

Andrew Oglesby  
27 Road 5295  
Farmington, NM 87401  
[Aglesby85@gmail.com](mailto:Aglesby85@gmail.com)  
505-860-9269  
11/11/2023

New Mexico Environmental Improvement Board  
1190 St. Francis Dr, Ste N4050  
Santa Fe, NM 87505

Dear Members of the New Mexico Environmental Improvement Board,

I am reaching out to you in my capacity as a Sales Professional at AutoMax in Farmington, NM, to share my concerns about the proposed Advanced Clean Cars and Advanced Clean Trucks Rules in New Mexico. While I am in full support of initiatives that promote environmental sustainability, I am apprehensive about the potential impact of these rules on the automotive industry, particularly in the realm of vehicle sales.

The proposed rules, which mandate a rapid transition to clean vehicle models, could have several unintended consequences for dealerships like ours. One of my primary concerns is the potential impact on customer choice and affordability. The cost associated with purchasing advanced clean vehicles, particularly electric and hybrid models, is often higher than traditional gasoline-powered vehicles. This cost difference could be a significant barrier for many of our customers, potentially leading to a decrease in overall vehicle sales.

Additionally, the readiness of the infrastructure in New Mexico to support a fleet of clean vehicles is a pressing concern. The availability and accessibility of charging stations, for instance, are critical for the practicality and attractiveness of electric vehicles. If the infrastructure is not adequately developed, it could deter customers from opting for these vehicles, regardless of the environmental benefits.

From a sales perspective, the transition to clean vehicles also necessitates substantial changes in our sales strategies and training. Ensuring that our sales team is well-equipped with knowledge about new technologies, tax incentives, and the overall value proposition of clean vehicles is essential. This transition will require time and resources to implement effectively.

I believe that a more gradual approach to the implementation of these rules would be beneficial. This would allow for a smoother transition for dealerships, customers, and the market as a whole. It would also provide time for the necessary infrastructure developments to take place, ensuring that the transition to clean vehicles is sustainable and effective in the long run.

In conclusion, while I support the environmental goals of the proposed rules, I urge you to consider the implications they have on the automotive industry, particularly in terms of sales, customer choice, and market readiness. A collaborative approach involving stakeholders from various sectors, including automotive sales professionals, would be instrumental in crafting more balanced and practical regulations.

Thank you for your attention to this important matter.

Sincerely,

Andrew Oglesby  
Sales Professional, AutoMax