

Thursday, September 28, 2023

# Vermont Auto Conference

Stoweflake Resort – 1746 Mountain Road, Stowe



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Vermont Auto Conference Exhibitors

# Antitrust and Fair Competition Guidelines

The antitrust laws are a comprehensive charter of economic controls aimed at promoting free competition. These laws rest upon the premise that the preservation of free competition will yield the best allocation of economic resources, the lowest prices, the highest quality and the greatest material progress for the public welfare. All activities of this organization comply strictly with all state and federal antitrust laws. Under the antitrust laws competitors may not restrain competition via agreements or understandings regarding the price, production or distribution of products and services. Competitors may not engage in any activity intended to restrict the competitive capabilities of their customers, suppliers, or other competitors. The antitrust laws are complex and are often of unclear applicability. Unlawful agreements can be inferred from circumstantial evidence. A conviction for violating the antitrust laws may result in stiff fines, jail sentences for individuals who participated in the violation and forced disbanding of their trade association.

## The following will not be discussed:

- ▶ Current or future prices
- ▶ What constitutes a "fair" profit level
- ▶ Possible increases or decreases in prices
- ▶ Standardization or stabilization of prices
- ▶ Pricing procedures
- ▶ Cash discounts
- ▶ Credit terms
- ▶ Control of sales
- ▶ Allocation of markets
- ▶ Freight allowances
- ▶ Refusal to deal with a corporation or individual because of its pricing or marketing practices



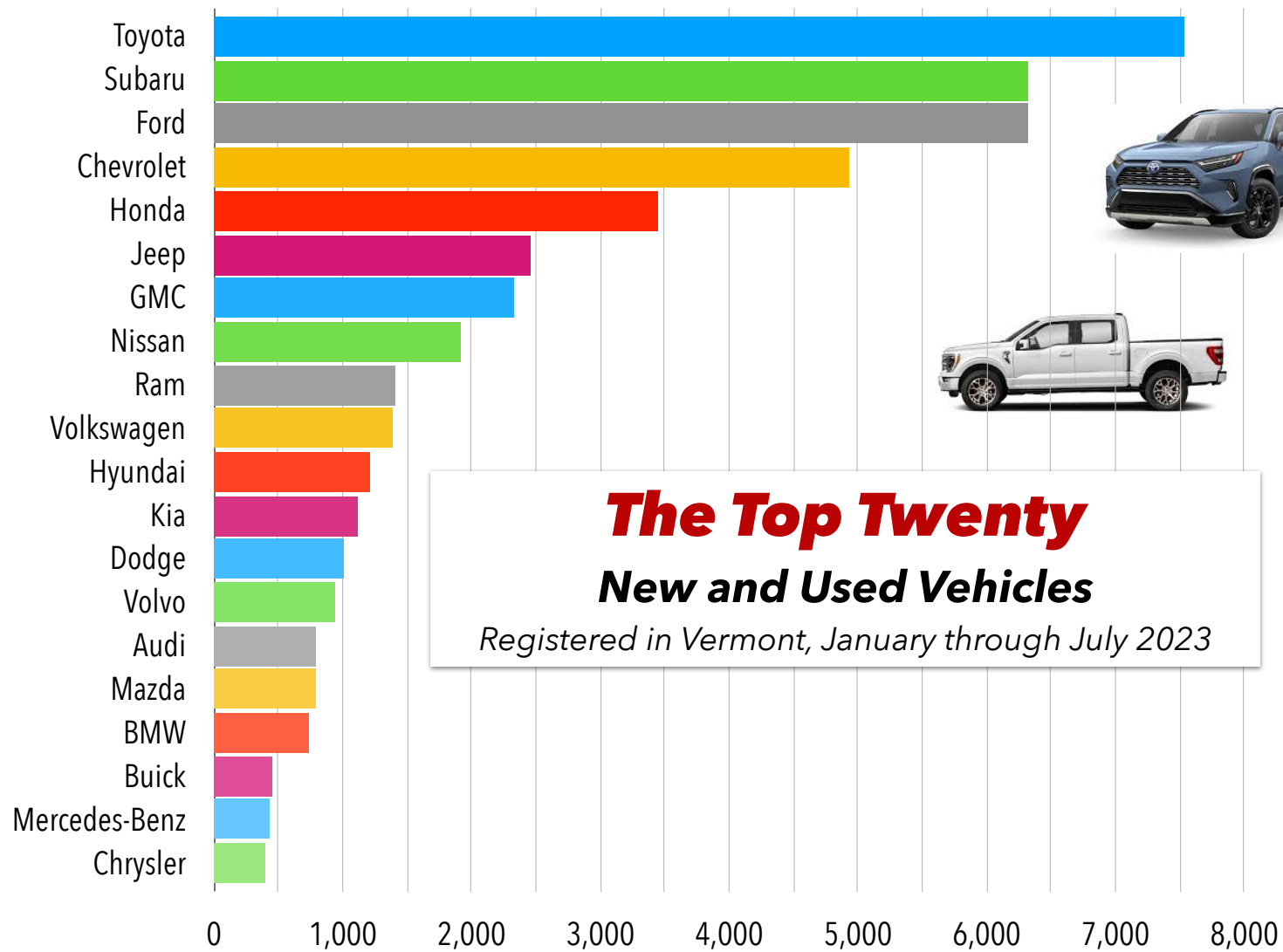
The most important antitrust statutes applicable to this meeting are Section 1 of the **Sherman Act**, which prohibits conspiracies in restraint of trade and Section 5 of the **Federal Trade Commission Act**, which establishes broad prohibitions against unfair methods of competition and unfair or deceptive business acts or practices.



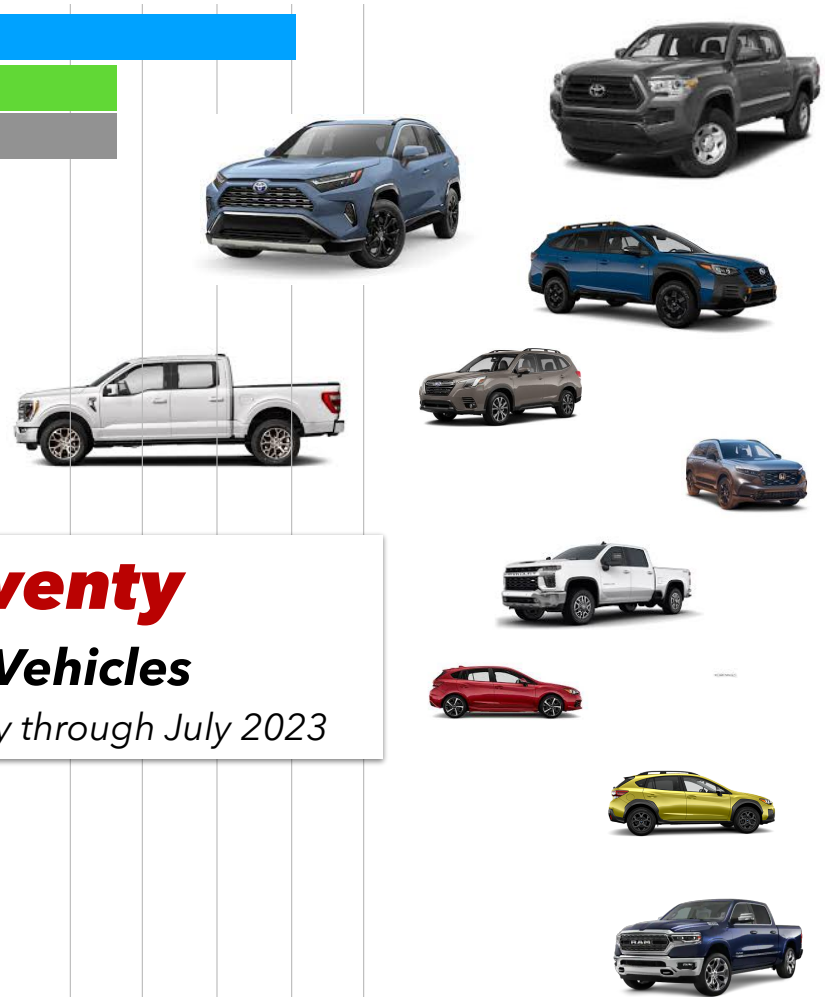
# Vermont Vehicle Index

*TheVermontDrive.com*





***The Top Twenty***  
***New and Used Vehicles***  
*Registered in Vermont, January through July 2023*



# ***What's Driving Vermont***

# **48,573**

*New and used vehicles were registered in Vermont through the first seven months of 2023*

**43,174** are powered by Gasoline/flex Fuel

**1896** are Electric/Gas Hybrids

**1747** run on Diesel/Biodiesel

**1085** are All-Electric

**671** are Plug-In Electric/Gas Hybrids





Vermont  
Vehicle  
Index

Gasoline  
81%

**16,753**

**New Vehicles Registered in  
Vermont**  
*January-July 2023*

Electric Plug In/Gas  
3%

Diesel/Biodiesel  
4%

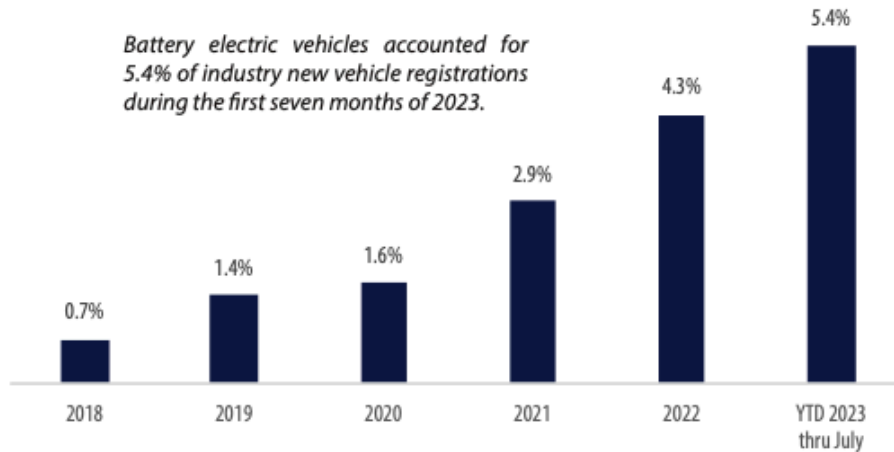
All Electric  
5%

Gas/Electric Hybrid  
7%



**Battery electric vehicle (BEV) sales in Vermont are growing and franchised dealerships are accounting for a significantly larger share of the market:**

**BEV Share of Vermont New Retail Light Vehicle Market**



Franchised Dealership Share of State BEV Market in 2018: **52.6%**

Franchised Dealership Share of State BEV Market in YTD '23: **70.7%**

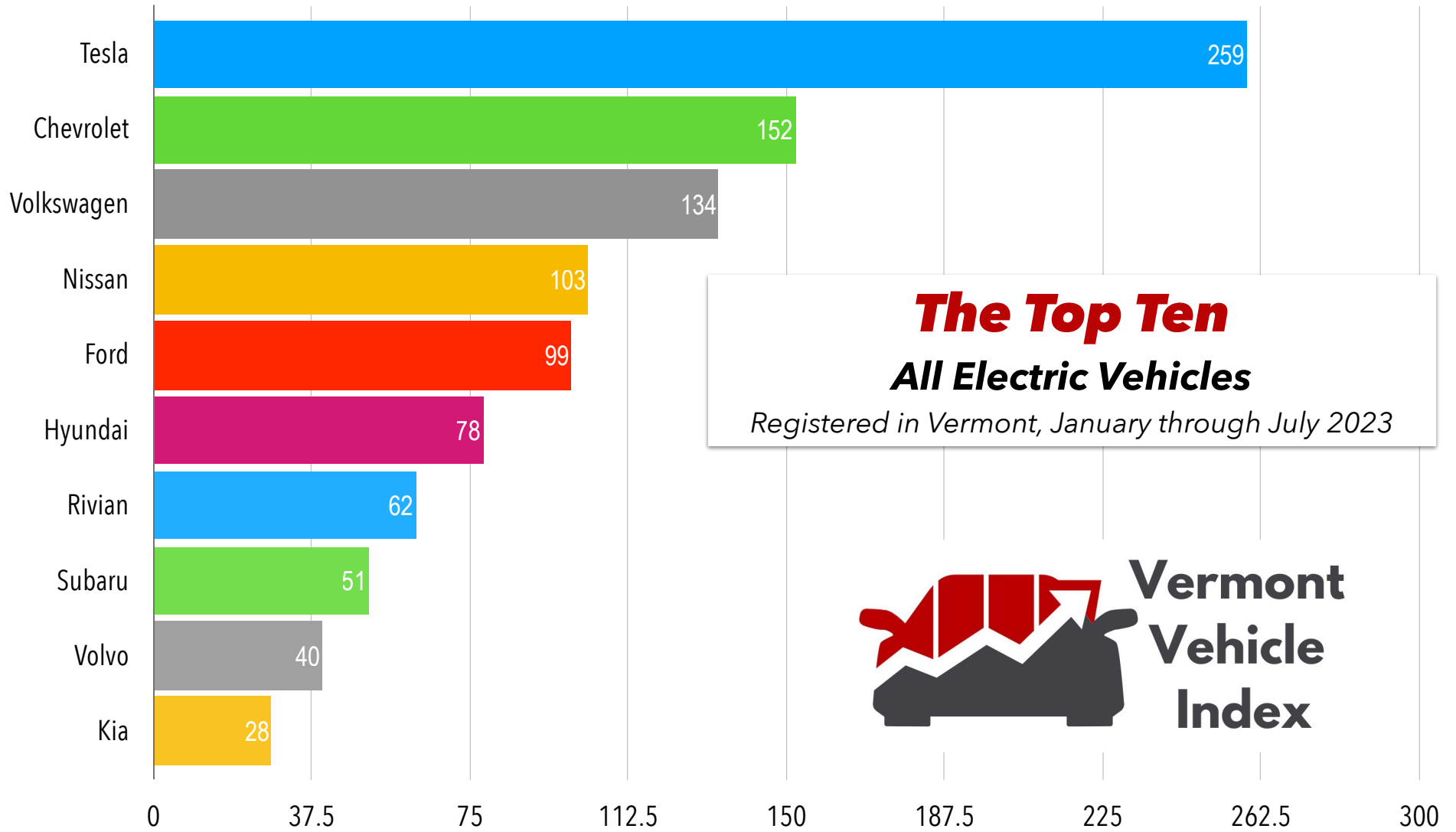
Data sourced from Experian Automotive.

**Dealerships are making large scale investments to prepare for the sale and service of electric vehicles:**

Total estimated dealership expenses in 2023 and 2024 to prepare for the sale and service of electric vehicles:

**\$18,509,000**





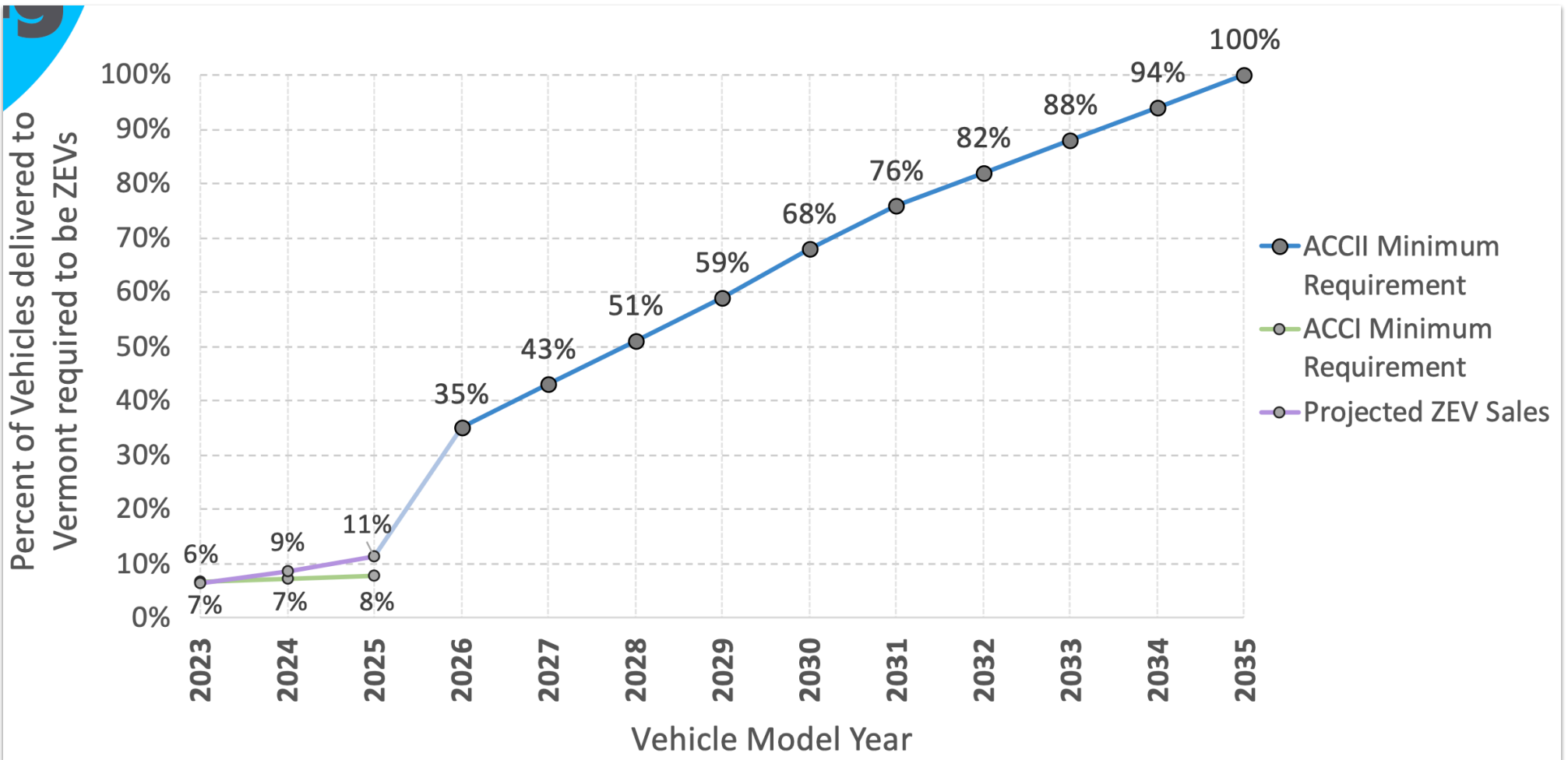
## ***The Top Ten***

### ***All Electric Vehicles***

*Registered in Vermont, January through July 2023*



# Vermont Low and Zero Emission Vehicle Regulation







**\$41 Million**

Average Dealership Sales, Annually

**\$3.4 Billion**

Total Dealership Sales, Annually

**3150**

People employed at New Car Dealerships Vermont

**\$3.4 Million**

Average dealer annual payroll/benefits

**\$468 Million**

Total annual payroll/benefits





THE UNIVERSITY OF VERMONT  
**TRANSPORTATION  
RESEARCH CENTER**

## Vehicle Purchase Survey

We invite you to take a short survey to help us learn more about what you look for in a new vehicle and understand opportunities to make more options available to Vermont consumers.

To take the **5-minute survey**, scan the QR code with your cell phone camera. Or type this link in your web browser:  
<https://tinyurl.com/56c7393d>



When you finish the survey, you will have the opportunity to enter a raffle for one of ten \$100 Cash Cards.

The survey is part of a research study being conducted by the University of Vermont Transportation Research Center with the cooperation of Vermont vehicle dealers. For questions, please email the study's principal investigator Gregory Rowangould.  
[gregory.rowangould@uvm.edu](mailto:gregory.rowangould@uvm.edu), (802) 656-3596





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