



**Testimony to the Senate Judicial Proceedings Committee**  
**SB 1003 – Vehicle Laws – Manufacturers and Dealers – Delivery of Vehicles**  
**Position: Favorable**

The Honorable Will Smith  
Judicial Proceedings Committee  
2 East, Miller Senate Building  
Annapolis, MD 21401  
cc: Members, Judicial Proceedings Committee

March 6, 2024

**Dear Chairman Smith and Committee Members,**

I am testifying in support of SB1003 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).

SB1003 adds few 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 reflects what is actually occurring every day, rather than the old system of written orders, faxing etc. SB1003 is clear and narrow.

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

We strongly support SB1003 and urge the committee to give it a FAVORABLE report.

Sincerely,

Rob Smith  
Fitzgerald Auto Mall