



November 18, 2024

President Donald J. Trump  
Presidential Transition Office  
The Mar-a-Lago Club  
1100 South Ocean Boulevard  
Palm Beach, Florida 33480

Dear Mr. President:

Congratulations on your historic win to once again serve as President of the United States. On behalf of international automakers who build nearly half of all the cars and trucks made in America each year, we look forward to working with you on policies that will strengthen our manufacturing base, support all automotive careers, and drive our economy forward.

Autos Drive America represents international automakers that have made America their home. Our members include American Honda Motor Co., Inc., BMW of North America, Hyundai Motor America, Kia Motors America, Inc., Mazda North American Operations, Inc., Mercedes-Benz USA, Mitsubishi Motors, Nissan North America, Inc., Subaru of America, Inc., Toyota Motor North America, Inc., Volkswagen Group of America, Volvo Cars USA, and Panasonic.

For more than 60 years, international automakers have been an integral part of the fabric of U.S. automotive manufacturing, investing a combined \$109 billion into their U.S. operations, including \$21 billion over the last five years alone. Our members have 500 facilities across 36 states, directly employing more than 156,000 hardworking Americans—of which 102,600 work in manufacturing. Our companies support 2.4 million additional American jobs and account for 48% of all U.S. light vehicle production, outproducing the Detroit 3 automakers in 2023 and continuing to outproduce them in 2024. Last year, our members exported more than 762,000 U.S.-built vehicles to more than 130 countries around the world, supporting nearly 900,000 jobs in key manufacturing states in the United States.

During your first administration, our members were able to expand their investments in the U.S., build several new facilities, and increase the number of jobs for American workers. Your signature tax legislation, the Tax Cuts and Jobs Act (TCJA) of 2017, was critical to the success of our auto manufacturers and their expanded investment in the U.S. and the American workforce. Under the TCJA, foreign direct investment in the U.S. jumped from \$4.025 trillion to \$5.39 trillion, including an increase in investment in manufacturing from \$1.6 trillion to \$2.2 trillion. Additionally, your renegotiation of NAFTA through the USMCA in 2020 increased investments in U.S. manufacturing and the auto industry.

Your economic message on the campaign trail resonated with millions of Americans who want more affordable prices, lower inflation, good-paying jobs, a strong auto industry and the expansion of manufacturing in the United States. Autos Drive America shares your commitment to these critical goals and have made it our mission to

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advance effective policies that expand employment opportunities for Americans, broaden consumer choice, and secure the auto industry's continued growth and success in the United States.

Over the past twenty years, international automakers helped lead a resurgence in American manufacturing, with production employment increasing by 63%, adding 40,000 manufacturing jobs to the economy. Many of our members were also proud to take part in your Pledge to the American Worker, promising to provide 400,000 new workforce opportunities.

We believe that tax, trade and workforce policies will play an important role in reinforcing the economy for the American people and we look forward to working with you to encourage competition, protect open markets, provide affordable vehicles for families, grow jobs, and create certainty for America's workers and employers.

We would like to invite you and members of your administration to visit our U.S. production facilities in the coming months to witness firsthand our advanced manufacturing capabilities and the vital jobs we create and sustain within our communities. Please consider us a resource on the critical issues impacting the auto industry's ability to produce vehicles competitively in the United States and successfully export our products to customers around the world.

International automakers and Autos Drive America look forward to working with you on these and other important issues in the coming months and years ahead.

Sincerely,

A handwritten signature in black ink that reads "Jennifer M. Safavian".

Jennifer M. Safavian  
President and CEO  
Autos Drive America

CC: The Honorable JD Vance  
Vice-President Elect of the United States

The Honorable Mike Johnson  
Speaker, U.S. House of Representatives

The Honorable John Thune  
Republican Whip, U.S. Senate

The Honorable Linda McMahon  
Co-Chair, Trump-Vance Transition Team

Ms. Susan Wiles

Mr. Stephen Miller