

FRVTA News



APRIL 2019

MONTHLY NEWS CONCERNING
FLORIDA'S RECREATION VEHICLE INDUSTRY



Second Half of Winter-Spring Show Season Results in Huge Crowds

After the record-breaking crowds and beautiful weather that greeted visitors to the 2019 Florida RV SuperShow, the next two FRVTA winter regional shows fought with Mother Nature and resulted in lower attendance. The 34th Annual Fort Myers show saw a slight drop in attendance due to rain on both Thursday and Sunday, while the Jacksonville Mega RV Show was also down due to cold and wet weekend weather.

What a difference at couple of weeks make, as the next two shows, West Palm and Ocala, saw near record breaking crowds and excellent Florida weather.

The West Palm Beach RV Show reported the largest crowds it's seen in over 14 years. Over 7,500 people attended the show over four beautiful South Florida days with weather more typical with what's expected during this time of year.

"The increase in the marketing budget and the great weather added up to a fantastic show," said regional president Susan Squillace. "We had nine dealers participate and that really helped to fill up the field, which looked huge from the road." In fact, attendance was the best since the 2005 show, which set the record at just under 8,000 people.

Next up was the Ocala RV Show held the first weekend of March. The Ocala Show returned to the Florida Horse Park located just south of town. Great weather all four days added up to close to 6,800 people that attended the show, making this the best Ocala show since the 1995 show, which drew over 8,400 and was held at the old fairgrounds.

"We felt that the customers were very motivated by the roaring economy and the strong stock market," said FRVTA Region 7 Director George Grimm. Eleven RV Dealers brought in a wide variety of different products and the Supplier's Tent was packed with everything from campgrounds and resorts to all sorts of accessory items. "We were happy with the attendance and the facility, and plans are already underway to return again next year to the Horse Park."

With the completion of these events, only two more FRVTA-sponsored shows are set at this time:

RV SUPERSAVER SHOW

April 12-14 • CenturyLink-Lee Sports Complex

TAMPA BAY SUMMER RV SHOW

June 6-9 • Florida State Fairgrounds

Other events are still being discussed so look to FRVTA News to keep you posted as things develop or go to www.FRVTA.org for updates.



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PRESIDENT'S MESSAGE...

Should You Subcontract or Hire?

Several years ago, I determined a process that would create a major efficiency in my operation. It would take the creation of a software program to do some automated processing.

I began the process of locating a programming company that could create and deliver the product. I detailed the project and got several quotes from different companies. I found them all promising me the same thing, but the quotes varied greatly in price, which left me confused. Is one company that much better than the other? Can one deliver a better solution with fewer problems? I did my due diligence and picked what I thought was the best company and price combination.

We began the project and a schedule was set for completion. I felt I had described everything in detail, so I felt good that they fully understood the scope of the project. I began working with one of their programmers and things looked promising, until the programmer I was working with decided to take a job somewhere else. I then began with a new programmer and the project began to grind. I won't get into details, but let's just say that things didn't go well after that and I decided to part ways with the company.

I still wanted to complete my project, but I was reluctant to hire another company and end up disappointed. I didn't want to hire a full-time programmer because I felt the project was a one-shot deal and I wasn't sure what I would do after the project was completed.

I eventually did decide to hire a programmer and let him know upfront that I wasn't sure if I could use him after the project was completed. So, here we are some five years later and that programmer is still with me today. Not only did he complete the project for less than I was going to pay an outside firm, I realized the additional efficiencies I could create.

I also realized the value of having someone on staff that not only understood my projects, but where I was trying to take the company. A virtual accident became an asset I cannot live without today.

Technology and social media are quickly becoming the difference between businesses that struggle or succeed. We often take some of the most important parts of our company and sublet them to an outside source. Many times, that is the best option and there is great value in doing that, but it may be worth taking a closer look.

The ability to have an employee who fully understands the vision of your company and can bring their perspective can rarely be duplicated by an outside source.

I urge you to take a close look at the work you are sending to others and evaluate the possibility of bringing in a staff member to concentrate on that area full time. Think about how far you could expand that area and what benefits you might realize by outpacing a competitor that is less likely to put the time and effort into that area of their business. Like me, you might find something you can't live without once you have it.

Wishing you much success,

ROB COCHRAN
FRVTA State President





FRVTA Scholarship Applications Now Available!

Another great membership benefit from the Florida RV Trade Association is the annual FRVTA Scholarship. A mailing with scholarship requirements and applications was recently sent to all members. The FRVTA Scholarship Committee encourages you to alert all your employees so their dependents can apply for this outstanding program, which has been designed to allow students to achieve their dream of an undergraduate degree.

All you need to do is display the posters and applications that were mailed to you in an area where your employees will see it (time clock, break room, etc.)

The scholarship is open to any of your employees or their dependents who are working toward an undergraduate degree at one of Florida's state colleges/universities. Part-time students can apply as well.

This is a wonderful opportunity for you to offer a scholarship to your employees without any cost or obligation to your company!

So, please display the materials as soon as possible, and mention the scholarship to those employees you know who have children in college or are getting ready to graduate from high school.

Here are the requirements for a student to be considered:

1. Applicant must be an employee or dependent of an employee.
2. Employer must be an FRVTA member in good standing on the date an application is submitted.
3. Applicant must have and maintain a 3.0 or better GPA and/or hold a 1000 SAT score if a high school senior.
4. All accredited two- and four-year Florida universities are acceptable.
5. \$2000 awarded per applicant per year for a maximum of four years.
6. For undergraduate study towards a bachelor's degree only.
7. Applicant can be a full-time student (nine or more hours/semester) or part-time student (eight or fewer hours/semester).
8. Applicant must submit a copy of their most recent high school or college transcript.
9. Applicant must submit an essay of not more than 500 words entitled "My Goals and Objectives for Attending College."
10. Scholarship effective Fall 2019 semester.
11. Must show proof at the end of each semester to verify GPA to retain the Scholarship Award.
12. Applications must be received by June 7, 2019. Awards presented by July 26, 2019.

Thank you for your help in making our scholarship program successful!

2019 Go RVing Dealer Tie-in Program Now Available



The 2019 Go RVing Dealer Tie-In Program is now available for dealers to leverage the power of the national advertising and promotion campaign at the local level.

Focused on family adventure, couples travel, and outdoor experiences, Go RVing's multi-media marketing campaign emphasizes the flexibility and affordability of RV travel for today's consumers.

"Participating dealers have 24/7 access to consumer leads through the industry only section of the Go RVing website," said RVDA President Phil Ingrassia. "The industry image library also provides a quick, convenient source of top-quality visuals and logos that can be used in direct mail, online marketing and other promotional materials."

Go RVing dealers will also receive 2019 Go RVing "Kick Off to Camping Season" promotional materials for display at their dealership, retail shows and other special events. Branded materials will be available later this year.

The cost to sign up for the optional Go RVing Dealer program is \$250. For an additional fee, dealers participating in the tie-in program can create custom commercials to reach their local market by obtaining stock footage from the national campaign.

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



LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

In the throes of it...

The legislative session is in full swing. The two chambers are still basking in the glow of the State of the State address by Gov. Ron DeSantis and his near 65 percent approval rating. The new legislature is hard at work attempting to balance a record \$90 billion budget.

with 117 members for this constitutional session.

Over in the Senate, the cogs of government are winding very smoothly under the hand of Senate President Bill Galvano. His 16 years in the legislature are very evident, as he so far has calmly moved his agenda forward in the 23-17 Republican/Democrat chamber. The acrimony of prior years and the impacts of the #metoo movement that rocked the Senate the last couple of years seem a distant memory.

It is a busy year on the RV legislation front. We are currently tracking nearly 70 pieces of legislation with varying impacts on the industry. New Agriculture Commissioner Nikki Fried is assisting us with legislation to help our mobile techs and LP gas licensees. CFO Jimmy Patronis is active on our insurance and housing issues.

It looks to be a good legislative session so far. The special elections, while locally active, are without consequence to the goings on in Tallahassee. The Governor opted to set the special general elections after the conclusion of the 60-day regular legislative session. This guarantees that these new members will not participate in 2019 Regular Session activities meaning that the Florida House will operate



On the whole, the booming economy, full employment and low tax environment of Florida has made it the envy of every state in the nation. I expect smooth sailing at least until hurricane season for our policy makers and the RV Industry. As always, please keep a political ear to the ground for good candidates who may be seeking political office in Tallahassee.

Thanks again for everyone's support for the PAC fund! However, there will be no plug for the PAC contributions this month. Please keep the Florida's Panhandle in your thoughts and in your giving plans as the devastation of Hurricane Michael is still very real for those residents and our members in the affected area. Thoughts, prayers and best wishes to them as they rebuild and recover!



Curtin: Shipments Will Dip For 2019... Still Expected to be Third Highest Year

RV shipments will be down slightly in 2019, according to a new forecast prepared by longtime RV industry analyst, Richard Curtin, a professor at the University of Michigan's Survey Research Center.

In the Spring 2019 issue of RV RoadSigns, Curtin projects total RV shipments will range between 475,500 and 444,500 units this year with the most likely final total being 460,100 units. While this total would be a slight dip of 4.9% from the 2018 year-end total of 483,700 units, it would also position 2019 as the third highest year for RV shipments on record.

Curtin believes the RV market will see a somewhat sluggish start to the year with first-quarter shipments being impacted by unusually harsh weather and the federal government shutdown. Robust RV retail sales, healthy RV inventory levels and strong income, employment and household wealth factors will continue to exert a positive force on the RV market.

Curtin also predicted that navigating the current economic environment will require companies to focus on flexibility and innovation – in both product development and customer service – more than ever.

“It is likely that new RV features and designs will account for larger shares of the market. Adjusting products to these emerging trends represents the best near- and long-term strategy for manufacturers,” he said.

“Appealing to new population segments requires a total makeover,” added Curtin, who has authored RV RoadSigns for four decades. “That includes everything from the initial contact with customers, to a new adaptive selling environment, to innovations in shared ownership.”

According to Curtin, RV sales will continue to benefit from the aging Baby Boomers as well as Millennials. The number of consumers between the ages of 55 and 74 will total 79 million by 2025, 15% higher than in 2015, and the number between age 30 and 45 will total 72 million by 2025, 13% higher than in 2015.—RVIA



TRAINING NEWS • by Jim Carr, Training Director

The LP Gas new legislation is rearing its' ugly head again. I've had many calls recently about the status of Training and Testing for LP Licenses and Qualifier Cards, as well as with the new requirement for CEU's or In-Service training for license renewal. So I thought it was time to bring this important issue back to your attention in preparation of what may come!

FLORIDA DEPT. OF AGRICULTURE & CONSUMER SERVICES: LP Gas Training

Program Resources

- [Approved Continuing Education Course List](#)
- [Florida Laws and Rules Guide](#)
- [Safe Dispensing of Propane Manual](#)
- [Sign Up for an LP Gas Exam](#)
- [Sign Up for an LP Gas Training Class](#)

Contact Us

(850) 921-1600

Laws and Regulations

Florida Statutes: Chapter: [527](#)

Florida Administrative Code and Register: Chapter: [5J-20](#)

For an LP gas-related business to maintain licensure in Florida, employees are required to earn continuing education credits.

Qualifiers

Every licensed business must employ at all times a full-time qualifier. A qualifier is someone who has successfully completed an examination in the license category held by the business. On successful completion of the examination, the Florida Department of Agriculture and Consumer Services (FDACS) will issue a qualifier certificate to the examinee.

Qualifier certificates will expire three years after date of issuance. Renewals will be required with a \$20 renewal fee and proof of 16 hours of approved continuing education hours.

Master Qualifiers

Each Category I Liquefied Petroleum Gas Dealer (LG) and Category V Liquefied Petroleum Gas Installer (LI) licensee must identify to FDACS one master qualifier who is a full-time employee at the licensed location. The master qualifier must be a manager, owner or someone otherwise primarily responsible for overseeing the operations of the licensed location and must provide documentation to FDACS.

To apply for certification as a master qualifier, each applicant must:

- Be employed by a licensed Category I Liquefied Petroleum Gas Dealer or Liquefied Petroleum Gas Installer or by an applicant for such a license,
- Be a registered Category I Liquefied Petroleum Gas Dealer qualifier or Liquefied Petroleum Gas Installer qualifier for three years, and
- Pass a master qualifier competency examination.

Training Requirements

- Training is required for ALL employees whether or not they are qualifiers, and refresher training must be conducted at three-year intervals. Documentation must be retained on file.
- All Q1, Q2 and Q5 qualifiers must renew their qualifications every three years, pay \$20 and submit 16 continuing education credits.
- All master qualifiers (M1 and M5) must renew their qualifications every three years, pay \$30 and submit 16 continuing education credits.

Renewal notices will be mailed to all qualifiers prior to expiration. NOTE: Renewal notices are sent as a courtesy only. Failure to receive a renewal notice does not relieve the qualifier or master qualifier of the obligation to timely renew.

Failure to timely submit proof of completion of all required continuing education hours will result in cancellation of the qualifier/master qualifier status. If this status is cancelled, the state examination must be retaken.

Sign Up for a Continuing Education Course or Exam

View the [Approved Continuing Education Course List](#).

To sign up for a class and/or an exam, please visit www.fl-ag-online.com.

Exam Location

Exams will take place at the following locations:

- Terry Rhodes Building
2005 Apalachee Pkwy., Tallahassee, FL 32399
- Edward L. Myrick State Farmers' Market
1255 W. Atlantic Blvd., Pompano Beach, FL 33069
- Tampa Lab
4514 Oak Fair Blvd., Ste. 140, Tampa, FL 33610

Exam Materials

View [Exam Materials](#):

More Training Information

If you have a request for training that is not mentioned in the training schedule, please feel free to call our office and we will work with you to develop a class to suit your needs. The types of courses that are approved for continuing education credit are listed in Rule 5J-20.062, Florida Administrative Code.

The annual Propane Gas Safety School is held each year in May for one week in Ocala, Florida. The [Florida Propane Gas Association](#) and FDACS sponsor this class.

For more information or to receive a brochure for this year's classes, contact (850) 681-0496.



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

Old Habits Hard to Break

Have you recently taken a close look at the deal paperwork completed by your finance and insurance managers? If you haven't, you should.

In the old days, F&I managers were taught to circle, underline, highlight, draw arrows pointing to

certain numbers or terms and do anything else to get the attention of the customer. This practice is prohibited on the retail installment sale contract (RISC) because it interferes with the requirement of giving "clear and conspicuous" disclosure of all required terms and conditions. By focusing a customer's attention on certain items, it may distract their attention "away from" other disclosures that must be made. So, F&I had to reprogram and refrain from making any marks on the RISC.

In all my compliance reviews of dealerships, I must admit that I have not found any retail installment sale contracts marked up by F&I. However, I cannot say the same for other documents. I've seen a few markups (though not many) on the buyer's order where something might have been circled or an arrow was drawn pointing toward a line item. This should also never be done for the same reason that applies to the RISC.

Unfortunately, I have seen the most markups on menus presented to customers for the purpose of offering ancillary products (service agreements, GAP, tire and hazard, etc.). In one or more of the four columns of choices I have found: circled items, crossed out items, underlined items, highlighted items, arrows drawn from one column to the next (perhaps meant to connect two separate choices?), among others.

But it gets worse. Customers are being asked to sign and initial in various places on the menu. F&I managers draw signature lines (or lines for customers to place

their initials) next to products supposedly chosen by the customer. If the customer later sues the dealer in an attempt to rescind the sale and I were asked by the dealership to be an expert witness on its behalf, I would have to decline. I couldn't truthfully testify that all the disclosures were clear and conspicuous and that the customer was properly presented with, and agreed to, the purchase of those products.

But the worst examples I have come across (several times) is when a customer signs in a particular column accepting all (or some) of the products offered in that column AND signs at the bottom of the menu REJECTING all of the menu items offered, but nonetheless is charged for those products. If the customer later accuses the dealership of "price packing" and failing to clearly disclose all the products and services the customer was charged for, how do you think that would end up?

Although F&I practices have greatly improved over the years, there is still much to be concerned about. So, you might want to take a close look at your deal paperwork on a regular basis, and have your F&I managers get trained and certified through a national organization, such as the Association of Finance and Insurance Professionals (AFIP). The time and investment will be worth it!

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

S. Allen Monello, D.P.A. 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 can be reached by email at Allen@TheAICE.com or by phone at (727) 623-9075. You may visit his website at www.TheAICE.com.



Matt Miller

RV Technical Institute Board of Directors Appointed

The first board meeting for the RV Technical Institute's newly appointed board of directors concluded recently with an adoption of the bylaws and election of the board officers.

Leading the board will be Chairman Matt Miller of Newmar, President Frank Hugelmeyer of the RV Industry Association, Treasurer April Klein of Lippert Components and Secretary Don Clark of Grand Design. The 10-person board, encompassing a broad cross section of the RV Industry, recently convened in Elkhart to approve incorporation documents surrounding the Institute, its board of directors and to hear updates on the strategic priorities for the 2019 year.

"The best elements of the industry's technician education opportunities have been rolled into one all-encompassing program that is years in the making," said Matt Miller. "I'm enthusiastic about the program that our industry experts have created and am confident that we have the foundation to achieve our mission and reduce the repair event cycle time for consumers."

"The board made a great deal of progress today in solidifying the framework that the institute's team has been working on for months," said RV Technical Institute Executive Director Curt Hemmeler. "The path forward has never been clearer, and we are looking forward to rolling out the new technician career path in the coming months."—news release

MEMBER SPOTLIGHT

Integrity Employee Leasing Shoulders Burdens for Businesses

Denise Dull is a happy woman. Whether she's working with clients in her new position as director of marketing for Integrity Employee Leasing, working with local businesses as past-president of the Charlotte County Chamber of Commerce or selling cold beers at Charlotte Sports Park during Rays spring training season, she lives her life with humbleness and appreciation for the blessings and opportunities she receives.

"I define success in happiness, whether my own or the happiness of others," says Denise. "If you can start the day and end the day with joy in your heart and a smile on your face, you're doing it right. If you can do it for someone else, that's even better."

That positive attitude and desire to serve others has allowed Denise to find much success in her professional life, including jobs in the RV Industry. Her introduction to the industry came in 1997 when she first got involved in the FRVTA.

"My fiancé had a dealership and I started attending meetings with him. At the time, he was an officer and I became an officer shortly after, and I've been the Region 1 treasurer ever since! I must do a pretty good job because they have a hard time letting me not run again. I'm actually considering running for treasurer again for next season. It's like that famous Pacino line from *The Godfather: Part III*: 'Just when I thought I was out, they pull me back in!'" she says with a laugh.

Denise recently celebrated her eighth anniversary with Integrity Employee Leasing, an outsourcing company based in Punta Gorda. "We partner with any size business to provide payroll services, pay taxes on their behalf, handle unemployment and workers' comp claims, and act as an HR resource for labor laws and hiring and firing practices."

Integrity counts many RV businesses among its clients and Denise says these businesses benefit greatly from hiring an outsourcing company, regardless of their size. Sometimes, though, before Denise can sell business owners on the benefits of hiring Integrity, she has to overcome a mistaken belief.

"With RV businesses, especially the smaller, family-owned operations, there is often a misconception that if they use an outsourcing company someone's not going to be needed anymore, and that's not always the case. What

usually happens is that outsourcing frees up employees to do more revenue-producing jobs, so owners find that it really is a benefit.

"When I was married and we had a small dealership, we had someone in the office who did the taxes and the payroll. I remember how labor-intensive that was for her and how stressful it was to make sure that we calculated our taxes and filled out the paperwork properly so we

wouldn't be fined. If I had known about leasing at that time, I absolutely would have persuaded my husband to look at it as an option, because it really does save time and is worth every penny."

Denise adds that even large dealers with locations in multiple states find it easier to outsource to a company such as Integrity. "I don't know of anyone in an office who can be well-versed in tax law or employment practices for another state. When you have a company like ours and it ties everything together in either the software product we have or the knowledge base we have with our processing team, it makes all that simpler."

Simplicity, she adds, allows companies to run more efficiently and effectively, and to maintain a positive, supportive relationship with their employees. "If you don't pay your employees right or you don't take care of your employees, you're not really a good employer. We help businesses do both," she explains.

Integrity's membership in the FRVTA has helped the business gain clients, particularly in its insurance division, Denise relates. The company has done very well with offering some different types of insurance products to campgrounds and motorhome owners.

Denise enjoys the various hats she wears, but being so busy means she doesn't have many opportunities to go camping in an RV. "I don't get to do it as much as I used to. Now, when I go camping, it's more tent camping, but that's just as fun as getting in an RV."

Although she doesn't get to go RVing as much as she'd like, Denise does look forward to doing more of it in the future. In fact, she already has one particular trip in mind, perhaps for a birthday celebration. She and her friends plan to rent an RV and drive upstate. "It's on our bucket list," she says.





Inaugural RVX Celebrated As A Huge Success

[RVX: The RV Experience](#), held March 12-14 in Salt Lake City was celebrated as a huge success, bringing OEMs, suppliers, dealers, retailers and campgrounds together to showcase the latest RV products and celebrate the RV Lifestyle.

Attendees from all over the world enjoyed over 500,000 square feet of exhibit space, featuring over 300 RVs, outdoor and camping products, and more.

Manufacturers and suppliers showed up in a big way with new booths to showcase their latest products and RVX gave dealers another opportunity to reload inventory, stock innovative new models and engage with their supplier partners.



“From the intermingling of units and supplier booths, to the inclusion of industry influencers and additional media outlets to reach the end consumer, to the push for innovation throughout, RVX was a great experience for Dometic,” said Vice President of Marketing for Dometic Trey Miller. “This show forced many companies to get out of their comfort zones and take stock of their marketing, sales and product development efforts. RVX is not the Louisville show of old. This is where B2B shows are heading in all leading markets and the RV Industry is now on or in several respects ahead of the pace.”

Over 2,200 attendees packed into the standing room only for “Reveal”, an entertaining and engaging opening session, highlighting how new products meet the needs of key consumer segments such as outdoor adventurers, families, tailgaters and spare-no-expense travelers. Throughout the event, attendees

experienced packed education sessions about these emerging consumer trends and how the industry can attract millions of new customers to the RV lifestyle and convert them into sales.



During RVX, Go RVing launched an unprecedented multi-million-dollar national media campaign to “Kick Off Camping Season” by bringing in over 200 members of the media to cover the industry and new products being unveiled. The campaign, which will run throughout the spring and summer months, will build consumer awareness throughout the high season and drive new customers to RV dealer partners across the country.

“RVX is clearly positioned as the RV industry’s showcase event for OEMs, suppliers, banks and dealers,” said John Lebbad of Lazy Days. “It was a new,

fresh and more exciting approach that the RV industry deserves.”

The second RVX: The RV Experience is scheduled for March 10-12, 2020 at the Henry B. Gonzalez Convention Center in San Antonio, TX. For more information and to sign up for updates visit RVX.org. -RVIA

2019 Elkhart RV Open House Set for Sept. 23-27

The 2019 Elkhart RV Open House is set for the week of Sept. 23-27 in and around the northern Indiana RV-building center of Elkhart, Ind., confirmed Pete Liegl, CEO of Elkhart-based Forest River Inc. Since its launch 10 years ago as an exclusive “Expo” for dealers aligned with Forest River, a subsidiary of Berkshire Hathaway Inc., the event has gradually gained credibility within the industry.



This later September date – for the second year in a row -- gives scores of exhibitor personnel a week’s break after the finale of the Pennsylvania RV & Camping Association’s (PRVCA) Hershey Show to return to the Midwest for Open House.

The Open House since then has become the industry’s chief trade-only venue for new model year RV introductions, a spontaneous type of an event that typically draws some 4,000 dealer personnel from the U.S. and Canada. RV sales remain the chief objective, much as they did for years at RVIA’s recently terminated National RV Show held in Louisville, although social networking with name-brand entertainment has become a key part of the agenda.

No single organization currently oversees the Open House for which most of the exhibits are located on the northeast side of the city near the Michigan State line. As such, event dates are set annually by Forest River’s Liegl in cooperation with Thor Industries Inc. President and CEO Bob Martin, whose two companies represent more than 80% of the industry’s annual retail sales, according to Statistical Surveys Inc. -RVBusiness

NEW MEMBERS

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Supplier, Region 2

SUNBELT MARKETING, INC

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Supplier, Region 3

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Dealer, Region 1

ANTHONY CONSULTING SERVICES, LLC

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Service, Region 7

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.

Coach House Wraps Up 2019 Factory Rally

Motorhome manufacturer Coach House recently held its 2019 factory rally at its Nokomis headquarters.

“Coach House motorhomes has had a long history of interaction with our owners and this rally is our best way of keeping in touch and one of the main reasons we have been in business for over 34 years,” said Vice President Steve Gerzeny. “The opportunity to have our ‘family’ at our factory strengthens the rapport we have built with our owners and is something we look forward to every year.”



The 2019 factory rally offered on-premise dry camping for owners. As in years past, the event featured food, fun, entertainment and instructional seminars. About 85 people attended this year’s rally, and enjoyed sunny, blue skies with no rain.

“Although we had to postpone the yearly rally due to the recent expansion of our manufacturing facility, I think we hit it out of the park with this successful event,” said Gerzeny.

Coach House Motorhomes started in Venice in 1985 and is owned by the Gerzeny Family. The manufacturer builds state-of-the-art motorhomes in 23- to 27-foot lengths and is a pioneer in motorhome design using a patented one-piece fiberglass body. It now offers 15 models on four different chassis and is a master upfitter for Mercedes-Benz as well as a QVM-approved Ford builder.—*news release*

MEETING DATES



Region 1 • April 4 • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda

*Region 2 • April 10 • PGA National Resort • Palm Terrace Room, 400 Ave. of the Champions
Palm Beach Gardens*

Region 3 • April 9 • Rusty Pelican • 2425 North Rocky Pointe Drive, Tampa

Region 4 • April 10 • Tony Roma's • 8560 International Dr • Orlando

Region 5 • NO MEETING

Region 6 • April 16 • Copeland's of New Orleans • 4310 Southside Boulevard • Jacksonville

Region 7 • April 23 • Braised Onion • 754 NE 25th Ave • Ocala

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