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

Agreements between RV dealers and manufacturers are governed by the same state law that governs auto dealers and manufacturers. But the RV industry is different from the car industry. RV retailers are not franchises of a specific manufacturer. While an auto dealership only sells vehicles from one manufacturer, an RV dealership sells RVs from multiple manufacturers.

This bill establishes a new regulatory framework that would apply to RV manufacturers, distributors, and dealers. It would also establish new procedures, timelines, and requirements that govern written dealer agreements, warranties, and other matters. These changes would provide consistency for manufacturers to develop and manage dealer agreements in Maryland.

This bill is based on a nationally negotiated, RV-specific, model law that the national RV manufacturers' and the national RV dealers' associations agreed upon last year. Because it is more closely tailored to how the RV industry operates, the bill will help ensure that this industry is not out of compliance with automobile franchise laws that don't even apply to the RV industry. It's also important to note the licensing requirements and fees administered by State regulators do not change.

I have a set of technical amendments to correct drafting nuances that inadvertently removed a few key provisions of the negotiated model law that I would ask you to include, given that they weren't identified prior to passage in the House.

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.