



FRVTA news

MONTHLY NEWS CONCERNING FLORIDA'S RECREATION VEHICLE INDUSTRY



**"And all this science - I don't understand....
It's just my job - five days a week.... A rocket man"**

-Elton John

BLAST OFF as we celebrate the 37th Annual FRVTA State Convention at the beautiful Marriott Sawgrass Resort and Spa in Ponte Vedra. This is the same resort that hosted the 2008 FRVTA State Convention so you know how nice it is!! Being on the east coast of Florida the "Space Theme" seemed like a natural--so be prepared for an exhilarating take off! The dates for this year's gathering are Thursday, September 7 through Sunday, September 10.

This year's convention will feature the brightest and best minds in the RV Industry to bring FRVTA members up-to-date on the state of the industry and what to expect in the coming months.

The theme for the convention is **"RVS-THE NEW FRONTIER."** The "Area 51" Hospitality Room is a great place to unwind after a busy day of discovering the "The New Frontier" while relaxing with fellow industry professionals from around the state and country.

Everyone comes together at the "Launch Pad" Welcoming Reception on Thursday evening. This wonderful reception will include a spray paint artist creating stunning space scenes using nothing more than spray paint and newspaper!

Friday morning the convention kicks off with the informative general session. This forum will also feature representatives from RVIA and RVDA to update everyone on the record-setting year the RV Industry is enjoying.

Friday afternoon will be time for the leisure events, including a bus trip to the "First Frontier"--historic St. Augustine. There will also be the "Black Hole" golf outing or you can just enjoy all the amenities the resort has to offer.

Whatever you choose to do that afternoon, be ready to have an OUT OF THIS WORLD time at the "Space Odyssey" Costume/ Dinner Party. Music, food and the most outrageous space creatures you've ever seen will be there. Quite possibly a UFO or two will appear! Get agents Mulder & Scully to investigate!

Saturday morning the breakout sessions will bring detailed information to attendees in smaller, more intimate classroom settings. Allen Monello will cover Dealer Compliance Issues and Statistical Surveys will take a look at the industry numbers. There will be other sessions covering Business and Personal Safety, and topics of concern for the entire industry.

If you're looking forward to a nice quiet lunch on Saturday, you are going to be very disappointed as "Astronaut Dave" presents "Houston We Have A Problem," a fun and prize-filled Game Show Luncheon. Contestants will try for cash and prizes just like the old "Let's Make a Deal" game show. "Space Trivia" and "Name that Space Song" will also be a part of a very lively lunch.

The convention wraps up that evening with the "To Infinity and Beyond" Awards Banquet and Silent Auction. The Silent Auction benefits the FRVPC Fund and will feature such items as weekend getaways, I-pads, E-readers, I-Watches and Disney Gift Certificates among lots of other out-of-this-world items.





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

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

IacoNOTES...

At a recent family gathering someone mentioned their fear of not being financially prepared for retirement. They said after paying for their children's college educations they will not have put enough away for retirement and will have to work "forever"...

I read in a recent survey that 50 percent of Americans shared this outlook--either afraid of outliving their income or unable to maintain their preferred lifestyle without continuing to work, especially when pension plans are scarce and Social Security will not be enough.

The IRS has published these tips to help you take charge of saving for your retirement:

- **Set a goal:** Even if you can save a small amount each month it will get you in the habit of saving.
- **Open an IRA (Individual Retirement Arrangement):** Most Americans can open and make tax-deferred contributions to an IRA.
- **Learn about your employer's retirement plan:** If you are covered under your employer's plan, be sure to ask for the summary plan description to learn your rights under the plan.
- **Review your benefits statement:** The plan administrator can provide you with this and it should detail your plan benefits and amount vested.
- **Sign up for 401(k) contributions:** If your employer offers a 401(k), you can select how much money you want taken out of each paycheck. (Check to see if there is an employer matching benefit as well.)
- **If over 70½ years old, take your Required Minimum Distribution (RMD):** In most situations, an individual over 70.5 years old must take a RMD each year that is an actuarial calculation based on your age and the value of all of your retirements plans including 401(k)s and IRAs.
- **If you wish to estimate your Social Security benefits:** Use the Social Security Administration's online calculator to do so: <https://www.ssa.gov/planners/benefitcalculators.html>
- **Learn about your spouse's retirement plan:** There may be spousal benefits, so check to see if eligible.

Do you know how much you have saved? Per the survey (from Indexed Annuity Leadership Council) 20 percent who have retirement plans have no idea how much they have saved. It also showed that 37 percent of the Millennials have nothing saved--ask any of my kids--they would mostly concur.

I hope this information gives at least one person pause to think about their future.

NELDA IACONO
FRVTA PRESIDENT

SPONSORSHIP OPPORTUNITIES AVAILABLE



The 37th Annual FRVTA State Convention is the perfect opportunity to increase your company's recognition through reaching a targeted audience of RV Dealers, Manufacturers and Suppliers. Sponsorship opportunities and prize donations for both the silent auction and the game show luncheon are now available. For more information or to make a donation, contact the Florida RV Trade Association at (813) 741-0488.

RVIA Advocates for Increased Access to Public Lands Via Public-Private Partnerships at Congressional Hearing

Jay Landers, RVIA's vice president of government affairs, recently testified before Congress on the \$50 billion economic impact of the recreation vehicle industry.



At the hearing, he highlighted the growth and expansion the RV Industry is currently experiencing, including the 290,000 jobs the industry supports and the challenge to fill the new jobs the industry is creating. In their opening statements, many committee members

recalled wonderful experiences vacationing in RVs.

During his testimony, Landers noted the steep drop-off in overnight stays at national parks from 4.5 million in the 1980s to fewer than 2 million in 2013. When asked by Rep. Gregg Harper (R-MS-3), vice chairman of the subcommittee, about whether development of private campgrounds is contributing to the reduction in stays at national parks, Landers answered that it is not only private campgrounds that are investing heavily in

modernizing campgrounds, but many state campgrounds are as well.

"Many states are investing heavily in their parks because they recognize they are a profit center," Landers said. "The states are doing the right thing and private campgrounds are all over this, but at the national level, the parks need help. Public-private partnerships could help the national parks compete at a faster pace."

As part of the Outdoor Recreation Industry Roundtable (ORIR), RVIA wants to work with Congress and the federal agencies to ensure reasonable access for recreation on public lands, to establish a system of public-private partnerships and to create a "culture of yes" in the federal land agencies.

Rep. Larry Bucshon (R-IN-8), a House of Representatives RV Caucus member, praised the RV Industry and noted that it had just seen the best year in 40 years. Bucshon also asked what government barriers Congress could remove in order to help advance and expand the RV Industry.

Landers responded that RVIA is very interested in autonomous vehicle technology and looks forward to working with Congress and the National Highway Safety Administration (NHTSA) in this area.—RVIA

U.S. House Committee Approves CHOICE Act: Includes Provision to Protect Dealer-Assisted Financing

The House Financial Services Committee recently passed the Financial CHOICE Act (H.R. 10), a comprehensive financial reform bill. H.R.10 includes a provision that is virtually identical to H.R. 1737, an RVDA-backed bill from 2016.

This legislation would rescind the Consumer Financial Protection Bureau's (CFPB) guidance on indirect vehicle financing, which attempted to eliminate or severely limit dealer reserve.

H.R. 10 also requires the CFPB to file public notice and solicit public comments before issuing final guidance, and to conduct a study on the costs and impacts of any proposed

new guidance. The legislation also brings the bureau under the normal congressional appropriations process for the first time, which is another reform that RVDA, NADA and other allies support.

The measure now heads to the full House, but it faces an uncertain future in the Senate, where it will need 60 votes to pass. Several Senate Democrats will need to support the bill, which is primarily backed by the GOP.

RVDA will keep members informed about this important piece of legislation that will help protect dealers' ability to arrange financing for their customers.—RV Executive Online

MARCH RV SHIPMENTS KEEP MOMENTUM

March monthly shipments climbed to 47,579 units, an increase of 20.7% over the February monthly total and 16.8% over the March 2016 tally of 40,740 units. This represents the highest monthly total ever for shipments on comparable record.

According to RVIA's survey of manufacturers, first quarter RV wholesale shipments reached 120,866 units, up 11.7% over the 108,195 units shipped in the same three-month period last year. Although it is still early, this momentum serves as the launching point for another potential record run with overall shipments in line for a 3.5% bump to 445,700 units.

In March, all towable RVs, led by conventional travel

trailers, reached a total of 41,766 units for the month, up 16.8% over the 35,763 units shipped in March 2016.

Motorhome shipments also were up 16.8% for the month at 5,813 units, compared to 4,977 units last March. By category, travel trailers saw shipments rise 17% to 31,422 units in March while Class C motorhomes climbed 28.8% to 3,353 units. Class B's posted a 30.2% gain to 427 units for the month and camping trailers soared 34.1% with 1,236 units shipped. March shipments of truck campers declined 31.3% while Class A motorhomes were flat, down 0.6%.

Park Model RV shipments also enjoyed steady growth with 1,033 units shipped in the first quarter, up 10% from first quarter last year.—RVIA Today Express, RVBusiness



TRAINING NEWS • by Jim Carr, Training Director

Hands-On Training? – Yep, We’ve Got It!

Anyone who has ever been involved in any type of Career and Technical (Vocational) Training understands that all the classroom lectures, textbook assignments and studying are all well and good, but

the real test comes when you have to actually perform those lessons in a real world setting – that’s where the rubber really hits the road.

Hands-on training is where the real learning takes place. You can tell me, and even show me, but let me actually perform the skill being learned and then, and only then do I really get it.

So, am I really preaching against our very own Distance Learning Network, our web-based RV Technician Training program that has been so successful over the past 18 years? No, not at all.

Those who have utilized our DLN program certainly know that I’m constantly preaching about the value of our built-in Skill Sign-off Sheets and absolutely know once they have used them how the completion of the “check-off” sheets really prove that the skills learned are valid.

The concept of sign-off or check-off sheets has been incorporated into our program since the beginning or close to the beginning. There was a time when those taking the written RV Tech Certification test also had to take a hands-on segment of the test, proving they really did understand how the concepts learned were performed.

However, once the demand for testing grew, the

practicality of continuing the hands-on test went away. There just wasn’t enough manpower or time to conduct such an activity. Hence the sign-off sheets were born and modeled after the LPN and RN Nursing program in hospital clinical “sign-off” sheets.

Before a Technician could register for the Certification Test he/she had to verify through a signed affidavit that they had successfully completed all 14 of the required sign-off sheets under the direction of a responsible service management person. In time, that requirement too went away, mostly because of the lack of ability to verify such tasks had been properly completed.

The Florida DLN program kept the sign-off sheets as a requirement of our program because we absolutely know and believe in the hands-on requirement. With the launch of the new DLN Program this August, in fact, we have actually put more teeth into the process.

As a completion requirement for the RV Technician Training Program, the DLN will not only require verification by all participants that the sign-off sheets were indeed completed, but will institute a random “check” process whereby a FRVTA Staff member will actually visit Florida dealerships and perform on-site hands-on tests of selected sign-off sheets by the student.

In addition, we have added actual demonstration videos of all sign-off sheet tasks to our curriculum, which will reinforce the proper way to perform the skills indicated.

The new DLN will be high-tech in all ways when complete and meet the highest standards of Career and Technical training program standards.



RV Learning Center Scholarship Program Now Available



Applications are now available for the Mike Molino RV Learning Center’s Scholarship Program. Deserving college undergraduates majoring in business, finance, economics, accounting or other RV industry-related subjects are eligible to apply for the \$2,500 award for the 2017-2018 school year. The deadline to apply is **June 30, 2017**.

Posters publicizing the scholarship are available through the RV Learning Center so dealers can display them in the workplace to alert employees to the opportunity. To obtain an application, poster, or more information, click [here](#). Dealer principals, their family and dependents, are not eligible.

Applicants must:

- Attend an accredited four-year college or university and be a rising sophomore, junior or senior undergraduate student as a condition of receiving the scholarship.
- Have a 2.8 or better cumulative grade point average, and a 1050 minimum SAT score (1575 minimum on the 2400 point scale). A minimum ACT composite score of 22 is also acceptable.
- Complete a 500-word essay on their goals and objectives for college and career.
- Submit a copy of their Free Application for Student Aid (FAFSA) form, which is available from guidance counselors or for download at no charge from the U.S. Department of Education at <http://fafsa.ed.gov>.
- Demonstrate the ability and willingness to fund a portion of their educational expenses on their own.

For more information on the RV Learning Center, go to www.rvlearningcenter.com, send an e-mail to info@rvda.org, or fax to (703) 359-0152–news release

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

Another Session of Dysfunction

It took the Florida Legislature some overtime, but they were able to conclude their annual legislation session by passing the fewest number of bills in modern history. Including the

constitutionally-required annual spending bills that make up Florida's roughly \$84 billion budget, the 232 pieces are now pending consideration by Florida's Gov. Rick Scott.

Within these bills are a host of special interest driven matters such as the legalization of ridesharing operations such as Uber and Lyft. For the most part, however, the dysfunction within the Florida Legislature and between the Speaker of the House Richard Corcoran and Gov. Scott caused most major pieces of legislation to fall by the wayside.

A few examples worth noting... Florida voters passed a constitutional amendment related to medical marijuana this past November that requires legislative implementation by August of 2017, but the House and Senate failed to agree on such legislation. Major pieces of legislation related to workers compensation and motor vehicle insurance failed.

Legislation to address gambling expansion issues and court cases related to gambling issues also failed, despite widespread consensus in the House and Senate. Agency packages for the Department of Health, Motor Vehicles, Business and Professional Regulation also melted down in the carnage between the House and Senate.

The epitome of the dysfunction can be seen in an unfortunate spat between elected officials that, for the first time in more than 40 years, the Legislature was faced with the removal of a legislator for conduct unbecoming a member of the body during the legislative session.

Before the Senate Rules Committee could convene its inquiry, Sen. Frank Artiles from Miami resigned from office to save the legislature from enduring a public

inquiry into an alleged alcohol-laden tirade against a fellow senator that involved racial slurs and profanity directed at a number of Senate leadership members.

Both the House and Senate are affected by this decision as the vacancy has led to the Governor calling a special election to replace Senator Artiles. The primary is set for July 25 followed by the general election on September 26. The race for this swing seat was hotly contested in the fall and will be a hard seat for Republicans to hold.

The current front-runner on the Republican side is the popular Rep. Jose Felix Diaz who currently chairs the House Commerce Committee. He is expected to face former state Sen. Alex Diaz de la Portilla in the primary. On the Democrat side, Rep. Daisy Baez of Coral Gables will face former Republican Representative, now Democrat candidate Ana Rivas Logan and former Congressional candidate Annette Taddeo.

The Governor will likely announce a series of additional special elections later this year depending on the outcome of the Senate contest given Florida's "resign to run" law that will create vacancies in the House seats of Reps. Diaz and Baez.

In addition, the Governor selected Rep. Eric Eisnaugle to the Fifth District Court of Appeals, which will create an opening for the Orlando House seat he presently occupies. Finally, it is widely expected that Rep. Carlos Trujillo, the current House Appropriations Chairman, will leave the Florida Legislature for an appointment by the Trump Administration, which will create another vacancy and need for special election later this year.

In all, as things presently stand, at least five special elections are looming on the horizon. Obviously, the PAC Fund will feel the stress of these races as each will be very expensive and require significant resources by each side as they battle for these swing districts. We will continue to work hard in these elections and the likely special sessions for the RV Industry. I look forward to seeing each of you later this summer at the FRVTA convention in Ponte Vedra, south of Jacksonville.



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


Are You Using NMVTIS?

Yes, another government acronym. But this is an important one. NMVTIS stands for National Motor Vehicle Title Information System. Currently, 96% of the U.S. DMV data is represented in this system (this includes RVs). All but eight (8) states

participate and provide their data to this system, either in real-time or through batch processing every couple of days. The eight non-participating states are in the process of becoming part of NMVTIS.

So why is NMVTIS important to you? It's important because it can prevent you from making a very costly mistake when you accept a trade that is titled in another state.

First, what the database will tell you. It tells you the current state the RV is titled in and any previous states in which it was titled. It tells you the last recorded reading of the odometer and whether there are any odometer discrepancies. It tells you if there are any title brands (flood, salvage, rebuilt, etc.). And it tells you if there are any liens on the vehicle. What it doesn't tell you is the name(s) and address of the owners. That's because that information is protected under the Driver's Privacy Protection Act (DPPA).

Whether the out-of-state customer produces a title for their trade or they don't, it's still a good idea to run the VIN against the NMVTIS database. This will allow you access to information the customer may have left out and it will lead to a much better decision about pricing the trade.

It's not uncommon for out-of-state customers to purchase an RV while vacationing in Florida. They came to Florida without the intent of making a purchase, so therefore they didn't bring their title for the trade. Since

NMVTIS doesn't provide owner information, you must take other steps to ensure the customer is in fact the lawful owner of the RV. When a customer doesn't have a title, ask to see their registration and make a copy of it. This will give you owner name and address, but it won't help you with the status of the title. That's where NMVTIS comes in.

Have you had customers tell you they don't have a copy of their registration? This is a warning sign. Not having a title isn't odd, but not having a copy of their registration could be a problem in the making. Time to do more checking. This is when you should make a direct inquiry in the customer's state to find out the name of the titled owner. (You can use a third-party provider that provides access to other states' DMV databases.)

The other problem you will encounter when the customer doesn't have the title at time of trade is the timeframe for getting that title from the customer. If you sell that trade while you are waiting to obtain the title, you may easily run past the 30-day requirement to apply for title and registration on behalf of your customer within 30 days from the date of delivery.

Taking some extra steps when accepting a trade can save you time, money and regulatory headaches!

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.

Allen is certified as a "Consumer Credit Compliance Professional" by the National Automotive Finance Association. He provides compliance consulting and training services to dealerships. Allen 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 Researching Improvements on Time and Location for National Show

The Recreation Vehicle Industry Association recently announced it is currently working with an independent research firm, Stax, Inc., to conduct extensive research to identify opportunities for improvements and to understand the optimal timing, and location for the RVIA National Industry Trade Show moving forward.

The first research effort of this magnitude for the Association will include member phone interviews along with an online survey that will study the long-term needs of the industry to understand order deadlines and sales cycles for manufacturers, suppliers and dealers. This will help determine the timing that most efficiently supports the show as it relates to model introduction, which are potentially different for many of the RV Industry segments.

"We understand and appreciate the importance of an industry show for our members, as well as dealers and

industry service providers," RVIA Senior Vice President of Trade Shows and Events Liz Crawford says. "We want to make sure we are meeting the needs of all attendees, providing the best forum to conduct the business of the industry and innovating the event in a meaningful and thoughtful way. To ensure that the RV National Show can re-launch itself as the gathering place for the industry, it's our responsibility to carefully study and take action when needed to strengthen the event and guarantee that manufacturers, suppliers and dealers are achieving their business objectives."

Results for the research should be completed in May. If you have any questions or concerns please contact Liz Crawford at lcrawford@rvia.org or 571-665-5889 or Jim Jacobs, Trade Show & Event Committee chairman at jim.jacobs@revrvgroup.com.—RVIA

NOTE: This letter was recently sent to the Board of Directors gratefully acknowledging the financial assistance provided by the FRVTA Scholarship.

Florida RV Trade Association
10510 Gibsonton Drive
Riverview, FL 33578

Good Afternoon to the Board of Directors,

I was going through my mail and found three letters from your organization addressed to three of our seven children. I received permission from my children and opened the mail. Even though the letters are almost a year old I have decided to respond on behalf of my children because I believe it is important to do so.

My husband Lawrence and I have been married for 39 years and have seven adult children. All seven children were told at an early age that education was important and that they would all be going to college. We emphasized that we were not rich so they would need to do their part and get good grades. We believed that with the good grades, God would allow them to get scholarship money to go to college. He did just that with all seven children.

Your organization was a part of helping three of our children with scholarship money for college. We as parents are much appreciative of the Florida RV Trade Association for investing in the youth of tomorrow.

Anjanel Range Shahadeo was the first to receive a scholarship. She graduated from the University of Central Florida in Orlando. She graduated in 2004 with a degree in Industrial Psychology with the thought of working in the HR department of a large company. She works for one of the big four accounting firms and is a Talent Acquisition Senior Associate. She resides in Chicago with her husband and two daughters.

Kenneth Range Graduated from Florida State University in 2008 with a degree in Education. He is currently an Academic Program Specialist, Department of Psychology and resides in Tallahassee.

Marcel Range graduated in 2009 from Florida State University with a degree in Computer Science. He is a Network Administrator for a company in Orlando where he resides.

Here is a picture of all seven children from their sister's wedding. Kenneth second from left in black suit. Anjanel on the right side of the bride and Marcel is standing beside her in a gray suit.



Sincerely,
Kalen Range (mother)



FRVTA Scholarship Applications Due in June!

Applications for the annual FRVTA Scholarship are due June 10. This is another great membership benefit from the Florida RV Trade Association.

The FRVTA Scholarship Committee encourages members to alert all employees so their dependents can apply for this outstanding program.

Here are the requirements for a student to be considered:

1. Applicant must be an employee or dependent of an employee.
2. Employer must be an FRVTA member in good standing on the date an application is submitted.
3. Applicant must have and maintain a 3.0 or better GPA and/or hold a 1000 SAT score if a high school senior.
4. All accredited two- and four-year Florida universities are acceptable.
5. \$2000 awarded per applicant per year for a maximum of four years.
6. For undergraduate study towards a bachelor's degree only.
7. Applicant can be a full-time student (nine or more hours/semester) or part-time student (eight or fewer hours/semester).
8. Applicant must submit a copy of their most recent high school or college transcript.
9. Applicant must submit an essay of not more than 500 words entitled "My Goals and Objectives for Attending College."
10. Scholarship effective Fall 2017 semester.
11. Must show proof at the end of each semester to verify GPA to retain the Scholarship Award.
12. Applications must be received by **JUNE 9, 2017**. Awards presented by July 28, 2017.

Florida ARVC Holds Annual Convention

The Florida-Alabama ARVC recently held its annual conference and expo at the Holiday Inn Disney Springs in Lake Buena Vista. Over 160 people attended representing approximately 115 RV Parks and 45 suppliers. The conference featured keynote speaker Jory Rolf who presented “YOU OWN IT!...The Good, The Bad and The Brilliant... Essential Building Blocks for Strategically Successful Owners.” A series of informational seminars and open discussions also were presented.

There was no change in the officer positions and the following will serve another one-year term on the executive committee: Alan Wallace (Williston Crossings), Chair; Rob Smith (Sunshine Holiday), Vice Chair; and Thomas Sparrow (Auburn RV Park) Treasurer. The following Board Members were re-elected to another three-year term: Alan Wallace, Williston Crossings (At-Large NW) ; Frank Usina, North Beach Camp Resort (At-Large NE); George Lempenau, Peace River Campground (At-Large SW); Thomas Sparrow, Auburn RV Resort (Alabama).

Some of the trends observed at the conference included:

- an increase in campers “new” to the RV
- a continued increase in RVers using technology and digital devices
- campers who desire to travel/camp alongside friends, increasing the demand and appeal of “buddy sites”
- continued upgrading and enlarging of sites/parks for bigger rigs and toy haulers
- upgraded amenities and more luxurious clubhouses and facilities
- increased 100 amp service and improved cable and wi-fi systems
- more use of social media and improved marketing efforts while upgrading reservations and booking systems.



From L to R: George Lempenau, SW Rep; Alan Wallace, NW Rep and Chairman; Thomas Sparrow, Alabama Rep and Treasurer; Frank Usina, NE Rep

The Florida-Alabama ARVC is the professional trade association for Florida and Alabama RV park and campground owners and operators and is affiliated with the National Association of RV Parks and Campgrounds (ARVC). Formed in 1966, it provides members with strategic marketing and promotional services, professional development, education, exclusive membership programs and legislative advocacy. Currently, the association has 397 Florida RV Park Members, 36 Alabama RV Park Members and 67 Supplier Members.—*news release*

Mobile Finance Services Now Available



Dutch Persuasion Enterprises recently joined FRVTA giving smaller RV Dealers access to finance options normally only available to larger dealerships. Owner Annalu Bergakker originally opened her “mobile finance office” in 1989, but closed it in the mid-‘90s as she moved out of Florida.

Upon her return to the Sunshine State, she worked for the Fort Myers-based dealership RV Kountry to reorganize their finance department after they lost their previous finance manager.

Originally from Amsterdam, The Netherlands, Annalu has worked with a variety of banks and financing institutions with which she has financed millions of dollars of RVs. Besides unit financing, she also offers customers warranties and insurances, thereby creating additional profits for a dealer.

Customers benefit by obtaining a lower payment due to lower interest rates provided than what they can obtain by themselves.

Dealers benefit by keeping the customer satisfied as well as securing additional profits with no overhead. Dutch Persuasion Enterprises is paid a percentage of only the financed profit once the dealer has received payment.

To learn more about the services Dutch Persuasion Enterprises offers and how you can benefit, please contact Annalu at (863) 242-1435 or email annalu@dpfinancialservice.com.

America Choice Posts Sales High in First Quarter



Ocala-based America Choice RV recently reported that the company hit an all-time high for sales during the first four months of 2017.

The dealership, with four Florida locations, sold over 500 RVs during the period, representing a 74% year-over-year increase and outpaced the industry’s reported 10% growth. In addition, revenue is up 35% and profit is soaring over 600% compared to the same time in 2016.

According to co-owners Cody Loughlin and Scott Gencarelli, America Choice RV’s strong sales growth has prompted them to look at adding additional locations.—*news release, RVBusiness*

MEMBERSHIP INFORMATION

NEW MEMBERS

AMAZON – CamperForce

Meredith Twedell
1150 S Columbia Ave
Campbellsville, KY 42718-2465
719-229-3210
pedrickm@amaz.com
www.amazondelivers.jobs/about/camperforce/
Service, Region 10

EAGLE BEAM LLC

Justin Strader
11206 Windsor Place Circle
Tampa, FL 33626-2688
770-617-7874
eaglebeamlights@gmail.com
www.eaglebeamlights.com
Supplier, Region 3

JUPITER BIKE

Rob Daniels
5600 Airport Blvd, Ste C
Tampa, FL 33634-5315
813-609-2453
rob@jupiterbike.com
www.jupiterbike.com
Supplier, Region 3

KING

Marc Lubker
11200 Hampshire Ave S
Bloomington, MN 55438
952-922-6889
marc.lubker@kingconnect.com
www.kingconnect.com
Supplier, Region 10

LUXURY BATH TAMPA BAY

Maricez Medina
33851 US Hwy 19 N
Palm Harbor, FL 34684-2643
727-786-6400
mari@luxurybathampabay.com
www.luxurybathampabay.com
Supplier, Region 3

SUPER TOYS STORAGE

Gregory Jones
8813 Western Way
Jacksonville, FL 32256-0367
904-608-0645
tjones@supertoysstorage.com
www.supertoysstorage.com
Service, Region 6

ZOMBIE MOTOR SPORTS OF FL

Jon Levin
10847 SW Cypress Bend Ave
Arcadia, FL 34269-8611
941-625-9666
Jandj53@yahoo.com
Supplier, Region 1

Last Shows of Season

**TAMPA BAY
SUMMER RV SHOW**

JUNE 8-11

Florida State Fairgrounds



**WEST PALM BEACH
SUMMER RV SHOW**

JUNE 8-11

South Florida Fairgrounds

Lazydays Golf Tourney Raises \$100K for Charity

The Lazydays Employee Foundation announced that its 7th Annual Golf Tournament raised more than \$100,000 to support at-risk youth in the Tampa Bay area and in Tucson, Denver and Northern Colorado communities. The annual event was held at the River Hills Country Club in Valrico this past May.

Participating golfers played 18 holes and competed in putting contests, longest drive and closest-to-the-pin

challenges, and hole-in-one shootouts with an RV as the top prize.

Lazydays

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“We’d like to thank the many sponsors, vendors, manufacturers, players and volunteers who made this event possible,” said Katherine Kearney, chair of fundraising for the Lazydays Employee Foundation. “Their contributions, together with ongoing Lazydays

employee donations, enable us to instill hope, inspire dreams and improve children’s lives.”

Proceeds will fund a variety of programs designed to empower local children with education and opportunity. Major partners included Platinum Sponsor Greenberg Traurig LLP and Bank of America, which returned as tournament sponsor for the seventh consecutive year. The 8th Annual Lazydays Employee Foundation Golf Tournament is tentatively scheduled for May 4, 2018.—news release, RVBusiness

MEETING DATES



Region 1 • No Meetings until October

Region 2 • June 13 • Red Lobster, 6638 Lake Worth Rd, Lake Worth

Region 3 • No Meeting

Region 4 • June 14 • Bonefish Grill, 7830 W Sandlake Rd, Orlando

Region 5 • No Meeting

Region 6 • No Meeting

Region 7 • June 27 • Braised Onion • 754 NE 25th Ave • Ocala

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