

## Townsend, Erle

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**From:** Brian Geaghan <brian.geaghan.3b9c8@advocacy.online>  
**Sent:** Monday, February 5, 2024 10:52 AM  
**To:** DEP Rule Comments  
**Subject:** OPPOSE - Chapter 127-A: Advanced Clean Cars II Program (Reposting)

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Lynne Cayting,

I've been The General Sales Manager at Downeast Toyota for over 40 years. The problem with electric cars is timing. The whole thing was rushed before the tech was ready for the vehicles and the systems to power them. Hybrid is the way to go for now. Customers will suffer greatly when they try to trade in these early EVs. The resale will be roughly 30 % less than a high quality hybrid. People look at the batter on an EV like they do on the engine on an ice car. Making a law that can't be enforced is a big mistake.

When a customer comes into a dealership looking to buy a new vehicle, this is not a decision that is taken lightly. Often times, hours of research have gone into their decision. It's a large purchase, potentially second only to purchasing a home. Every customer has an individualized need for a vehicle to meet their personal-family-work-recreational situation, and a budget within which to stay. Our dealership works hard to help a customer meet their vehicle need and budget.

Customer choice is the driving principle throughout the sales process, and this proposal will significantly reduce customer choice, as vehicle manufacturers will make available to dealerships the mix of vehicles which meet the EV-ICE percentages, not the mix of vehicles which Maine customers want and need for their individual situation.

Customer interest in electric vehicles is affected by range-how far a vehicle can travel on a charge, availability and reliability of charging stations, sufficiency of Maine's electric grid, and costs of the vehicle as well as related expenses of home charging and electricity bills. There is uncertainty in every one of these categories.

Dealerships work very hard to help customers purchase vehicles that best suit their needs, and we oppose efforts that reduce the options available to hardworking Maine families.

Please oppose the proposed Rule 127-A: Advanced Clean Cars II program.

Sincerely,

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