



THE MARYLAND HOUSE OF DELEGATES
ANNAPOLIS, MARYLAND 21401

TESTIMONY OF DELEGATE PAM QUEEN
HB 955 – Vehicle Laws – Manufacturers and Dealers – Incentives
SUPPORT

Greetings Chair C.T. Wilson, Vice-Chair Brian Crosby, and my colleagues on the Economic Matters Committee:

HB 955 - Vehicle Laws – Manufacturers and Dealers – Incentives addresses consumer concerns. Concerns that I and many of your constituents have encountered.

Some of you have heard this bill last year. We heard your suggestions and have made updates to this legislation to ensure greater transparency about the allocation of vehicles and incentives.

Why is this bill needed, because of the lack of consistency, it makes buying a vehicle more stressful for consumers. In a pre-COVID-19 survey by Edmunds of U.S. consumers, it showed that buying a vehicle was more stressful than getting married or going on a first date. Furthermore, 33% of respondents said they'd rather do their taxes or sit in the middle seat on an airplane than buy a car.

HB 955 considers updates that make purchasing an automobile from a consumer's perspective less stressful. From a consumer's perspective, these advertised rebates and incentives are a classic "bait and switch" that steer consumers to dealerships that cannot deliver which only adds to the stress of buying a car.

HB 955 seeks to lessen the stress of buying a new car by considering the perspective of consumers. I request your open-mindedness as you consider a favorable recommendation for HB 955.