

Townsend, Erle

From: Neal Shepard <neal.shepard.f0ea0@advocacy.online>
Sent: Sunday, January 28, 2024 3:42 PM
To: DEP Rule Comments
Subject: OPPOSE - Chapter 127-A: Advanced Clean Cars II Program (Reposting)

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Lynne Cayting,

I write today to urge you to oppose the proposed rule mandating an extraordinarily high level of light-duty vehicles (cars and trucks up to 8500 GVW) which must be electric.

Our dealership offers electric vehicles today, and we have invested heavily in upgrading our facilities and training our personnel to assist our customers in their purchase and service needs of electrified vehicles. But customer interest is significantly lagging.

As revised, the proposed rule requires that at least 51% of the 2028 model year new vehicles sold in Maine must be electric vehicles (and the percentage increases every model year thereafter). This revised proposal is not only unrealistic and unachievable, but requires Maine automobile dealers to abandon our guiding principle of offering vehicles that best suit the needs of our customers.

When a customer comes into a dealership looking to buy a new vehicle, this is not a decision that is taken lightly. Often times, hours of research have gone into their decision. It's a large purchase, potentially second only to purchasing a home. Every customer has an individualized need for a vehicle to meet their personal-family-work-recreational situation, and a budget within which to stay. Our dealership works hard to help a customer meet their vehicle need and budget.

Customer choice is the driving principle throughout the sales process, and this proposal will significantly reduce customer choice, as vehicle manufacturers will make available to dealerships the mix of vehicles which meet the EV-ICE percentages, not the mix of vehicles which Maine customers want and need for their individual situation.

Customer interest in electric vehicles is affected by range-how far a vehicle can travel on a charge, availability and reliability of charging stations, sufficiency of Maine's electric grid, and costs of the vehicle as well as related expenses of home charging and electricity bills. There is uncertainty in every one of these categories.

Dealerships work very hard to help customers purchase vehicles that best suit their needs, and we oppose efforts that reduce the options available to hardworking Maine families.

Please oppose the proposed Rule 127-A: Advanced Clean Cars II program.

Sincerely,

Neal Shepard
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