

I support SB 214, for direct sales of EVs in Connecticut. My wife and I own our family's 2 EV home in Wethersfield CT since 1995.

As an active member of the volunteer [leadership of EV Club of Connecticut](#), and owner and founder of 11 year old "TinkerTry.com, LLC" where I create hundreds of [articles and videos](#) about EVs and sustainability, it gives me great joy to be able to share benefits of EV ownership with my readers and viewers. My wife and I have 60,000 miles of EV experience over these past 3 years, and we now know with absolute certainty that we made the right financial decisions to replace our 30 years of Honda Civics with the [most efficient](#) and [safest](#) EVs.

It is with great sadness that I'm witnessing the protectionist, anti-consumer stance dealerships are taking in our state in last-ditch attempts to hold on to their sales and service revenues. [Volvo is heading](#) toward direct sales. So is [VW](#). Even [Ford](#) sees the writing on the wall, with [big implications for dealerships](#) coming whether dealers want to modernize their sales models, [or not](#). Essentially, Ford's leadership is fed up with huge dealer markups of their EVs tarnishing their brand, see their direct sales competitors (bolded below) that together dominate the [top 10 vehicle sales figures for the US in Jan 2022](#):

- Tesla Model Y - 18,549 (36.8% of all BEVs)
- Tesla Model 3 - 13,604 (27% of all BEVs)
- Tesla Model S - 3,903
- Ford Mustang Mach-E - 2,781
- Nissan LEAF - 1,479
- Hyundai Ioniq 5 - 1,253
- Volkswagen ID.4 - 1,153
- Kia Niro EV - 1,146
- Tesla Model X - 1,106
- Porsche Taycan (all versions) - 972

Money talks, and dealers have [\\$10 billion to protect](#). I think this recent [story](#) at EV Club of CT sums it up best:

*So if the dealers want to come before you and tell you they oppose this bill because they don't want competition from EV manufacturers, or they don't give a hoot about lowering emissions or meeting our state's greenhouse gas targets, or they don't want to promote job creation from the opening of new EV dealerships, that's fine. Just please don't let them tell you they are doing it to protect consumers.*

Please fact check dealership factually incorrect claims, as they conveniently repurpose old dealership laws for their current financial purposes. [Lemon Laws protect EVs and gas cars equally](#). Direct sales companies provide service through a combination of mobile service and service centers. Offering customers a choice of sales model for their EV needs is what SB 214 would finally permit.

Your Constituents Want To Be Able To Choose Direct Sales

As for the functionally identical SB 127 last year, it had the [support of over sixty residents during last year's public hearings, myself included](#), with that testimony also included in my email forwarded below. The only folks not supporting SB 127 were from dealerships.

As far as [Connecticut's 2030 goals, sales of EVs are significantly lower](#) in states that prevent the direct sale of EVs, and sadly, our [CHEAPR EV incentive program is sadly misaligned](#) as well.

Dealerships' stance not only adversely affects all our air quality and [asthma rates](#), but it also reveals their [true protectionist ways](#) as they engaged in [using a lawsuit that's now been withdrawn](#) for one reason alone: successfully keeping Tesla from opening a legal Service Center in East Hartford near their dealerships, leaving Connecticut with only one Tesla Service Center in Milford CT for the entire state. Given [Tesla is by far the #1 seller of EVs in Connecticut, comprising 71% of EVs](#), Hoffman's successful protectionism is intended to directly target folks like me, making it far less convenient to occasionally service my two EVs at a facility 45 minutes away, as I tend to drive a lot of miles for my livelihood.

Sadly, our Connecticut is seen by a [variety of reporters](#) globally as rather [sadly behind the times](#), which isn't exactly an attractive look to businesses looking to open up new energy or EV related businesses in our great little state. There is no evidence of direct sales somehow hurts overall business growth in states, [according to the National Automobile Dealer Association](#), it's [actually been shown to help it](#).

Finally, the direct sales model that eliminates the haggling that car shoppers aren't exactly fond of, especially the younger, typically more environmentally conscious EV shoppers that are our state's future.

Thank you for your consideration and time, and feel free to reach out to me for any clarification or questions you may have.



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