

# FRVIA News

DECEMBER 2022

MONTHLY NEWS CONCERNING FLORIDA'S RECREATION VEHICLE INDUSTRY







*The nation's RV Industry heads south to Tampa once again as the Florida RV Trade Association hosts the 38th Annual RV SuperShow, the nation's largest RV Show. It returns once again to the expansive Florida State Fairgrounds, Wednesday, January 18 through Sunday, January 22.*

For industry participants, **RV Industry Day** is set for **Tuesday, January 17** from 10am-4pm. Everyone involved in the industry is welcome to attend this day for FREE. Complimentary coffee and donuts will be served in the morning and lunch is also FREE. If you haven't been to a major RV show this year, now is the time to see all the new products. Register on-line or contact the FRVIA State Office.



This year most every RV Manufacturer and accessory supplier will be present at the RV SuperShow all seeking to showcase the latest and greatest products, accessories and gadgets geared toward making adventures in the Great Outdoors as easy and comfortable as possible.

"We will have more Supplier booths and every type, size and style of RV on the market," detailed Executive Director David Kelly. "With the addition of new entertainment and more seminars, we're anticipating 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."

In fact, the public is very much aware of this annual huge RV event and the entire rally space already is sold out with advance tickets being purchased online daily.

The flexibility of the RV Lifestyle allows an RVer to bring their hunting gear, fishing equipment, bikes and anything else for which have room is available. No more "roughing it," with "glamping" the new catch phrase as RVers can enjoy as much luxury as desired. They can travel with all the comforts of home, and if they get tired of the view or neighbors, all they have to do is move on!

To make things easy, the RV SuperShow features hundreds of RVs on display, as well as many educational seminars. Trade-in your old RV or obtain all the information you need to get acquainted with the RV Lifestyle. Many of Florida's finest campgrounds and resorts will have booth exhibits to show attendees the best camping opportunities found anywhere. In fact, the General RV store will offer a huge display of camping accessories and supplies.

A favorite of all visitors to the SuperShow is the FREE entertainment. From clowns and unicycle riders to Barbershop Quartets and Bag Pipe Bands, the SuperShow has enough entertainment to keep everyone busy the entire day. FREE seminars are presented throughout the day, too, making it easy to attend the ones of interest.

Celebrating its 36th year at the SuperShow, the Super Rally is open to any and all RV clubs as well as the general public. This gigantic Rally offers a number of amenities including FREE admission to the SuperShow all five public days, meeting facilities for your club, FREE coffee and donuts every morning and seminars. Three nights of entertainment and refreshments are also included and will feature "Sunday Drive". This is a multi-Dove Award nominated group from Knoxville, TN, composed of Jeff Treece, his wife Misty and brother Dusty. The group is known for their smooth harmonies and Misty's rich, Karen Carpenter-style vocals. Another evening will feature a hilarious variety show hosted by the unpredictable Fritzzy.

Admission to the SuperShow is only \$15.00 for adults and that includes a second day admission for the cost of one day with children under 16 FREE. SuperShow hours are Wednesday – Saturday 9am – 6pm and Sunday 9am – 5pm. Wednesday, Thursday and Friday are Senior Citizens Days with seniors receiving \$2.00 off the cost of admission (not valid with other discounts).

*For more information on the 2023 Florida RV SuperShow, contact the Florida RV Trade Association at 10510 Gibsonton Drive, Riverview, FL 33578, (813) 741-0488 or visit our web-site at [www.frvta.org](http://www.frvta.org).*





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## PRESIDENT'S MESSAGE...

### Year End Thoughts...

*As I sit here writing this message, it's hard to believe that the Holiday Season is right around the corner, especially with another hurricane reaching our state, thereby forcing us to cancel the West Palm RV Show and postpone the opening day of the Tampa Bay Fall RV Show. I guess that's the risk we take living in the Sunshine State and if that's the case, I'll take that risk every day! Everyone who was in the path of whatever Hurricane Nicole brought is in our thoughts and prayers and we pray that damage was minimal.*

*The holiday season always meant a lot to my family while growing up. I spent most of my childhood living in Ohio, Indiana, Michigan and West Virginia, and we almost always had a white Christmas. I wasn't sure how my wife and I would adjust to the holiday season in warm weather with no snow, sunny skies and warm temperatures, but I have to say, we have adjusted very well and love the holidays in the south since relocating here in 2010 from Maryland.*

*Another thing the holiday season brings on is the end of the year and a time to reflect on all that has happened in the past year. We all became experts on how to handle COVID restrictions and the ever-changing CDC guidelines as we worked through getting our regional shows and board meetings back to a "new normal." Everyone adapted to the new guidelines and requirements and, because our customers were ready to get back out and attend events, we ended up having record-breaking shows thanks to the precautions put into place and that we live and operate in the great state of Florida, which allowed us to stay "open for business."*

*Speaking of being open for business, I recently read an article by RVDA Chairman of the Board Mike Pearo, which discusses the challenges and curveballs our industry has been thrown during this past year. In his article, Mike points out that we faced with the start of a war, followed by rising fuel costs, declining interest rates and a hike in interest rates. All hurdles we had to deal with and, if I may say so, we've navigated quite well!*

*Mike also mentioned that, while there was a decrease in motorized shipments and sales as well as a decrease in entry-level travel trailers. He stated that the decrease in motorized shipments was mainly due to chassis shortages, but the decrease in entry-level travel trailers was more of a mystery. Dealers pushed for more product and inventory, and manufacturers responded. Unexpectedly, demand leveled off and dealers were forced to go back to inventory management rather than taking all they could get, all of which brought dealers back to a sense of normalcy.*

*COVID put a spotlight on our industry both on the dealer side as well as the campground side. According to Mike, the great thing is it's exciting to see that nearly everything is selling. We're seeing a younger demographic making purchases and camping with their families and friends as they have determined that camping is a safe, convenient way to vacation. Demand is high both on RV sales and Campground/RV Resorts. This part of our industry is expanding and building new locations faster than ever before to accommodate the growing population that is exploring the RV Lifestyle, whether it be weekend camping or fulltime RVing. The future is still very bright and we look to continue this growth as 2023 quickly approaches.*

*I can't wait for the 2023 SuperShow so we can show off new floorplans and designs to attendees as well as introduce them to the new or expanding Campgrounds and RV Resorts and everything else the industry has to offer! I truly think the industry is set up for another successful year and it's exciting to watch.*



*I hope every one of you had a wonderful Thanksgiving with family and friends, and I wish you all a Merry Christmas and Happy New Year!!*

*Until next time!*

**KEN LOYD**  
FRVTA State President



## RVDA Convention Huge Success for FRVTA

*The FRVTA was represented at the recent RVDA Convention held in Las Vegas. Education Director Veronica Helms and Executive Director Dave Kelly attended the conference and staffed a booth in the vendor exhibit hall.*



This was the first official rollout of the new FLDLN.org website. The website is free for the entire industry and is a great onboarding tool for new and existing employees. All facets of the RV Industry are incorporated into one, easy-to-use website. The response from the industry was overwhelming. FRVTA was also recognized at the opening general meeting as a learning partner with RVDA.

Also held at the convention was the recognition of RV Pro Magazine's 40 Under 40 Class of 2022. "RV PRO is honored to recognize this year's class of high-achieving individuals making their mark on the RV Industry. This event is inspiring and we look forward to continuing the tradition of putting up-and-coming leaders in the spotlight," said Chris Cieto, RV Pro associate publisher. FRVTA Region 7 Secretary Jennifer Chrysan Johnson was one of the 40 people recognized that evening. Her years of hard work in the industry on both the dealership and campground side was what made her a logical choice for the award. Congratulations Jennifer!!

A standing room-only crowd of about 500 family, friends and RV Industry colleagues gathered Wednesday (Nov. 9) to honor the recipients of the 2022 RVBusiness Top 50 Dealers Awards. The event honored 50 dealerships as being the best at what they do, with five Blue Ribbon retailers singled out for their exemplary status as well as two others for their philanthropic activities and technical prowess. As stated by program administrator BJ Thompson of BJ Thompson & Associates, the awards ceremony recognized the North American RV Dealers for their "innovation, hard work and success." Three FRVTA member dealers earned the award this year. *Congratulations to Campers Inn of Jacksonville, Giant Recreation World of Winter Garden and Travelcamp RV of Jacksonville!*



## Tampa Bay Fall Show Goes on Despite Weather



With Hurricane Nicole approaching Florida's east coast and tracking right towards Tampa, the decision was made to close the show on Thursday and open on Friday through Sunday instead. Heavy rains and wind did little damage to the Florida State Fairgrounds and the show opened to sunny skies on Friday. Over 6,800 people attended the show over the three days and dealers and suppliers were pleased with the results.



"The decision to open on Friday instead of Thursday gave us time to clean up and get the show ready to go," said Patty Flanagan Show Director. "The last thing we want to do is put our exhibitors and attendees in any harm."



With other events being held at the fairgrounds that weekend, it really brought out the public. Unfortunately, the West Palm Fall RV Show had to be canceled, as dealers didn't have time to set up after the storm hit the east coast. "This will just make the winter show that much more important for the dealers and general public," said FRVTA Region 2 President Craig Waits.



## LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

### Florida Elections Recap



*Voters in Florida cast their ballots in several statewide elections on Tuesday, November 8 and did not have to wait long to find out whether their incumbents would prevail in the gubernatorial and U.S. Senate races.*

Republican Gov. Ron DeSantis won four more years against Democratic challenger Charlie Crist. The former U.S. representative in Florida's Tampa Bay area once served in the governor's mansion himself, though he was a Republican at the time.

Republican incumbent Marco Rubio won a third term against his Democratic opponent, U.S. Rep. Val Demings, in the U.S. Senate race.

Both races were decided shortly after the polls closed in the panhandle.

Republicans scored big on Election Day in Florida, locking down several key wins. Florida GOP swept Cabinet races, led by Gov. Ron DeSantis, who scored a massive portion of the vote. Republicans took super majorities in both chambers of the Florida Legislature.

House Speaker Designate Paul Renner's team elected 85 members to the Florida House, a super majority by five seats, the largest in Republican majority history.

The House map included five races where House Democrats' campaign arm put up contested fights and they lost four of them.

On the Senate side, incoming President Kathleen Passidomo's team secured a major win sweeping five highly contested races, leaving Democrats with just 12 members in the 40-person chamber.

Lawmakers returned to Tallahassee on Tuesday, November 22 for an organizational session. Members of the House and Senate convened for the sole purpose of organization and selection of officers, with no legislation to be considered. An organization session is the first formal day in a legislative term for House and Senate legislators. The date of an organization session is the 14th day following a general election.

Thank you for your continued involvement in our advocacy and PAC. You are the leaders advocating for Florida's RV Industry. Our role as advocates is to educate and communicate our message to policymakers through the PAC. By taking part in the PAC, your voice can be heard in this complicated political process. Every contribution to the PAC assists in influencing important political decisions and helps us further the goals of our members. In all, we could not be more pleased. Thanks to everyone who helped get us here. These efforts help protect the RV Industry and ensure that policymakers are in tune with our needs as they move matters forward in Tallahassee.



## FRVTA MEMBERS BEWARE OF FRAUDULENT EMAILS!!

*We are seeing more and more scammers contacting our vendors and members. Some members have received emails or phone calls and they look more official by using our logo. Below is the fraudulent email that was recently sent out:*

Membership Suspension Notice  
ATTENTION  
Florida RV Trade Association Membership notice - Kindly verify your membership account [HERE](#) to complete your most recent up-to date membership License certificate.  
NOTE: The s(PW)s code means your email password.  
You have 24 hours to complete these steps to avoid Membership License suspension.  
Thank you  
Assistant of Administration

Legal disclaimer: This email is intended for the addressee(s) stated above only and may contain confidential information or Intellectual Property Rights, both protected by law. You are hereby notified that any unauthorized reading; disclosure, copying or distribution of this email or any use of information contained herein is strictly prohibited. If you are not an intended recipient, please delete it immediately thereafter without retaining any copies on your systems. Please note that we will not accept any responsibility for viruses and it is your responsibility to scan attachments (if any)

*Please always be sure the emails come from an "FRVTA.ORG" email address. Any email correspondence or phone call to our members/exhibitors will only come from someone on our staff. The only authorized company outside of FRVTA that will contact our show exhibitors will be ExpoCad. They handle the online advertising for our exhibitors.*

*If you receive a phone call or email that seems suspicious, please ignore or decline the call. If you ever have any questions or concerns, please feel free to contact us at our office directly. FRVTA Staff, 813-741-0488*



## TRAINING NEWS • by Veronica Helms, Training Director

### Lithium Powers the Way

I would like to close 2022 with a focus on Lithium Batteries. Yes, lithium has been a hot topic for quite some time in the RV Industry. If you dry camp often, this battery is a great choice since it's lightweight and recharging is quick and

efficient. Here are a few great facts about lithium batteries vs. lead-acid batteries:

1. **MORE RESERVE:** There is more usable energy than the same size lead acid battery. For example: A 100-amp-hour rated lead battery can only be used for 50% of charge, which in turn only provides 50 usable amp-hours. A 100-amp-hour rated lithium battery can deliver usable power until nearly discharged, thereby providing nearly 100 usable amp hours.
2. **LIGHTER:** Lithium batteries are much lighter, some weighing less than a fifth of the weight of a conventional lead acid battery. This gives you less weight to pull on the road and better gas mileage.

3. **LOW SELF-DISCHARGE:** No more worrying about your house RV battery discharging while in storage!
4. **FAST RECHARGE:** These batteries can accept a charge much faster and without damage. This means they can accept the entire output of the solar system and require much less generator run-time when charging the house battery. Great for boondocking!
5. **STEADY VOLTAGE:** As it discharges, it provides a steady voltage until it nears almost a complete discharge. The voltage on a lead battery drops proportionally to its discharge state.

These are just a few great reasons to consider lithium batteries as you plan for your next off-the-grid trip. As we move into 2023, Keystone Ignite has partnered with Dragon Fly to manufacture their RVs with the latest Solar Flex packages. Learn more [here](#).

On another note, if you haven't already signed up to gain access to the RV Distance Learning Network (DLN), make sure you do! The tool will help your employees learn more about the industry and it's a FREE resource to all FRVTA members. Learn more [here](#).

*If you have any additional questions email me at [Veronica@FRVTA.org](mailto:Veronica@FRVTA.org) or call (813) 702-1113.*

### RVTI Offering Hybrid Training Option for Level 2 Courses

The RV Technical Institute (RVTI) recently announced it has introduced a hybrid training program for those who want to earn Level 2 certification. Level 2 hybrid learners will complete 11 weeks of training on-line, achieving milestones and meeting deadlines for quizzes and assignments. There are also weekly reviews and check-ins with instructors. The 12th and final week conducts courses live in-person at the institute's Elkhart, Indiana, campus to complete all hands-on labs, activities, and certification testing.



Level 2's curriculum focuses on electric systems, water systems, appliances, body and chassis, propane systems and generators. Students who pass the Level 2 course will have theoretical knowledge of all the systems and components within an RV and a proven skill set to be able to perform diagnostics, troubleshooting and repairs on those systems and components.

RVTI said that it also wants it known that it has taken cost into account for its certification training: "It has never been easier or more affordable to receive RV Technical Institute training with our subscription model. The plan allows RV Dealerships to train all their technicians either through the online program or in-person at RVTI's headquarters in Elkhart for \$1,200 per location. For individuals, either mobile technicians or people who are looking to get into the RV technician field, there is a \$300/year option for individuals. This plan also provides access to RVTI's Level 1 and Level 2 online training or in-person classes in Elkhart. Contact RVTI for more information on the new subscription model." – RVTI

### RV Tech Institute's New Website Improves User Experience

The RV Tech Institute (RVTI) has redesigned its website to create a better user-experience, providing a cleaner layout to help with navigating content. The new site also contains more comprehensive information about the entire program. "We are excited to announce the launch of the new website," said RVTI Executive Director Curt Hemmeler. "We believe it will be a valuable resource for individuals looking to be trained, those who are currently in training, and for those who have received certification and want to stay up-to-date with all that the program has to offer."

The site features an overview of RVTI, as well as in-depth information about the Individual and Location subscription packages, currently costing \$300 and \$1,200 respectively. You can also learn more about all four levels of RVTI certification, find in-person training opportunities, search for available job postings, and shop in the store for class materials and more.

You can visit the new site at [www.rvti.org](http://www.rvti.org). – RVIA



## DEALER DETAILS • by EJOLA COOK, J.D.

### Following the Fair Credit Reporting Act

If your Dealership extends credit based on consumer reports, sometimes also referred to as “Credit Reports,” you will be obligated to follow the Fair Credit Reporting Act, known as the [FCRA](#) and the Risk-Based Pricing Rule if you:

- Use a consumer report in connection with an application for, or a grant,

extension or other provision of, credit to a consumer that is primarily for personal, family or household purposes; and

- Based in whole or in part on the consumer report, grant, extend or otherwise provides credit to the consumer on material terms that are materially less favorable than the most favorable material terms available to a substantial proportion of consumers from or through your dealership.

*If your customer falls within the above category you will need to send a Risk Based Pricing Notice. To determine whether your customer falls into the category of “materially less favorable” terms requiring a Notice Requirement, the act provides various methods of calculating the material terms including:*

- **Credit Score Proxy:** Where the Dealer must determine the credit score (hereafter referred to as the “cutoff score”) that represents the point at which approximately 40 percent of the consumers to whom it grants, extends or provides credit have higher credit scores and approximately 60 percent of the consumers to whom it grants, extends or provides credit have lower credit scores; and then providing a risk-based pricing notice to each consumer to whom it grants, extends or provides credit whose credit score is lower than the cutoff score.
- **Tiered pricing method:** A motor vehicle Dealer that sets the material terms of credit granted, extended or provided to a consumer by placing the consumer within one of a discrete number of pricing tiers for a specific type of credit product, based in whole or in part on a consumer report, should provide a risk-based pricing notice to each consumer who is not placed within the top pricing tier or tiers.

*A Dealer must provide a copy of the Risk Based Pricing before consummation of the transaction, but not earlier than the time the decision to approve an application for or a grant, extension or other provision of credit. The best practice is to provide the notice while preparing the paperwork, but before the final Retail Installment Contract is presented to the customer.*

*The Notice must be clear and conspicuous and include a number of items such as:*

- A statement that a consumer report (or credit report) includes information about the consumer’s credit history and the type of information included in that history; the terms offered, such as the annual percentage rate, have been set based on information from a consumer report;

- The Notice must state that the terms offered may be less favorable than the terms offered to consumers with better credit histories;
- A statement that the consumer is encouraged to verify the accuracy of the information contained in the consumer report and has the right to dispute any inaccurate information in the report; the identity of each consumer reporting agency that furnished a consumer report used in the credit decision; and also that the federal law gives the consumer the right to obtain a copy of a consumer report from the consumer reporting agency or agencies identified in the notice without charge for 60 days after receipt of the notice, and also providing how to obtain a consumer report from the consumer reporting agency or agencies identified in the notice and providing contact information (including a toll-free telephone number, where applicable) specified by the consumer reporting agency or agencies;
- The Notice needs to include that a credit score is a number that takes into account information in a consumer report, that the consumer’s credit score was used to set the terms of credit offered and that a credit score can change over time to reflect changes in the consumer’s credit history; the credit score used by the Dealer in making the credit decision; with the range of possible credit scores under the model used to generate the credit score;
- All of the key factors that adversely affected the credit score, which shall not exceed four key factors, except that if one of the key factors is the number of enquiries made with respect to the consumer report, the number of key factors shall not exceed five;
- The date on which the credit score was created and the name of the consumer reporting agency or other person that provided the credit score.

The easiest way to stay compliant is to use the forms that are provided in the Act itself. These can be found at [eCFR :: 16 CFR Part 640 -- Duties of Creditors Regarding Risk-Based Pricing](#).

While there are some exceptions to the Notice Requirement, best practice is to err on the side of caution and make the Notice part of every financing transaction. This way your dealership will not unintentionally miss a Notice Requirement and your staff will be versed in making the proper disclosures each time. If you would like to read further, here is the link to the statutory language: <https://www.ecfr.gov/current/title-16/chapter-I/subchapter-F/part-640>.

*Ejola Cook, J.D. is the Managing Member of ECook Consulting LLC. Her boutique firm offers full service legal representation in the matters of business, automotive and equine, as well as compliance consulting and training. Ejola is credentialed by the Association of Finance and Insurance Professionals (AFIP) and has lectured nationally on legal and compliance matters affecting the automotive market. She can be reached at [Ejola@ecookconsulting.com](mailto:Ejola@ecookconsulting.com) or by phone, (954) 990-3622.*





## *New FRVTA Chairman Brian Copley Reflects on His Presidency and Offers Insights into His Future*

Now that he's completed his two-year term as FRVTA State President, Copley's RV General Manager Brian Copley has moved to his new position as FRVTA Chairman of the Board. As he looks back on his presidency, he reviews some of the goals he accomplished.

"Anyone who works with me in the FRVTA knows I'm very dealer focused because that's my life and has been for 30+ years, so I wanted to try to help each of the regions. We did that with the extra Go RVing money. I wanted them to be able to spend more on advertising and build one good show each region could hang their hat on every year. We made significant progress on that, but I don't think we're quite there yet.

"I'm very passionate about the government affairs side also, so I wanted to help build the PAC Fund and we did that. I also wanted to help Marc Dunbar [FRVTA Legislative Consultant] accomplish his legislative goals for us because I think he's a huge, valuable asset."

Brian says the accomplishment he's most proud of during his time as president is the way the FRVTA handled the coronavirus. "It was something we had never dealt with before. I feel like we navigated the coronavirus as well as it could have been navigated, and a lot of that was due to Dave [Kelly, FRVTA Executive Director] and our staff, and their attentiveness to our Association."

Brian relates that the most important lesson he learned from being State President was not to be overconfident. "Don't think you know something because the minute you think you've got it figured out something else gets thrown your way. I struggled with this because every day I think like a dealer. I think money. I think sales. It's hard to turn that off, but at times, you have to think like an FRVTA president, which is sometimes empathetic and not all about money. You've got everybody from techs to parts people to suppliers to distributors to salespeople as members. You have to take off that one hat you wear every day and see things from somebody else's point of view. That's probably the hardest thing to do."

Brian says he believes the greatest challenge facing the Florida RV industry is consolidation. He's heard people say that once it's all said and done, there won't be any mom-and-pop dealerships left in Florida. He hopes that's not true, but he concedes that FRVTA could see a lot more consolidation in the future, and the Association's leadership is always concerned about that.

It's also an issue in which Brian's commitment to viewing situations from other perspectives connects with his belief that the FRVTA needs to make advances in communicating its message to those consolidated entities. "Sometimes, the corporate guys aren't boots-on-the-ground here, so they

don't always understand if we're trying to help them or hurt them, so they think of everybody as an "enemy." They're not necessarily seeing our Association as a partner, and what we have to do is find how we can join with them to help them. They're members and we want them to succeed, just like we want everybody to succeed. We've got to get them to drop that shield and I don't think we've quite learned how to do that yet."

Among all the experiences Brian had as State President, he says the one he loved most was working with staff. "They make you look good," he says with a chuckle. "The ladies would call me and ask, 'What are we going to do for...?' whatever the situation was, like picking out gifts or booking hotels. They'd do all the work, lay everything out and I'd just have to point and click, and boy, doesn't that make it easy!"

Brian says his most memorable experience was working with Dave, whom he says communicated very well to the executive committee and to himself personally. "Every decision was a group effort, even though they did the legwork. I was just amazed."

If Brian could serve as state president again, he says he would because he "absolutely loved it." That second time around, though, he says he'd listen more, having learned how important it is for a State President. He explains that he's used to making all decisions at Copley's, but the FRVTA is about the members and executive committee decisions can affect people's bottom lines. "Sometimes, I was quick to make a judgment without listening," admits Brian. "I learned to listen a little better from year one to year two."

As Chairman of the Board, Brian says he'll support new FRVTA State President Ken Loyd and "be there as someone who's passionate about the things I care about in our industry, like the government affairs, the shows, the dealer base – making sure that's strong and well represented. I look forward to working with Ken and making the FRVTA even better than what we did the last two years. I'm going to continue bringing to the table ideas I feel are good and work to help get those adopted."

Drawing on his decades of experience in the FRVTA, Brian offers advice for his fellow members. "Get involved. Many members don't feel like they have the time to do that. If you get involved, most of the other members are going to stick around and see the benefits of the Association and help it grow. We're going to grow by our members, not by any other facet other than to keep producing strong bloodlines of people who are passionate about the RV Industry."

Brian encourages his fellow FRVTA members to "be healthy and happy, and live every day like it's your last because you don't know what's given to you. That's a life lesson and it's more important than any business we could ever do. Hug your family. Kiss your relatives when you see them. Tell everybody you love them."



## 2023 FRVTA SHOW SCHEDULE

### FLORIDA RV SUPERSHOW

January 17 – 22 • Florida State Fairgrounds  
4800 US Highway 301 North • Tampa, FL 33610  
2022 Attendance – 84,600

### FORT MYERS RV SHOW

January 26 – 29 • Lee Civic Center  
11831 Bayshore Road • Fort Myers, FL 33917  
2022 Attendance – 11,471

### JACKSONVILLE RV MEGASHOW

February 9 – 12 • Jacksonville Equestrian Center  
13611 Normandy Blvd. • Jacksonville, FL 32221  
2022 Attendance – 8,854

*Shows Still Being Discussed • Region 2: Spring Show, May*

### WEST PALM BEACH RV SHOW

February 16 – 20 • South Florida Fairgrounds  
9067 Southern Blvd. • West Palm Beach, FL 33411  
2022 Attendance – 7,031

### OCALA RV SHOW

March 2 – 5 • Florida Horse Park  
11008 US Highway 475 South • Ocala, FL 34480  
2022 Attendance – 8,002

### TAMPA BAY SUMMER RV SHOW

June 8 – 11 • Florida State Fairgrounds  
4800 US Highway 301 North • Tampa, FL 33610  
2022 Attendance – 6,854

### RV Industry Sees Lower Shipments As 'Normalization'

As the recreational vehicle industry approaches the end of 2022, the nation's economic malaise and spiking interest rates have caused buyers to tap the brakes on purchasing an RV. The latest data from the RV Industry Association (RVIA) shows year-to-date shipments are down 8.2% compared to the first nine months of 2021. The month of September was especially challenging, as overall wholesale shipments to dealers were down 48.5% compared to September 2021.

But in a recent interview, RVIA spokesperson Monika Geraci called the decline a "normalization" of the industry following record shipments last year.

"Last year was a record setting year, over 600,000 RVs were built in 2021. That was a nearly 20% increase over any previous year," said Geraci. "Our latest forecast shows that we're going to be just shy of 500,000, which will be the third best year on record, right there close to 2017."

RV Industry Association data shows during the first five months of this year, monthly shipments surpassed last year's record-breaking year. But at the mid-point of 2022, as inflation and interest rates surged higher, demand lessened, and so did shipments from manufacturers to dealers.

"The macroeconomic issues are not great, particularly inflation," said Geraci. "But what we know is that RV travel is a more economical way to travel."

Looking to the year ahead, RVIA expects a further decline in wholesale shipments. A quarterly industry forecast, conducted by ITR Economics, puts the estimate at 419,000 units in 2023. If realized, that would be a 16% decline from the projected 2022 total.

"We're expecting to see these monthly shipments be a little bit lower, like we've seen on the back half of this year. And then we expect it to pick back up," Geraci said. – *RVIA News & Industry Insights Nov. 10*



### Thank You!

*Just a quick note from Jack and Alene Carver, your longtime newsletter editor and designer. After serving the Florida RV Trade Association for 37 years, we are retiring from providing you with the latest and most interesting RV-related news available.*

*It has been our greatest pleasure to offer various membership profiles, interesting insights from the national RV associations (RVIA and RVEDA) and to inform members about the many shows, programs/events and business-related articles all designed to inform you and assist your business' growth.*

*Our company, Associates in Professional Marketing, Inc., will officially close its doors a year from now on December 31, 2023. If you have any comments or questions, you can reach Jack at [jcarverj@embarqmail.com](mailto:jcarverj@embarqmail.com) or (239) 482-6006.*

*We have been proud to have worked closely with so many FRVTA members over the years and will certainly cherish our many friendships and activities. As the song goes, "Thanks for the Memories!"*



## NEW MEMBERS

### ALL AMERICAN BONDS & INSURANCE, LLC

Eric Link  
7224 Sandscope Ct, Ste 7  
Winter Park, FL 32792-6903  
PH: 844-321-2663  
Website: [www.quickerbonds.com](http://www.quickerbonds.com)  
Email: [garageins@quickerbonds.com](mailto:garageins@quickerbonds.com)  
Insurance, Region 4

### BRAXTON CREEK RV, LLC

Glenn Miller  
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PH: 260-768-7932  
Website: [www.braxtoncreek.com](http://www.braxtoncreek.com)  
Email: [gmliller@braxtoncreek.com](mailto:gmliller@braxtoncreek.com)  
Manufacturer, Region 10

### CS MOBILE RV REPAIR LLC

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Website: [www.csmobilervrepair.com](http://www.csmobilervrepair.com)  
Email: [charles.sutton@csmobilervrepair.com](mailto:charles.sutton@csmobilervrepair.com)  
Repair, Region 7

### FIRST INTERNET BANK OF INDIANA

Matt Schad  
8701 E 116th St  
Fishers, IN 46038-3225  
PH: 317-532-7900  
Toll Free: 888-873-3424  
Website: [www.firstib.com](http://www.firstib.com)  
Email: [bank@firstib.com](mailto:bank@firstib.com)  
Finance, Region 10

### GRECH MOTORS INC

AJ Thurber  
6915 Arlington Ave  
Riverside, CA 92524-1905  
PH: 951-688-8367  
Toll Free: 855-994-7324  
Website: [www.grechrv.com](http://www.grechrv.com)  
Email: [sales@grechrv.com](mailto:sales@grechrv.com)  
Manufacturer, Region 10

### LEAF FILTER GUTTER PROTECTION

Wayne Strebler  
1595 Georgetown Rd  
Hudson, OH 44236-4055  
Toll Free: 800-726-7703  
Website: [www.leafilter.com](http://www.leafilter.com)  
Email: [events@leafilter.com](mailto:events@leafilter.com)  
Supplier, Region 10

### MORGAN IMPORTS LLC

Scott Morgan  
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Danville, VA 24540-0368  
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Website: [www.thechillingspot.com](http://www.thechillingspot.com)  
Email: [orders@morganimportsllc.com](mailto:orders@morganimportsllc.com)  
Supplier, Region 10

### PROTECTIVE APD

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Email: [bill.koster@protective.com](mailto:bill.koster@protective.com)  
Insurance, Region 10

### SHOPPFLIX, LLC

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Website: [www.multisany.com](http://www.multisany.com)  
Email: [ricardo.nascimento@shop-pflix.com](mailto:ricardo.nascimento@shop-pflix.com)  
Supplier, Region 4

### THE TIDES RV RESORT

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Campground, Region 1

### YACHT HAVEN PARK & MARINA

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Toll Free: 800-581-2322  
Website: [www.yachthavenpark.com](http://www.yachthavenpark.com)  
Email: [yachthavenresort@kwpmc.com](mailto:yachthavenresort@kwpmc.com)  
Campground, Region 2

*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](mailto:davekelly@frvta.org) in the State Office.*

## REMEMBER TO REGISTER FOR INDUSTRY DAY!



### RV Industry Day will be Tuesday, January 17 from 10am-4pm

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

## MEETING DATES



- Region 1 • December 1 • Twin Isles Country Club • 301 Madrid Blvd • Punta Gorda
- Region 2 • December 14 • Duffy's Sports Grill • 11588 US-1 • North Palm Beach
- Region 3 • December 13 • Sheraton Hotel • 10221 Princess Palm Ave • Tampa
- Region 4 • NO MEETING • Gochi Japanese Kitchen • 14195 W Colonial Dr • Winter Garden
- Region 5 • December 20 • ZOOM Meeting (to be scheduled)
- Region 6 • December 20 • Bonefish Grill - 10950 San Jose Blvd • Jacksonville
- Region 7 • December 20 • Braised Onion • 754 NE 25th Ave • Ocala

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