



DATE: February 5, 2020

TO: Senate Finance Committee

FROM: Peter Kitzmiller (President)  
Travis Martz (General Counsel)

RE: SB 134 (Senator Feldman)

**POSITION: SUPPORT WITH AMENDMENTS**

The Maryland Automobile Dealers Association (MADA) represents over 300 franchised new car and truck dealers, and their 24,000 employees. We strongly support SB 134.

As electronic signatures have become more commonplace, automobile dealerships have embraced electronic document signing as part of the vehicle sales process. Furthermore, automobile shoppers are embracing online shopping for cars at the same time. MADA supports electronic document signing with proper transparency.

MADA also supports the dealership licensing arm of the MVA. Companies that choose to advertise vehicles online only and sell to Maryland consumers should be held to the same licensing standards. Maryland customers that purchase a vehicle online and have it delivered away from the dealership should be able to identify where the dealership is located per their license in the event an issue with the purchase arises.

MADA respectfully asks the Senate Finance Committee to give SB 134 a favorable report with the proposed amendments.