

House Environment and Transportation Committee. We strongly oppose Bill HB163. Since our association's founding in 1965, we have established vital laws to protect Maryland RV dealers. One such law limits off-site shows to just two per year—spring and fall. This restriction is not arbitrary; it allows us to prioritize our customers and focus on serving them throughout the rest of the year. Allowing additional shows could severely jeopardize the service we provide to our valued clientele. By endorsing this bill, you are undermining the interests of Maryland dealers. We invest millions of dollars in advertising and promoting the Maryland market, only for one show promoter in a single county to propose bringing in out-of-state dealers who could siphon off our hard-earned customers. While our dealerships may be located miles away, the reality is that many of our brand dealer agreements cover the entire state of Maryland. The promoter assured us that if we could fill his venue with Maryland RV dealers, he would abandon his pursuit of this bill. We rose to the challenge and filled his show with our local presence, yet we still find ourselves facing this threat. Trust is essential in our business, but we cannot rely on this promoter. The retail RV industry is already beset by numerous challenges, particularly due to the influence of the internet, which has expanded our competition to RV dealers nationwide. Selling RVs today requires more than just the product; it demands that we effectively promote our dealerships and highlight what sets us apart. We cannot afford to add another layer of complexity that could further undermine our competitive position. We urge you to consider the implications of this bill and stand with Maryland dealers to protect our businesses and the customers we serve. Thank you for your consideration.

