

April 28, 2020

The Honorable Mitch McConnell  
Majority Leader  
U.S. Senate  
S-230, The Capitol  
Washington, D.C. 20510

The Honorable Nancy Pelosi  
Speaker  
U.S. House of Representatives  
H-232, The Capitol  
Washington, D.C. 20515

The Honorable Charles E. Schumer  
Minority Leader  
U.S. Senate  
S-221, The Capitol  
Washington, D.C. 20510

The Honorable Kevin McCarthy  
Minority Leader  
U.S. House of Representatives  
H-204, The Capitol  
Washington, D.C. 20515

Dear Leader McConnell, Leader Schumer, Speaker Pelosi, and Leader McCarthy:

As Congress considers legislation to respond to the coronavirus pandemic and assist with economic recovery, we are writing to request Congress suspend 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 2020<sup>1</sup> due to the pandemic. In March, Class 8 truck orders dropped by 52% compared to last year.<sup>2</sup> 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.<sup>3</sup>

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 CO<sub>2</sub> emissions by 43 million tons. Suspension of the

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

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

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

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 organizations below are united in urging Congress to suspend the FET in any upcoming coronavirus legislation. 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 Trucking Associations  
Automobile Carriers Conference of the American Trucking Associations  
Baker Commodities Inc.  
Central Transport LLC  
Diesel Technology Forum  
Eaton  
Environmental Solutions Group  
Hexagon Composites  
Knight-Swift Transportation  
McNeilus Companies, Inc.  
Motor & Equipment Manufacturers Association  
NAFA Fleet Management Association  
National Association of Chemical Distributors  
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.  
Specialized Carriers & Rigging 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  
WCA Waste  
Werner Enterprises  
Western States Trucking Association  
Women in Trucking Association, Inc.

**State and Local Organizations/Companies (HQ Location)**

Alabama Trucking Association  
Alaska Trucking Association  
Arizona Trucking Association  
California Trucking Association  
Colorado Motor Carriers Association  
X3CNG Colorado LLC (Colo.)  
Motor Transport Association of Connecticut  
Delaware Motor Transport Association  
Florida Trucking Association  
Peterson Industries, Inc. (Fla.)  
Georgia Motor Trucking Association  
Hawaii Transportation Association  
Idaho Trucking Association  
Illinois Trucking Association  
Best Way Disposal (Ind., Mich. and Ky.)  
Decatur Hills Landfill (Ind.)  
Indiana Motor Trucking Association  
Randolph Farms (Ind.)  
South Side Landfill (Ind.)  
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 Trucking Association  
Louisiana Motor Transport Association  
Maine Motor Transport Association  
Maryland Motor Truck Association  
Trucking Association of Massachusetts  
Michigan Trucking Association  
Minnesota Trucking Association  
Mississippi Trucking Association  
Missouri Trucking Association  
Motor Carriers of Montana  
Nebraska Trucking Association  
Nevada Trucking Association  
New Hampshire Motor Transport Association  
New Jersey Motor Truck Association  
New Mexico Trucking Association  
Trucking Association of New York  
North Carolina Trucking Association  
North Dakota Motor Carriers Association  
Ohio Trucking Association  
Rumpke Consolidated Companies, Inc. (Ohio)  
Oklahoma Trucking Association  
Oregon Trucking Association  
Pennsylvania Motor Truck Association  
Rhode Island Trucking Association  
South Carolina Trucking Association  
South Dakota Trucking Association  
Tennessee Trucking Association  
Texas Trucking Association  
AAL Enterprises (Utah)  
Ogden Financial Group (Utah)  
Ogden Polar Group (Utah)  
Utah Trucking Association  
Vermont Trucking Association  
Virginia Trucking Association  
Washington Trucking Associations  
West Virginia Trucking Association  
Wisconsin Motor Carriers Association  
Manitowoc Disposal and Recycling (Wis.)  
Wyoming Trucking Association

cc:

Hon. Charles Grassley, Chairman, Senate Committee on Finance  
Hon. Ron Wyden, Ranking Member, Senate Committee on Finance  
Hon. Richard Neal, Chairman, House Committee on Ways and Means

Hon. Kevin Brady, Ranking Member, House Committee on Ways and Means  
Hon. John Barrasso, Chairman, Senate Committee on Environment and Public Works  
Hon. Thomas Carper, Ranking Member, Senate Committee on Environment and Public Works  
Hon. Peter DeFazio, Chairman, House Committee on Transportation and Infrastructure  
Hon. Sam Graves, Ranking Member, House Committee on Transportation and Infrastructure  
Hon. Roger Wicker, Chairman, Senate Committee on Commerce, Science, and Transportation  
Hon. Maria Cantwell, Ranking Member, Senate Committee on Commerce, Science, and Transportation  
Hon. Frank Pallone, Chairman, House Committee on Energy and Commerce  
Hon. Greg Walden, Ranking Member, House Committee on Energy and Commerce