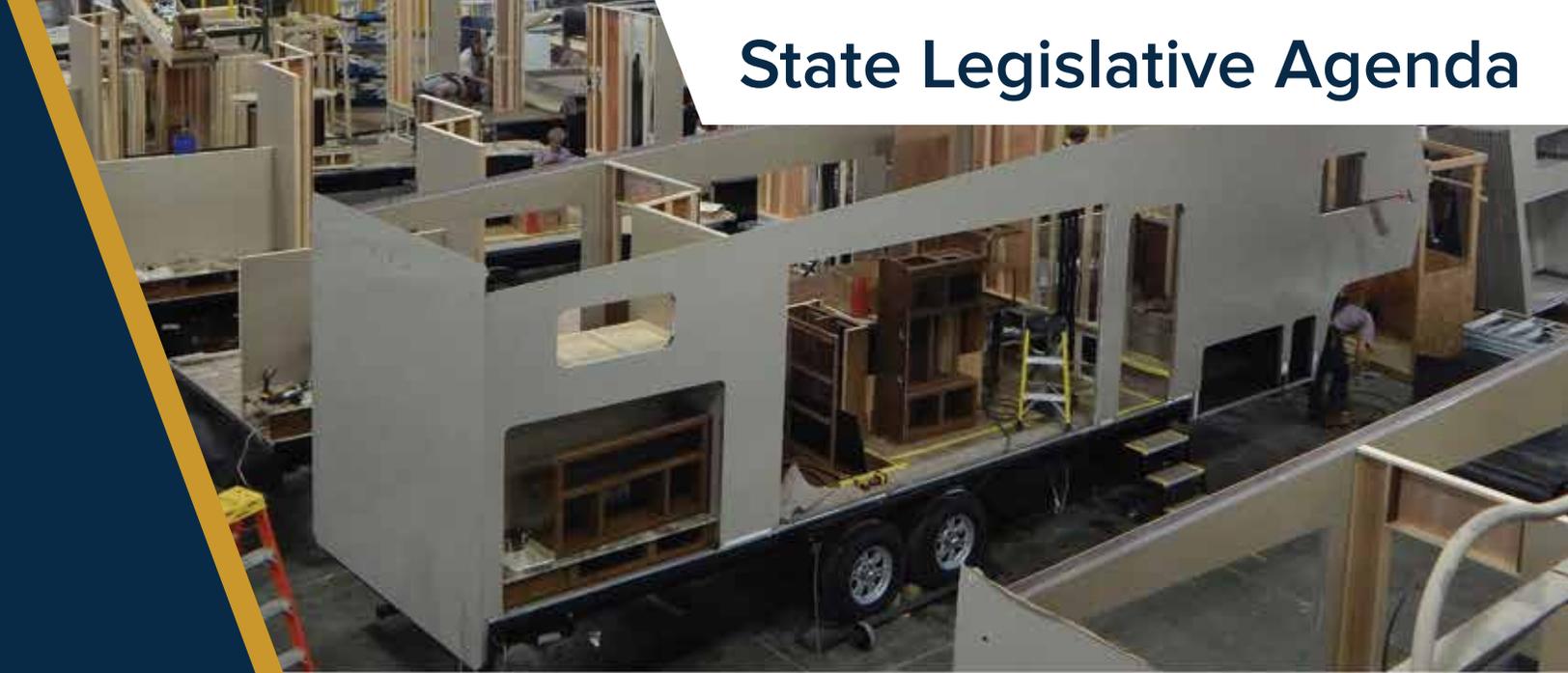


# State Legislative Agenda



# ECONOMIC IMPACT



## The RV Industry:



Contributes \$50 billion annually to the U.S. economy



Supports more than 290,000 full-time jobs



Pays \$15.8 billion in wages



Pays \$5.7 billion in taxes

# 10.3 MILLION HOUSEHOLDS OWN AN RV

Find the impact of the RV industry in your state on [www.RVsMoveAmerica.org](http://www.RVsMoveAmerica.org).

## Who is the RV Industry Association?

We are the national trade association representing the diverse manufacturing businesses which build more than 98 percent of all RVs produced in the U.S.—including motorhomes, travel trailers, fifth wheel travel trailers, folding camping trailers, park model RVs and truck campers. We are the unifying force for safety and professionalism within the RV industry. We work with federal and state policy makers to promote and protect the RV industry and our members.

## Several functions comprise the RV Industry Association:



### Government Affairs

We advocate for the RV industry at the federal and state levels to create a favorable business environment and make it easier for consumers to purchase, drive and own an RV.



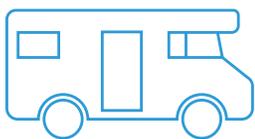
### Statistics & Research

Our team is the authority on the most up-to-date RV industry trends, consumer behavior, forecasting and market information.



### Industry Standards & Inspection Program

Our team of experienced inspectors audit member manufacturers' compliance with industry standards and educate them on applicable regulations.



### Go RVing

We engage with consumers through lifestyle experience events across the nation to build interest in the RV lifestyle.

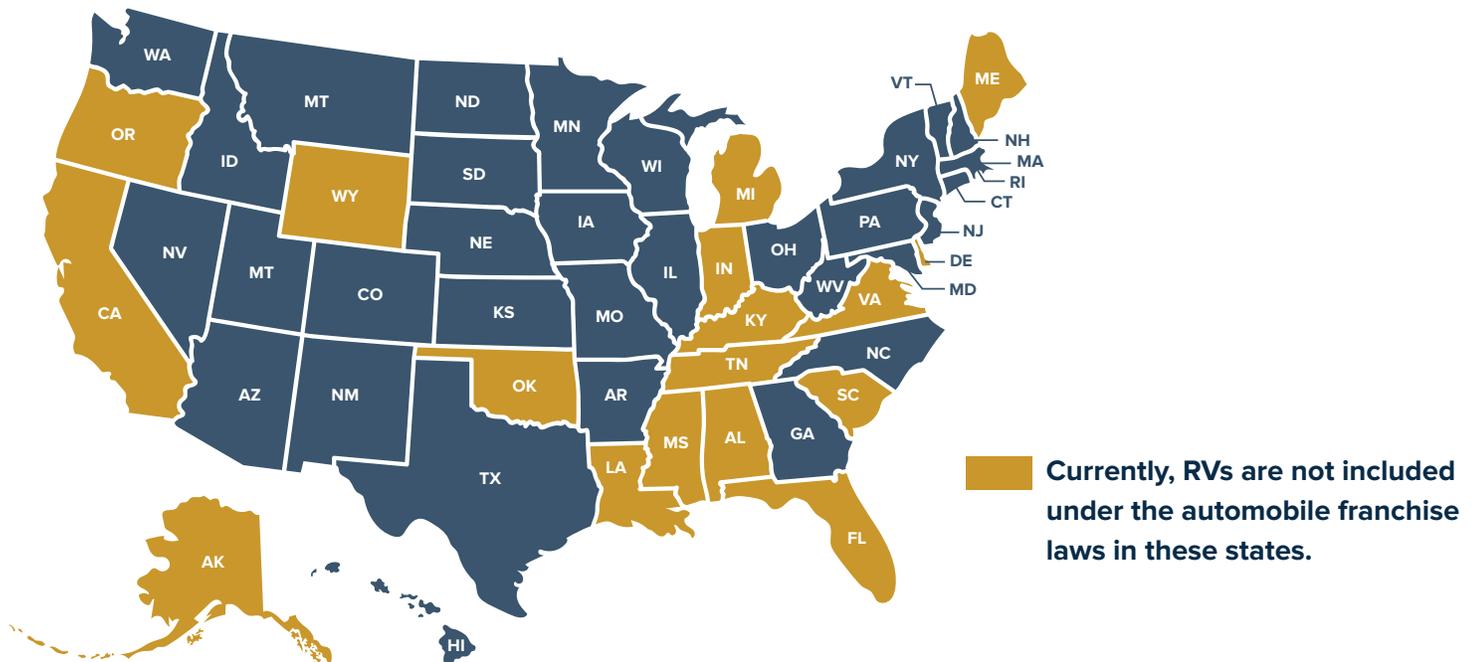
Looking for specific research or information on the RV industry? The RV Industry Association staff can provide a range of RV-specific research for state analysts and researchers. Contact the State Government Affairs team at **571-665-5870**.

# 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.

RV-specific laws provide consistency for manufacturers to develop and manage dealer agreements across the states. These laws provide reciprocal advantages for RV dealers. Enactment of an RV-specific law does not disrupt state business licensing laws and state agency oversight of RV dealer/manufacturer interactions.



The RV Industry Association supports the enactment of RV-specific laws governing the dealer/manufacturer relationship in all states.

# RECREATION VEHICLES 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 to provide temporary living quarters 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.

**The RV Industry Association supports enactment of motorhome-specific lemon laws similar to the Florida lemon law program. This program provides 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 REGISTRATION, TITLING AND DEFINITIONS 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 finds they cannot register or obtain title in their home state because of the state's definition of an RV type. 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 different model year, which is a common practice in multi-stage vehicle manufacturing. The RV industry does not have a set introduction time for a new model year as in the auto and truck industries.

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.

**The RV Industry Association supports vehicle registration and titling of all types of motorhomes and towable RVs. We support titling multi-stage motorhomes in the model year of the completed vehicle. Because RVs are often purchased, traded and repurchased across state lines, the RV Industry Association further supports aligning generally accepted industry definitions for all RV types in the motor vehicle code across all states.**

# WHAT IS A PARK MODEL RV AND WHY IS IT NOT A MANUFACTURED HOME OR HOUSING?

A park model RV (PMRV) is a unique towable RV designed to provide temporary living quarters for recreational, seasonal, camping or travel use. PMRVs (previously referred to as recreational park trailers) are built on a single trailer chassis, mounted on wheels and have a gross trailer area not exceeding 400 square feet in the set-up mode. They are certified by their manufacturers to comply with the American National Standards Institute (ANSI) A119.5 Park Model Recreational Vehicle Standard. PMRVs are most often sited in RV parks or campgrounds for seasonal use. The campground might own the units and rent them to guests, or an individual PMRV owner might site their unit on a space leased from an RV park or campground. PMRVs by definition are not meant to be affixed to real property. PMRVs are neither designed nor intended by their manufacturers to be used as permanent residences.

Park model RVs are titled as vehicles in many states just like other RV types. PMRVs 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. PMRVs are sometimes designed with porches or decks built within the footprint of the unit.

Although the distinctive appearance of a park model RV sometimes leads people to think it looks like a small manufactured home, PMRVs are excluded from the definition of a manufactured home under regulations of the U.S. Department of Housing and Urban Development (HUD) specifically because they are a type of RV (24 C.F.R. § 3282.8(g)).

**The RV Industry Association supports policies that treat park model RVs the same as any other RV, including defining park model RVs as a type of RV in all states. Further, we support 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, particularly as it relates to RV camping, is needed throughout the state campground system. 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 demographic of the next generation of campers, which includes a diverse mix of Millennials, minorities and urban residents, 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.

Governors and state legislative leadership understand that the multi-billion-dollar U.S. outdoor recreation and tourism economies are known drivers of healthy and sustainable jobs and development. As a result, several states have elevated the importance of outdoor recreation by creating Offices of Outdoor Recreation with directors who report to the governor. These offices are responsible for promoting outdoor recreation, including the modernization and expansion of campgrounds.

**The RV Industry Association supports increased investment in campgrounds on public lands as well as establishment of public-private partnerships as an entrepreneurial mechanism for addressing deferred maintenance on public lands. In each state, the RV Industry Association supports the creation of an Office of Outdoor Recreation.**

# RV DIMENSIONS



## Maximum Square Foot Size of a Travel Trailer

State law defining the maximum square foot size for a travel trailer is inconsistent. Some states limit a travel trailer to 320 square feet while others set the maximum at 400 square feet. The maximum size of a travel trailer in the National Fire Protection Association's (NFPA) 1192 Standard on Recreational Vehicles is 400 square feet. The older 320 sq. ft. definition used in some states is outdated and inadequate.

**The RV Industry Association supports amending state laws to consistently describe the maximum size of a travel trailer as 400 square feet in the set-up mode.**



# TRANSPORTERS AND THE RV INDUSTRY

Most of us are familiar with the sight of cars transported by rail, or by a tractor-trailer type car carrier moving down the highway. RVs are transported by a company that hires individuals or has its own drivers (a transport company) to drive motorhomes or tow travel trailers from the factory to RV dealerships.

In 2017, the industry shipped approximately 506,000 RV units across the country – which transporters mostly delivered one-by-one. In the case of the smallest travel trailers, or truck campers, it is possible to load two or three units on a flatbed truck trailer for transport, sometimes with a slight overhang of the last trailer loaded, just as on a car carrier.

**The RV Industry Association supports standardizing transport laws across the states, which will help the RV industry move its products in compliance with one set of laws rather than the current patchwork of laws that hinder efficient delivery and drive up delivery costs.**

# MOTORHOME AXLE WEIGHT

In 2012, under the Moving Ahead for Progress federal transportation bill known also as MAP-21, Congress provided an exception for motorhomes to carry up to 24,000 lbs. on one axle. This same exemption already applied to the bus industry. As EPA regulations added more requirements to abate particulates and other pollution from truck and bus engines (with which motorhome chassis builders must comply), an exception was needed to the Federal Bridge Formula. Regulations at 23 C.F.R. § 658 dictate the weight and distribution of weight on a vehicle on the Federal Highway System. Both transporters and motorhome owners are stopped in the states by highway officials because of axle weight issues despite this exemption.

**The RV Industry Association supports 50-state adoption of this federal axle weight exemption to allow manufacturers to deliver and RV owners to drive their motorhomes across the nation under a single weight provision.**

# RV TYPES, TERMS AND PRICES

## 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  
Sleep up to 10  
Typically \$8,000 to \$95,000 new



#### **Fifth-Wheel Travel Trailers**

Spacious two-level floor plans  
Towed with a pickup truck  
Sleep up to six  
Typically \$18,000 to \$160,000 new



#### **Travel Trailers with Expandable Ends**

Ends pull out for roomy sleeping  
Lightweight Towing  
Sleep up to eight  
Typically \$10,000 to \$30,000 new



### **FOLDING CAMPING TRAILERS**

Fold for lightweight towing  
Fresh-air experience with RV comfort  
Sleep up to eight  
Typically \$5,000 to \$22,000 new



### **TRUCK CAMPERS**

Mount on pickup bed or chassis  
Go wherever your truck can go  
Sleep up to six  
Typically \$6,000 to \$55,000 new



### **PARK MODEL RVs**

Movable resort unit designed exclusively for part-time recreational use  
Sleep up to ten  
Typically \$20,000 to \$80,000



## Motorized RVs

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

### **MOTORHOMES**

#### **Type A Motorhomes**

Generally roomiest of all RVs  
Luxurious amenities  
Sleep up to six  
Typically \$60,000 to \$500,000 new



#### **Type B Motorhomes**

Commonly called van campers  
Drive like the family van  
Sleep up to four  
Typically \$60,000 to \$130,000 new



#### **Type C Motorhomes**

Similar amenities to Type As  
Optional sleeping space over the cab  
Sleep up to eight  
Typically \$43,000 to \$200,000 new



### **SPORT UTILITY RVs**

Available motorized and towable (as travel trailers or fifth-wheels).  
Built-in garage for hauling cycles, ATVs, and other sports equipment  
Sleep up to eight  
Typically \$10,300 to \$170,000 new





**RV** INDUSTRY  
ASSOCIATION