



December 6, 2023

Dear Representative:

The National Automobile Dealers Association, which represents over 16,000 franchised auto dealerships nationwide, supports passage of H.R. 4468, the “Choice in Automobile Retail Sales Act of 2023” or “CARS” Act. This bill would stop the Environmental Protection Agency (EPA) from proceeding with its proposed rule that would effectively require 67.5% of light- and medium-duty vehicle sales to be electric by 2032.

New car and truck dealers are essential to sell and service electric vehicles (EVs), and dealers already have invested \$5 billion to install chargers, buy EV-related equipment, parts and tools and train sales and service staff. Moreover, dealers have an additional \$5 billion at risk in EV inventory, so they have a powerful incentive to sell EVs to retail customers. While we share the goal of lowering greenhouse gas emissions, the EPA’s proposed rule goes too far, too fast, as new car buyers are not purchasing EVs in sufficient quantities for automakers to meet EPA’s 67.5% mandate.

Dealers are seeing significant consumer hesitancy regarding EVs as car buyers express concerns about EV affordability, a sufficient and reliable charging infrastructure, and acceptable charging speeds. These issues need to be addressed before the EPA partially bans (without the direction of Congress) gas-powered vehicles.

EPA’s proposed EV mandate will force automakers to produce more EVs, and fewer gas-powered vehicles, regardless of consumer demand. With dealers forced to sell two EVs for each gas-powered vehicle, this unrealistic policy will limit a consumer’s ability to buy the vehicle they can afford or conveniently fuel.

H.R. 4468 ensures that American new car buyers can continue to purchase the vehicle that fits their needs, instead of only vehicles that EPA allows. The EPA’s 67.5% EV mandate is neither reasonable nor achievable in the time frame provided and will significantly reduce the consumer choice today’s new car buyers enjoy.

America’s franchised dealers urge a “Yes” vote on H.R. 4468. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike Stanton", written in a cursive style.

Mike Stanton
President and CEO