LETTERHEAD

Send By E-mail

Dear [Democratic House Member]:

I am a [BRAND] heavy-duty truck dealer in [City, State]. I have been in business for the past [XX] years and am proud to employ [XX] members of our community. The 12% federal excise tax (FET) on trucks has always made it more difficult for me to sell new trucks to my customers. But now the pandemic has hit the truck industry hard, and my truck sales are taking a huge hit. As you consider ways to get the economy back on track, I urge you to sign a letter to Speaker Pelosi being circulated by Rep. Chris Pappas of New Hampshire urging suspension of the 12% federal excise tax (FET) on the sale of new heavy-duty trucks. We need to give customers a boost so they will begin ordering trucks again.

Sales at my dealership are down [X percent], and the industry expects truck sales to drop by 50% this year because of the pandemic. According to the *Wall Street Journal*, preliminary estimates show truck orders were down 73% last month compared to April 2019 and 44% from March – the lowest levels our industry has seen since 1996.

Please support suspension of FET by signing the Pappas letter. There are lots of customers out there who are on the fence about buying a new truck with the economy being so uncertain. FET suspension would help me sell more new trucks, stay in business and keep my employees.

Thank you for your time, and I look forward to hearing from you.

Sincerely,

[First and Last Name]

[Position Title and Dealership Name]