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March 25, 2020

President Donald J. Trump

The White House

Office of the President

1600 Pennsylvania Avenue, N.W. Washington D.C. 20500

Dear Mr. President:

On behalf of the National Auto Auction Association (NAAA), I am writing in strong support of the letters written to you by the National Automobile Dealers Association and the National Independent Automobile Association requesting clarification that automobile sales and leasing at automobile dealers be deemed an essential service permissible during the pandemic.

Established in 1948, NAAA consists of more than 344 domestic and international auctions with combined sales of 9.9 million vehicles and wholesale revenue of more than \$107 billion annually. In addition to auction sales, NAAA offers reconditioning facilities, special dealer services, and title and office processing. New and used car dealers, manufacturers, fleet operators, companies and financial institutions all buy and sell at NAAA member auctions worldwide. NAAA also has more than 138 associate members from a wide range of related fields, such as leasing companies, financial institutions, insurance agencies, trade publishers, product manufacturers, equipment supplies and others.

Auctions are a key economic driver and an integral player of the auto industry. They play a major role as a wholesale market for second-hand vehicles. Many automobiles sold have gone through the auction process. Without the viable sale of automobiles, especially during the current pandemic when buyers in need of an automobile tend to focus on second-hand vehicles given the cost concerns, the auction process and its industry would come to a grinding halt. As a result, many automobiles that would have been available to consumers won't be.

These are difficult times and challenges beset many industries but few can claim, as the automobile sales industry can, that the product it provides is critical to the movement of people and goods which promotes and enhances the quality of life for all Americans.

Sincerely,

Frank Hackett
Chief Executive Officer

cc: The Honorable Mike Pence, Vice President of the United States
The Honorable Steven Mnuchin, Secretary of the Treasury
The Honorable Elaine Chao, Secretary of Transportation
The Honorable Eugene Scalia, Secretary of Labor
The Honorable Wilber Ross, Jr., Secretary of Commerce
The Honorable Chad Wolf, Acting Secretary of Homeland Security
The Honorable Mitch McConnell, Majority Leader, United States Senate
The Honorable Charles Schumer, Minority Leader, United States Senate
The Honorable Nancy Pelosi, Speaker, United States House of Representatives
The Honorable Kevin McCarthy, Minority Leader, United States House of Representatives