

Honorable Marc Corman
Chair, House Environment and Transportation Committee
Maryland House of Delegates
Room 251
House Office Building
Annapolis, MD 21401

Dear Chairman Corman:

Maryland RV dealers are in full support of HB 605, Delegate Stein's bill to require manufacturer-dealer agreements to govern the relationship between RV manufacturers and dealers. This important legislation would place the RV industry in a separate chapter of law from the automobile industry and strengthen the viability of the RV industry in the state, to the benefit of consumers, dealers and manufacturers alike.

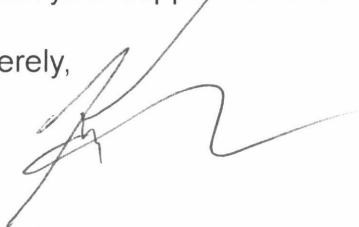
This legislation will accommodate the RV industry's unique "one-dealer-with-many-manufacturers" business model that is not based on a franchise structure. It was developed through a negotiated and collaborative process between the RV dealers in this state and the manufacturers, based on a model bill agreed upon by the national associations representing both groups.

Under this bill, warranty obligations would include original equipment manufacturers (OEMs) and suppliers of component parts and assemblies used in the building of RVs, giving better protections to dealers and consumers. The household appliances and furnishings inside an RV are warranted separately from the RV itself, and directly to the consumer, just like buying a house. The warranty language in HB 605 includes these warrantors under the bill's warranty obligations to the dealer.

HB 605 will provide better cooperation between manufacturers and dealers on pre-delivery inspections. These inspections will locate potential problems with new RVs faster and avoid situations where RVs are unknowingly sold to consumers prior to these problems being addressed. The bill also maintains existing state manufacturer and dealer licensing, bonding and consumer protection laws.

We ask your support for this crucial legislation.

Sincerely,

A handwritten signature in black ink, appearing to read "Kelly Shanholtzer", written over a light blue horizontal line.

Kelly Shanholtzer
Beckley's RVs
Thurmont, MD