Dear Senator Merrick,

My name is Andrew Smith and I am a small business owner in the powersports industry, here in Anchorage, Alaska, writing to you with significant concerns for Senate Bill 111 (SB 111). SB 111 would unnecessarily put the public at risk, and I respectfully request that without an exemption for powersports vehicles, you VOTE NO on SB 111 when it comes before your committee.

SAFETY CONCERNS

SB 111 would allow complex repairs of highly technical powersports machines (ATVs, ORVs and snowmobiles) by untrained individuals. While repairs to some products may be quite simple and without personal or public safety considerations, or without concern for regulatory compliance, powersports products are complex machines, powered by combustible fuels and subject to complex state and federal safety and emissions regulations.

We have ensured that our nine technicians have undergone extensive and required training on these units, in an effort to ensure the highest levels of quality for the equipment we sell and service.

To the extent consumers wish to make their own routine repairs on our products, manufacturers provide extensive online DIY resources for their use, in a collaborative effort to make it easier for consumers to perform non-safety, non-emissions related repairs. However, it is our position that some repairs should only be performed by appropriately trained and qualified dealer experts who can execute repairs designed to protect consumers and the public, as well as abiding by existing state and federal standards.

NEGATIVE BUSINESS IMPACT

As a small business owner in the powersports industry, we have invested more than \$100,000.00 in our dealership's warranty and service departments, in an effort to best serve the local community. SB 111, as currently drafted, would give untrained individuals the same access to the tools/data we utilize, as well as allowing these untrained individuals the ability to perform the same repairs as our highly trained service professionals. This creates an inequitable scenario in the marketplace as we know it.

SB 111 would undercut the significant financial and human capital investments we have made in our small business.

It is for the reasons above that I ask you VOTE NO ON SB 111, unless a powersports exemption is included on this legislation. Thank you very much for your time and consideration of this critical issue to our industry.

Sincerely,

Andrew Smith

--Owner Anchorage Yamaha, Inc. 3919 Spenard Road Anchorage, AK 99517 Desk 907-342-4253 | Main 907-243-8343 www.AnchorageYamaha.com