



FRVTA news

MONTHLY NEWS CONCERNING FLORIDA'S RECREATION VEHICLE INDUSTRY



Shipments

Were



Highest



in



40



Years

The Recreational Vehicle Industry Association (RVIA) recently announced that RV shipments for 2016 reached a new record of 430,961 total units, a 15.1% increase over 2015, and the best annual total in 40 years. This past year also marked the seventh consecutive annual increase in RV shipments, a consistent climb that began following the Great Recession.

Not surprisingly in such a record-setting year, December 2016 was fantastic! Wholesale shipments to retailers of all RVs rose to 32,970, a sizzling 17% over the December 2015 tally of 28,025 units, according to RVIA's monthly survey of manufacturers. That figure is the highest December number on record.

Towable units still provided the lion's share of the cumulative total, with a record-busting total of 375,950 shipped in 2016, up 15% from the previous year. The annual motorhome shipment increase was nearly identical on a percentage basis, with 54,741 units shipped, a 15.7% increase over 2015 totals.

The breakout numbers within the overall motorhome numbers are equally upbeat, with type C motorhome shipments increasing 26.8% and accounting for 27,981 of all units shipped. Type A motorhomes had a gain of 3.3% with 22,673 units shipped, while van campers (Type B) shipments rose 24.1% and accounted for 4,087 units shipped.

"The RV Lifestyle has become ingrained in so many areas of this country and the incredibly strong U.S. shipment totals reflect that," said RVIA President Frank Hugelmeier.

Strong shipments are only made possible with correspondingly strong sales and December sales figures from Statistical Surveys Inc. (SSI) prove that point with all segments of the RV Industry realizing great sales gains.

SSI reports year-over-year towable retail registrations grew 6.4% this past December with yearly sales increasing 13.4%. By category:

- travel trailer sales increased 10.1% in December while gaining 16.4% year-to-date;
- fifth wheel sales increased only 0.9% in December, but grew 6.4% during 2016;
- folding camper trailer sales fell 8.8% in December and declined 2.1% overall;
- park model sales also fell in December, dropping 36.5%, but showed an overall increase of 4.7% for all of 2016.

Thor Industries, Inc. was the towable sales leader for the 12 months with 48.1% market share. This was followed by Forest River, Inc. with 37% share and Grand Design RV Co. at 3.3%. For a segment breakout, Thor was first for travel trailers in 2016 with 47.9% market share, followed by Forest River at 38.5%. Thor also led the fifth wheel sales ledger with a 54.7% market share followed by Forest River at 29% and Grand Design at 9.2%.

Forest River led in folding camping trailers for 2016 with 66.8% market share followed by Thor at 14.3% and Columbia Northwest/Aliner Inc. at 12.1%. Champion Home Builders led in park models with 16.9% market share with Kropf Manufacturing Co., Inc at 15.6%, Fleetwood Homes Inc. at 10.9% and Skyline Corp. at 10.4% market share.

In December, however, Class A motorhome sales were flat, declining 3% from December 2015. For the year, Class A's did show a 5.4% increase. Thor led this category with 34.5% market share, followed by Forest River at 15.2%, Winnebago at 14.6%, REV Recreation Group at 13.6% and Tiffin Motorhomes Inc. at 13.4%.

Class C sales registrations grew 11.6% for December, finishing 2016 up 20.5%. Thor was again the sales leader year-to-date with 40.9% market share followed by Forest River at 33.6% and Winnebago at 19.5%.

Class B Motorhomes continued sales growth, rising 7.1% in December and showing a 13.1% gain for 2016. Winnebago led this category in 2016 with 33.4% market share followed by Erwin Hymer Group North America at 28.9%, Thor at 20.1% and Pleasure-Way Industries Ltd. at 10.1%. -RVIA Today Express, RV Executive Today Online, RVBusiness

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IacoNOTES...

I was listening to a soft rock station and heard the song "Love is in the Air." Now it's my earworm—so I thought why not make that my theme for the newsletter based on what is going on in the Florida's RV Industry!

The overwhelming turnout of 70,000+ for our 32nd Annual RV SuperShow reflects the love of RVing! What an amazing job done by our executive staff and their helpers! Only those on the frontline have a clue what kind of planning goes into using every manageable square foot of the huge Florida State Fairgrounds to accommodate all displays.

There were a record number of units (over 1500) to appeal to just about anyone who loves RVing. The visitors loved the great weather. The dealers and manufacturers will love the interest shown in the products at our Florida dealers following the show. Lance said that a manufacturer tracked their leads from the 2016 SuperShow and found that 50% purchased units from their local dealer. That's falling in love with the RV Lifestyle!

A big crowd showed up to enjoy the tasty food and drink offered at our SuperShow vendor appreciation dinner. Thank you for the board members who turned out to greet and thank vendors as they came in the door—thanks for showing the love for FRVTA!

Now the FRVTA regional shows go on the road! Kicking it off was Region 1's 32nd Annual Fort Myers RV show with around 12,000 showing up despite a rainy Sunday ending. From the Millennials to the Baby Boomers, there was something to fall in love with among the 15 dealer displays and close to 100 vendors. Sharing the love of the outdoors with the family and pets, along with a fond childhood memory of camping inspires many new RVers to see what might be their first-time purchase and the beginning of a new, exciting lifestyle.

The Regional shows will continue around the state in February from Region 6's Jacksonville show to Region 2's West Palm Beach show and in March on to Region 1's Spring Clean-out RV Show to Region 7's Ocala show and then the final spring show back to Fort Myers for the annual RV SuperSaver show in April.

We in the RV Industry are "loving" all the excitement generated by these events, so "Love is in the Air" for RVers in Florida! (Maybe now this earworm will go away!)

Until next time...

NELDA IACONO
FRVTA PRESIDENT



RV Professional Certification Week set for March 12-18

Recognize your certified employees and encourage others to begin the certification process during RV Professional Certification Week, slated for March 12-18. The RVDA-RVIA Tech Certification Program and the RV Learning Center have programs for technicians, service and parts managers, service writers/advisors, parts specialists and warranty administrators.



“This week is about recognizing your certified professionals by celebrating their achievements and encouraging others to begin the process,” says RVDA President Phil Ingrassia.

The Mike Molino RV Learning Center offers certification for the five fixed-operations positions. Dealers can learn more about professional certification and training opportunities available for fixed operations staff on the RV Learning Center website at www.rvlearningcenter.com.



The RVDA-RVIA RV Service Technician Certification Program identifies service professionals who have demonstrated the knowledge and ability to satisfy established standards in RV diagnostic and repair procedures. Technicians begin with the Registered Technician test and, if successful, can move up to take the Certified Technician exam. Technician certification and training information is available online at www.rvtechnician.com/.

Established in 1993, the RV service technician certification program is administered by the Recreation Vehicle Dealers Association (RVDA) and Recreation Vehicle Industry Association (RVIA) under the auspices of the RV Service Technician Certification Governing Board.– *RV Executive Today Online*

Industry Education Experts Meet to Review Tech Exams



A group of industry experts gathered in Tampa from January 10-13 to review the recently piloted “Registered” technician exam and to review the standard and test for “Certified” and “Master Certified” technician exam.

The group included eight Master Certified Technicians, two Certified Technicians, a Working Technician and six Subject Matter Experts. The meeting was facilitated by Dr. Katherine Manley from the National Occupancy Competency and Testing Institute (NOCTI) and RVIA staff.

The industry uses NOCTI to facilitate and monitor our testing development process and to deliver the testing throughout the year and gather the testing statistics.

Updates to the standard and exam were drafted and will be piloted in the near future. Once the tests

are finalized, all the support materials in the study guides, textbooks and on-line training program will be updated and made available. The target date for these items to be available is May 2017. The new tests need to be approved by the Certification Governing Board, which will also determine when the new exams will be implemented.

This meeting is part of the industry-wide effort to improve technician training. This, in turn, is expected to enhance the overall RV ownership experience since customers should expect to have service problems taken care of quickly and efficiently the first time.

RVIA and RVDA recognize and thank the following companies for making industry experts available for the meeting: Jayco, Forest River, Keystone, LCI, Suburban, Norcold, Dometic, Motley RV Repair, Camping World, General RV, Bill Thomas RVs, Good Sam, Bobby Barber DRG.–*RVIA*


TRAINING NEWS • by Jim Carr, Training Director

Training Update

Currently our curriculum and testing procedures are undergoing a major revision courtesy of the Recreation Vehicle Industry Association. I expect to have all mandated revisions in hand shortly.

In the meantime, I have received this outline from Dometic of their training schedule for 2017. Notice that several are available right here in Florida!

I hope this list of training opportunities enhances all service departments as we strive for excellence through continued training.



D.A.T.A.

Dometic - Advanced - Training - Academy

Schedule of Events & Locations

All training sessions will have the following schedule:

Day 1

- Module #1 (Air Conditioners): 8:30am – 1:30pm (1/2 hour lunch included)
- Module #2 (Optional Topic): 3:00pm – 5:00pm

Day 2

- Module #3 (Furnaces): 8:30am – 1:30pm (1/2 hour lunch included)
- Module #4 (Awnings): 2:00pm – 5:00pm

Day 3

- Module #5 (Refrigerators): 8:30am – 12:30pm
- Lunch: 12:30pm – 1:00pm
- Module #6 (Water Heaters): 1:00pm – 5:00pm

Listed are all current training dates and city locations. An exact location will be provided to you at time of confirmation. Please note that the actual training location could be in a radius of up to 20 miles from the listed city. Should any changes be made, all registered dealerships will be notified promptly. Registration is firmly limited to 20 participants per module. To avoid being charged, any cancellations must be reported to Dometic a minimum of 10 days prior to the scheduled class.

- February 28-March 2: Columbia, SC
- February 28-March 2: Pensacola, FL
- March 7-9: San Antonio, TX
- March 7-9: Seattle, WA
- March 7-9: Elkhart, IN @ Dometic Facility
- March 14-16: Sacramento, CA

- March 14-16: Houston, TX
- March 21-23: Portland, OR
- March 21-23: Lakeland/Kissimmee, FL
- March 28-30: Phoenix, AZ
- March 28-30: Oklahoma City, OK
- April 25-27: Ft. Myers, FL

Trouble on the Horizon



As we enter the 2017 Legislative Session, one thing is certain—we have returned to the days of acrimony and gridlock. Unfortunately with the approach of the 2018 elections in which we will elect a new Governor and all cabinet offices, jockeying

for attention of the electorate seems to be the focus of many in Tallahassee.

Clearly staged disputes created under the guise of philosophical disagreements are dominating the headlines as politicians with an eye on the Governor's mansion attempt to create wedges in the Republican political base in the hopes of staking out their coalition and path for the party's nomination.

Speaker of the House Richard Corcoran appears to be taking a page or two from the Trump playbook with policy tweets and attacks on many Tallahassee institutions. His targets include the Florida court system, the Governor and his economic development agencies, public entities and their lobbyists, retired legislators and the policy objectives of the Florida Senate.

Corcoran, who is a long-standing political insider in both Tallahassee and in Republican circles, having served on staff, as an adviser or in elected office for better than 20 years, is attempting to rebrand himself as an outsider crusading against the Tallahassee institutions from which he and his family members have benefitted.

Many of his policies aimed at weakening the independence of the Florida court system, curbing the revolving door from elected office to lobbyist, injecting greater transparency into the appropriations process and calling for greater accountability in the spending of the public dollar to many in the Republican Party have appeal, but a cynics eye is raised to their curious timing.

Having served in senior staff positions and in legislative leadership positions, Speaker Corcoran is only now advancing many of these bold initiatives. While his aspirations for higher office are well known, time will tell whether his initiatives are more about increasing his brand recognition through controversy as opposed to institutionalizing permanent change to the affairs of Tallahassee.

One thing is for sure—he is the best political operator to seize the Speakers gavel in two decades and his resolve up to this point has been uncompromising making him an adversary to be feared.

On the other side of the Legislature, he jousts with President Joe Negron and his Appropriations Chairman Jack Latvala, both of whom also appear to be positioning

themselves for statewide runs. The former has long been rumored to have an eye on the Attorney General's office, while the latter is making it clear that his eye is on the Governor's mansion.

Their policy goals include increased funding for higher education, acquisition of environmentally sensitive lands and support for the Governor's economic development efforts, all of which have been met with a very cool reception by the Speaker of the House. This guarantees budget warfare that will carry on well into April if not into special sessions later this summer.

To add further flavor to the political soup, at least two other Senators have indicated a desire to seek other cabinet offices. Sen. Denise Grimsley and Sen. Greg Steube are testing the waters for a run for the state's

Agriculture Commissioner. Each of these members has a unique political background that will resonate with different factions of the Republican base.

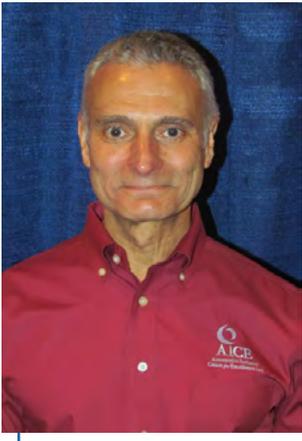
All of these candidates are vying for news coverage to raise their name ID with Florida voters. On the Democrat side, no legislator has jumped into the fray for statewide office yet, but a number of local and former politicians are encouraging the speculation around their candidacies. Gwen Graham, the former Congressman and daughter of former Gov. Bob Graham, is certainly in the mix as are the mayor of Tallahassee Andrew Gilliam and the mayor of Miami Beach Phillip Levine.

All of the jockeying appears to be heading to another budget standoff with the House, Senate and Governor's office locked in a staring match on the size of the state budget and the pathway to resolve the different spending priorities.

As of the writing of this article, for the first time in a long time, I am not able to report that all is well with the Florida Legislature as it relates to Florida's RV Industry. Legislation has been filed that is hostile to the RV Industry on many fronts. Bills are filed to make tag fee hikes permanent, to make it more difficult for the campground industry to evict deadbeat tenants and that could undermine some of the protections we fought so hard for year's ago. Finally, there is an all out assault by the Speaker of the House on the state's tourism agency, which helps promote Florida's RV and campground industries.

Rest assured, we will be working hard to fight these measures. This looks to be one of the busiest sessions in memory. Keep an eye and an ear out for calls for grassroots advocacy. This may be the year we need to flex our muscles back in the districts to remind these legislators of the importance of the small businesses that comprise the RV Industry. I hope to have better news next month. Until then, know that the state office along with your lobbying team will be working hard to protect Florida's RV Industry.





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

2017 Out-of-State Sales Tax Review

The Florida Department of Revenue issued its [Motor Vehicle Sales Tax Rates by State as of January 1, 2017](#). This article is intended to review highlights and procedures for selling RVs to residents of other states.

The three non-reciprocal states continue to be Arkansas, Mississippi and West Virginia. This means when a customer takes delivery from your store, sales tax (at their state rate, but not exceeding 6%) must be paid to Florida. In addition, they must pay sales tax to their states as well. Therefore, those from Arkansas would pay 12.5% sales tax and those from Mississippi and West Virginia would each pay 11% sales tax!

How do residents from those states avoid paying sales tax twice? The unit would have to be shipped to them by a common carrier (bill of lading needed for your records) or delivered to them by a representative of your dealership (trip log, toll, gas receipts must be maintained) across the state line into Georgia, Alabama or Mississippi. Both scenarios would be considered tax-exempt transactions.

If you deliver the unit to the customer across the state line, your driver and the customer must appear before a notary public from the state in which delivery is made and both must sign an “Out-of-State Delivery Affidavit.” This affidavit can be found on the FRVTA Knowledge Base under the category: [Sales Tax – Out-of-State Delivery](#).

If the customer does not reside in a non-reciprocal state and takes delivery from your store, the customer must pay their sales tax rate to Florida (which the dealer collects), but not exceeding 6% (Florida’s rate). If their state sales tax rate exceeds 6% (e.g., California, Indiana, Nevada, New Jersey, etc.), the customer will get credit for the 6% tax paid to Florida but will owe their state the difference.

When your customer takes delivery from your store you must complete DOR Form [DR123 \(Affidavit for Partial Exemption...\)](#) and have the customer’s signature notarized. Provide a copy to your customer and keep a copy in your deal jacket for a minimum of three years.

If the customer will be responsible for processing their own title and registration paperwork in their state, the Division of Motorist Services requires you to complete, and have the customer sign, [HSMV Form 84061 - Declaration Affidavit for a Motor Vehicle Which Will Be Titled and Registered in Another State or Country](#).

When the unit will be titled to a non-resident company (such as a Montana LLC), then an officer or a partner of the company must acknowledge that “The vehicle will be removed from this state within 45 days of purchase and will remain outside this state for a minimum of 180 days.” If the unit is not removed from this state, an officer or partner must certify:

- There is no officer that is a resident of this state
- There is no stockholder who owns at least 10% of the corporation that is a resident of this state.
- There is no partner in the partnership who has at least 10% ownership of the partnership that is a resident of this state.

Access the FRVTA Knowledge Base for more information about this topic or numerous other compliance topics.

NOTE: This article is not intended to provide legal or financial advice. It is for informational purposes only. Please consult your attorney if you have any questions requiring legal advice.

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.

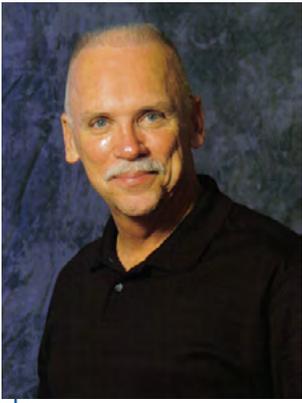
RVAA to closely align with RVDA and RVIA

In a message sent to members of the RV Aftermarket Association (RVAA), President Susan Carpenter pledged the group would more closely align with the RV Dealers Association (RVDA) and RV Industry Association (RVIA).



Carpenter believes the change will ultimately allow the association to grow further. “After folding-in many of the lessons from a strategic planning meeting, we developed several strategic objectives. One is to align ourselves with our sister associations: RVDA and RVIA,” said Carpenter. “Over the past year or so, we have been talking a lot with them—learning more about their vision for the industry and where there may be synergies and opportunities for partnership.”

She added that, “One thing seems crystal clear—we are all facing a lot of the same issues.”—*RV Pro*


FINANCIAL CHECK-UP • by JERRY MANN, FRVTA Benefit Consultant

The Social Security “Sting” And, the beat goes on ouch!

A 7.3% increase! That is the amount the taxable wage base increases by in 2017 for Social Security (SS) purposes. I’ll bet all of you who are collecting SS retirement benefits would love to see a 7.3% increase

in your monthly check wouldn’t you? Fat chance! Barely a nudge this year.

\$127,200. That’s the amount of 2017 income subject to FICA, up from \$118,500 in 2016. So, if you are lucky enough to make \$127,200, you will pay about \$539 more this year than last. Even worse if you are self-employed, since Sole Proprietors have to pay tax at a 15.3% rate rather than 7.65% if one is not self-employed. Self-employed’s will have to “pony-up” an additional \$1,078 in FICA tax if they reach the taxable wage base.

And, income over the taxable wage base is still subject to the Medicare rate of 1.65%, applicable to the employee and the employer. Thus, if one is self-insured, that amounts to an additional tax of 3.3% on earnings over \$127,200.

So what is one to do? Well, unfortunately, there isn’t anything you can do if you are an employee. However, if you are self-employed or the owner of an S Corporation you do have some options. Let’s start with the owner of an S Corporation.

S Corporation owners may take their compensation as W-2 income (subject to FICA and FWH tax), or K-1, the undistributed earnings left at the end of the year (which is not subject to FICA). However, the IRS may require an owner to take at least “reasonable earnings” as W2 income.

Owners should consult with their tax counsel as to what may be considered “reasonable.”

For those who are self-employed, an S Corp election may result in some significant tax benefits, since it may be possible to “re-classify” some of your earnings to be K-1 earnings. And, there should be other reasons why a Sole Proprietor may choose to incorporate, not choosing to do so just because of the potential FICA tax savings. For example, liability protection, business continuity, etc.

Partners also may want to consider incorporating as their FICA tax is computed as Sole Proprietors. Even worse, for business purposes, partners are fully liable for their own actions... they are also liable for the acts of their partners. Little wonder LLC’s and LLP’s, as well as S Corporation have become so popular.

Like anything else, there are some tradeoffs for retirement purposes. Only W-2 income counts toward the amount one may contribute to a tax-qualified Pension or Profit Sharing Plan. So, before taking the plunge, be sure to seek counsel from your qualified tax advisor.

C corporation owners receive their corporate earnings (as W-2), or as dividend income. However, most are loathe taking dividend income since it is non-deductible to the corporation. Still, conversion to a C Corporation is an option, but only after doing your due diligence.

Jerry Mann, owner of Vantage Benefits Solutions, Inc., has been a member of FRVTA Region 3 since 1996, and has served as Regional Treasurer three times. For other tax-saving ideas and insurance solutions, contact Jerry at 813-541-6071, toll free at 866-529-1618 or Jerry@vantage-benefits.com as soon as possible.



Campers Inn \$5,000 Challenge Benefits RV Learning Center

Campers Inn has contributed an additional \$5,000 to the Mike Molino RV Learning Center, bringing the dealership’s total giving to \$81,000 toward the company’s \$100,000 pledge.



Florida-based Campers Inn’s most recent contribution was part a fundraising challenge made during the 2016 RV Dealers International Convention/Expo. Campers Inn President and owner Jeff Hirsch matched contributions from RV Learning Center supporters up to \$5,000. The total raised from the challenge was \$11,500, including the Campers Inn \$5,000 contribution.

“We are committed to being a catalyst for increasing support for continuing education in the RV industry,” Hirsch said. “The RV Learning Center is a source for professional development opportunities for dealership employees in all departments throughout the year.”

Donations to the RV Learning Center fund programs including webinars on current topics, training and certification for dealership staff, essential publications and learning guides, and the Convention/Expo. It is supported by dealers, manufacturers, suppliers, distributors and other RV Industry members committed to dealership education and the high levels of customer service provided by educated employees.

For more information go to the RV Learning Center’s website and learn more about what the RV Learning Center does for dealers and how you can help keep it going. The RV Learning Center is a tax exempt organization as described in section 501(c)(3) of the Internal Revenue Code. Contributions may be tax deductible as charitable donations.—RVDA

RVMH Hall of Fame Reaches Major Milestone in Debt Elimination

Darryl Searer, chairman and president of the RV/MH Hall of Fame, has announced another major milestone in the Hall's debt elimination campaign.

"Today is a red letter day for the Hall of Fame," Searer says. "The \$600,000 note to pay off the David Woodworth antique RV collection as been paid in full." The 12-year loan was paid off in less than two and a half years.



When Searer volunteered to lead the Hall three and a half years ago, among the Hall's debt was the unfulfilled obligation to pay Woodworth \$1,165,000 for the purchase of his collection. One of Searer's first accomplishments, along with the support of the board of directors, was to renegotiate the Woodward

debt down to a \$600,000 cash settlement which saved the Hall \$565,000. The Hall borrowed the amount and paid Woodworth.

In a separate development, Searer also announced that he has renegotiated the Hall's mortgage loan of approximately \$1.8 million with 1st Source Bank from a 4.5 percent interest rate down to 3.5 percent, which will save the Hall more than \$50,000 over the term of the loan.

While Searer is thrilled with Hall's progress to date, he isn't going to be satisfied until the Hall is completely debt free. "There's light at the end of the tunnel," he says. "Our debt elimination challenge campaign, a competition between the RV and manufactured housing industries to pay off the mortgage in five years is getting in to full swing."

Each industry is being challenged to raise \$1 million each. So far, the MH industry that had a head start has raised more than \$615,000 in gifts and pledges, and the RV industry has raised more than \$100,000 in gifts and pledges.

For those who would like to make a contribution toward the Hall's debt elimination challenge, the Hall has made it easy to contribute. Contributions can be made through the Hall's secure web site, www.rvmhhalloffame.org or by mail or phone. If paying by check or money order, make payable to the RV/MH Hall of Fame.



Debt Elimination Challenge
RV/MH Hall of Fame
21565 Executive Parkway
Elkhart, IN 46514

-news release

Tampa's Airstream Ranch Back in the News

A recent report in the Tampa Bay Times says the "Airstream Ranch" off Interstate 4 is being torn down and removed. Frank Bates originally created the display near his Bates RV dealership in January 2007.

At the time, Frank said he was only honoring the 75th anniversary of Airstream campers. However, the Stonehenge-like row of RVs was instantly viewed as either art or trash, and it quickly became a quirky tourist site. Bates and his wife, Dorothy, sold Bates RV to RV One Superstores in 2013, and the dealership is now called Tampa RV.



RV One now has ambitious plans for the site including a new 17,000-square-foot facility that will house an Airstream of Central Florida standalone dealership as well as an Airstream museum dedicated to Airstream's iconic founder, Wally Byam, and an interactive display called the "Airstream Experience." Additionally, RV One will reconstruct a new, larger dealership at the original Bates RV site. Both projects are scheduled to be completed by year's end.

Ultimately, the company plans a future expansion with the 94-acre parcel next door, which will feature a third dealership and a 300-site luxury RV Resort. The completion of that project will make the site one of the largest RV dealerships in the world, Don Strollo president and CEO of RV One, said.—RVBusiness

MEMBERSHIP INFORMATION

NEW MEMBERS

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A BETTOR CLOTH

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www.abettorcloth.com
Supplier, Region 4

GRANITE TRANSFORMATIONS

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904-213-7878
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www.gtjax.com
Supplier, Region 6

BATH PLANET

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904-263-4629
steve@gtjax.com
www.bathplanetjacksonville.com
Service, Region 6

ANDERSON'S PET BOUTIQUE

Gerald Anderson
1109 Inland Rd
Chesapeake, VA 23322-7119
317-664-1272
andersonspet@yahoo.com
www.andersonspet.com
Supplier, Region 10

TOP NOTCH CARTS

John Costello/Rick Addison
3627 Woodview Dr
Orange Park, FL 32065-4281
904-444-1263
topnothcarts@gmail.com
www.topnothcarts.com
Supplier, Region 6

- MEDALLION BANK
- Seth Metcalf
- 1100 E 6600 S, Ste 510
- Salt Lake City, UT 84121-7422
- 801-284-7066
- Toll: 866-688-6983
- smetcalf@medallion.com
- www.medallionbank.com
- Finance, Region 10

REMAINING REGIONAL SHOWS

- 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



The winners of a new RV from the 32nd Annual RV SuperShow were recently announced. Congratulations to Jeffery and Melinda Myers from Spring Hill (left) and to Alexander Munoz and Yvette Santiago of New Port Richey (right) both of whom won a Coachmen Clipper travel trailer.

MEETING DATES



Region 1 • March 13 • JD's Bistro • 1951 Tamiami Trail • Port Charlotte

Region 2 • March 7 • Gander Mountain • 100 Gander Way • Palm Beach Gardens

Region 3 • March 14 • Rusty Pelican • 2425 North Rocky Pointe Drive, Tampa, FL

Region 4 • March 8 • Bone Fish Grill • 7830 W Sandlake Rd • Orlando

Region 5 • March 14 • REGIONAL MEMBER CONFERENCE CALL

Region 6 • March 21 • Copeland's of New Orleans • 4310 Southside Boulevard • Jacksonville

Region 7 • March 28 • Braised Onion • 754 NE 25th Ave • Ocala

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