



September 16, 2024

The Honorable Mike Johnson
Speaker of the House
H-232, The Capitol
Washington, D.C. 20515

Dear Mr. Speaker,

On behalf of the National Automobile Dealers Association (NADA), which represents over 16,000 franchised auto dealerships, I am writing in strong support of H.J.Res. 136, a joint resolution to disapprove the Environmental Protection Agency's (EPA) de facto electric vehicle (EV) mandate (the "Multi-Pollutant Emissions Standards for Model Years 2027 and Later Light-Duty and Medium-Duty Vehicles" rule). This legislation is expected to be considered by the House later this week.

Franchised new car dealers have promoted electrification of America's fleet with billions of dollars of their own capital already committed to investments in facilities, training and inventory. Despite the dealers' efforts and investments, however, the EPA's rule remains far ahead of consumer demand. As a result, this rule, which Congress did not direct, is not achievable in the time frame provided and would severely limit the ability of consumers to choose a new vehicle that meets their budget and transportation needs.

EPA's rule could effectively require 56% of U.S. new light-duty vehicle sales to be electric by model year 2032. Last year, EV sales were only 7.6% of new light-duty sales. Our experience working with consumers every day makes us highly skeptical that consumers will adopt EVs anywhere near the levels required. Although EV demand varies dramatically by market, dealers are seeing significant consumer hesitancy regarding EVs, and new car buyers are not purchasing sufficient EVs for automakers to meet EPA's requirements. Consumers express concerns regarding EV affordability, a sufficient and reliable charging infrastructure, and acceptable charging speeds. The EPA's EV rule would also have a significant negative impact on consumer choice by gradually restricting the sale of gas-powered vehicles to meet EPA's new standards.

America's franchised new car dealers are doing their part to meet the needs of their customers who consider an EV purchase. However, certain market conditions must be present for customers to purchase EVs in the volume required by the EPA, and those conditions simply do not yet exist. The charging infrastructure is not ready, and high EV prices will price millions of consumers, particularly low-income Americans, out of the new-car market.

NADA urges Congress to pass H.J.Res. 136. Unless Congress acts, EPA's rule will result in a new vehicle market that does not meet the transportation or budget needs of average Americans.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike Stanton", written over a light blue horizontal line.

Mike Stanton
President and CEO