

FRVTA News



JANUARY 2021

MONTHLY NEWS CONCERNING
FLORIDA'S RECREATION VEHICLE INDUSTRY



Despite concerns surrounding the COVID pandemic, the Florida RV Trade Association (FRVTA) officials report they have been committed from the start to make sure the 36th Annual 2021 Florida RV SuperShow is a safe environment for both staffers and the crowds that are expected for this year's mega-event. The five-day show runs from Wednesday, January 13 through Sunday, January 17 at the Florida State Fairgrounds in Tampa.

"We've worked tirelessly to insure that all show participants, both the public and staff, are able to enjoy a worry-free event," explained FRVTA Executive Director Dave Kelly. "We've met with county health officials as well as conversed with other events to make the needed safety precautions that exceed what's been mandated."

This includes:

- Temperature checks of all patrons at all admission gates and rally participants upon arrival.
- Should someone register a temperature above 100.4°, they will be placed into a cooling tent for a second check. Should they fail yet again, an onsite wellness coordinator will refer them to a medical professional.
- Face coverings/masks will be mandatory in all buildings and RVs whenever social distancing is not possible.
- Hand sanitizers will be placed throughout the show.
- A questionnaire will be placed within the show's exhibitor's manual from which a company must state their employees have been checked and are virus negative.
- Requesting all patrons to NOT attend the show if they are experiencing any respiratory symptoms, fever, cough, shortness of breath, sore throat or fatigue, or have recently been exposed to someone who tested positive.

Finally, FRVTA is asking that a limit of one family unit or no more than three (3) people enter a coach at one time.

To implement these many safeguards, the FRVTA Board of Directors voted at their December 2020 meeting to cancel Industry Day for this season (read below). "The thought was to give exhibitors one more day to set up their booths while also giving staff more time to put into place all these new requirements for COVID-19," detailed longtime FRVTA Show Director Lesa Colvin. "This huge effort is all being done in the hopes that this year's RV SuperShow will be as normal as possible."

And as normal as possible it will be with representation from every major RV Manufacturer as well as hundreds of accessory booth exhibitors.

"We will have more supplier booths and every type, size and style of RV on the market," Dave said. "With the addition of new entertainment and more seminars, we're anticipating record crowds again. The popular two-day pass is also back, so the public will have two full days to see everything at the SuperShow at no additional cost."

Nationally, interest in outdoor recreation is at an all-time high and, Dave noted, the public is keenly aware that this is the 36th year for the SuperShow. He said this is the reason RVers have bought out the entire rally and are already buying tickets online.

For more information on the 2021 Florida RV SuperShow contact the Florida RV Trade Association at 10510 Gibsonton Drive, Riverview, FL 33578, call (813) 741-0488 or visit www.frvta.org.



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MEMBERSHIP COORDINATOR

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PRESIDENT'S MESSAGE...

A New Era

Welcome to 2021! I'm sure most if not all will be very happy to turn the page on 2020.

While the industry had a great year, it was at the expense of our freedom and sanity. I recently came back from the FRVTA Board of Directors meeting in Jacksonville and wanted to share the amazing experience I and many others had.

We are all brought together by a shared love for the RV Industry, but what I witnessed on Friday night of the board meeting was more like a good old family get-together. We were celebrating a great man, former FRVTA Executive Director Lance Wilson, who not only is a RV Hall of Famer, but our fearless leader for 27 years.

Lance has always been a family man and has treated this Association like family. Lance has wisdom and experience that only comes from doing the job day in and out for a long time. I found this out many times when he knew what my excuse was going to be for the problem I created! The outpouring of love and admiration for Lance and his wife Joy was hard to ignore. It is wonderful to be part of such a great organization with leadership like Lance and now Dave Kelly.

I hope the Ground Hog days keep coming Lance, and I will certainly do my part to make sure they do!

So, here comes show season. First up is the RV SuperShow, now in its 36th year at the Florida State Fairgrounds in Tampa. Some of you might not know that the SuperShow is one of the largest tradeshow in the United States with one million square feet of show space and 76,000 visitors last year. It's really something to behold!

This year will have its challenges, but I believe your Board of Directors along with Dave, Lesa and Patty all have a good plan in place to protect the many exhibitors and patrons. The safety measures will include temperature checks at the gate, hand sanitizer stations, professional sanitizing of all indoor buildings and safety protocols for all exhibitors.

After the SuperShow we have three winter regional shows, starting with the Jacksonville RV Megashow, next the West Palm Beach RV show, and ending with the Ocala RV Show. (Unfortunately the Fort Myers RV Show has been canceled).

These Regional shows offer patrons a better look at their local RV Dealers and suppliers without the overwhelming crowds of the SuperShow. You can see the show schedule at www.FRVTA.org.

We will use many of the same safety measures in all of the shows throughout the year and we ask all who participate to come with a healthy dose of patience and understanding. We want to make the 2021 shows as safe and successful as possible!

I hope all involved in the shows and the industry have a great season. I would like to wish all of you a Happy New Year and may all of your resolutions last at least until February! I have already broken mine!!

BRIAN COPLEY

FRVTA State President



INDUSTRY DAY AT SUPERSHOW CANCELED

The Florida RV Trade Association (FRVTA) Board of Directors voted to cancel Industry Day at the 2021 Florida RV SuperShow scheduled for Tuesday, January 12 at their recent December meeting.

This decision does not affect the five public days of SuperShow, which will still take place as previously scheduled starting Wednesday, January 13 through Sunday, January 17 at the Florida State Fairgrounds in Tampa.

FRVTA Executive Director Dave Kelly said it was a tough decision to cancel Industry Day, but the Board did what they thought was the right thing.

"I hope everyone understands this is not a typical year! We are concentrating all of our efforts into holding the most successful public show we can," he said. "Any extra time we can have to make sure we are ready to welcome the public is appreciated this year."

FRVTA Board Meets in Ponte Vedra



The FRVTA Board of Directors met this past December 5 at the Marriott Sawgrass Resort. The following were items discussed or actions taken:

- The Show Committee made a motion to cancel Industry Day at the 2021 SuperShow to give exhibitors one more day for set up. It will also give the staff an extra day to put into place all the new requirements for COVID-19. They also decided to have temperature checks for the public at all the upcoming winter RV Shows.
- The PR Committee reported that the RVers Guide and SuperShow magazines were a little down on ad sales, but with reducing the page count we should still be able to turn a small profit. Distribution thru the interstate rest areas, the Florida Turnpike and Pilot Flying J stores remain strong. Currently they are trying to have them distributed through the new Buc-ee's that are moving into Florida. They also reported good click-thru rates on ads on the FRVTA.org website. Ad space available on the interactive SuperShow map is selling well.
- The Executive Board approved a \$2,500 donation to the Masonic Home in St. Petersburg in the honor of Dell Sanders. The facility can accommodate up to 187 senior residents and is open to Masons and non-Masons. Dell was a longtime FRVTA Board member and held many positions on the State and Regional levels. He passed away in October.
- The Education Committee stated that Veronica continues to work with the State of Florida on the new requirements for Master RV Certified and Certified LP Gas testing. All dealers and mobile service companies must have a Master RV Certified technician for each location by August 1, 2021. Veronica has received the new textbooks from the RV Training Institute (RVTI) for Level 1 PDI technician training. The program is a three-month, self-paced course. Veronica will work with Steve Roddy to make sure all our videos are up-to-date. There will also be a prep-course for people wanting to sit for any of the LP Gas Certifications. The Distance Learning Network (DLN) has re-signed most of the dealers nationally for the current year.
- The Finance Committee reported the Association to be in very good financial condition with the SuperShow still being the number one revenue producer.
- The Government Affairs Committee reported that the election went very well as many of the candidates we supported with our PAC contributions were elected. Sen. Gayle Harrell was appointed the head of Transportation, which oversees the RV Industry. Gayle was one of the original members of the RV Caucus, which were a group of legislators who lived in their RVs in a Tallahassee campground.
- The Membership Committee is looking for new membership benefits. If anyone has any ideas on discount programs the Association can offer, they should contact the State Office.

Lance Wilson Honored at Board Meeting



At the recent Board of Directors meeting held in Ponte Vedra, retired FRVTA Executive Director Lance Wilson was honored during a banquet held Friday night. This recognition was supposed to take place at the FRVTA State Convention this past September, but COVID-19 forced the cancellation of that annual event.

The evening featured a short slideshow that included video messages from some of Lance's closest friends. "I am honored to have this kind of recognition," Lance said. "The video was great and is something I will always cherish."

Lance served as Executive Director of the FRVTA for 27 years. Prior to that, he served in many regional office positions as well as President of the Association. FRVTA thanks Lance and Joy for their many years of service and wish them well as they begin a new phase of their lives.





TRAINING NEWS • by Veronica Rivera, Training Director

Training Starts the New Year Off Right

Happy New Year! 2021 is expected to be an outstanding year for both sales and service. The busy season is ahead of us, which opens opportunities to train members of your service departments.

The RV Distance Learning Network (DLN) is here to offer you technician training, advanced manufacturer courses, service advisor and receptionist training. Our school year runs from August 1, 2020 through July 31, 2021, but it is never too late to start training. Our training prepares technicians to sit for the RV Technical Institute's (RVTI) industry certifications.

The RV Technical Institute has published 2020 textbooks that support the new Level 1 exam.

Here are the details on the Level 1 test:

- The test is administered through ProctorU.

- Within 72 business hours of purchasing the course, emails from ProctorU will be sent to the technician to set up the appointment for testing.
- There are two tests: Written and Written Performance.
- The Written test must be passed before moving onto Written Performance.
- The cost to take the Level 1 test is \$200 and \$75 to retest.

You can visit <https://www.rvti.org/catalog> and scroll down to "Certification Tests" to register for the exam.

I anticipate that test options for the Level 2 exam will be available by the end of January or February with Level 2 textbooks released around the same time. As we learn more, I will keep you updated.

If you have any question or need any assistance with training at your dealership, please call our office at (386) 754-4285. You can also find us at <https://www.frvta.org/members/industry-training-2/>.

We look forward to hearing from you!

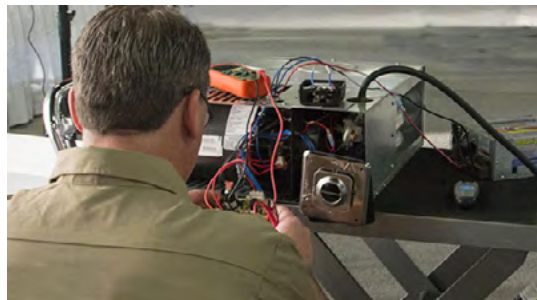
Veronica Rivera, Training Director, Veronicar@frvta.org

RV Technical Institute's Level One Curriculum Available Through Self-Paced Online Program

Current and future RV technicians are now able to receive training on the RV Industry's only industry-wide certification at their own pace through an immersive, online program. The self-paced online course, as it is called, is different than the live webinar format the RV Technical Institute (RVTI) implemented earlier this year. Instead of live classes at preset times, this new program is completely self-paced, allowing student to complete training and testing according to their own timeline and schedule.

"We've listened to the industry, our stakeholders and our friends at the RV Dealers Association, and believe this new self-paced, online program will meet the training needs of the RV technicians of today and the future," said RVTI Executive Director Curt Hemmeler. "Particularly at this time when RV Dealers and service centers are so busy, this new program allows RV Technicians to receive the Institute's gold standard of training at any time that fits their own schedule."

The self-paced, online program is currently offered for



RV Technical Institute's Level One class where students will complete modules on Propane Systems, Electrical Systems, Water Systems, Appliances, Generators, Chassis and Body. An RV technician who successfully passes the class and Level One exam will have the knowledge and skills needed to prepare an RV for customer delivery by verifying the operation of all components.

The self-paced, online class will have a retail cost of \$1,995, with a special industry price of \$995 for anyone within the RV Industry. There are also volume discounts available.

The RV Technical Institute's Level Two class, which goes to the next level with diagnostics and troubleshooting in the seven core areas of RV repair, will be available through the self-paced, online program in the Spring of 2021.

Along with the self-paced, online program, there are four other ways for RV technicians to receive RVTI training. Self-study via textbooks, testing out of the exam, live training at the Elkhart campus or through an Authorized Learning Partner.

To sign up for an upcoming course, [click here](#). –RVIA



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

Compliance Check 2021

When looking back at 2020 you should be able to immediately identify your successes and some setbacks you want to avoid this year. From that perspective, you will be better positioned to set goals to achieve greater financial milestones in 2021 while taking steps to

lessen the potential for setbacks, such as regulatory action against your dealership or encounters with plaintiffs' attorneys.

Following is a review of some of the compliance responsibilities you have as a dealer. Although this "compliance checklist" is daunting, it does not address all your compliance responsibilities. So, let's begin:

1. *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?

2. Red Flags Rule – Do you have written procedures in place to prevent, detect and mitigate identity theft? Do you regularly train your employees? Are your business managers requiring documentation to overcome high identity theft risk scores? Are they asking the out-of-wallet questions and documenting the responses?

3. Are you applying for title and registration on behalf of customers within 30 days of sale or delivery? This is a major compliance concern for DMV. If you want to get DMV's attention, you will certainly do so by being late on processing titles and registrations.

4. Office of Foreign Assets Control (OFAC) – Do you check all buyers' and co-buyers' names against the list of Specially Designated Nationals and Blocked Persons on every sale? When a purchase is made in the name of a company do you also check the company name against the list? When selling wholesale to other dealers are you checking the dealership representative and the dealership name against the list?

5. Regulations M and Z – Do you follow all federal requirements concerning financing and leasing?

6. Used Car Rule – Are you using only the latest version of the Buyers Guides on those motorized units that fall under the Used Car Rule? Are you completing the back of the Guide and identifying (by name) whom to contact for complaints? If you are requiring customers to sign this form, are you placing the signature line and the required disclosure language in the correct place?

7. Disposal Rule – Do you properly dispose of all documents containing customer nonpublic personal information? Do you have cross-cut shredders and/or shred bins throughout the store?

8. 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?

9. 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? Are your finance managers identifying everyone who was involved in the cash transaction (even if they weren't buyers) and placing their information on this form?

10. Wage and Hour Laws – Are you paying salaried employees the minimum amount required based on the latest Department of Labor requirements?

11. ADA Compliant Website – Is your website ADA compliant? Although the law does not require your website to be ADA compliant, in Florida the Federal Southern District has held that a place of public accommodation's website is required to be ADA compliant if the website is a "nexus" to the place of public accommodation. *Gil v. Winn Dixie Stores, Inc.* Please check with your attorney.

12. Forms – Are you using all of the required forms and disclosures in your deals?

13. *Do You Know How You Are Affected, and Must Comply With:*

- a. Magnusson-Moss Warranty Act;
- b. Americans with Disabilities Act (ADA);
- c. Occupational Safety and Health Administration (OSHA) Requirements;
- d. Equal Credit Opportunity Act;
- e. Fair Credit Reporting Act;
- f. Credit Practices Rule;
- g. Telemarketing Sales Rule;
- h. Truth in Advertising laws;
- i. Telephone Consumer Protection Act (TCPA);
- j. Family Medical Leave Act (FMLA); etc.?

DEALER DETAILS

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14. Are you aware of the latest county local discretionary sales surtax rates? Are you charging the correct rates based on the county in which the unit will be registered?

15. Are you aware of the latest state sales tax rates and are you charging out-of-state customers the correct sales tax when they take delivery from your store?

16. Are all of your licenses current?

- a. Dealer license;
- b. Motor Vehicle Retail Installment Sellers license;
- c. Automotive Repair license;
- d. GAP insurance (credit insurance) sales license;
- e. Motor Vehicle Service Agreement Sellers license;
- f. City and/or county business licenses; and
- g. Other licenses?

17. Are your finance managers presenting a menu of ancillary products to all buyers in every deal to prevent allegations of disparate treatment?

This is a lot to ponder. But now is a good time to review your policies and procedures to ensure you are in compliance in 2021.

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

S. Allen Monello, D.P.A., CPFS, is the Managing Member of the Automotive Industry Center for Excellence, LLC. Allen provides compliance consulting and training services to dealerships and is certified as a “Consumer Credit Compliance Professional” by the National Automotive Finance Association. He also is credentialed by the Association of Finance and Insurance Professionals (AFIP) as a Certified Professional in Financial Services. He can be reached by email at Allen@TheAICE.com or by phone at (727) 623-9075. Please visit his website at www.TheAICE.com.

RVDA Dealer Satisfaction Index (DSI) Survey Recognizes Top-Rated Manufacturers

The RV Dealers Association (RVDA) has recognized 10 manufacturers for earning the highest ratings in the 26th annual Dealer Satisfaction Index (DSI) survey.

“The DSI Quality Circle Awards recognize top-rated manufacturers in several important areas of dealer and customer support,” said RVDA Chairman of the Board Chris Andro of Hemlock Hill RV Sales, Inc. in Southington, CT. “Thanks to all the dealers who responded to the survey and congratulations to the manufacturers who were recognized this year.”



The towable RV manufacturers/brands receiving awards are (in alphabetical order by manufacturer): AIRSTREAM; CRUISER RV; DUTCHMEN (Aspen Trail and Kodiak); EAST TO WEST (Alta); FOREST RIVER (Flagstaff travel trailers, fifth wheels and Shamrock expandables; Rockwood travel trailers, fifth wheels and Rockwood Roo expandables); GRAND DESIGN (Imagine, Momentum, Reflection, Solitude, and Transcend); PALOMINO (Puma travel trailers and fifth wheels).

The motorized RV manufacturers/product categories receiving awards are (in alphabetical order): AIRSTREAM; COACHMEN (Galleria, Beyond, and Nova Class Bs); LEISURE TRAVEL VANS/TRIPLE E; NEWMAR; and TIFFIN MOTORHOMES.

The brands/manufacturers earning Quality Circle Awards received at least 15 dealer responses and scored 4.25 or above on a five-point scale in overall dealer satisfaction. Two manufacturers received DSI Honorable Mention awards for getting ratings above 4.25 on a 5-point scale but only 14 dealer responses. They are motorhome builder PLEASURE-WAY and towable manufacturer VENTURE RV for its SportTrek, Sonic and Stratus brands.

When rating their brands/manufacturers, RVDA asks dealers to express, confidentially, their level of satisfaction on four core issues: RELIABILITY/QUALITY • PARTS • WARRANTY • SALES

RVDA received DSI responses from 340 dealerships in the U.S. and Canada providing a total of 2,164 brand ratings, an average of more than six per dealer.

10-Digit Phone Dialing in Panhandle with New Area Code

Ten-digit dialing will be needed for all calls in the 850 area code starting February 2021. This is in advance of the addition of a new “448” area code for Northwest Florida, the state Public Service Commission recently announced. A transition period now allows people to dial seven-digit numbers or 10-digit numbers in the 850 area code, which includes communities such as Tallahassee, Panama City and Pensacola.

MEMBER SPOTLIGHT

Travelcamp Carries on the Hassan Legacy with Focus on Local Markets

Salem Hassan grew up in the business of RVs. His father, Fred Hassan, opened Suncoast RV in 1982, and the family built it up into a multi-location chain, primarily in the Southeast. “We ended up selling our locations to Camping World in 2011, including many of the properties we owned,” says Salem. “But I bought one of the buildings back, started Travelcamp, and got back in at the end of 2014.”

Travelcamp has a strong focus on towables and is a dealership offering parts, service, and sales. “When the customer walks in, even though we appear to be a smaller operation, they know we’re serious and positioned to take good care of them. For us, it’s not about volume; it’s really about quality and ensuring the sales process goes well, their experience is enjoyable, and we’re staffed to take care of them after the sale.”

Salem says one issue he faces more intently than his father did is price competitiveness. “Customers shop the internet, so it’s no secret what a vehicle should be pricing for. You also have to have transparency in terms of fees and additional charges, so what we do is establish a competitive advertised price from the get-go. Most customers know what their trades are worth today, so you’re not dealing with as much over allowance. Really, it just comes down to more transparency in the numbers.”

While the RV industry is going strong, Salem sees much more consolidation today, with bigger businesses buying up smaller ones. Still, he sees a place for smaller businesses. “I think there’s an opportunity for the smaller, independent dealers with four or five locations to be just as competitive as the big chains but still provide individual attention to a customer to ensure that whole experience is more personal.”

One of the resources Salem has to help him build Travelcamp is the FRVTA, which he uses when he has questions or has to navigate certain issues that arise with manufacturers. “Lance Wilson has always been a great go-to, and what I’m really looking forward to next is utilizing all of the service resources they have available to develop our service techs. We’ve got three shops now, so we’re getting to a place where we need to make that a priority, and we’re going to utilize their resources for our service techs to get trained and certified.”

Despite having three locations – Jacksonville, Orange Park, and Ocala – Travelcamp has plans for expansion. “We want to stay concentrated within a three-hundred-mile radius but with a couple more locations. Because our stores are smaller and we really focus on towables, we specialize in being the hometown dealer selling to the local market.”

Travelcamp boosts that hometown presence by working with local children’s sports organizations to provide RVs during their large events to use as offices and as places for attendees and volunteers to cool down. Salem is very interested in further cementing his position

as a locally focused dealer by offering in-store clinics on a variety of RV-related topics later this year.

Salem has witnessed how RVers’ preferences change as their lives change. He sees younger, married couples with kids purchasing RVs ideal for family outings. He also sees older people who are downsizing. “Often, these are retired couples who have probably owned every RV at some point but many of their later years were spent in a motorhome, and now, they just want a small travel trailer they can use on the weekends occasionally. They may not go as far, but for weekend excursions, these people gravitate toward that.”

When asked if he believes manufacturers’ quality has increased since the days of Suncoast RV, Salem pauses. “That’s a tough one. The market has been so strong that I think some manufacturers are building too much product too fast, so we’ve seen the quality suffer. But there’re still a handful of smaller manufacturers who do focus on quality who I think are really doing an exceptional job. They’re controlling their production, and they’re not overbuilding.”

Salem says it’s still too early to tell if the third generation of the Hassan family will continue the family’s legacy in the RV business since his son and daughter are only seven and eight. “I’ll tell you this – I don’t have any family working in the business today, and that’s not really by choice. After working in a family business, I know there’s a lot of good that comes out of it and it’s a great opportunity for all involved, but it certainly comes with more challenges when you have family working together.”



Go RVing: Over 1 Billion Impressions in 2nd Half of 2020

The second half of 2020 has seen great success for Go RVing. From Aug. 24 through the end of October, the “Go on a Real Vacation” campaign has served more than 1 billion impressions across all media platforms, according to a News & Insights report by the RV Industry Association (RVIA).



National television led the way with high-profile spots during Monday Night Football, NCAA Football and the MLB Playoffs. These accounted for nearly 350 million views while radio brought more than 286 million impressions.

The campaign has been particularly effective with high value audiences who are drawn to the idea of a real vacation. Go RVing has identified their high value audience as outdoor enthusiasts with at least one child in the household. These outdoor enthusiasts are the perfect audience as their fly, cruise, hotel vacation plans have either been canceled or put on hold. For Go RVing, the click-through rate of these high value audiences has risen 80 percent from the start of the campaign.

Video platforms such as YouTube are the top traffic-driver to the [all-new Go RVing website](#), accounting for nearly 40 percent of traffic thanks to short, pre-roll “Go on a Real Vacation” advertising spots. These are the short ads that run before a YouTube video and range from six to fifteen seconds.

As the second half campaign comes to a close, Go RVing will use that data to drive the 2021 media plan, building on the successes and looking at new ways to reach valuable audiences. – RVIA, *RVBusiness*

Region One Celebrates Holidays by Donating to Local Charities



FRVTA Region 1 President Everett Henkel III (right) presents \$5000 donation check to Steve Soucey (left), Chief Financial Officer for the Harry Chapin Food Bank.

With the economy breaking down for many Southwest Florida residents, FRVTA Region 1 decided that rather than hold its annual Holiday meeting party it would take the money it would have spent and donated \$5000 to the Harry Chapin Food Bank. The donation was made at the food bank’s headquarters in Fort Myers on Tuesday Dec. 15.

“We know many in our community are having rough financial times due to the COVID pandemic and its affect on our local economy,” explained local FRVTA Region 1 President Everett Henkel III. “This prompted us to give back to the community in a small, but hopefully meaningful manner to make things a bit easier this holiday season as well as prompt other organizations to donate, too.”

The donation comes as unemployment in Southwest Florida, especially among the hard-hit service and tourism industries, takes its toll. The food bank says that every \$1 donated translates into \$8 of food, so the Region 1 donation potentially is worth \$40,000.

Besides a monetary donation to the Harry Chapin Food Bank, Region 1 members also are involved in an annual toy drive. “One of our campground members in Arcadia coordinates an annual toy drive so the local children there can enjoy the magic of Christmas,” detailed Henkel, also the owner of RV Kountry, a longtime local RV dealership in Fort Myers. “We’re trying to do our part to spread the spirit of the season and help the overall community enjoy the holidays.”

FRVTA 2021 SHOW SEASON



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

FLORIDA RV SUPERSHOW • JANUARY 13 – 17

Florida State Fairgrounds • 4800 US Highway 301 North • Tampa
 2020 Attendance – 74,861

FORT MYERS RV SHOW • JANUARY 21 – 24 (CANCELED)

Lee Civic Center • 11831 Bayshore Rd. • Ft. Myers
 2020 Attendance – 11,810

JACKSONVILLE RV SHOW • FEBRUARY 11 – 14

Jacksonville Equestrian Center • 13611 Normandy Blvd. • Jacksonville
 2020 Attendance – 8,975

WEST PALM BEACH RV SHOW • FEBRUARY 18 – 21

South Florida Fairgrounds • 9067 Southern Blvd. • West Palm Beach
 2020 Attendance – 6,303

OCALA RV SHOW • MARCH 4 – 7

Florida Horse Park • 11008 US Highway 475 South • Ocala
 2020 Attendance – 8,254

TAMPA BAY SUMMER RV SHOW • JUNE 10 – 13

Florida State Fairgrounds • 4800 US Highway 301 North • Tampa
 2020 Attendance – CANCELED
 2019 Attendance – 6,103

NEW MEMBERS

DEEPWATER ASSASSINS

FISHING CHARTERS

Mike Lyons
Orlando, FL 32819-3901
PH: 941-500-9533
Website: www.deepwaterassassins.com
Email: info@deepwaterassassins.com
Service, Region 4

DOCK N STOW

Mark Gregory
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Website: www.docknstow.com
Email: customerservice@docknstow.com
Supplier, Region 10

FLAIR RV

Jason Malartsik
7209 55th St E
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PH: 941-275-9395
Website: www.flairdistribution.com
Email: info@flairdistribution.com
Repair-Service, Region 1

GERENT LLC

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Supplier, Region 10

JD SOLUTIONS

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JP MULTISHINE

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LIQUIDSPRING LLC

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TRAVELCAMP OF BROOKSVILLE

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TRAVELCAMP OF ORANGE PARK

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TRUE HONEY TEAS

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Supplier, Region 10

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.

MEETING DATES



Region 1 • January 7 • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda

Region 2 • January 13 • PGA National Resort • Palm Terrace Room,

400 Avenue of the Champions • Palm Beach Gardens

Region 3 • NO MEETING • Westshore Grand • 4860 W Kennedy Blvd • Tampa

Region 4 • NO MEETING • Tony Roma's – 8560 International Dr • Orlando

Region 5 • NO MEETING • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin

Region 6 • January 19???????? • Bonefish Grill • 10950 San Jose Blvd • Jacksonville

Region 7 • January 26 • Braised Onion • 754 NE 25th Ave • Ocala

ALL MEETINGS: Face Masks Required • Social Distancing Observed

Cocktails 6:30 PM • Dinner 7:00 PM