

July 23, 2020

President Donald J. Trump
The White House
1600 Pennsylvania Avenue
Washington, DC 20500

Dear Mr. President:

As you develop the next federal relief proposal to respond to the coronavirus pandemic and assist with economic recovery, we are writing to request suspension of the 12% federal excise tax (FET) on the purchase of new heavy-duty trucks and trailers until the end of 2021. As representatives of the trucking industry and other important sectors of the economy, we believe that the suspension of the FET would serve as an extremely effective and immediate policy to spur the sales of newer cleaner trucks, which would retain jobs in the trucking sector and help rebuild our economy.

Truck sales in the United States are now predicted to decline by 50% in 2020¹ due to the pandemic. In March, Class 8 truck orders dropped by 52% compared to last year.² As a result of government-ordered closures, truck manufacturing plants and truck dealers have either suspended or scaled back operations. To jump start the economy after the pandemic, a suspension of the burdensome FET, which increases the cost of new heavy-duty trucks and trailers by \$22,000 on average, would immediately spark the purchase of heavy-duty trucks and trailers. In turn, this would help save or bring back the livelihoods of the 7.8 million Americans employed in jobs related to trucking.³

In addition to saving jobs, a suspension of the FET would spur sales of today's cleaner and safer heavy-duty trucks and trailers by making them more affordable during this difficult economic time. Over the past two decades, the trucking industry has made strong environmental gains, and today's heavy-duty trucks are cleaner than ever before. Cleaner fuel and engines utilizing advanced technologies have combined to reduce nitrogen oxide emissions by 97% and particulate matter emissions by 98%. Since 2010, more fuel-efficient diesel trucks have saved 101 million barrels of crude oil and reduced CO₂ emissions by 43 million tons. Suspension of the tax would also encourage the sale of newer trucks, which have the latest safety technologies that help reduce roadway crashes and related injuries and fatalities.

During this crisis, our nation has been more dependent than ever on our trucking fleet for delivery of goods and critical medical supplies, yet the average age of a truck on the road today is almost 10 years old. We believe the suspension of the FET can help both in keeping the nation well supplied and in rebuilding America's vital trucking industry and related employment. The

¹ Dey, Esha. "U.S. Truck Retail Sales May Decline 50% This Year, Citi Predicts," Bloomberg (March 2020).

² Cannon, Joseph, "Navistar joins other OEMs in delaying truck production as truck orders hit 10 year low," Commercial Carrier Journal (April 2, 2020).

³ American Trucking Association. "[Economics and Industry Data](#)." (2018).

organizations below are united in urging you to suspend the FET in any upcoming coronavirus legislative proposals. Thank you for your consideration.

Sincerely,

National Organizations/Companies

American Truck Dealers – a division of the National Automobile Dealers Association
Cummins Inc.
Daimler Trucks North America
Mack Trucks
Navistar Inc.
PACCAR Inc
Volvo Trucks North America
Agility Fuel Solutions
Agriculture and Food Transporters Conference of the American Trucking Associations
Allison Transmission Inc.
American Iron and Steel Institute
American Trucking Associations
ArcelorMittal USA
Automobile Carriers Conference of the American Trucking Associations
Baker Commodities Inc.
Bendix Commercial Vehicle Systems, LLC
Central Transport LLC
Diesel Technology Forum
Eaton
Environmental Solutions Group
Hexagon Composites
Intermodal Association of North America
Knight-Swift Transportation
McNeilus Companies, Inc.
Momentum Fuel Technologies
Motor & Equipment Manufacturers Association
NAFA Fleet Management Association
National Association of Chemical Distributors
National Association of Trailer Manufacturers
National Association of Truckstop Operators
National Beer Wholesalers Association
National Industrial Transportation League
National Private Truck Council
National Ready Mixed Concrete Association
National Retail Federation
National Tank Truck Carriers
National Trailer Dealers Association
National Waste & Recycling Association
NGVAmerica
North American Renderers Association

NTEA – The Association for the Work Truck Industry
Old Dominion Freight Line, Inc.
Oshkosh Corporation
PAM Transport Services, Inc.
Recreation Vehicle Dealers Association
Republic Services, Inc.
Schneider National, Inc.
Specialized Carriers & Rigging Association
Transportation Intermediaries Association
Truck and Engine Manufacturers Association
Truck Mixer Manufacturers Bureau
Truck Renting and Leasing Association
Truck Trailer Manufacturers Association
Truckload Carriers Association
Universal Logistics Holdings, Inc.
UPS
Volumetric Mixer Manufacturers Bureau
Waste Management
WCA Waste
Werner Enterprises
Western States Trucking Association
Women in Trucking Association, Inc.

State and Local Organizations/Companies (HQ Location)

Automobile Dealers Association of Alabama, Inc.
Alabama Trucking Association
Alaska Trucking Association
Arizona Automobile Dealers Association
Arizona Trucking Association
Arkansas Automobile Dealers Association
California Trucking Association
California New Car Dealers Association
Greater Los Angeles New Car Dealers Association
Orange County Automobile Dealers Association
Motiv Power Systems (Calif.)
Colorado Automobile Dealers Association
Colorado Motor Carriers Association
X3CNG Colorado LLC (Colo.)
Connecticut Automotive Retailers Association
Motor Transport Association of Connecticut
Delaware Motor Transport Association
Chesapeake Utilities Corporation (Del.)
Washington Area New Automobile Dealers Association
Florida Automobile Dealers Association
Florida Trucking Association
Peterson Industries, Inc. (Fla.)

Georgia Automobile Dealers Association
Georgia Motor Trucking Association
Hawaii Automobile Dealers Association
Hawaii Transportation Association
Idaho Automobile Dealers Association
Idaho Trucking Association
Illinois Automobile Dealers Association
Illinois Trucking Association
Best Way Disposal (Ind., Mich. and Ky.)
Automobile Dealers Association of Indiana
Decatur Hills Landfill (Ind.)
Indiana Motor Truck Association
Randolph Farms (Ind.)
South Side Landfill (Ind.)
Iowa Automobile Dealers Association
Iowa Motor Truck Association
McLaughlin Family Companies (Iowa)
New Way Trucks (Iowa)
Scranton Manufacturing, Inc. (Iowa)
Sparta Waste Services (Iowa)
Kansas Motor Carriers Association
Kentucky Automobile Dealers Association
Kentucky Trucking Association
Greater Louisville Automobile Dealers Association
Louisiana Automobile Dealers Association
Louisiana Motor Transport Association
Maine Automobile Dealers Association
Maine Motor Transport Association
Maryland Automobile Dealers Association
Maryland Chamber of Commerce
Maryland Motor Truck Association
Massachusetts State Automobile Dealers Association Inc
Trucking Association of Massachusetts
Detroit Automobile Dealers Association
Michigan Automobile Dealers Association
Michigan Trucking Association
Minnesota Automobile Dealers Association
Minnesota Trucking Association
Mississippi Trucking Association
Missouri Automobile Dealers Association
Automobile Dealers Association of Kansas City
St. Louis Auto Dealers Association
Missouri Trucking Association
Montana Automobile Dealers Association
Motor Carriers of Montana
Nebraska Trucking Association

Nevada Franchised Auto Dealers Association
Nevada Trucking Association
New Hampshire Motor Transport Association
New Jersey Coalition of Automotive Retailers
New Jersey Motor Truck Association
New Mexico Trucking Association
Eastern New York Coalition of Automotive Retailers
Greater New York Automobile Dealers Assn.
Trucking Association of New York
North Carolina Automobile Dealers Association
North Carolina Chamber
North Carolina Trucking Association
Automobile Dealers Association of North Dakota
Pioneer Equipment Dealers Association (N.D.)
North Dakota Motor Carriers Association
Columbus Automobile Dealers Association
Dayton Area Auto Dealers Association
Ohio Automobile Dealers Association
Ohio Trucking Association
Toledo Automobile Dealers Association
Rumpke Consolidated Companies, Inc. (Ohio)
Oklahoma Automobile Dealers Association
Oklahoma Trucking Association
Oregon Automobile Dealers Association
Oregon Trucking Associations
Pennsylvania Automotive Association
Pennsylvania Chamber of Business and Industry
Pennsylvania Motor Truck Association
Rhode Island Automobile Dealers Association
Rhode Island Trucking Association
eNow (R.I.)
South Carolina Automobile Dealers Association
South Carolina Trucking Association
South Dakota Automobile Dealers Association
South Dakota Trucking Association
Tennessee Automotive Association
Tennessee Trucking Association
Texas Automobile Dealers Association
Texas Trucking Association
Austin Automobile Dealers Association
North Texas Automobile Dealers
Texas Natural Gas Vehicle Alliance
Freedom CNG (Texas)
Freedom Fuel Equipment (Texas)
Indumar Products (Texas)
Novus Wood (Texas)

WoodFuel.com (Texas)
New Car Dealers of Utah
AAL Enterprises (Utah)
Ogden Financial Group (Utah)
Ogden Polar Group (Utah)
Utah Trucking Association
Vermont Automobile Dealers Association
Vermont Truck & Bus Association
Virginia Automobile Dealers Association
Virginia Manufacturers Association
Virginia Trucking Association
Washington State Auto Dealers Association
Washington Trucking Associations
West Virginia Automobile Dealers Association
West Virginia Trucking Association
Wisconsin Automobile and Truck Dealers Association
Wisconsin Motor Carriers Association
Contract Transport Services, LLC (Wis.)
Manitowoc Disposal and Recycling (Wis.)
Wyoming Automobile Dealers Association
Wyoming Trucking Association

cc:

Hon. Steven Mnuchin, Secretary, U.S. Department of the Treasury
Hon. Eugene Scalia, Secretary, U.S. Department of Labor
Hon. Elaine Chao, Secretary, U.S. Department of Transportation
Hon. Sonny Purdue, Secretary, U.S. Department of Agriculture
Hon. Dan Brouillette, Secretary, U.S. Department of Energy
Hon. Jim Mullen, Acting Administrator, Federal Motor Carrier Safety Administration