



Ralph C. Seekins
President

1625 Seekins Ford Drive
Fairbanks, Alaska 99701

February 20, 2017

The Honorable Senator Kevin Meyer
ALASKA STATE SENATE
State Capitol, Room 103
Juneau, Alaska 99801

Re: Senate Bill 47

Dear Senator Meyer:

Thank you for introducing Senate Bill 47. Please be assured that our 120 employees, their families, and I recognize the importance of this bill and unequivocally support it as introduced.

During my tenure in the Senate – particularly while serving as Vice Chair of Senate Labor and Commerce and as Judiciary Committee Chair - a thoroughly researched and supportable bill was very appreciated. This bill falls securely in the spirit of what we were looking for at that time.

I have personally read and re-read (several times) the current draft of the bill and, in that process, carefully and exhaustively compared it to dealer franchise laws in place across the country in other states. Clearly, the final product you introduced deals with concerns that have been addressed in various forms in other states – sometimes in many years past and sometimes not so long ago. That research re-confirmed my opinion that Alaska has lagged far behind the other states in addressing the vital matters contained in the bill.

This bill clarifies the relationships between manufacturers and dealers in many ways. For example, this bill requires a manufacturer to pay the dealer for covered repairs if either the owner or the dealer discovers the defect. There is a history of some manufacturers denying payment for dealer discovered repairs, i.e., if the owner didn't complain, the dealer shouldn't fix the concern.

It also requires manufacturers to compensate dealerships for the time it takes to diagnose a concern and for the time it takes to forward information for approval prior to beginning the repair. Currently, there are manufacturers that refuse to pay for diagnostic time or for the time to document concerns or to speak with factory representatives prior to repair. Hence, this bill provides fair compensation to the technician and the dealership for manufacturer required processes. The owner is the eventual beneficiary of this provision.

The bill also provides that a dealership can allow a technician without certain certifications to perform repairs under supervision of a certified technician or service management when the owner would be

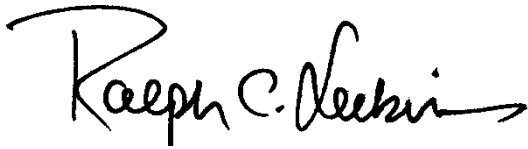
delayed more than one business day before a certified technician is available. The owner benefits because the vehicle is repaired more timely than otherwise.

There are more, and I am willing to step through the provisions and their clear benefits during any hearings you have on the bill.

Then, as an elder dealer in the state of Alaska that is looking forward to handing down our family business to the "boys" in the family, I appreciate Alaska adopting clear and fair succession provisions.

Again, Senator, I really appreciate your efforts on this bill and unequivocally support its passage.

Sincerely,

A handwritten signature in black ink that reads "Ralph C. Seekins". The signature is fluid and cursive, with a large initial "R" and a long, sweeping underline.

Ralph Seekins

President

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