



**EDITOR'S NOTE:** Information in this article is from the end of March 2020. The pandemic is a very fluid, rapidly changing situation and by the time you read this many of the numbers presented here will have changed. Please go to the websites listed at the end of this article for current details.

At this time, the government has tasked pharmaceutical companies to develop a vaccine as soon as possible, but this may take as long as a year and half or more. Currently, there is no cure or vaccine against the coronavirus.

According to the U.S. Centers for Disease Control and Prevention (CDC), coronaviruses are a large family of viruses common in many different species of animals. Rarely, animal coronaviruses can infect and then spread between people. Most virus cases have been limited to certain metropolitan areas, although it is spreading into the overall population at this time.

The virus affects the respiratory system and the most common symptoms often feel like a cold or the flu. They include fever, coughing (often a dry cough), and shortness of breath. Symptoms can appear anywhere from two to 14 days after you're exposed. You may also get a sore throat, body aches or tiredness, all typical of the flu. Any age can be affected and the vast majority recover.

As of March 23, the World Health Organization (WHO) reports that 234,073 cases were reported throughout the world. As testing expands, this number is expected to dramatically increase. The global death toll was estimated at 9840 and is also set to rise.

To put the coronavirus outbreak in context, the CDC estimates there have been between 26 MILLION and 36 MILLION cases of flu in the U.S. this year with an estimated 15,000 to 36,000 deaths. In fact, this year's flu season is the worst in almost 20 years.

To deter the spread of the contagious virus, the government has mandated and recommended that group gatherings be discouraged and/or canceled. This has led to a variety of society changing situations as the nation complies: the cancellation of the NCAA "March Madness" basketball tournaments; the cancellation of the Masters golf tournament; the stopping of NASCAR races; the closings of schools and universities; the institution of work-from-home for employees; the elimination of many international air flights; the closings of bars with restaurants providing only take-out/delivery services; and the encouragement to "self-quarantine" yourself away from others.

For FRVTA, the 25th Annual RV SuperSaver Show held annually in Fort Myers was canceled since the county would not issue an events permit due to the size of the show.

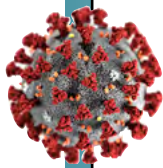
Despite all this, many RV Industry experts predict a boost in RV travel this summer as people still desire to travel, but will do it in smaller singular ways rather than flying or cruising to avoid coming into contact with large numbers of fellow travelers.

From an historical perspective, camping and RV travel were the preferred forms of travel after the 9/11 attacks in 2001. Many Americans chose camping trips at home as opposed to travel overseas.

**The bottom line is to protect yourself and others with the basics of good hygiene. This can and should include the following:**

- Wash your hands frequently and thoroughly or use hand sanitizer.
- Adopt an alternative to the handshake and provide fewer hugs.
- Cover your mouth while coughing/sneezing with the inside of your elbow.
- Avoid contact with sick people and stay home if you or someone in your home is feeling sick
- Avoid touching your own eyes/nose/mouth.

Finally, there are a variety of web-based resources to assist you in planning, preparation and monitoring the spread of the coronavirus, including the Florida Dept. of Health at [www.floridahealth.net](http://www.floridahealth.net), the U.S. Government at [www.coronavirus.gov](http://www.coronavirus.gov), the CDC at [www.cdc.gov](http://www.cdc.gov), OSHA at <https://www.osha.gov/SLTC/covid-19/> and the WHO at <https://www.who.int/emergencies/diseases/novel-coronavirus-2019>. – various online resources



## Coronavirus Scare Shuts Nation Down

*With the emergence of COVID-19, better known as coronavirus, the nation has entered a period of lockdown as government officials attempt to stop the spread of the highly infectious bug that originated earlier this year in China.*



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## PRESIDENT'S MESSAGE...

### March Madness— Without the Basketball!

*When the whole Coronavirus hit, I decided early that I would take additional precautions, but continue to live my life as normal. Little did I know, but that wouldn't be possible!*

*It's difficult to say what the long-term effects will be from the coronavirus pandemic, but there's no doubt about the short-term affects. I was in a meeting in Chicago on March 10th and had planned to be there until the 12th, until...*

*The news started coming in that schools were closing in some areas and we decided we better get everyone back home to their families as soon as possible. We all changed our flights and headed home that night. My Delta flight took me through Atlanta, where I boarded a Boeing 777 for Orlando—along with about 20 other people. I had never been on a plane that large, with so few people.*

*I guess that's when it hit me as to how big of an economic impact this is going to have on our country, our businesses and our lives. Then I woke up this morning to news of 100's of events and activities that were being shut down. There's definitely a sinking feeling inside as I write this letter and I know things will probably get a lot worse before they get better.*

*If there's one bright spot, it has to be knowing that we will work together as a nation and overcome this virus and the difficult situation it has created. We've proven this time and time again.*

*I'm also comfortable knowing that the RV Industry stands a chance to be the vacation saving grace. When no one is comfortable traveling with a crowd or staying in a hotel where someone else slept last night, an RV is the perfect way to safely serve our desire for recreation. It may not be at the forefront of everyone's mind at the moment, but as these days turn to weeks or months without an outlet, a RV with all of your own belongings could look mighty attractive.*

*I wish you and your family health and patience during these trying times, and I look forward to the day we can look back on this crippling virus as just another bump in the road.*

**ROB COCHRAN**  
FRVTA State President



## 2020 FRVTA SHOW SCHEDULE



### Tampa Bay Summer RV Show

JUNE 18-21

Florida State Fairgrounds

4800 US Highway 301 North • Tampa, FL 33610



## 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 2020 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 5, 2020. Awards presented by July 31, 2020.

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

## 2020 Ocala RV Show – Biggest in 25 Years



Nearly 8,300 people passed through the 2020 Ocala RV Show hosted by Florida RV Trade Association's Region 7 at the Florida Horse Park February 27, 28 and March 1. This is only the second time in 25 years the event broke the 8,000-attendance mark.

FRVTA Region 7 President George Grimm said the show overall "was very successful" for everyone. "We started a little slow on Thursday morning, but then the gates opened and we had big crowds every day," he said. "We have been at the Horse Park for a number of years now at the same time of year, that along with four beautiful days of weather added up to one of the best shows we've ever had."

Participating dealers included American Adventures RV, Camping World, Gander RV, Campers Inn, Lazydays RV, RV One SuperStores, Tri-Am RV Center, Como RV, Sunshine State RV, Optimum RV, RV Swapshop and General RV Center.

First-time Ocala Show participant RV Swapshop was thrilled with the chance to finally participate. For 18 years, owner Ivon Page has been in the business of buying, cleaning and selling pre-owned RVs. But since only new units are allowed at the Ocala RV Show, this prompted him and his family to expand their offerings.

"We're enjoying the show for the first time. We now carry the Sunset Trails and the Hampton Destination trailers so we're broadening our horizons. Besides pre-owned RVs, we're now selling new ones," Page said. And of course, he hopes the event will have more people looking into his business, but at the center of it all, it's about keeping the love for RV travel alive. "We're just trying to keep this lifestyle of RVing alive and having people enjoy it," Page said.



**DATES FOR THE 2021 OCALA RV SHOW ARE MARCH 4-7.**



Honorable Ron DeSantis  
The Capital  
400 South Monroe Street  
Tallahassee, FL 32399-0001

On behalf of the recreational vehicle industry in Florida, thank you for all you are doing to protect the state, our citizens and our visitors during this difficult time. As the chief executives of the principal trade associations representing the Florida RV industry, we wanted to convey to you the importance of a functioning RV industry as our state weathers this unprecedented storm caused by COVID – 19.

As you are likely aware on March 19th, the Department of Homeland Security has issued a Memorandum on Identification of Essential Critical Infrastructure Workers. Likely overlooked during a review of this memorandum is the RV industry's role as a part of the nation's critical infrastructure during times of need.

Many of Florida's RV dealers and campgrounds are licensed by the Florida Department of Agriculture and Consumer Services as propane gas storage, transmission and distribution centers that employ technicians licensed to service and maintain propane gas operations serving not just the needs of the RVing public, but also the community at large.

Specific to the Guidance memo, RV dealers and RV campgrounds deliver critical community services within the natural gas industry and are covered by the memorandum's section on Energy workers.

During times of disaster, recreational vehicles are regularly called into service by federal, state, local and NGO entities to serve in a host of functions for disaster response. Some uses currently in place during the recent emergency declarations include mobile command center and staging units, mobile medical centers, operating rooms, bathroom trailers, laundry facilities, sleeping units and even mobile quarantine units. Very often, the RV industry is uniquely able to meet critical needs in an expedited time frame to assist with rapid mobile responses in the face of emergency events. Florida's RV manufacturers, service centers and dealerships are essential businesses to ensure that the industry is fully functioning to provide operational RVs for the sundry needs during this disaster.

Similarly, Florida's over 900 licensed RV parks with their more than 125,000 camping sites serve important lodging and housing needs for essential critical infrastructure workers during times of need, RV Parks and campgrounds are regulated through the Department of Health and we would ask that they are approved to maintain operations throughout this emergency.

These parks are important layover points for the general public as they travel to their principal residence or shelter in place in response to the various emergency orders.

As you and your team deal with this pandemic, the RV industry hopes you will keep these points in mind and ensure that the RV industry in Florida continues to stay open and its businesses function in these valuable and critical roles for our state. We stand at the ready to assist you in any manner as your administration navigates these difficult times. Thank you again for all you are doing!

Sincerely,

*Lance Wilson*

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

***The 2020 Florida Legislative Session is Officially One for the Books***

The 60-day legislative session was extended by one-week, in part due to the economic uncertainty surrounding the coronavirus that caused a delay in finalizing the \$93.2 billion state budget. The budget includes the Governor's

priorities like environmental protection and teacher raises, as well as putting an additional \$300 million in reserves while scaling back a proposed tax-cut package in anticipation of COVID -19 impact.

More than 3,500 bills were filed this year, but of those only passed 210. Within that group of 210, we were able to successfully pass the measures related to the RV Industry. HB 343, contains the following provisions:

- Requires Department of Agriculture and Consumer Services (DACS) to specify the requirements for agents qualified to administer the written competency test required for qualifiers and master qualifiers;
- Requires DACS to establish a separate written competency test for persons applying for a license to solely engage in the service and repair of RVs;
- Provides that any qualifier or master qualifier who has passed the category I RV Dealer and installer test may engage in category I activities solely related to the service and repair of RVs, and;
- Requires that, in order to apply for certification as

a master qualifier, each applicant must meet certain experience or certification criteria, and employment and examination requirements.

The bill has additional provisions related to RV Campgrounds:

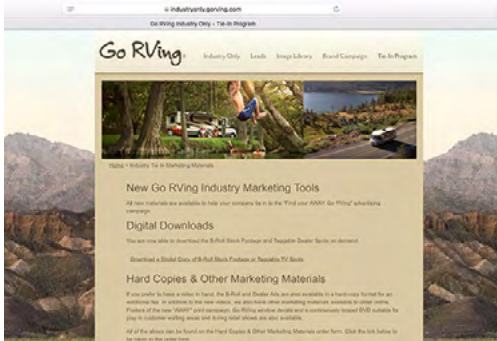
- Clarifies that transient guests in RV Campgrounds will be treated like guests of hotels and theme parks by local law enforcement to eject unruly guests;
- Treats abandoned property left behind at campgrounds the same way left property is treated at hotels and theme parks, and;
- Creates a very limited preemption allowing campgrounds to rebuild to the same density as previously permitted by DOH rebuilding after a natural disaster. This is essentially grandfathering the DOH permit for the purposes of reconstruction of the park. This does not prevent local governments from imposing new health and safety regulations during the rebuild.

We are thankful to our legislative sponsors, Reps. Elizabeth Fetterhoff and Brad Drake and Sens. Keith Perry and Travis Hutson in shepherding this important piece of legislation through the process.

Your government affairs team is working closely with the Governor, the Cabinet and the agencies that oversee the industry throughout this state of emergency. Please continue to work through the Association for any of your needs during this time.

**2020 Go RVing Dealer Tie-in Program Available, Dealers Begin Signing Up**

The 2020 Go RVing Dealer Tie-In Program is underway for dealers to leverage the power of the national advertising and promotion campaign at the local level.



Focused on family adventure, couples and millennial travel, Go RVing's multi-media marketing campaign continues to emphasize 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."

Dealers can download royalty-free photos, visuals, artwork for dealer websites, digital promotions and other marketing needs through the program. 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](http://www.rvda.org), email Chuck Boyd at [cboyd@rvda.org](mailto:cboyd@rvda.org) or call him at (703) 591-7130 x113.-RVDA



## TRAINING NEWS • by Veronica Rivera, Training Director

### Winding Down

Believe it or not, we are entering the last four months of our Training school year. For many, the season is winding down and for others there doesn't seem to be enough time throughout the day to commit to training.

Remember—the Distance Learning Network (DLN) is a click away! <http://rvtraining.fgc.edu/>. It's never too late to start training your Technicians!

Our team of experts is working on the “new” 2020 details of the program and will enhance the curriculum over the next few months. For all technicians who are currently certified or who are looking to become certified, please review the RVTI information below.

*How long does each RVTI Certification last and what do I need to do to Re-Certify?*

**LEVEL 1:** Good for life with no re-certification or continuing education requirements. Only a yearly information and employment verification check-in are needed to stay active.

**LEVEL 2:** Good for five years. Over this period, the technician must acquire 24 hours of continuing education credits (CEUs) of approved hands-on or online



training. No training older than five years will be counted and a yearly information and employment verification check-in are needed to stay active.

**LEVEL 3:** Good for five years. Over this period, the technician must acquire 24 hours of continuing education credits (CEUs) of approved hands-on or online training. Eight of the 24 hours of CEUs must be directly related to the specialty held. No training older than five years will be counted and no trainings can repeat. A yearly information and employment verification check-in are needed to stay active.

**LEVEL 4:** Good for five years. Over this period, the technician must acquire 24 hours of continuing education credits (CEUs) of approved hands-on or online training. This training can include participation in RV Technical Institute (RVTI) or other industry-approved activities such as curriculum development, train-the-trainer programs and leadership training. No training older than five years will be counted and a yearly information and employment verification check-in are needed to stay active.

**Mentors of the program please contact us at (386) 754-4285 if you need any assistance with logging on, curriculum delivery or support throughout training.**

*Thank you! Veronica Rivera, Training Director, Judy Wilson, Assistant to Training Director and Jim Carr*

### Tech Certifications Extended to June 30

During the transition of the RV Dealers Association/ RV Industry Association Certification Program to the RV Technical Institute (RVTI), any technician due for re-certification between Jan. 1 and June 29 will be extended to June 30.

Valid certifications as of Dec. 31, 2019, under the RVDA/RVIA Certification Program, were automatically transferred into the new RVTI program.

Registered Technicians were transferred to Level 1 Certified Technicians and do not need to re-certify. The Level 1 Certification is good for life and only requires that technicians check-in on an annual basis.

Certified Technicians were transferred to Level 2 Certified Technicians and will need 24 hours of approved continuing education over the past five years to recertify. Many Level 2 Certified Technicians may have trainings (in the past five years) that also qualified them for one or multiple Level 3 Specialist Certifications. Certified Technicians with proof of required supplier trainings completed within the past five years will be granted the

corresponding RV Technical Institute Level 3 specialty and re-designated as a Level 3 Certified Technician and/or a Level 4 Master Certified Technician, as appropriate.

Master Certified Technicians were transferred to Level 4 Master Certified Technicians and will need 24 hours of approved continuing education over the past five years to re-certify.

The RVTI website, where technicians will login and record their trainings and attach their certificates is expected to launch in March.

During the transition of the program, RVDA and RVTI staffs will work together to transfer the certified technician data and create new records and credentials in the new website portal.

Technicians will receive emails (to their email on file) once their account has been created and their credential has been transferred. Email addresses in the new system need to be unique to each technician, if there is no email or no unique email on file, a letter will be sent



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

### Military Lending Act Update

As you have been aware for the past several years, you were prohibited from selling GAP or credit life insurance to any servicemembers or their dependents unless you followed all of the requirements of the Military Lending Act. This caused

many dealers to either stop selling GAP to all customers or to not sell GAP to active duty servicemembers and their dependents.

Thanks to the aggressive lobbying efforts of several trade organizations, as of February 28, 2020 the Department of Defense withdrew its interpretive rule that did not allow dealers and lenders to sell GAP and credit insurance because it was concerned that creditors were unable to technically comply with the MLA “if the purchase included products not expressly related to the purchase of the vehicle...because [the MLA] would prohibit creditors from taking a security interest in the vehicle in those circumstances and creditors may not extend credit if they could not take a security interest in the vehicle being purchased.”

*The following is quoted from the Association of Finance and Insurance Professionals’ newsletter that was released on March 5, 2020:*

“It’s important that dealers adhere to the following fair practice policies in marketing and selling voluntary protection products:

- The retail price charged should be commensurate with the product’s value – based on a conservative and accurate dollars-and-cents interpretation of consumer value received.

- The products must be accurately explained and properly disclosed.
- All parties involved in the transaction should be aware of – and comply with – any applicable voluntary protection product refund requirements.

Of course, when it comes to selling GAP, you should first make sure a legitimate gap actually exists. But what if the customer wants GAP coverage – even after being informed there is no gap?

#### AFIP Best Practice

If a gap doesn’t exist and the F&I person explains to the customer that there isn’t a gap, but the customer wants GAP coverage anyway, the F&I person should write a note to record the situation and the customer’s choice, and have the customer and the F&I manager initial the note and put it in the deal jacket.” ([AFIP.com](http://AFIP.com))

*This is good advice that should be followed.*

**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](mailto:Allen@TheAICE.com) or by phone at (727) 623-9075. Please visit his website at [www.TheAICE.com](http://www.TheAICE.com).*

### 2019 Buying Habits Swung Towards Trucks, SUVs

The U.S. auto industry ended 2019 with 17.1 million vehicles sold, falling short of the post-recession boom years as buying habits continued to swing in favor of profitable trucks and SUVs. With sales slowing late in Q4 2019, analysts are projecting a tepid start to 2020. Based on December’s numbers, the seasonally adjusted, annualized rate dipped below 17 million for the new year. This is short of 2019’s total and slightly lower than analysts originally projected.



The statistical research, undertaken by JATO Dynamics, found that 13.1% of vehicles sold in the United States in 2010 were pickup trucks. Fast-forward to 2019 and the proportion has increased to an impressive 16.8%. In the same time period, sales of hatchbacks have dropped from 7.0% to 4.8%, with sedans falling from 38.9% to 22.1%. SUVs also have increased their market share from 27.3% to a huge 46.8%.

The truck battle continued to heat up last year. Ram closed 2019 ahead of rival Chevrolet in the full-size segment with 633,694 of its Ram 1500, 2500 and 3500 models sold. Toyota Tacoma’s volume (248,801 sold) remains unchallenged for the time being, but increased competition will eventually erode its lead. Jeep sold 40,000 Gladiators. Ford moved 896,526 F-Series pickups in 2019, which was a drop of 1.4 percent from 2018, but the F-150 is still the best-selling vehicle in

the United States during the past decade.

This trend demonstrates why automakers like Ford are rapidly abandoning traditional cars, and instead focusing on selling trucks and SUVs. The continued trend away from small, two- and four-door cars to trucks and SUVs helped offset reduced sales volumes since they offer automakers bigger profits. –RVPro

## RV/MH Hall of Fame President Searer Visits Region 1



Region 1 President Everett Henkel III with Darryl and Judy Searer.

RV/MH Hall of Fame President Darryl Searer and his wife Judy attended the Region 1 March meeting during which Darryl gave an update presentation on the financial strength and expansion the Hall currently is undergoing.

Saying the Hall is in great financial standing, Darryl informed members on how the recent expansions efforts, which are still continuing, have enhanced the Hall's offerings. "We're still in the process of expanding the facilities to accommodate increased events and other functions," Darryl detailed.

He also mentioned that the Hall of Fame is still taking reservations for its 2021 Annual Induction Dinner event, which takes place at the Hall's Northern Indiana Event Center in Elkhart on August 3. During the 2020 event, FRVTA's Executive Director Lance Wilson was honored as one of the inductees.

Darryl and Judy have a home in Fort Myers and have previously attended other Region 1 meetings and events while keeping members aware of the Hall's many activities.

## RV Retailer Grows to 30 Sites with Palm RV Acquisition

RV Retailer LLC recently announced it has signed an agreement to acquire Fort Myers based Palm RV. According to a news release, the dealer will be rebranded RV One Superstores – Fort Myers, and represents the seventh RV One store in Florida and 11th overall. Upon closing of the Palm RV transaction, RV Retailer will have 30 locations across seven states with over 1,200 associates.



"We have been focused on Florida as a key market from the day RV Retailer was formed, which makes it great for us to hit our 30th-store milestone in under two years with an acquisition in Florida. Fort Myers is an excellent RV market with over 50 RV parks and campgrounds along the Southwest Florida coastline," stated CEO Jon Ferrando.

"We thank Tom Wegge for selecting us to acquire Palm RV. The Wegge family has an incredible history in the RV business," added Ferrando. "RV One Superstores – Fort Myers will be managed under the leadership of Don Strollo, RV Retailer's east region president. We expect to drive significant growth in the Fort Myers market by successfully building on Palm RV's

foundation that was set by Tom over many years. We look forward to welcoming our new associates in Fort Myers into the RV Retailer family." – news release

## RV Learning Center College Scholarship Available

The application for the Mike Molino RV Learning Center College Scholarship Program is now available online. The program is available to RV dealership employees (or their dependents) who are undergraduates majoring in business, finance, accounting or other RV-related fields. The \$2,500 award will be applied to the cost of tuition for the 2020-2021 school year. The deadline for submitting all required items is July 7.

One of the factors considered when choosing the recipient is whether he or she has previous experience working in the RV business or a desire to do so after graduation. Individuals must be a rising sophomore, junior or senior at an accredited four-year school and have a 2.8 or better grade point average.

The program is made possible by the generosity of Joanne and Newt Kindlund, co-founders of Holiday RV Superstores, the first publicly traded RV dealership.

"Joanne was very passionate about the importance of education in enhancing our lives," says Newt Kindlund, speaking about his late wife. "We were both extremely proud to have been able to offer this program to our RVDA members." Kindlund remains an active participant in RV Industry affairs and is a director emeritus on the learning center's board of directors.

For a free publicity poster or more information on the Mike Molino RV Learning Center, go to [www.rvlearningcenter.com](http://www.rvlearningcenter.com), send an email to [info@rvda.org](mailto:info@rvda.org) or fax to (703) 591-0734. The center is a tax-exempt organization as described in section 501(c)(3) of the Internal Revenue Code. Contributions may be tax deductible as charitable donations. –RVDA





## NEW MEMBERS

### E.J. SCHRADER MATTRESS COMPANY

Royce Dew  
6601 Norton Ave  
West Palm Beach, FL 33463-4432  
PH: 561-585-2139  
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Website: [www.schraderbeds.com](http://www.schraderbeds.com)  
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Supplier, Region 2

### PHOENIX AMERICAN COMPANIES

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### RV ONE SUPERSTORES

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FAX: 904-797-8621  
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Website: [www.rvone.com](http://www.rvone.com)  
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### WAKULLA COUNTY TOURIST DEVELOPMENT

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3093 Crawfordville Hwy  
Crawfordville, FL 32327-3147  
PH: 850-745-7713  
FAX: 850-926-0940  
Website: [www.visitwakulla.com](http://www.visitwakulla.com)  
Email: [therndon@mywakula.com](mailto:therndon@mywakula.com)  
Service, Region 5

### www.HEATINGWRAPS.COM

Kate Sauls  
7780 49th St N, #242  
Pinellas Park, FL 33781-3440  
PH: 727-254-8325  
Website: [www.heatingwraps.com](http://www.heatingwraps.com)  
Email: [kate@livellco.com](mailto:kate@livellco.com)  
Supplier, Region 3

## Farewell to Mike Ryan and Welcome to Jerilyn Connetti!

**MIKE:** *Just a quick note to let all members know that March 1 was my last day as FRVTA controller. My wife, Jackie, and I decided months ago it is time to retire and do some of the things we had put off because of our work schedules. In fact, Jackie and I now plan to make good use of our new travel trailer!*



*After 30+ years in the corporate environment, the past 7-1/2 years serving FRVTA have been a real pleasure. The FRVTA staff has been so enjoyable to work with and I've enjoyed getting to know the industry through my involvement with the totally dedicated Board of Directors.*

*I've made lifelong friends during my time with FRVTA and I hope the organization is a little better off because of the experience, hard work and dedication I brought to work every day.*

**JERILYN:** *My career began as an accountant in a medium-size CPA firm. Working public accounting was in itself a business education since my client base was diverse.*

*After nine years, I entered the private sector of business. I have been a controller for two large companies in the Tampa area. However, my experience goes slightly deeper than accounting, since I followed my husband's lead several years ago into the dealership business—he is a second-generation RV/boat dealer.*

*We own and operate a local boat and RV dealership. I am extremely knowledgeable of the day-to-day operations and internal workings of a dealership, along with being familiar with trade shows as an exhibitor.*

*I am honored to be the new controller of the Florida RV Trade Association and look forward to a long and prosperous future with the Association, Board of Directors and Members.*

**Best wishes to all from us both!**

## MEETING DATES



Region 1 • April • CANCELED • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda  
Region 2 • TBD • PGA National Resort • Palm Terrace Room, 400 Avenue of the Champions  
• Palm Beach Gardens

Region 3 • TBD • Westshore Grand • 4860 W Kennedy Blvd • Tampa

Region 4 • TBD • Tony Roma's • 8560 International Dr • Orlando

Region 5 • No Meeting • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin

Region 6 • TBD • Bonefish Grill • 10950 San Jose Blvd • Jacksonville

Region 7 • TBD • Braised Onion • 754 NE 25th Ave • Ocala

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