

New Mexico Automobile Dealers Association – July 25, 2023

NADA Update

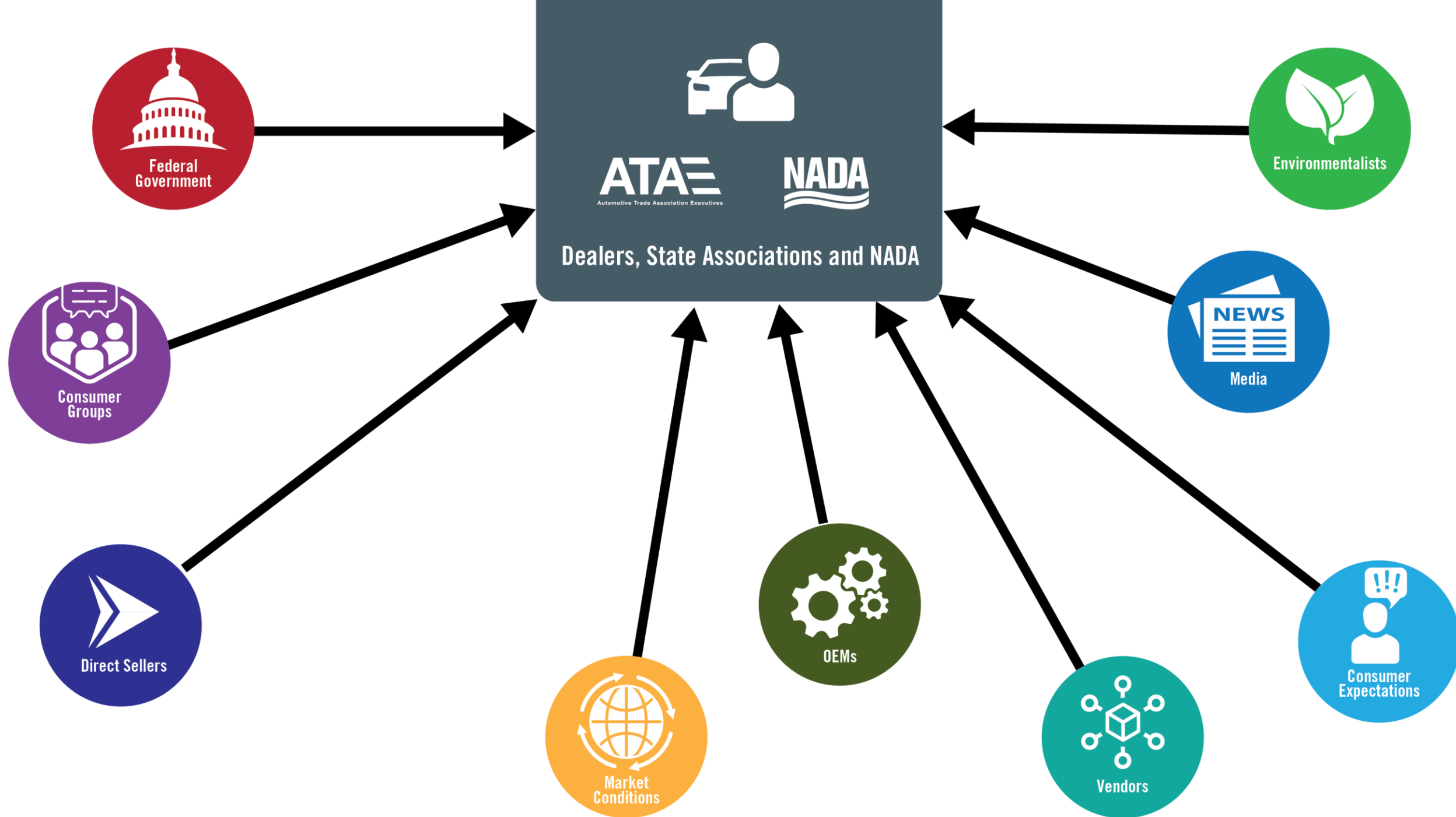
Mike Stanton
President & CEO



Topics

- The Landscape
- LIFO
- FTC
- EPA
- Franchise System Evolution, Advocacy, and State Activities





LIFO

- Senate passed 12/22/22
- Cosponsor and pass H.R. 700/S. 443 “Supply Chain Disruptions Relief Act”
- Bipartisan support – 61 cosponsors in the Senate
- Finding the right vehicle – House GOP leadership as a stand-alone or part of bi-partisan legislation
- LIFO recapture paid to date will be determined pre-paid
- Optimistic that we will get this done by EOY



FTC



Safeguards
Rule



Enforcement
Actions



Vehicle
Shopping Rule

FTC-Vehicle Shopping Rule

- Power of the Purse
- NADA 'rider" to annual appropriations bill that funds the FTC, could freeze for a year
- CAR Study
- Congressional Oversight



EPA-Proposed Rule

- Strategy
- NADA Comments
- EPA Mandate – too far too fast
 - Affordability
 - Investment risks
 - Lack of comprehensive plan





EVOLUTION OF THE **DISTRIBUTION MODEL**

NADA Guiding Principles

1

**Franchise
System**

2

**Downstream Revenue/
Subscription/
Activation Services/
OTAs**

3

**Vehicle Inventory
Allocation/Reservations/
Build to Order (BTO)**

4

**Omnichannel/
Customer Experience/
Data Sharing**

5

**Business
Efficiencies**

NADA

The logo consists of the word "NADA" in a bold, white, sans-serif font. Below the text is a stylized graphic element made of two parallel white wavy lines that curve upwards at both ends, resembling a stylized wave or a bridge.