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RV  
SHOW



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March 1, 2023

Judicial Proceedings Committee  
The Honorable Senator William C. Smith, Jr.  
2 East  
Miller Senate Office Building  
Annapolis, Maryland 21401

## RE: SB 642 Vehicle Laws - Annual Vehicle Shows - Motor and Trailer Homes

Dear Chairman Smith and Members of the Judicial Proceedings Committee,

The internet has created a new normal for the way consumers search for RV and automobiles. We are now only a click away from purchasing an automobile on google. Though many sales are still made in the traditional fashion, the influence of the internet has led many consumers to not only shop online but also do their research prior to making a purchase. This can result in not only a faster transaction but also a more educated consumer.

RV shows are the best place to allow consumers to physically look at lots of options in one location. However, Maryland does not have all manufacturers accounted for in their dealerships to be able to display at the show. Airstream, Scamp, Oliver, ATC, Road Trek, are a few of the 45 different manufactures not represented in the state of Maryland.

As the RV/Van Life movement continues to expand, we want to feature Worcester County as a must-visit destination for those seeking to explore life in an RV or Van. Amending this law would allow our region to be able to showcase the vast amount of RVs available to live on the road. Currently, the closest RV dealerships are located in DE. Six of the top ten closest dealerships are less than 45 miles from Ocean City, MD. The closest and only Eastern Shore MD Licensed Dealership is BOE RV, and they are 74 miles away. The remaining MD dealers are 90-140 miles away from Ocean City, MD.

Anyone who wants to purchase an RV from a dealer at our show will not be leaving with an RV. The final paperwork will take place at the dealership to insure laws are followed. And similar to those purchasing a vehicle out of state, that dealer (whether in or out of state) will process all of the MD taxes, titles and tags necessary for the state of Maryland. Maryland will not lose out on state taxes.

Our goal is to bring more diversity to the state and showcase what our options as an RV/Van Life destination are, putting Maryland on the map for more ways to enjoy living on the road and off the grid, which will bring repeat visits to Maryland for vacation, more service and warranty work, new dealerships and expanding product lines, in turn creating more opportunities for repair facilities, part shops, and technicians in Worcester County and Maryland.

I strongly and respectfully request that this committee provide Senate Bill 642 with a favorable report.

Sincerely,

*Rich Hutchins*

Show Promoter for OCRV Show  
Beach Chicken Productions LLC

Phone.  
410-808-6486

Email.  
ocrvshow@gmail.com

Address.  
10317 Georgetown Rd. Berlin, MD 21811