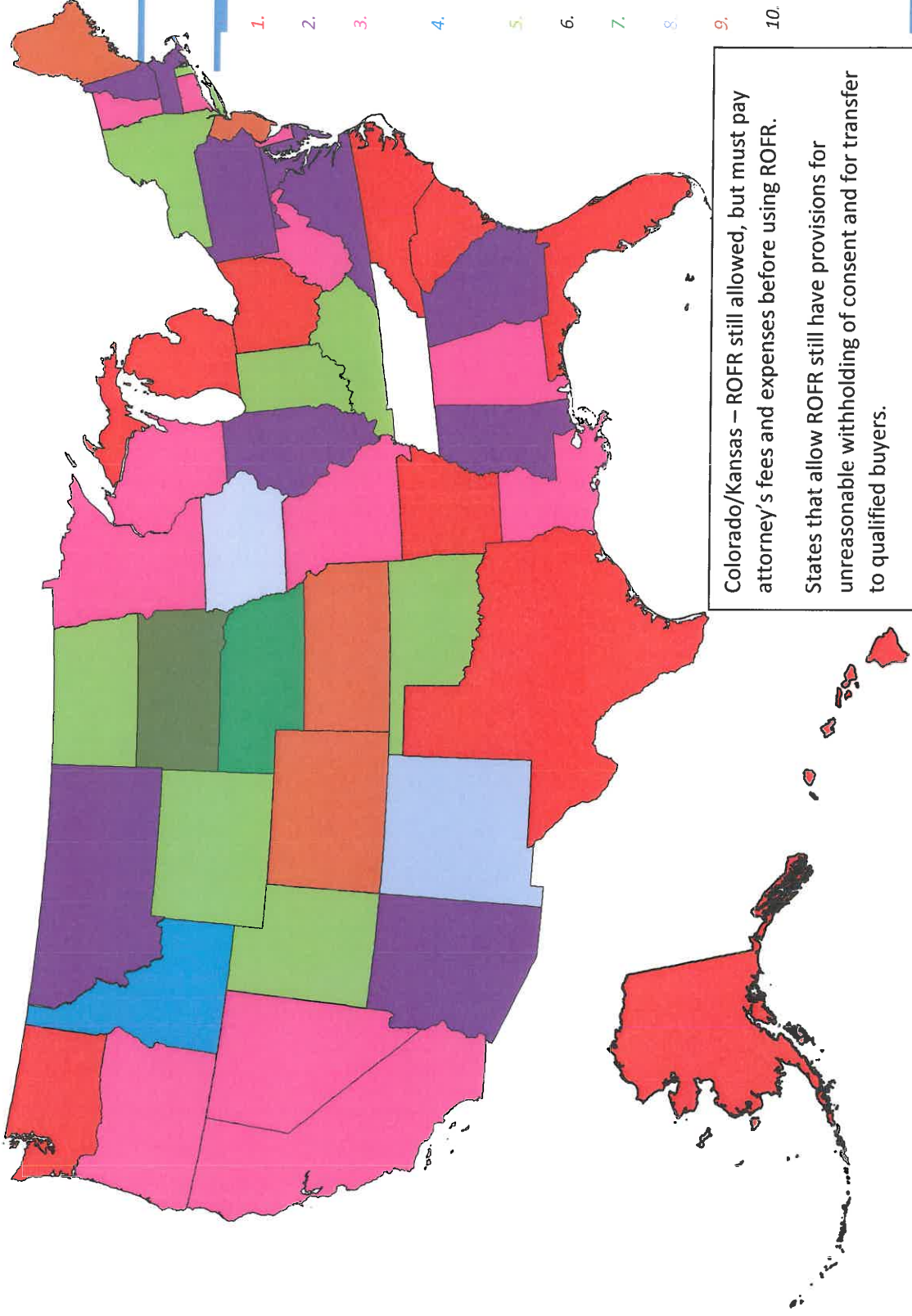
1. 24 months
2. 1 year
3. 3 years
4. 2 years
5. 90 days
6. Until lease expires
7. No Color - Statute does not address

Map 15



Section 10: Sale or Transfer of the Dealership

AADA



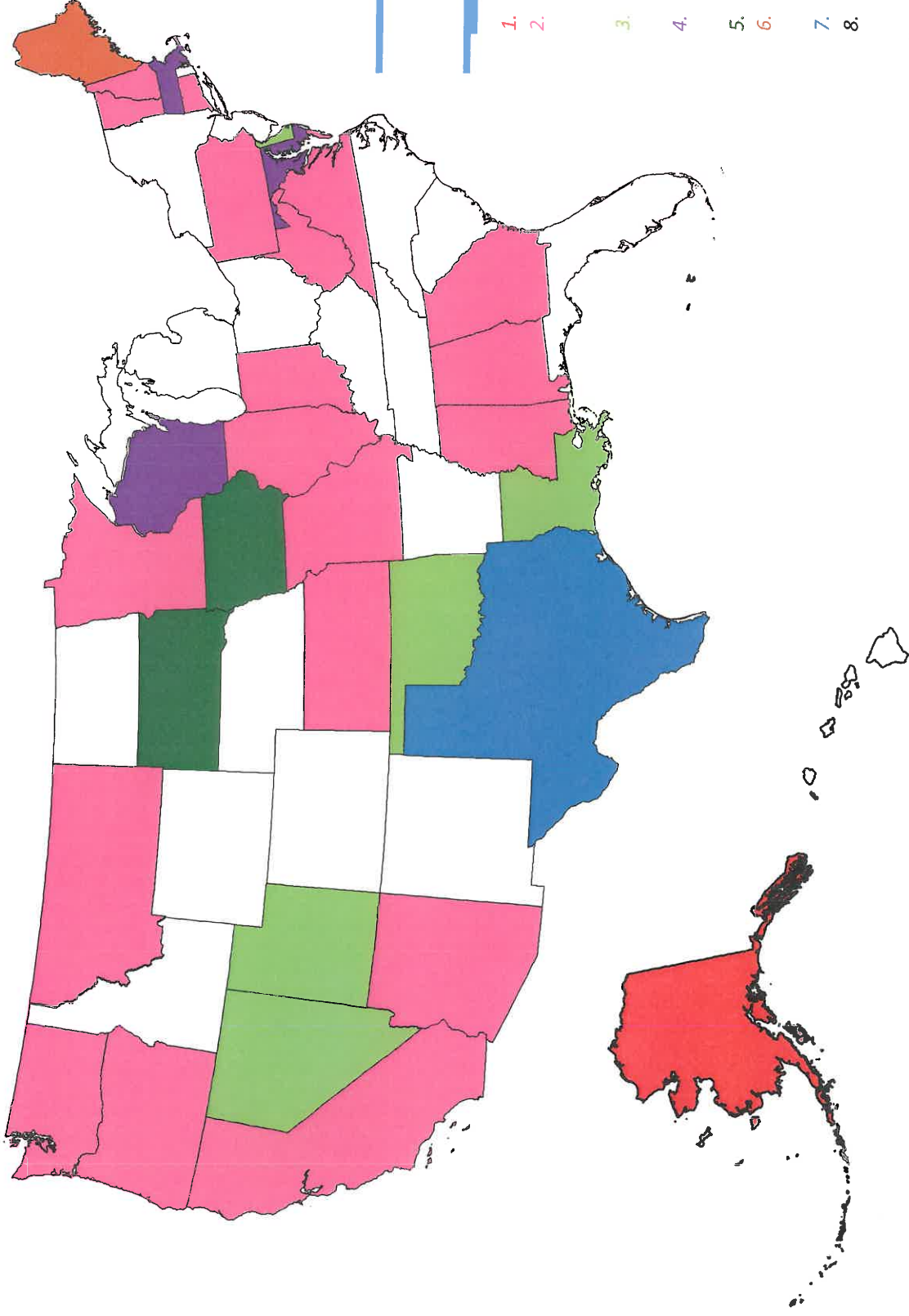
Guide

1. *Substantially similar Qualified Buyer Restriction*
2. *ROFR allowed if not sale to family member*
3. *ROFR allowed if not sale to family member and authorized in contract*
4. *ROFR allowed if in separate contract w/ add'l consideration*
5. *No unreasonable withholding consent*
6. *No unreasonable withholding and No ROFR*
7. *Unless substantially detrimental*
8. *unless no license; No ROFR allowed*
9. *ROFR allowed; no unreasonable withholding*
10. *No Color – Statute does not address*



Section 12: Succession-When Right of First Refusal Not Allowed

AADA



Guide

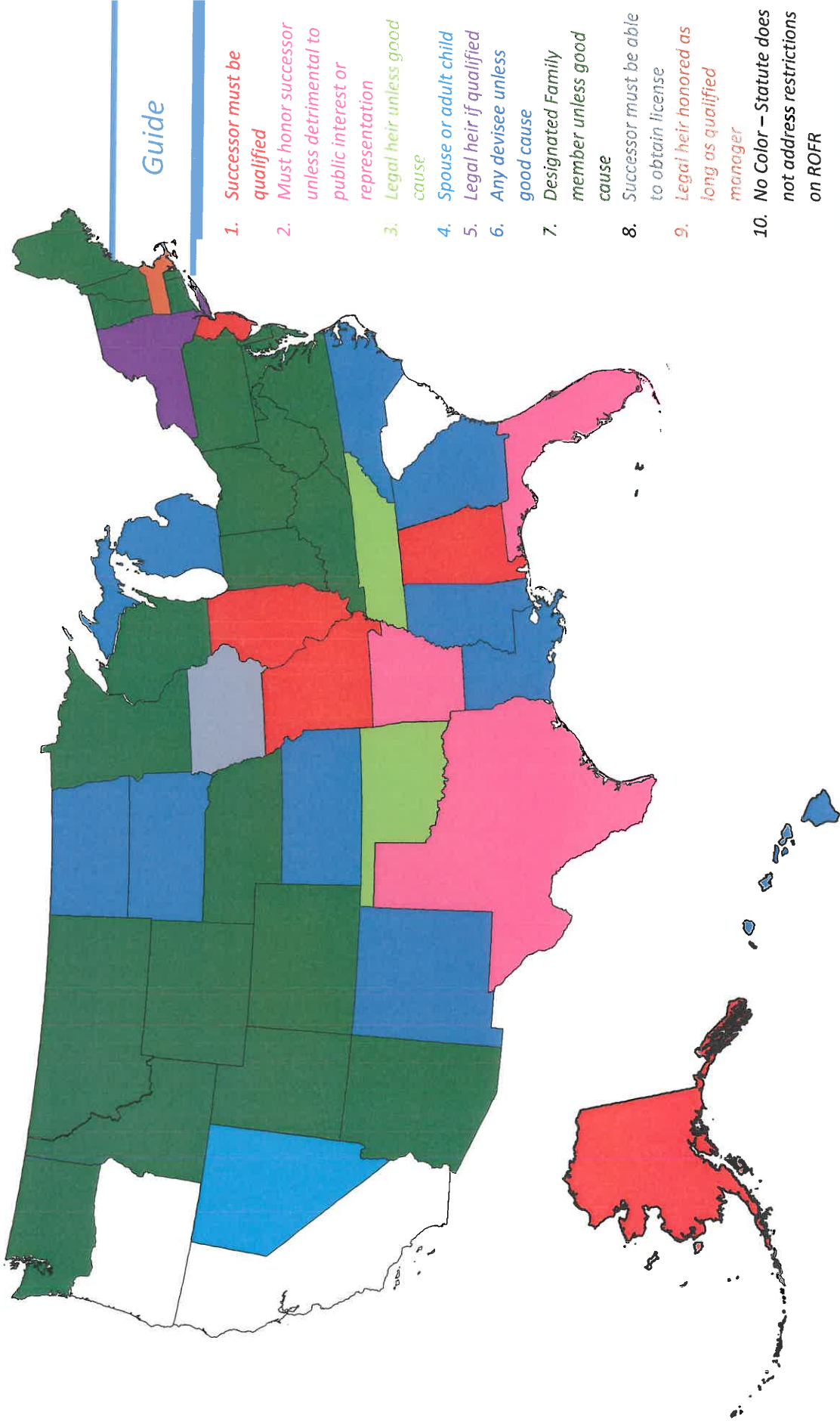
1. First or Second Degree
2. First Degree; Grandchildren, Spouses of those designated
3. General Family Member
4. Immediate Family Member
5. No ROFR
6. ROFR allowed except for succession
7. Must honor succession
8. No Color – Statute does not address

Map 17



Section 12: Succession- to a qualified successor

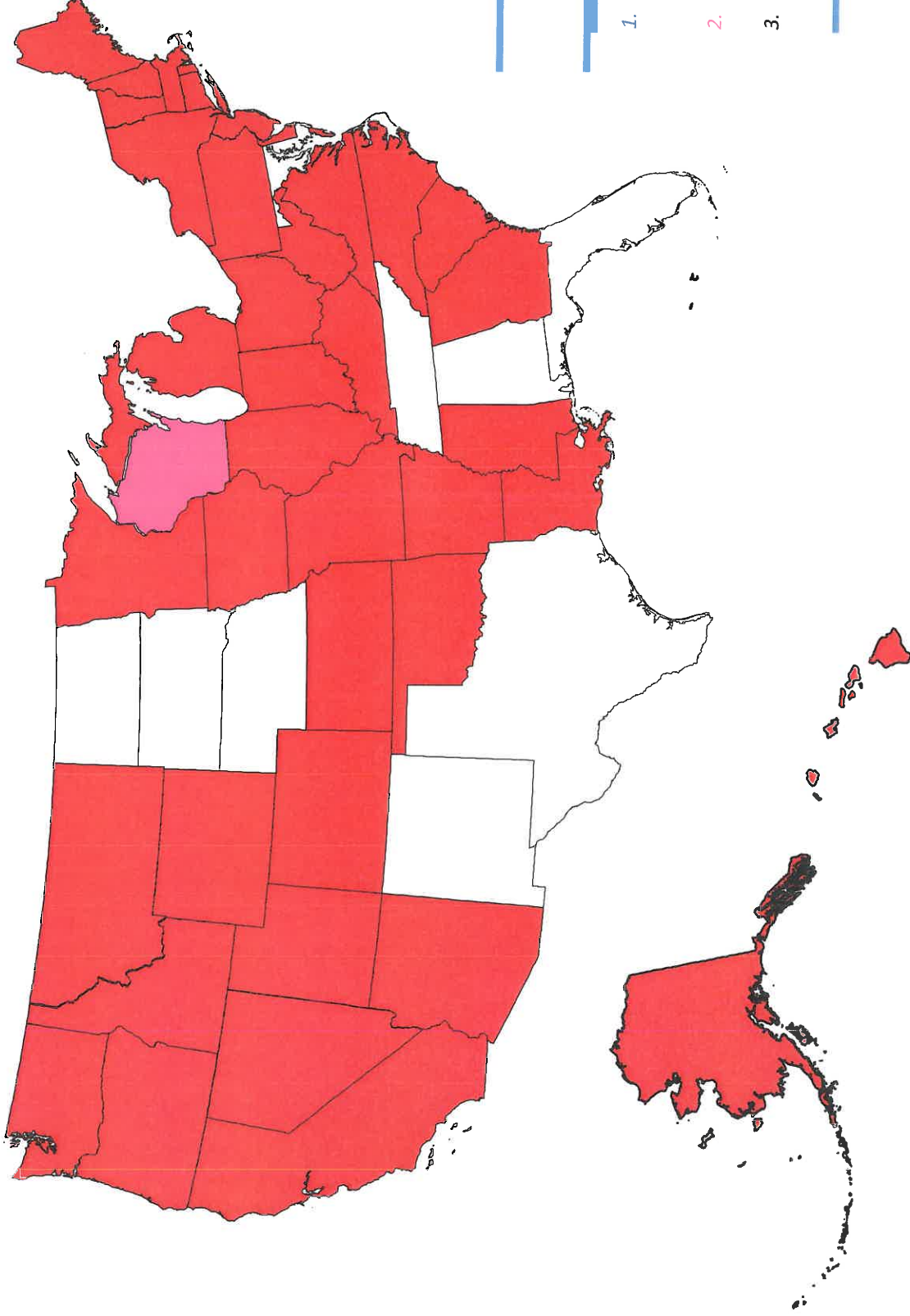
AADA





Section 13: Adding or Relocating Dealerships, Good Cause Required

AADA



Guide

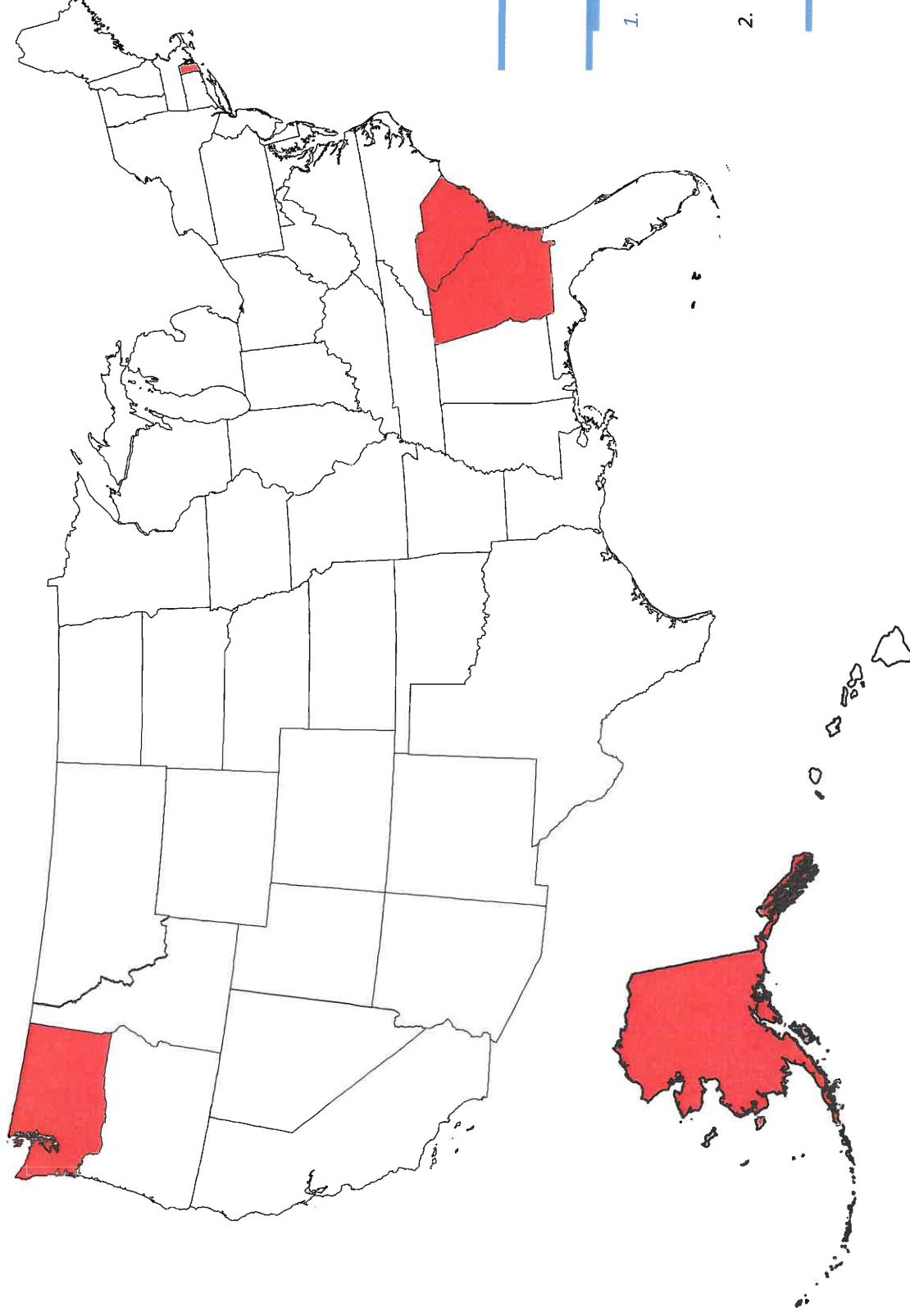
1. *Good Cause Required and factors for consideration listed*
2. *Good Cause Required, no factors listed*
3. *No Color - Statute does not address*

Map 19



Section 13: Adding or Relocating Dealerships, Factor Similar to (c)(10)

AADA



Guide

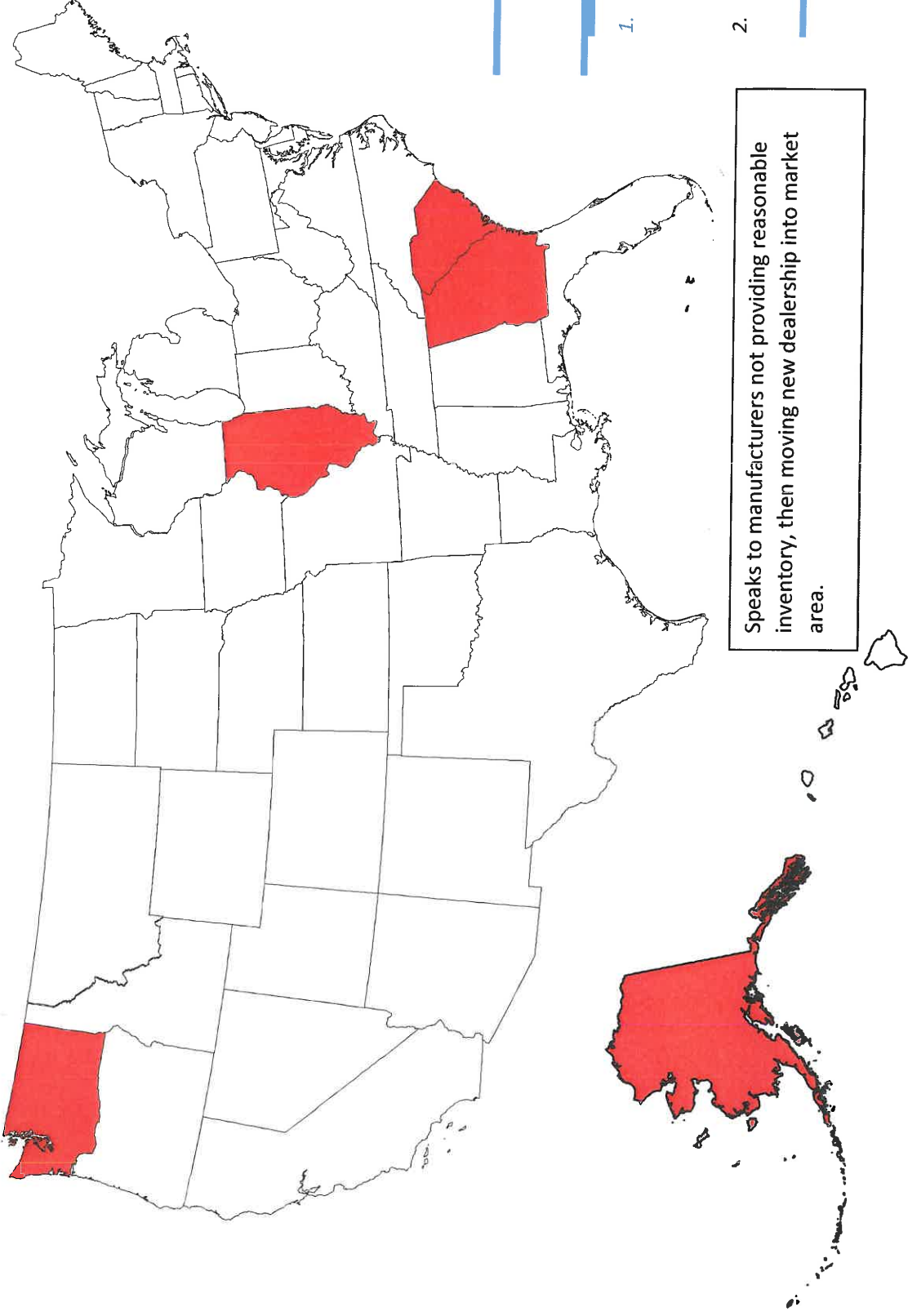
1. Factor substantially similar to (c)(10) considered in good cause
2. No Color – Statute does not address

Map 20



Section 13: Adding or Relocating Dealerships, Factor similar to (C)(11)

AADA



Guide

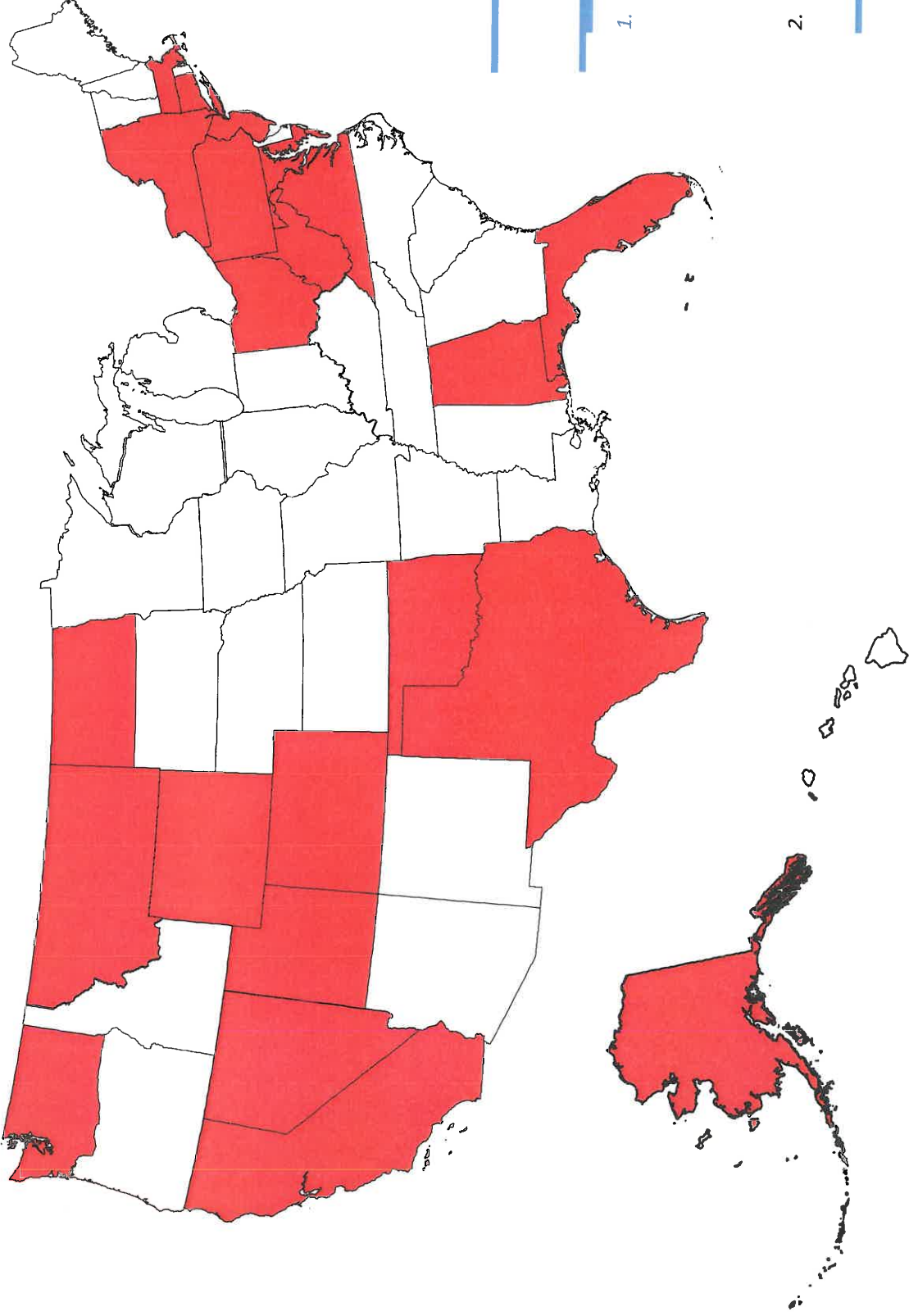
1. Factor substantially similar to (c)(11) considered in good cause
2. No Color – Statute does not address

Map 21



Section 14: Stay of termination pending review

AADA



Guide

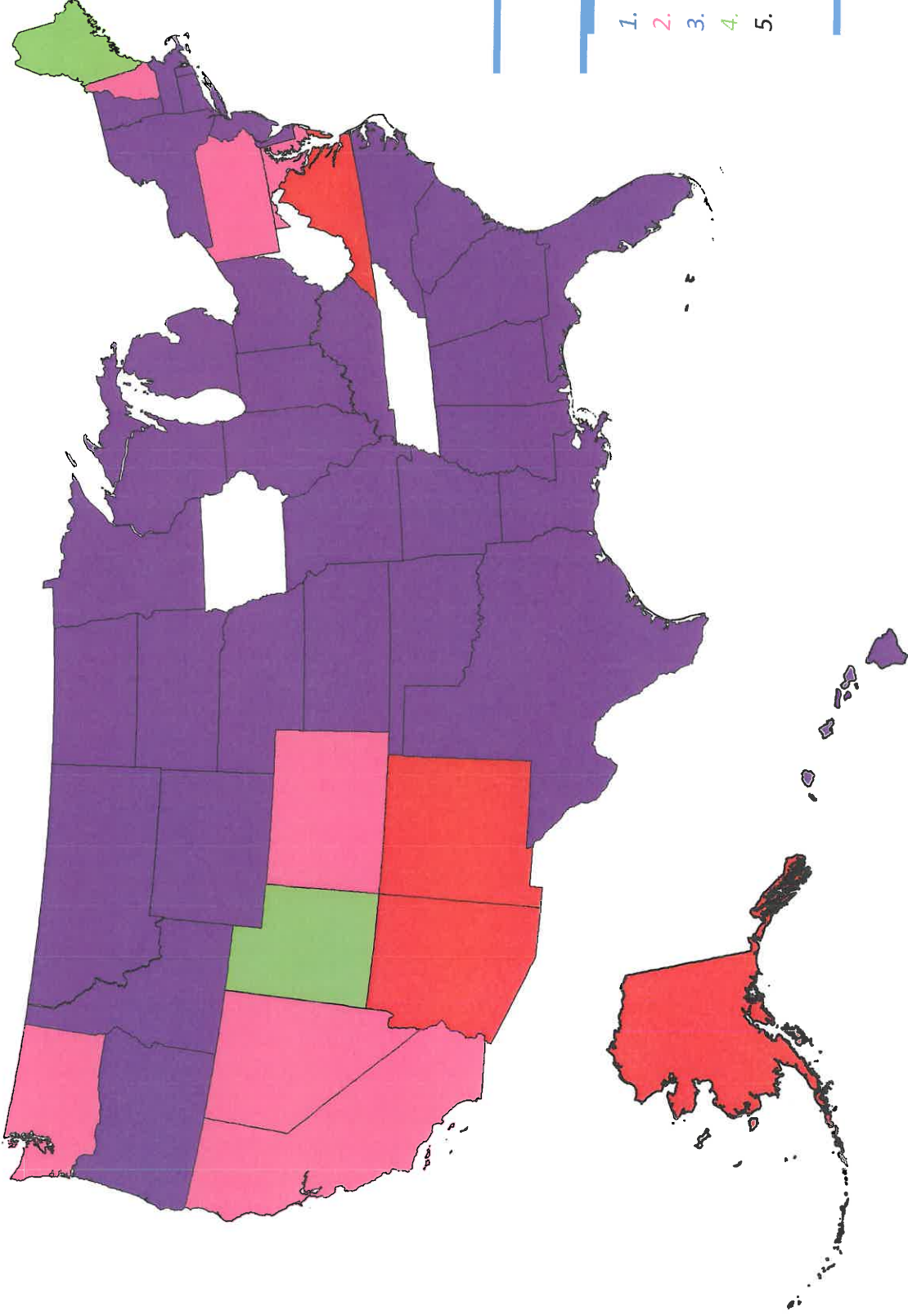
1. Statute provides for a stay pending review (includes requirements to perform under agreement pending review)
2. No Color – Statute does not address

Map 22



Section 15: Timeline for Warranty Audits

AADA



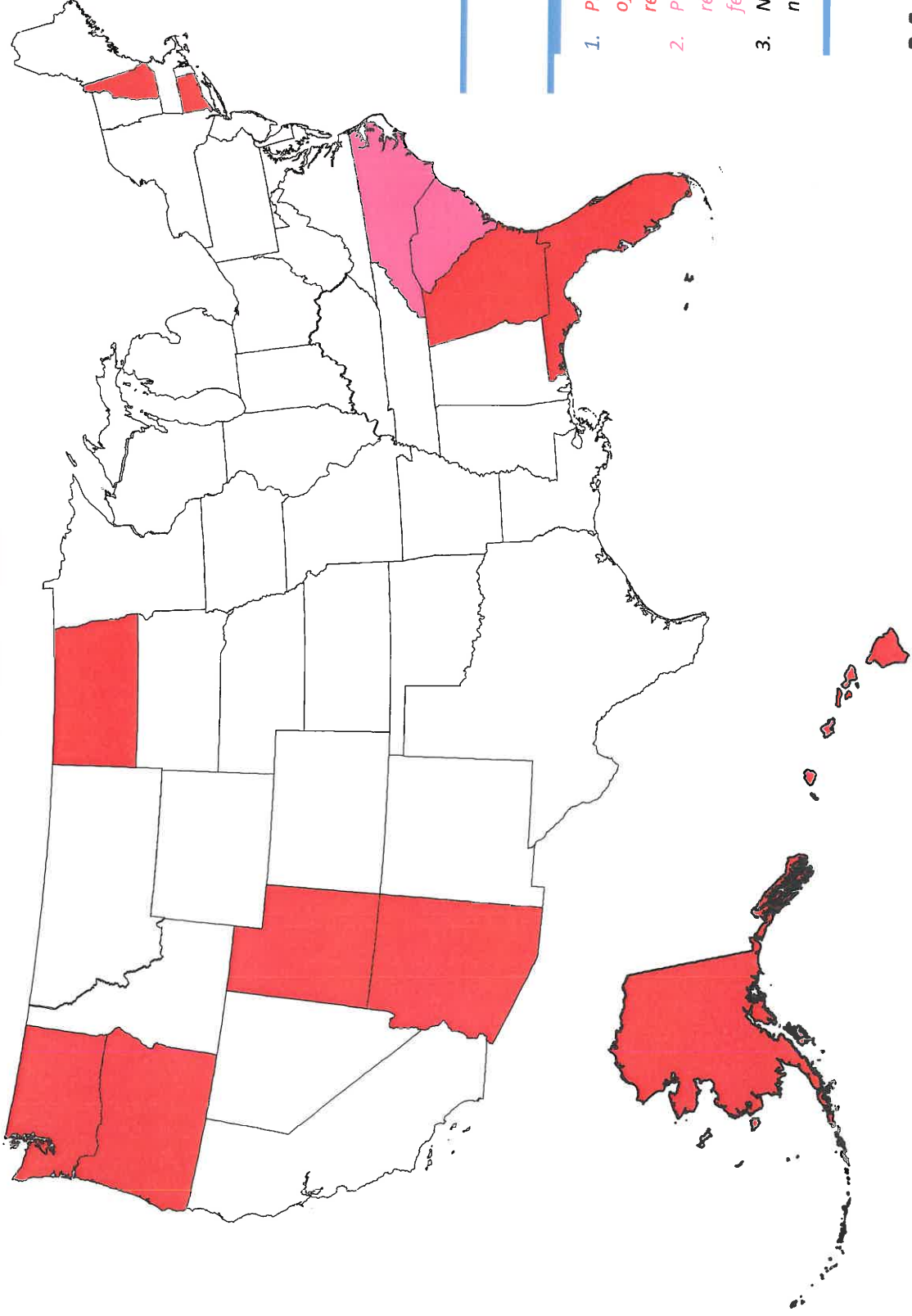
Guide

1. 6 months
2. 9 months
3. 1 year
4. Reasonable basis
5. No Color - Statute does not address



Section 15: Prohibiting Recoupment of Costs for Compliance with Warranty Reimbursement

AADA



Guide

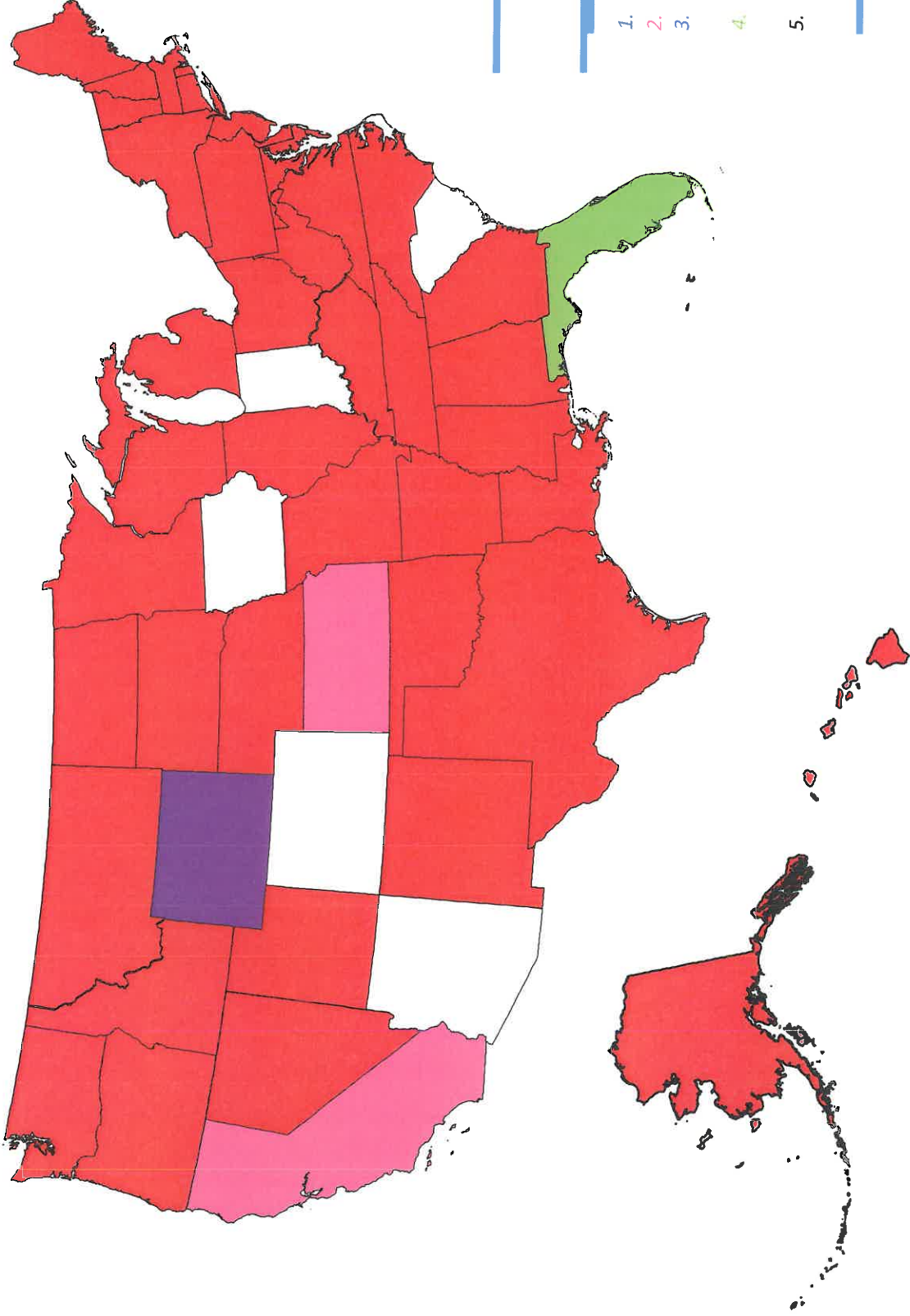
1. Prohibits recoupment of compliance with requirements
2. Prohibits charging of restocking or handling fees
3. No Color – Statute does not address

Map 24



Section 15: Warranty Reimbursement at Retail Rates

AADA



Guide

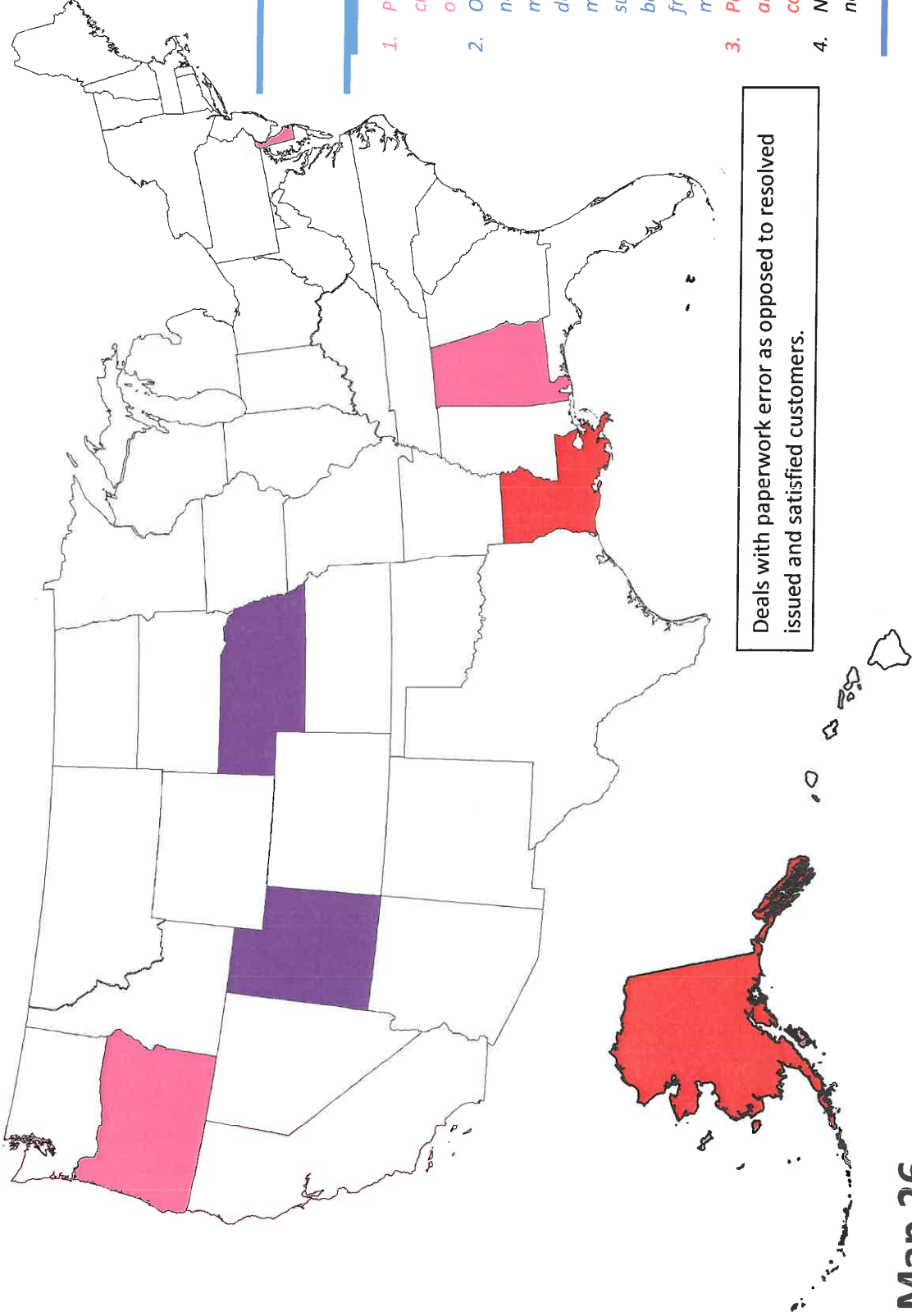
1. Requires retail rates
2. Considers retail rates
3. Not exceed retail; parts at dealer cost plus 30%
4. Retail rates, but parties can agree otherwise
5. No Color - Statute does not address

Map 25



Section 15: Prohibiting Chargebacks or Denial for Noncompliance

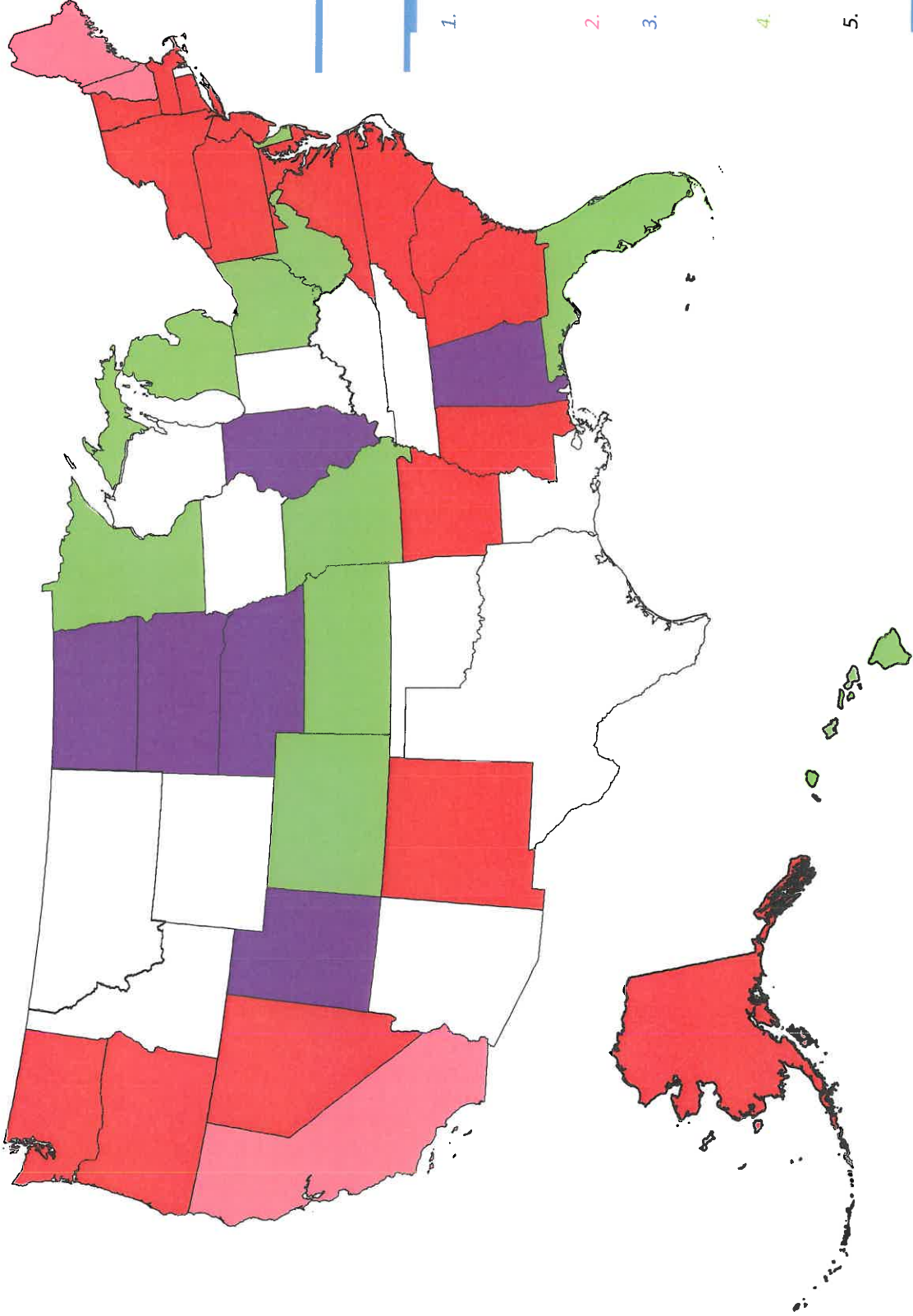
AADA





Section 16: (1-3) Different Prices

AADA



Guide

1. No different prices for vehicles, parts, accessories OR use programs to make prices lower
2. No different prices for vehicles and parts
3. No different prices for vehicles and no use of incentive programs to do so
4. No use of incentive programs to create different prices
5. No Color – Statute does not address

Map 27



AADA



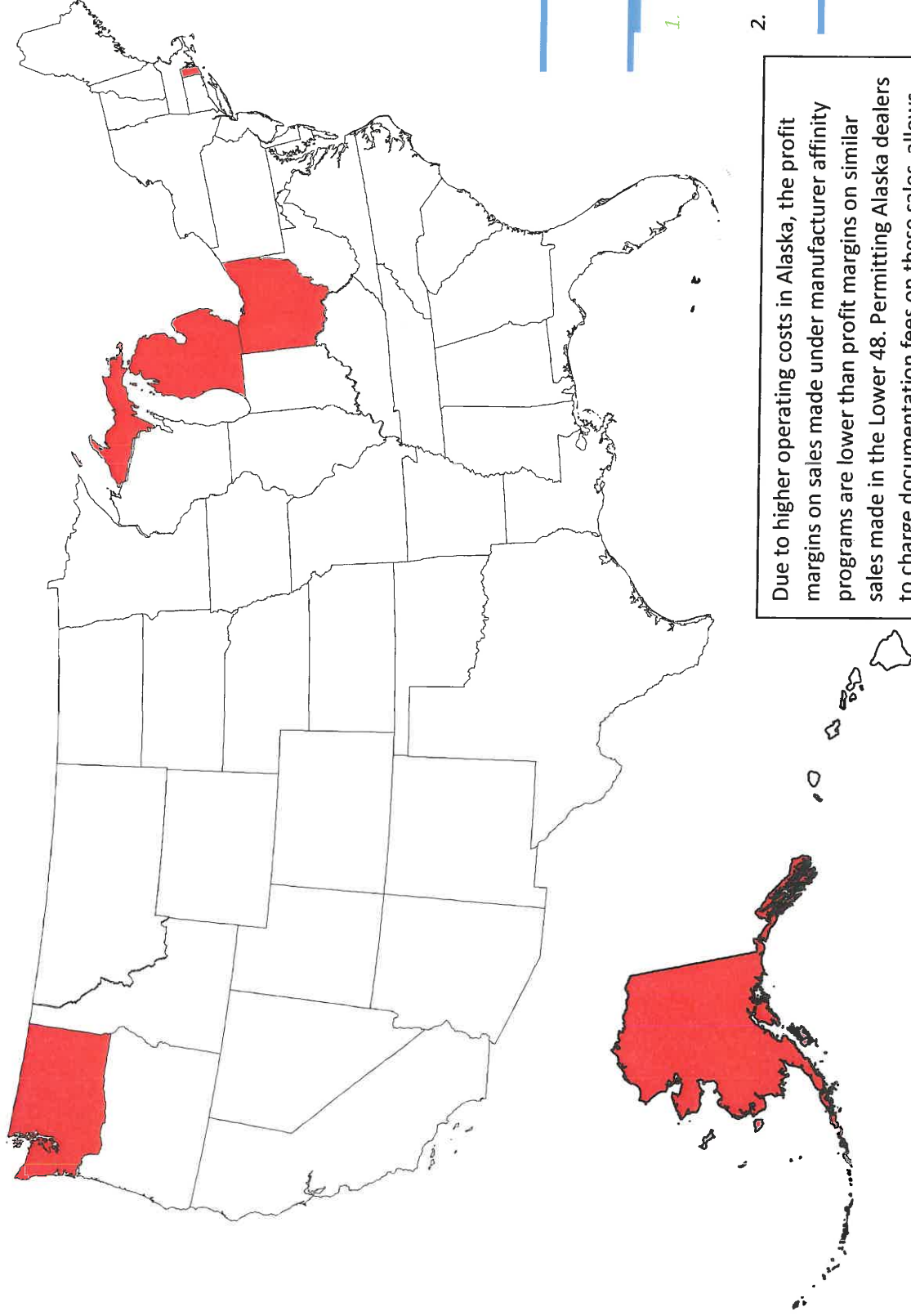
1. *No unreasonable allocation and must provide allocation information*
2. *Must provide basis for allocation*
3. *No unreasonable allocation*
4. *May not enter into agreement to decrease allocation*
5. *No Color – Statute does not address*

Map 28



Section 16: (5) Documentation Fee

AADA



Due to higher operating costs in Alaska, the profit margins on sales made under manufacturer affinity programs are lower than profit margins on similar sales made in the Lower 48. Permitting Alaska dealers to charge documentation fees on these sales allows Alaska dealers to make up some of this difference.

Guide

1. Prohibit disallowing recovery of documentation fee
2. No Color – Statute does not address

Map 29

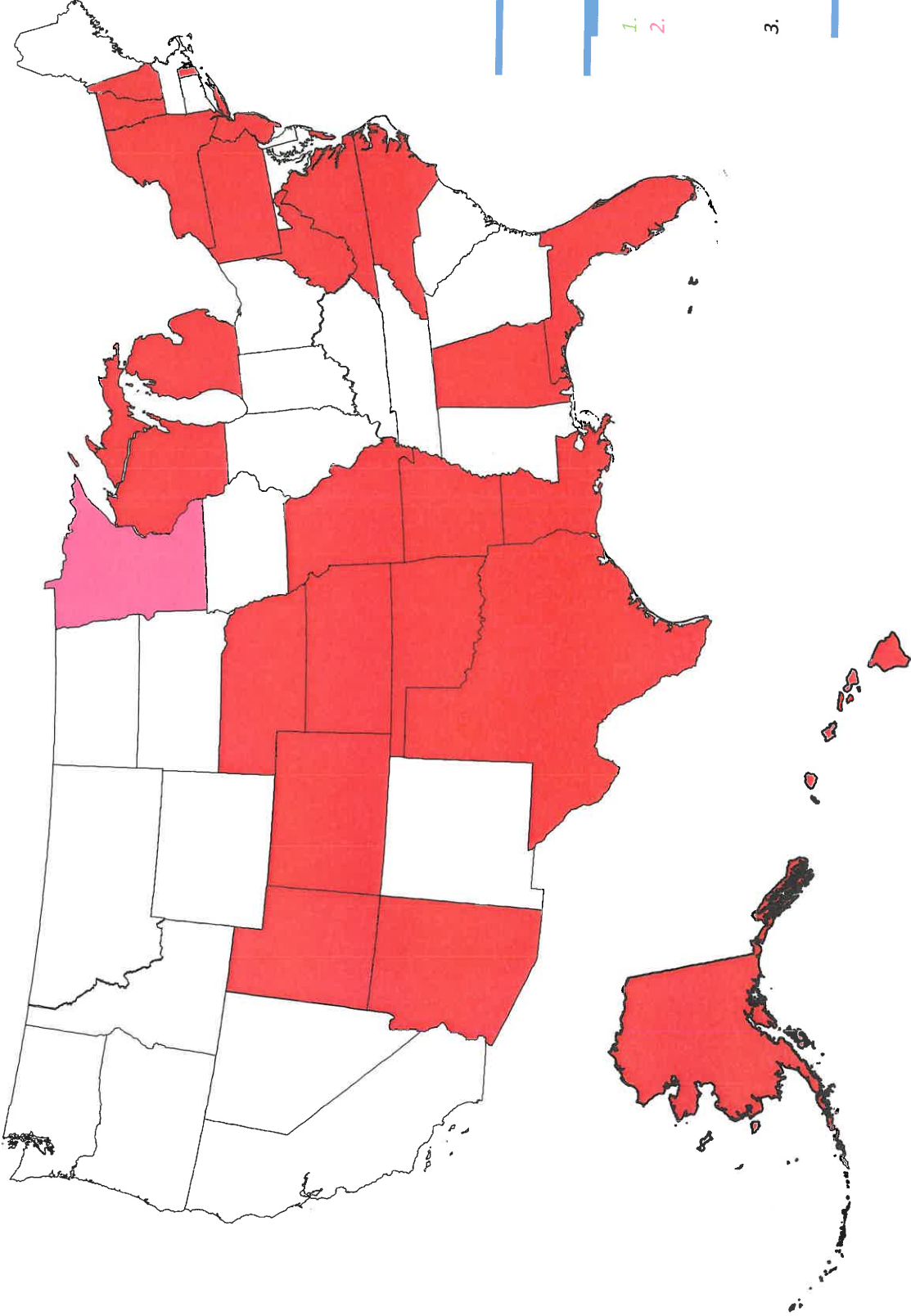


1. *Substantially similar*
2. *No Color – Statute does not address*



Section 16: (9) Must make all models available to dealers

AADA



Guide

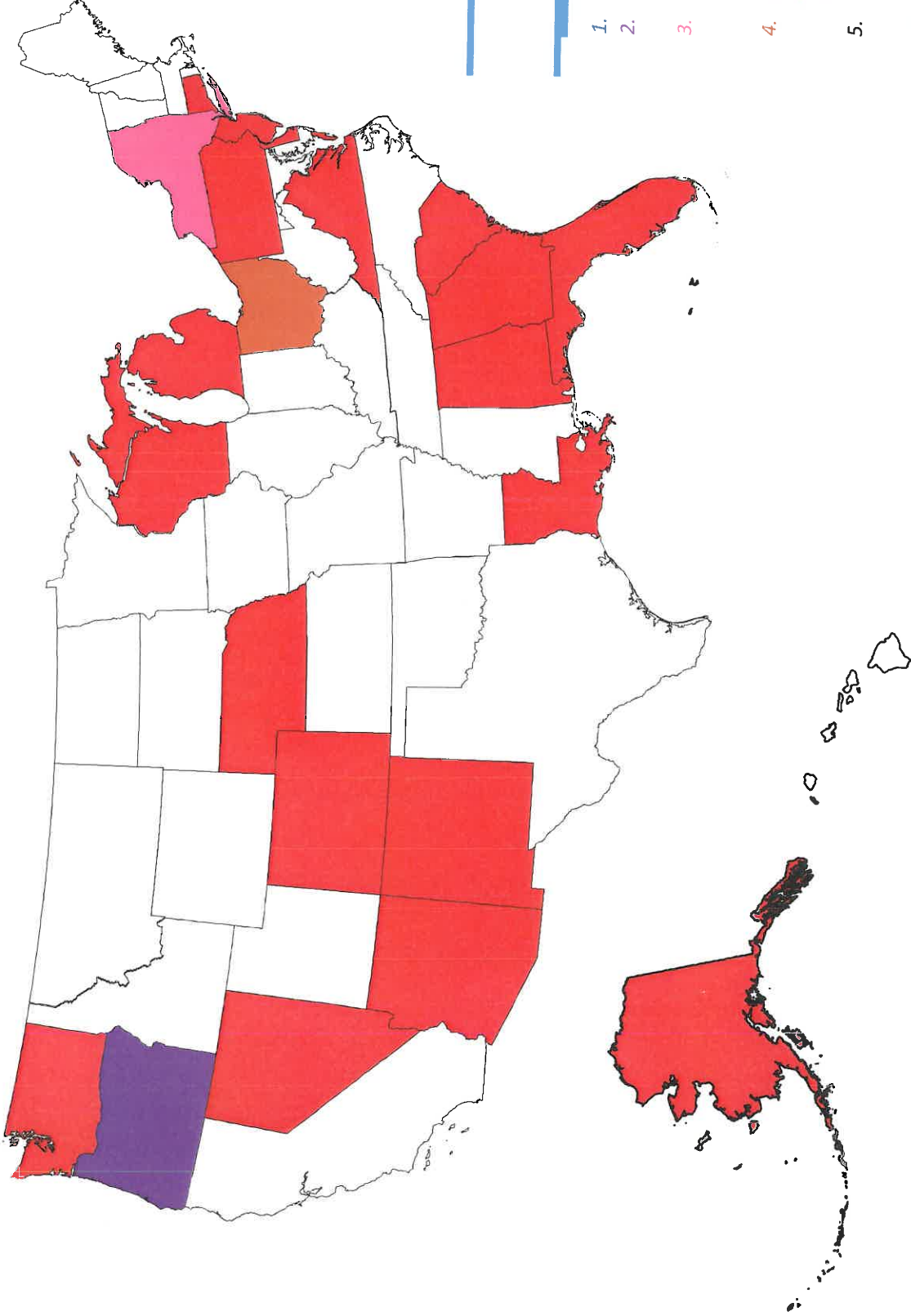
1. Substantially Similar
2. May not have any prerequisites to receiving a model (other than technology)
3. No Color – Statute does not address

Map 31



Section 16: (11) Manufacturer may not operate service facility

AADA



Guide

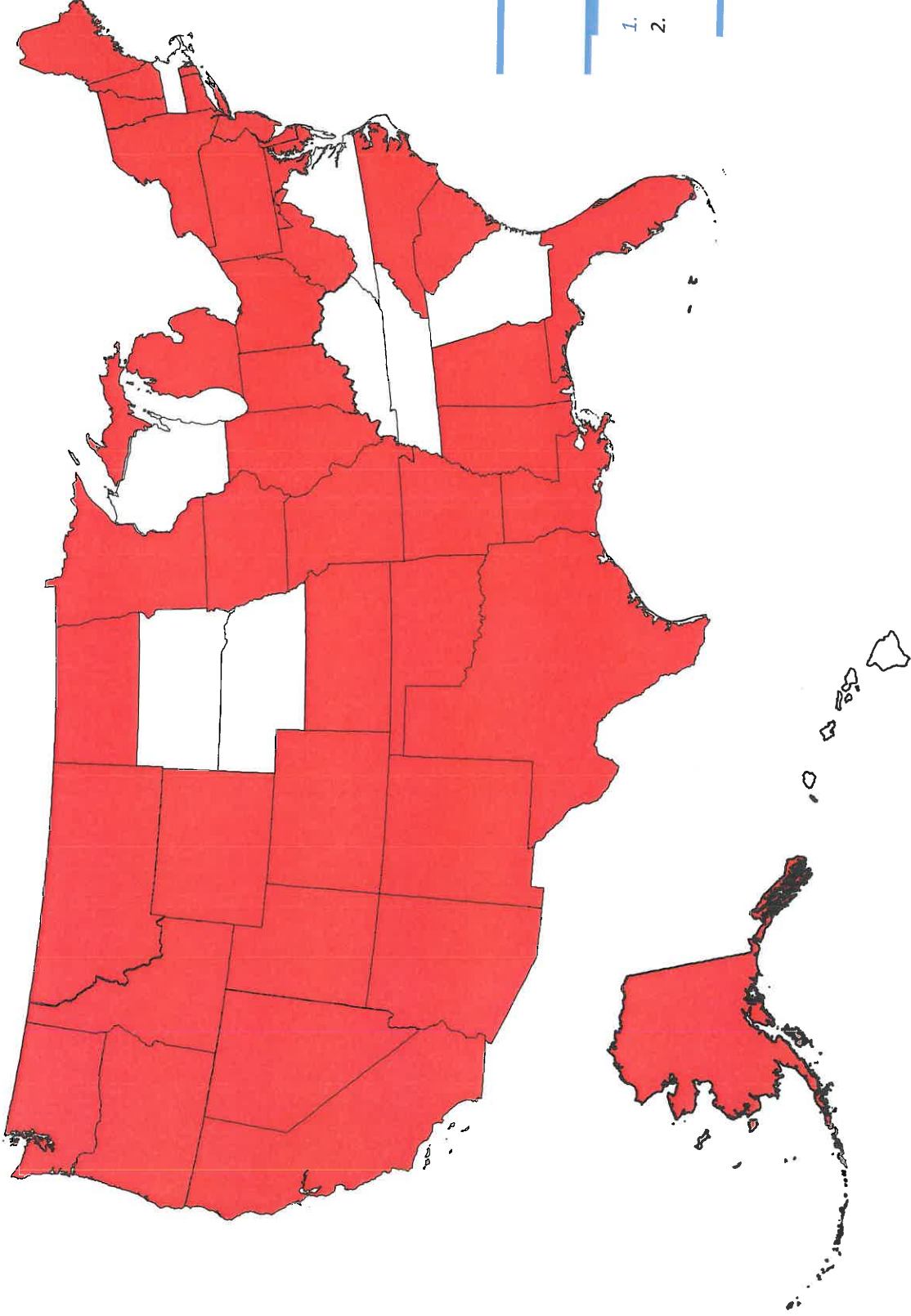
1. Substantially similar
2. In the relevant market area
3. Cannot have someone perform repair work who is not franchised
4. Cannot compete with a service facility owned by a franchisee
5. No Color – Statute does not address

Map 32



Section 16: (14) Manufacturer cannot prohibit other line make

AADA



Guide

1. *Substantially similar*
2. No Color – Statute does not address



A map of the United States where each state is colored according to a specific category. The colors used include various shades of pink, red, blue, green, orange, and grey. For example, states like California, Texas, and Florida are colored red, while others like New York and Illinois are pink. Some states like Montana and Wyoming are grey. The map shows the contiguous United States and Alaska, with Hawaii shown as a separate group of islands to the right.

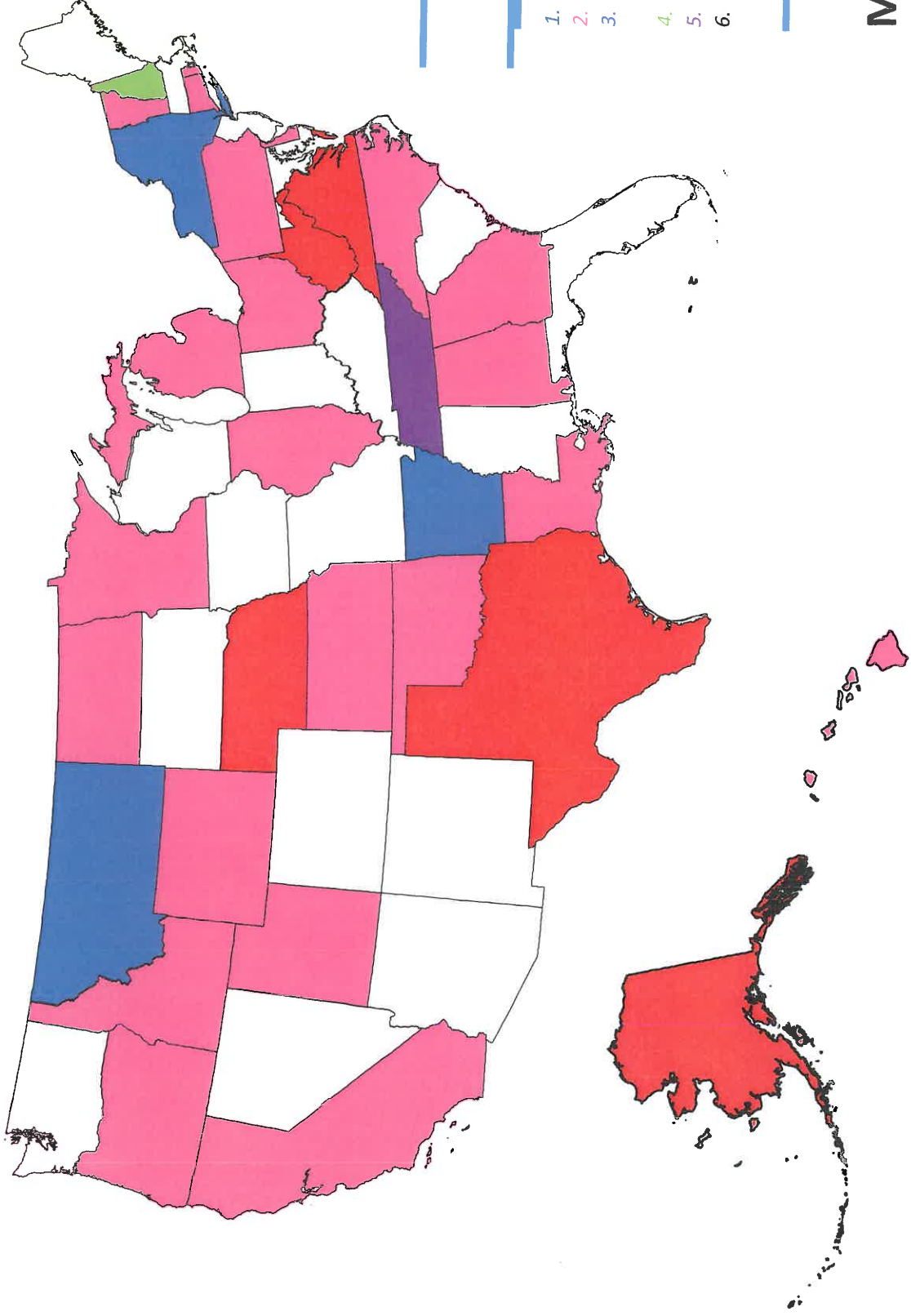
Guide

1. Reasonable or required of all similarly situated
2. Reasonable
3. Justified
4. Reasonable and Justified
5. Reasonable or technological
6. Reasonable or Health & Safety
7. Reasonable and justified or technological
8. Health and Safety or Technological
9. Can't offer incentive
10. program to remodel
Can't condition other performance on remodel or alterations
11. Guarantee sufficient vehicles and justified by market conditions
12. Can't require substantial alterations
13. Substantial financial hardship
14. No Color – Statute does not address



Section 16: (17) Manufacturer may not require joining/funding advertising association

AADA



Guide

1. Advertising association
2. Advertising campaign
3. Advertising program or fund
4. Cost of advertising
5. Advertising plan
6. No Color – Statute does not address

Map 35

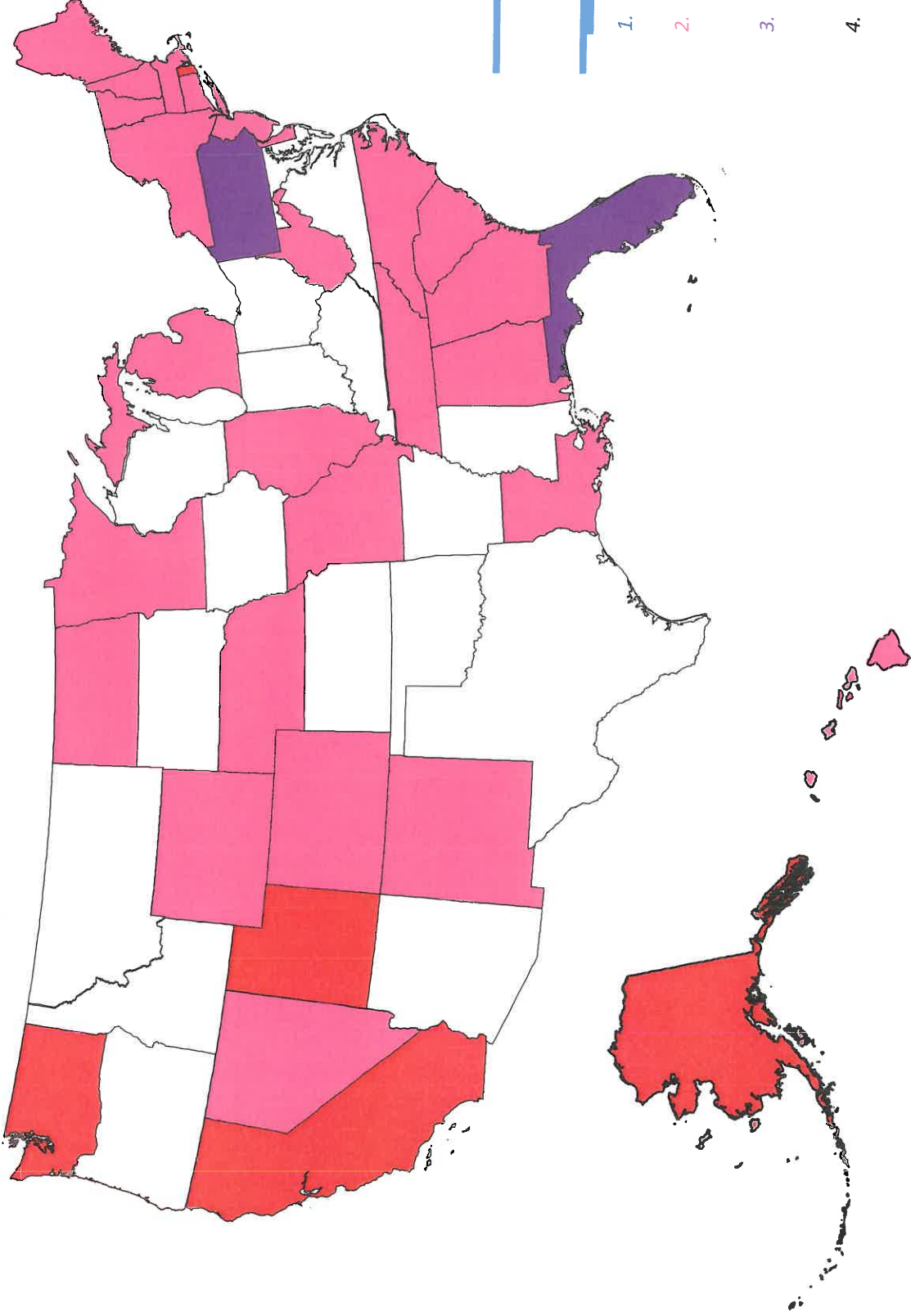


1. *Substantially similar*
2. *No Color – Statute does not address*



Section 16: (20) Manufacturer may not require waiver of protest rights

AADA



Guide

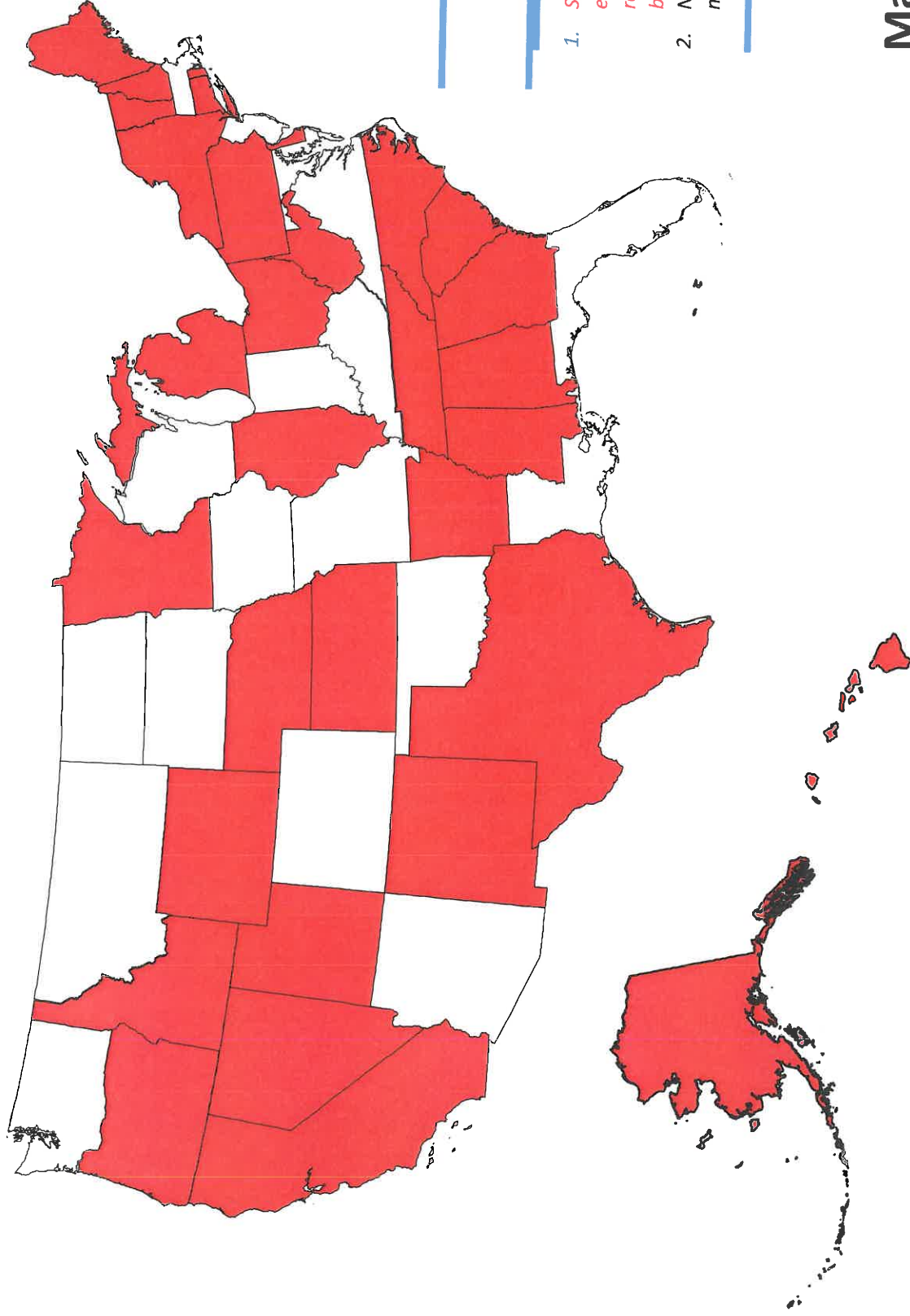
1. Require waiver of protest rights
2. Require waiver of liability, release, or other legal rights
3. Require waiver of protest and/or waiver of liability.
4. No Color – Statute does not address

Map 37



Section 16: (21) Manufacturer may not require or prevent changes in capital structure

AADA



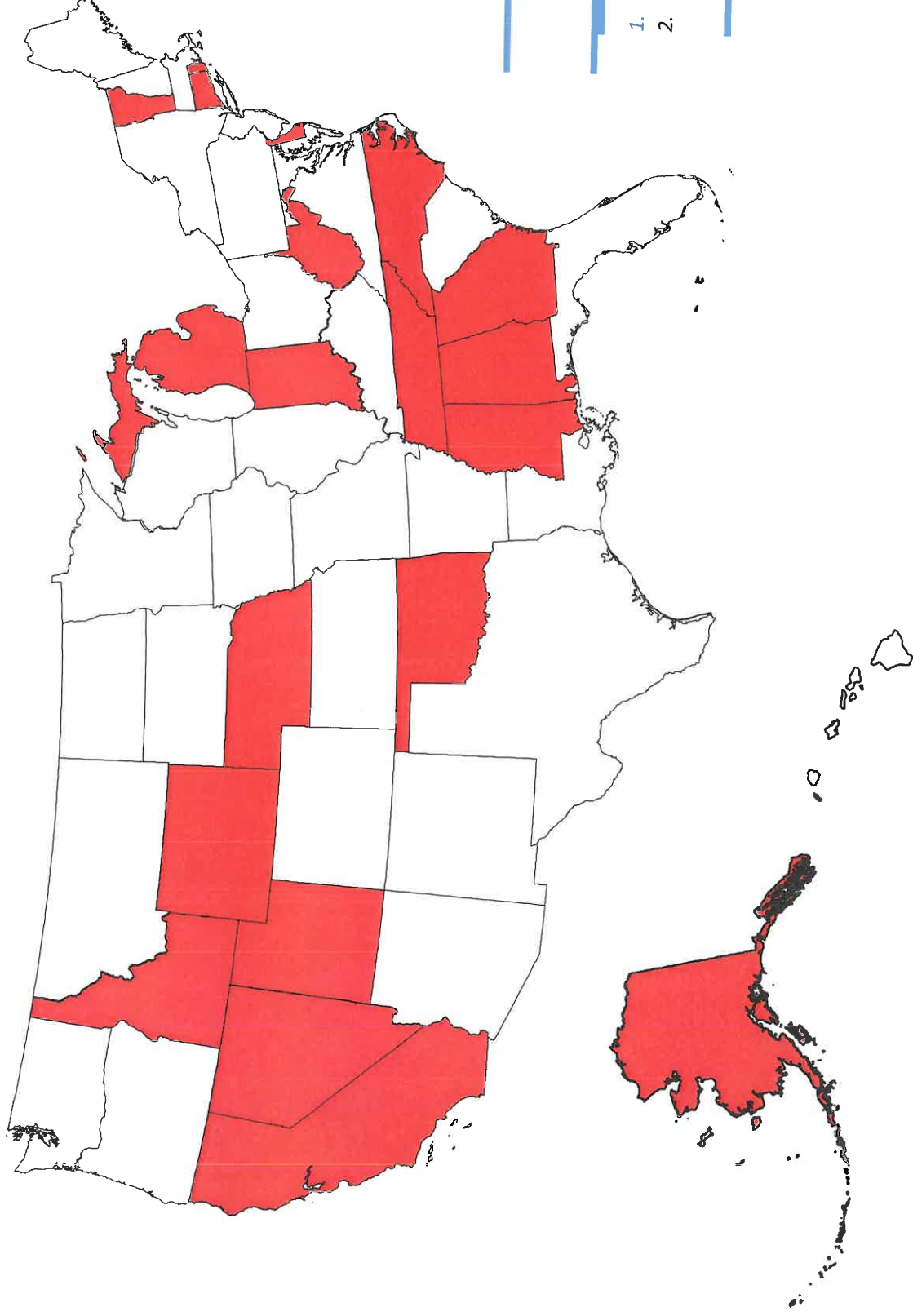
Guide

1. Substantially similar – either prevent changes, require changes, or both
2. No Color – Statute does not address



Section 16: (22) Manufacturer may not raise price after order received

AADA



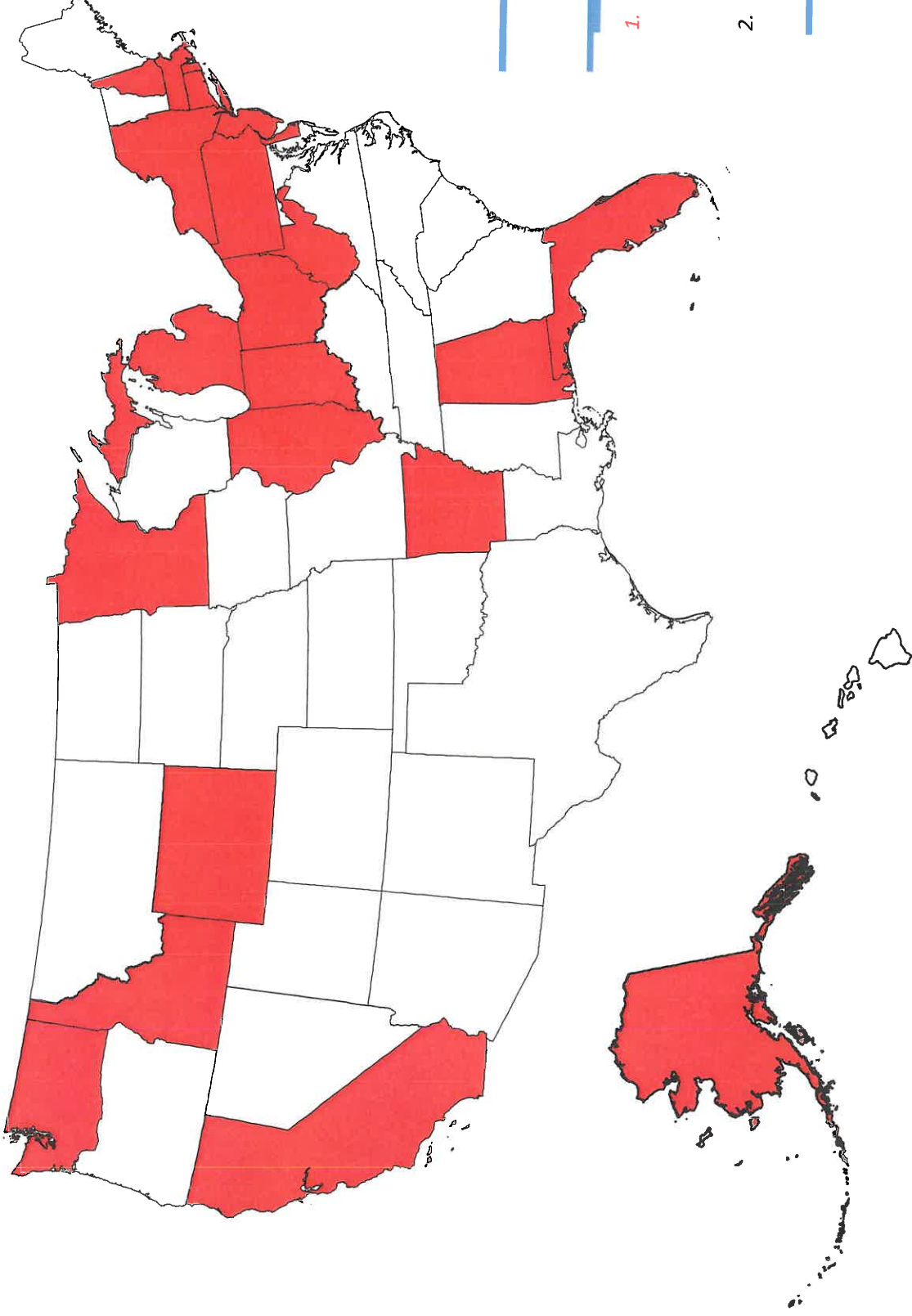
Guide

1. *Substantially similar*
2. No Color – Statute does not address



Section 16: (24) Prohibit refusal to indemnify

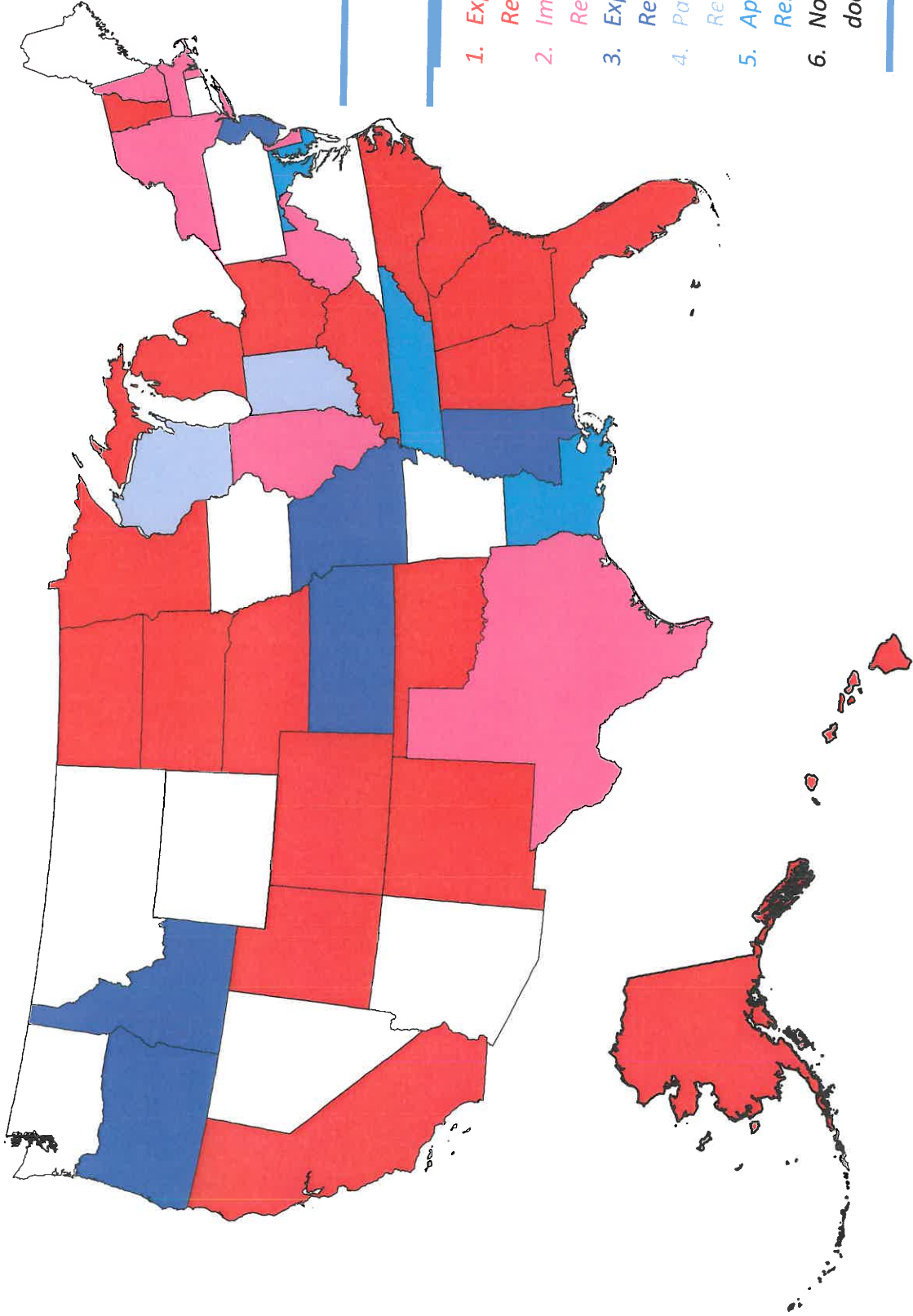
AADA



Guide

1. Includes some kind of prohibition of or requirement to indemnify
2. No Color – Statute does not address

Map 40



Guide

1. **Explicit Retroactivity**
2. **Implied Retroactivity**
3. **Explicit No Retroactivity**
4. **Partial No Retroactivity**
5. **Applies with License Renewal**
6. **No Color – Statute does not address**