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**Delegate Dana Stein's Testimony in Support of
HB 1173 – Motor Vehicles – Recreational Vehicle Dealer Agreements**

Currently, recreational vehicle (RV) dealer agreements are governed by the same state law that governs automobile dealers and manufacturers. However, the RV industry is quite unique; for instance, whereas an automobile dealership only sells vehicles from one single manufacturer (a Honda or Ford dealership sells *just* Hondas or Fords), a single RV dealership sells RVs from multiple manufacturers.

There is a nationally negotiated RV-specific model law that the national RV manufacturers' and the national dealers' associations reached agreement on last year and this bill would establish that model law in Maryland.

The model agreement upon which the bill is structured is the product of a collaborative, negotiated process in which both the manufacturers and the dealers participated. You have before you today testimony from both manufacturers and the dealers indicating their support of the bill.

By being more closely tailored to the RV industry, the bill will help to ensure that industry is not out of compliance with inapplicable automobile franchise law. It's also important to note the licensing requirements and fees administered by State regulators do not change.

I do have a set of sponsor amendments to the bill to correct a drafting error that inadvertently did away with some licensing requirements – you'll see that the amendments ensure the same licensing requirements remain in place and make no change to the fees.

I also have a second set of sponsor amendments that are technical and would correct a few places in the First Reader version of the bill where the drafter omitted some key elements of the agreed-upon model law.

Similar RV-specific laws have been enacted in eighteen other states, including Pennsylvania, Delaware, and Virginia.

This is a reciprocal, reasonable law intended to treat manufacturers and dealers fairly and to place the RV industry in a separate chapter to avoid future conflict with auto franchise laws.

For these reasons I hope you vote favorably on HB 1173.