

Auto Care Advocacy LEADERS



Advocacy Leaders Program Overview



We are asking that each company appoint an **Advocacy Leader** who will serve as the primary point of contact for essential grassroots and advocacy actions. Advocacy is a critical part of what the Auto Care Association does for your businesses and for our industry. By working together, we can be far more effective in our advocacy efforts.

With **Advocacy Leaders** at each company, we can streamline our communications and make sure that you have up-to-date information on how your companies can engage to make a meaningful difference in the political process. An **Advocacy Leader** can be an internal lobbyist or any employee who is interested in advocacy and can communicate with your executive leadership team regarding the need for assistance or input on grassroots and advocacy.



Advocacy Leader for Automotive Parts Headquarters, Corey Bartlett, hosted Congressman Tom Emmer, R-Minn., at its Saint Cloud, Minn., facility. Facility tours are excellent opportunities to build direct relationships with lawmakers, allowing elected officials to see firsthand how your business operates.

What Do Advocacy Leaders Do?

- **Provide company locations to the Auto Care government affairs team.** This allows the association to map the industry's footprint across the nation and to connect your company with the lawmakers who represent you.
- **Receive calls to action on legislative issues from the Auto Care government affairs team and share these calls to action within your organization.** In less than five minutes, you can make your voice heard and show your lawmakers what matters to our industry.
- **Participate in calls hosted by the Auto Care government affairs team.** Receive up-to-date information on the legislative issues affecting our industry.
- **Serve as the point of contact at your company for the Auto Care government affairs team.** Receive advocacy materials to share with your company.

Why Get Involved

- This program is key to ensuring that the Auto Care Association can effectively advocate on behalf of our members at all levels of government.
- We will also help your company build relationships directly with lawmakers, helping them to understand our businesses, the issues that impact our industry and the importance of the essential services that we provide.
- The government affairs team will make advocacy as simple and easy as possible. We will help you to create and run your own advocacy programs by mapping your footprint, developing an engagement strategy and connecting you with your lawmakers. We will also flag any issues that may impact your business and discuss how you can take action. Take advantage of this opportunity to tell your unique story and to make your voice heard.



If you would like to become an Advocacy Leader or to learn more about the program, contact the government affairs team at governmentaffairs@autocare.org.



Advocacy Engagement in Three Steps

1

Identify an Advocacy Leader for Your Company

With **Advocacy Leaders** at each company, we can streamline our communications and make sure that you have up-to-date information on how your companies can engage to make a meaningful difference in the political process. An **Advocacy Leader** can be an internal lobbyist or any employee who is interested in advocacy and can communicate with your executive leadership team regarding the need for assistance or input on grassroots and advocacy (e.g., hosting a facility tour, having your CEO sign a letter, activating employees on the issues).

Share the Addresses of Your Locations

- By sharing your locations with us, we can map out in which congressional districts you are located and which lawmakers represent them.
- This allows us to create a customized engagement strategy tailored to your company.
- We will also determine if any lawmakers representing you are considered key to our advocacy strategy due to their committee assignments, caucuses or leadership positions.

2

Meet with Auto Care Government Affairs Team

We will provide:

- A brief overview of the key legislative issues facing the auto care industry, highlighting the role that your company can play in influencing congressional responses to these issues.
- We will also identify any specific issues facing your company and how we can help you address those issues.
- A presentation of our custom strategy for you to engage with lawmakers in key districts who represent you.
- Advocacy materials that you can share with your employees and team members.
- We can also create custom materials on specific issues.
- A brief presentation on the Auto Care Political Action Committee (ACPAC) and its essential role in the association's advocacy toolkit.
- Sign ACPAC prior approval: Federal law requires the Auto Care Association to obtain prior authorization from association members before we can send PAC-related communications, including PAC activities, updates and invitations to PAC events. Prior authorization can be granted for up to five years.

3

Engage with Your Lawmakers!

- We will handle scheduling introductions with your lawmakers and their staffs. You can then leverage these introductions to set up site visits or roundtable discussions.
- Attend the biennial Auto Care Legislative Summit.
- Host/attend fundraiser events for lawmakers with ACPAC support.

The People in POLITICS



Legislator

- Cares about constituents.
- Attends fundraisers with lobbyists.
- Exposed to MANY issues and is mostly big picture focused.
- Sets policy priorities for their office.
- Constituent face time is reserved mostly for fundraisers, tours, CEO meet-and-greets and some legislative fly-ins.
- Gets guidance from their staff.

D.C. Staff

- Subject matter experts.
- Holds most constituent and lobbyist meetings.
- Flags very hot issues for the legislator.
- Gets details on legislator's priority issues from lobbyists.

District Staff

- Organizes constituent facility tours.
- Handles constituent services for the legislator (e.g. COVID-19 loan assistance).

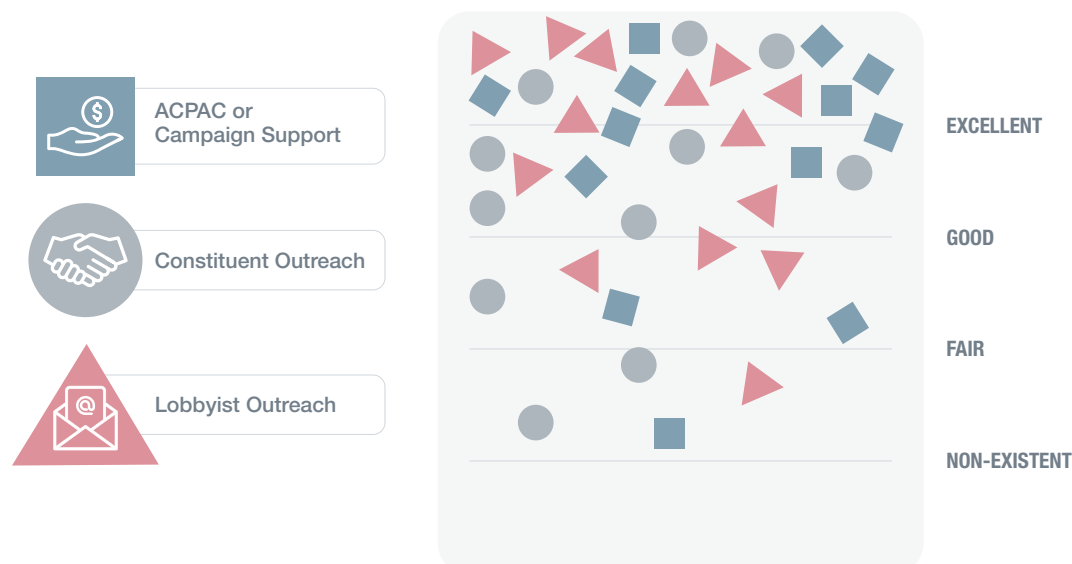
Constituent

- Contacts D.C. staff and district staff to flag their presence in the district and define their priorities.
- Offers to set up tours for the legislator.
- Attends political fundraisers, or, if desired, helps with the legislator's political campaign.
- Coordinates with Auto Care lobbyists to learn about emerging legislation that could impact their business.
- Arranges for their CEO to meet with the legislator.
- Supports ACPAC to ensure Auto Care can support more key legislators.

Auto Care Lobbyist

- Attends fundraisers with legislators and presents our industry and our policy priorities.
- Communicates emerging issues to constituents.
- Meets with D.C. staff to discuss the details on our Auto Care issues and how they align with the legislator's policy priorities.
- Meets with constituents to learn about issues that impact their business.
- Coordinates meetings between constituents and D.C. staff or legislators.

Strength of a Relationship with a Legislator



Grassroots ADVOCACY 101



Senator Todd Young, R-Ind., visits KYB Americas Corp. to learn how the products they manufacture work and how the company affects the local and national economy.

What is grassroots advocacy?

Grassroots advocacy occurs when constituents contact their local, state or federal elected officials to share how important policy issues impact them, their businesses and their communities. This can be done in many ways: online, over the phone or in person. By participating in grassroots advocacy, you can make your voice heard in the legislative process and build relationships with your lawmakers.

Why is grassroots advocacy important?

Grassroots advocacy is a critical part of the Auto Care Association's legislative toolkit. Your elected officials want to hear directly from you as a constituent and as an industry professional. They work for you and your concerns matter! Educating lawmakers about the auto care industry and how their actions affect our businesses ensures that our interests are represented on Capitol Hill and that our lawmakers are doing their jobs with our concerns in mind. You are the best person to tell your unique story and to make connections between your elected officials and the people they serve. Remember: If you're not at the table, you're on the menu!

How can I get involved in grassroots advocacy?

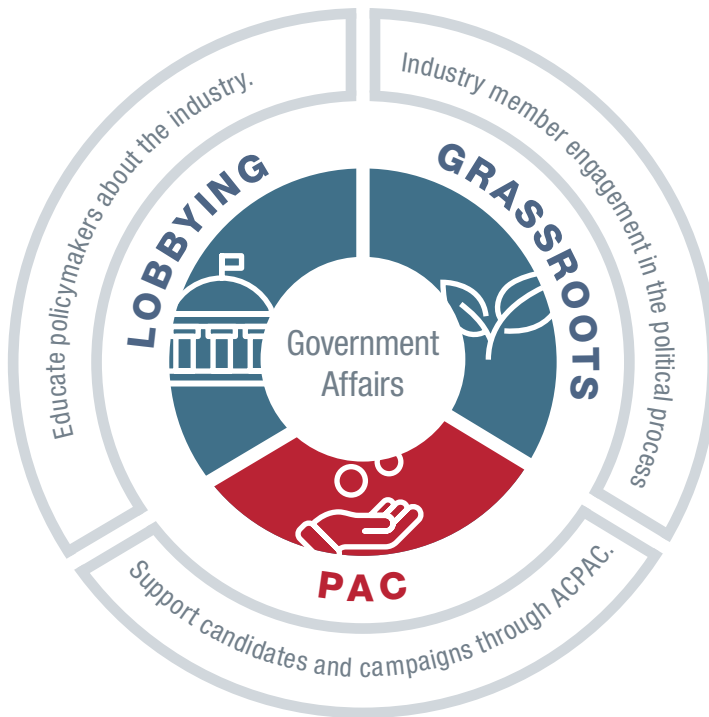
The Auto Care Association makes getting involved in grassroots simple and easy. You can contact your lawmakers regarding key issues impacting the industry through our online Advocacy Center here: autocareadvocacy.org.

Additional ways to take action include:

- **Facility tours:** Invite your elected official to visit your facility and to learn more about your business and the industry from first-hand experience. We are happy to guide you through this process.
- **Build relationships with your lawmakers by contacting their district office:** You will want to ask to speak with the district director or constituent services director or to ask who the best contact on your specific issue would be. Tell them your name and what company you're with, as well as your locations in the district. Tell them about your business, including how many employees you have and how the issue you are contacting them about is impacting your business. District offices can help with many different issues and are great resources for more information. Find your representative here: www.house.gov/representatives/find-your-representative.
- **Participate in the Auto Care Association's Legislative Summit:** Every two years, the Auto Care Association hosts the Auto Care Legislative Summit where industry professionals from across the country fly into Washington, D.C. to meet with their members of Congress. The Auto Care Association handles all the logistics, including preparation, training and scheduling. All you have to do is show up! Visit autocare.org/summit to learn more.
- **Become an Auto Care Ambassador:** Auto Care Ambassadors are leaders within the auto care industry who advocate on the industry's behalf to key audiences. Those audiences include other members of the industry, media, and elected officials at all levels. Ambassadors are the tip of the spear when it comes to advocating for the industry.



To learn more or to schedule a briefing/presentation from the Auto Care Government Affairs team, please contact the government affairs team at governmentaffairs@autocare.org.



The Auto Care Association political action committee (ACPAC) is a nonpartisan organization that provides opportunities for association members to participate in the American political process. The purpose of ACPAC is clear: to raise and spend money to elect federal candidates on both sides of the aisle who understand and support the aftermarket industry. The money to accomplish this comes from voluntary contributions made by Auto Care Association members. ACPAC allows your government affairs team to compete with other trade groups and vehicle manufacturers for the attention of Capitol Hill lawmakers and maintain a seat at the table where decisions are made.

Where We're Going

- Secure and standardized access to vehicle data for consumers
- Promotion of in-demand careers within the auto care supply chain
- Trade policy that benefits the auto care industry

Together We Can Get There.

ACPAC Facts



ACPAC gives the auto care industry a unified voice in the political process by supporting federal candidates who share our business interests.



Funded exclusively through voluntary personal contributions; federal law prohibits the use of corporate funds for candidate contributions.



ACPAC evaluates candidate support based on their positions on key business issues affecting the auto care industry, as well as factors such as committee assignments, leadership roles, and geographic relevance to our members and operations.



All federal PACs are regulated by the Federal Election Commission (FEC), and all contributions and candidate disbursements are publicly reported and available at FEC.gov

100% of funds contributed to ACPAC go to candidates for U.S. House and Senate. All administrative fees are paid by the Auto Care Association.

Key ISSUES



Vehicle Data

WHAT THE ISSUE IS

Direct access to vehicle data is under threat by vehicle manufacturers. Currently vehicles are repaired when repair shops and consumers connect to the on-board diagnostic port, obtain repair codes and then implement repairs. However, newer vehicles have the ability to transmit diagnostic data wirelessly, thus permitting vehicles to be diagnosed and in some cases repaired without ever going to a shop. Further, manufacturers are locking down access to the diagnostic port, requiring car owners and shops to obtain authorization from the manufacturer to access the port. There is a cost associated with this access that used to be free and controlled by the vehicle owner. The vast majority of modern vehicles can transmit data on virtually every aspect of their operation including diagnostic information, geolocation and how the vehicle is driven. While access to this data could provide many benefits to car owners, all of the data is currently sent to the vehicle manufacturer who then serves as gatekeeper for the data, determining who can have access and at what cost.

OUR POSITION

Vehicle owners have the right to decide how and where to have their vehicles repaired, and independent repair shops need access to maintenance and repair data to perform safe and quality vehicle maintenance.

The REPAIR Act would preserve consumer access to high-quality and affordable vehicle repair by ensuring that as vehicles continue to modernize, vehicle owners and their repairer of choice have equal access to repair and maintenance tools and data. The REPAIR Act has three important principles:

- Prevents vehicle manufacturers from deploying barriers to repair and maintenance
- Requires that vehicle owners and their designees have access to vehicle-generated data from the manufacturer
- Prohibits mandating particular brands, tools and equipment for repairing vehicles

<https://www.autocare.org/government-relations/current-issues/access-to-and-control-of-vehicle-data>

Workforce Development

WHAT THE ISSUE IS

Our industry depends, in part, on our ability to recruit and train skilled technicians who can diagnose and repair modern vehicles. The qualified technician shortage has been a growing industry problem for many years, as older generations of technicians retire without sufficient interest among younger people to fill these positions. Maintenance and repair technicians keep the American fleet rolling and, in turn, directly impact nearly everyone in the auto care industry.

In 2025, the Auto Care Association supported the Freedom to Invest in Tomorrow's Workforce Act, which expands qualified expenses under 529 education savings plans to include certain postsecondary training and credentialing. Provisions from this legislation were signed into law as part of Public Law 119-21. The Auto Care Association also supports the Fairness for the Trades Act, which would expand eligible uses of 529 education savings plans to include the tools necessary for technical careers.

Technician Shortage

WHAT THE ISSUE IS

The qualified technician shortage has been a growing industry problem for many years, as older generations of mechanics retire without sufficient interest among younger people to fill this job. Our industry has struggled to recruit new technicians and, in some cases, convince their parents that there is a rewarding and lucrative career alternative to pursuing a four year college degree. Maintenance and repair technicians keep the American fleet rolling and, in turn, directly impact nearly everyone in the auto care industry. Automotive technician employment in 2024 increased by 1.8% to more than 967,000 men and women at general repair shops, vehicle dealerships, and gasoline service stations.

There are some indications that the more sophisticated nature of vehicles today, and the computer proficiency necessary to properly diagnose them, may begin to reverse these attitudes toward a

career as a vehicle tech. automotive technician employment in 2024 increased by 1.8% to more than 967,000 men and women at general repair shops, vehicle dealerships, and gasoline service stations. The 10-year compound annual growth rate of technician demand and supply are 1.0% and 1.4% respectively, and the Bureau of Labor Statistics projects 2.8% growth in employment for automotive service technicians and mechanics from 2021 to 2031.

OUR POSITION

The viability of our industry is dependent, in part, on our ability to recruit and train skilled technicians who can diagnose and repair modern vehicles. As Congress continues to explore apprenticeship programs and other initiatives that seek to address workforce shortages, it should include auto repair technicians.

HOW THIS IMPACTS YOU

If repair shops are not able to recruit and retain qualified auto care technicians, it could impact the overall health of the auto care industry by stymieing growth from lower car counts in repair facilities that also translate to loss of parts sales.

Trade Policy

WHAT THE ISSUE IS

The auto care industry's global supply chain is navigating an unusually active and shifting U.S. trade policy environment:

- **Section 301:** Tariffs remain in place on a broad range of Chinese-origin auto parts, with the scope and exclusions subject to periodic review by USTR.
- **Section 232:** Tariffs on autos and auto parts; steel, aluminum, copper and their derivative products, have been repeatedly expanded and restructured.
- **IEEPA:** In February 2026, the U.S. Supreme Court ruled that IEEPA does not authorize the president to impose tariffs, invalidating a major tranche of duties and prompting a large, ongoing CBP refund process.
- **USMCA:** Governs duty-free trade with Mexico and Canada, our industry's two largest trading partners. The agreement's first-ever mandatory joint review took place in 2026, and its long-term future is now subject to ongoing negotiation rather than settled.
- **New investigations underway:** USTR has opened new Section 301 investigations that could result in a fresh round of tariffs on dozens of countries. Additional country-specific investigations are also in motion.

OUR POSITION

Auto Care supports trade policy that reflects our industry's long, integrated global supply chains and international footprint.

This is especially important for the aftermarket's diverse, low-volume parts covering every year, make and model on the road, which depend on a global network of sub-suppliers built up over decades.

- Our industry relies on imports of raw materials, intermediate goods and finished parts to remain competitive, supporting a broad range of U.S. jobs across the supply chain.
- Our membership includes both companies dependent on imports and those invested in U.S.-based manufacturing. We work to represent this full range of perspectives as trade policy evolves.
- Frequent, unpredictable changes to trade policy place a significant burden on companies' time and resources as they work to stay compliant and plan for the future.
- Auto Care advocates for exclusions and flexibility where sourcing alternatives don't exist, while engaging constructively with policymakers on trade actions that support domestic manufacturing.

HOW THIS IMPACTS YOU

- Tariffs on imported products can raise costs across the supply chain and multiple tariffs may apply to the same product at once.
- Ongoing reviews and investigations mean the trade landscape can shift with little advance notice, making longer-term sourcing and pricing decisions more difficult.
- Changes to USMCA could affect the cost and flow of parts moving between the U.S., Mexico and Canada.
- Members who paid IEEPA duties may be eligible for refunds but must proactively file a claim. Refunds are not automatic.



Facility TOURS 101



One of the best ways your lawmakers can get to know you and your business is through touring your facility in their state or district. This can be done in-person or virtually. Below are some key steps and tips for successfully hosting a facility tour.

I. Contact the Government Affairs Team to Assist with Scheduling the Tour

If you do not already have a close relationship with your legislator and would like assistance scheduling the tour, please contact the government affairs team at governmentaffairs@autocare.org. We will be happy to help. In addition to helping to coordinate the tour itself, the government affairs team can provide important resources for your meeting including legislator bios, industry economic impact infographics, and talking points on relevant policy issues. The team can also assist in sharing photos and articles from your tour on Auto Care's social media pages and in our publications like Insider Magazine.

II. Do Your Homework

Take a few minutes to visit the legislator's official congressional website and social media pages to learn more about him or her. What issues are important to them? What committees do they sit on? If they are in the House of Representatives, are they on the Auto Care Caucus? Through the government affairs team, find out from the Auto Care lobbyists what position, if any, the legislator has taken on the issues important to our industry.

III. Remember: You Are the Expert

Even if this is your first time hosting a legislator or getting involved in politics at all, there is no need to be nervous! You are there to showcase your business and tell your own unique story. It is an elected official's job to meet with their constituents and they want to hear from you. They do not expect you to be the policy experts. If they express interest in learning more about one of our industry's policy issues, simply let Auto Care know and our lobbyists will follow up with their DC policy staff. We have your back!



Dwayne Myers and Jose Bueso of Dynamic Automotive host Rep. Jamie Raskin, D-Md., for a facility tour.

HERE ARE A FEW TALKING POINTS:

- Share the story of how your business got started and talk about your company culture.
- Discuss how many people your business employs and any special hiring programs you have, e.g. pro-veteran programs.
- Discuss any ways that your business is involved in your local community.
- Show that you've done your homework and ask the legislator about an issue that is important to them. A facility tour is, at its core, a show-and-tell.
- Show them why access to vehicle data and or trade are important to your business.

IV. Take Photos

Facility tours are great content for your business's social media accounts. Industry publications have also shown an interest in covering these visits. Auto Care will be happy to share all photos and related articles on our social media pages. Be sure to let the legislator know that you will be taking pictures at the event and to tag them in your social media posts! That is a value add for them too.



For assistance hosting and scheduling a facility tour, please contact the government affairs team at governmentaffairs@autocare.org.