

FRVTA News



FEBRUARY 2020

MONTHLY NEWS CONCERNING
FLORIDA'S RECREATION VEHICLE INDUSTRY



Celebrating 35 years of showcasing the best the national RV Industry has to offer, the 35th Annual RV SuperShow opened to throngs of interested RVers from throughout the nation seeking the latest and greatest innovations to make their roadway adventures fun and exciting.

Using the theme of “On the Road, Off the Grid,” the Florida RV SuperShow again attracted a record opening crowd of just under 19,500 attendees. In fact, over the show’s five-day-run a total of **74,861 attendees** were registered, marking another new record for show attendees. This is about 600 more than last year’s record attendance.

Records need to be broken and Florida RV Trade Association’s (FRVTA) Marketing Director Dave Kelly said that with heightened consumer interest in the RV Lifestyle he anticipated another huge turnout at this year’s mega-event. “For much of the first few days, it was shoulder-to-shoulder throughout the grounds,” he exclaimed.

Noting that Florida’s winter season attracts RVers from throughout the nation, Dave said that with virtually every RV brand on display, if someone was seeking anything that has to do with RVing the RV SuperShow was the place to be.

“With the increased dealer interest and participation in the fall ‘Open House’ held in Elkhart, Indiana, the SuperShow is now the focal point for the public and other industry members to see all the new products RV Manufacturers are offering for 2020,” Dave continued.

With fantastic Florida winter weather, the annual event started a new decade of RV excitement as most of the nation’s RV Industry was represented featuring everything from multi-million dollar diesel pushers, gas motorhomes, to travel trailers and fifth wheels, a huge variety of Class B vans, park models and even small folding campers.

“We sold out of both manufacturer and vendor space by early fall,” explained FRVTA Show Director Lesa Colvin. “We started a waiting list, but with over 400 confirmed vendors many unfortunately did not make it this season.”

The mega-RV event with over 1500 RVs opened to industry insiders during Industry Day on Tuesday, January 14. FRVTA staff welcomed all industry-based attendees with free coffee and donuts in the morning with a variety of free sandwiches at lunch. “Everyone was very excited and they expected a very big show,” Dave said.

“Our fall shows staged throughout Florida were very successful, so we had high expectations that this event should do even better,” the longtime marketing director detailed. “This year we had over 400 indoor exhibitors with every type of product imaginable as well as 78 RV manufacturers that featured the latest 2020 high-tech innovations and designs, so there was something for everyone.”

And that something included loads of free entertainment from clowns and unicycle riders to barbershop quartets and bagpipe bands.

To keep the public up-to-date on the ever-changing RV trends and issues, RV Lifestyle seminars were presented daily and featured “RVing 101: What You Will Need to Know,” “Full Time & Extended RV Travel” and other topics such as nomadic living, weight and tire issues, and guided RV tours.

FRVTA Executive Director Lance Wilson and recent RV/MH Heritage Foundation Hall of Fame inductee said he was very pleased with the turnout and believes the overall response was due to the increased public interest in



continued on page 3

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PRESIDENT'S MESSAGE...

Another Super Show!

Maybe I appreciate the Tampa SuperShow a little extra because I've worked it for so many years and know how much effort it takes to create a successful event. The public only sees it for five days, but the rest of us know the months of planning, the multiple days of set-up, the many days of cleanup and the months of follow-up activity afterwards.

This was another record-breaking year for show attendance, and it sounds like participating manufacturers, dealers and suppliers were very pleased with the number of buyers that attended.

As always, our annual Tampa event is the barometer the national RV Industry looks at as an indicator for the coming year. If that's the case, all indications are we're looking at another strong year for our industry!

It's very satisfying when manufacturers, dealers, suppliers, rally-goers and customers leave the show happy. But none of this happens if it weren't for the FRVTA staff and volunteers who make this happen.

They always make it look easy, but I assure you, it is not. We are very fortunate to have a dedicated staff that has been together for a very long time, along with many of the volunteers who return every year.

Each year presents new challenges for our staff—from resetting the spaces, to legal issues, to working with new security...and on and on. And every year our staff meets the challenges and creates another amazingly successful show.

I want to take this opportunity to thank Lance and the dedicated FRVTA staff for making a very difficult job look easy, because I know all the heart and hustle that goes into it. And I also want to thank YOU, our valued members, for your support of this Association that works so hard on your behalf.

May 2020 be another prosperous year for our industry and your business!

ROB COCHRAN
FRVTA State President



FLORIDA RV SUPERSHOW

CONTINUED FROM PAGE 1

seeing all what the nation has to offer through its various national parks, attractions and other interesting venues.

“Opening day was absolutely perfect,” Lance said. “We couldn’t have asked for better weather—sunny in the low 80s. The crowd was overwhelming and was very steady throughout opening day. Both manufacturers and dealers were very positive and not a single negative comment was received.”

To accommodate the crush of visitors to the show, the FRVTA once again offered its two-day pass so attendees could see everything at no additional cost. A free shuttle service within the SuperShow carried visitors from exhibit to exhibit so nothing was missed.

Returning this year was the well-received and heavily used interactive show map that allowed exhibitors to highlight their location in the show and then send that information to prospective clients. This interactive map was available on the FRVTA app so attendees could use the map on their mobile devices while at the show.

Using the “I Am Here” feature of the map, exhibitors spotlighted their location and then forwarded it to attendees. Attendees were also able to search the map by company name or product category.

“This interactive feature allowed show attendees to seek out exactly what they wanted to see and made attending the SuperShow much easier,” Lesa explained. “We wanted exhibitors to download the app and use with the show map so they could generate more sales leads.”

“The economy certainly is on an up swing, fuel prices are low and stable, and Baby Boomers continue to retire in ever greater numbers,” said Lance. “All this has provided the RV Industry with a golden opportunity to attract these folks.

“There’s no question about it. Everything’s moving in the right direction,” Lance continued. “I’m hearing a lot of positivity out there and the SuperShow certainly is a bellwether for the national RV



Industry.”

To attract the massive crowds for this year’s event, Dave continued the strategy of expanding into non-traditional media including the use of online social marketing with emails, daily blogs, photos and show updates. Of course, he combined online marketing with traditional media, such as television, radio and print, to make sure all potential consumers were aware of the RV SuperShow.

As expected, attendees were treated to loads of new product offerings from a variety of manufacturers, including Alliance RV, which was founded just this past summer by several industry veterans. Introducing their new Paradigm fifth wheel, the unit comes in two different models and features an aluminum-caged box with a fiberglass cap and PVC roof membrane. It targets the three-quarter to one-ton tow vehicle market and is priced from the low \$80,000s to the mid \$90,000s depending on options selected. Three air conditioners are standard for increased efficiency as well as featuring reinforced holding tanks.

Thor Motor Coach (TMC) also showcased more than 80 motorhomes with fresh floorplans and new features, including the new Tellaro Class B van. Featuring a compact design, the Tellaro offers two different floor plans and caters to those who seek the RV Lifestyle but who don’t want to operate a much larger Class A motorhome. Options include the new Mastervolt lithium battery technology and a retractable pop-top with a Sky Bunk.

Thor also outfitted its Venetian Class A diesel pusher with a new floorplan. Shown to the public for the first time, the new floorplan offers dual vanities in the rear master in-suite bathroom, a king-sized bed and an electric fireplace. A sofa bed and Dream Dinette booth round out interior features. It is built on a Freightliner chassis with an Atlas Foundation that promises a smooth ride. Other units with new floorplans from Thor featured at the RV SuperShow include the A.C.E, Axis, Compass, Gemini and Vegas.

Canadian-based Pleasure-Way also debuted their new Ontour 2.0 van camper. Built on a Ford Transit 2500 chassis, the Ontour 2.0 features a fuel-

continued on page 4

FLORIDA RV SUPERSHOW

CONTINUED FROM PAGE 3

efficient 3.5L EcoBoost engine to push the 19'8" long camper. With an estimated 16mpg highway rating, the Ontour offers a huge 78" of interior headroom, an enormous rear bed, refrigerator, lithium coach batteries and a 200-watt solar package all perfect for an "On the Road, Off the Grid" camping adventure.

Winnebago Industries also profiled their moves to make camping and outdoor adventures available to all with their showcasing of three "Accessibility Enhanced" (AE) Class A motorhomes. According to Winnebago's Specialty Vehicle Sales Representative Sonya Kobriger, the manufacturer has built AE units for the past decade and has now standardized the most requested features into their coaches' floor plans thereby allowing everyone to enjoy the RV Lifestyle.

The gas-powered 30-foot Intent offers a platform wheelchair lift capable of lifting 800 pounds that is located to the rear of the coach. Power swing doors, an expanded hallway and toilet area, and a large roll-in shower with an assist bar round out some of the AE offerings. The 31-foot gas powered Adventurer provides similar capabilities, but is larger in size with more amenities such as an electric adjustable queen bed and additional assist bars. The wheelchair lift in this coach is located in the middle of the unit, so the interior layout differs from the Intent. Both coaches feature two slide-outs.

Winnebago also displayed the mid-level Forza a diesel pusher coach that has been modified to accommodate a power wheelchair lift. Built on a Freightliner



XCS chassis, the Forza has a 340hp engine that provides the unit with a smooth and powerful ride. It offers similar AE features to its gas-powered cousins.

Not to be outdone, high-end manufacturer Foretravel Motorcoach showcased its newly redesigned Realm Presidential Series. Built on Spartan's K4 605 chassis for stability and maneuverability, the Realm boasts a 20,000lb independent front suspension, a Cummins 605hp diesel engine, an Eaton VORAD Blindspotter radar system for forward and side blind views, and an auto alignment back-up system. A variety of floor plans, color schemes and luxury options you would expect round out this redesigned coach.

Besides all the display coaches, over 800 RVers and their units attended the Super Rally held at the fairgrounds in conjunction with the show. Celebrating its 33rd year, rally attendees were treated to free show attendance every day, free coffee and donuts each morning, free seminars and a variety of entertainment options at night.

As we move into the new Roaring '20s decade and the RV Industry continues it's record growth, what new products, designs and comforts will be offered in the coming years? Mark your calendars now to attend the 36th Annual RV SuperShow, returning to Tampa's Florida State Fairgrounds, with Industry Day set for Tuesday, January 12 and public days running January 13 to 17, 2021.

For more information, contact the FRVTA State Office at (813) 741-0488 or visit our website www.frvta.org.



2020 FRVTA SHOW SCHEDULE

Jacksonville RV Show

FEBRUARY 6 - 9 • Jacksonville Equestrian Center
13611 Normandy Blvd • Jacksonville, FL 32221

West Palm Beach RV Show

FEBRUARY 20 - 23 • South Florida Fairgrounds
9067 Southern Blvd • West Palm Beach, FL 33411

Central Florida RV Show

FEBRUARY 20 - 23 • Volusia County Fairgrounds
3150 E New York Ave • DeLand, FL 32724

Ocala RV Show

FEBRUARY 27 - MARCH 1 • Florida Horse Park
11008 US Highway 475 South • Ocala, FL 34480

SuperSaver RV Show

MARCH 25 - 30 • CenturyLink-Lee Co. Sports Complex
14400 Ben Pratt Six Mile Cypress Pkwy • Ft. Myers, FL 33912

Tampa Bay Summer RV Show

JUNE 18 - 21 • Florida State Fairgrounds
4800 US Highway 301 North • Tampa, FL 33610



TRAINING NEWS • by Veronica Rivera, Training Director

A Variety of Training Opportunities Available!

How many times have you said to yourself “If I only had the time, I would learn more about _____” to enhance your work performance? Well, this year don’t let time slip! We are making great strides to offer all

FRVTA Dealer members the newest training program from RVTI in 2020.

As you know, all techs that completed their registration paperwork before December 31, 2019 and paid for the cost of their exam by January 1, 2020 had the opportunity to sit for the old RVDA/RVIA certification test.

If you did not follow this training path to certification, do not worry! Continuous training and develop courses are at your fingertips via the Distance

Learning Network (DLN).

We offer Advanced Manufacturer-Specific classes in the following areas: Kwikkee RV Steps, Atwood Water Heaters, Aqua Hot Water Heaters – Annual Maintenance, Aqua Hot – Webasto Burner, RV Lemon Law, Coleman-Mach 8 Slim Line Heat Pump AC, Suburban Cooking Products, Suburban Furnace, Dometic Furnace, Micro-Air and RV WFCO Power Source. Many additional training topics will be offered in the coming months of 2020.



Our goal is to keep our Florida-based technicians moving forward in the RV Industry. Building a technician’s knowledge not only improves their efficiency and effectiveness, it also improves the service department at the dealership level.

If you have any questions regarding training, please feel free to contact me at (813) 702-1113.

RV Technical Institute Welcomes First Class of Students To Elkhart

For the first time, students arrived in Elkhart, Ind., earlier this past January at the new **RV Technical Institute** where they began an 8-week long course covering the new Level 1 RV technician curriculum and a pilot of the Level 2 curriculum. The class of 25 students wasted no time on day one as they began their hands-on training at the campus.

A diverse mix of current RV technicians all looking to become certified as well as people new to the RV Industry in search of better career opportunities made up the inaugural class. Participants range from those just entering the workforce to retirees looking to fill the need for technicians who can repair RVs in campgrounds. The program is rounded out by a number of women, including a new mom, who are taking advantage of the opportunity to expand their skills and job prospects through the training program.

“It is very rewarding to be hosting our first class,” said RV Technical Institute Executive Director Curt Hemmeler. “The entire RV Industry deserves a lot of credit for the support they have shown to the RV Technical Institute, which made this possible. Particularly, the manufacturers and suppliers who provided products for the hands-on

training and the dealers who sent their staff to take part in this pilot class.”

About half of the students come from dealerships across the country who have shown their commitment to addressing repair event cycle time and providing a high level of service to their customers by sending their technicians to take part in this class.



“This is an exciting week for everyone who has been involved in taking the RV Technical Institute from a concept to reality,” said RV Technical Institute Senior Director of Education Sharonne Lee. “Especially those who have been involved in developing the new curriculum. This is the first time the new Level 2 curriculum has been delivered in a consecutive 8-week session. We look forward to what we will learn from this group of students as we finalize the curriculum.”

A cornerstone of the new RV Technical Institute curriculum is its hands-on training. In just the first two days of Level 1, students learned the basics of propane and electrical. These practical trainings would not be possible without the support of companies like Grand Design and Forest River who provided RVs, as well as the many suppliers who provided RV components for use by the Institute’s instructors and students.—RVIA

LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

Government in Action is Moving Forward



The effect of government action on your business in Florida cannot be understated. Each year, multiple bills come before the legislature that deal with issues ranging from vehicle registration, taxes, economic incentives and deregulation all that could greatly impact your business. Your team in Tallahassee is closely monitoring these as well as actively engaging in Governor and Leadership priorities like infrastructure, environment and to maintain vital funding for Visit Florida.

The official start of the 60-day session was January 14, 2020. Over 3000 bills in total have been filed, including almost 1500 general bills. To be considered by the Governor to become law, each bill will have to pass their committee stops and then pass on both chamber floors by the close of session on March 13th. Likely, just over 10% of general bills will become law.

Below are two issues of great importance to Florida's RV Industry and its enthusiasts that currently are moving through the above-described process.

The recent changes to the LP license classifications have created costly and difficult barriers to many of those in the Association. HB 343 and its Senate companion, SB 422, makes some simple changes to restore the ability for those RV technicians to focus on the RV-specific training and testing, rather than the generic standards. We continue to work with the Department of Agriculture and Consumer Services as well as the Florida Propane Gas Association to ensure we eliminate the additional broader

and lengthier requirement for our technicians. Sen. Perry and Rep. Fetterhoff are two great champions to help get this remedy through.

The HB 775, and its companion, SB 772, addresses multiple issues related to RV parks and campgrounds. Rep. Brad Drake and Sen. Travis Hutson are the two sponsors shepherding these efforts. Many of the provisions clarify the standards related to unclaimed property, refusal of service, or ejection off the property to align with hotel or entertainment park standards. This will assist law enforcement or others to apply the appropriate rights and standards to operators as well as visitors of parks and campgrounds.

The bill also allows a park to rebuild after being significantly damaged by nature to the same density standards as the initial, valid DOH permit. This will help quicken the process for these parks to reopen after damage sustained from a storm event. This language does not limit the regulation of uniform fire safety standards, but does supersede any local regulation in an attempt to alter lot size or density as determined by the DOH issued permit held by the operator.

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. Choosing not to become involved leaves the door open for other groups and interests to control vital aspects of your business. Every contribution to the PAC assists in influencing important political decisions and helps us further the goals of our members.



RV Dealer Optimism Rises for 2020

RV dealer optimism was on the upswing in late fall as retailers continued shrinking their inventories and looked forward to a good 2020, according to Robert W. Baird & Co., the Milwaukee-based investment firm that surveyed dealers in partnership with RVDA.

About half of dealers still believe their inventories of new towable and motorized units are too high, but they're beginning to feel the worst is over and were more upbeat about the future. Baird's dealer sentiment index showed optimism has risen sharply after a slump last summer. And retailers' outlook for the next three to five years also rose sharply.

-RV Executive Today



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

Compliance Check 2020

When looking back at 2019 you should be able to immediately identify your successes and some setbacks you want to avoid this coming year. From that perspective, you will be better positioned to set goals to achieve greater financial milestones in 2020 while taking steps to lessen the potential for

setbacks, such as regulatory action against your dealership or encounters with plaintiffs' attorneys.

With the latter in mind, I'll review some of the compliance responsibilities you have as a dealer. Although this "compliance checklist" is daunting, it does not address all your compliance responsibilities. So, let's begin:

1. Maintaining Data Security and Protecting Customer Nonpublic Personal Information

2. Gramm-Leach-Bliley Act and Safeguards Rule – Do you have a written plan to protect customer information? Do you regularly train your employees? Do you review your written policies and procedures at least once every year? Is access to customer information restricted only to those persons with a "business reason to know"?

3. Florida Information Protection Act of 2014 – Do you know what to do if 500 or more customers' information is breached?

4. Red Flags Rule – Do you have written procedures in place to prevent, detect and mitigate identity theft? Do you regularly train your employees? Are your business managers requiring documentation to overcome high identity theft risk scores? Are they asking the out-of-wallet questions and documenting the responses?

5. Are you applying for title and registration on behalf of customers within 30 days of sale or delivery?

6. Office of Foreign Assets Control (OFAC) – Do you check all buyers' and co-buyers' names against the list of Specially Designated Nationals and Blocked Persons on every sale? When a purchase is made in the name of a company, do you also check the company name against the list? When selling wholesale to other dealers are you checking the dealer representative and the dealership name against the list?

7. Regulations M and Z – Do you follow all federal requirements concerning financing and leasing?

8. Used Car Rule – Are you using only the new version of the Buyers Guides on those motorized units that fall under the Used Car Rule?

9. Disposal Rule – Do you properly dispose of all documents containing customer nonpublic personal information?

10. Adverse Action Notices – Are you providing these notices to customers when you are making lending decisions resulting in the refusal of credit to a customer or the granting of credit on different terms than the customer requested?

11. IRS Form 8300 Cash Reporting – Are you following all the requirements for reporting cash transactions over \$10,000 and are you submitting reports to the IRS and Florida Department of Revenue in a timely manner?

12. Wage and Hour Laws – Are you paying salaried employees the minimum amount required based on the latest Department of Labor requirements?

13. ADA Compliant Website – Is your website ADA compliant? Although the law does not require your website to be ADA compliant, in Florida the Federal Southern District has held that a place of public accommodation's website is required to be ADA compliant if the website is a "nexus" to the place of public accommodation. *Gil v. Winn Dixie Stores, Inc.* Please check with your attorney.

14. Forms – Are you using all of the required forms and disclosures in your deals?

15. Do you know how you are affected and must comply with:

- Magnusson-Moss Warranty Act;
- Americans with Disabilities Act (ADA);
- Occupational Safety and Health Administration (OSHA) Requirements;
- Equal Credit Opportunity Act;
- Fair Credit Reporting Act;
- Credit Practices Rule;
- Telemarketing Sales Rule;
- Truth in Advertising laws;
- Telephone Consumer Protection Act (TCPA);
- Family Medical Leave Act (FMLA); etc.?

16. Are you aware of the latest county local discretionary sales surtax rates? Are you charging the correct rates based on county in which the unit will be registered?

17. Are you aware of the latest state sales tax rates and are you charging out-of-state customers the correct sales tax when they take delivery from your store?

18. Are all of your licenses current?

- Dealer license;
- Motor Vehicle Retail Installment Sellers license;
- Automotive Repair license;
- GAP insurance (credit insurance) sales license;
- Motor Vehicle Service Agreement Sellers license;
- City and/or county business licenses; and
- Other licenses?

19. Are you complying with the Military Lending Act (MLA) by not selling credit insurance products (e.g., GAP) to active service members and their dependents without calculating the Military Annual Percentage Rate (MAPR) and making other disclosures?

This is a lot to ponder! But now is a good time to review your policies and procedures to ensure you are in compliance in 2020.

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 recently became 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 or by phone at (727) 623-9075. You may visit his website at www.TheAICE.com.



RVIA President Kirby Recounts Highlights from 2019

*Editor's Note:
The following is a message from RV Industry Association (RVIA) President Craig Kirby offering an update on the industry and highlights from 2019.*

As 2019 comes to a close, I want to thank you for your support of the RV Industry Association and your confidence in allowing me to lead your organization. More members than ever are connecting with the Association and understanding the impact our core programs have on their business. Your dedication allows us to serve collectively on your behalf, promoting and protecting the RV industry for future generations.

Over the course of 2019 there have been many reports of caution in the U.S. economy, often pointing to RV shipments as a cause for concern. The fact is, our industry continues to perform at an extraordinarily high level and 2019 is projected to end as our fourth best year ever on record, beating both the 30-year and 10-year averages for shipments. We are all blessed to be part of a \$114 billion dollar industry and there is so much to be excited about looking ahead.

For now, this is a time for celebration of the work you all do to provide millions of Americans the opportunity to share in the outdoors and create lifelong memories with friends and family. I want to take some time to reflect on our association's many accomplishments from this past year and the progress we continue to make together. The list that follows is not meant to be comprehensive, but rather highlight a few of the many great things from our signature programs that have helped propel the industry forward:

Go RVing

- Featured sponsor of Toy Story 4, a film centered on family RV travel, which grossed over \$1 billion worldwide.
- Delivered 1.1B digital media impressions and a 24% increase year over year.
- Launched the Kickoff to Camping season featuring

significant recognition in major media outlets, including MotorTrend TV, Sports Illustrated, Outside Magazine and the Ellen Show.

Government Affairs

- Successfully lobbied the U.S. Trade Representative for approval of our petition to grant duty-free treatment of lauan by adding it back into the Generalized System of Preferences (GSP) trade program, saving the RV industry \$1 million per month.
- Released updated study showing \$114 billion of economic impact of the RV industry.
- Currently holding leadership positions at the Outdoor Recreation Roundtable (ORR), allowing the Association to drive policy initiatives focused on campground modernization, including the largest National Park Service (NPS) campground modernization and rehabilitation project in decades.

RV Technical Institute

- Completed a new RV Service technician career path curriculum for the first time since 2014.
- Created the first authorized licensed partners to assist in the delivery of the new curriculum.
- Purchased, renovated, and launched a brand-new RV Technical Institute training facility in Elkhart, Ind.

Standards

- Published the 2019 edition of the ANSI/RVIA EXTLAD-1 Recommended Practice Laboratory Test Procedures for Exterior Ladders, ANSI/UPA-1 Uniform Plan Approval for Recreational Vehicles Standard and Low Voltage Connector Recommended Best Practice.
- Hosted workplace safety seminars for plant personnel and management.
- Published training videos on plumbing drainage, electrical ground continuity, electrical box sizing and bonding of the propane system.

As we turn the calendar page to a new year, I'll be working with the Executive Committee and the board on strategic planning and doing my utmost to ensure that our goals are advanced across all of the RV Industry Association's programs. -RVIA



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Service, Region 2

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VASAYO

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WYNSUM ENTERPRISES

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Service, Region 7

MEETING DATES

- Region 1 • No Meeting • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda*
Region 2 • February 12 • PGA National Resort • Palm Terrace Room, 400 Avenue of the Champions
• Palm Beach Gardens
Region 3 • No Meeting • Westshore Grand • 4860 W Kennedy Blvd • Tampa
Region 4 • No Meeting • Tony Roma's • 8560 International Dr • Orlando
Region 5 • No Meeting • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin
Region 6 • February 18 • Bonefish Grill • 10950 San Jose Blvd • Jacksonville
Region 7 • February 25 • Braised Onion • 754 NE 25th Ave • Ocala

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

