

When business is good you support your company by taking care of your customers. When business is bad you must take customers from your competition to support your company. The laws in place have prevented out-of-state dealers from taking the Maryland RV Dealers business during good and bad times.

Rv Shows are great opportunities for dealers to do sometimes a month of sales in just a weekend. If the law were to be changed it is very naive to think these large dealers would not take some sort of tactic or method to sell during a show. This will be the beginning of future policing of MVA staff during the events. This would require more tax dollars.

Allowing out-of-state dealers to display products in Maryland will not only take revenue from the MD Dealers, but by pulling the customer hours out of Maryland to do business creates miserable ownership experience. The average RV Owner is very dependent on their local dealer for future parts and service. Unlike the Auto Industry, most warranty repairs have to be done with your local dealer. Most people who have a bad ownership experience will not purchase a 2nd RV which is bad for the customer, dealer and industry.

Sincerely,

Gary Moser