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Rep. David Durfee  
Chairman  
House Agriculture, Food Resiliency and Forestry Committee

Dear Chairman Durfee:

I'm writing to express the opposition of Anderson Equipment Co., to the Vermont Agricultural Fair Repair Bill (H. 81).

I am the New England General Manager for Anderson Equipment. Anderson Equipment is an independent, family-owned business. We are the authorized Komatsu and Timberpro forestry equipment distributor for Vermont, servicing our customers out of our East Montpelier location.

For the equipment industry, H. 81 is truly a solution in search of a problem. The heavy equipment industry is highly customer focused. Currently, more than 70 percent of required forestry equipment repairs are performed by our customers or their independent mechanics. Our experience is that manufacturers and distributors in our industry currently provide extensive product information to all customers through parts and service manuals.

Additionally, it is our strategy to provide a high-level of superior product support with the goal of encouraging future business with our existing customer base. We receive daily calls asking us to provide technical information and advice which we freely provide. On a regular basis, we help explain the meaning of diagnostic codes that our sophisticated machines provide automatically to operators. To put it another way, its bad business to have dissatisfied customers and idle, non-working equipment out there.

There are many unintended consequences that will result should H. 81 become law. Modern equipment has numerous safety and emission protections to comply with government mandates. It is critical that heavy equipment customers be supported by properly equipped facilities and highly trained technicians.

H. 81 would completely alter the Vermont equipment industry's distribution model, putting countless businesses at risk. Manufacturers of equipment rely on a network of independent companies, such as Anderson, to sell, rent and service the equipment. We make significant investments in our employees, including training service technicians to repair and maintain the latest high technology machinery. These are well-paid careers. Equipment dealers also invest extensive capital in parts inventories to ensure repairs and maintenance can occur as soon as possible. Anyone can walk into any Anderson location (or go on our website) and buy OEM parts for their equipment. There's no restriction on who can purchase parts, whether it's an equipment owner, a third-party service provider, an equipment operator, or a member of the general public. However, there will be no incentive for equipment dealers to carry parts inventory if the manufacturer (or the dealer) is forced to sell parts for a fixed price, as H. 81 would require. To put it bluntly, this will make us reconsider whether maintaining a significant parts inventory and robust service capabilities in Vermont is feasible.

Thank you for your consideration and please reach out if you have any questions.

Sincerely,

Daniel Hazelton  
New England General Manager

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