

FRVTA News



FEBRUARY 2022

MONTHLY NEWS CONCERNING
FLORIDA'S RECREATION VEHICLE INDUSTRY



**RECORD
ATTENDANCE
84,600**

An opening day record crowd of over 20,300, set the stage for an overall record show attendance of 84,600 fascinated patrons who sought to discover how to "Get Out There" and experience our beautiful nation at the 37th Annual 2022 Florida RV SuperShow.

Held at the sweeping Florida State Fairgrounds in Tampa this past January 19–23, eager crowds lined up each of the five-days seeking the best products offered by the national RV Industry. Beautiful Florida winter weather cooperated with strong sunshine, cool temperatures and only some rain, making the entire event an outstanding undertaking.

"It was unbelievable how strong the crowds were with a new first day record attendance of over 20,300, which beat the old record of 19,000-plus set in 2020," detailed Florida RV Trade Association (FRVTA) Executive Director Dave Kelly. "Fortunately, we were well prepared to handle the crowds based on the huge response at previous SuperShows."

Huge crowds at the nation's largest RV Show are nothing new, but there was initial concern as to how the public would react this year, especially with the recent surge in the latest COVID Omicron variant. Not to worry, however!

"Everyone was so busy that there was a time when we were worried about running out of food!" Dave laughed.

The RV SuperShow's annual Industry Day on Tuesday, January 18 started the show's excitement with hundreds of attendees. Longtime FRVTA Show Director Lesa Colvin said she and her many staff members were busy all morning registering industry personnel as they flocked to garner a preview of the many new RVs staged as well as the interesting and cutting-edge products the over 300 show vendors offered.

As usual, Industry Day attendees were treated to a free coffee and donut breakfast as well as an assortment of free sandwiches for lunch in an effort to make sure everyone could see the huge variety of new 2022 RV products on display at this annual RV mega event.

"This first day attendance record bodes well for us all and certainly demonstrates that the national RV Industry has done an exceptional job, especially here in Florida, of showing the public how enjoyable the RV Lifestyle is," Dave said.

And if the RV Industry offered it, it was at the RV SuperShow! Everything from inexpensive folding campers to multimillion-dollar custom-built land yachts were available. With over 1500 RVs on display representing 100+ manufacturers, time certainly became an issue as both Industry Day attendees and customers alike scrambled to see it all.

Of particular note, was the world's first introduction of a new all-electric Class B by Winnebago Industries. The huge RV manufacturer presented a prototype RV that many in the industry believe is the future as both the government and public clamor for more environmentally friendly units.

Called the "E/RV," Winnebago Senior Vice President for Advanced Technology Ashis Bhattacharya presented some of the highlights for this new concept vehicle that is destined to change the way RVs are constructed and utilized.

The Advanced Technology Group (ATG) has worked for two years to develop an all-electric motorhome that features innovation and sustainability with product electrification, connectivity while improving user interface experiences for customers.

"The E/RV is built on a Ford Transit chassis and electrified by Lightning Electric Motors," he detailed. "Presently, it has an 86-hour kilowatt battery that can go 125 miles per charge, but this is using two-year old technology from when we started this project. Newer battery technology now offers a 175 mile range that re-charges within 45 minutes."

Besides the high-tech battery, all high-voltage appliances had to be reconfigured to minimize electricity usage. "A solar panel is on the roof, but it only provides a minimal amount of juice to the unit," Ashis explained. "We're continuing to add features based on what our dealers and customers say is needed, so we expect to start sales within several years as the technology continues to advance."

Following Winnebago by a day, THOR Industries Inc. also got into the electric

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PRESIDENT'S MESSAGE...

A Look into the Future

February is a great month to remind us why we live in Florida. The weather is usually the best in the country for most of the month. With temperature averages in the low 70s during the day, it's a great time of year to open the windows and give your A/C a rest.

It's usually cool enough at night to have a fire if you so desire, but warm enough during the day to go to the beach. Enjoy this time of year because before you know it the A/C will be on full blast and we will be preparing for another hurricane season.

The Florida RV SuperShow as of my writing has been up in attendance and sales have been brisk. This bodes well for our industry for this year and beyond. The SuperShow is usually a good benchmark for industry interest and how sales are going to go for the year.

If you missed the SuperShow, please check out the FRVTA website for a regional show near you. The regional shows are a great place to meet our local dealers, see a great variety of products all in one location, and maybe pick up some RV accessories in the process.

Something interesting is happening at the RV SuperShow this year. For the first time ever, manufacturers are showing all-electric vehicles! I recently read that both Winnebago Industries and THOR Industries are developing electric vehicles for the RV Industry.

While their range is not great yet, it's a start of a new age for RVing. I have always hoped that our industry would look to all-electric vehicles as a viable option, but cost has been prohibitive up to this point.

And it's not just the drivetrain that's going electric. In recent years we have seen the emergence of the 12-volt refrigerator used in many RVs today. These units cool quickly and have more room in them for your midnight snacks.

The next wave for 12-volt products will be the A/C unit. The 12-volt A/C unit is fairly new to our industry, but I have met a few customers with them already. The feedback has been complementary of the unit's cooling capabilities and run times.

No matter gas or electric, however, the best advice I can give you is to GO RVING. I hope to see you around the campfire--I'll bring the smores!

BRIAN COPLEY
FRVTA State President

Congratulations to the FRVTA Staff and volunteers that put on the 2022 Florida RV SuperShow. Here's to a job well done!



FLORIDA RV SUPERSHOW

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bandwagon with CEO Bob Martin outlining the company's "eMobility" strategy with two electric RV concepts – a motorhome and a travel trailer. He said THOR's electric units were specifically designed to create a radical improvement of the RV user experience in an electrified RV world.

"We've been focused on an electrification eMobility strategy for a number of years and have made substantial progress on our journey," Bob said. "We harnessed emerging technology and co-developed flexible, scalable and customizable platforms to build distinct products, providing a best-in-class RV user experience."

THOR's Vision Vehicle Class B motorhome concept has 27 new innovations and uses Ford's Transit full-size 3500 van as a base, as does Winnebago's E/RV. However, THOR claims its range-extending technologies provide its units with an amazing 300 miles of driving range between charging.

The Airstream 22-foot travel trailer concept, named eStream, is built on THOR's exclusive high-voltage electric chassis. Powered by a propriety system, THOR said the trailer dramatically reduces loss of range for electric tow vehicles and improves gas mileage for traditional tow vehicles. Following THOR's sustainability goals, many items in this trailer are manufactured with recycled materials, such as the countertop, floor and sofa.

THOR says both the Vision motorhome and the Airstream eStream travel trailer can stay off-grid for a week or more without an electrical hook up or a generator.

While the cutting edge electrical units were certainly show stoppers, there were still hundreds of other RVs on display. To make sure attendees visited each of the over 450 displays, the RV SuperShow continued offering its two-day show pass at no additional cost. "Despite the packed aisles, our trams continually ran throughout the fairgrounds so patrons could move easily throughout the show," Dave said.

Dave explained that this year's theme of "Get Out There" was developed to emphasize the freedom the RV Lifestyle provides. RVers can travel whenever and wherever they desire, seeing new sites and vistas each and every day all while comfortably traveling in their home on wheels.

"RVers have the enviable opportunity of traveling to new locales each and every day without the fear of the enclosed spaces found on cruises or airplanes that may present a



health risk," he explained. "It's this outdoor appeal that's become so attractive to retiring Baby Boomers, families, Millennials—you name it—people are excited to get out there and discover the natural beauty and cultural heritage of our great nation."

To attract the massive crowds, Dave followed through with his impressive usage of a variety of traditional media, including television, radio and newspaper, coupled with social media, such as photos and emails, to attract the overflowing marketplace. FRVTA's online consultant Traeanne Reynolds also prepared daily online blogs and Facebook postings.

While tens of thousands attended this year's event, Dave pointed out that the national Go RVing marketing campaign of "Go on a Real Vacation" was another contributor to the show's overall success. "Our team's efforts certainly were a major factor in attracting the crowds," he said. "And the national marketing efforts laid the fertile ground that gave us a great assist."

And that extra assist was instrumental in providing show participants with an outstanding payoff of increased sales. "Everyone I spoke with had great sales," Dave said. "This response from both participants and attendees was gratifying following all the hard work and preparation the FRVTA staff did to make this year's RV SuperShow a huge success."

Dave explained that this year's show encompassed the entire space available at the Florida State Fairgrounds. "We've maximized the Fairgrounds and used over 1 million square feet of display space here," he detailed. "This allowed us to put more products on display than ever before, ensuring that the Florida RV SuperShow remains the largest RV Show in the nation."

Besides coaches of all types, sizes and price ranges, over 300 booth suppliers provided an extensive assortment of camping-related accessories, such as braking and suspension systems, insurance, cooking displays and camping resorts all designed to enhance the outdoor experience.

And, what better place to show your products to thousands of RV enthusiasts than at the RV SuperShow!

That's the thought process at THOR Industries, which, besides the new electric concept units, brought over 75 of its finest RVs to this year's event. New floorplans for the manufacturer's Sequence and Tellaro van campers were on display. Additionally, the luxury Class A diesel pusher Venetian models B42 and R40 featured redesigned interior

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FLORIDA RV SUPERSHOW

CONTINUED FROM PAGE 3

layouts that offered refreshed bedrooms/ bathrooms with a dual-seat shower, and larger counter space and linen closets. The firm's Class Cs Delano and Tiburon featured new technology built atop a Mercedes Sprinter chassis. Finally, Thor's Gemini AWD with Ford's EcoBoost engine now offers a built-in all-in-one Wi-Fi server/router with 4G hotspot and TV antenna.

Besides the cutting edge all-electric E/ RV, Winnebago Industries also featured the new EKKO with an expandable pop-top. An all-wheel Class C motorhome, the innovative unit is designed for boondockers seeking solitude and off-the-grid adventure. An optional pop-top brings the great outdoors in and can sleep up to four. Winnebago also featured its fully loaded Journey diesel coach that offers automotive-grade sound deadening and the high-tech Winnebago Connect smart technology control system that features a mobile app.

Not to be out-done, REV Recreation Group's American Coach ultra-luxury Diesel Eagle 45E offers a brand new floorplan that features a reconfigured kitchen designed especially for full-timers with a mid-unit entry and center kitchen island bookended by a dinette bar and sink/prep area. One-and-a-half baths with an expansive master bedroom round out the coach's new elements. The company's Gas Bounder now offers four distinct living areas to create the feeling of a traditional home. Renegade RV's Explorer motorhome now offers four slideouts solid maple cabinetry with dovetailed drawers and heated tile floors. Renegade's Super C line now features the popular center entryway with a one-and-a-half bath configuration. Midwest Automotive Designs showcased its award-winning Class B diesel Ford Patriot that offers a 600Ah Lithium Freedom package standard, which removes the generator from the coach and replaces it with a 3000 watt inverter, rooftop solar charging system and a 12V roof-top AC that can run via batteries for eight to 12 hours.

Speaking of air conditioning, Truma North America showcased their newest product, the Aventa. This is the company's first rooftop A/C unit built exclusively for the North American market. The cooling unit was designed to run efficiently with low energy consumption and works well with lithium-ion electrical systems that are popular with off-the-grid campers.

Besides the latest RV innovations and



gadgets, attendees were able to enjoy a variety of seminars, including "Nomadic Living 101- How to Live Nomadically for a Month, a Season, a Year or Forever", internet usage on the road, various maintenance seminars that covered chassis, generators and engines, as well as a series of travel seminars on enjoying a guided RV vacation to travels to Alaska.

Interesting and unusual entertainment, such as spinning jugglers, marching bagpipers, talking plants and jumping clowns, captivated the crowds, making sure they stayed at the show longer and remained focused on the many RV displays spread throughout the fairgrounds.

Of course, the SuperRally made attending the RV SuperShow easy. Celebrating its 36th year, this major RV rally was open to any and all RV clubs and the general public. Rally tickets offered patrons a number of amenities including free admission to the SuperShow all five public days, meeting facilities for their club, free coffee and donuts each morning and seminars. Three nights of entertainment and refreshments were also included. This year featured the return of "The Rivoli Revue" music by Kay and Ron Rivoli, Sunday special family entertainment by Kenny Evans and a fun night of music with the Malt Shoppe Memories.

"I believe we had over 850 coaches registered by the time SuperShow opened on Wednesday," said FRVTA Show Director Lesa Colvin. "We certainly made sure they were kept entertained during their stay with us!"

As the first major RV Show of the new year, the RV SuperShow has always been a bellwether for the national RV Industry. With the success at this year's RV SuperShow, it seems as if the national RV Industry is in for another banner year. Early estimates from the RV Industry Association (RVIA) are calling for record industry growth through 2022 with shipment projections ranging between 599,760 and 627,700 units with a most likely total of 613,700 units, an increase of 2% over 2021.

What new products, designs and comforts will be offered? Mark your calendars now to attend the 38th Annual Florida RV SuperShow, returning again to Tampa's Florida State Fairgrounds, with Industry Day set for Tuesday, January 17th and public days running January 18-22, 2023.

For more information on the 2022 Florida RV SuperShow, contact the FRVTA State Office at (813) 741-0488 or visit our website at www.frvta.org.



LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

2022 Legislative Session Kicks off

The 2022 Regular Legislative Session began on Tuesday, January 11, 2022. At the top of the agenda for the Florida Legislature are the two constitutionally mandated requirements of the passage of a state budget, and the redrawing of state and national electoral districts.

During the opening Joint Session on Tuesday, January 11, 2022, Gov. DeSantis delivered his State of the State address highlighting his proposed \$99.7 billion budget. The governor's priorities include:

- **Cryptocurrency:** \$700,000 for cryptocurrency projects at the Department of Highway Safety and Motor Vehicles, the Agency for Health Care Administration and the Department of Financial Services. This includes a pilot program that would allow people to pay for motor-vehicle title certificates through Blockchain technology at the Department of Highway Safety and Motor Vehicles.
- **Elections enforcement:** \$5.7 million for an Office of Election Crimes and Security within the Department of State to investigate and prosecute election-related crimes.
- **Re-establishing the Florida State Guard:** \$5.4 million to re-establish a 200-member Florida State Guard. This was a defense force originally set up during World War II to replace Florida National Guard members who were deployed abroad. It would be used to assist



the National Guard during emergencies.

- **Gasoline tax cut:** Suspend the state's 25-cent-a-gallon tax on gasoline for five months, starting July 1. The state would use \$1 billion in federal stimulus money to make up for the lost money, as gas taxes go toward transportation projects.
- **Law enforcement pay and bonuses:** Increased pay for officers at the Florida Highway Patrol, the Florida Department of Law Enforcement and the Florida Fish and Wildlife Conservation Commission, provide a second round of \$1,000 bonuses for first responders and provide \$5,000 bonuses to help recruit law-enforcement officers to Florida.

In his opening day speech, Senate President Wilton Simpson focused on future generations indicating the need for more improvements to the child welfare system. He also highlighted the importance of environmental protection, as well as the need for state investment in roadways and seaports.

Speaker of the House Chris Sprowls spoke about the state's budget surplus giving the Florida Legislature an opportunity to make critical long-term investments and warned against wasteful funding of short-term wants. He indicated that the House will look at

improving cybersecurity infrastructure and addressing the threat of hurricanes.

Thank you for continuing to realize the importance of our PAC. We appreciate your strong support. Your contributions ensure and solidify relationships between the Association and elected officials in the Florida Legislature.

RV Shipments Expected to Top 600,000 Units This Year and Next

RV wholesale shipments are projected to exceed 600,000 units in both 2021 and 2022, according to the Winter 2021 issue of RV RoadSigns, the quarterly forecast prepared by ITR Economics for the RV Industry Association (RVIA).

"RV manufacturers and suppliers have accomplished something never before seen with the incredible number of RV produced in 2021 and forecasted to be built in 2022," said RVIA President & CEO Craig Kirby. "More RVs will be headed to dealer lots in 2022 than ever before, allowing even more consumers to experience the freedom of traveling the country."

The latest forecast for year-end 2021 RV shipments ranges between 593,600 and 610,800 units with a most likely year-end total of 602,200 units, a nearly 40% gain over the 430,412 units shipped in 2020. Continued growth is expected through 2022 with shipments ranging between 599,760 and 627,700 units with a most likely total of 613,700 units, an increase of 1.9% over 2021.

"The RV Industry is looking at double-digit growth rates into mid-2022, due in part to low inventories, the strong financial standing of consumers, and the desire of consumers to get outdoors and experience an active outdoor lifestyle," said Jeff Rutherford, RVIA Chair and President & CEO of Airxcel. "Thanks to the RV manufacturers and suppliers, more consumers than ever before will be able to take advantage of all of the benefits of owning an RV."—RVIA



TRAINING NEWS • by Veronica Helms, Training Director

Improve your RV Technician Skills

The Florida RV Trade Association kicked off the new 2022 year with our annual RV SuperShow in Tampa! Let's keep the momentum going, so here are few important topics to prioritize around training this year.

We want to help you improve your RV Technician skills by providing you with face-to-face Aftermarket Supplier training!

Let us know if you are interested in sending your techs to classes in your area this year. Complete this short survey [here](#).

Is your service center, dealership, or mobile business current with an LP license?

- Check out the [Types of LP Gas Licenses](#) that are required based on the type of LP Gas business performed at your location.
- FRVTA has published a test prep course to help a potential candidate pass the Category 1 LP Gas RV Dealer state test. • We also provide 12 CEU's toward recertification for a Qualifier or Master Qualifier as a free benefit.

- To take advantage of the training complete the application [here](#).

RV Industry Certifications are in demand. Do you have certified technicians or service employees working at your locations?

- Read about the RV Technician career path [here](#).
- Improve employee confidence within the Service Department with the following certification courses [here](#).

Are you interested in Service Department training now and plan to certify later?

FRVTA RV Distance Learning Network offers free video courses in the following areas:

- LP Gas
- Level 1 and Level 2 RV Technician Training
- Advanced Manufacturer Courses
- Service Advisor Training
- RV Receptionist

As a FRVTA member you can simply fill out the [application](#) to get started today!

As always, if you have any questions regarding training, please feel free to contact me directly at (813) 702-1113 or via email Veronica@FRVTA.org.

FTC Strengthens Security Safeguards for Consumer Financial Information Following Widespread Data Breaches

Agency updates Safeguards Rule to better protect the American public from breaches and cyber attacks that lead to identity theft and other financial losses

The Federal Trade Commission recently announced a newly updated rule that strengthens the data security safeguards financial institutions are required to put in place to protect their customers' financial information. In recent years, widespread data breaches and cyber attacks have resulted in significant harms to consumers, including monetary loss, identity theft and other forms of financial distress.

The FTC's updated Safeguards Rule requires non-banking financial institutions, such as mortgage brokers, motor vehicle dealers and payday lenders, to develop, implement and maintain a comprehensive security system to keep their customers' information safe.

"Financial institutions and other entities that collect sensitive consumer data have a responsibility to protect it," said Samuel Levine, Director of the FTC's Bureau of Consumer Protection. "The updates adopted by the Commission to the Safeguards Rule detail common-sense steps that these institutions must implement to protect consumer data from cyber attacks and other threats."

The changes adopted by the Commission to the Safeguards Rule include more specific criteria for what safeguards financial institutions must implement as part of their information security program such as limiting who can access consumer data and using encryption to secure the data. Under the updated Safeguards Rule, institutions must also explain their information sharing practices, specifically the administrative, technical, and physical safeguards the financial institutions use to access, collect, distribute, process, protect, store, use, transmit, dispose of, or otherwise handle customers' secure information. In addition, financial institutions will be required to designate a single qualified individual to oversee their information security program and report periodically to an organization's board of directors, or a senior officer in charge of information security.

The Safeguards Rule was mandated by Congress under the 1999 Gramm-Leach-Bliley Act. Today's updates are the result of years of public input. In 2019, the FTC sought comment on proposed changes to the Safeguards Rule and, in 2020 held a public workshop on the Safeguards Rule.— *FTC.gov, RVDA Executive Today*



DEALER DETAILS • by EJOLA COOK, J.D.

Let Me Introduce Myself

There is something distinctly unique about traveling through the countryside in an RV. As a young child, I had the opportunity to travel throughout the continental United States in my family's Avco. We then continued the adventure during my teenage

years by traveling through Europe in a Holiday Rambler Class C, which we had shipped over from the states.

During these experiences, I learned that the RV community embodied a sense of adventure, companionship and camaraderie. It is only fitting that, after all these years, I would be back amongst its members.

As many of you know, Allen Monello retired in December of last year. When Allen approached me about an opportunity to work with the Florida RV Trade Association, I jumped at the chance. While my passions for this community began with my RV adventures, they have been solidified through my work.

For the past seven years, I have been a senior executive of one of the largest privately owned independent automotive dealerships. During my time at this company, I held a variety of positions such as Chief Legal Officer, Chief Administrative Officer and General Counsel. I have worked in every aspect of the business, from sales to finance, dealership development, to legal, compliance and even government regulation. I understand firsthand both the issues that may arise operationally, as well as how compliance and state laws intersect in this industry.

Allen and I had worked together for 11 years. Our work first began when he was my expert witness in a case. This led to him becoming my outside Compliance Auditor and lastly my Chief Compliance Officer. I was honored when

he suggested that I step into this role, and he has left very big shoes to fill when it comes to helping guide this Association.

There are a number of legal and compliance regulations that act as a trip wire to an unwary dealer. Unfortunately, the old saying "no good deed goes unpunished" rings true, which has consumer attorneys salivating!

Over the course of this next year, I hope to provide insight into such areas as the Florida TCPA law, which offers consumers a private right of action and went into effect this past July 2021. In essence, the Florida TCPA requires that if any dealer wishes to make sales calls or send text messages via an auto dialer, they first must have prior express written consent from the consumer. This law is much more expansive than the prior Federal laws regarding this matter. We will also review best practices for your dealerships to implement to remain compliant with the ever-changing legal landscape.

If you ever have follow-up questions after reading any of these articles, please do not hesitate to reach out, as I am always happy to help. While I cannot give specific legal advice, I am able to answer questions that may come up during the next year. I look forward to getting to know you all and once again be a part of this amazing community.

Ejola Cook, J.D. is the Managing Member of ECook Consulting LLC. Her boutique firm offers full service legal representation in the matters of business, automotive and equine, as well as compliance consulting and training. Ejola is credentialed by the Association of Finance and Insurance Professionals (AFIP) and has lectured nationally on legal and compliance matters affecting the automotive market. She can be reached at Ejola@ecookconsulting.com or by phone at (954) 990-3622.

Go RVing Dealer Program Launched for 2022

The 2022 Go RVing Dealer Tie-In Program allows participating dealers to leverage the power of the industry's national advertising and promotion campaign at the local level. The "Go On a Real Vacation" themed multi-media marketing campaign is geared toward outdoor enthusiasts who are looking for vacation alternatives.

In the industry portal section of the Go RVing website at www.GoRVing.com, dealers can download royalty-free photos, visuals, artwork for dealer websites, digital promotions and other marketing needs.

Among the photos are shots of the interiors of RVs. Go RVing research has found that many potential consumers have never seen the interior of an RV, so these images offer them an opportunity to see what a layout looks like.

"The revamped online portal allows participating dealers to access consumer leads and marketing material for the campaign," said RVDA President Phil Ingrassia. "The image library is easier to use and allows users to preview the images before downloading, along with the ability to filter images by RV type, location and lifestyle shots."

A Google Analytics dashboard provides high-level information about user behavior on the site. Industry personnel can see the most popular pages, search terms driving site traffic and from where traffic is coming.

The cost to sign up for the optional Go RVing Dealer program is \$250.

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

Go RVing Dealer

2022 FRVTA SHOW SCHEDULE

Jacksonville RV Show*

FEBRUARY 10-13 • Jacksonville Equestrian Center
 13611 Normandy Blvd • Jacksonville, FL 32221
 2020 Attendance – 8,975

West Palm Beach RV Show (SOLD OUT)

FEBRUARY 17-20 • South Florida Fairgrounds
 9067 Southern Blvd • West Palm Beach, FL 33411
 2020 Attendance – 6,303

Ocala RV Show*

MARCH 3-6 • Florida Horse Park
 11008 US Highway 475 South • Ocala, FL 34480
 2020 Attendance – 8,254

Tampa Bay Summer RV Show*

JUNE 9-12 • Florida State Fairgrounds
 4800 US Highway 301 North • Tampa, FL 33610
 2019 Attendance – 6,103 • 2020 – SHOW CANCELED

Shows Still Being Discussed: Region 1: SuperSaver (April) • Region 2: Spring • Region 4: Spring

***Exhibitor space still available-[contact anac@frvta.org](mailto:anac@frvta.org)**

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Couple Becomes First Husband-and-Wife Certified RV Inspection Team

Married couple Jason and Lisa Carletti have become the first husband-and-wife team to both receive their master RV inspector certifications from the National RV Inspectors Association. (<http://nrvta.org>)



The Florida couple is fairly new to the RV Industry. Lisa was a traveling nurse and Jason was looking for work when he came across an ad from the NRVTA. Soon he was taking classes at the NRVTA and graduated with his certificate. He had been hoping to earn some extra money by doing two to three inspections a week.

“I had no idea that this business would take off as quickly as it did to bring in a consistent workload of three to five inspections every week,” Jason explained. Eventually, he needed help to keep up, so Lisa took classes to become an NRVIA Certified RV Inspector. Working together, they generated enough income for Lisa to quit her job and focus exclusively on the inspection business.

Since 2017, the couple has performed more than 600 evaluations to date. Besides performing RV inspections throughout central Florida, the Carletti’s were invited to evaluate a number of RVs for the Federal Emergency Management Agency (FEMA) after hurricanes in Florida and North Carolina. The agency bought RVs as temporary shelters for storm victims and the couple ensured there were no life-safety or major problems with the vehicles’ systems.

“NRVIA launched the master certification designation as a way to recognize members who excel not only in their own inspection businesses, but also in supporting the association,” said Stephanie Henson, director of administration.–*news release*

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FRVTA Region 1 Treasurer Selected President of Florida International Air Show



(L-R) Dana Carr, FIAS Board Member; Denise Dull, FIAS President; Stan Smith, FIAS Chairman

Denise Dull, FRVTA Region 1’s longtime treasurer, recently was selected as the first female president of the leadership team for the Florida International Air Show based in Punta Gorda. This is the first time a woman was chosen as president in the 42-year history of the event.

Denise joined the air show board in 2021 for the 40th Annual Air Show serving as a co-director of vending & concessions. The Florida International Air Show, rated one of the top 10 best air shows around the world by USA Today, is a favorite to both performers and fans alike.

She has served as a past Charlotte County Chamber president, past Charlotte County Hospitality Association president and is currently employed by the Gulf Coast Partnership as the director of landlord engagement. Denise has served as Region 1’s treasurer for many years keeping the region financially healthy.

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RV Retailer to Open Superstore near Jacksonville

RV One and Airstream of Jacksonville are converting a car dealership in Arlington near Jacksonville into a superstore, the Jacksonville Daily Record recently reported. The dealership location is next to Interstate 295.

RV Retailer bought the 7.5-acre site for \$9 million this past June and intends to convert the existing automotive sales and service center for RV sales and service. The project includes renovating the building and reworking the parking lot to accommodate RVs.–*RVBusiness*

NEW MEMBERS

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PH: 850-463-4456
Website: www.vacayvillages.com
Email: info@vacayvillagervresort.com
Campground, Region 5

WAY INTERGLOBAL

Morgan Robinson
3002 Coast Ct
Elkhart, IN 46514-5504
Website: www.wayinterglobal.com
Email: mrobinson@wayinterglobal.com
Supplier, Region 10

BLACK SERIES CAMPERS, INC

Rudy Lugo
19501 E Walnut Dr S
City of Industry, CA 91798-2318
PH: 626-800-4261
Toll Free: 833-671-9537
Website: www.blackseries.net
Email: info@blackseries.com
Manufacturer, Region 10

CAMPSPOT

Rachel Garant
38 Commerce Ave SW, Ste 200
Grand Rapids, MI 49503-4143
Toll Free: 800-724-8620
Website: www.campspot.com
Email: help@campspot.com
Service, Region 10

EQ SYSTEMS

Nick Godfrey
55169 CR 3 North
Elkhart, IN 46514-1314
Toll Free: 800-846-9659
Website: www.eqsystems.us
Email: ngodfrey@eqsystems.us
Supplier, Region 10

FLEX SOLAR

Lillian Wang
9311 N FM 620, Ste 179
Austin, TX 78726-4129
PH: 512-785-9320
Toll Free: 800-620-1249
Website: www.flexsolarenergy.com
Email: support@flexsolarenergy.com
Supplier, Region 10

GREAT OUTDOORS SOLAR, LLC

Stacy & Thomas West
5597 Commercial Blvd
Winter Haven, FL 33880-1009
PH: 863-289-0861
Website: www.greatoutdoorssolar.com
Email: greatoutdoorssolar@gmail.com
Service, Region 3

LORI FARRELL

Estero, FL 33928-7113
PH: 407-630-7000
Email: lori.fl44@gmail.com
Service, Region 1

THE RANCH AT ARCADIA PALMS RV RESORT

Miranda Krider
1847 NE Fiveash St
Arcadia, FL 34266-5083
PH: 863-266-6400
Website: www.theranchatarcadiapalms.com
Email: hello@theranchatarcadiapalms.com
Campground, Region 1

ZENERGY, LLC

David Tarte
3918 N Highland Ave
Tampa, FL 33603-4724
PH: 813-906-2842
Website: www.zenenergyllc.com
Email: david@zenenergyllc.com
Service, 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 FRVTA Executive Director Dave Kelly at davekelly@frvta.org in the State Office.

MEETING DATES



Region 1 • NO MEETING • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda
Region 2 • February 23 • Location to be Determined
Region 3 • NO MEETING • Florida State Fairgrounds • 5025 Orient Road • Tampa
Region 4 • NO MEETING
Region 5 • February • To Be Determined
Region 6 • February 18 • Bonefish Grill • 10950 San Jose Blvd • Jacksonville
Region 7 • February 25 • Braised Onion • 754 NE 25th Ave • Ocala

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