

Re: SB 980

Members of the Committee,

Thank you for the opportunity to share a dealership perspective on Senate Bill 980.

To give recent, real examples of why this legislation is needed: Chevrolet Silverado trucks are Guaranty Chevrolet's #1 selling vehicle. When the Takata airbag recall was issued, Guaranty had \$200,000 worth of inventory tied up for approximately 8 months. At roughly the same time, GM also issued a stop sell recall on many Chevrolet SUVs due to a defect in a windshield wiper motor.

A large inventory, with the inability to sell it, is incredibly costly for a dealership. Currently there is no recompense for dealers when their inventory is put on stop sell, and there's no mechanism to put pressure on manufacturers to move quickly to provide parts for the repairs. At their leisure, in the method most beneficial to their interests, they can provide dealerships with the parts to complete the repairs. Until that time comes, dealers are losing precious real estate to display product that can be sold. However, this pales in comparison to where the money really gets lost- currently, Kelly Blue Book adjusts values weekly due to the market's volatility. Over the course of the months mentioned, we, as well as others, have lost millions in both sales revenue and lost asset value.

This bill would provide dealerships with a small measure of relief.

Thank you for giving this proposed legislation your consideration.

Jolene Thomson

On behalf of Shannon Nill and Guaranty Dealerships

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