



FRVTA news

MONTHLY NEWS CONCERNING FLORIDA'S RECREATION VEHICLE INDUSTRY

Seeking to “take it with them,” record crowds thronged the expansive Florida State Fairgrounds in Tampa as the 32nd Annual Florida RV SuperShow showed RVers from across the nation once again why it’s called “super.”

Beautiful Florida winter weather of a warm sun and clear blue skies greeted attendees on opening day, Wednesday, January 18. And a good thing, too, since record crowds were tallied at more than 18,900. This attendance figure is about 1200 people higher than the earlier opening day record.

The previous overall Florida RV SuperShow attendance record was established in 2015 with 63,264 attendees. The past two years saw attendance reach the 63,000 mark, but not eclipse the record. This year, however, saw that record broken with an amazing 70,528 paid attendance, proving once again that the Florida RV SuperShow is the largest RV Show in the nation.

“It was so crowded on the roads leading to the fairgrounds on opening day that the I-4 entrance was closed and vehicles were directed to other exits,” exclaimed FRVTA Executive Director Lance Wilson. “The attendance overwhelmed our parking lots so we had to use overflow parking for the first time!”

With the enormous crowds, over 1500 new RVs onsite representing every major RV Manufacturer and over 400 vendor booths, the Florida RV SuperShow has long been a bellwether for the nation’s RV Industry.

This year’s RV SuperShow theme was “Maybe You CAN Take it With You.” Veteran FRVTA Marketing Director Dave explained that this theme was chosen since the interest in outdoor recreation is at an all-time high and with the RV Lifestyle you certainly can bring your hunting gear, fishing equipment, bikes and anything else you desire. And, when your neighbors get too loud, all you have to do is move on!

With the crowds crushing through, dealers and vendors alike saw great sales with many vendors scrambling to restock in preparation of what was expected to be an exceptional selling weekend.

Amir Harpaz, marketing director for both Cypress Trail and Crossing Creeks RV resorts, said this year’s SuperShow was amazing. “We booked many reservations at the show and sold many sites,” he said. “We had a fabulous time!”

Dave said he thought the recent presidential elections had something to do with the keen buying interest seen at the RV SuperShow. “I think since the end of the election, people are feeling more confident about large ticket purchases like an RV,” he explained.

Even seminars at the SuperShow were crowded as more chairs were setup to accommodate the crowds seeking information on RVing adventures that included full-time/extended RVing and tips on choosing the right RV for your particular needs.

“What this tells us is that experienced RVers are seeking to travel over longer





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IacoNOTES...

I recently read an article in our local newspaper about the importance of friends. It talked about how our social circles are as important to our health as diet and exercise.

Based on research done by University of North Carolina where they compared social relationships to four key markers for mortality risk—blood pressure, waist circumference, body mass index and systematic inflammation (heart disease/diabetes)—they found there is a direct link to a longer healthy life in old age with having social circles.

*They also discovered that having social relationships had an impact on young adults' health as well, citing that isolation is as detrimental as physical inactivity. The article went on to say that the **strength** of middle adulthood's social connections had a greater positive impact on their health.*

Which brings me to our Association. Among it's many benefits are the friendships and social relationships that come about as an involved member. My observation is that—Yes!—we offer education so members can have a competitive advantage. We promote best practices as well to keep our members up-to-date on compliance issues. We also speak in a coordinated voice to our state government for Florida's RV Industry, along with our many other tangible benefits too numerous to list.

BUT, the strong friendships we've developed over the years may be one of the most important member benefits and something we have never taken into consideration before which has had such a powerful, positive affect on our health.

When I try to explain why I have been involved in the FRVTA these 20+ years, I start with explaining how some of the regions members begin as competitors, eventually connecting as friends and then the friendship transcends the competitive edge to become like a family.

If they have not belonged to an association or a club, it's hard to comprehend what that means. I know, besides all the other benefits, that all the friendships have played a major role in my involvement.

So take a moment at the next region meeting or at our next convention this coming September at Ponte Vedra towards improving your health by making a new friend or strengthening an old friendship.

Until next time...

NELDA IACONO
FRVTA PRESIDENT



The Annual FRVTA Convention provides the perfect opportunity to make friends within the RV Industry.

FLORIDA RV SUPERSHOW

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distances for extended periods while those new to the RV Lifestyle are seeking 'how to' and ownership information," Dave detailed. "That's good for all RV Industry participants."

Known to attract large numbers of interested RVers, a number of RV Manufacturers use the Florida RV SuperShow to showcase their new product offerings.

Ontario-based manufacturer Erwin Hymer took advantage of this huge marketing opportunity to exhibit both its Roadtrek and new Hymer brand. Roadtrek offered 11 new models and new products, including the recently launched Simplicity SRT model. An entry-level coach, the SRT features a queen-sized bed, bathroom with shower, full kitchen galley and plenty of interior storage to make the SRT perfect for the single traveler or couple seeking a convenient getaway.

Hymer showcased seven motorized models and two travel trailers, including the all-new Sonne, a coach built on the Ram ProMaster chassis. Targeting female travelers, the Sonne features the largest bathroom available in a Class B that includes a stand-alone shower. With a light butter cream interior color, it also offers a kitchen galley and queen-size bed.

Hymer also displayed the new Aktiv 2.0. This is an extended version of the popular Aktiv model and has all the same amenities, but comes with a larger bed and more storage. It also can be ordered with an optional rear power sofa.

Tiffin Motorhomes Inc. used the Florida RV SuperShow to display its new Wayfarer, Class C coach that's built on Mercedes-Benz Sprinter chassis. This is the manufacturer's first Class C to be displayed at the RV SuperShow in 25 years. With a "typically equipped" MSRP of \$138,000, the Wayfarer 24QW model offered a single floor plan with two-slideouts, although other configurations are planned.

To assemble the Wayfarer, Tiffin built a new production complex in a former



BF Goodrich facility that includes a 300,000-square-foot main facility as well as a 30,000-square-foot paint building located in Winfield, Ala., about 45 miles southeast of Red Bay.

Coming in at 25 feet, 2 1/2 inches long with an 11,030-pound GVWR, Wayfarer's 24QW configuration features a curbside galley, rear bedroom with a 60-by-74-inch queen bed set inside a rear-facing slide. It also has a street-side bathroom and living area with choice of a dinette or 70-inch sofa housed in the unit's second slideout. The full-body exterior paint is available in three color schemes and there's 54 cubic feet of outside storage.

Andy Baer, national sales manager for the Red Bay, Ala.-based builder, said the company decided to offer a smaller RV as it looks towards the future as many of their current Class A owners downsize to smaller units. He explained it's also another way for the company to provide an entry-level product, thereby creating the potential for lifelong customers.

As it targets the younger generation, the industry is honing in on smaller, minimalist designs, many of which were on display at the RV SuperShow. Manufacturer Airstream, noted for its rounded, aluminum design, featured a \$35,000, 16-foot trailer called the Basecamp that was selected as the 2017 RV of the Year by *RVBusiness* magazine. The trailer offers a kitchen, bathroom and dining/sleeping area that Airstream claims can be towed behind a Subaru all while carrying a kayak.

"Smaller is the hot ticket now," FRVTA Marketing Director Dave Kelly detailed. "The younger generation of buyers seems to avoid the large motorhomes now since they don't spend much time indoors. They want something they can sleep in at night, but during the day they're outdoors doing things."



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FLORIDA RV SUPERSHOW

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Manufacturers have recognized this and they now offer smaller-sized trailers that use lightweight materials, small propane-powered coolers and stoves, and flat-screen televisions all in an effort to keep the RV's weight down so it can be easily towed by a small SUV.

With more RVs and RVers taking to the road, safety is always a concern. Spartan Motors Inc. demonstrated its groundbreaking Advanced Protection System (APS) driver safety technology. It even provided a simulated crash scenario in which an APS-enabled RV successfully avoided a collision without driver interference. Spartan's Advanced Protection System is available on 2017 Class A luxury coaches from leading premium manufacturers.

"We introduced our APS platform with 2017 model year coaches, but this is the first opportunity we've had to show it to the RV community so they could witness the technology firsthand," said Daryl Adams, president and CEO of Spartan Motors. "It's an impressive combination of cutting-edge technologies, yet it's not until you actually see it in action that you can begin to appreciate the new level of collision mitigation and resulting safety we've introduced."

"This technology not only makes RVing safer, but it also opens doors to new consumers who may not have considered a Class A coach up to this point," said Steve Guillaume, president of Spartan Specialty Vehicles. "It ultimately makes the road ahead that much safer for everyone traveling on it."

Dometic Corp. unveiled its new "Mobile Living Made Easy" brand to RV consumers for the first time at the

Florida RV SuperShow. The CFX line of refrigerator/freezers, Avalanche coolers, toilets, mirrors, washer/dryers, and ventilation fans allowed consumers a firsthand glimpse into what the company offers as they consider which products they want in their RV to enhance their mobile lifestyle.

Besides just displaying a huge variety of new products, the Florida RV SuperShow was the site of the 30th Annual RV Super Rally. FRVTA Show Director Lesa Colvin said this year's event hosted well over 850 RVs from every manufacturer and RV club imaginable. Rally attendees enjoyed a variety of daily amenities, including free admission to the SuperShow all five public days, facilities for club meetings, free coffee and donuts every morning and a variety of lifestyle seminars. Three nights of entertainment and refreshments were also included and featured "The Rivoli Revue" music by Kay and Ron Rivoli, a wonderful night of family entertainment by "Spittin' Image" and a "Neil Diamond Tribute" from Keith Diamond.

The great response from RV consumers and those interested in the RV Lifestyle at this year's Florida RV SuperShow seems to insure another banner year for the nation's RV Industry. Only time will tell if the economy, fuel prices and consumer interest continue to favor RVing, but one thing is sure—mark your calendars now to attend the 33rd Annual Florida RV SuperShow, returning next year to Tampa's Florida State Fairgrounds, January 17th through the 21st, 2018 with Industry Day on January 16.

For more information on the 2018 Florida RV SuperShow, contact the FRVTA State Office at (813) 741-0488 or visit our website at www.frvta.org.



2017 REGIONAL SHOW SCHEDULE



JACKSONVILLE RV SHOW

February 9-12 • Jacksonville Equestrian Center

WEST PALM BEACH RV SHOW

February 16-19 • South Florida Fairgrounds

OCALA RV SHOW

March 2-5 • Florida Horse Park



SPRING CLEAN-OUT RV SHOW

March 3-5 • Germain Arena, Estero

RV SUPERSAVER SHOW

April 21-23 • CenturyLink-Lee Sports Complex

LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant


Florida's 2017 Legislature Looking Good for RV Industry

The 2017 Legislature is off and running as we approach the March beginning of the regular legislative session. The Senate President and Speaker of the House have

appointed their committees and established the staff that will serve during the upcoming session.

For Florida's RV Industry, the current make up looks very bright. While bills are slowly starting to trickle into bill filing, I expect this to be a fairly active legislative session. As of the writing of the article, the legislature has about 250 bills formally filed, which is about 10 percent of what is expected. Nothing yet has been filed impacting the industry directly, but I suspect that will dramatically change by next month's article.

This month I thought it was worth focusing on the committee appointments. On the House side, Speaker Richard Corcoran ensured a leadership team and committee set up to protect his low tax, small government philosophies.

For transportation issues, the industry could not have fared better with the appointment of longtime friend and industry supporter Rep. Brad Drake [R]–Defuniak Springs as the Chairman of the Transportation and Infrastructure Subcommittee. His committee has a number of new faces that we met on the campaign trail this past year. His Vice-Chair is another good friend of the industry, Rep. Clay Ingram [R]–Pensacola.

They are joined by the following committee members:

- Rep. Kimberly Daniels [D]– Jacksonville
- Rep. Michael Grant [R]–Port Charlotte
- Rep. Kristin Diane Jacobs [D]–Coconut Creek
- Rep. Amber Mariano [R]–Port Richey
- Rep. Ralph E. Massullo [R]–Lecanto
- Rep. Mike Miller [R]–Orlando
- Rep. Newt Newton, Sr. [D]–St. Petersburg

- Rep. Bobby Payne [R]–Palatka
- Jackie Toledo [R]–Tampa
- Rep. Barbara Watson [D]–Miami Gardens
- Matt Willhite [D]–Royal Palm Beach
- Rep. Jayer Williamson [R]–Pace
- Rep. Clay Yarborough [R]–Jacksonville

While these are a lot of new faces to the Florida Legislature, it is a great group of representatives to work with and I am very optimistic about the industry with this group leading the policymaking.

On the Senate side, we fared equally as well. Senate President Joe Negron appointed newly elected Sen. George Gainer [R]–Panama City to lead the Senate Transportation Committee. You may recall that Sen. Gainer is a former new car dealer, which brings a unique depth of understanding to the motor vehicle industries issues that hasn't been seen in the Florida Legislature in more than two decades. His committee is another solid committee for Florida's RV Industry with each member having experience with Transportation issues and also receiving years of support from



the RV PAC.

His membership on the committee includes:

- Vice Chairman Sen. Darryl Ervin Rouson [D]–St. Petersburg
- Sen. Dennis Baxley [R]–Ocala
- Sen. Dorothy L. Hukill [R]–Daytona Beach
- Sen. Kevin Rader [D]–Boca Raton

In all, we couldn't be more pleased. The 2016 election season was long and difficult. The PAC had a success rate of greater than 90% in terms of candidates supported who won their elections. The fruits of the labor are borne out through these committee appointments.

Thanks to everyone who helped get us here. These efforts will help protect the RV Industry and ensure that policymakers are in tune with our needs as they move matters forward in Tallahassee.



DEALER DETAILS • by S. ALLEN MONELLO, D.P.A. AICE

Compliance Check 2017

When looking back at 2016 you should be able to immediately identify your successes and your setbacks. From that perspective, you will be better positioned to set goals to achieve greater financial milestones in 2017

while taking steps to lessen the potential for setbacks, such as regulatory problems or legal liabilities.

With the latter in mind, I'll review some of the compliance responsibilities you have as a dealer. Although this "compliance checklist" is thorough, unfortunately I will not address all your compliance responsibilities. *So, let's begin:*

• **Maintaining Data Security and Protecting Customer Nonpublic Personal Information**

* **Gramm-Leach-Bliley Act and Safeguards Rule**— Do you have a written plan to protect customer information? Do you regularly train your employees? Do you review your written policies and procedures at least once every year? Is access to customer information restricted only to those persons with a business reason to know?

* **Florida Information Protection Act of 2014** – Do you know what to do if 500 or more customers' information is breached?

• **Red Flags Rule** – Do you have written procedures in place to prevent, detect and mitigate identity theft?

• **Are you applying for title and registration on behalf of customers within 30 days of sale or delivery?**

• **Office of Foreign Assets Control (OFAC)** – Do you check all customers' and company names of purchasers against the list of Specially Designated Nationals and Blocked Persons on every sale (retail and wholesale)?

• **Regulations M and Z** – Do you follow all federal requirements concerning financing and leasing?

• **Used Car Rule** – Are you aware of the new requirements regarding Buyers Guides?

• **Disposal Rule** – Do you properly dispose of all documents containing customer nonpublic personal information?

• **Adverse Action Notices** – Are you providing these notices to customers when you are making lending decisions resulting in the refusal of credit to a customer or the granting of credit on different terms than the customer requested?

• **IRS Form 8300 Cash Reporting** – Are you following all the requirements for reporting cash transactions over \$10,000 and are you submitting reports to the IRS and Florida Department of Revenue in a timely manner?

• **Wage and Hour Laws** – Are you paying salaried employees the minimum amount required based on the Department of Labor requirements effective December 1, 2016?

• **Do you know how you are affected and must comply with:**

- * Magnusson-Moss Warranty Act;
- * Americans with Disabilities Act (ADA);
- * Occupational Safety and Health Administration (OSHA) Requirements;
- * Equal Credit Opportunity Act;
- * Fair Credit Reporting Act;
- * Credit Practices Rule;
- * Telemarketing Sales Rule;
- * Truth in Advertising laws;
- * Family Medical Leave Act (FMLA); etc.?

I know this is a lot to consider. Now is a good time to review your policies and procedures to ensure you are in compliance.

NOTE: This article is not intended to provide legal or financial advice. It is for informational purposes only.

Allen is certified as a "Consumer Credit Compliance Professional" by the National Automotive Finance Association. He provides compliance consulting and training services to dealerships. Allen can be reached by email at Allen@TheAICE.com or by phone at (727) 623-9075. You may visit his website at www.TheAICE.com.



SHOW THE LOGO!

The PR/Communications Committee would like to encourage every FRVTA member to use the FRVTA logo in their advertising. This will identify you as a member of the Florida RV Trade Association and the public will recognize your commitment to improving the entire industry. Let the State Office know if you need any logo sheets or stickers.

Dealers Begin Signing Up for 2017 Go RVing Tie-In Program

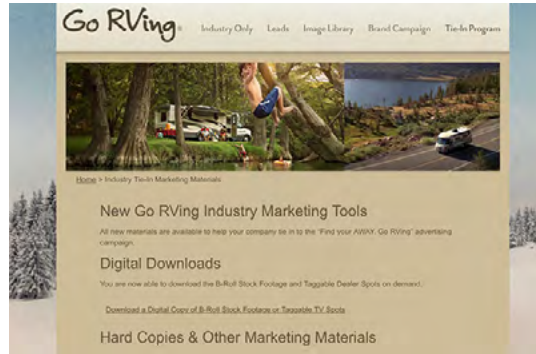
Dealers across the U.S. are signing up for the 2017 Go RVing Dealer Tie-In Program to leverage the power of the Go RVing national advertising and promotion campaign at the local level.

The Dealer Tie-In program costs only \$250 and provides dealers access to consumer leads in their area, prioritized by purchase timeframe. Dealers can also login to the industry only section of GoRVing.com, which provides more promotional resources from the national advertising and marketing communications campaign.

“Not only do dealers gain online access to consumer leads, but the Go RVing image library provides a quick, convenient source of top-quality visuals,” said RVDA President Phil Ingrassia. “The images and logos included can be used in direct mail, online marketing and other

promotional materials.”

Dealers in the Tie-In program can also purchase stock footage from the national campaign to create custom commercials.



Go RVing leads produced purchase rates for new RVs that were twice as high as the rate among the total universe of U.S. households, according to a sales match analysis by global marketing and data solutions firm IHS.

The Go RVing Coalition consists of RV manufacturers, component suppliers, dealers and campgrounds. Go RVing works to provide the public and media with general information about the benefits of RV travel and

camping.

To sign up, go to the RVDA website or email Chuck Boyd at cboyd@rvda.org or call him at (703) 591-7130 x113 or visit www.rvda.org.—RVDA

RVIA's Annual Meeting to be Held in Boca Raton

RVIA recently announced that the association's Annual Meeting, scheduled for March 1 - 3, 2017 will be in Boca Raton where it will be re-launched as the RV Leadership Conference.

The new event will be a members-only forum for RV Industry leaders looking for expanded and impactful networking and educational opportunities. It is designed to encourage both top-level management as well as the next generation of leaders to attend.

“RVIA is a leading voice of the RV Industry,” said Liz Crawford, RVIA's senior vice president of trade shows and events. “As such, the events we host are critical in helping develop future leaders, nurture talent and provide a place



to share best practices and network. The RV Leadership Conference will bring together members and help develop a deeper understanding of critical industry and association issues by engaging the key players from all segments of the association. We hope to help members reach into their companies and provide those ‘next-gen’ leaders with the keys for success.”

Registration is now open and RVIA members can visit <https://prod.groupandevent.net/ONLINE/regLogin.asp>. Use the password BOCRVA to register. Sponsorships are also available and are expected to sell out quickly. To reserve a spot or for more information, contact RVIA's Liz Crawford at lcrawford@rvia.org.—RVIA



The Pope Now Has A Motorhome

As the saying goes, all roads lead to Rome, but this past fall Oct. 22, it must have seemed as if all motorhomes were heading for the Eternal City, Voxy magazine recently reported.

More than 5,000 motorhomes descended on the Vatican for the highlight of the annual motorhome event organized by Italian outdoor magazine PleinAir.

The thousands of motorhome owners attended a special papal mass held by Pope Francis prior to which the pope was presented with his own motorhome, based on the Fiat Ducato. But Pope Francis will not be joining the half a million Fiat Ducato motorhomes that travel around the world — the papal motorhome will be used for charitable work, Voxy reported.—RV Daily Report

Priority One Celebrates 30 Years Of F&I Service

Priority One Financial Services, Inc., the recreational industry's oldest and largest F&I outsourcing provider, will commemorate its 30th anniversary in business by celebrating and honoring their dealer partners.

In 1987, entrepreneur, Lisa Gladstone, founded Priority One by creating a concept that provides finance and insurance (F&I) services for marine dealers to retail finance their customers. In 2007, Priority One was acquired by Forest River, Inc., a Berkshire Hathaway company, and added other recreational dealers to their network. In 2013, Priority One launched a commercial division to provide equipment financing services for dealers of commercial use vehicles. Today Priority One is a provider of full service F&I solutions for hundreds of recreational and commercial dealers nationwide and has grown to over 70 employees.

To thank their loyal dealers, Priority One will hold a contest throughout the year. The dealer that sends the 30th funded deal every month will receive a prize, ranging from a large gas grill to a Foosball table to a full size jukebox.

"We are proud and honored to have served recreational dealers for 30 years now and look forward to helping the industry grow and thrive for many years to come," said Heather Mariscal, president of Priority One.—*news release*

La Mesa RV Announces Bob Upton as President

La Mesa RV Center recently announced the promotion of Bob Upton to president. Upton has held numerous roles within the company over the past 22 years, most recently serving as vice president of sales and service. He will be responsible for all company operations including sales, service, advertising, facilities and identifying growth opportunities.

"I'm honored to be part of an incredible company that continues to grow and raise the bar for sales and service within the RV Industry," said Upton. "The Kimbrell family has given me an opportunity to be an influential part of their business plan for over two decades and I'm grateful to continue to be a part of this progressive organization."

Jim Kimbrell, founder and CEO of La Mesa RV, noted, "Bob is a person with some of the most solid management skills that I've known. He's a great problem solver and I've come to rely on his insight and expertise during his career at La Mesa RV. I know he will continue to help us propel the company to even greater heights in the coming years."

La Mesa RV was founded in 1972 in San Diego, CA. It currently counts 11 locations including San Diego and Davis, CA; Quartzsite, Phoenix, Mesa and Tucson, AZ; Albuquerque, NM; and Daytona Beach, Sanford, Port Saint Lucie and Fort Myers, FL.—*news release, RVBusiness*

Lazydays Names Kuchipudi as VP of Operations

Lazydays RV has appointed Srinivas "Kuch" Kuchipudi vice president of operations and supply chain. He will oversee the procurement and management of Lazydays' vehicles, parts, accessories, retail and Internet-related operations and supply chains. He will be based at the company's Tampa location, reporting to Chairman and CEO Bill Murnane.

"Kuch's broad breadth of experience will be a great asset to Lazydays and help us to create best-in-class supply chain and inventory management systems," said Murnane. "Kuch will collaborate closely with our general managers to optimize efficiency and ensure we deliver the right products at the right time, empowering us to meet and exceed our customers' expectations."

Kuchipudi joins Lazydays with over 25 years of experience as a consultant and senior executive at retail, industrial and service companies in developing and implementing growth strategies.—*news release, RVBusiness*

Orlando Magic Renew Partnership With Orlando RV



The Orlando Magic of the National Basketball Association and Orlando RV has renewed their partnership together for the 2017 year.

Orlando RV is the exclusive RV partner of the Orlando Magic. Orlando RV also provides the Magic with a custom branded, state-of-the-art RV for use at various community events, pregame Fan Fests and additional Magic initiatives throughout the year.—*news release*

North Trail RV Honors Top Sales Professional

North Trail RV recently congratulated Derek Weakley, seen here in the middle with Airstream executives Tim Maxwell and Brian Milton. Derek is the first Florida RV sales professional in 2017 to receive the highest award from Airstream.

Derek has been in the RV business for 15 years. He became a master certified sales professional this past December for the 2017 model year.—*news release*



MEMBERSHIP INFORMATION

NEW MEMBERS

BELLE PARC RV RESORT
 11089 Ancient Trl
 Brooksville, FL 34601-4633
 352-593-5852
 352-593-5857
info@bellearcvresorts.com
www.bellearcvresorts.com
 Campground, Region 3

CAMERTON KENNELS
 722 Lake Caroline Dr
 Ruther Glen, VA 22546-5304
 804-589-1118
dolores@fritziestreats.com
www.fritziestreats.com
 Supplier, Region 10

INFINITE POLYMER SOLUTIONS INC (Rexoseal)
 4180 Saint-Martin W Blvd
 Laval, QC H7T 1C1
 450-688-2046
 888-796-2110
info@rexoseal.com
www.rexoseal.com
 Supplier, Region 10

NAME FLAGS.COM
 1090 Cullen Ave
 Mendota Heights, MN 55120
 612-986-1692
 888-389-4044
rich@postandco.com
www.nameflags.com
 Supplier, Region 10

RV AIR INC
 628 Cleveland St, #1407
 Clearwater, FL 33755-6621
 309-657-4300
eddie@rvair.com
www.rvair.com
 Supplier, Region 3

If you have a story or item of interest concerning your business that you would like to share with the FRVTA membership, please contact Dave Kelly at davekelly@frvta.org in the State Office.

Sales Success at Fort Myers RV Show Despite Rainy Sunday



The numbers are in for the 32nd Annual Fort Myers RV Show and both dealer and vendor participants came away smiling as the event drew just under 12,000 patrons during the show's four-day run. Region 1 of the Florida RV Trade Association (FRVTA) sponsored the annual show.

"Everyone I spoke with at the show was generally pleased with the buying interest the public had," said FRVTA Region 1 President Tom Wegge, owner of Palm RV. "Patron traffic was strong and despite an all-day rain event on Sunday of the show, we still had great attendance as well as strong sales. All dealers came away with many sales and outstanding leads they can follow up over the coming weeks."

While not an attendance record, Show Manager Jack Carver was gratified the public responded so positively, especially with a stormy Sunday. "We worked hard to put on a quality event that created a buying situation for all participants," he said. "But you can't fight Mother Nature, and I'm thankful the show was successful."

This year's annual event featured 15 dealers displaying well over 600 new RV units of all types, styles and price ranges. The show also hosted 100 vendors selling everything from resort lots, insurance, permanent roof coatings, repair services and other enhancements for the RV Lifestyle.

This year's show success continues the Fort Myers RV Show's distinction as one of the largest dealer-sponsored RV events in the Southeast United States, Tom pointed out. "We are proud to offer dealers, vendors and patrons the best the RV Industry has to offer and look forward to helping spread consumer interest in the RV Lifestyle," he explained.

MEETING DATES



- Region 1 • NO MEETING • JD's Bistro • 1951 Tamiami Trail • Port Charlotte
- Region 2 • February 7 • Gander Mountain • 100 Gander Way • Palm Beach Gardens
- Region 3 • February 15 • Rusty Pelican • 2425 North Rocky Pointe Drive • Tampa
- Region 4 • February 8 • Bone Fish Grill • 7830 W Sandlake Road • Orlando
- Region 5 • NO MEETING • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin
- Region 6 • February 21 • Copeland's of New Orleans • 4310 Southside Boulevard • Jacksonville
- Region 7 • February 28 • Braised Onion • 754 NE 25th Avenue • Ocala

ALL MEETINGS: Cocktails 6:30 PM • Dinner 7:00 PM