

FRVTA News



MAY 2019

MONTHLY NEWS CONCERNING
FLORIDA'S RECREATION VEHICLE INDUSTRY

RVIA Cancels San Antonio RVX...Will Examine Future Timing & Locations



In March, RVX: The RV Experience delivered on its promise by bringing together all segments of the industry to highlight and showcase innovative and popular products. A broad consensus of attendees and industry influencers all agree that RVX successfully accomplished its primary goal of providing a high profile, signature media event that celebrated the RV industry and outdoor recreation lifestyle.

However, according to the RV Industry Association (RVIA), "it is clear based on feedback from our members, attendees and those unable to attend, that we now need to address how a showcase event could be improved – and how issues of timing and location could increase participation and unity across all segments of the RV industry."

In early April, the RVIA board of directors convened a meeting to address the show. While the board remains strongly committed to developing the RVX concept into an RV industry week-type event, the board did decide to create a task force to explore how changes to the timing and location might improve member value and dealer attendance.

To that end, RVIA's board of directors voted not to move forward with plans for a March RVX show in San Antonio in 2020 or Salt Lake City in 2021.

Based on feedback from members, attendees and those unable to attend the event, RVIA needs to focus on addressing the timing and location conundrums. Increasing participation in the event across all segments of the industry will arguably require some careful planning.

At this time, every potential path forward is on the table. The RV Industry Association's volunteer leadership, as well as staff, has begun work on building out that task force directive.

The current plan is for the task force to present initial findings to the board of directors at the June 2019 meeting in Washington, D.C., on June 6.

The completely reimagined trade event, however, did provide both attendees and non-attendees alike with something new and exciting not seen before within the national RV Industry.

Borrowing elements from auto industry shows, RVX lit an exciting fuse in the "Reveal" of new and possible RV designs and products all formulated to provoke new thoughts and directions about the future of RVing and what we can look forward to as an industry.

Additionally, the extensive national media coverage provided consumers with coverage on how the RV Lifestyle can be enjoyed locally, regionally and nationally. This level of media-enhanced consumer awareness and interest has never happened before at any other RV Show.

This consumer interest will be capitalized upon with the Go RVing Coalition's "Kick Off to Camping Season" initiative that will promote the industry's message throughout North America that can be followed on Facebook at @GoRVing, Twitter and Instagram.

Finally, RVIA's cadre of lifestyle "influencers" will start spreading the word on YouTube and other online venues as part of a coordinated public relations effort on social media to drive home the RV Lifestyle's attributes.

These efforts coming out of RVX are expected to generate tens of millions of consumer impressions that will hopefully translate into packed dealerships and corresponding unit sales.

So, as RVX undergoes a thorough review, its hiatus should not be looked upon as a failure, but as an attempt to shake up the way things were always done. This will allow new ways of thinking, developing and displaying of RV products that can only enhance the RV Lifestyle—a win-win for everyone.—RVIA, news reports

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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

PRESIDENT'S MESSAGE...

Have You Rightsized Your Parts Store in the New Amazon Era?

A recent survey showed that 63 percent of RV aftermarket buyers prefer to purchase their RV accessories in a retail store, but only 29 percent of that was via an RV dealer. Not surprisingly, the younger crowd trended more to online shopping than the older group.

Most every dealer I talk with says their store traffic is down from what it once was and customers regularly pull out their smart phone to negotiate a better price. We're all looking for answers on how to keep retail operations more profitable in this technology driven world—and it's not getting any easier.

I hear a lot about how Amazon has made life difficult for so many retailers. Amazon hasn't changed anything in my view. Technology did and Amazon was just the first to capitalize. It could have easily been Walmart or Target or any number of folks that had an early advantage, but they didn't have the vision or understanding of where technology could take them. Now they're all trying to play catch up!

Like it or not, the retail world has changed forever and it's going to continue. Technology has made it very easy for manufacturers and distributors to sell directly to the consumer. Reduced steps = reduced costs. Add fast, free delivery to that and now you can save money without fighting traffic to get to your parts store. It's such an advantage that relationship selling starts to lose its luster. Customers still love you, they just aren't willing to go through all the effort to see you.

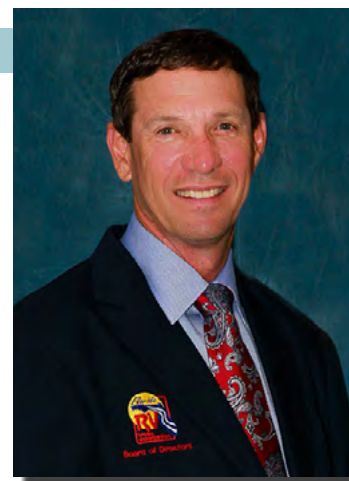
Almost everyone I talk to has seen retail store sales lagging. Some have started selling online only to find that it takes a lot of effort to achieve small margins. They simply can't compete with their distributors and suppliers that are also selling online. More effort for smaller margins has become the new reality and I don't see that changing anytime soon. So, how is a retail store supposed to survive in this new world? Here are my recommendations:

- *Get real! Don't fight it or complain about it. Accept what is happening and try to understand how technology will soon change every area of your business.*
- *Know your area. There is not a one-size-fits-all approach. Your location and customer base will determine your opportunities, and how soon technology will change your game plan.*
- *Play to your strengths. Customers will always need service and repair parts. Focus on the areas you can win and play that game better than anyone else.*
- *Use your space wisely. Know your income and profit per square foot of retail space. Right-size your store and personnel based on acceptable standards, and review it regularly.*
- *Get creative and work hard. Customers may not be concerned with relationship selling anymore, but they love experiences. Figure out how to create them.*
- *Listen and apply. Customers will still tell you what will serve them if you ask. Keep asking and make the necessary adjustments.*

I wish you much success in staying relevant in this rapidly changing world.

Till next month,

ROB COCHRAN
FRVTA State President



FRVTA Board Meets in Brandon

The FRVTA Board of Directors met on April 13 at the Embassy Suites Hotel in Brandon. The following are the items discussed or actions taken.

The Show Committee decided to change the regional show rules so that every dealer/exhibitor will be allotted 25 Bee Back Passes and will be able to request more if needed.

The Board moved to increase the cost of admission to the 2020 RV SuperShow to \$11 for a two-day adult ticket; children under 16 will still be free.

The PR Committee reported that the RVer's Guide and SuperShow magazines were a success and plans are underway for the 2020 magazines. Distribution thru the interstate rest areas, the Florida Turnpike and Pilot Flying J Stores remains strong. We have reached out to NASA to shoot the cover of the RVer's Guide. They also reported good click-thru rates on the ads on the FRVTA.org website. The public service billboard campaign for 2018-19 netted the Association over \$106,000 worth of billboard space for an investment of only \$15,500. FRVTA members that use photos of their customers on their websites should have them sign a photo release.



The Board approved matching the regions dollar for dollar, up to \$10,000, to collect and distribute to hurricane relief in the Panhandle. Many residents are still in need of help and the board agreed to make the donation directly to the people who still need it.

The Education Committee continues to work with RVIA on the implementation of the new textbooks and curriculum for the new RV Training Institute. Jim Carr met with the State of Florida to try to simplify the testing for LP Gas Dealers, Distributors and Service Centers. This is an on-going issue that will be worked out with the state.

The deadline for applications for the 2019-20 FRVTA Scholarship is Friday, June 7. Applications can be downloaded from the FRVTA.org website.

The Finance Committee reported the Association to be in very good financial condition with the SuperShow still being the number one revenue producer. Mike Ryan pointed out that Hillsborough County just raised the sales tax to 8.5% from 7%. This means we paid the new tax rate on SuperShow admissions.

The Membership Committee is updating the posters for FRVTA Members to post about all the benefits available to their employees as FRVTA members.

Lance reported that staff is all doing well and the office has been painted, a new roof installed, trees removed and trimmed, and a new landscaping company hired.

SSI: 2018 Sets New Retail Registrations Record



While year-over-year wholesale shipments dropped over the final quarter in 2018, new retail registrations closed out the year with an all-time high of 489,440 units — an increase of 3.57% over 2017, which, at the time, was the best year on record.

Scott Stropkai, president of Grand Rapids, Mich.-based Statistical Surveys Inc., says those retail figures ought to be welcome news for an industry that is attracting much consternation as of late.

“Everybody’s concerned because they’re seeing that wholesale shipments have been on the decline. Well, we’ve forgotten how fast we were growing from January through April. It was unsustainable,” Stropkai said. “If we just look at retail, we can see we’re doing just fine.”

Noting that the retail data is submitted from all 50 states as well as Canada, Stropkai said that while year-over-year retail figures for September, October, November and December last year were down modestly, each month still represented the second-best total ever in terms of new retail registrations.

“So, the retail market is great,” Stropkai said. “And, basically, as long as retail holds, the wholesale will be fine. It’s as simple as that. And based on all the data that we get from the states, manufacturers and dealers, it appears as if retail is going to be just fine.

“The market is up 3.6% overall year-to-date,” he said. “That’s on top of last year’s best retail market in history — at least that we’ve tracked — and September, October, November and December were all the second-best months on record. Things aren’t falling apart.” —RVBusiness



TRAINING NEWS • by Jim Carr, Training Director

RV Technical Institute Announces New Career Levels for Technicians

The new technician training program was rolled out to RV technicians and dealers, including the new program requirements and curriculum, during the inaugural RVX event recently held in Salt Lake City.

Under the RV Technical Institute's new program, technician training and proficiency will be based on four levels of training ranging from pre-delivery inspection training to master technician. Each level serves as a foundation for the next level and will be achieved through practical application and skills-based assessments.

The new program focuses on continued education over the course of a tech's career that emphasizes being up-to-date on new technologies and products as they become available in the RV market.



The Level 1 training credential will be good for life and does not require any recertification or continuing education as it establishes the foundation for the technician to become well-versed in the basics of RV repair and diagnosis. Levels 2-4 will require continuing education within five-year periods to ensure that technicians remain up-to-date on the newest products and technology in RVs and ensure that technicians are able to easily diagnose, troubleshoot and repair issues to a varying degree of expertise.

The new technician career path is:

- **Level 1** – A pre-delivery inspector (PDI) technician with a proven skill set to prepare an RV for customer delivery by verifying the operation of all components.
- **Level 2** – A technician that has theoretical knowledge of all the systems and components within an RV and a proven skill set to diagnose, troubleshoot and repair those systems and components.
- **Level 3** - Specialties – A technician that has completed vendor trainings on specific types of components increasing their proficiency in troubleshooting and repair. (See requirements for each specialty).
- **Level 4** – Master Technician – this technician has completed all five designated specialties through vendor trainings and is proficient in troubleshooting and repair of ALL major systems and components within an RV.

Levels 1 and Level 2 will be offered over the next year to support the new career path and credentialing system. Level 3 training, specialties, will continue to be available over the next several months and in a similar form under the new program. They are already offered under the current Technicians in Training (TnT) program and will continue to be available at the RV Technical Institute. Technicians obtaining specialty training now will receive credit for completing it under the new program.

The RV Technical Institute will offer multiple training formats such as instructor led live/hands-on classes, independent learner online training and hybrid classes that use a mix of on-line and live/hands-on. Courses will be delivered through the institute's faculty and licensed partners across the country. The new curriculum has been broken out into seven courses and 38 modules giving the most flexibility for delivery and the learner. This flexibility will allow the learner to focus on one area at a time or take only the courses needed.

Technicians who have already completed training or achieved certifications will be grandfathered into this new program. All expiration dates will remain the same for your current certification. Below is a chart of what level technicians will be granted.

CURRENT VALID CREDENTIAL	NEW CREDENTIAL
RVDA/RVIA Registered Technician	RVTI Level 1 Technician
RVDA/RVIA Certified Technician	RVTI Level 2 Technician
RVDA/RVIA Master Certified Technician	RVTI Level 4 Technician

–news release

RV Learning Center College Scholarship Available

College undergrads can start getting their finances in order for the fall semester by applying to the Mike Molino RV Learning Center's scholarship program.

RV-related company employees and their dependents, who are working toward a degree in a business-related field or a major applicable to the RV Industry are eligible to apply for the \$2,500 scholarship. Deadline to apply is June 28, 2019.

One of the factors considered when choosing the recipient is whether he or she has previous experience working in the RV business or a desire to do so after graduation. Individuals must be a rising sophomore, junior or senior at an accredited four-year school and have a 2.8 or better grade point average.

The scholarship program is made possible through the generosity of the Newt and Joanne Kindlund family. Unfortunately, Mrs. Kindlund recently passed away, but thankfully her and her husband's generosity continues. For complete requirements and to apply, [click here](#).–RVDA



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

Records: How Long Should You Keep Them?

Keeping records is important. Keeping them for a specific period of time is the law. Dealers are required to keep certain records regulated by federal and state laws for certain periods. The record retention requirements for

the listed agencies and types of records to be kept are as follows:

- Division of Motorist Services (DMV)–Records must be kept for a period of no less than five (5) years. Records may be kept in electronic or paper form. [s.320.27\(6\)](#), [320.771\(9\)](#), Florida Statutes. Electronic Filing System (EFS) Record Retention - [EFS-02](#)
- Office of Financial Regulation (OFR) – Retail Installment Sales Contracts, books, accounts, other records–two (2) years after final entry therein ([s.520.997\(3\), F.S.](#))
- Department of Revenue (DOR) – A partial listing of records for major tax audits such as sales and use tax, and corporate income tax includes: Federal income tax returns, Florida tax returns, Depreciation schedules, General ledgers and journals, Property records, Cash receipt and disbursement journals, Purchase and sales journals, Sales tax exemption or resale certificates and Documentation to verify amounts entered on tax returns. You must keep your records for three (3) years since an audit can extend back that far. The Department may audit for periods longer than three years if you did not file or filed a substantially incorrect return or payment. [Click here](#) for more information about sales and use tax audits.
- IRS 8300 Form – A business should keep a copy of every Form 8300 it files and the required statement it sent to customers for at least five (5) years from the date filed. [Click here](#) for more information.
- Credit Applications, Reports, Adverse Action Notices, etc. for a period of 25 months. [Click here for "Regulation B"](#)

When you destroy paper or electronic records of credit reports, you must comply with the federal Disposal Rule. This Rule is enforced by the Federal Trade Commission (FTC) and is part of the Fair and Accurate

Credit Transactions Act of 2003 (FACTA). The FTC also recommends you follow the guidelines of this Rule when disposing of any other documents containing customer nonpublic personal information. The FTC states:

The Rule requires disposal practices that are reasonable and appropriate to prevent the unauthorized access to – or use of – information in a consumer report. For example, reasonable measures for disposing of consumer report information could include establishing and complying with policies to: burn, pulverize, or shred papers containing consumer report information so that the information cannot be read or reconstructed; destroy or erase electronic files or media containing consumer report information so that the information cannot be read or reconstructed; or conduct due diligence and hire a document destruction contractor to dispose of material specifically identified as consumer report information consistent with the Rule. Due diligence could include: reviewing an independent audit of a disposal company's operations and/or its compliance with the Rule; obtaining information about the disposal company from several references; requiring that the disposal company be certified by a recognized trade association; or reviewing and evaluating the disposal company's information security policies or procedures. ([Click here for further information.](#))

Each dealership should have clearly written policies and procedures on how to maintain and destroy records. One or more persons should be tasked with this responsibility to ensure your dealership will withstand any record retention and destruction audit by the FTC.

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.

MEMBER SPOTLIGHT

Sunshine Village—Spacious Lots Close to Florida’s Favorite Attractions

For more than 30 years, Fortune Real Estate owner Rob Smith has specialized in buying and selling investment properties with a focus on mobile home parks, manufactured home communities, campgrounds, RV parks, and similar park and resort communities. One of the company’s most successful properties is Sunshine Village in Webster.

Currently, the property has 64 double-wide manufactured home lots, of which 20 are open. There are 63 RV sites, of which 47 are occupied month-to-month throughout the year. “The remaining 16 are transient RV sites we fill up during the season,” says Rob, “and we have RVers on there periodically during the off season. The county has given us a temporary permit for 10 of those 20 double-wide manufactured home lots where we can put two RVers on them when we have overflow. We could have a total of 140 occupied lots/sites during the season.

“The 47 permanent RV lots are huge,” describes Rob, “and the double-wide manufactured home lots that we are using for RVs are bigger than other RV sites in Sumter County sized at roughly 50’x100’.”

Rob, an 18-year member of Region 1 who runs the park, is always looking for ways to network with fellow members. “Anybody who sells an RV at any dealership anywhere in Florida can send their customer to Sunshine Village and we’ll honor a free two-day stay or give a discount of \$35 for a three-day stay,” he details.

Sunshine Village is the closest RV Resort to the Famous Webster Westside Flea Market, which is the largest flea market in Florida and is only open on Mondays year-round. The market has a separate wholesale section exclusively for business owners.

In addition to the close proximity of the flea market, Sunshine Village is less than 60 minutes from the Gulf of Mexico, Tampa and Orlando. Webster also is just 15 minutes from The Villages, which is a big attraction because of all the activities the mega-community offers to the public.

“A lot of people don’t know that The Villages purchased the farmland adjoining the edge of the city of Webster,” informs Rob, “so at some point in the near future with the rapid growth that The Villages is undergoing, Sunshine Village will be within five miles.”

Rob believes it’s that word-of-mouth advertising that results in Sunshine Village not having many open lots. It’s also the reason he continues to invest in the resort, including building an additional 50 RV Super Sites. He notes that the improvements made to the property over the last 13 years, including the new RV Super Site section, will total over \$2 million.

Though Sunshine Village’s lots and proximity to area attractions are a huge draw, Rob names a third element that’s an equal contributor to Sunshine Village’s popularity: its residents and guests. “We are not a large corporate-owned property. We are family-owned and operated. When you come to our resort, you feel like

you’re home; you feel like you’re with your family.”

That feeling of being at home at Sunshine Village is enhanced by its location in the heart of Sumter County. Residents and visitors alike find peace and serenity while enjoying the quintessential Florida experience through activities that fit easily into their budgets.



RVs Move America Week June 2-6, 2019

RVs Move America Week in Washington, D.C. is an event for the RV industry to come together to nurture ideas and collectively build a strategic roadmap to navigate the direction of industry goals and objectives, interact with industry colleagues and meet with federal policymakers.

The week consists of Association committee meetings and the RV Industry Association’s annual advocacy event on Capitol Hill where members meet with Congressional and Administration officials, forge relationships beneficial to business and discuss current issues affecting the industry. This year the updated RVs Move America Economic Impact study will be released on Capitol Hill in conjunction with the House and Senate RV Caucuses.

Our 2018 advocacy event was the largest ever, with 120 members holding 170 meetings with members of Congress, their staffs and Administration officials. From increasing membership in the House and Senate RV Caucuses to gaining support on a variety of industry initiatives, it’s more critical than ever to assist the Association’s advocacy efforts and leave a compelling imprint on federal policymakers.—RVIA

FLORIDA–ALABAMA ARVC READYING FOR ANNUAL CONFERENCE & EXPO

The Florida and Alabama ARVC Association is making last minute preparations for their highly anticipated 2019 Conference and Expo to be held in Orlando May 7-9.

“This is expected to be possibly our largest trade show and most well attended conferences ever,” said Bobby Cornwell, Executive Director of the Florida and Alabama Association of RV Parks and Campgrounds. Approximately 50 supplier vendors and upwards of 120 park owners, operators and industry professionals are expected to attend.



The 2019 event, which is being held at the Holiday Inn Disney Springs Resort in Lake Buena Vista, will feature a variety of valuable educational sessions and group “cracker barrels,” all designed to provide RV park and outdoor hospitality owners and operators with the information needed to run a successful and profitable business. Sessions are designed for both experienced and newbie park operators.

Cornwell explained that, “We’re seeing more interest and participation from new developers and those looking to build or invest in the Outdoor Hospitality Industry than ever before.”

Educational sessions include: Managing the Risk of Dogs at your RV Park and Campground, How to Reduce your Liability Costs, Industry Trends, How to be Ready for the Future, The Future of RVs and Outdoor Hospitality, Park Security Procedures and How to Prepare your Staff and Your Guests for Dangerous Incidents, Important Legal Issues and Legislative Updates.

Interactive and valuable group discussions will cover: RV Park Expansion, Park Design and Construction tips, Wi-Fi, Marketing, ADA Compliancy, Service Animals, Guest Waivers, RV Park Immunity Law, ARVC Benefits and Services, RV park mail operations, evictions and more.

Besides educational sessions and group discussions, there will be lots of food, entertainment and an opening keynote breakfast presentation where attendees will learn how they can turn \$3 into \$10,000. Conference attendees can also expect to participate in team building activities that are sure to provide laughs, good times and memories for all.

For more information or to register, please contact the Florida ARVC / Alabama ARVC office at (850) 562-7151.

–news release

2019 RVDA CONVENTION EXPO

NOVEMBER 11-15 • LAS VEGAS

EARLY BIRD RATES AVAILABLE FOR RVDA CONVENTION

Registration is open for the 2019 RV Dealers Convention/Expo, Nov. 11 – 15 at Caesars Palace on the Las Vegas strip. Dealers are encouraged to bring their top performers for a week of training and education, leadership development, networking, and motivation that will take their performance to new heights.

Early bird rates apply through June 30. Dealers who register at least one person from their dealership by the deadline lock in the discounted rate for the rest of their company’s registrants — no matter when they sign up. The early bird rate represents a savings of up to \$430 (39%) off the full convention rate for the first registrant alone. [Online registration](#) is now open with the option to use PayPal at checkout. [Printable forms](#) and hotel room block information is available on the convention website: www.rvda.org/convention.

The convention is hosted by the RV Dealers Association (RVDA), RVDA of Canada and the Mike Molino RV Learning Center.

Relevant education tracks that address dealerships’ key areas offer a curriculum designed specifically for RV dealership employees. Education tracks for dealer/GMs, sales, fixed operations, F&I, rental, and social media/e-Marketing offer something to meet the professional development needs of today’s RV dealership professionals.

This year’s offerings will include:

- Selling and marketing to boomers, Millennials and Gen Xers.
- Motivational strategies to encourage top performance.
- Mini rental school (included in registration fee).
- A half-day course for RV dealership Young Executives (additional fee).
- The latest techniques for effective social media campaigns and Internet marketing.

The Solution Center Expo will be in the Julius ballroom, a large and open exhibit hall, and will feature exhibitors that serve RV dealers by providing insurance products, finance tools, and training expertise, as well as the leading suppliers and manufacturers. These exhibitors offer dealers new ways to improve sales, management, customer service and employee performance.—RVDA



General RV Opens New Ocala Supercenter

General RV's President Loren Baidas announced the grand opening event of its newest sales facility in Ocala was a rousing success.

"We've actually been open and selling RVs since December," Baidas said, noting the grand opening included speeches by dealership management, tours of the facility along with refreshments and a catered lunch. "This was essentially an official event to let us look around and appreciate what we've accomplished."

General RV's Ocala Supercenter is located on 60 acres at 13150 SW 16th Ave., off Interstate 75 at Highway 484. The Supercenter offers more than 600 RVs for sale within 90,000-square-foot that has a half-mile of interstate frontage. It features 40 service bays, 20,000-square-foot of retail space and

a state-of-the-art painting facility. There is also a large retail store with a wide selection of RV parts and accessories, and is the largest in the General RV's chain, which now includes 13 different sites.

Based in Michigan, General RV operates other RV Florida supercenters in Jacksonville and Tampa. -news release, RVBusiness



Interstate RV Sales donates to Care Camps for Little Guy Sales

In partnership with Interstate RV Sales, KOA Care Camps announced it will receive a donation for every Little Guy travel trailer sold by the dealership based in Fort Pierce. The dealership recently became an authorized dealer for Little Guy Max Trailers.

The 30-year-old RV dealership has been a long-time supporter of KOA Care Camps, a non-profit organization dedicated to helping children with cancer, and their families, go to oncology camps where they can receive their care and treatments while having fun, making memories and healing their souls. -news release



Stephens to Oversee Customer Experiences at Lazydays

Lazydays announced it has appointed Linda Stephens as vice president of customer experience. This newly created position will be responsible for measuring, evaluating and enhancing the customer experience across the entire network of Lazydays' dealership and service center operations. She will report to William P. Murnane, Lazydays' chairman and CEO.

"I am delighted to name Linda to this very important position," said Murnane. "Linda is a very talented executive who has a keen understanding of the customer and a proven track record of achieving positive change."

The customer experience team will work closely with operating managers to assess the effectiveness of processes and procedures and to make improvements that maximize the value of the Lazydays experience for its customers.

Prior to this appointment, Stephens was vice president of Lazydays' accessories and rentals business units. She started at Lazydays in 2004 in the finance department and has held various senior finance and operating positions throughout her career at Lazydays. She earned a bachelor's degree in accounting from the University of South Florida and is a certified public accountant. -news release



Mike Wood (L) and Mandy Alonso

RV Dealer, Campground Owner Form Partnership

Armando (Mandy) Alonso, owner of American Adventures RV, has partnered with Mike Wood, owner of Wildwood RV Village Campground, Travelers Campground, Breezy Oaks and Lake Pan RV Village, to bring a whole new luxury service to Central Florida RV owners.

As part of the partnership, Alonso will build a state-of-the-art RV sales, service, parts and rental dealership at Wildwood RV Village Campground, which is set for completion this fall.

In the meantime, Wood and Alonso will expand the Wildwood RV Village into a facility with over 600 sites. Originally built in the early 1970's as a Kampgrounds of America Inc. (KOA) park, it was purchased in October 2017 because of its location near The Villages and the intersection of four major U.S. and state Highways

Alonso has over 40-plus years in the RV Industry and has owned numerous campgrounds. He also has operated several RV dealerships, including County Line RV, Turning Wheel RV, America Choice RV and his newest, American Adventures RV (AARV), located in Bushnell. -news release



Florida RV SuperShow Named One of America's Best Trade Shows

The Florida RV SuperShow was recently named among the nation's 10 best trade shows in a recent report by the Trade Show News Network (TSNN), one of the leading sources of online news for the trade show industry.

With a 1,171,084 net square feet, the Florida RV SuperShow was ranked at No. 8 on the list. Hosted by the Florida RV Trade Association (FRVTA), the mega-event takes place annually each January at the Florida State Fairgrounds in Tampa. The 2019 show set an attendance record of 74,286 attendees.

Congratulations to all show participants and FRVTA Staff members who make this annual event so outstanding!



FINAL RV SHOWS OF THE SEASON

TAMPA BAY SUMMER RV SHOW

June 6-9 • Florida State Fairgrounds

WEST PALM BEACH SUMMER RV SHOW

June 20-23 • Palm Beach Outlets



FRVTA Scholarship Applications Due in June!

Applications for the annual FRVTA Scholarship are due June 7. 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 2019 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 7, 2019**. Awards presented by July 26, 2019.

Thank you for your help in making our scholarship program successful!

MEETING DATES



Region 1 • NO MEETING until October • Twin Isle Country Club • 301 Madrid Blvd • Punta Gorda

*Region 2 • May 8 • PGA National Resort • Palm Terrace Room • 400 Ave. of the Champions
Palm Beach Gardens*

Region 3 • May 14 • NEW LOCATION • The Westshore Grand • 4860 W. Kennedy Blvd • Tampa

Region 4 • TO BE ANNOUNCED

Region 5 • NO MEETING • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin

Region 6 • May 21 • NEW LOCATION • Bonefish Grill • 10950 San Jose Blvd • Jacksonville

??Region 7 • May 28 • Braised Onion • 754 NE 25th Ave • Ocala

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