



FRVTA news

MONTHLY NEWS CONCERNING FLORIDA'S RECREATION VEHICLE INDUSTRY

FRVTA & RV Learning Center Renew Partnership



For the 11th consecutive year, the Mike Molino RV Learning Center and the Florida RV Trade Association have renewed their partnership to provide online video-based training for RV dealership personnel through the Distance Learning Network (DLN). The DLN represents a convenient and cost-effective way to provide dealership training.

Dealers taking a yearly subscription to the DLN receive unlimited access to more than 50 training sessions, coursework reviews, and test preparation sections. They're available any time throughout the program year and all a dealer needs for access is a high-speed Internet connection.

This program is FREE to all FRVTA members and is an outstanding membership benefit.

The 2016-2017 DLN program includes a broad curriculum designed to improve the performance of most dealership personnel, including:

- **RV Technician Certification Preparation Courses:** More than 40 hours of instruction will help train and prepare RV service technicians for the RVDA-RVIA RV Service Technician Certification tests, and completion fulfills recertification requirements.
- **Service Writer/Advisor Course:** This one-hour program is ideal for both veteran service writer/advisors and new hires. Presented in a factual and demonstration-filled manner by Traeanne Reynolds, a veteran Service Advisor, Service Manager and General Manager, the program helps prepare your personnel for the RV Learning Center's Service Writer/Advisor Certification test. Completion of the course counts toward recertification requirements.
- **Advanced/Manufacturer Specific Training:** Features product-specific training from RV Manufacturers and Suppliers from within the RV Industry.
- **RV Greeter - Receptionist Course:** A 50-minute program that covers: the importance of customer service; the skills and expectations for the RV receptionist; the importance of making the right first impression; communicating on the phone; handling difficult customers; and organizational techniques for the workplace. The program is suitable for all persons needing customer service skills. The program includes a final exam and certificate of completion.

"Because it's delivered right to your dealership, this is extremely cost-effective training and that is important as dealerships will have more employees to train as the demand continues to increase," said FRVTA Executive Director Lance Wilson. "FRVTA also provides mentor support and encouragement throughout the year, once the dealership is signed up for the program," he said.

"We're pleased to renew this partnership, because it offers so much value to dealers. If your dealership needs to kick-start a training program quickly, this is the way to go," said RV Learning Center Chairman Jeff Pastore of Hartville RV Center in Hartville, OH. "The DLN training model truly simplifies the training process for dealers and offers unparalleled convenience."

The only requirement to participate is a high-speed Internet connection. A video cable connected to a television is also useful for group training. A one-year subscription to the program for non-FRVTA members costs \$995 per dealership location. The subscription term ends July, 31, 2017.

For more information and a sign-up form, visit either www.rvlearningcenter.com or www.frvta.org, or call FRVTA at (386) 754-4285.—news release, RVDA





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IacoNOTES...

Well, here we are in November with the end of 2016 just around the corner. As Allie says, remember that "life is like a roll of toilet paper, the closer it gets to the end, the faster it goes."

Everyone have a wonderful and safe Thanksgiving holiday! Life is precious, so sit back, relax and take a moment to really enjoy this special time of year with your family and friends. You cannot take anything for granted.

Hope the clean up from Hurricane Matthew is going well and those affected will be ready for the coming new season. Some moments it will seem like an impossible task, but it will get better each day—one job at a time—having been through a direct hit myself by Hurricane Charlie in 2004.

November brings the annual RVIA National RV Trade Show in Louisville, KY November 28–December 1. I read that the keynote speaker is Captain "Sully" Sullenberger—what a story he has to tell! FRVTA will be well represented by both Lance and Dave at this important annual event.

Locally, our regional show season kicks off with Region 3's Tampa Bay RV Show November 10-13 at the Florida State Fairgrounds in Tampa followed by Region 2's Palm Beach RV Show November 17-20 at the South Florida Fairgrounds in West Palm Beach. The season begins—good luck to all!

A compliance reminder: the new Department of Labor Overtime Rules go into effect December 1—are you prepared?

Don't forget to vote.

Be safe out there,

NELDA IACONO
FRVTA PRESIDENT

2016-17 FRVTA SHOW SCHEDULE



TAMPA BAY RV SHOW

November 10-13 • Florida State Fairgrounds

WEST PALM BEACH FALL RV SHOW

November 17-20 • South Florida Fairgrounds

CLEAN SWEEP RV SHOW

December 2-4 • CenturyLink-Lee Sports Complex

FLORIDA RV SUPERSHOW

January 18-22 • Florida State Fairgrounds

FORT MYERS RV SHOW

January 26-29 • Lee Civic Center

JACKSONVILLE RV SHOW

February 9-12 • Jacksonville Equestrian Center

WEST PALM BEACH RV SHOW

February 16-19 • South Florida Fairgrounds

OCALA RV SHOW

February 2-5 • Florida Horse Park

RV SUPERSAVER SHOW

April 21-23 • CenturyLink-Lee Sports Complex



“Sully” Sullenberger to Keynote RVIA Outlook 2017

The Recreation Vehicle Industry Association (RVIA) announced major changes to the upcoming National RV Trade Show in Louisville, Ky., Nov. 28–Dec. 1. With a significant investment, the show will unveil exciting new elements to go along with popular tried-and-true features to benefit all attendees, RVIA reported in a recent news release.

The Outlook 2017 program, a long-standing show opener, will feature Captain “Sully” Sullenberger delivering the keynote address. While he is best known for serving as captain during what has been called the “Miracle on the Hudson,” Sullenberger is an aviation safety expert and accident investigator, appearing as a regular on CBS News, while also serving as founder and CEO of Safety Reliability Methods Inc., a company dedicated to management, safety, performance and reliability consulting.

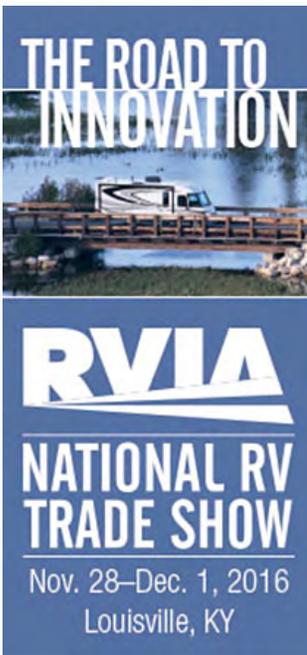
Outlook 2017 is slated for Nov. 29 with doors opening at 7 a.m. and the program starting at 7:30 a.m.

In addition, the National RV Trade Show will debut newly-added show floor features this year to help engage attendees in more “experiential” and immersive ways that highlight new products and new programs, as well as engaging education to keep buyers on the show floor. These areas include:

- **Lookout Point:** a virtual reality tour emerging attendees into the community that is RVing. You’ll get a chance to review user profiles, learn what makes them tick. Experience “sneak peeks”; understand technology and more.
- **Material ConneXion:** an interactive display area from the world leader in material innovation. As trusted advisors to Fortune 500 companies, attendees can see the products of tomorrow designed through smart materials and design.
- **The Campfire:** attendees will get a chance to participate in live story telling and short industry presentations from experts. Listen, learn and kick back in this newly created education-meets-lounge area on the show floor.
- **The Patio:** Charge your devices, network, participate in some Trivial Pursuit and hang out with peers.
- **JumboTron & Selfies:** Have some fun capturing those social media moments.
- **Go RVing Activation Area:** Enjoy this interactive setting.

Educational opportunities are also on the docket with the first-ever Monday sessions running concurrently with insights for dealers, campground operators, manufacturers and suppliers. Also, the “keynote for the day” will be delivered by brand visionary and marketing guru Ken Schmidt, a legendary former director of communications strategy for Harley-Davidson Motor Co.

The show features new educational sessions throughout the week with informative topics such as asset protection, online/social media, current trends in legislation and more. In addition, industry authorities will present power talks on new materials, consumer trends and advocacy. Plus dealers can send their tech crews to Tech Academy and sales teams to Sales & Customer Service Instruction. – *RVIA news release*



Sys2K Announces Availability of Fully Integrated Automation Program

Altamonte Springs-based Sys2K recently announced the release of an Automation Program for Sales & Service. This fully integrated program enables users to automate customized options from marketing and follow-up to internal task scheduling that can be triggered by events throughout the dealership. Commonly automated events include:

- Email Blasts from the first contact to service reminders
- Callback scheduling for any department including sales teams, managers and service advisors
- Task Scheduling for any employee in any department



“At Sys2K, we believe that marketing doesn’t stop with the sale and that great customer service is a necessity. Our Infinity CRM gives all departments in a dealership the opportunity to market and interact with customers and prospects.” Traeanne Reynolds, Executive Director, detailed. “The CRM isn’t just an integrated module; it is an actual component of the Infinity DMS and shares the same data tables. This is truly revolutionary for dealerships as they can market based upon any field or event throughout the entire DMS from automatic web-lead responses and follow-up emails to reminders for oil changes or warranty expirations.”

Company growth recently lead Sys2K to double the size of its corporate headquarters to provide increased capacity for the company’s growing staff and customer base. For more information, visit www.sys2k.com. – *news release*



Close the Books on the Election 2016

As the dust settles around the historic 2016 general election, the winners and losers are working through the post mortem of the campaigns. At the FRVTA, we too, are taking in as much

information regarding the election cycle to understand the overwhelming successes of the candidates we supported and also the occasional race in which the PAC bet on a losing candidate.

The PAC spent nearly \$200,000 this election cycle supporting candidates who shared the FRVTA vision on policy making in Tallahassee. These dollars chased the millions of voters across the state that turned out to cast their ballots. To place some of this in context, let's keep in mind that the actual voting began the week of October 4th when absentee ballots were mailed.

In total, nearly three million voters requested the ability to vote by mail. Of these, more than 1,200,000 were Republican voters and 1,150,000 were Democrat voters. Third party and independent voters made up the remaining nearly 600,000 voters who opted to vote absentee. Early voting continued to be at historic levels and defying the expectations of Supervisors of Elections across Florida.

Legislative campaigns raised more than \$330 million this election cycle with just over \$250 million of that going to soft money political parties and committees. Candidates received around \$85 million with the Republicans taking in the majority of those funds at nearly 54 percent, while Democrats raised about 30 percent and the balance going to "No Party Affiliation" candidates.

The net result of the election was largely known in advance due to the manner in which the political parties and the court system have gerrymandered the state's

House and Senate districts. Republicans maintain control of both the Florida House of Representatives and the Florida Senate, and the FRVTA looks forward to working with Speaker of the House Richard Corcoran and Senate President Joe Negron over the next two years.

Committee chairmen and the various committee membership will be named just before Thanksgiving in the annual Organizational Session required by the Florida Constitution every two years to formally organize and adopt the rules that will govern the function of the Florida Legislature until the next election. All

expectations are that we will have very good committee membership and chairmen to work with over the next two years.

As many of you know, the FRVTA Governmental Affairs Committee and the PAC had been saving up funds for this election cycle for the past four years. Knowing that the election would include an unprecedented number of new candidates and new members to the Florida Legislature, we took great care to ensure we had the resources needed to go in to the 2016 election cycle. These decisions served us well, and I would like to thank all of the members and regions who stepped up to assist the PAC in its fundraising efforts.

We now enter the period of replenishment as the PAC is now at its lowest level in nearly a decade. While the elections of 2018 may seem far away and we all deserve a break from the campaign ads and partisan rhetoric, fundraising for candidates and for PACs began the day after the election. Please help me

remind our members of the need to remain committed to fully funding our PAC fund for future election cycles.

The 2018 cycle will elect a new Governor, Attorney General, Chief Financial Officer and Agriculture Commission in statewide elections that are also very expensive. Each of these offices are extremely important to the livelihood of Florida's RV industry. Please help me make sure we are ready when those campaigns begin. Thanks again for everyone who pitched in this election cycle!




TRAINING NEWS • by Jim Carr, Training Director

Mentor Update

My last update notified everyone that RVIA is working to update the entire Certification program. Here's what's happening on that item as well as others that are of interest:

1. RVIA Updating Certification Program:

Since last month when I brought this item to your attention, action has occurred that should be of interest to everyone. Bruce Hopkins, RVIA VP for Education and Standards, and his Education Director Sharonne Lee called together a group of industry professionals to begin revising the Registered Technician test. Below is an excerpt of an email received from Bruce and Sharonne that spells out what is happening at this time:

We wanted to take this opportunity to thank you for allowing Jeff Meyer (Fla. Camping World Service Director) to attend the RVIA meeting to review and update the Registered Level Certification materials for the RV Service Technician's entry certification. We worked three full days (Thursday, Friday and Saturday) in reviewing the Registered Level requirements, setting measurables and creating hands-on labs to more clearly define the criteria entry-level technicians must conform to. In addition, recommended changes were drafted for the Registered Level Certification test. The result of this work will now be sent to NOCTI, our third party contractor that ensures our efforts conform with established educational processes. They will then finalize the test, so we can begin piloting.

The objective of this revision is to enable the creation of entry-level materials, addressing propane, electrical, plumbing and PDI, that are clearly understood and utilized.

Once NOCTI (National Occupational Certification and Testing Institute) has insured the "educational soundness" of the proposed changes to the Registered Test, a pilot test will be offered to a certain number of individuals to validate results and set an appropriate "cut score" or passing grade.

Once I receive the information on the Pilot Test, I will solicit "volunteers" from the field to take the test. Normally, this test is free and results stand. Also, at this stage current text and/or review materials will be revised to match the new test. When these revised materials are received, even if only in draft form, I will then begin the process of re-filming the entire registered level course.

When the Registered level is complete the Certified level will go through the same process.

We are targeting and anticipating the completion of the entire process to be ready for the Next School Year, August 1, 2017. I will keep everyone informed as things proceed.

2. Programming Identified as Less Than Clear:

We continue to receive calls from near and far that at times information on the screens of those receiving our program are almost or even completely unreadable. We know there are many factors that can interrupt our transmission signal: bandwidth, weather, receiving equipment and, on our end, strength of transmission signal or KBPS (kilo bites per second).

I know this can be frustrating and we are taking two immediate steps to help alleviate the situation: First, we have requested the University of South Florida, our host, to check their outgoing signal strength and insure it is at, and stays at, the maximum strength allowable for their facility.

Secondly, from the beginning we knew periodic interruptions in technology were a reality given the scope at which we are attempting to deliver our program. We made certain that everything cited on the screen was also available to you through textbook illustrations or in hard-copy downloadable formatted materials. PLEASE do not attempt to view the programming without these supporting materials available. When a Power Point presentation is being referenced you must have the hard copies in front of you to alleviate any clarity issues.

As an aside, we are in the process of researching a new Host Provider for the next school year to compliment the new Certification materials and new Programming as discussed in #1 above. We have hired a consultant to assist in all aspects of this process and will take every step to insure we provide the highest quality programming available.

Thank you for your suggestions and we will continue to involve and inform you as we proceed through this update process.

Questions? Please contact us: judy.wilson@fgc.edu or jim.carr@fgc.edu or 386-754-4285. Have a great Fall season and we'll keep you in mind as the snows begin to fall in your region of the country.




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

DMV Takes Strategic Approach to Enforcement

The DMV is changing the way it does business. Limited resources and an increasing workload involving violations committed by all types of motor vehicle dealers has forced it to become more focused and efficient.

The following statistics (comparing the state's last two fiscal years) will give you an idea why the DMV had to become more strategic:

	FY14/15	FY 15/16
Percentage of Failed Dealer Records Inspections to Total Inspections	31.00%	35.72%
Number of Consumer Complaints Received	4,686	4,486
Total Number of Title and Odometer Fraud Investigations	124	153
Fines Assessed	\$284,750	\$398,650

Most Common Violation: 41% of consumer complaints submitted against dealers are for titles not being applied for within 30 days.

(NOTE: Statistics were obtained from DMV documents submitted to the Automobile Dealers Industry Advisory Board {ADIAB} on September 16, 2016.)

DMV will no longer conduct routine records inspections. Instead, they will determine whether you should be inspected based on:

- The number of violations in the past 12 months
- The number of consumer complaints in the past 12 months
- The ratio of temporary tags issued compared to the total number of titles issued
- Late submission of title work (beyond 30 days)

This information is generated electronically, making it easier to find dealers who are out of compliance. But there is one drawback with the electronically-generated DMV report—it doesn't account for sales to out-of-state customers.

Specifically, for every temporary tag you issued to an out-of-state customer, you will not have a title transfer recorded on Florida's database since the title transfer will occur in the customer's home state.

Since the DMV can't distinguish between a temporary

tag issued to a Florida customer versus an out-of-state customer, the DMV database will show a disproportionate amount of temporary tags issued versus titles transferred by your dealership. The more out-of-state sales you make, the more you will stand out.

When your dealership is flagged by the database, you can expect to receive a not-so-nicely worded letter telling you that based on the number of violations you are a "high risk dealer."

You must then be prepared to justify each sale and state why you issued more than one temporary tag to the customer and why you are not showing a title transfer for that customer. You will also be required to explain why Florida title transfers exceeded 30 days.

So what should you do to reduce your dealership's chances of being flagged by DMV?

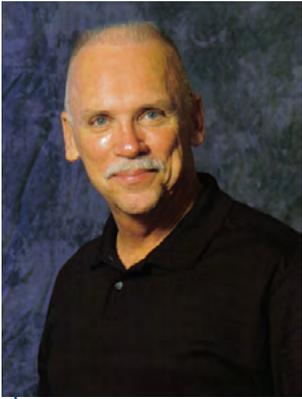
- You should not issue more than one temporary tag to out-of-state customers (see Department of Revenue form DR-123 that requires the vehicle be titled and registered in the customer's state within 45 days of the sale date).
- Florida law requires you to apply for title and registration on behalf of the customer within 30 days from the point of sale or delivery. Issuing two temporary tags to a customer should be an exception (that you must justify), not the rule.

When you are asked by a customer to add after-market parts or accessories and the delivery date is actually later than the sale date, be sure to note the delivery date on the Florida application for title (HSMV 82040) on the bottom front in Block 5: "Date Acquired." The 30-day countdown begins on either the date of sale, or if delivered after the sale date, on the date of delivery.

Closely monitoring all sales transactions to ensure you are in compliance will prevent many problems. Remember, big brother is watching!

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. Allen recently earned certification 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.




FINANCIAL CHECK-UP • by JERRY MANN, FRVTA Benefit Consultant

Saving on Income Tax? Which is best – HSA, HRA or FSA

Many people are unaware that much of their medical, dental and vision expenses can be paid for with the “pre-tax” dollars.

Unfortunately, the amount the IRS allows as a deduction for these type of expenses is only 10% of the amount on line 38 of IRS Form 1040, unless you were born prior to January 2, 1951. In that case, you may deduct expenses that are over 7.5%. So, if one is born after January 2, 1951, and is reporting \$60,000 income on line 38, one can only deduct expenses that are over \$60,000. No deduction on the first \$6,000.....ouch!

Fortunately, there may be an out. And, the out may include not only income tax savings, but one may also be able to avoid 7.65% F.I.C.A. tax. Since most people are in at least a 15% Federal income tax bracket (it goes a lot higher), the total tax savings can be at least 22.65%. Using my previous example of one reporting \$60,000 of income, the potential tax savings would be \$1,359 if one had \$6,000 of eligible expenses vs. on a Schedule A 1040 tax filing. Does this get your attention? How can this be you say? Read on...

Welcome to acronym city. HSA's, HRA's and FSA's are acronyms standing for Health Savings Account (HSA's), Health Reimbursement Account (HRA's) and Flexible Savings Account (FSA's).

Which is best? Depends on your situation. If you have a savvy employer, any one of the three can be established by the employer. In fact, FSA's and HRA's can only be utilized when set up through an employer. However, HSA's can be utilized by an individual or can be set up

through an employer.

What are the limits? Under current law, an HRA set up by an employer has **NO** limit on contributions the employer can make to a plan. No employee contributions are permitted. FSA's are limited to an annual “pre-tax” contribution of up to \$2,550.

However, the 800lb gorilla in the room is the HSA, which allows up to a \$3,350 contribution for someone that has “single” coverage under a qualified health plan, \$6,750 if one covers themselves and other family members. And, if one is over age 55 an additional \$1,000 “catch-up” is allowed, Employers, employees or both can contribute to an HSA, FSA or both to the government limit.

Just imagine, being able to pay your doctor expenses, hospital, chiropractors, MRI's, x-ray's, CAT scans, lab tests, dental, vision, prescription drugs, insulin, private duty nursing, long-term care services, hearing aids, laser eye surgery and much more. Heck, even your friendly acupuncturist gets in on this one!

Want to learn more? Tired of leaving money on the ground? Want to learn how to take advantage of these tax breaks instead of being taken advantage of? Stay tuned. Our next article will provide you expanded information about how to use these plans and more.

Jerry Mann, owner of Vantage Benefits Solutions, Inc., has been a member of FRVTA Region 3 since 1996, and has served as Regional Treasurer three times. For other tax-saving ideas and insurance solutions, contact Jerry at 813-541-6071, toll free at 866-529-1618 or Jerry@vantage-benefits.com as soon as possible.



Lazydays' Sheehan Resigns as President & CEO

Lazydays RV recently announced the resignation of President & CEO Tim Sheehan “for family reasons” and has named current board chairman William P. “Bill” Murnane as the new CEO, effective Dec. 1. Murnane remains chairman.

Sheehan, who joined 40-year-old Lazydays as CEO in April of 2013 after 28 years as an executive with Best Buy, has led an impressive era of growth for Lazydays, one of the nation's largest RV retailers with 722 employees and stores stocking some 2,500 new and pre-owned RV's located in Seffner, Fla. and Tucson, Ariz., as well as Loveland, Aurora and Longmont, Col.

“I would like to thank the amazing employees at Lazydays RV for a life-changing experience,” Sheehan stated in a prepared release. “Everyone works hard toward a common vision focused on the customer. This helped grow the company in so many areas. My goal of positioning this great company for the future has been accomplished. Since day one, leaders throughout the RV Industry have been so gracious and willing to support us. Thank you all very much.”—news release, RVBusiness

Dave Middleton Named President of Nexus RV



Dave Middleton was recently named president of Nexus RV, the factory-direct RV Manufacturer he co-founded in 2010 with Claude Donati. They currently staff a Clearwater location. A long-time industry veteran who had been vice president of Nexus RV since its inception, Middleton replaces Donati, who will become chairman of the board.

“Dave has tirelessly worked to achieve many of his professional goals before my eyes,” stated Donati. “I have known Dave since childhood and I have watched him become a great executive; he has been the largest driving force for our business and deserves the opportunity to run the company.”

“I look forward to this great challenge ahead of me and am eager to continue our steady growth. I will continue with the values and goals we put in place when Claude and I started the company,” added Middleton.—*news release*

Camper's Inn Relocating Headquarters to Jacksonville

According to reports, Campers Inn RV is relocating its headquarters from Kingston, NH to Jacksonville. The multi-dealership company also had considered suburban Charlotte, NC for its headquarters, but settled on Jacksonville where it had considerable property on General Avenue off Interstate 10 available from its earlier purchase of Rivers RV in January 2014.

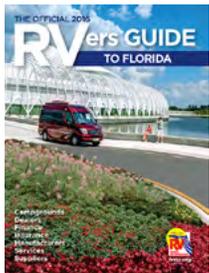


As an added incentive, the Jacksonville City Council approved incentives to assist in the move.

Ben Hirsch, chief operating officer for Campers Inn, which operates 15 RV dealerships including the one in Jacksonville, said they expect to add 22 jobs to the Jacksonville location over the next three years.

He said the company chose Jacksonville for several reasons. “We can have a hard time attracting people to New England because of the cost of living, tax rates and weather,” Hirsch said. “But Jacksonville is very attractive for all three. It has a good labor pool, and we want to hire professional people and pay good wages.”—*RVBusiness, news release*

RVer's Guide to Florida and SuperShow Program & Directory



The RVer's Guide to Florida, our annual membership directory showcasing seven Florida regions and out-of-state region. Each regional section includes member listings by category, engaging stories, current events, maps and area photos plus advertising from region members.

All advertising members that purchase a full-page ad receive a FREE logo added to their member listing. A member purchasing smaller ads can have their logo added for a nominal fee, increasing visibility, while providing consumers with recognition. This publication is available at regional RV shows, member businesses, mail, email or website request plus Interstate Rest Area rack* locations statewide.



**FRVTA began Interstate Rest Area distribution of the RVer's Guide to Florida in 2014 and is currently at 28 Rest Areas including three Visit Florida Welcome Centers plus five Turnpike Service Plaza locations. In April, FRVTA finalized a partnership with Pilot Flying J Travel Centers to have a rack located at the RV Island or diesel entrance of 27 Florida and four South Georgia locations. Due to the overwhelming response to rack distribution, FRVTA's Board of Directors approved printing an additional 15,000 copies of the current publication, thereby bringing total distribution for 2016 to 110,000. In the past eight months, over 36,000 copies have been distributed.*

The SuperShow Program and Directory is filled with everything consumers attending the show need as they navigate throughout the show. The pullout show map identifies each participating manufacturer on the map. Also included are listings by manufacturer and product brands as well as supplier participants with product type and booth location information.

Celebrating our 32nd year! The 2017 Florida RV SuperShow is considered the greatest RV Show in the country. On-site camping, seminars, over 450 vendor booths and more than 1,400 RVs covering 26 acres, it is a site to see!

This publication offers editorials on new products to the industry, many on display at the show. Articles and points of interest on the Tampa area and throughout the state make this publication “A Year-Round Keeper” magazine! Get your message in the hands of thousands of qualified RV buyers!

The more you buy the more you save! Purchase ads in both publications and save up to 25%. The best advertising buy to reach a year-long audience of RV owners and first time buyers! All ads printed in full color.

For additional information or to reserve your advertising space, contact Deanna Pearce directly at (863) 318-0193 or by email at dlpearce7@aol.com.

MEMBERSHIP INFORMATION

NEW MEMBERS

AIR WAVE RV

9500 NW 12th St, #4
Doral, FL 33172-2830
305-471-9507
support@airwaverv.com
www.airwaverv.com
Supplier, Region 2

BLACKBURN & FEARS, INC

10235 Villa Palazzo Ct
Tampa, FL 33615-3098
813-886-1010
daniel@rvleaktest.com
www.rvleaktest.com
Service, Region 3

CLASSY CLIPS

444 Roxbury
Valparaiso, IN 46385-8055
219-776-1378
info@classyclips.net
www.classyclips.net
Supplier, Region 10

DRAGON LAZER

PO Box 210696
Royal Palm Beach, FL 33421-0696
561-432-9100
561-439-5889
dbteambill@gmail.com
www.dragonlazer.net
Supplier, Region 2

DUSTY ROAD LEATHER CO.

PO Box 805
Weleetka, OK 74880-0805
620-664-S 4399
dustyroadleatherco@hotmail.com
Supplier, Region 10

PARADISE OAKS RV RESORT

218 E Bearss Ave, Ste 378
Tampa, FL 33613
352-793-1823
office@olcventures.com
www.paradiseoaksrv.com
Campground, Region 3

R.V. RESORTS INTERNATIONAL

676 SE Monterey Rd
Stuart, FL 34994-4410
772-287-5420
bill@rvri.com
www.rvri.com
Service, Region 2

REAL TIME PAIN RELIEF

9031 Grosse Pointe Cir
Tampa, FL 33635-1329
702-544-7486
813-412-5213
jimauxier@aol.com
www.painawaytampabay.com
Supplier, Region 3

RICK'S SPECIALTY VEHICLES

2517 Mike Padgett Hwy
Augusta, GA 30906-2551
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866-796-2227
706-798-2078
carolr9@msn.com
www.ricksesv.com
Supplier, Region 10

SOUTHERN RV INC

1642 E New York Ave
DeLand, FL 32724-6244
386-734-5678
407-982-7189
mysouthernrv@yahoo.com
www.mysouthernrv.com
Dealer, Region 4

TRAVEL RESORTS OF AMERICA

1930 N Poplar St, Ste 21
Southern Pines, NC 28387-7092
818-458-4667
www.travelresorts.com
Campground, Region 10

If you have a story or item of interest concerning your business that you would like to share with the FRVTA membership, please contact Dave Kelly at davekelly@frvta.org in the State Office.



COACH HOUSE TO EXPAND LOCATION

Coach House, Inc. based in Nokomis outside Sarasota, is having a 13,000-square-foot addition built on to its 30,000-square-foot production facility. Expected to cost at least \$1.5 million, the addition will allow the Class B manufacturer to house fiberglass and painting production areas, as well as an extension to the assembly line that should increase efficiency. The new addition is expected to be ready early next year.—news release

MEETING DATES



REGION 1 • NO Meeting • JD's Bistro • 1951 Tamiami Trail • Port Charlotte

REGION 2 • November 9 • Gander Mountain • 100 Gander Way • Palm Beach Gardens

REGION 3 • NO Meeting • Rusty Pelican • 2425 North Rocky Pointe Drive, Tampa, FL

REGION 4 • November 1 • Bone Fish Grill • 7830 W Sandlake Rd • Orlando

REGION 5 • NO Meeting • Tuscany Italian Bistro • 36178 Emerald Parkway • Destin

REGION 6 • November 15 • Copeland's of New Orleans • 4310 Southside Boulevard • Jacksonville

REGION 7 • November 22 • Braised Onion • 754 NE 25th Ave • Ocala

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