

Since The Introduction Of The Federal Trade Commission’s Motor Vehicle Dealers Trade Regulation Rule, The National Auto Dealers Association Has Donated Nearly \$65,000 To House Judiciary Republicans While Spending Over \$4.5 Million Lobbying The Federal Government Against The Rule

In June 2022, The Federal Trade Commission (FTC) Proposed A Rule To Ban Junk Fees And Deceptive Advertising Tactics Used By Vehicle Dealers.

The Federal Trade Commission (FTC) Proposed A Rule To Ban Junk Fees And Bait-And-Switch Advertising Tactics Used By Vehicle Dealers.

June 23, 2022: The FTC Proposed The Motor Vehicle Dealers Trade Regulation Rule. [FTC, [06/23/22](#)]

The Proposed Rule Would “Ban Junk Fees And Bait-And-Switch Advertising Tactics That Can Plague Consumers Throughout The Car-Buying Experience.” [FTC, [06/23/22](#)]

- The Proposed Rule Would Ban Deceptive Bait-And-Switch Advertising About Vehicle Financing Or Availability. [FTC, [06/23/22](#)]
- The Proposed Rule Would Ban Fraudulent Junk Fees For Add-On Products And Services That Provide No Benefit To The Consumer. [FTC, [06/23/22](#)]
- The Proposed Rule Would Ban Surprise Junk Fees Like Add-On Fees Without The Clear, Written Consent Of The Consumer. [FTC, [06/23/22](#)]
- The Proposed Rule Would Require Dealers To Disclose The True Offering Price Of Vehicles And Their Financing Terms. [FTC, [06/23/22](#)]

The Proposed Rule Has Been Met With Opposition From The Auto Industry, The National Auto Dealers Association (NADA) Called The Proposed Rules “Completely Unwarranted, Redundant, And Ineffectual Requirements.”

National Auto Dealers Association CEO Mike Stanton Called The FTC’s Proposed Rules “Completely Unwarranted, Redundant, And Ineffectual Requirements.”

June 2022: A Week After The FTC Proposed Rules For Auto Dealers, National Auto Dealers Association CEO Mike Stanton Called Them “Completely Unwarranted, Redundant, And Ineffectual Requirements.” [NADA, [06/30/23](#)]

- Stanton Said The Rules Would “Cause Great Harm To Consumers By Increasing Prices, Extending Transaction Times, And Making The Customer Experience Much More Complex And Inefficient.” [NADA, [06/30/23](#)]
- Stanton Claimed The FTC Proposal Would “Inject Massive Amounts Of Inefficiency And Complexity Into The Vehicle Sales Process.” [NADA, [06/30/23](#)]

NADA And Other Industry Groups Made A Request For More Time To Comment On Proposed Rulemaking That The FTC Rejected.

“The Federal Trade Commission Rejected Request By The National Automobile Dealers Association, National Association Of Minority Automobile Dealers And American International Automobile Dealers Association For More Time To Comment On The Agency's Proposed Rules On Their Industry's Advertising And F&I Practices.” [Automotive News, [08/24/22](#)]

Brian Reed, Of The Auto Industry Group Automotive Ventures, Said The Proposed Rule “May Seem Well Intentioned” But Would Result In “Far-Reaching Negative Implications.”

May 2023: Brian Reed Of The Auto Industry Group Automotive Ventures Penned An Op-Ed Titled: “FTC’s Motor Vehicle Dealers Trade Regulation Rule Is Unnecessary, Unfair” [Washington Times, [05/12/23](#)]

- “While this proposed rule may seem well intentioned, its adoption is unnecessary and would result in far-reaching, negative implications for both the U.S. auto dealership industry and American consumers.” [Washington Times, [05/12/23](#)]
- “Unfortunately, the FTC’s rulemaking process lacked sufficient input from industry stakeholders and collaboration with other government agencies, leading them to propose a final rule that is unnecessary and poorly conceived — a solution in search of a problem.” [Washington Times, [05/12/23](#)]

The National Auto Dealers Association Has Given \$64,500 To House Judiciary Republicans Since The FTC’s Dealer Rule Was Introduced In June 2022.

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The National Auto Dealers Association Has Given \$64,500 To Republicans On The House Judiciary Committee Between Now And When The FTC’s Dealer Rule Was Introduced In June 2022.

House Judiciary Republican	National Auto Dealers Association Contributions Since June 2022	Source
Jim Jordan	\$5,000	Link
Thomas P. Tiffany	\$3,500	Link
Thomas Massie	\$5,000	Link
Chip Roy	\$2,500	Link
Dan Bishop	\$5,000	Link
Scott Fitzgerald	\$1,000	Link
Cliff Bentz	\$5,000	Link
Ben Cline	\$5,000	Link
Lance Gooden	\$5,000	Link
Troy E. Nehls	\$5,000	Link
Kevin Kiley	\$2,500	Link

Nathaniel Moran	\$5,000	Link
Laurel M. Lee	\$5,000	Link
Russell Fry	\$10,000	Link
TOTAL: \$64,500		

Since The Federal Trade Commission Released Its Motor Vehicle Dealers Trade Regulation Rule, The National Automobile Dealers Association Has Spent Over \$4.5 Million Lobbying The Federal Government On “Proposals Regarding Regulation Of Motor Vehicle Transaction,” Including The Proposed FTC Rule.

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Since The Third Quarter Of 2022, The Same Quarter The Federal Trade Commission’s Motor Vehicle Dealers Trade Regulation Rule Was Published To The Federal Register, The National Automobile Dealers Association Has Spent Over \$4.5 Million Lobbying Congress And The Federal Trade Commission On “Proposals Regarding Regulation Of Motor Vehicle Transaction,” Including The Proposed FTC Rule, Among Other Issues:

Registrant	Client	Quarter	Year	Relevant Lobbying Issues	Amount
National Automobile Dealers Association	National Automobile Dealers Association	1st Quarter - Report	2023	<ul style="list-style-type: none"> Proposals that would alter the vehicle sales, advertising and financing process Proposals regarding dealer participation, consumer discounts and voluntary protection products. Proposals regarding regulation of motor vehicle transactions (87 FR 42012) 	\$1,329,000
National Automobile Dealers Association	National Automobile Dealers Association	4th Quarter - Report	2022	<ul style="list-style-type: none"> Proposals that would alter the vehicle sales, advertising and financing process Proposals regarding dealer participation, consumer discounts and voluntary protection products. Proposals regarding regulation of motor vehicle transactions (87 	\$1,533,000

				FR 42012)	
<u>National Automobile Dealers Association</u>	National Automobile Dealers Association	3rd Quarter - Report	2022	<ul style="list-style-type: none"> • Proposals that would alter the vehicle sales, advertising and financing process • Proposals regarding dealer participation, consumer discounts and voluntary protection products. • Proposals regarding regulation of motor vehicle transactions (87 FR 42012) 	\$1,736,000
					\$4,598,000