RV INDUSTRY ASSOCIATION

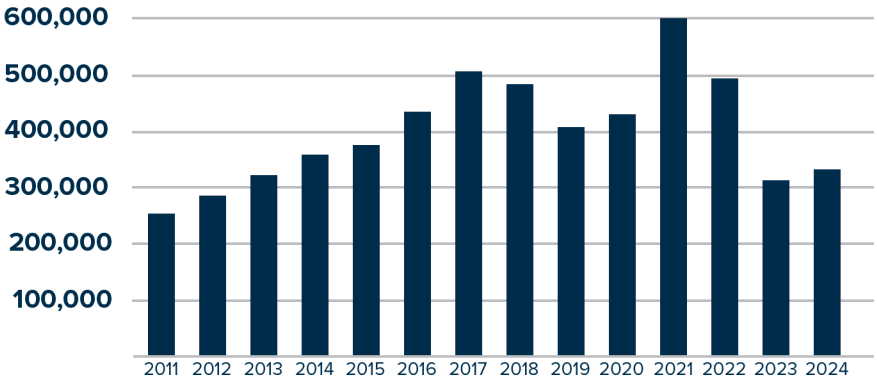
STATE POLICY AGENDA



Impact of the RV Industry

An American Industry and Economic Engine

The RV industry contributes to our nation's economic growth, employs hundreds of thousands of Americans across the country, and helps improve people's physical and mental health. The RV industry inspires people, offers unique moments for all to enjoy, and encourages conservation of our shared environment. More people than ever before are discovering how RVing can help them enjoy their best life. The RV industry is meeting this growing interest, but there are challenges we must address to ensure this quintessential aspect of American life and the hundreds of thousands of jobs the RV industry supports continue to thrive. From equitable franchise laws that balance the needs of RV manufacturers and RV dealers to chemicals legislation that recognizes the unique nature of RVs to campground modernization and expansion, state legislatures and governors have a critical role to play.



RV SHIPMENTS 2010-2024

Looking for specific research or information on the RV industry? The RV Industry Association staff can provide a range of RV-specific research for state analysts and researchers.

RV INDUSTRY ASSOCIATION

ANNUAL ECONOMIC IMPACT

$140 BILLION

$74 Billion
RV Suppliers & Manufacturers

$31 Billion
RV Sales & Service

$36 Billion
RV Travel & Campgrounds

The RV Industry Supports

680,000
Total Jobs

$48 Billion
Wages

$14 Billion
Total Taxes Paid by the RV Industry



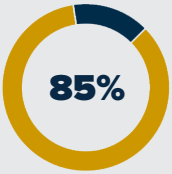
98% of RVs Sold in the USA are Made in the USA

MOTORIZED





TOWABLE







RV INDUSTRY ASSOCIATION

Economic Impact of the Overall Outdoor Recreation Industry



72M Travelers who plan on going RVing this year—camping, hiking, boating, fishing—are a critical part of the outdoor recreation economy.

2.3%
OF THE US GDP IS OUTDOOR RECREATION

$1.2T
IN DIRECT ECONOMIC OUTPUT

5M
AMERICAN JOBS

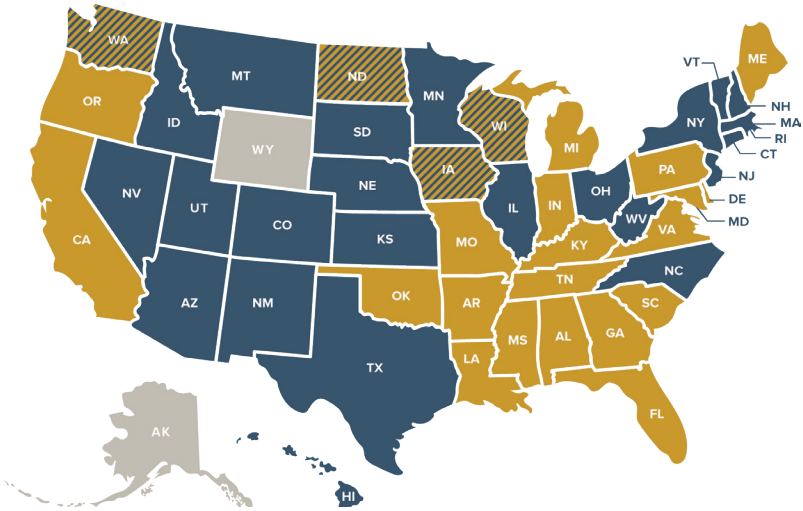
RV Manufacturer/Dealer Agreements and Automobile Franchise Laws

In many states, RVs are covered by automobile franchise laws even though auto dealers and RV dealers operate under very different business models. Unlike the automobile industry, there are no true franchises in the RV industry. The unique character of the RV sales and distribution model is based on one-dealer-to-many-manufacturers, versus the auto industry's one-dealer-to-one-manufacturer model. Furthermore, the RV industry is not vertically integrated among manufacturers, parts, and suppliers like the auto industry, which creates a substantive difference in warranty obligations between the two industries.

When the RV dealer/manufacturer relationship is captured and included in the auto industry franchise laws the result is a misfit. Enacting an RV-specific law means the RV industry is not out of compliance with inapplicable auto franchise laws. RV-specific laws allow the RV industry to pursue its business model without interfering in the auto industry.

An RV-specific law, such as the model law negotiated and agreed to by the RV Industry Association and the national RV Dealers Association, provides consistency for manufacturers to develop and manage dealer agreements across the states. These laws provide reciprocal advantages for RV dealers and benefit consumers. Enactment of an RV-specific law does not disrupt state business licensing laws and state agency oversight of RV dealer/manufacturer interactions.





States with RV-specific laws for all RVs

States with RV-specific laws for only Towable RVs

States where RVs are not included in any franchise law

States with RVs included in auto-franchise law

ACTION

Support the enactment of RV-specific laws governing the dealer/ manufacturer relationship.



State PFAS Laws and Regulations

Per- and polyfluoroalkyl substances (PFAS) are a class of man-made chemicals widely used for their water, stain, and heat-resistant properties. Known as “forever chemicals” due to their persistence in the environment, PFAS have been linked to health and environmental risks. The RV Industry Association supports common-sense legislation aimed at protecting consumers and reducing exposure to PFAS in applicable consumer products.

However, emerging PFAS legislation in several states includes an overly broad scope and impractical compliance timelines that pose significant challenges for the American-made RV industry. These proposals often do not reflect the unique characteristics of RVs or the complexity of their components and supply chains.

Why PFAS Legislation Must Consider the RV Industry:

- **RVs are Not Residential Products:**
  RVs—including both motorhomes and towable units—are vehicles designed for temporary, seasonal, and recreational use. Unlike homes or commercial buildings, RVs are not designed or intended for permanent housing or for everyday transportation. Legislation intended to regulate PFAS in residential and commercial products must account for the distinct nature of RVs.
- **Legislative Consistency and Vehicle Exemptions:**
  States such as Maine, Vermont, and California have recognized these complexities and have granted exemptions for vehicles, including RVs, within their PFAS legislation. The RV Industry Association urges other states to adopt similar exemptions to PFAS prohibitions and onerous reporting requirements to maintain national consistency and avoid unintended consequences for American manufacturers.
- **Essential Uses in Vehicle Components:**
  Many RV components—including hoses, gaskets, seals, and wire coatings—rely on PFAS for performance, safety, and durability. These components are typically not in direct contact with consumers and often cannot be readily replaced without

compromising vehicle function or safety standards. Banning such uses without viable alternatives is impractical and counterproductive.

- **Clear, Science-Based Definitions are Essential:** The RV Industry Association supports the use of a precise, risk-based definition of PFAS, such as the one adopted by the U.S. Environmental Protection Agency (EPA). Broad or vague definitions that include thousands of substances regardless of their risk profile create regulatory confusion and compliance challenges without yielding meaningful public health benefits.

ACTION

RV Industry Association Policy Recommendations:

1. **Include a Vehicle Exemption** within PFAS legislation that applies to towable and motorized RVs, consistent with exemptions already adopted in several states.
2. **Target Legislative Efforts Toward High-Exposure Applications** and avoid regulating components that are low-risk and integral to vehicle function and safety.
3. **Use a Clear, Risk-Informed Definition of PFAS** aligned with the EPA's criteria to ensure focused, enforceable legislation.
4. **Involve Industry Stakeholders in the Legislative Process** to ensure regulations are technically feasible and achievable to guarantee meaningful results.



RVs and State Lemon Laws

Lemon laws were developed to assist consumers when the automobile they purchased as a necessary investment for travel to school, work, shopping, and other transportation needs develops defects that cannot be repaired or remedied to conform to the vehicle warranty.

Motorhomes are discretionary purchases that are not the primary means of transportation for such daily activities. Instead, motorhomes are designed for recreational, seasonal, camping, or travel use. Automobile lemon laws are not written to address living quarters items such as appliances, roofing, furniture, or plumbing systems. Most states that include motorhomes in lemon laws exempt the “house half” of the vehicle, but this often leads to confusion for both the state’s lemon law administrator and the consumer. The RV Industry Association is a member of the International Association of Lemon Law Administrators. We work through this organization to help solve motorhome non-conformance issues in the states.

ACTION

Support enactment of motorhome-specific lemon laws, providing notification timelines and other provisions specific to the construction and use of a motorhome because a motorhome is a multi-stage vehicle where many different warrantors might be involved.



Why All States Should Have Standardized Definitions, Titling, and Registration for RVs

Imagine purchasing a vehicle only to be told at the department of motor vehicles it's not a vehicle by definition and the department will not register or title it. This does happen to RV owners. A consumer can experience this issue when purchasing an RV in one state but then finding they cannot register or obtain title in their home state because of the state's definition of an RV. Consumers become frustrated, and so do their lenders, who then have no title against which to register their lien. Registration and titling are necessary for every RV type, just as for any other vehicle.

Equally vexing to consumers and regulators alike is titling a motorhome, which is a multi-stage vehicle. RV manufacturers sometimes build a new motorhome on a chassis built by another manufacturer that can be from a previous model year, which is a common practice in multi-stage vehicle manufacturing.

ACTION

Support vehicle and titling of all types of motorhomes and towable RVs, aligning generally accepted industry definitions for all RV types in the motor vehicle codes across all states, and titling multi-stage motorhomes in the model year of the completed vehicle.

The RV Industry Association is a member of the American Association of Motor Vehicle Administrators (AAMVA). Through this organization, we work to educate state departments of motor vehicles that, as included in AAMVA's annual policy statement publication, the generally accepted method for registering a motorhome is to use the model year of the completed vehicle designated by the final stage vehicle manufacturer, not the model year on the chassis vehicle identification number (VIN). But many DMV computer systems are programmed only to accept the VIN date.

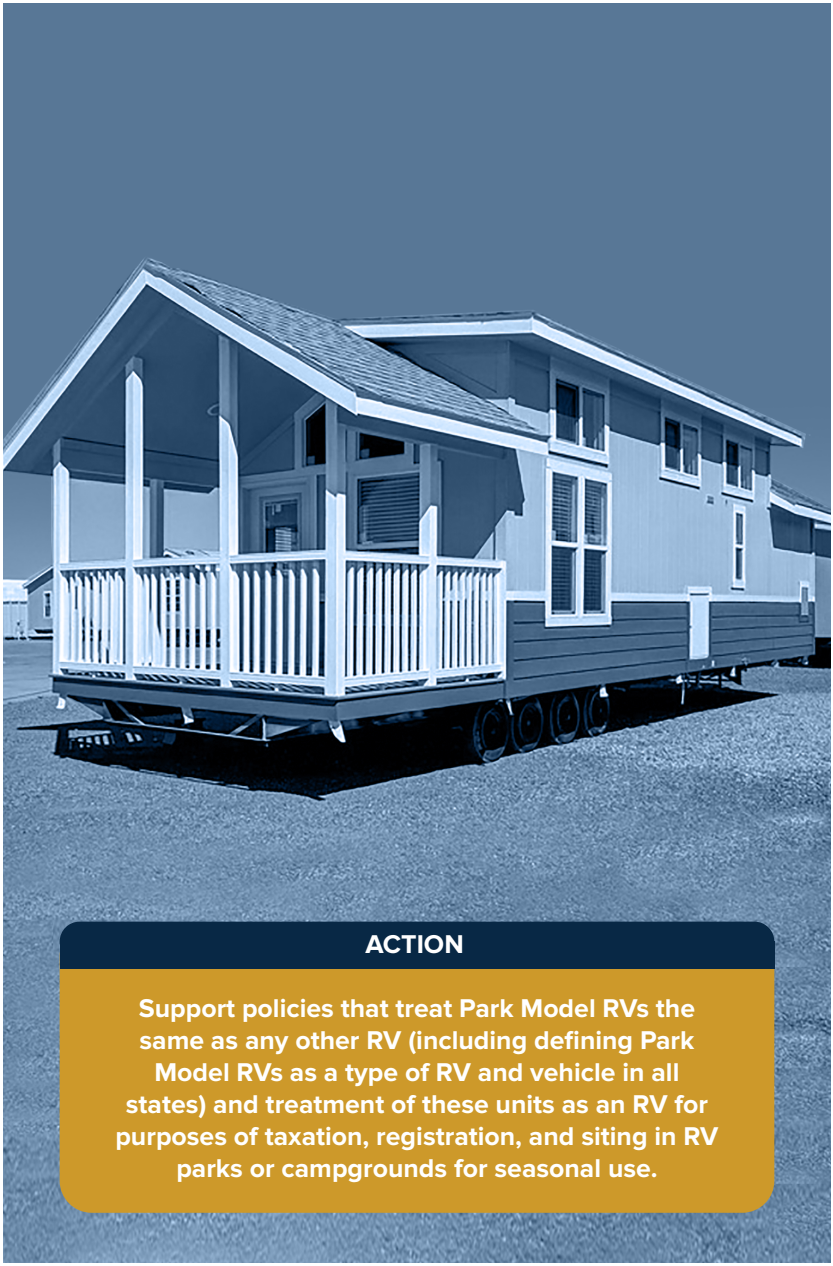
Park Model RVs are Vehicles

A Park Model RV is a unique towable RV designed to provide temporary living quarters for recreational, seasonal, camping, or travel use. Park Model RVs are certified by their manufacturers to comply with the American National Standards Institute (ANSI) A119.5 Park Model Recreational Vehicle Standard. Park Model RVs are most often sited in RV parks or campgrounds for seasonal and recreational use. Park Model RVs are not meant to be affixed to real property and are neither designed nor intended by their manufacturers to be used as permanent residences. The RV Industry Association recognizes that states and localities are looking for different housing alternatives, but emphasizes that the ANSI A119.5 and National Fire Protection Association (NFPA) 1192 standards should not be used in lieu of recognized housing standards for permanent housing. We oppose the use of RVs, including Park Model RVs, as housing or as a residential dwelling, which is a permanent use. The RV Industry Association supports the use of RVs as temporary dwellings for people displaced by disaster.

Park Model RVs are titled as vehicles in many states, just like other RV types. They are unique among other types of RVs because these units can be up to 15 feet wide and 26 feet in length, with a peaked roof. Park Model RVs are sometimes designed with porches or decks built within the footprint of the unit. In most states, Park Model RVs over 8.5 feet wide must have a special highway permit to travel on the roads, again showing that they are vehicles.

Although the distinctive appearance of a Park Model RV sometimes leads people to think it looks like a small manufactured home, Park Model RVs are specifically excluded from the definition of a manufactured home under regulations issued by the U.S. Department of Housing and Urban Development (HUD) in November 2018, because they are recognized by HUD as a type of vehicle (24 C.F.R. § 3282.15). This regulation clearly establishes a bright line definitional difference between RVs, including Park Model RVs, which are not regulated by HUD, and manufactured housing, which is regulated by HUD.

RV INDUSTRY ASSOCIATION



ACTION

Support policies that treat Park Model RVs the same as any other RV (including defining Park Model RVs as a type of RV and vehicle in all states) and treatment of these units as an RV for purposes of taxation, registration, and siting in RV parks or campgrounds for seasonal use.

Outdoor Recreation

Campground Modernization and Expansion

Campground modernization, particularly as it relates to RV camping, is needed throughout state campground systems. Although many states have begun modernizing their campgrounds, there are still many campgrounds that were not built or equipped to handle today's motorhomes and travel trailers.

The demographics of the next generation of campers, which is more diverse, is creating a shift in expectations and uses of RV campgrounds. For example, many who enjoy outdoor recreation also want modern, full-service amenities and the ability to share resources with each other. They prefer to use digital means to access reservations, schedule activities, obtain equipment, and more. RV campgrounds must meet those expectations to remain a relevant source of recreation experiences for current and upcoming generations. Our public campgrounds are in danger of becoming irrelevant without important improvements that will maintain them as favored destinations.



ACTION

Support increased investment in campgrounds on public lands and establishment of public-private partnerships as an entrepreneurial mechanism for addressing deferred maintenance on public lands.

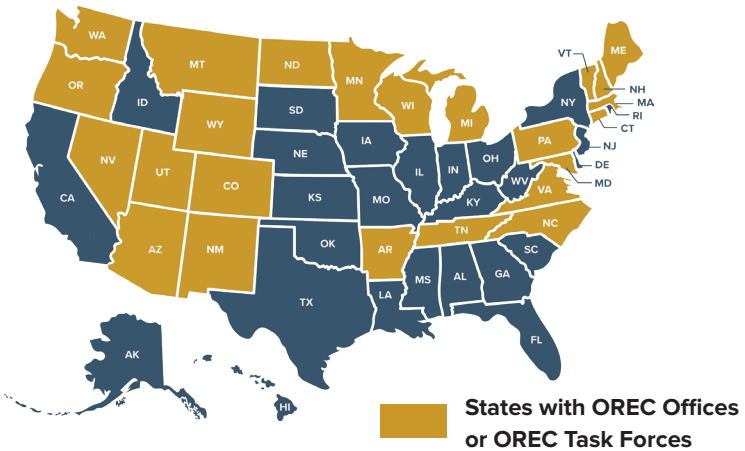
Offices of Outdoor Recreation

Outdoor recreation currently accounts for 2.3% of the U.S. GDP and supports more than 5 million jobs—but this powerhouse sector of the economy has the potential to grow even larger when states focus on strategically growing the outdoor recreation economy in their state. Offices of Outdoor Recreation (OREC) do just that by bolstering outdoor recreation business opportunities while helping to conserve and provide access to the iconic public lands that millions of Americans enjoy each year.

OREC offices play a critical role in increasing outdoor recreation participation by working with local communities to improve infrastructure, coordinate recreation efforts statewide, and promote the benefits of engaging in outdoor recreation among the citizens of their state. These offices have proven to be exceptionally effective at encouraging increased participation in outdoor recreation which leads to a stronger economy.

ACTION

Support the creation of an Office of Outdoor Recreation in every state.



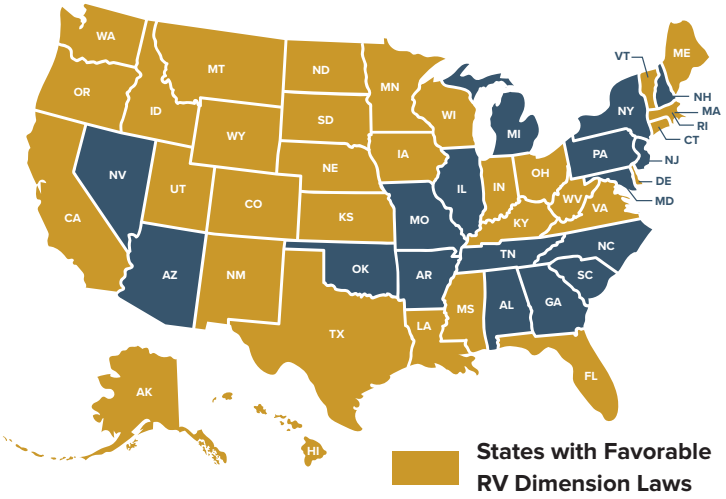
RV Dimensions

Maximum Length and Width for RVs

RVs are built to be road-worthy and comply with applicable Federal Motor Vehicle Safety Standards (FMVSS), as well as the NFPA 1192 Standard for RVs or the ANSI A119.5 Standard for Park Model RVs. RVs have a special exception for “appurtenances” on the width of an RV, such as retracted side awnings or mirrors situated to provide a safe view for the driver along the sides of the RV. These federal exemptions have been adopted by almost every state. Universal laws of this type mean that manufacturers can build to the industry standard and they and consumers will comply with highway laws as they travel across the U.S.

For several years, RVs have been built up to 45 feet long and 8.5 feet (102 inches) wide in travel mode, not including appurtenances (side-view mirrors, retracted awnings, or truck camper tie downs for example), in response to consumer demand for roomier RVs. These longer RVs have not had any impact on RV accident statistics, which continue to bear out the fact that RV owners are among the safest drivers on the road.





ACTION

Support a maximum length of 45 feet for a motorhome, a maximum allowable width of 102 inches plus up to six inches additional for appurtenances for all RVs, and a maximum RV combination length of at least 65 feet.



RV Types and Terms

Motorized RVs

Living quarters are accessible from the driver's area in one convenient unit.

MOTORHOMES

Class A Motorhomes

Generally roomiest of all RVs.
Luxurious amenities.
Sleeps up to ten.



Class B Motorhomes

Commonly called van campers.
Drives like the family van.
Sleeps up to four.



Class C Motorhomes

Similar amenities to Type As.
Optional sleeping space over the cab.
Sleep up to eight.

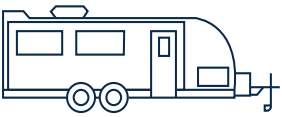


Towable/Motorized

RV units available in both motorized and towable.

Sport Utility RV

Built-in garage for hauling cycles, ATVs, and other sports equipment.
Sleeps up to eight.



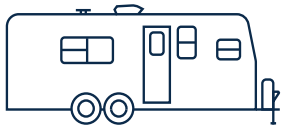
Towable RVs

Designed to be towed by family car, van or pickup truck. Can be unhitched and left at the campsite while you explore in your auto.

TRAVEL TRAILERS

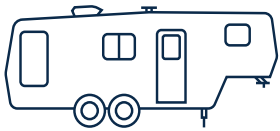
Conventional Travel Trailer

Wide range of floor plans and sizes.
Affordable homelike amenities.
Sleeps up to ten.



Fifth-Wheel Travel Trailers

Spacious two-level floor plans.
Towed with a pickup truck
Sleeps up to six.



Travel Trailer with Expandable Ends

Ends pull out for roomy sleeping.
Lightweight towing.
Sleeps up to eight.



Folding Camping Trailers

Fold for lightweight towing.
Fresh-air experience with RV comfort.
Sleeps up to eight.



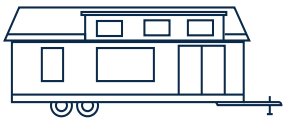
Truck Campers

Mount on pickup bed or chassis.
Go wherever your truck can go.
Sleeps up to six.



Park Model RVs

Movable resort unit designed exclusively for part-time recreational use.
Sleeps up to ten.





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