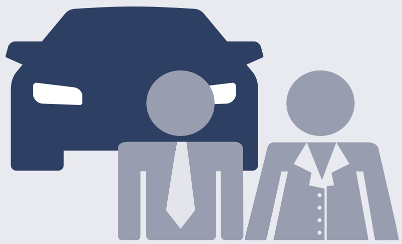
America's international nameplate dealers are an essential part of our economy

577,000

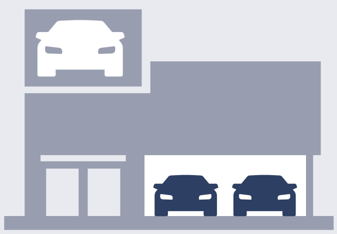


Americans are employed by international nameplate auto dealers

8.4 million

million vehicles were sold by international nameplate auto dealers in 2016

9,600



international nameplate auto dealerships operate in communities across America

59%

market share of 2016 U.S. retail vehicle sales held by international nameplate auto dealers

What does a **20% BAT** mean to the U.S. auto retail industry?

$2,000

average price increase on vehicles sold in the U.S.

Reduce the Annual Auto Sales Rate by

1.2 million vehicles

Our customers can't afford a BAT

- The BAT is expected to cost Americans **$1 trillion** over the **next 10 years**
- American families will have to pay **at least $1,700 more** on essential products every year
- Gasoline prices will **increase by 35 cents/gallon**, hurting middle class families the most

AIADA.org/BAT

#StopTheBAT

AIADA

American International Automobile Dealers Association

MYTH vs. FACT

The BAT spells trouble for auto dealers, their employees, and consumers

MYTH: The BAT will only impact the price of vehicles imported into the U.S.

FACT: All goods and services coming into the U.S. would be subject to the BAT. This includes not just vehicles, but also auto parts. Because no vehicle in the U.S. contains exclusively domestic content, the BAT will drive up the price of every single vehicle sold in America.

MYTH: The BAT will have no impact on American consumers.

FACT: A 20 percent BAT would force American consumers to pay an average of $2,000 or more for new vehicles. Vehicle purchases represent one of Americans' biggest household expenditures, and absorbing this cost increase would require consumers to take on longer financing terms and higher monthly payments.

MYTH: The BAT will create more American jobs.

FACT: Rising costs for American consumers would lead to decreased demand and lost American jobs. These include the 577,000 Americans currently employed by America's 9,600 international nameplate auto dealers.

MYTH: Dealers don't support tax reform.

FACT: Auto dealers would like nothing more than to see significant, permanent changes made to America's cumbersome tax code. However, the BAT is not the way to pay for it. It penalizes entrepreneurship and shifts costs from big corporations to middle class consumers.

MYTH: Hundreds of other countries have the same tax.

FACT: No other country in the world border adjusts their corporate income tax. A BAT is untested, its impact is unpredictable, and it makes the United States vulnerable to trade retaliation.

Reality Check: The Experts Weigh In

"On the economics side, it's just a terrible idea. It's a huge revenue sink."

— **ADAM POSEN**, *President, Peterson Institute for International Economics*

"Big breaks for big companies, higher prices for beleaguered consumers. Why are the Republicans doing this?"

— **STEVE FORBES**, *Chairman and Editor-in-Chief of Forbes Media*

"The House bill 'pays' for its 20 percent corporate tax rate by implementing policies that have little basis in economic logic, hinder economic efficiency, violate the letter and the spirit of numerous trade agreements, subject the economy to excruciatingly painful adjustments, expose America and the world to unacceptable economic risks — and in the process diminish or even eliminate the positive effect of the 20 percent rate."

— **PHIL GRAMM**, *Former Senator and Chairman of the Senate Banking Committee*