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Updates from the FRVTA Board President

Hello Everyone!

Summer has come to a close and that means our annual convention is here and you need to make sure you're registered to attend... [more info...](#)

Election Recap

by Andres Malave. The stage is set after Tuesday's primary election. Most candidates will now prepare for the November 5th general election, while some have won their contests unopposed... [read more...](#)

Credit Card Surcharges and Convenience Fees

by Leah Langston. Before we get started, I'm going to be honest, this one is pretty confusing. There is only a fine line to separate a Surcharge and a Convenience Fee and often they mistakenly get used... [read more...](#)

Nurturing Tomorrow's Technicians

by Peter "webdoc" Martin, Training Marketing Director of DealerPRO Training. Establishing a Technician Apprentice Program isn't just an investment in personnel. It's a strategic move towards long-term dealership success. In this article, we will address why implementing such a program can benefit your dealership, along with actionable steps to get started... [read more...](#)

Two-Day Dometic Academy is Coming to Florida

The two-day training session will cover Air Conditioners and Water Heaters on Day One and Furnaces and Refrigerators on Day Two. The event is being held Oct 22-23 in the Orlando area and April 23-24 in the Ft Lauderdale area. Classes are limited to 20 participants so register asap by emailing training.school@dometic.com.

FRVTA State Elections Set for September

It's your chance to make a difference! The annual election of FRVTA State Officers will take place at the State Convention (September 5-8 at the Renaissance Sea World Resort in Orlando) in accordance with the FRVTA By-Laws, The Nominating Committee would like to hear from any qualified candidates (see info in link) who would like to submit their name for nomination to State Office.... [more info...](#)

FRVTA Supports Senator Mike Hardopolos

The Florida RV Trade Association urges you to support Senator Mike Haridopolos in his congressional campaign for the district covering Brevard and Indian River Counties.

Senator Haridopolos is a legislative champion and a staunch ally of the RV industry. Over his 16 years in the Florida legislature, he has consistently advocated for our interests. We can have no better representative in Congress.

Please consider supporting Senator Mike Haridopolos. Contributions can be made through his website at www.Mike4Congress.com. Every contribution, no matter the size, demonstrates widespread support for his first-quarter campaign. Thank you for your consideration and support.

Reserve Your Space in the RVers Guide and Supershow Program

Advertising sales are underway for the 2025 RVers Guide to Florida and Official SuperShow Program. The information is being sent out via eBLast by the FRVTA State office weekly. The information is also available using this link:

<https://www.frvta.org/members/httpfrvta-wpengine-comwp-content/> or contact Deanna Pearce directly at: dlpearce7@gmail.com or 863-318-0193.

FRVTA Government Affairs Committee

by Lyn Hart. If you have questions or problems with any RV-related legal issues, the FRVTA Government Affairs Committee is here to help. Please contact the State office... **call now...**

UPCOMING MEETING DATES *(click the location name to GPS)*

Region 1 • No Meeting

Region 2 • No Meeting

Region 3 • No Meeting

Region 4 • No Meeting

Region 5 • No Meeting

Region 6 • No Meeting

Region 7 • No Meeting

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

NEW MEMBERS

Fixer Upper RV

Devin Pesata
Jacksonville, FL 32218-5326
PH: 904-899-3835
Website: www.fixerupperrvs.com
Email: fixerupperrv@gmail.com
Service (R), Region 6

Koni North America

Jim Ryan
1961 International Way
Hebron, KY 41048-9526
PH: 859-586-4100
Website: www.koni-na.com
Email: info@koni-na.com
Supplier (S), Region 10

Outsidevan

Matt Clemo
18943 NE Sandy Blvd
Portland, OR 97230-6808
PH: 503-858-8107

Strawberry Fields for RV'ers

Nora McDonald
1043 NE 4th St
Chiefland, FL 32626-1307
PH: 352-507-7035

Website: www.outsidevan.com
Email: mattc@outsidevan.com
Campground (C), Region 10

Tressel

Brandon Stromer
New Port Richey, FL
PH: 833-873-7735
Website: www.tressel.us
Email: tresselscooters@gmail.com
Supplier (S), Region 3

Website: www.strawberryfieldsforrvs.com
Email: strawberryfieldsrvpark@yahoo.com
Campground (C), Region 7

Utility Bodywerks

James Borum
35804 Henke St
Elkhart, IN 46514-7653
PH: 574-522-8422
Website: www.utilitybodywerks.com
Email: jborum@utilitybodywerks.com
Supplier (S), Region 10

In Case You Missed It...

Employee Retention Impacts Owner Retention

by Don Reed, President of DealerPRO Training. In the RV industry, the link between employee retention and customer retention is undeniable and incredibly influential. The overarching goal for your dealership should be crystal clear... [read more...](#)

Reaching Potential New RVers: Strategies for Success

by Traeanne Reynolds. The RV industry has seen significant growth, particularly in the wake of the pandemic, as people seek safe and flexible travel options. Understanding how to effectively reach potential new RVers is crucial and an effective strategy leverages both traditional and digital marketing approaches... [read more...](#)

RVers Guide Available for Distribution or Online

The *RVers Guide* is the annual membership directory which is used to promote your company. They are available for you to distribute at your business locations to your customers. If interested, contact the FRVTA office and they will be shipped to your business (60 per box). The complete guide is also [available on our website](#). With 125,000 copies of this magazine distributed at all of our RV shows, by personal requests via phone and our website, through the Chambers of Commerce and the Florida Turnpike and Interstate Rest Areas, as well as our member's businesses, your name will be in front of RV consumers all year round. In addition, please check your listing to make sure it is correct as this reflects the information we have on file for your company. For any corrections, please contact the FRVTA State Office or send changes in writing. [call now...](#)

New RVTI Program for Renewing RV Technician Certifications

The RV Technical Institute (RVTI) has launched a program to assist RV technicians with expired certifications in renewing their credentials effortlessly... [more info...](#)

Off-Site Sales

by Leah Langston. By now you may know you can store a vehicle at an off-site location, but did you know you also have the ability to sell it off-site too? We have all

seen them, the “tent sales” on local lots selling inventory away from the dealership. Although this process tends to be a little trickier than selling it off your regular lot, it can be done... [more info...](#)

Regional Meeting Policy Update

Per unanimous decision by the FRVTA Board of Directors, alcoholic beverages will no longer be provided at the regional meetings. Any attendees who wish to have an adult beverage at the meetings will be responsible for payment.

Non-Refundable Deposits

by Leah Langston. Non-Refundable Deposits are a great way for dealers to help secure a sale by having the buyer put a “little skin in the game.” As simple as it sounds, a Non-Refundable Deposit (“NRD”) is money paid by a customer toward the purchase of a specific vehicle that under certain conditions will be “non-refundable.” Like many other rules, this rule is governed by the Florida Deceptive and Unfair Trade Practices Act... [more info...](#)

Dealer Protection from Consumer Attorney Fees

by Ejola Cook. Timing is everything right? It is, especially when it comes to Demands under Florida’s Unfair and Deceptive Act Statute § 501.98. Chapter 501 is a favorite of consumer attorneys, a catch all claim, with a very low threshold. Learn how to add a layer of protection to your business... [more info...](#)

Amended Park Reservation Law

by Leah Langston. The new law essentially gives Florida residents a leg-up by allowing them a one-month advantage over non-residents for booking their camping stays. Floridians can now book 11 months out for their preferred dates while non-residents are restricted to a 10-month reservation window... [more info...](#)

RV Storage with an HOA

by Leah Langston. As of July 1, 2023, Florida has now made legal exceptions for folks to keep RV’s on their property even if they have an HOA which prohibits it... [read more...](#)

RV Technician Training Videos Added to FRVTA Library

Five new RV Technician Training videos on OEM Specific Components have been added to the video library on RVDLN.org. This is a great resource for service technicians of all levels. You will need to sign up for a Free Member account with RVDLN and log in to view... [watch now...](#)

Accepting Foreign Trades

by Leah Langston. Although its not the most common scenario you might have, there may be a time when, as a dealer, you are asked to take a Canadian vehicle in on trade. Can you even do that? What do you need to know?... [read more...](#)

Understanding Florida LP Gas Licensing

The Florida Department of Agriculture and Consumer Services (FDACS) is responsible for licensing individuals and businesses that sell, transport, dispense or store liquefied petroleum (LP) gas and that manufacture, install, service or repair LP gas containers, systems, or appliances. [read more...](#)



Florida RV Trade Association | 5407 Boran Place | Tampa, FL 33610 US

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