

# FRVTA News



JANUARY 2022

MONTHLY NEWS CONCERNING  
FLORIDA'S RECREATION VEHICLE INDUSTRY



*The 37th Annual RV SuperShow will have representation from every major RV Manufacturer as well as hundreds of accessory booth exhibitors explained FRVTA Executive Director Dave Kelly as he said the show “will have more supplier booths and every type, size and style of RV currently available in the marketplace!”*

“We’ve also continued with the outstanding roving entertainment and are offering more educational seminars, so we anticipate record crowds returning to the RV SuperShow once again this year,” he continued. “All this coupled with the two-day pass and the public will be able to enjoy and see everything this annual event has to offer at no additional cost.”

While coming out of the COVID-inspired show doldrums that affected the RV SuperShow last year, recent RV Shows held in Florida and throughout the nation have proven that the public is not only seeking, but clamoring for more information and RVs and the RV Lifestyle.

“We’ve seen this past year that all our regional shows have either had near record to record attendance combined with excellent sales,” Dave continued. “As we enter the new year with the nation’s largest RV Show, there’s no reason why this trend won’t continue but on a grander scale.”

The huge explosion of interest in the RV Lifestyle has been prompted by consumer interest in seeking experiences that are tied to the Great Outdoors. This is one of the many by-products of the COVID pandemic and the RV Industry is the happy recipient as dealer inventories have been reduced even while RV Manufacturers continue to break production records.

The national RV Industry Association (RVIA) reports that demand for RVs has grown month-over-month in 2021 and has broken all previous wholesale shipment records. The latest projection shows the most likely year-end total for RV units built in 2021 to be 602,200 units, representing a 40% increase over the 2020 year-end total of 430,412 units. It will also be a 19% gain over the current comparable record high of 504,600 units set in 2017.

With these types of numbers, it’s no wonder why the RV SuperShow generates excitement for both show participants and attendees.

To educate this growing legion of RV newbies, the RV SuperShow will feature lifestyle seminars throughout each day, making it easy to attend the ones of interest.

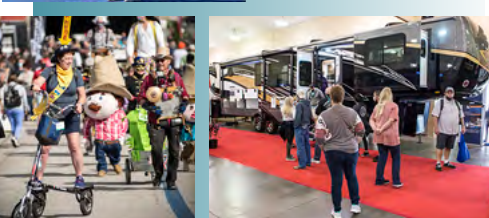
A favorite of all visitors to the SuperShow is the FREE entertainment. From clowns and unicycle riders to Barbershop Quartets and Bag Pipe Bands, the SuperShow has enough entertainment to keep everyone busy the entire day. A FREE shuttle service inside the SuperShow will carry visitors from exhibit to exhibit.

Celebrating its 36th year at the SuperShow, the Super Rally is open to any and all RV clubs as well as the general public. This gigantic Rally offers a number of amenities including FREE admission to the SuperShow all five public days, meeting facilities for your club, FREE coffee and donuts every morning and seminars. Three nights of entertainment and refreshments are also included and will feature “The Rivoli Revue” music by Kay and Ron Rivoli, a wonderful night of family entertainment by Kenny Evans and a fun night of music with the Malt Shoppe Memories.

Admission to the SuperShow is only \$12.00 for adults and that includes a second day admission for the cost of one day with children under 16 FREE.

SuperShow hours are Wednesday – Saturday 9am – 6pm and Sunday 9am – 5pm. Wednesday, Thursday and Friday are Senior Citizens Days with seniors receiving \$2.00 off the cost of admission (not valid with other discounts).

*For more information on the 2022 Florida RV SuperShow or to register for Industry Day, contact the Florida RV Trade Association at 10510 Gibsonton Drive, Riverview, Florida 33578, call (813) 741-0488 or visit our website at [www.frvta.org](http://www.frvta.org).*





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Brian Copley  
VICE PRESIDENT  
Joey Schneider  
TREASURER  
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Rob Cochran

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Patty Flanagan  
SHOW COORDINATOR  
Ana Correia  
ADMINISTRATIVE COORDINATOR  
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Riverview, Florida 33578  
(813) 741-0488 • Fax (813) 741-0688  
e-mail address: info@frvta.org  
website: www.frvta.org

## PRESIDENT'S MESSAGE...

*I hope all of you had a great Holiday Season and wish you a Happy New Year. I sure enjoyed my time with family, friends and Santa. Now it's time to turn the page on 2021, which was great for sales, but not great for inflation of product pricing and supply chain issues.*

*I wonder what 2022 will have in store for us? Let's start with the new kid on the block—Omicron. And just when we thought this pandemic was going to sail into oblivion! As of the writing of this article, the messages are mixed. Some South African doctors are saying Omicron is up to 70 times more infectious with 50 new mutations from the other variants, but with milder symptoms. Both the CDC and WHO have said we won't know for several weeks if it's more infectious or how the symptoms will play out.*

*This got me thinking about all of the previous lockdowns we endured. Remember it was supposed to be for two weeks. Now we are going onto year three of this craziness. What about vaccine information? First it was two shots for Moderna and Pfizer. Now it's the booster to make it three. When is the fourth and fifth booster coming? Then we have the masks—they work for stopping the spread. But do they? What kind of mask, how many do I have to wear—one, two or three?*

*The point is no one has a clue as to what they are doing. Where is the science in all of this? Show me the study with hard data that a child wearing a disposable mask in class all day prevents the spread of the COVID virus and all its variations. We are all test subjects in a huge experiment and I am just not confident in the guys running it.*

*Now, I'm all for unproven prevention for the sake of my fellow man, but please call it what it is, a hypothesis. In science, there are no absolutes and therefore we really will not know the true story for many years. I just hope we have some civil liberties left to pass onto our children! I pray we get through this and that Omicron gets us closer to a flu or cold-type of variant.*

*Now out with the doom and gloom, let's talk RV SuperShow. With over 1.1 million square feet of space sold, this year's SuperShow will have the most manufacturer and booth space in the 37-year-history of the event!*

*And manufacturers have stocked dealers with the latest and greatest RVs in the industry. From pop-up travel campers to luxury Class A motorhomes, there is an RV for any budget or lifestyle. The SuperShow is not just RV's, however. This year's show has booth vendors from all facets of the industry. Attendees should expect to see campground displays, RV suppliers and just about anything to make their RV experience better.*

*As always, there will be seminars throughout the show with many helpful tips to make their RV work better. The SuperShow is not only the biggest RV show of the year, but the best value, too, with a two-day ticket costing just \$12.*

*If you can't make it to the RV SuperShow, please come out to the Fort Myers RV Show on January 27-30 at the Lee Civic Center in Fort Myers. The Fort Myers RV Show is usually the largest regional show with a lot to offer attendees.*

*I hope all involved in the shows and our 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! This year I am sticking to mine!*

**BRIAN COPLEY**  
FRVTA State President



## RV Industry Day will be Tuesday, January 18 from 10am-4pm

Everyone involved in the industry is welcome to attend this day for FREE. Complimentary coffee and donuts will be served in the morning and lunch is also FREE. If you haven't been to a major RV show this year, now is the time to see all the new products. Register at [www.frvta.org](http://www.frvta.org) or contact the FRVTA State Office.

## FRVTA BOARD MEETS IN TAMPA

*The FRVTA Board of Directors met on December 4 at the Marriott Water Street. The following were items were discussed or actions taken:*

- The Show Committee addressed the issue of RV Dealers purchasing booth space to show rolling stock. It was decided that dealers may buy booths to promote rentals, service, or parts and accessories. There cannot be any materials promoting rolling stock vehicles for sale.
- The PR Committee reported that ad sales for both the RVer's Guide and SuperShow magazines are up this year. Distribution thru the interstate rest areas, the Florida Turnpike and Pilot Flying J stores remain strong. In fact, extra magazines had to be printed this year to keep racks full. Currently trying to have them distributed through the new Buc-ee's that are moving into Florida. They also reported good click-thru rates on the ads on the FRVTA.org website. Ad space available on the interactive RV SuperShow map is selling fairly well, too.
- The Education Committee will be working to contact members about how the Distance Learning Network (DLN) can help with training. Veronica recently attended the RVDA convention and has ideas to help boost dealer attendance at the FRVTA State Convention next September. They will also look at setting up in-person vendor training at sites located around Florida.
- The Finance Committee reported the Association to be in very good financial condition with the RV SuperShow still being the number one revenue producer.
- The Political Committee continues to work closely with Marc Dunbar to make sure there is no legislation on the horizon that could negatively affect Florida's RV Industry. They continue to encourage donations to the FRVPC Fund to make sure we can support those candidates that look favorably at the RV Industry.
- The Membership Committee is re-printing the brochure and poster to explain all the benefits of FRVTA membership. Anyone with any ideas on discount programs the Association can offer should contact the State Office.
- The Board approved raising the Advertising Assistance Fund to the regions up to \$20,000 per year per region. These funds will be earmarked for show advertising, ads in the RVer's Guide or SuperShow program, website advertising or marketing to non-RV owners.
- Allen Monello will retire at the end of the year and the board is looking to find a replacement to take over the FRVTA Dealer Knowledgebase. His replacement should be announced shortly.



*President Brian Copley and other board members enjoy their holiday gifts.*



### First ED Awarded to Longtime Member

*To thank those members who have gone above and beyond to help and assist the FRVTA over the years, Executive Director Dave Kelly came up with "ED," a small token of appreciation. It is a model VW Camper that will be given to members every now and then to thank them for extraordinary service.*

*"Deanna Pearce has not only sold ads in the RVer's Guide and RV SuperShow Directory for over 23 years, but manages both publications from layout to finished printed magazine. She began her work with FRVTA as a new sales rep for Canada News. As she changed companies over the years, she always took the magazines with her and has done an exceptional job. Her hard work is why those publications are keepers and RVer's look forward to getting them every year."*

*Thank you Deanna for years of hard work—this ED's for you!*





**LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant**

***Governor DeSantis Freedom First Budget Released***

Gov. DeSantis recently announced his “Freedom First” Budget for the 2022-23 fiscal year. The governor’s proposal is \$99.7 billion. In issuing his budget, the governor stated his Freedom First Budget focuses on preserving freedom and prosperity for Floridians.

local rural infrastructure projects such as roads, storm and wastewater systems, and telecommunications facilities.

Funding is provided in the Freedom First Budget to improve services that impact Floridians’ everyday life, such as driver’s license, vehicle registration and vehicle title services. This funding includes \$250,000 to support a Blockchain Title Pilot Program within the Department of Highway Safety and Motor Vehicles. The purpose of the pilot program is to evaluate potential concepts, designs and technologies to maintain and make available certificates of motor vehicle title through blockchain technology. It will also determine the feasibility of providing to the public a permanent option to obtain or transfer certificates of title using blockchain technology.

The Freedom First Budget includes \$10.4 billion for the Florida Department of Transportation. Within this amount, the Freedom First Budget provides \$9.27 billion for the State Transportation Work Program, which is an ongoing five-year plan for the implementation and completion of transportation infrastructure projects. These projects include construction and maintenance of Florida’s roads, bridges, rails, seaports and other public transportation systems that grow the state’s economy and improve the quality of life for citizens.

***Within the budget the Work Program includes:***

- \$3.6 billion for highway construction to include 138 new lane miles;
- \$1.2 billion in resurfacing to include 2,637 lane miles;
- \$185.5 million in scheduled repairs for 52 bridges and replacement of 17 bridges;
- \$154.9 million for safety initiatives.

*As always, thank you for realizing the importance of the FRVTA PAC and contributing to these entities. We appreciate your strong and continual support, and generosity to the PAC. Your contributions ensure and solidify relationships between the Association and elected officials in the Florida Legislature. This will be especially critical during the upcoming elections season.*

***Gov. DeSantis recommends four tax holidays:***

- **A Fuel Tax Holiday to Save Florida Families \$1 billion** – The holiday will reduce the tax on motor fuel by \$0.25 per gallon;
- **A 7-day Freedom Week Sales Tax Holiday to Save Florida Families \$57.4 million** – The holiday covers certain outdoor recreation purchases, such as the first \$100 of the sales price of sunglasses, the first \$200 of the sales price of tents, and the first \$500 of the sales price of kayaks or canoes, as well as tickets for events, museums, the arts and more;
- **A 10-day Back-to-School Sales Tax Holiday to Save Florida Families \$72.9 million** – The holiday covers clothing up to \$60, school supplies up to \$15, and the first \$1,000 of personal computers and related accessories;
- **A 10-day Disaster Preparedness Sales Tax Holiday to Save Florida Families \$11 million** – The holiday covers items needed during disasters including generators priced at \$1,000 or less.

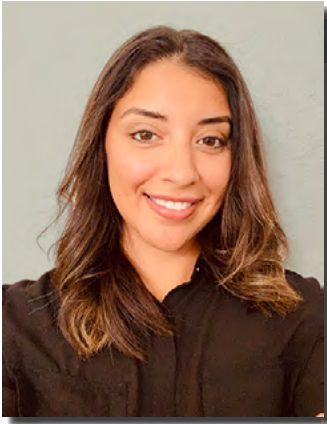
The governor, in his Freedom First Budget, provides the resources for transportation and economic development that will promote continued growth. In the governor’s commitment to develop economic growth in Florida, he has recommended \$105 million, an increase of \$100 million over the current year. This will go towards the Rural Infrastructure Fund, which supports

***Two Floridians Selected for ‘40 Under 40’***

*RV Pro Magazine selected two members of Florida’s RV Industry for inclusion in their December 2021 ‘40 Under 40’ honor.*

Neal Stewart, vice president and general manager of RV Connections in Panama City, has been with the company, founded by his parents Jack & Kay Stewart, for eight years. He is known for his hands-on guidance for every dealership department and believes in clear communication of expectations while holding peers to industry benchmarks. He steered the company to continued success following the 2018 Hurricane Michael strike on the Panhandle that ultimately destroyed 75 percent of the dealership’s inventory and left hundred of customers seeking relief. Outside of work, Neal is a deacon of his church and a board member/treasurer of Humble House Ministries.

Joining Neal in the RV Pro honor is Mary Kate Haller. She is a sales professional at RV One in Fort Myers and has been very active in her two years with the company. Starting with the former Palm RV before RV One purchased it, she is known to volunteer for projects that enhance the sales experience for both the customer and the dealership. She worked her way up from sales coordinator to internet manager, inventory manager and finally working with customers directly. Mary Kate is consistently in the running for top sales person of the month and has won the award many times. In her spare time at the dealership, she fills in as a second finance person when needed.



## TRAINING NEWS • by Veronica Helms, Training Director

### Happy New Year to all Members!

Training and development are top-of-mind this month and every month into 2022. Our RV SuperShow kicks off the year in Tampa with plenty to see! The event details are located [here](#). Make sure you plan to visit us on Industry

Day, Tuesday January 18, when all our RV professionals have an opportunity to attend the show without the public. Click [here](#) to register.

This year we are providing hands-on workshops for all technicians to attend by region. Keeping your service team educated on industry-related product enhancements is the best way to keep your technician teams effective and efficient.

*We will focus on the following aftermarket companies throughout the year:*

- Demco
- Lippert
- Dometic
- And others!
- Blue Ox

Our goal is to provide you with classroom training that will teach your technicians while providing them

with ‘Certificates of Completion.’ These certificates will carry approved RVTI CEUs for the Level 2 recertification requirements. Hands-on ‘Aftermarket Supplier’ training will be available during 2022, so be on the lookout for more details coming later this year.

As a reminder, the new 2022 RVTI Service Technician will be released this year.

Everyone can receive the new RVTI training, which includes one certification test for attempt for Level 1 and Level 2 without a steep out-of-pocket investment. You can review the details of the program in our December 2021 newsletter, located [here](#).



*Here are few new products to learn about:*

- [RV Airskirts](#)
- [VW Campervan](#)
- [Cybertruck Camper](#)

*If you have any questions regarding technician training/certification or LP Gas certification, please call me at (813) 702-1113.*

*Happy New Year, All the Best!  
Veronica Helms, FRVTA Training Director*

## Go RVing Board Votes To Fund RV Technician Recruitment through RV Technical Institute

With Go RVing’s mission of supporting the RV consumer, the Go RVing Board of Directors recently voted to direct \$2 of every seal assessment to offset expenses tied to recruiting more techs to support the growing RV market. These funds will be directed to the RV Technical Institute (RVTI) as they ramp up recruitment of new techs into the industry in 2022. Earlier, both the RV Industry Association (RVIA) Board of Directors and the National RV Dealers Association (RVDA) Board of Directors endorsed the new funding.

“Since the inception of RVTI, the RV Industry has made a multimillion-dollar investment into RV service technician training through the RV Technical Institute,” said RVIA President & CEO Craig Kirby. “With the foundation of the RVTI program built over the past two years, the team is now turning its focus to recruiting new techs into the industry. With this new investment from Go RVing, the RVTI team will be able to deliver on its commitment to improve the consumer experience by



training and recruiting more techs to service the millions of RVs on the road today and tomorrow.”

“The RV Dealer community is fully invested in technician training and improving the service experience of every RVer,” said RVDA President Phil Ingrassia. “The industry has seen incredible growth and it is more critical than ever to ensure there is an adequate number of trained RV service technicians to service our millions of new RV customers.”

In 2022, the RV Technical Institute will recruit at least 1,000 new RV technicians into the field from outside the RV Industry. This will be done through a robust marketing campaign and partnerships with organizations outside the industry like high schools, trade schools and government training programs. RVTI will also simplify the delivery model for technician training through a new training subscription that is easier and more cost effective for RV dealerships while also working with existing RV dealerships across the country to make sure there is at least one RVTI-trained technician at 750 dealership locations.–RVIA

**RVDA | RV DEALERS CONVENTION/EXPO** **Vendor Training + Plus Sessions Available On-Demand**

RV Dealers can now access on-demand Vendor Training +Plus sessions during the virtual portion of the RV Dealers Convention/Expo. Available through January 31, 2022, the on-demand Convention/Expo portal provides dealers with information on topics that cover several important areas of dealer operations.

Dealers and industry stakeholders that attended the Convention/Expo in person can access the on-demand platform for no additional charge at <https://virtual.rvda.org>. Those RVDA dealer members that did not attend the live event can register at [www.rvda.org/convention](http://www.rvda.org/convention) and can access the content for \$49, with non-members able to access it for \$99. The platform is available to non-exhibiting associate members for \$79 and to non-member industry personnel for \$149.

**Vendor Training +Plus workshops available on-demand include:**

- Strategies for Evolving your Business Operation in an Ever Changing Market, by Val Byrd of NTP-STAG.
- Smarter, Faster, Better Service Department Processes that Improve Shop Productivity, by Don Reed of Dealer PRO Services.
- RV Chemistry 101: Sanitation Solutions, by Laura Petee of Thetford Corp./Norcold Inc.

**Other Vendor Training +Plus opportunities are:**

- How to Take Advantage of Your Kenect Account: In-Depth Strategies for Dealers, by Ryan Browne of KENECT
- How to Sell Your Service Team on the Need for Change, by Ken Barnes of DealerPRO RV Training
- Predicting the Future: New Data About Payments, Texting, and Buyer Behavior, by McKay Allen of KENECT
- What It Means to Provide a True Carefree RVing Experience, by Shannon Boudreaux of Coach-Net

Besides the Vendor Training +Plus sessions, there are 17 tracked workshops available, with more than seven hours of dealer management education including several bonus sessions that were not available during the live event. Dealers also have access to 151 vendor booths featuring videos, catalogs, brochures and new products and promotions. There also are online networking opportunities, discussion boards and the ability to interact with other attendees virtually.

For complete information visit [www.rvda.org/convention](http://www.rvda.org/convention).

**RV/MH Hall of Fame Seeks Donors for New Addition**

Fresh off creating the new manufactured housing wing at the [RV/MH Hall of Fame](#) and Museum, its management has announced a planned, new 38,000-square-foot event center that will be used to host a wide variety of industry-related events.

“In combination with the current 17,000-square-foot Ingram Hall and the 21,000-square-foot Peter Orthwein Pavilion, the future facility brings the Hall’s total square footage of indoor, climate-controlled event spaces to 76,000 square feet,” detailed the Hall’s management. “This addition will be the final phase for the development of our campus.”



Hall of Fame President Darryl Searer said: “There are numerous benefits this facility will offer. First, the Elkhart Open House Supplier’s Show will be ensured for many years to come with a greatly increased availability for exhibitors to show under one roof. Second, the facility will be far more adequate to host large industry and community events the existing spaces cannot currently support. Lastly, greater convenience in set-ups and tear-downs due to more outlet points and garage doors that are thoughtfully placed.”

The nonprofit Hall has announced donation levels for the new addition starting from \$2,500 for copper up to the benefactor level for \$250,000.

Donate at the website: <https://www.rvmhhalloffame.org/neweventcenter/> If interested in discussing this opportunity further, please contact Searer at 574-903-3850, by email at [dlsearer@aol.com](mailto:dlsearer@aol.com) or Ryan Szklarek at 574-360-9789 or [ryansniec@gmail.com](mailto:ryansniec@gmail.com). – news release



## RV Industry Association Declares 2021 the 'Year of the RV'

While RV ownership has been steadily growing for decades with 62% more RV owners in 2021 than in 2001, the dramatic rise in popularity since the onset of the pandemic in early 2020 has signaled a fundamental change in the way Americans travel, vacation, and live according to a recent News & Insights report from the RV Industry Association (RVIA). That rise reached new heights in 2021, with record-breaking RV production and a strong consumer intent to buy, both stirred by one of the longest standing American traditions – a yearning to visit the great outdoors.

Demand for RV units has grown month-over-month in 2021, breaking all previous wholesale shipment records. The latest projection shows the most likely year-end total for RV units built in 2021 to be 602,200 units, representing a 40% increase over the 2020 year-end total of 430,412 units. It will also be a 19% gain over the current comparable record high of 504,600 units set in 2017.

Across the board, RV owners are reporting higher levels of customer satisfaction and an intent to purchase another unit. "Today, one-in-five leisure travelers are considering purchasing an RV and four-in-ten leisure travelers would consider an RV trip," said RVIA President & CEO Craig Kirby. "This bodes very well for the future growth of the industry and is a strong indicator of the lasting popularity of RVing."

According to Kirby, while the freedom and control of RVing fueled the initial surge in RV ownership and usage in 2020, the leading motivation in 2021 is a hunger to explore the great outdoors.

"Over the past two year, many Americans have rediscovered the great outdoors and all the health benefits that come with living an active outdoor lifestyle. This seems to have ignited a nationwide quest to discover all the natural beauty and adventure our country has to offer," said Kirby. "Travelers are finding that an RV enables them

to see and experience these while enjoying the comfort and convenience of a 'home away from home.'"

As millions of Americans continue to actively seek the benefits of an outdoor lifestyle, the demographics of the typical RV owner are changing. While 85% of current RV owners identify themselves as white, according to the recent Go RVing RV Consumer Demographic Profile, that number drops to 76% when looking at RVers who bought their first RV in 2020.

The greatest increase in the diversity of RV owners is in those who identify themselves as Black. When looking at first-time owners who bought their RV in 2020, 13% identify as Black, an increase from 6% of owners who purchased their first RV one-to-five years ago and from only 2% who purchased their first RV six or more years ago. Similarly, Asian and Hispanic or Latino RV owners have increased to 5% and 6%, respectively, for RVers who bought their first RV in 2020.

The ways in which RVers in 2021 use their vehicles are changing, as well. For instance, Millennial and Gen Z RV owners are more likely than their older counterparts to travel to music festivals and to pack technology, like video game consoles and streaming devices, and outdoor sports gear in their units. Campgrounds have begun to cater

to these new RVers, offering access onsite or nearby to activities like horseback riding, boating, hiking, mountain biking, rock climbing, golfing, go-cart and ATV driving, racquet sports and more.

Record industry growth is expected to continue 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.

The forecast, according to ITR Economics, imply that continued robust demand for RVs, the need for RV Dealers to restock historically low inventories, the strong financial standing of consumers and sustained interest in the outdoors will work to keep RV shipments elevated.—RVIA



## 2022 FRVTA SHOW SCHEDULE

### FLORIDA RV SUPERSHOW

**JANUARY 19-23** • Florida State Fairgrounds  
4800 US Highway 301 North • Tampa, FL 33610  
2020 Attendance – 74,861

### Fort Myers RV Show

**JANUARY 27-30** • Lee Civic Center  
11831 Bayshore Road • Ft. Myers, FL 33917  
2020 Attendance – 11,810

### Jacksonville RV Show\*

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

### West Palm Beach RV Show\*

**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)

## Former FRVTA President Passes Away



Tony Varona, who served as FRVTA's President from 1992 to 1994, recently passed away in his home in Pinellas County. Survived by his wife Elaine, Tony loved the RV Industry and the FRVTA. While working in finance for Deutsche Bank, he spent over a decade serving as a Region 3 Officer and then working his way up the ranks from State Treasurer (an office he held twice) to Chairman of the Board.

Tony loved to golf and spend time with his family. Tony never met a stranger, whether meeting everyone at the State Convention or just enjoying his favorite Cuban restaurant, He was a friend to all. Tony will be missed by many!

### **FRVTA Offices held by Tony over many years of service to the Association:**

Region 3 Secretary October 1987-September 1988	FRVTA State President October 1992-September 1994
Region 3 President October 1988-September 1989	FRVTA Chairman of the Board October 1994-September 1996
FRVTA State Treasurer October 1989-September 1990	FRVTA State Treasurer October 1998-September 2000
FRVTA State Vice President October 1990-September 1992	

## Campers Inn Partners with Care Camps

Family-operated RV dealership group [Campers Inn RV](#) has partnered with [Care Camps](#), a national nonprofit that helps children with cancer attend special oncology camps, to provide support through a company-wide giving initiative.



Campers Inn RV is the first RV dealership group to partner with Care Camps with an employee giving and corporate match program, the company said. The program easily allows Campers Inn RV employees to donate any amount to Care Camps, with the dealership group matching employee donations dollar-for-dollar. As the partnership develops, Campers Inn intends to expand the giving program in 2022.



Care Camps funds more than 135 oncology camps across the United States and Canada to help children battling cancer and their families find hope and healing in the great outdoors. A grant from Kampgrounds of America (KOA) covers all administrative costs, so 100 percent of all other donations go directly to supporting a child with cancer and their family across both America and Canada.

The Hirsch family initially launched its relationship with Care Camps by hosting a golf tournament charity fundraiser in Elkhart during the RV/MH Hall of Fame Induction Ceremony in August 2021. The tournament raised more than \$17,000.—*news release*



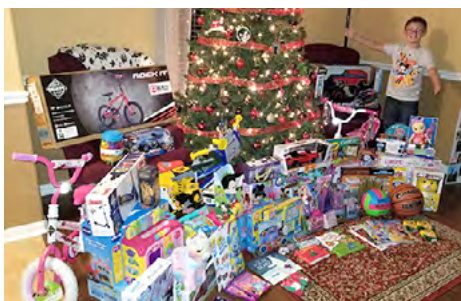
## FRVTA Region 1 Creates Holiday Cheer for Florida Children Battling Cancer

This year's holiday season got off to a terrific start as 74 toys and additional cash was raised by FRVTA Region 1 members at their December Holiday Party. This year's toy drive organizer was Denise Dull, the longtime Region 1 treasurer. She and her friend Jill Morrison-Ferguson also used the unexpected \$900 cash donations to buy additional toys afterwards for a total of 224 toys donated.

Charlotte County's Ironman Alex Fights Brain Cancer was the lucky recipient of this year's holiday gift giving. Alex Meyer, a 10-year-old diagnosed with inoperable brain cancer this past March, started this special organization.

Filled with a fighting spirit, Alex determined he wanted to help other Florida children afflicted with cancer and spending this holiday season in a hospital. His goal: to obtain 10,000 toys to make the holiday season as bright as possible for others.

Although he only obtained 8000 toys, numerous news outlets profiled his efforts and U.S. Congressman Greg Steube presented him with an American flag that had flown over the Capital Building. His spirit of hope for others rather than sorrow for himself is the true meaning of Christmas!





## NEW MEMBERS

### 5 STAR TUNING OF CAROLINA

Chris Duncan  
1820 Trade St  
Florence, SC 29501-6963  
PH: 843-586-1244  
Website: [www.5startuning.com](http://www.5startuning.com)  
Email: [chris@5startuning.com](mailto:chris@5startuning.com)  
Supplier, Region 10

### APEXTECHUSA, LLC

Borg Lin  
18467 Railroad St  
City of Industry, CA 91748-1233  
PH: 352-578-3000  
Website: [www.apexsportsusa.com](http://www.apexsportsusa.com)  
Email: [borg@apexsportsusa.com](mailto:borg@apexsportsusa.com)  
Supplier, Region 10

### BIG RIG FRIENDLY RV RESORT

Donald Melton  
339 Gardner Terrace Rd  
W Columbia, SC 29212  
PH: 803-708-5122  
Website: [www.bigrigfriendly.com](http://www.bigrigfriendly.com)  
Email: [bigrigfriendly@gmail.com](mailto:bigrigfriendly@gmail.com)  
Campground, Region 10

### CAMPING TOOLS

Lisa LaPorte  
Woodstock, GA 30188-6572  
Toll Free PH: 321-229-7663  
Website: [www.camping.tools](http://www.camping.tools)  
Email: [support@camping.tools](mailto:support@camping.tools)  
Service, Region 10

### CELLULAR SALES

Nate Romig  
6914 W Waters Ave  
Tampa, FL 33634-2214  
PH: 727-742-9642  
Website: [www.cellularsales.com](http://www.cellularsales.com)  
Email: [nate.romig@cellularsales.com](mailto:nate.romig@cellularsales.com)  
Supplier, Region 3

### CHAMPIONS RUN

Trey Lemon  
3019 NW 44th Ave  
Ocala, FL 34482  
PH: 407-630-7000  
Website: [www.sunlight-resorts.com/resorts/champions-run/](http://www.sunlight-resorts.com/resorts/champions-run/)  
Email: [sales@sunlight-resorts.com](mailto:sales@sunlight-resorts.com)  
Campground, Region 7

### CUZINS' VEHICLE STORAGE

Randy Nychyk  
13188 93rd St  
Largo, FL 33773-1300  
PH: 727-238-3660  
Website: [www.cuzinsvehiclestorage.com](http://www.cuzinsvehiclestorage.com)  
Email: [ulmerton@cusinsvehiclestorage.com](mailto:ulmerton@cusinsvehiclestorage.com)  
Service, Region 3

### DUCT AID INDUSTRIES, LLC

Efrain Martinez  
Venice, FL 34285-3003  
PH: 941-451-1968  
Website: [www.duct-aid.com](http://www.duct-aid.com)  
Email: [sales@ductaid.com](mailto:sales@ductaid.com)  
Supplier, Region 1

### GLADES RV, LLC

Jason Jones  
9300 Cloverleaf Ct  
Fort Myers, FL 33912-0311  
PH: 239-299-8174  
Website: [www.gladesRV.net](http://www.gladesRV.net)  
Email: [jason@gladesrv.net](mailto:jason@gladesrv.net)  
Dealer, Region 1

## Gerzeny's RV Named a nuCamp Top Dealer



nuCamp has named its top dealers for the 2021 model year and Gerzeny's RV was selected as one of the manufacturer's top five dealers in the east region. Those receiving awards represent the elite nuCamp dealers, the company news release said. Awards were based on dealership achievement on overall unit sales.

"nuCamp's goal is to partner with dealers that will give the customer the best experience. These dealers provide that experience and have also excelled in top-level sales within the nuCamp dealer network," said Scott Hubble, nuCamp's CEO. "We want to applaud these dealerships for their outstanding sales achievement over the last year."

## Lazydays Announces Plans for Third Florida Dealership

*If you love RVing... this is home*

Lazydays will build a new dealership in Fort Pierce to serve the Florida Atlantic Coast. The company expects the new dealership to open for business in the fourth quarter of 2022. The dealership will be branded Lazydays RV of Fort Pierce.

"We are very excited to expand the Lazydays brand and its best-in-class customer experience and service excellence to the Fort Pierce and nearby Atlantic Coast markets," said William Murnane, Lazydays chairman and CEO.

Lazydays RV of Fort Pierce brands will include Thor Motor Coach, Forest River, Coachmen, Keystone and Heartland, along with pre-owned RVs. In addition, the dealership will have 20 service bays, a collision center and an RV parts and accessories store.—*news release*

## MEETING DATES



*Region 1 • January 6 • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda*

*Region 2 • January 12 • PGA National Members Club, 400 Avenue of the Champions  
• Palm Beach Gardens*

*Region 3 • NO MEETING • Florida State Fairgrounds • 5025 Orient Road • Tampa*

*Region 4 • NO MEETING • American Social Orlando • 7335 W Sand Lake Rd, #101, Orlando*

*Region 5 • NO MEETING • Tuscan Italian Bistro • 36178 Emerald Parkway • Destin*

*Region 6 • January 18 • Bonefish Grill • 10950 San Jose Blvd • Jacksonville*

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

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