

# Thomas Solomon

Members and Commissioners, my name is Tom Solomon, co-coordinator of 350 New Mexico, speaking on behalf of our 6000 supporters. I speak as an EV owner of over 10 years and fully support the proposed clean car and truck rules.

The #1 reason to convert quickly to electric vehicles is to cut the tailpipe pollution that is hurting people's health and driving the warming causing drought, wildfires, heat waves and extreme weather. Other commenters have spoken eloquently to those vital issues.

So today I want to speak about the auto business.

Will auto dealers have to change their business practices with EV's? Absolutely, because they'll see less money from their #1 profit center, car repairs, since EV's only need about half as much maintenance. But that's great news for consumers. And Tesla's large service centers on Nambe and Santa Ana Pueblo lands show that EV servicing will provide great jobs.

It is just a fact of life that as technology changes, businesses have to adapt to stay relevant. That's been true in photography, in telephones and televisions; just like it was true for horse-drawn carriages.

And now the shift to EV's is happening, and quickly. The EV sales data tracked by Argonne Labs shows that EV's are now 11% of all US car sales, up from 5% in 2020, thus increasing at over 50% per year. And the #1 best selling car in the world, of all kinds, is an all-electric SUV, the Tesla Model Y, outselling the #2 Toyota Corolla.

Auto manufacturers are now racing to convert their designs and future production to EV's, because EV's are better vehicles and consumers demand them. But perhaps more importantly to traditional automakers, the largest EV maker, Tesla, is stealing their top-end market share, and expanding explosively. If they don't respond to that competitive threat, they'll go out of business. So automakers will be making and delivering more EV's to dealers every year. We need these clean car rules to ensure that New Mexico dealers don't keep those EV's off their lots.

EV's are where the market is headed, now. And successful businesses, to quote Wayne Gretzky, "skate to where the puck will be". Because these are just better cars in nearly every way - cleaner, safer, quieter, quicker, cheaper and easier to fuel, with no tailpipe pollution.

Please support these clean car rules, to cut tailpipe pollution, improve our health, preserve our climate and ensure New Mexico is a leader in both generating and using clean energy. Thank you.