

**I STRONGLY SUPPORT THE PROPOSED CHANGES TO THE
ALASKA DEALER LICENSING REQUIREMENTS:**

Business Name:

Signature:

Hyberg's Car & Truck Sales	Carol
Dealers Auto Auction of AK.	H.A.
Quality Auto Sales, LLC	Nicholas Perry
HCH Investments	
McGEE AUTO SALES	
Vitus Auto Sales	
R&E Auto	
JPS cars	
First View Auto Inc	
ALASKA PROFESSIONAL AUTO SALE	
Motor Race of AK.	
LIZI CAR	
Dependable Used Cars LLC	Priglan
Alaska Car & Van Rentals	
Russ	
CONTINENTAL AUTO GROUP	M. Lantese



"Where you're treated like family"

February 21, 2020

The Honorable Representative Matt Claman, Chairman
House Judiciary Committee
Alaska House of Representatives
State Capitol, Room 118
Juneau, AK 99801

Re: Support HB 146 – MOTOR VEHICLE DEALERS: APPLIC.; INSURANCE

Chairman Claman:

I am writing to thank you for introducing HB 146, an update to the Alaska Motor Vehicle Dealers licensing requirements. I have been in the used automobile industry for 37 years and own the oldest independent used car dealership, Vito's Auto Sales, Inc. During this time, I have witnessed a remarkable increase in the number of used motor vehicle licenses, but not a comparable number of dealer storefronts. The lack of a storefront indicates that they are not representing themselves as dealers and following applicable laws and statutes.

Many of these dealers purchase vehicles from the local dealer's auction or the general public and instead of selling them as a licensed dealer, following local and federal laws, sell them as a private party. The consumer has no idea they are a licensed dealer and assume they have limited rights when lawful disclosures are omitted, or the vehicle is misrepresented. I use Craigslist to purchase vehicles and when contact is made with the sellers, I find that many are individuals with a dealer license portraying themselves as a private party.

Some dealers have a storefront, but do not make the proper disclosures regarding the vehicles they sell. There may not be the mandatory federal Buyer's Guides, misleading odometer statements, and misrepresentation of the implied warranty of merchantability of said vehicle. Increasing the bond level will increase the level of consumer protection in such cases.

In addition, requiring proof of insurance, along with disqualifying individuals with a certain felony convictions, will increase the number of dealers that follow local and federal statutes, resulting in a higher level of industry integrity, increasing the protection of the individual consumer.

Respectfully,


Vito Ungaro
Vito's Auto Sales, Inc.



ALASKAN OWNED & OPERATED SINCE 1944

February 24, 2020

The Honorable Representative Matt Claman, Chairman
House Judiciary Committee
Alaska House of Representatives
State Capitol, Room 118
Juneau, AK 99801

Re: Support HB 146 – MOTOR VEHICLE DEALERS: APPLIC.; INSURANCE

Chairman Claman,

I'm writing to thank you for introducing HB146, an update to the Alaska Motor Vehicle Dealers licensing requirements. I'm owner of Alaska Sales and Service, Inc., a GM dealer, with locations in Anchorage and the Mat Su Valley.

I support the bill because in my 50 plus years at this dealership, I have seen many, many situations where unscrupulous parties holding a Dealer License have abused ethical business practices and harmed not only consumers, but ethical dealers as well.

I have seen cases where a dealer has taken consumer's vehicle in on trade and failed to pay off the outstanding loan on numerous vehicles, leaving the consumers in a lurch with not only a loan on newer vehicle, but still responsible for the outstanding loan on their trade that was to have been paid off by the dealer they were doing business with.

I have seen cases where a dealer is selling extended service contracts to their customer, never to register the policies or pay the provider and instead, pocketing the money. Only to be caught when consumers realized they didn't have the coverage they paid for.

Most recently I have dealt with a "dealer" who was a wholesaler (buying from one dealer and selling to another), who did not pay the dealer purchased from, but kept the money when sold to another dealer. Upon threat of not only suing the "dealer" but reporting to the Attorney General's office were the unpaid balances resolved. The "dealer" is no longer in the business as I believe more dealers than Alaska Sales and Service were harmed.

Frankly, I feel that the bond should be higher. The current \$50,000 won't often cover even one vehicle. I don't know how long it has been at that level, but the price of automobiles has increased significantly since it went into effect.

It's imperative that we protect consumers and dealers from such unethical, illegal practices. I offer my support and appreciate your efforts on the sponsorship of this bill that is so important to the ethical automotive automobile dealers in Alaska.

Sincerely,

Diana Pfeiffer, President/CEO
Alaska Sales and Service, Inc.



February 14, 2020

The Honorable Representative Matt Claman, Chairman
House Judiciary Committee
Alaska House of Representatives
State Capitol, Room 118
Juneau, AK 99801

Re: Support HB 146

Chairman Claman:

I am writing this letter to express my support for HB 146 an update to the Alaska Motor Vehicle Dealers Licensing requirements. I am the owner/operator of Continental Auto Group in Anchorage and a board member of the Alaska Auto Dealers Association.

I believe the changes to the dealer licensing requirements are reasonable and fair. The intent of making the changes are to prevent unscrupulous individuals from attaining a dealer license who in turn misrepresent the vehicles they sell to the general public. This is for all intent and purposes a consumer protection bill. Recently a friend of mine found a Mazda that he was interested in purchasing on Craigslist. He asked me to research our service history since we have the Mazda franchise to see if the car had any service visits to our organization. In my research I discovered that we took the vehicle in trade and brought it to the Alaska Dealer Auction because it had a bad transmission and wasn't worth repairing. We fully disclosed that the vehicle had a bad transmission before auctioning the vehicle. The vehicle was purchased by a licensed dealer knowing that the transmission was bad. The next day this vehicle was posted on Craigslist for sale by a private party not the licensed dealer who purchased it (which needs to be disclosed if you are selling a vehicle). The seller assured my friend that the vehicle was in excellent condition. This happens on a regular basis. Unfortunately, most customers don't check a vehicles maintenance or repair history before they purchase. Furthermore, there isn't any recourse when you purchase a car from a private party. There are many licensed dealers that purchase "junk" vehicles that are meant for parts at the auction and then transfer title to friends or relatives to sell on Craigslist without disclosing any mechanical problems. HB 146 will not deter all of the unscrupulous dealers but it will certainly help.

I am happy to lend my support in any way to see that HB 146 becomes law. Please do not hesitate to call if you have any questions. Thank you for introducing the bill.

Sincerely,

Marten Martensen

February 24, 2020

The Honorable Representative Matt Claman, Chairman
House Judiciary Committee
Alaska House of Representatives
State Capitol, Room 118
Juneau, AK 99801

Re: Support HB 146 – Motor Vehicle Dealers: Applic.: Insurance

Chairman Claman:

I write to thank you for introducing HB 146, an update to Alaska Motor Vehicle Dealers licensing requirements.

My name is Marcus Waehler and I own Red White & Blue Auto Sales in Anchorage, Ak. While I have owned Red White & Blue since 2008, I have been in the car business since 1997. In the past 4-5 years some dramatic changes have occurred amongst our Alaska dealer group and how vehicles are sold to the public. Namely, these changes includes a group of new dealers who do not have store fronts or operate with any semblance of a legitimate business. After obtaining a dealer license (\$500 bond and \$50 business license), they purchase vehicles at the local dealer auction and proceed to sell them to the public under the guise of a private party. Often these predatory dealers sell these vehicles on craigslist, do not disclose known defects, do not disclose vehicles that are reconstructed, and fabricate stories to make the vehicle more appealing to the buyer. Buyers often are not made aware of the reconstructed status until they go to sell or trade-in the vehicle they bought from said 'private party'. In any case, consumers are being exploited and unscrupulous dealers are operating with impunity.

To address these unscrupulous practices, I strongly support the proposed changes in HB 146. These changes will make it more difficult for unethical dealers to acquire a dealers license and ensure minimum consumer protections are in place, i.e., automotive insurance, greater bond protections, and no felony convictions in the past 5 years.

Thank you, again, Representative Claman, for introducing HB 146.

Sincerely,

Marcus Waehler