



**Testimony to the Economic Matters Committee  
HB1273 -- Vehicle Laws – Manufacturers and Dealers – Delivery of Vehicles  
Position: Favorable**

February 22, 2024

The C.T. Wilson  
Economic Matters Committee  
House Office Building, Room 231  
6 Bladen St., Annapolis, MD 21401  
cc: Members, Economic Matters Committee

**Dear Chairman Wilson and Committee Members,**

I am testifying in support of HB1273 to modernize the language in the current law for how vehicles are ordered from manufacturers.

I have been in the automobile business for 35 years and I am the President of Fitzgerald Auto Malls with dealerships in Anne Arundel, Frederick, Montgomery, St. Mary's and Washington Counties. We represent many brands, in small markets and in large ones. We have over 1,800 associates. Combined, Maryland car dealers have 23,945 direct jobs (NADA).

HB1273 adds three words as a replacement for the past when orders for vehicles were handwritten and submitted to the manufacturer. In today's modern world, dealers place orders for vehicles electronically, or accept an allocation of vehicles directly from the manufacturer.

This change will bring the code into modern times and accurately reflect what is actually occurring every day, rather than the old system of written orders, faxing etc. HB 1273 is clear and narrow.

This change makes no changes to the regulations set forth by the MVA and the Attorney General.

We strongly support HB1273 and urge the committee to give it a FAVORABLE report.

Sincerely,

Rob Smith  
Fitzgerald Auto Mall