

Testimony, Environment and Transportation Committee

Chairman Hennessey and members of the House Committee on Transportation,

My name is Rob Warrenfeltz. I manage the Trek bicycle store in Lancaster, Pennsylvania. The bike store is approximately 5,500 square feet and we employ nine people. Our 2019 annual sales were more than \$1 million, and we expect that number to grow for 2020. In 2019, we sold 26 e-bikes. In 2020, we have already sold 40 e-bikes, and we project annual sales to reach 60.

Over the past 10 years we have seen a lot of changes, many which have transformed our business and made us more successful. I believe the electric bicycle is the next transformational wave to hit our industry.

I am supportive of House Bill 2646. Pennsylvania's law is outdated relative to the product that I sell in my store and that people want to ride. This legislation would ensure that an e-bike rider could use their e-bike in Pennsylvania without problems. Because e-bikes are a new category in the bicycle world, we should join the 28 states around the nation who have already passed similar laws, and create a better marketplace and clear up confusion.

E-bikes have become a very important category in my store, and most bike retailers in Pennsylvania see e-bikes as a big growth category for the future. E-bikes are simply traditional bicycles with a small electric motor that assists the rider to propel the bike, and in no way a motorcycle. They are classified as bicycles by the Consumer Product Safety Commission, are designed to be as safe as traditional bicycles, do not compromise consumer safety, and benefit bicyclists who may be discouraged from riding a traditional bicycle due to limited physical fitness, age, disability or convenience.

E-bikes are an excellent way to increase the number of citizens able to use bicycles for fun and transportation, especially those traveling longer distances. The typical purchaser of an e-bike is someone a bit older in age, and not infrequently people with physical disability or other limitation who can now use a bicycle thanks to the small motor assist. They are great on hills.

I'm here today to ask for your support of my small business, for the bike shops across the state, and for e-bike riders who want to ride our streets and pathways.

Thank you very much for your time and consideration.