

Dear Members of the Transportation Committee of the Connecticut General Assembly:

I am writing in support of PSB 127 An Act Concerning The Sale of Electric Vehicles in the State.

Tesla sales are through the roof with legacy car manufacture sales dropping considerably. Toyota and VW both down double digits for 2020. My Tesla purchase was through their Mt. Kisko location. The process is difficult, but well worth the inconvenience. I traded in my old vehicle to Tesla. They gave me a quote online, which they honored. I drove to New York and completed the sale. The process was very easy with no added charges to the sale such as dealer conveyance fee.

Now I would like to tell you about my last purchase prior to the Tesla. I purchased an electric Chevrolet Bolt from Partyka Chevrolet in 2017. We negotiated a sale price. I was then directed to the finance office where the finance manager arranged for financing. I explained that I did not want an extended warranty or any other add ons. After signing numerous documents, I went home with my new car. That night, I looked over the papers I signed more closely. I noticed the finance manager snuck in added security of etched engraving on all the windows, an almost \$400 addon. I had to go back to Partyka and have this removed from the invoice. Two months later, the finance manager was arrested for embezzling from the dealership.

I sold cars for many dealerships over my lifetime. I have seen countless times salesmen taking advantage of unknowing customers. Women would often bring a man along for the purchase so the salesperson is less inclined to take advantage. In comparison, at Tesla, everyone gets the same price. Customers were sold ineffective rust proofing and worthless paint protection for incredible markups. This is all nonexistent with Tesla sales. I saw first hand how finance managers took advantage of black customers by charging much higher interest rates for the vehicles they purchased. Dealerships make more money on the backend of the deal in comparison to the profit made from the car itself. Finance managers work on a salary-commission basis, they are also under a great deal of pressure from management to perform.

Tesla is still in its infancy and its market cap is above Toyota, VW, GM, Ford, Daimler combined. Electric vehicles are the way of the future. EV car makers Rivian and Lucid plan to sell directly to customers. Please consider the EV direct to buyer sales in the State of Connecticut.

Best Regards,

Dan Garrett  
Hamden