



JANUARY 2016

FRVTA news

MONTHLY NEWS CONCERNING FLORIDA'S RECREATION VEHICLE INDUSTRY

“Discover Your Room With a View” at the Florida RV Trade Association’s 31st Annual 2016 Florida RV SuperShow, Wednesday, January 13 through Sunday, January 17. Industry Day is Tuesday, January 12. This mega RV event will again be held at the Florida State Fairgrounds in Tampa.

The 2016 SuperShow will feature every major RV Manufacturer as well as hundreds of accessory booths. “We’ll have more Suppliers’ booths and every type, size and style of RV on the market,” said Marketing Director David Kelly. “With the addition of new entertainment and more seminars, we anticipate record crowds this year. We’re also renewing the two-day pass so the public will have two full days to see everything at the SuperShow at no additional cost.”

The theme of the 2016 Florida RV SuperShow is “Discover Your Room with a View.” The interest in outdoor recreation is at an all-time high and the phrase “Discover Your Room with a View” reflects the ease with which you can enjoy all the great views this country has to offer. And if you get tired of your view of your neighbors all you have to do is move on!

With hundreds of RVs on display and educational seminars, the SuperShow is the place to trade-in your old RV or collect all the information you need to learn about the RV Lifestyle. And some of Florida’s finest campgrounds and resorts will be there to show the best camping opportunities anywhere. Also, a huge display of camping accessories and supplies will be found in the Camping World Store.

A favorite of all visitors to the SuperShow is the FREE entertainment. From clowns and unicycle riders to Barbershop Quartets and Bag Pipe Bands, the SuperShow has enough entertainment to keep everyone busy. A FREE shuttle service will carry visitors from exhibit to exhibit.

Seminars are presented throughout each day at the SuperShow making it easy to attend the ones you want to see. Topics include “Tips for Buying an RV,” “Full Time & Extended RV Travel” and information on Basic RV Maintenance, Weight and Tire Issues, RV Generator Maintenance and RV Caravanning.

The Super Rally celebrates its 29th year at the SuperShow. This RV rally is open to any and all RV clubs and the general public. It offers a number of amenities including FREE admission to the SuperShow all five public days, meeting facilities for your club, FREE coffee and donuts every morning and seminars. Three nights of entertainment and refreshments are also included and features “The Rivoli Revue” music by Kay and Ron Rivoli, family entertainment by “The Malt Shoppe Memories” and “Cross Strings.”

Admission is only \$10.00 for adults, which includes a second day admission, and children under 16 are FREE. Show hours are Wednesday - Saturday 9am – 6pm and Sunday 9am – 5pm. Wednesday is Senior Citizens Day with seniors receiving \$1.00 admission (not valid with other discounts).

For more information on the 2016 Florida RV SuperShow, contact the FRVTA at (813) 741-0488, or visit our website at <http://events.frvta.org/florida-rv-supershow/>.





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PRESIDENT'S MESSAGE

2016 is Here!

I hope everyone's 2015 ended on an uptick. As you know, in the FRVTA we don't ease into a new year, we start the year on a full-speed race with time. The first couple of months for us are "SHOW TIME!" as we kick-off the New Year with the "Florida RV SuperShow" at the Florida State Fairgrounds in Tampa, January 12th to the 17th.

Our January and February schedules host a total of six RV shows for our snowbirds and RV enthusiasts, so happy selling everyone!

2016—the Year of the Monkey—if you follow the Chinese calendar at all, may be a year of crazy ups, downs and contradictions. What else is new? After all, we're in the RV business.

Numerous articles seem to agree that our industry will have continued growth. A combination of low fuel prices and record truck sales may indicate increased towable and small motorhome sales. As we are considered the professionals of this market, now may be the time to look at potential ways to assist our customers with the "use" of their RVs.

New buyers who have little to no experience in the use, maintenance, operation and safety issues of these new RVs may appreciate some training in these areas. If you have an area that can accommodate a half dozen or so people, this could be an opportunity for you to provide your customers with some valuable education and help cement a lasting bond with your dealership.

As the "snowbirds" continue to arrive, all of us in Florida look forward to a busy time with rekindling relationships and starting new ones over these winter months. Frequently, these customers attend more than one of the shows sponsored by FRVTA, so let's not forget that while we are independent dealers, we are still part of an organization with very common interests and goals. Healthy competition is rewarding not only to our customers, but also to our individual businesses.

I sincerely hope that each and every one of us finds 2016 to be our best year ever!

ROB ROTHENHAUSLER
FRVTA PRESIDENT



You still have time to register for this year's **INDUSTRY DAY: TUESDAY, JANUARY 12**

Registration for you and all your staff is FREE. What better way to see the latest and greatest the national RV Industry has to offer than to attend this FREE day-long event. You'll also receive a FREE coffee and donuts breakfast, and a FREE lunch. Go online for the registration form at <http://events.frvta.org/florida-rv-supershow/> or call the State Office for more information.



Hugelmeyer Optimistic on Future of RV Segment

In his first remarks to the industry as Recreation Vehicle Industry Association (RVIA) president at the association's Outlook 2016 program in Louisville, KY, Frank Hugelmeyer said he is optimistic about both the short- and long-term prospects for the RV market.

"We have erased the dip caused by the Great

Recession with RV shipments nearing record levels," said Hugelmeyer. "Fueled by low interest rates, affordable gas and steady consumer confidence, RV shipments should reach 375,000 units next year. But beyond the strong short-term outlook, we can all rejoice that RVs continue to gain popularity in the outdoor marketplace and are seen as 'cool' in traditional and social media."

Hugelmeyer added that we live in dynamic times, giving birth to important trends that will impact the RV

industry. He pointed to shifting demographics, noting that with 40% of millennials – the next generation of RV buyers – being people of color and 82% of the United States' population living in urban areas, the very definition of what it means to recreate is changing.

"Recreation companies have benefitted from the rural-based Caucasian baby boom," Hugelmeyer said. "We are now evolving into an urban-based, multi-racial future."

Evolving consumer expectations is another trend that requires the industry's attention, Hugelmeyer told the gathering. He also examined the impact of transformative technologies could have on the RV market of the future.

He closed by telling the 1,000 in attendance that he is thrilled and proud to serve as RVIA president because of a powerful camping trip he took with his son Cole – a trip his son still describes as "the greatest weekend of my life."

"Yes, we make vehicles," Hugelmeyer said. "But we ultimately sell is deep, transformative and personal. It is also our greatest strategic advantage because people are always in search of meaningful experiences."

–RVIA, *RVBusiness*



Curtin: RV Shipments Will Reach 375,100 in 2016

The recreation vehicle industry's shipments will reach 375,100 units in 2016, a 1.6% increase above the projected 2015 total of 369,100, according to a new forecast from the

Recreation Vehicle Industry Association (RVIA).

According to a news release, the forecast was prepared by RV Industry analyst Richard Curtin, and released at RVIA's 53rd National RV Trade Show, held this past December in Louisville, Ky.

"This is an exciting time for the RV Industry," said RVIA's new president, Frank Hugelmeyer. "Shipments are now surpassing pre-recession levels, and we have a bright future filled with opportunities for sustainable growth."

The forecasted total for 2016 is more than double the industry's 2009 recession low,



and results from innovative RV designs, a deep-seated preference of consumers for the RV Lifestyle and an improving economy.

"The favorable RV outlook is based on continued gains in jobs and wages, as well as low inflation," said Curtin. "Slowly rising interest rates are anticipated across the forecast horizon, but are not expected to have much impact on RV sales. Record growth in sales of light trucks and low fuel prices will help boost trailer sales."

RVIA forecasts growth will be strongest among conventional travel trailers and Class C motorhomes. Shipments of towable RVs will rise to 326,600 units in 2016, an increase of 1.4%. Motorhome shipments will climb 3.4% to 48,500 units in 2016.

The RV industry's resurgence reflects the ability of manufacturers to quickly deliver new features and options that appeal to changes in the marketplace.

–RVIA, *RVBusiness*



LEGISLATIVE UPDATE • by Marc Dunbar, Legislative Consultant

Here's hoping 2016 is ... Well, Less Dysfunctional!

As we begin the New Year, all signs are for a bright year in the RV Industry. The economic recovery seems to be hallmarked by a stronger work force and greater spending by consumers. Hopefully that

will continue to translate to more disposal income seeing its way on to the lots of RV Dealers and into the spaces of RV Parks around Florida.

My hope is that with the continued economic recovery we will see a little less discord among Florida's political leaders. Over the course of 2015, we witnessed historic breakdowns in the functioning of Florida's government. Despite near absolute control over every aspect of Florida's government and a near billion dollar budget surplus, petty political infighting resulted in the inability to pass a state budget on time, draft of congressional districts and senate districts, and a deterioration in the general political discourse leading many to begin to compare Tallahassee to Washington D.C.

Congressional districts and the districts of the Florida Senate were stripped from the Florida Legislature and left to the courts to draft. The 2016 election year will be even busier due to the fact that the failed Senate maps result in every state senator having to run for re-election.

As of the writing of this column, there is no clear map produced by the court to indicate who is running where, causing continued chaos in the world of political fundraising. I have received a number of calls from politicians and candidates asking for support for their campaign without being able to explain in which district they will be running or who their competition may be. Needless to say, it will be a very busy political year for me and the FRVTA as we once again vet candidates for all

160 legislative districts in the hopes of finding solid RV candidates to support.

You may recall that two years ago Florida's Constitution was amended to require the staggering of the start of the annual 60-day legislative session between the first week in March and the second week of January. This year we kick-off in January, and if all goes well the Florida Legislature will adjourn sine die in March and head home for the long campaign season. A budget surplus and a resolution of the leadership fight between Sen. Joe Negron and Sen. Jack Latvala hopefully will assist in getting our legislature home on time.

With the designation of Sen. Joe Negron in December as the "President-designate," a long political battle was put to rest with good friend and RV supporter Sen. Jack Latvala agreeing to support Sen. Negron for Senate President in exchange for his designation as Chairman of the powerful Senate Committee on Appropriation for the year's 2017-2018. This ends a difficult chapter in the history of the Florida Senate.

Over in the House, which hasn't seen a true leadership fight since the days of Rep. Allan Bense and his battle for the speakership with Rep. Gaston Cantens, a smoldering battle appears to be going on for who will lead the Chamber in 2021-22. Rep. Eric Eisnagle from Orlando appeared to have the designation locked up, but a caucus coup appears to have wrestled this position in favor of Rep. Chris Sprowls from Palm Harbor. I suspect there will be many more turns to this worm, and we will do our best to avoid any collateral damage from this latest leadership dust up.

I hope everyone had a great holiday and wish you a fabulous 2016. As always, keep your ear to the ground for issues that may be coming my way in Tallahassee or future candidates who may have aspirations to serve in state office. The PAC is always looking for great RV-friendly candidates to support. Best Wishes!



RVIA Reports National Trade Show Attendance up 3%

The Recreation Vehicle Industry Association's (RVIA) National RV Trade Show reported attendance for the three-day event held this past December in Louisville, KY, was 7,724, representing a 3% increase from 7,528 last year.

Dealer attendance was flat year-over-year at 2,454 compared to 2,453 in 2014, while the total number of buyers showed a 1% decline from 2,817 to 2,790. Manufacturers exhibiting at the show grew 3% to 1,599 from 1,552 last year.

Groups posting the biggest year-over-year swings were campground owners, up 59%, and warehouse distributors, down 42%, in part due to consolidation during the past year in the sector.—RVIA, RVBusiness



TRAINING NEWS • by Jim Carr, Training Director

New FRVTA Service Committee Established

FRVTA has a new working committee called the **Florida RV Service Council**. This committee was developed in conjunction with the standing FRVTA Education Committee and is designed

to bring a representative body of Service professionals from across the state together to give input, guidance and recommendations on all matters related to the ongoing FRVTA Distance Learning Network and the training programs contained therein.

This working group will also offer recommendations on issues related to the RVIA/RVDA Technician Certification Testing Programs that are currently offered through our national associations.

Why the need for a new committee? Given the influx of new hires into the RV Technician and related service occupations, the DLN training programs have reached an all-time high capacity. As a normal outcome of training offered through the DLN, testing for certification has always been encouraged for all participants completing the Technician Certification Prep course.

Unfortunately, over the past six years the number of certified technicians has steadily declined, with more people being trained as technicians and fewer choosing Certification. The national associations have attempted to address the issues that are thought to be involved in this decline and in doing so have asked local associations for input and recommendations in defining the problems and correcting them.

Since the inception of the Distance Learning Program almost 16 years ago, Florida has continued to be a strong source of input into all national certification issues. Both Lance Wilson and I sit on the **RVIA/RVDA RV Service Training Council (RVST)** and I also sit on the **Technician Certification Governing Board**; the two entities dealing with all RV education, training, testing and certification issues.

The next meeting of the RVST is in January after the RV SuperShow and we, here in Florida, are prepared to make a number of recommendations to correct what we perceive as key shortcomings in the current Technician Certification program. The presentation that will be made is the outcome of our first day-long meeting of the

new Florida Service Council and addresses the following issues:

- Expense of Certification Testing.
- Test Registration Process – too involved and too complex.
- The current on-line test security process is by far too complex, invasive and time consuming.
- Need to explore test options; on-line as well as written “paper/pencil” offerings.
- Look at why we can’t offer reduced “retesting” options for upgrade testing.
- Explore offering credit for sections of test passed; offering re-testing only on those sections failed.
- Explore considerations for those with reading problems and other issues related to testing.
- Consider exploring future bilingual training and testing options.

The members of the Florida Council were selected for their experience in training and certification testing. They have served as Training Mentors as well as have longevity and management background in the Technician career field. And they are:

- Dell Sanders, Owner, JD Sanders and Chair FRVTA Education Committee
- Rob Cochran, Owner, Camping Connection and member FRVTA Education Committee
- Ed Bender, Shop Foreman, LaMesa RV, Sanford
- Tim Burton, Director Parts & Service, Giant Rec. Word, Winter Garden
- Ed Cowan, Service Coordinator, Alliance RV, Wildwood
- Rusty Hall, Shop Foreman, General RV, Tampa
- Brett Howard, GM, North Trail RV, Ft. Lauderdale
- Jeff Meyer, Director Parts and Service, Camping World, Holiday
- Steve Roddy, Sales & Training Director, Florida, Dealer Resources Group (DRG)
- Ed Woods, Director Parts and Service, Camping World
- Jim Carr, FRVTA Staff

A full report of the Florida Council recommendations offered and action taken at the upcoming national meeting will be addressed in the February or March issues of the FRVTA Newsletter. Anyone wishing to discuss anything relative to the issues outlined above, please contact me at jim.carr@fgc.edu.





More on the Affordable Care Act

In the November 2015 issue of FRVTA News, I wrote of additional rules concerning the Affordable Care Act (ACA, also known as “Obamacare”) that take effect on January 1, 2016.

Further, that the people who will feel the pain are not only employers (large and small), but employees and the self-employed will be subject to the heavy hand of the government as fines, penalties and taxes will be assessed by the IRS for non-compliance to the law.

This article will address just some of the requirements of the law as it pertains to all citizens. But first, understand that different rules apply to different categories of employers. The rules depend on whether you participate in a “grand-fathered” plan.

These are plans that were already in existence as of March 23, 2010, the date of ACA’s enactment. The Department of Labor (DOL), Health and Human Services (HHS) and the Treasury issued final regulations regarding a number of the ACA’s requirements.

Employers fall into different categories depending on the state in which they are domiciled. Applicable Large Employers (A.L.E.’s) are those with more than 100 covered employees. Code Section 4980D imposes a non-deductible excise tax of **\$100 per day** with respect to each individual to whom the compliance failure relates. Code Section 6055 and 6056 requires reporting and disclosure requirements. In addition, ACA imposes several taxes and fees on health plan sponsors, such as the tax on high-cost employer plans and the transitional reinsurance fee.

The tax is imposed on the plan sponsor, and since an excise tax is non-deductible the tax must be reported on Form 8928 and must be paid by the due date of the employers’ federal income tax return, **without** taking into account any extensions. Filers may obtain an automatic six month extension for filing form 8928, but obtaining an extension does not extend the time to pay the excise taxes that are due.

The penalty for not complying with ACA’s group health plan reforms is generally \$100 per day, per individual, per violation, subject to the following minimum and maximum amounts.

- If a compliance failure is discovered by the IRA on audit, the minimum excise tax is generally \$2,500. However, if the violations are significant (guess who is going to make that determination!), the minimum excise tax increases to \$15,000.
- For single employer plans, the maximum excise tax for unintentional failure is the lesser of 10% of the aggregate amount paid by the employer during the preceding tax year for group health plan coverage or **\$500,000**.

The ACA has also established a penalty of up to \$1,000 for each **willful** failure to provide a Uniform Summary of Benefits and Coverage (SBC) requirement. The ACA also requires health plans and insurers to provide at least 60 days advance notice of any material modifications to plan terms that take effect during a plan year and are not reflected in the most recently provided SBC. A willful failure to provide this 60 days advance notice may trigger a \$1,000 penalty and an excise tax of \$100 per day, per individual.

These are only a few of the compliance issues and potentially costly attributes of ACA. As time and space permit in this column, we will continue to educate and inform our members about how to avoid these situations and the resulting exorbitant costs.

Gerald R. Mann, CLU, ChFC, CLTC, is President of Vantage Benefit Solutions, Inc. He has been a member of FRVTA since 1986, has served as Region 3 Treasurer three times, and is the insurance advisor and consultant to FRTVA. For other tax saving ideas and insurance solutions, contact him at 813-541-6071, toll free at 1-866-529-1618 or email at jerry@vantage-benefits.com




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

Is Your Dealership On High Alert?

In light of the recent horrific terrorist attacks in Paris and San Bernardino, the nation is on high alert. Dealers should be as well. This is a time all dealers should review their policies on conducting OFAC and Red Flags Rule checks.

Are all buyers (wholesale and retail) being checked against the Office of Foreign Assets Control (OFAC) checklist? When you have a hit, are you taking the steps required to determine whether you have a match or a false hit? Are your employees trained and required to actually pay attention to the results of the OFAC inquiry as opposed to just going through the motions, not paying attention to the results and continuing to process paperwork for the deal?



To become more familiar with steps that should be taken, [click here](#) to access OFAC's Frequently Asked Questions.

Are staff trained and required to conduct checks, as required by the Red Flags Rule, on all customers to ensure they are not identity thieves? Is this being accomplished through the use of credit reports or other software designed to determine identity theft risk? Is staff paying attention to the results?

While conducting a compliance risk assessment at a dealership, I came across a document in a deal jacket that was produced by a software provider that conducts Red Flags Rule checks on all customers. Based on the findings,

the software issues scores ranging from low to high risk. In this particular deal, the score was listed as "High Risk for Identity Theft."

After reading the report, I thought I must have missed something in the deal so I started all over again by reviewing every single document in the deal jacket. To my surprise, there was nothing that showed anything had been done about the hit received. No additional documents were obtained, no notes were added to the deal jacket to explain what additional checks were made, no reasons were provided as to why the deal was completed. As if nothing happened, the deal was done!

Ignoring results is a dangerous practice that could not only lead to regulatory sanctions, but also result in civil litigation. What if the dealership went through with a deal and the customer actually was an identity thief? And to further complicate things, what if the identity thief was using a different identity because his or her real name appeared on one or more federal watch lists?

Times have changed and dealers must be prepared to meet the challenges ahead. Ensuring that your dealership complies with these laws and taking steps to monitor continuous compliance is where you need to be.

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.



- FLORIDA RV SUPERSHOW**
JANUARY 13-17 • Florida State Fairgrounds
- FORT MYERS RV SHOW**
JANUARY 21-24 • Lee Civic Center
- ORLANDO CITY RV SHOW**
JANUARY 28-31 • Citrus Bowl
- OCALA RV SHOW**
FEBRUARY 4-7 • Florida Horse Park
- JACKSONVILLE RV SHOW**
FEBRUARY 11-14 • Jacksonville Equestrian Center
- WEST PALM BEACH RV SHOW**
FEBRUARY 12-15 • South Florida Fairgrounds
- TAMPA BAY SUMMER RV SHOW**
JUNE 23-26 • Florida State Fairgrounds



Tom Wegge of Palm RV Pledges \$37,500 to RV Learning Center

Tom Wegge of Palm RV, Fort Myers and newly elected director of Region 1, recently pledged \$37,500 to the RV Learning Center to be paid in \$7,500 increments over five years. The pledge puts Palm RV into the top donor category of Major Gifts. That category is designated for donors making gifts or cumulative pledges greater than \$25,000.

Wegge's pledge and donation kick starts giving for 2016 and puts the Learning Center on track to achieve its fundraising goals and to realize ambitious plans to revamp the Learning Guides for fixed operations professionals.

The 2016 fundraising campaign began during the RV Dealers International Convention/Expo in Las Vegas. The campaign runs through the end of the Learning Center's fiscal year in June and is aimed at continuing to fund innovative and cost-effective training, education and

learning resources for dealership personnel.

"This generous pledge from Tom Wegge is just more evidence of why he is such a valued member of our dealer body and he serves as the director for Region 1 of the Florida RV Trade Association," said RV Learning Center Chairman of the Board Jeff Pastore of Hartville RV Center in Hartville, OH. "In a relatively short period of time, Palm RV has established itself as a full-service dealership with plans for continued growth with expansion plans to help them reach their goal of \$50 million in sales within the next two years. Tom's support of the RV Learning Center shows that his long-term commitment to employee professional development and customer satisfaction."

The RV Learning Center is dedicated to providing dealers and their employees with innovative ways to operate RV Dealerships through an array of education resources including publications, distance learning, live workshops, online products, training, and certification programs for RV dealership personnel.

For more information on the Foundation's RV Learning Center, visit www.rvlearningcenter.com, send an e-mail to info@rvda.org, or send a fax to (703) 359-0152. The RV Learning Center is a tax exempt organization as described in section 501(c)(3) of the Internal Revenue Code. Contributions may be tax deductible as charitable donations.



Region 6 Makes Youth Center Donation

Region 6 recently donated \$5,600 to the St. Augustine Youth Services (SAYS). The organization runs a home for displaced boys aged 6 to 17 years old. The donated funds were raised by Region 6 at their October Fall RV Show held at the St. Johns County Fairgrounds. A total of \$2,800 was collected and the region matched it for a total of \$5,600. SAYS was selected as the beneficiary of money raised this year by the region.

Pictured (LtoR) St. Augustine Youth Services (SAYS) Development Director Robin Burchfield and Executive Director Skyler Siefker receive a \$5,800 donation from Rob Rothenhausler and Joey Schneider of Ocean Grove RV Center.



Region 1 Helps Needy Kids

At the December Region 1 monthly meeting, attendees were encouraged to bring an unwrapped gift for a girl or boy to benefit Charlotte County Toys for Tots.

In response, members brought an overwhelming number of presents, said Denise Dull, Region 1 Treasurer and coordinator for the evening's donation. "There were enough gifts donated that two entire cars were packed," she exclaimed.

Carol Pickford, local Toys for Tots coordinator, said there are about 8,000 needy children in Charlotte County and that the efforts by Region 1 members would certainly go a long way towards making the holidays brighter. Thank you!

America Choice RV Gets Spot on Inc. 5000 List



Ocala-based America Choice RV recently announced it has been named one of the top companies in the 2015 Inc. 5000 list of the fastest growing private companies in America for the second consecutive year. According to a news release, the company secured its place at No. 4,093 in the retail category with growth rate of 69% for the last three years while generating \$37 million in revenue over six years.

Founded in 2009, America Choice sells new and used RVs while also providing finance, sales and service. Besides Ocala, the dealer has operations in Zephyrhills and is planning to open a third location at Bushnell.

MEMBERSHIP INFORMATION

NEW MEMBERS

CANDY HILL CAMPGROUND

165 Ward Ave
Winchester, VA 22602
540-662-8010
www.candyhill.com

Campground – Region 10

CENTURY BOAT & RV STORAGE

500 S Florida Ave, Ste 700
Lakeland, FL 33801
863-647-1581
Fax: 863-647-3992
www.centuryboatandrvc.com

Service – Region 3

INTERCOASTAL SERVICE GROUP, LLC

5707 45th St E, #168
Bradenton, FL 34203
941-504-0150

Fax: 941-358-5089
fmpackwood@gmail.com

Supplier – Region 1

IT'S HOT OUT!, LLC

6301 Porter Rd
Sarasota, FL 34240
813-530-6130
Fax: 844-468-6888
www.itshotout.com

Supplier – Region 1

MIAMI RV RENTALS

20625 NE 16th Ave
Miami, FL 33179-2220
305-714-1953
Fax: 305-402-0227
www.miami-rv-rentals.com

Service – Region 2

SHARPEN SALES/GOVOLT, LLC

11206 Windsor Place Cir
Tampa, FL 33626-2688
770-617-7874
www.govolt.com

Supplier – Region 3

STONE VOS, LLC

7359 Cedarhurst St
Brooksville, FL 34613
352-942-2653
www.stonevos.com

Supplier – Region 3

North Trail Marks Grand Opening of New Facility

North Trail RV Center in Fort Myers recently kicked off the grand opening of its newly expanded, 70-acre facility with seminars and appearances from leading RV manufacturers.

Matt Miller, president of Newmar Corp., and Tiffin Motorhomes Inc. President Bob Tiffin made visits along with representatives from Thor Motor



North Trail RV CENTER

Coach, Airstream Inc., Jayco Inc., Dynamax, Renegade RV, Winnebago Industries Inc., Freightliner Custom Chassis Corp., Spartan Chassis Inc. and Dometic. Discounted unit pricing, refreshments, giveaways, parts and accessories specials, personal tours and seminars rounded out the event.

Seminar topics included Spartan Chassis Maintenance; Freightliner "Fire Side Chat" Maintenance & Service; and Blue Ox Towing.

"We're giving current and past guests and local RV resort guests a first glimpse at everything, and also the chance to meet some of the leaders of these top RV manufacturers," explained Joe Jackson, sales manager at North Trail.

Speaking of their next phase, Alan Erp, co-owner of North Trail stated, "Although the process has been cumbersome, the results have been phenomenal. We are ready to get started on our sales center as soon as possible and we are feverishly looking for and hiring top-notch people to add to our already amazing staff. The excitement and support of our local community has been invaluable as well."—news release

Nexus Expanding; Buys 50,000 Sq. Foot Facility

Nexus RV, a factory direct manufacturer, announced the expansion of its operations with the purchase of a 50,000-square-foot facility in Elkhart, Ind.

"This facility will house our lamination department, weld shop and our service facility," stated Claude Donati, president of Nexus RV. "By moving those departments, we have increased our capacity to build more motorhomes by 50%, which will match our sales effort."

"We need more space as our business has grown. We are introducing a gas Class A at the Tampa Super Show in January and this move assures we will be able to fulfill all the retail orders for the next few years."

Nexus RV, founded in 2010, builds and retails Class C, Class B-Plus, Super C, diesel pushers and now gas Class A motorhomes with locations in Indiana, Florida, Texas and California.—RVBusiness



MEETING DATES

REGION 1 • January 4 • JD's Bistro & Grill • 1951 Tamiami Trl. • Port Charlotte

REGION 2 • January 20 • Gander Mountain • 100 Gander Way • Palm Beach Gardens

REGION 3 • NO MEETING

REGION 4 • NO MEETING

REGION 5 • NO MEETING

REGION 6 • January 19 • Copeland's of New Orleans • 4310 Southside Blvd. • Jacksonville

REGION 7 • MEETING TO BE DETERMINED

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

