



FRVTA news

MONTHLY NEWS CONCERNING FLORIDA'S RECREATION VEHICLE INDUSTRY

2017 FLORIDA RV SUPERSHOW

"Maybe You Can Take it with You"



The Florida RV Trade Association (FRVTA) will host the 32nd Annual 2017 Florida RV SuperShow, Wednesday, January 18 through Sunday, January 22. This mega RV event will again be held at the Florida State Fairgrounds in Tampa.

The 2017 SuperShow will feature every major RV Manufacturer as well as hundreds of accessory booths. "We'll have more Suppliers' booths and every type, size and style of RV on the market," said Marketing Director David Kelly. "With the addition of new entertainment and more seminars, we anticipate record crowds again this year. We're also renewing the two-day pass so the public will have two full days to see everything at the SuperShow at no additional cost."

The theme of the 2017 RV SuperShow is "Maybe You CAN Take it With You". The interest in outdoor recreation is at an all-time high and this phrase relates to the fact that you can bring your hunting gear, fishing equipment, bikes and anything else you have room for. And, if you get tired of your view of your neighbors all you have to do is move on!

With hundreds of RVs on display and educational seminars, the SuperShow is the place to trade-in your old RV or obtain all the information you need to become acquainted with the RV Lifestyle. And some of Florida's finest campgrounds and resorts will have booth exhibits to show attendees the best camping opportunities found anywhere. Also, a huge display of camping accessories and supplies will be found in the Camping World Store.

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! A FREE shuttle service will carry visitors from exhibit to exhibit.

Seminars are presented throughout each day making it easy to attend the ones you want to see. Topics include "Tips for Buying an RV," "Full Time & Extended RV Travel" and information on Basic RV Maintenance, Weight and Tire Issues, and RV Caravanning.

The Super Rally celebrates its 30th year at the SuperShow. This RV rally is open to any and all RV clubs and the general public. It 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 features "The Rivoli Revue" music by Kay and Ron Rivoli, family entertainment by "Spittin' Image" and a "Neil Diamond Tribute" from Keith Diamond.

Admission is only \$10.00 for adults, which includes a second day admission, and children under 16 are FREE. Show hours are Wednesday - Saturday 9am - 6pm and Sunday 9am - 5pm. Wednesday is Senior Citizens Day with seniors receiving \$1.00 off the cost of admission (not valid with other discounts).

For more information on the 2017 Florida RV SuperShow contact the FRVTA at (813) 741-0488 or visit our website at www.frvta.org.

Don't forget to register for this year's INDUSTRY DAY ON TUESDAY, JANUARY 17. Registration for you and all your staff is FREE. What better way to see the latest and greatest the national RV Industry has to offer than to attend this FREE daylong event. You'll also receive a FREE coffee and donuts breakfast, and a FREE lunch. Go online for the registration form at www.FRVTA.org/industry-day-form or call the State Office for more information.



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FLORIDA RV TRADE ASSOCIATION
10510 Gibsonton Drive
Riverview, Florida 33578
(813) 741-0488 • Fax (813) 741-0688

e-mail address: info@frvta.org
website: www.frvta.org

IacoNOTES...

Let's celebrate small business in Florida! How do we do that?

First is to note the impact of the small business on our state. According to Florida's CFO Jeff Atwater, small business owners and entrepreneurs have created 2.3 million businesses and employ more than 3 million people in our state.

The RV Industry has and will continue to play a role in those numbers. Not including RV Manufacturers and Suppliers, in 2015 we employed just under 7000 directly and another 7000+ jobs indirectly, generating over \$750 million in wages and \$100 million in state taxes. These numbers were provided by 2015 RVIA Economic Impact studies.

They also reported that in 2015 the RV Industry had a total impact of \$2.2 BILLION dollars in our state! We would all agree the 2016 numbers, despite the election distraction, should match or exceed 2015. Next year, the 2017 numbers will blow them out of the water. Let's celebrate!

Next is to look around at the success stories of individuals who were willing to work hard and take risks to create a small business. First look to your right, to your left, then in the mirror. It is easy to take for granted the hard-fought successes we personally have been a part of in Florida's RV Industry. Just a small pat on the back and then get back to work we go!

I recently read a story about Chocolatier Norman Love and his celebration of 15 years in Fort Myers. Norman Love's Confections are intensely delicious and one of my favorite treats. He is not content to just make the best chocolates, but has continued to expand, opening his fourth location at which he is offering beer, wine, afternoon tea and, next year, a Sunday brunch. He employs over 80 people and produces almost 7 million pieces of chocolate locally. A true Florida success, but like most small businesses, struggles with the challenge of keeping up with conducting business on the fast-changing Internet.

Besides the RV Industry stories we know well, there are so many other stories of amazing life-changing medical innovations. For example, Sarasota-based BioLife LLC, manufacturer of WoundSeal Powder, is among the 130+ health innovators in the Sarasota-Bradenton region creating around 27,000 jobs.

Florida's overall farming income has grown where nationwide it has declined (despite decreasing orange production)—as reported by various sources. Florida has over 47,000 200-acre farms cultivating 9.45 million acres that yield us FRESH FROM FLORIDA products on our grocery shelves. Celebrate by raising a glass of FRESH FROM FLORIDA orange juice! Or, as Allie suggests, add some Amaretto for a delicious Bocce Ball cocktail—yum!

The key to the small businesses success is to "Shop Small" when possible. I saw an ad for American Express' program for shoppers to earn extra reward points for shopping small business through the end of year. I am sure you have seen the ads for "Shopping Small" on the Saturday after Thanksgiving. The state's strong run of economic growth is expected to continue into 2017 per the Economics Group at Wells Fargo Securities. By shopping and eating at our local small businesses, we can help insure they enjoy continued success. Everyone wins—so let's celebrate!

Speaking of celebrations—I would like to wish everyone a blessed Christmas, Happy Hanukah and a prosperous 2017!

NELDA IACONO
FRVTA PRESIDENT

Tampa Bay RV Show Featured Record Crowds, Positive Attitudes & Confidence



FRVTA Region 3 staged the Tampa Bay Fall RV Show at the Florida State Fairgrounds in Tampa in early November following the recent elections. Record crowds just under 7,500 people came out to the event, and the attitude was upbeat and positive. In fact, this attendance was 800 more than the previous best show, which was held in 2003.

“Both RV dealers and booth exhibitors were thrilled with the record crowds,” said FRVTA Marketing Director Dave Kelly. “I think a lot of the positive attitudes and consumer confidence had to do with the election coming to an end. RV sales have typically been a leading economic indicator, and if that’s the case, the winter shows should be fantastic.”

With over 100,000 square feet of exhibit space, this was the largest regional RV show ever held in Tampa. Area RV Dealers displayed every type, size and shape RV on the market. Participating RV dealers included America Choice, Arrow RV, Camping World, General RV, Harberson RV, Lazydays, RV World of Lakeland and Tampa RV.

September Shipments & Sales Rise

Deliveries to retailers of all RVs were reported at 33,704 units in the September survey of manufacturers, 20.5% greater than this same month last year. This was the best September total in nearly four decades with significant gains recorded in all towable RVs and Class B motorhomes. Seasonally adjusted, shipments in the month of September were at an annualized rate of more than 420,000 units, considerably above industry forecasts.

Year-to-date, total RV shipments to retailers reached 324,286 units through the first three quarters of this year and were 13.8% ahead of this same period last year. Towable RVs have gained 13.5% while motorhomes shipments are ahead by 15.8% through September.

For motorhome sales, Statistical Surveys, Inc. reports retail registrations increased 12.2% when compared to the same period last year, while overall sales for the first nine months grew 12%.

Thor Industries Inc. was the motorized sales leader through September with a 37.5% market share. This was followed by Forest River Inc. with 25.2% and Winnebago Industries Inc. with 17.4%. Motorhome sales by Jayco Inc. were included in totals for Thor Industries Inc., which acquired the company on July 1.

For towables, Statistical Surveys, Inc. reports year-over-year retail registrations grew 7.6% this past September, lifted by the growing travel trailer segment. Towables posted a 12.5% increase for the first nine months.

September results by category showed:

- Sales for travel trailers jumped 10.1% and 15.6% year-to-date.
- Fifth-wheel registrations edged up 1.7%, while rising 5% for the first nine months.

- Folding camping trailer sales were flat, down 0.1% with a 3.3% decline year-to-date.
- Park Model RV sales fell 26.2%, but were up 5.1% for the first nine months.

Thor was the towable sales leader through September with 48.3% share of the market, ahead of Forest River Inc. with a 37.6% share. Like motorhome registrations, towable sales by Jayco were included in totals for Thor.

By segment, Thor was No. 1 in travel trailers for the nine months with a 48% market share, followed by Forest River with 39%. Thor led fifth-wheel sales with a 55.2% market share again followed by Forest River at 29.5% and Grand Design RV Co. with 9%.

In folding camping trailers, Forest River led the category for the nine months with a 67.2% market share, followed by Thor at 14.9% and Columbia Northwest/Aliner Inc. with 11.3%.

Kropf Manufacturing Co. Inc. led the park model segment with a 16.3% market share, followed by Fleetwood Homes Inc. with 11.4%, Champion Home Builders at 11.3% and Skyline Corp. with 10.3%.

Overall, RVIA reports September park model shipment rose 11.6% compared to the same month in 2015, making September the fourth month in a row to see a boost over last year. Even still, the shipment total is 1.2% lower than 2015 due to a sales decline registered from February through May. Thus far, 2,865 park model RVs have been shipped, compared to 2,900 by this point last year.

For September, Arizona received the largest number of park models, followed by Texas, California and New Jersey.—RVIA, *RVBusiness*


LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

ON TO 2017!

With the elections safely behind us, all eyes now turn to 2017 and the inauguration of our 45th President of the United States, Donald J. Trump. In Florida, Mr. Trump caused quite the wave at the ballot box. With turnout at record levels in our state, he made sure there were long coattails to pull in a number of swing seats in the Florida Legislature over to the Republican side.

As the dust settled, 79 Republicans and 41 Democrats will now make up the Florida House with 25 Republicans and 15 Democrats in the Florida Senate.

Florida's RV Industry realized a very good election night, losing only three seats out of 33 in which the PAC invested funds. The losing candidates were Rep. Amanda Murphy from Pasco County who fell victim to the Republican surge in that county. She lost to a 21-year old college student whose father is on the Pasco County Commission. In the Gainesville area, former Sen. Rod Smith was unsuccessful in his quest to return to the Florida Senate, similarly falling victim to the high Republican turnout in that district. Finally, David Singer lost to a better-funded candidate in Tampa for the House seat to replace Rep. Dana Young who won her contest for the Florida Senate.

In all, we have a strong slate of pro-RV candidates who will be joining the Florida Legislature. Many of these candidates we supported are finding their ways in the leadership roles as well. Here's a complete list of the general election candidates:


SENATE:

- | | |
|--------------------|------------------|
| 3 – Bill Montford | 18 – Dana Young |
| 7 – Travis Hutson | 25 – Joe Negron |
| 8 – Rod Smith | 34 – Gary Farmer |
| 13 – Linda Stewart | |

HOUSE:

- | | | | |
|-----------------------|---------------------|----------------------|-----------------------|
| 2 – Frank White | 36 – Amanda Murphy | 63 – Shawn Harrison | 72 – Alex Miller |
| 10 – Elizabeth Porter | 40 – Colleen Burton | 65 – Chris Sprowls | 93 – George Moraitis |
| 19 – Bobby Payne | 41 – Sam Killebrew | 66 – Larry Ahern | 103 – Manny Diaz |
| 21 – Chuck Clemons | 47 – Mike Miller | 67 – Chris Latvala | 105 – Carlos Trujillo |
| 24 – Paul Renner | 50 – Rene Plasencia | 68 – Ben Diamond | 116 – Jose Diaz |
| 27 – David Santiago | 59 – Ross Spano | 69 – Kathleen Peters | 119 – Jeanette Nunez |
| 30 – Bob Cortes | 60 – David Singer | | |

Here's to a happy holiday season, and thanks for all who helped out this election cycle!

RV/MH Hall of Fame Launches New Fund-Raising Challenge



The RV/MH Hall of Fame recently launched its new "Count Me In" fundraising challenge to retire all debt owned by the museum and conference center. The goal is to raise \$1 million and the group has already secured \$695,000 in funding.

"This challenge fund was established for the sole purpose of creating a debt-free RV/MH Hall of Fame complex," explained President Darryl Searer. "The Hall is a first-class facility dedicated to the history, the present and the future of the manufactured home and RV industries."

"The board of directors has passed a provision that once this fund is successful in extinguishing existing loans, the Hall will not incur debt on the facility in the future. This will assure the long-term viability and success of the Hall of Fame and Museum," he added.

Donations can be pledged over the next five years and the foundation has established six benefactor levels:

- Benefactors contributing \$25,001 or more
- Platinum for those giving \$10,001 to \$25,000
- Gold for gifts ranging from \$5,001 to \$10,000
- Silver for donations of \$1,001 to \$5,000
- Bronze for giving between \$501 and \$1,000
- Friends for all donations under \$500

To participate in the Kevin Clayton Debt Elimination Challenge, [click here](#).—news release



TRAINING NEWS • by Jim Carr, Training Director

RV Certified Service Center... Renew Now!

*The following article was first published in March 2016 and you won't see it again until March of 2018. This is the last chance to get your request for Certified Service Center membership for the next two years. **CLOSING DATE IS DECEMBER 12**, so get it to me ASAP and we'll git 'er done.*

THE FRVTA RV CERTIFIED SERVICE CENTER PROGRAM

This is a voluntary initiative designed to "raise the bar" of professionalism in our Florida RV Service Centers, to increase customer satisfaction and to instill continued confidence in the ability of our RV Service Centers to meet customer demands at the highest level. The new wave of RV customers coming into the industry expect and even demand the highest standards of quality and professionalism from their RV Dealers and Service Centers.

This is your opportunity to join your fellow Florida RV Dealers and participate.

By the end of March 2017, all Florida RV Dealers and Service Centers will receive the Information and Registration mailer (via snail mail). Please look it over, review the criteria and if interested return as directed and I, (Jim Carr) will schedule a visit to your location to verify all criteria are met and assist with any corrections required.

After the criteria inspection and validation, you will be awarded two "display" decals and a plaque to show your designation as a Certified RV Service Center (note LOGO at the top of this article). Your business classification as a Certified RV Service Center will also appear in our designated Association print materials.

Thank you for your participation and we look forward to assisting in increasing the professionalism of all FRVTA members.

Time for the RV Certified Service Center Renewal Process

The current two-year cycle for qualified status as a Certified RV Service Center is over at the end of this year. We are about to take the first step in offering RV Dealers in Florida the opportunity to qualify as a Certified



Service Center for our next two year cycle, 2017-18. I know, we will soon enter the New Year, but to insure adequate time for the entire qualifying process to take place it is important that we start now.

For 16 years, the Florida RV Trade Association has been the driving force behind the Distance

Learning Network. The DLN has been extremely successful in getting technicians certified and also in fostering a learning culture within RV Dealerships. On-going training is now an accepted way of doing business within the RV Industry.

Eight years ago the FRVTA Education Committee and Board of Directors launched the Certified RV Service Center Program designed to increase the professional status of the RV Industry in Florida. Your Association continues to strive to bring new and varied programs to our membership and we personally invite you to participate in this valued and unique program:

2016-17 FRVTA SHOW SCHEDULE



CLEAN SWEEP RV SHOW
December 2-4 • CenturyLink-Lee Sports Complex

FLORIDA RV SUPERSHOW
January 18-22 • Florida State Fairgrounds

FORT MYERS RV SHOW
January 26-29 • Lee Civic Center

JACKSONVILLE RV SHOW
February 9-12 • Jacksonville Equestrian Center

WEST PALM BEACH RV SHOW
February 16-19 • South Florida Fairgrounds

OCALA RV SHOW
February 2-5 • Florida Horse Park

RV SUPERSAVER SHOW
April 21-23 • CenturyLink-Lee Sports Complex


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

FTC Makes Changes to the Buyers Guide

If you sell used motorized units that require Buyers Guides to be posted prior to offering the units for sale, you will want to know about the changes made to the Buyers Guide.

The Federal Trade Commission (FTC) first sought public comments on suggested changes to the Buyers Guide, which falls under the Used Car Rule, in December 2012. Based on comments received, additional comments were solicited regarding the Used Car Rule and proposed changes to the language in the “As Is” statement and requiring vehicle history disclosures.

Changes to the Buyers Guide include the following:

- changing the description of an “As Is” sale;
- placing boxes on the face of the Buyers Guide that dealers can check to indicate whether a vehicle is covered by a third-party warranty and whether a service contract may be available;
- providing a box that dealers can check to indicate that an unexpired manufacturer’s warranty applies;
- adding air bags and catalytic converters to the Buyers Guide’s list of major defects that may occur in used vehicles;
- adding a statement that directs consumers to

obtain a vehicle history report and to check for open recalls. The statement also instructs consumers to:

- visit www.ftc.gov/usedcars for information on how to obtain a vehicle history report; and
- visit www.safercar.gov to check for open safety recalls;
- adding a statement, in Spanish, to the English-language Buyers Guide, advising Spanish-speaking consumers to ask for the Buyers Guide in Spanish if the dealer is conducting the sale in Spanish; and
- providing a Spanish translation of the statement that dealers may use to obtain a consumer’s acknowledgement of receipt of the Buyers Guide.

The amended Rule permits dealers to use their remaining stock of Buyers Guides for one year after the effective date of the amended Rule. The amended Rule takes effect on January 27, 2017.

Please check with your forms suppliers to ensure you will have the new version of the Buyers Guide BEFORE the end of the one-year grace period. Making plans to implement the new form (including allowing time for programming by your dealer management software providers) early might prevent missing the deadline a year from now.

To view a copy of the new Buyers Guide, [click here](#).

Allen can be reached at (727) 623-9075 or by email at Allen@TheAICE.com. You may visit his website at www.TheAICE.com.



Curtin: 2016 On Track to Be Best Year Since 1977 as Shipments Rise

According to Dr. Richard Curtin, of the University of Michigan’s Consumer Survey Research Center and a well-known RVIA consultant, RV shipments are expected to total 405,300 units in 2016, an 8.3% gain over 2015 that would eclipse the modern 2006 peak as the best year since 1977.

His latest forecast is based in part on robust increases in RV shipments posted in the first half of the year. Shipments totaled 118,091 in the year’s second quarter, an increase of 11.9% over the year earlier for the highest quarterly total in the past quarter century.

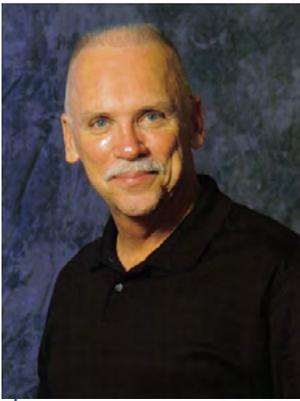
Those record RV shipments were again paced by travel trailers, which rose 13.9% from a year ago and accounted for 65% of all 2Q shipments. Conventional travel trailer shipments were higher in the past half-century in only one quarter of 1972, RVIA reports. Quarterly motorhome shipments posted year-over-year gains of 15.5% with Class B’s and C’s each rising by 23% for their best respective performances in a decade.

Curtin expects continued favorable industry growth as gains in jobs and wages as well as low and relatively stable inflation, interest rates and energy prices help the nation’s economy. He explained that recent slower growth in top-end units reflects sluggish gains in home values and stock prices as well as uncertainty about future economic policies.

Curtin expects future industry growth and expansion to be driven by buyers who choose smaller and less expensive units. They, in turn, will become the repeat buyers of larger units in the future.—RVIA



Tax-wise Savings Strategies



Income tax, F.I.C.A. tax, sales tax on purchases, taxes on your cell phone, landline, utility bill, and cable bill... it just goes on and on! Some tax pundits claim the amount of tax paid by

taxpayers likely exceeds 45-50 percent. Since most taxpayers are in at least a 15 percent Federal Income tax bracket, and the combined Social Security and Medicare tax (F.I.C.A.) is 7.65 percent, one is already at 22.65 percent before considering anything else.

Heck even after paying F.I.C.A. tax on our earnings during our working years, many of us have to pay income tax **again** when we begin withdrawing our Social Security checks. Talk about taxation without representation! Fellow seniors and taxpayers, we should be “walking on Washington.”

Now, the end of the tax year is almost here, and April 15th is coming sooner than you think. So, what to do? Well, if you are eligible for a 401(k) and can afford it, act quickly. Here's an idea! If you haven't already reached the maximum contribution limit (\$18,000 if you're under age 50, \$24,000 if you are 50 or older), consider deferring as much as possible in December into the plan.

If you are self-employed with no employees, set up a Solo 401(k) Plan before the end of the year, defer as much as \$24,000 out of your pay before 12-31, and be eligible to deduct another 25% of W-2 or net from your business practice if you are unincorporated.

If you don't have time to act before the end of this year, but you have the ability to defer income into 2017 when you will have time to enact some tax deductible strategies...do it. If nothing else, you defer any income taxes on the deferred income until April 15, 2018.

Seriously consider using a HAS-type health insurance policy with a qualifying deductible for 2017. The self-only HSA contribution for 2017 has been increased to \$3,400, the family limit remains at \$6,750.

If you or members of your family have identifiable eligible expenses (prescription medicine), doctor visits, an upcoming surgical procedure (glasses or contacts, etc.), you may as well pay those expenses using pre-tax dollars rather than after tax. Besides, an individual HSA health plan is fully tax deductible.

Section 125 “Cafeteria Plan” limits for health-related expenses rises from \$2,550 in 2016 to \$2,600 in 2017. Many hearing-impaired taxpayers are unaware that hearing aids are an approved expense for FSA's, HRA's and HSA's. Since they are costly, this is a nice benefit.

If your job requires commuter highway travel and transit pass expenses or qualified parking, ask your employer to consider a Section 132(f) Qualified Transportation Benefit plan. The 2017 monthly limits are \$255 for either.

Finally, if you haven't yet completed a plan for how you will handle Long-term care expenses should it be required, the premiums (cost) for this type of insurance is fully deductible to a C corporation and at least partially deductible to an S corporation. In both cases, the amount allowed as a deduction to the corporation is **not** included as income to the employee. And, this is a benefit that can be provided on a discretionary basis (does not have to be offered to everyone).

Additionally, most insurance companies offer significant discounts for couples (up to 20 percent), and some companies offer an additional discount if payment is set up through the employer. Long-term care expenses can devastate the funds one has set aside for retirement, frequently leaving the unaffected spouse with no money for retirement or to pay expenses. Ask your insurance advisor or consultant for ideas on how to capture this deductible expense.

Jerry Mann, owner of Vantage Benefits Solutions, Inc., has been a member of FRVTA Region 3 since 1996, and has served as Regional Treasurer three times. For other tax-saving ideas and insurance solutions, contact Jerry at 813-541-6071, toll free at 866-529-1618 or Jerry@vantage-benefits.com as soon as possible.



RVBusiness Magazine Selects Florida Dealers for Honor

RVBusiness magazine recently honored four Florida-based RV Dealers as members of its 2016 RVBusiness Top 50 Dealer Awards. The program is designed to recognize U.S. and Canadian RV retailers nominated by RV manufacturers for their professional approach to most every aspect of their commercial enterprises.

“The industry in general has demonstrated an interest in raising the bar with regard to the quality of products and services over the past couple of years – the overall customer experience – and more so lately as companies strive to keep up with a surprisingly robust marketplace,” stated RVB Publisher Sherm Goldenberg, whose Elkhart, Ind.-based firm sponsors the annual Top 50 program. “Manufacturers tell us that this industry upswing is fueled by a wave of new customers and that the industry needs to continue raising the bar at every level, which is what the Top 50 program has been focused on since Day One.”

Those Florida dealers awarded are: Alliance Coach, Wildwood; America Choice RV, Ocala; Lazydays RV, Seffner; and Palm RV, Fort Myers.—*RVBusiness*

Hirsch Honored with RVDA’s James B. Summers Award



Jeff Hirsch, president of Jacksonville-based Campers Inn RV, received the James B. Summers Award, RVDA’s highest honor, at the dealer association’s recently completed annual convention in Las Vegas. The award is named for RVDA’s second chief staff officer, who was also the first to receive it.

“I’ve been fortunate to work with many great volunteer leaders during my time at RVDA, and there’s no one more deserving to join the group standing behind me than Jeff Hirsch, of Campers Inn,” said Phil Ingrassia, president of RVDA.—*news release*

Wells Fargo’s Parish Elected RVIA Chairman



Bob Parish, vice president of Wells Fargo Commercial Distribution Finance, was elected as the Recreation Vehicle Industry Association’s (RVIA) chairman of the board for fiscal year 2017 during the Association’s board of directors meeting held in September at the Hilton Burlington in Burlington, Vt.

“We are excited to welcome Bob as the next chairman of RVIA,” RVIA President Frank Hugelmeyer stated in the recent installment of RVIA Today Express. “He has a rich history of business success in the RV market and an impressive record of involvement in the association.”

Parish has served on the RVIA board since 2007 and on the executive committee since 2012, holding the positions of first vice chairman, 2nd vice chairman and secretary. He is also a past chairman and current member of the financial services committee. He also currently serves as a member of the audit, China and strategic planning committees as well as the Go RVing Coalition. He received RVIA’s National Service Award in 2006.—*news release, RVBusiness*

Alliance Coach Partner’s with Secure Covered Storage

Alliance Coach RV Sales and Service in Wildwood recently celebrated the grand opening of Secure Covered Storage. With this opening, RV owners who live in or near central Florida will now have the advantage of being near Alliance’s state-of-the-art RV service center that is close to a brand new storage facility suitable for Class A motorhomes. Secured covered storage options include spaces from 30 to 60 feet long, covered or open, with 30 or 50 amp electrical service and pull-through spots available.

“Instead of having to travel a long distance to get their RV out of storage to bring it in for service, this new facility located directly behind Alliance Coach will make it easier for the guest to drive over,” owner Alan Shapiro explained.—*news release*

Lazydays Expands Florida RV Rental Fleet

If you love RVing... this is home

Lazydays RV recently announced the expansion of its RV rental fleet at its suburban Seffner location near Tampa. The expanded fleet consists of 18 rental units, including new 2017 Thor Motor Coach models.

According to a press release, RV rental customers can choose between Class A or Class C motorhomes, including family-friendly “bunkhouse” floor plans. Lazydays includes unlimited mileage, unlimited generator use and roadside assistance with any RV rental. They also provide optional convenience packages including linens and towels, kitchen supplies and outdoor living items.—*news release*

MEMBERSHIP INFORMATION

NEW MEMBERS

INFORMED CHOICE

13620 Metropolis Ave, Ste 100
Fort Myers, FL 33912-3406
239-208-7090
877-446-3676
239-208-7596
info@informedchoice.com
www.informedchoice.com
Insurance, Region 1

KANGACRUZ 35

Seapark Dr, Unit 11
St Catharines, ON L2M 6S5
905-357-7345
info@kangacruz.com
www.kangacruz.com
Supplier, Region 10

SLEEP NUMBER

9800 59th Avenue N
Minneapolis, MN 55442-4528
763-551-7000
888-411-2188
763-644-3300
sleepnumberbrandontowncenter@sleepnumb.com
www.sleepnumber.com
Supplier, Region 10

UGLY SHIELD REMOVAL

13581 Eagle Ridge Dr, #1427
Ft Myers, FL 33912-6815
239-240-S 0793
rvdetailman@gmail.com
Supplier, Region 1

VEHICLE ADMIN SERVICES

5001 Spring Valley Rd, Ste 350W
Dallas, TX 75244-8207
972-455-1900
888-920-0091
972-455-3992
ethor@vehicleadminsolutions.com
www.vehicleadminsolutions.com
Supplier, Region 10

Get Your Message into the Hands of Thousands of RVers!



The RVers Guide to Florida

FRVTA's annual membership directory showcasing all FRVTA Regions includes member listings by category, engaging stories, current events, maps and area photos plus advertising from region members. This publication is distributed to consumers at regional RV shows, member businesses, mail, email or website request. Additional statewide Rack* locations include 28 Rest Areas, five (5) Turnpike Service Plaza locations plus 27 Florida and four south Georgia Pilot Flying Travel Center locations.



Official SuperShow Program and Directory

Celebrating its 32nd year, the RV SuperShow is considered the greatest RV Show in the country! The SuperShow Program and Directory is filled with everything those thousands of consumers attending the show need as they navigate their way throughout the event. Listings are by manufacturer and product brands plus supplier participants with product type and booth location. The publication features editorial on new industry products, many of which are on display at the show, plus Articles and Points of Interest on the surrounding area and throughout the state. All this makes this magazine "A Year-Round Keeper"! Get your message in the hands of thousands of qualified RV buyers now!



www.FRVTA.org

FRVTA launched their new consumer-friendly website in July. The site has been designed for consumers seeking information on upcoming RV Shows in Florida. The site also features members by region, points of interest and stories related to Florida. Banner and tile ads are available for purchase on the SuperShow, RV Shows and Regional Member pages. Members who advertise in the publications are given the opportunity to advertise on the website at a discounted rate.

Visit www.frvta.org, for more information or contact Deanna Pearce directly by email dlpearce7@aol.com or phone 863-318-0193.

MEETING DATES



Region 1 • December 12 • JD's Bistro • 1951 Tamiami Trail • Port Charlotte
Region 2 • December 7 • Gander Mountain • 100 Gander Way • Palm Beach Gardens
Region 3 • December 13 • Rusty Pelican • 2425 North Rocky Pointe Drive, Tampa
Region 4 • December 14 • Bone Fish Grill • 7830 W Sandlake Rd • Orlando
Region 5 • NO MEETING • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin
Region 6 • NO MEETING • Copeland's of New Orleans • 4310 Southside Boulevard • Jacksonville
Region 7 • December 27 • Braised Onion • 754 NE 25th Ave • Ocala

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