



New Hampshire State Senate **NEWS RELEASE**

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Senate passes bill granting NH auto dealers greater protection from demands by auto manufacturers *SB 126 strengthens existing "Dealer Bill of Rights" and local control*

CONCORD, NH – Concord sent a strong signal from Detroit to Tokyo today after the Senate passed a bill granting greater protections to New Hampshire local auto dealers in their dealings with auto manufacturers. Supporters of SB 126 called the 21-2 vote a win for local control and transparency. The legislation seeks to strengthen the state's current "Dealer Bill of Rights" by limiting required upgrades at dealerships to every fifteen years, instead of the current five to seven, and also stopping the demand that dealers purchase their tools and building supplies from one out-of-state company.

"At its core, SB 126 is about fairness, local control and transparency in the relationship between our auto dealers here in New Hampshire and their out-of-state manufacturers," said prime sponsor Sen. Andy Sanborn, R-Bedford. "Right now, those manufacturers are putting excessive demands on dealers that raise the cost of cars to consumers and discourages fair business practices. SB126 allows dealers to pick local vendors and choose the timing of construction upgrades. This will lower costs for dealers and boost the local economy."

Sanborn added, "And as for the transparency aspect, manufacturers constantly impose unrealistic sales goals, performance measurements, and market-area changes on dealers. This legislation simply requires manufacturers to disclose the criteria behind these requirements. If a business is going to be evaluated, it only seems fair they be given the criteria they are being judged on upfront, as well as the reasoning behind any performance requirements."

(Note: a total of only 23 senators voted on SB 126 due to one senator having a conflict of interest)

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