



Senator William C. Smith, Jr. /
Senator Mary Beth Carrozza District 38 - et al
Senate Office Building
Annapolis, MD 21401

RE: Unfavorable/Oppose SB60/HB65 Worcester County – Motor Home and Recreational Trailer Shows –
Out-of-State Dealer

My name is Steve Shapiro, and I am the owner of Chesaco RV. A family business based in Maryland for nearly 77 years, with nearly 100 employees. Similarly, the majority of Maryland RV Dealers are independent family-owned businesses, employing Maryland residents within the state for many years. On behalf of myself, and the other members of the MDRVDA, (Maryland RV Dealers Association), which has been in existence since 1965 to promote ethical, fair business practices and unity amongst MD RV dealers. Kelly Shanholzer, proprietor of Beckley's RV, is the current President of the association.

A major component to consider in this decision is fairness in business. We as Maryland dealers are in no way allowed to display or sell RV's in other states or attend show events. These show events are limited in nature, and crucial for the sustenance of our businesses and employees' livelihoods. If we permit dealers from other states to participate, the losses we will suffer would be substantial.

Impacting Maryland business owners and employees aside, this would also negatively impact Maryland consumers. The citizens and our mutual constituents will have to go out of state to sign paperwork, have warranty and repair work performed, and worst-so be outside of the protections offered by the MD Consumer Protection Act. Being at the mercy of entities sometimes hundreds of miles away from our state, without the same avenues of recourse and business ethics standards.

The final aspect I would present is licensure within the state. MD law and the Motor Vehicle Administration both regulate the sales of RV's. By sending MD residents to DE, PA, etc., to make purchases - not only does that send business directly out of MD and hurt Maryland dealers, but as above, dealers in other states will not be subject to MD's protective laws and regulations.

The reasons cited had prevented this legislation from moving forward last year, and still have the same negative impacts to both Maryland dealers and its' residents.

I humbly ask that this measure is looked upon unfavorably, and is again stopped from moving forward.

Respectfully,

A handwritten signature in blue ink, appearing to read 'Steve Shapiro', written in a cursive style.

Steve Shapiro

Contact Information

Steve Shapiro

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