



FRVTA news

MONTHLY NEWS CONCERNING FLORIDA'S RECREATION VEHICLE INDUSTRY

The Florida RV Trade Association is again looking for record crowds at the 33rd Annual Florida RV SuperShow at the Florida State Fairgrounds in Tampa January 17-21. Last year the RV SuperShow saw record attendance of 70,528, which topped the previous year by more than 7,500.



"What we are hearing and from what they did at the Hershey Show and at several of our fall shows in Florida, we are anticipating huge crowds this year," detailed FRVTA Marketing Director Dave Kelly

That, of course, depends on Mother Nature. "We're so dependent on weather conditions. If we get good weather, we'll hit those numbers easily," said FRVTA Executive Director Lance Wilson. "We believe the strength the RV Industry showed throughout 2017 bodes well for the RV SuperShow and the industry as a whole going into 2018.

"There's no question about it," Wilson said. "Everything's moving in the right direction. There's a lot of positivity out there."

With more than 1 million square feet of show space, FRVTA show staff anticipates that over 1,500 RVs will be on display and about 450 vendors will offer a variety of services, equipment and supplies. A free shuttle service inside the SuperShow will carry visitors from exhibit to exhibit.

The theme of the 2018 Florida RV SuperShow is "Wherever You Roam, You're Always at Home". The interest in outdoor recreation is at an all-time high and the phrase "Wherever You Roam, You're Always at Home" 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!

RV Industry Day will be Tuesday, January 16 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 at www.FRVTA.org or contact the FRVTA State Office for more information.

"RV Manufacturers love to come to the show because of its timing," Wilson said. "The public is there and there are a lot of sales made. In fact, the RV SuperShow gives manufacturers an idea of what to look for in the upcoming spring and the end of summer as far as what kind of sales are going to take place," Lance added. "It's kind of a bellwether for the industry."

Besides the display coaches, about 800 RVers are expected to attend the Super Rally at the fairgrounds held in conjunction with the show. Now celebrating its 31st year, rally attendees are provided with free attendance every day of the show, free coffee and donuts each morning, free seminars and a variety of entertainment options during evening hours.

Seminars are presented throughout the day at the SuperShow making it easy to attend the ones you want to see. National RV Writer Bob Marx hosts two seminars daily. "RVing 101" helps you decide which RV is right for your particular lifestyle and "Full Time & Extended RV Travel" explains how RV travelers deal with banking, bill paying, telephone communications, e-mail, mail forwarding, medical care and other concerns while on the road for extended periods of time. Additional seminars include Basic RV Maintenance, Weight and Tire Issues, and Helping Habitat for Humanity While you Travel.

"We did some tweaking on the seminars and entertainment a little bit," Kelly explained. "And we also renewed the two-day pass so the public will have two full days to see everything at no additional cost."

For more information on the 2018 Florida RV SuperShow contact the Florida RV Trade Association at 10510 Gibsonton Drive, Riverview, Florida 33578, (813) 741-0488, or visit our web-site at www.FRVTA.org.





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IacoNOTES...

As our busy show season gets underway, I would like to thank everyone who makes it happen and wish you all a successful selling season!

I saw this in a LIVE WELL–WORK WELL newsletter published by Zywave Inc. I thought it was well written and want to share it:

NEW YEAR'S RESOLUTIONS–“According to research, only eight percent of the people who make New Year’s resolutions actually achieve them. This could be due to people setting unrealistic goals or setting no goals at all. If you want to make a resolution in the New Year and actually stick to it, consider setting a SMART goal—one that is Specific, Measurable, Attainable, Realistic and Timely.

For example, let’s say your goal is that you would like to take three exercise classes per week for 60 days. If you achieve your goal at the end of the 60-day period, you should reward yourself with something worthwhile. Then, keep your original goal going with consecutive SMART goals after you complete one. Remember that when you set your SMART goal you should determine your reward then, as well. That way when you are five weeks in and tempted to throw in the towel, you can set your sights on the specific reward and remind yourself how close you are to getting it!

S-Be Specific. Specific resolutions make them more concrete and exciting. General resolutions are static and lack inspiration.

M-Make them Measurable. Determine benchmarks against which you can determine progress. Without measurable benchmarks you can’t gauge progress and may not feel motivated to continue.

A-Make them Attainable. Choose resolutions that are important to you and actually inspire to take action.

R-Be Realistic. You must be willing and able to work toward something concrete. Set yourself up for success with a resolution you are able to achieve.

T-Be Timely. Identify a solid start and finish. Without that, you will have no sense of urgency to accomplish your goal.

Let me know how it goes in achieving your New Year’s Resolution SMART goals.

Until next time...

NELDA IACONO
FRVTA PRESIDENT

START THE NEW YEAR WITH HEALTHY EATING GUIDELINES

From “In Defense of Food” by best-selling author Michael Pollan as printed in WGCU Public Media’s Expressions magazine.

- Pay more, eat less. Yes, quality food costs more. You’re worth it!
- Eat meals. A study shows among adult Americans, a fifth of all eating takes place in the car.
- Cook, and if you can, plant a garden. This way you know what’s in the food and how it’s grown.
- Don’t eat anything your great-grandmother wouldn’t recognize as food.
- Don’t eat anything that makes health claims on the package. Truly healthy food doesn’t need to.
- Don’t eat things with unpronounceable ingredients or high-fructose corn syrup.
- Eat more leaves. We have the seeds part down, but we’re missing nutrients in leaves.
- You are what you eat eats, too. Follow that?
- Eat more like the French, the Japanese, the Indians or the Greeks. Avoid the “Western diet.”
- Don’t get your fuel from the same place your car does!

FRVTA BOARD MEETS IN TAMPA

The FRVTA Board of Directors held their quarterly meeting at the Embassy Suites in Brandon.

The following items and subjects were discussed:

- The Board thanked Show Director Lesa Colvin and Marketing Director Dave Kelly Friday evening at the Holiday Dinner for their 30 years of service to the Florida RV Trade Association. Both were presented with leather jackets for their "30 Years of Exceptional Service."

- On the recommendation from the PR Committee, FRVTA will create an app for the Association. The app will be consumer based to allow them to locate members, campgrounds and other items like gas stations and service centers. The app should be up and running in time for the 2018 RV SuperShow. The app will be promoted on billboards next year thru the FOAA Public Service Campaign.

- The Education Committee has moved the Tech Training Platform to Florida Community College. The re-filming is complete and the new versions are already in the program library. Over 2,000 techs nationwide are currently using the FRVTA Program. The committee is still working with State Colleges to offer testing on a local basis. Also looking into Virtual Reality (VR) as an option for training.



- The Government Affairs Committee discussed the need for a strong PAC Fund as we head into 2018. This year will see not only a race for Florida's new governor, but also a very important race for Bill Nelson's Senate seat. They mentioned that with the cancellation of this past fall's State Convention due to Hurricane Irma, the PAC would not be as financially strong as it has been in the past. Everyone was encouraged to make the minimum contribution to the PAC.

- The Finance Committee has gone over the annual review and everything is in order with FRVTA's financial report. The regions all have ample funds and the shows have been selling out.

- The results of the Strategic Planning Session were discussed and some things like the App are already in the works. The Plan also called for the establishment of an Ad Hoc Technology Committee to make sure FRVTA stays in front of the expanding tech field. Expanding the number of techs in the training program, increasing the PAC Fund, maintaining FRVTA membership numbers and starting an "orientation" program for new members and regional officers were some of the items proposed.

2017-18 FRVTA SHOW SCHEDULE



FLORIDA RV SUPERSHOW • January 17-21 • Florida State Fairgrounds

FORT MYERS RV SHOW • January 25-28 • Lee Civic Center

JACKSONVILLE RV SHOW • February 8-11 • Jacksonville Equestrian Center

WEST PALM BEACH RV SHOW • February 15-18 • South Florida Fairgrounds

OCALA RV SHOW • March 1-4 • Florida Horse Park

SPRING CLEAN-OUT RV SHOW • March 16-18 • Lee Civic Center

RV SUPERSAVER SHOW • April 20-22 • CenturyLink-Lee Sports Complex

TAMPA BAY SUMMER RV SHOW • June 7-10 • Florida State Fairgrounds

Still Being Discussed • Region 2 • May Show @ The Ballpark of the Palm Beaches



LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

The New Normal...

As we enter 2018, Florida politics, like national politics, are entering a new phase of “normalcy.” Partisan acrimony and tension has transformed Tallahassee, like Washington DC, into a state of constant political warfare.

The “Me Too” movement has left its imprint on Tallahassee as numerous legislators and political appointees, including longtime friend to the RV Industry Sen. Jack Latvala, have seen their careers fall by the wayside for alleged inappropriate behavior. In addition, the hyper-political struggle for power has led to the resignation of several other members who have decided that public service was not worth their time as they faced dictatorial leadership in Florida’s legislature, which has little tolerance for dissent.

All told, Florida’s Legislature has lost or will lose at least 11 of the 160 members of the House and Senate prematurely. These premature seat vacancies have forced the governor to schedule nine special elections around the state and left the Florida Legislature without its full membership in the 2018 Legislative Session to decide the matters facing our state. The expense to the taxpayers for these special elections is in the millions.

A bigger toll is on the loss of independent-minded future leaders and a further entrenchment of the “lemming” mentality dominated by a handful of select members who essentially dictate the views of their respective chambers and ultimately of the state as a whole.

The special elections are taking a toll on the FRVTA PAC Fund as well. Special elections are notorious for their expense given how they are essentially scheduled in a

political vacuum that consumes every available dollar for the single race. A normal election cycle may have 100 political contests for state office competing for the political dollar where these special elections basically offer a single contest competing for all available funds.

These special elections were sprinkled around the state from South Florida up through the I-4 corridor. As of the writing of this article, the following districts are either the subject of a special election or recently elected a new member to serve their communities: Senate Districts 40 and 31, House Districts 64, 116, 44, 58, 72, 114 and 39.

Looking ahead, we will begin our 2018 legislative session in early January and, political chaos notwithstanding, we will adjourn *sine die* in the first week of March. This will be followed by federal candidate qualifying that must be completed by April 4th at which point we will know whether Gov. Rick Scott will challenge U.S. Sen. Bill Nelson.

Following federal qualifying, state qualifying must be completed by June 22nd. From thereon, it will be full time campaigning as 140 legislative seats will be up for grabs as will Florida’s Governor’s mansion along with the statewide positions for Chief Financial Officer, Attorney General and Agriculture Commissioner. Add to that proposals by the once-every-20-years Constitutional Revision Commission, and Florida voters will likely encounter their longest election ballot in their lifetime.

The FRVTA will continue to remain diligent in monitoring all of the special elections, the legislative session, the meetings of the Constitutional Revision Commission and the various turns of candidate qualifying leading into the 2018 election cycle. Please keep us informed as to issues affecting your interests and candidates who support the RV Industry and the RV Lifestyle. Happy New Year to all of you and warmest wishes to a prosperous 2018!



Go RVing

GO RVING CAMPAIGN CELEBRATES 20 YEARS OF SUCCESS

Go RVing celebrated 20 years of success at the National RV Trade Show during the Outlook 2018 Breakfast highlighted the campaign’s more than 56 billion impressions over the last 20 years.

The RV Industry’s national advertising and marketing communications campaign consists of RV manufacturers, component suppliers, dealers and campgrounds, and works to provide the public and media with general information about the benefits of RV travel and camping.

The campaign was launched in 1997 with the aim of boosting RV sales that were hovering around 250,000 units per year. Two decades later, and Go RVing is still going and celebrating 20 years of promoting the RV dream and looking forward to record high 2017 shipment estimates of more than 505,000 units.

“Go RVing has been a great collaborative effort by the industry and a campaign that’s admired by other industries,” said Karen Redfern, RVIA’s vice president, brand marketing and communications. “We were able to get competitors to band together for the good of the entire industry and keep them together.”—RVIA Today Express



TRAINING NEWS • by Jim Carr, Training Director

Here's an interesting and valuable article from CareerSource Florida that details the outstanding efforts both our federal and state governments are undertaking to make sure the Sunshine State has the needed number and trained personnel necessary for continued business growth. I thought this information would be of great interest to our members as Florida's RV Industry booms.

Bridging Talent Gap, Growing Opportunities in Florida Through Apprenticeships

by Michelle Dennard, CEO of CareerSource Florida

The talent gap we face in Florida is not a new problem nor is it unique to our state.

According to the Florida Chamber, while more than 400,000 are looking for jobs, we have 232,000 jobs looking for people.

Florida's employers and workforce development, economic development and education entities are collaborating to bridge that gap with a new focus on apprenticeships.

The National Office of Apprenticeship, within the U.S. Department of Labor, has set a goal of doubling and diversifying the number of apprenticeships by 2019. Florida is among 36 states and Guam recently selected to help make that big goal a reality through the ApprenticeshipUSA initiative.

The responsibility tied to these grants is clear: Build partnerships across key industries and organizations to create a strong talent pipeline for businesses in vital industries such as advanced manufacturing and information technology.

Last month, I had the opportunity to talk with U.S. Labor Secretary Alexander Acosta about the importance of expanding apprenticeship opportunities during his visit with Gov. Rick Scott in Tallahassee. Florida is the third-largest state in the nation, with low unemployment – just 3.8 percent in September – and record job growth.

Yet we know we still have construction companies in need of skilled workers, hospitals in need of health care technicians and manufacturers in need of production technicians.

The Conference Board Help Wanted OnLine data series found more than 46,000 health care openings in Florida in September. In the same month, we had more than 64,000 construction jobs open, 42,000 IT positions available and more than 9,000 manufacturing jobs open. Apprenticeships are a great way to get tomorrow's talent ready for the demand we know is here – and constantly growing.

CareerSource Florida is integrating apprenticeships into our statewide sector strategies initiative. Sector strategies are a nationally recognized approach that bring together partners and stakeholders in industry, education and workforce development to align public resources that address the skills needs of critical industries.

Sector strategies, including apprenticeships, enable us to meet the talent demands of tomorrow and support state and local economic growth in a significant way. Research shows sector strategies strengthen the participating businesses, the industries involved and the workforce as a whole by shifting workforce development from a supply-driven to a demand-driven approach.

Our work on the State Apprenticeship Expansion grant already has resulted in system-wide partnerships, and the engagement of nearly 100 industry and expert volunteers who are identifying ways to expand apprenticeships. Each of Florida's lead organizations – CareerSource Florida, the Department of Economic

Opportunity and the Department of Education – has designated a project director to focus on this important work. We believe this renewed focus and the fresh insights of industry, education and workforce experts will further strengthen and diversify Florida's already robust economy. The collaboration and commitment to build and grow strong apprenticeship programs throughout our state is a testament to Florida's leadership on a critical national issue.

Michelle Dennard is president and CEO of CareerSource Florida. CareerSource Florida is the statewide workforce policy and investment board. Our partners include the Department of Economic Opportunity, 24 local workforce development boards and 100 career centers throughout Florida. Together, we help connect businesses with the talented workforce and training needed to succeed and grow.




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

Keeping Your Dealership Safe From Identity Thieves

I've been conducting compliance risk assessments for franchised (new car), independent (used car) and RV Dealers for years. Now, more than ever, I am convinced that if I ever wanted to steal peoples' identities, I would visit all types of dealerships to do so.

Without getting into all of the requirements of the FTC Safeguards Rule, allow me to share several consistent findings at dealerships (yes, this includes RV Dealerships!) based on my compliance risk assessments:

- Sales associates leave documents containing customer information (referred to as nonpublic personal information – NPI) on their desks or in unlocked drawers, unattended.
- Sales associates leave their computer screens on, which contain customer NPI and leave their desks unattended. The screens don't go to screensaver mode, they just stay on for anyone walking by to see.
- F&I (Business) Managers leave credit applications in or on their desks, and leave their offices without locking their door.
- F&I Managers leave customer information on their computer screens and step away from their desks/offices without locking their door.
- When either a sales associate or F&I Manager asks a customer questions (such as when completing a credit application), the customer's responses can be heard by others who are standing nearby.
- I am able to use my phone to photograph customer credit apps left on desks.
- I am able to use my phone to record customers speaking and enunciating their Social Security Numbers, credit card numbers, dates of birth, etc. Sometimes, quite loudly!
- I have entered unlocked rooms where multiple unlocked file cabinets contained deal paperwork waiting for me to photograph it.

- I have entered service areas where customer ROs were left on desks and customer information (containing NPI) was left on their unattended computer screens.
- Rarely does anyone stop me (keep in mind I come unannounced and am unknown to staff) and ask me what I am doing. When they do ask, I give my story and they say okay and leave me alone without verifying who I really am and why I am there.
- Sales associates and F&I Managers are able to get into each other's offices. (The Safeguards Rule requires dealerships to limit access to customer information to employees "who have a business reason to see it.")
- Cleaning crews have unlimited (and uninterrupted) access to deal files while they are cleaning after hours.
- Some staff share their computer passwords to access customer databases.
- Keypad locks are great. But not when everyone knows the four-digit code.
- Staff is allowed to enter and leave business/accounting offices (containing numerous deal files) without restrictions.
- Passwords and keypad codes aren't always changed when employees are terminated.

I believe you get the idea. If any of the above sounds uncomfortably familiar, it may be time for you to stop and assess how easy it is to steal customer information from your dealership. And by the way, the busier your dealership, the easier it is to steal it.

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

S. Allen Monello, D.P.A. is the Managing Member of the Automotive Industry Center for Excellence, LLC. Allen provides compliance consulting and training services to dealerships and is certified as a "Consumer Credit Compliance Professional" by the National Automotive Finance Association. He can be reached by email at Allen@TheAICE.com or by phone at (727) 623-9075. You may visit his website at www.TheAICE.com.



Man Wins Winnebago in Florida Lottery

James Bocchini, of Miramar Beach is the Grand Prize winner of a 2018 Winnebago Motorhome. The motorhome, provided by Lazydays RV, was part of the Lottery's GameDay Cash Promotion, which gave players the chance to win cash and prizes while supporting their favorite Florida college team all season long.

Participating universities included Florida State University, University of Central Florida, University of Florida, University of Miami and University of South Florida.

"My daughter lives in Alberta, Canada, and my wife and I are already planning our first trip in the new motorhome to visit her this spring," he said.

In addition to the RV Grand Prize drawing, each team had four Fan Experience drawings and a Grand Prize drawing, with prizes including season tickets, team merchandise and free Florida Lottery Scratch-Off tickets.—news release, RV Pro



Shipments to Eclipse 500,000 in 2017 as Third Quarter Continues Record Pace

The RV Industry's shipments will top a staggering half a million units in 2017 with expectations of 505,600 units shipped by the end of the year. This represents a 13% increase above the projected 2017 total of 445,700 units, according to a new forecast from the Recreation Vehicle Industry Association (RVIA).

The forecast was prepared by RV Industry analyst Richard Curtin and released by RVIA President Frank Hugelmeier at Outlook 2018, the all-industry breakfast program held at the recently completed 55th National RV Trade Show in Louisville, Kentucky.

Curtin reported in the Winter issue of Roadsigns that shipments soared 24% to 121,565 units in the third quarter, representing "the highest pace since the early expansion of the industry in 1973." He foresees shipments reaching 505,600 units in 2017 and then increase to 520,700 in 2018.

Towable RVs continue to be the driver for the industry, expected to "account for a record 85% of all shipments in 2017 and 2018," Curtin stated, adding that Class C motorhome totals should top any prior year since 1980.

The market projection sees towable RVs ending 2017 at 444,100 units and then jumping to 455,200 units in 2018. Motorhome shipments will rise to 61,500 units in 2017 and then grow to 65,500 units in 2018.

Hugelmeier continued, "Maintaining our momentum will also require a set of fresh ideas and new approaches. As we all look to the RV market of the future, the success of the industry will be in the hands of our next generation of leaders. That is why earlier this year, RVIA launched a program to identify current and future leaders in the RV Industry. The goal is to highlight and engage the next generation of innovators."

The emerging leaders were recognized during the Outlook 2018 breakfast as the Inaugural RV Industry 40 under 40 winners. Hugelmeier thanked all winners for their contributions to the RV industry and highlighted that the talent that these bright, young minds bring to the industry will be the driving force that enable us to continue to sell more RVs in 2018 and beyond—*news release, RV Roadsigns, RVBusiness*



FMCA OKs Admitting Towable Owners

Members of the Family Motor Coach Association (FMCA) recently voted overwhelmingly to admit the owners of all self-contained RVs. For more than 50 years, FMCA has been exclusively for the owners of self-contained motorized RVs.



Approximately 13% of the membership voted, a total of 9,801 votes. Of those, 6,820 voted to accept owners of towable RVs, with 2,981 opposed.

"Per FMCA's governing documents, the paperwork is being filed to make the vote official. Until the paperwork is finalized, we cannot accept membership applications from owners of self-contained RVs," FMCA wrote to members in a recent email.

The club will still be named the Family Motor Coach Association and commonly referred to as FMCA.—*news release*

Florida Approves Drop in Workers' Comp Rates

State Insurance Commissioner David Altmaier recently ordered a 9.8 percent decrease in the premiums businesses pay for workers' compensation insurance beginning next year.

He also ordered the National Council on Compensation Insurance to include in all future recommended rate filings a "quantitative analysis" of the impact that eliminating attorney-fee caps have had on the workers' compensation system. NCCI is an organization that files recommended rates on behalf of insurance companies.

Workers' compensation is a no-fault system meant to protect workers and employers. It is supposed to provide workers who are injured on the job access to medical benefits they need to be made whole. Those who are injured for at least eight days also are entitled to indemnity benefits, or lost wages. In exchange for providing those benefits, employers generally cannot be sued in court for causing injuries.

Florida businesses paid nearly \$3.8 billion in workers' compensation premiums in 2016, up from about \$2.8 billion in 2012. The costs for the mandatory coverage are the 33rd highest in the nation, according to NCCI.

The reduction in 2018 rates is in stark contrast to a 14.5 percent increase that was approved last year. That hike went into effect in December 2016 and was filed to reflect two Florida Supreme Court rulings as well as increases in the rates paid to health providers who treat injured workers.—*news reports*

Alliance Coach Adds Forest River Type A Diesel Line

Alliance Coach of Wildwood has announced that the full line of Forest River type A diesel motor coaches has been added to its current selection of motorized and towable RVs.



Company Owners Alan and Judy Shapiro have been steadily working to add more top-of-the-line RVs to the product line and are looking forward to the arrival of the first units, according to a press release.

“This is a welcome addition and it gives us an even broader selection to offer to RV enthusiasts,” Alan Shapiro says. “We are always looking for ways to give our customers a better RV experience.”

Alliance Coach has grown exponentially since opening its doors as a service center in 2007. In that short time, the organization has grown to a full-service RV Dealership with a selection of RVs for every family size and budget.—*news release*

Campers Inn RV Acquires Tradewinds RV

Campers Inn RV and Tradewinds RV, a longtime Florida dealer in Region 7, have announced they have joined forces in the Ocala market. The dealership will remain open and Campers Inn RV plans to retain the staff as the store transitions into Campers Inn RV of Ocala. With this acquisition, Campers Inn RV grows to 19 dealerships in the Eastern U.S., including three in Florida.



“We are excited to be expanding our presence in Florida and that Rick Couch, owner of Tradewinds RV, has agreed to join the Campers Inn RV family,” Campers Inn RV CEO Jeff Hirsch says. “Couch runs a great family-operated dealership, and we will make it our priority to continue their tradition of excellent customer service. In addition, with this new dealership, we will have two

locations in the Ocala market to solidify our place as the RVer’s Trusted Resource and the area’s largest dealer.”

Tradewinds RV was founded 25 years ago, and it remained family-owned through three generations. The company became known as a towable specialist with a good reputation in Central Florida. It features 15 acres of top brands like Grand Design, Jayco, KZ, Keystone and Open Range, as well as 10 service bays and a large RV parts store. Tradewinds RV owner and manager Rick Couch will continue to serve as the General Sales Manager for the new dealership.—*news release*

Camping World Purchases America Choice RV

Camping World Holdings Inc. has continued its rapid expansion of dealerships, announcing the planned acquisition of America Choice RV in Central Florida.



“We are pleased to announce the planned acquisition of America Choice RV and welcome the dealership group into the Camping World Family with our ‘side by side’ concept,” Camping World Chairman Marcus Lemonis said. “The acquired dealership group will function in conjunction with our existing Camping World SuperCenter in the Ocala area as well as sharing the market with the scheduled opening of the new Gander Outdoors retail store at the beginning of 2018.”

Camping World Holdings’ “side by side” strategy means the company will actively seek opportunities to acquire quality dealerships with strong management, brand recognition and a solid customer base in markets where Camping World has an existing presence. The acquired businesses normally continues to be operated by Camping World under the legacy name.—*news release, RV News*

Investment Group Buys Lazydays

Andina Acquisition Corp. II, an acquisition company formed for the purpose of effecting a merger, acquisition or similar business combination, recently announced it has entered into a definitive agreement to acquire Tampa-based Lazydays R.V. Center Inc. and its affiliates from private investment funds managed by Wayzata Investment Partners LLC and other minority shareholders.

According to a release, total consideration to be paid to the seller group for its interests in the company will consist of \$85 million in cash and approximately 2.9 million common shares of the combined company. Lazydays’ revenue and adjusted EBITDA for the fiscal year ended Dec. 31, 2016 were \$564 million and \$25 million, respectively.

Lazydays expects fiscal 2017 adjusted EBITDA to be between \$28 million and \$30 million. At the conclusion of the transaction, Lazydays will become a wholly-owned subsidiary of the publicly-listed company on the NASDAQ stock exchange.

Lazydays is headquartered in Tampa, and also has regional dealerships in Tucson, Arizona, and Loveland, Denver and Longmont, Colorado.—*news release*

NEW MEMBERS

DESIGN'S BY ALEX

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Campground, Region 7



FRVTA Region 6 Makes Donation

- The Jacksonville Morocco Shriners presented FRVTA Region 6 with a Standing Tall Award plaque at their recent November meeting that recognizes the region's efforts for "raising \$1,000 or more for the Shriners Hospitals for Children."
- The region has decided that each member will display the award at their business for a month and then rotate to another business during the year.
- Pictured above is Morocco Shriners Jeff Starky presenting Region 6 President Ken Loyd with a recognition plaque.



Don't forget to register for INDUSTRY DAY ON TUESDAY, JANUARY 16

RV Industry Day will be Tuesday, January 16 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 FRVTA State Office.

MEETING DATES



- Region 1 • January 11 • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda
 - Region 2 • January 10 • PGA Nat'l Resort & Spa Members Club, 400 Ave of the Champions • Palm Beach Gardens
 - Region 3 • NO MEETING • Rusty Pelican • 2425 North Rocky Pointe Drive • Tampa
 - Region 4 • NO MEETING • Bonefish Grill • Sand Lake Rd • Orlando
 - Region 5 • NO MEETING • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin
 - Region 6 • January 23 • Copeland's of New Orleans • 4310 Southside Boulevard • Jacksonville
 - Region 7 • January 23 • Braised Onion • 754 NE 25th Ave • Ocala
- ALL MEETINGS: Cocktails 6:30 PM • Dinner 7:00 PM**