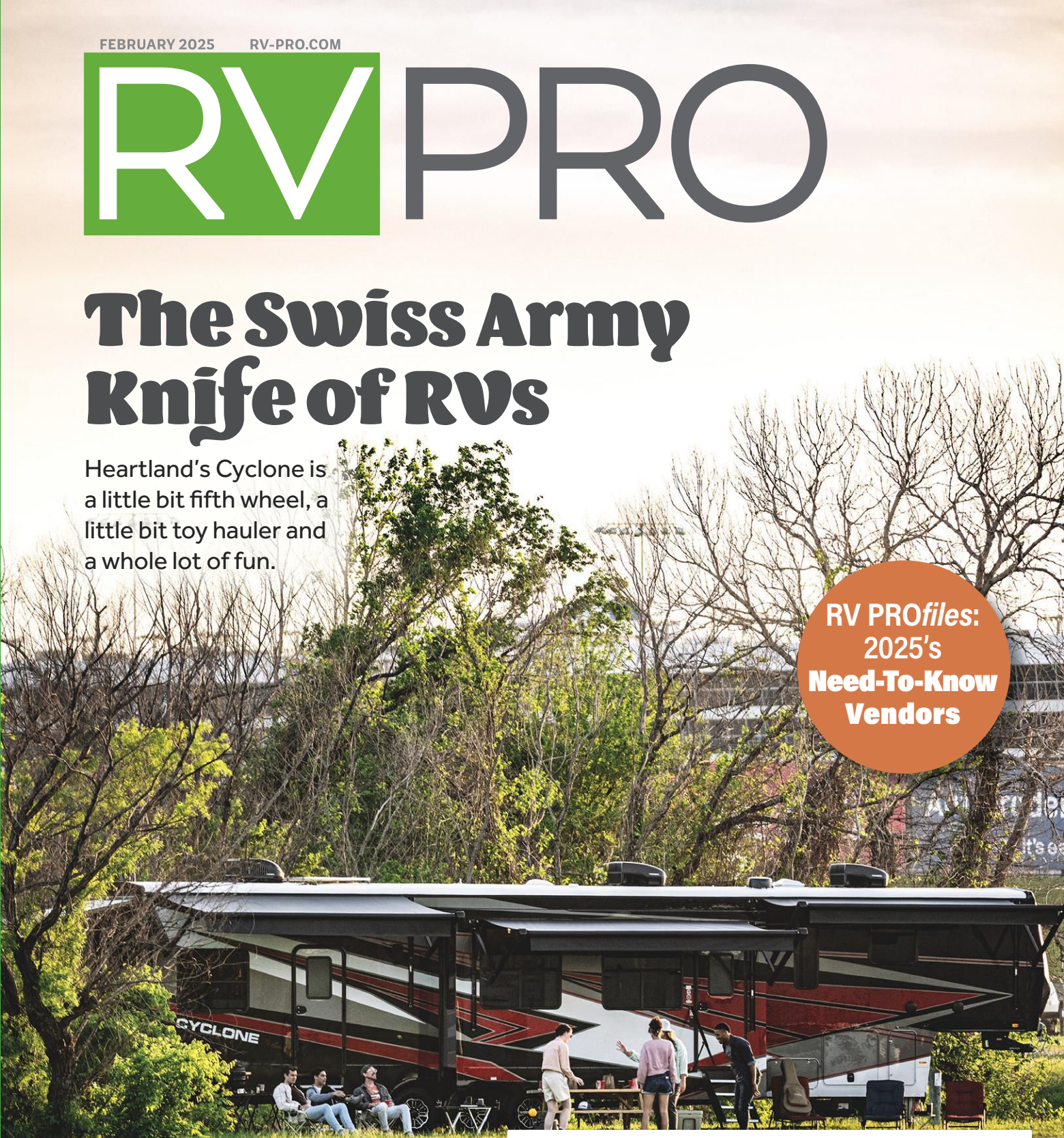
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RV PRO

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Heartland's Cyclone is a little bit fifth wheel, a little bit toy hauler and a whole lot of fun.

RV PRO*files*: 2025's **Need-To-Know Vendors**



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FEBRUARY 2025

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The Heartland Cyclone. *Photo courtesy of Heartland.*

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RV PRO



Jennifer King

As you already know, February is the month we celebrate Valentine's Day, and even if you think it's a silly, commercial holiday created by the greeting card companies, you can still use this opportunity to show your employees how much you value them.

In the RV industry, it's very likely that some of your employees may be your loved ones — family members or even your spouse. But even if they are not related to you, your employees need to know how appreciative you are for what they contribute to the team.

According to Harvard Business Review (HBR) and research by Adam Grant and Francesca Gino published in the Journal of Personality and Social Psychology, "when people experience gratitude from their manager, they're more productive." Another researcher published in The Journal of Applied Behavioral Science found that "teams perform better when their members believe that their colleagues respect and appreciate them."

Here are some ideas from HBR on how you can show your thanks:

1. Regularly take time to check in with employees
2. Offer positive and developmental feedback
3. Discuss opportunities for professional growth
4. Provide flexible work arrangements
5. Make showing employees gratitude a habit

"Building a culture of appreciation comes down mostly to a lot of small commonsense practices: Not taking your people for granted. Remembering to say thank you in a personal and sincere way. Making it clear that you're interested in your employees' growth and in them as individuals," HBR advises.

Indeed also offers the following list of ways to show employees appreciation:

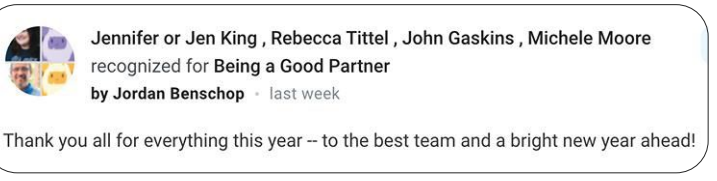
1. Offer good compensation packages
2. Provide meaningful work
3. Prioritize work-life balance
4. Start an employee recognition program
5. Celebrate achievements
6. Offer professional development and learning opportunities
7. Hire internally
8. Have performance pay or bonuses
9. Make time for the team
10. Host department or company events
11. Celebrate milestones, anniversaries and birthdays
12. Do pulse surveys
13. Ask, acknowledge and act on feedback
14. Have a praise portal
15. Consider a leader review program

As Indeed says, "When you value employees and demonstrate it, they often have higher job satisfaction rates and pursue continued employment or advancement opportunities and refer other job candidates rather than seeking other employment. This can help lower turnover and increase retention rates."

So, how will you show your employees this month that you value them? Share your ideas with me at jdking@cahabamedia.com.

As always, thanks for reading!

Jennifer King



RV PRO's parent company, Cahaba Media Group, uses Motivosity.com to allow its employees to express their gratitude for one another.

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Campers Inn Promotes Two to National Sales Directors

Campers Inn RV announced the promotion of Ricky Chynoweth and Daniel Knight to national sales directors.

Chynoweth will serve as national motorized sales director, while Knight will lead as national towable sales director. Both will work collaboratively to continue driving growth and excellence in Campers Inn RV's sales operations.

Chynoweth brings over 11 years of experience with Campers Inn RV to his new role. His extensive background includes serving as the company's director of strategic initiatives, as well as holding positions such as regional sales director and general manager. Chynoweth's leadership and strategic insight have been instrumental in shaping company initiatives, and he will continue to play a key role in developing and implementing strategies for the motorized division, the company said.

Knight, a valued member of the Campers Inn RV team for seven years, steps into his new role with a wealth of experience as a general manager, market manager and regional sales director. Knight will continue to oversee the Myrtle Beach market while leading the company's national towable division, ensuring operational excellence and innovation across the towable segment, Campers Inn said.

"It has been incredible to watch Ricky and Daniel grow into the exceptional leaders they are today," said Ben Hirsch, chief operating officer of Campers Inn RV. "They are the right people for these roles, and I am excited to see where their leadership takes us. With a renewed focus on providing the right inventory for our customers at the right time and driving our success through superior sales operations, we are well-positioned for a strong future."

RVTI Board Welcomes Chair, Two New Members



Tubman

The RV Technical Institute (RVTI)'s board of directors welcomes its next chair, as well as two new faces.

Casey Tubman, president of Newmar and currently an RVTI board member, began serving as board chair Jan. 1. The previous Chair Mary Pouliot, executive vice president of Thetford, will continue to serve on the RV Technical Institute's board in her new role as RV Industry Association chair.



McGhee



Wilmore

Additionally, Fun Town RV founder and CEO Jarrod McGhee and Blue Compass RV Vice President of Service and Parts Dave Wilmore joined the board for a one-year term on Jan. 1. McGhee founded Fun Town RV in 2010 with a vision to revolutionize the RV buying experience by making quality RVs more accessible and affordable for families across America. With over 25 years of experience in the automotive and RV industries, including roles as an RV salesman and a general manager at an RV dealership, McGhee saw firsthand the challenges faced by customers and the industry. He recognized the need for a customer-focused approach and set out to transform how RVs are sold.

Under McGhee's leadership, Fun Town RV has grown from a single location to an enterprise with 25 dealerships across Texas, Oklahoma, Indiana, Illinois, Kansas, Arkansas and Michigan, employing nearly 1,000 dedicated individuals. His commitment to innovation, operational excellence and customer satisfaction has set Fun Town RV apart as a leader in the RV industry. Through market research, studying other industries, and maintaining day-to-day involvement with Fun Town RV dealerships, McGhee stays connected to the business and its customers, leading with a hands-on approach that drives success, RVTI said.

Fun Town RV has previously worked with the RV Technical Institute as an Authorized Learning Partner and continues to be a crucial champion of the institute's curriculum at Navarro College.

Wilmore is the vice president of service and parts at Blue Compass RV. With 20-plus years in the service and parts industry, Wilmore is passionate about development of talent and innovation in operational procedures to improve Service and Parts operations.

Blue Compass RV has worked closely with the RV Technical Institute for four years as an Authorized Learning Partner and through many recruitment efforts. Wilmore is replacing Blue Compass founder, President and CEO Jon Ferrando, on the institute's board and will continue Ferrando's work as Wilmore provides input to contribute to the development of thousands of technicians.

Jayco Achieves Energy Milestones Via Tactical Partnership

The Jayco Family of Companies announced the successful completion of Phase 1 of its energy management strategy, achieving substantial reductions in energy waste and costs. This milestone, accomplished in collaboration with Tactical Energy Group (TEG) and stewarded by an intercompany Energy Team, reflects Jayco's commitment to sustainability and operational excellence, the company said in a release.

Since launching the initiative in June 2021, Jayco has implemented energy solutions at its Middlebury campus, including the installation of a 1-megawatt solar system, a comprehensive LED lighting retrofit and the integration of the Virtual Energy Manager (VEM) system. These efforts have delivered the following results:

- 50% reduction in energy waste
- 23% reduction in total kilowatt hours
- 27% year-over-year decrease in energy use

"The partnership with Tactical Energy Group and the implementation of our Virtual Energy Manager system has provided real-time insights into energy use and impacts across our facilities," said Scott Myers, facilities director at Jayco. "It has revealed new methods to reduce costs and optimize operations. None of these achievements would have been possible without our most powerful tool — our people."

Phase 2 of the initiative now focuses on improving grid efficiency (load factor), ensuring Jayco continues to reduce energy costs and consumption while optimizing energy use.

"We're honored to partner with Jayco on this journey," said Daniel Burke, co-founder and CEO of Tactical Energy Group. "Their commitment to innovation and sustainability is setting a new standard in the RV industry." RVP

GOT NEWS? Send your company news items to jbenschop@cahabamedia.com or mmoore@cahabamedia.com.

FIFTH WHEEL RVs: WHAT DEALERS SHOULD KNOW ABOUT 2024 SEARCH TRENDS*

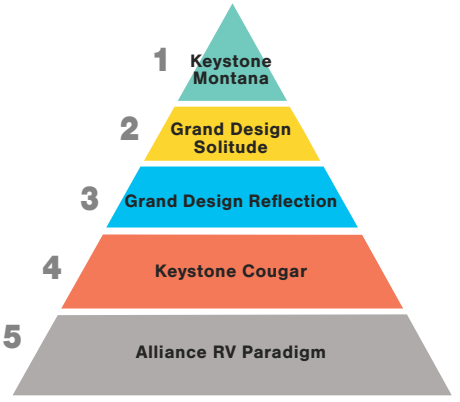


Top Fifth Wheel Makes
by Search Results on RV Trader

1. Keystone
2. Forest River
3. Grand Design
4. Jayco
5. Alliance RV

Keystone has remained the most-searched fifth wheel RV make on RV Trader since 2022. Alliance RV has grown to the top five most-searched fifth wheel from 2022 to 2024.

Top Fifth Wheel Makes/Models
by Search Results

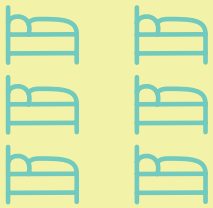


Keystone Montana has remained the top most-searched fifth wheel make/model since 2024. Additionally, both Keystone Cougar and Alliance RV Paradigm have risen to the top five most-searched makes/models from 2023 to 2024.

Top Sleeping Capacity for Fifth Wheels

Consumers looking for fifth wheels on RV Trader are most interested in units with even number sleeping capacities.

1. 4
2. 6
3. 8
4. 5
5. 10



"Search trends in 2024 highlight a shift toward more budget-conscious consumer behavior in the fifth wheel RV market. Searches for **preowned fifth wheel RVs surged by 15%** *compared to 2023, while searches for* **new RVs declined by 26%.** *This indicates a clear preference for the value and affordability of used models over the premium features of new ones. Specifically, the* **Keystone Montana** *retained its position as the most sought-after model in 2024, while the* **Keystone Cougar and Alliance RV's Paradigm** *also emerged among the top five most-searched models."*



New vs. Used
Fifth Wheel RVs

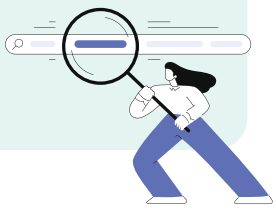
The number of used fifth wheels on RV Trader has been steadily growing since 2022. From 2023 to 2024, there was a 7% increase in used fifth wheel RVs on RV Trader.

About RV Trader
RV Trader, a part of the "Trader" family of brands and owned by Trader Interactive, is the leading marketplace for advertising RVs, motorhomes and campers. With an average of 6.5 million monthly visitors, RV Trader offers innovative tools to help manufacturers and dealers make connections with customers, increase sales and maximize profits. For more information, visit rvtradermediakit.com.

Keyword Searches on RV Trader

Consumers who have searched for fifth wheel RVs have also searched for the following keywords:

1. *"Front living"*
2. *"Bunkhouse"*
3. *"Montana"*
4. *"King bed"*
5. *"Bunk"*



*DISCLAIMER: *DATA REFLECTS SRPIS AND VDPS FROM JANUARY 2024 – NOVEMBER 2024.*

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RVPRO eNews

MOUNTAINEER RV: SETTING ITSELF APART

How the Starett family used their love for the outdoors and marketing know-how to become the No. 1 dealership in West Virginia.

BY JENNIFER KING

PHOTOS COURTESY OF MOUNTAINEER RV & OUTDOOR CENTER



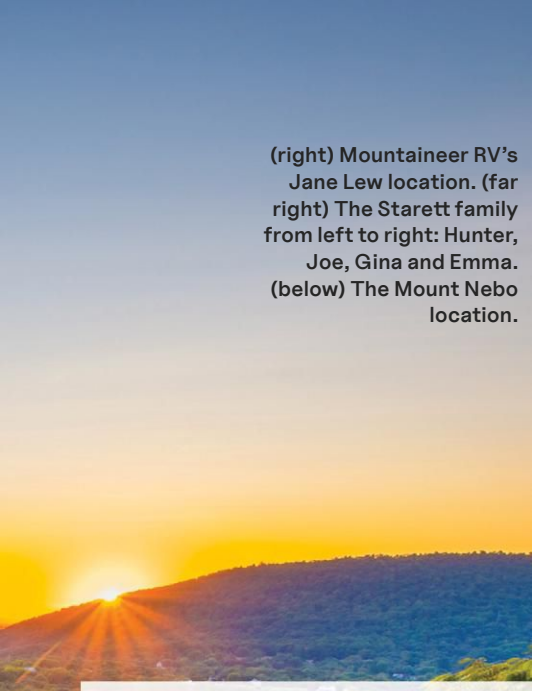
(left) The crew from Mountaineer RV's Mount Nebo, West Virginia, location. (above) Clients of Mountaineer RV with a sign that says, "We joined the family."

With 1,500 campsites, 27 state parks and 12 million acres of forest land, West Virginia is a camper's idea of heaven.

Thankfully for those who enjoy camping via RV, Mountaineer RV & Outdoor Center in Jane Lew, West Virginia, has a 15,000-square-foot facility and nine service bays, plus another 7,680-square-foot facility and two service bays in Mount Nebo, for those seeking outdoor adventures.

Mountaineer RV, founded by Joe and Gina Starett, is now seven years old. Emma, the dealership's marketing administrator and the Staretts' daughter, says it was a love of camping that kicked off her parents' interest in opening a dealership.

In 2015, the Staretts sold their business in the oil and gas industry that they operated for 20 years and "retired" early.



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(right) Mountaineer RV's Jane Lew location. (far right) The Starett family from left to right: Hunter, Joe, Gina and Emma. (below) The Mount Nebo location.





During their time with that business, Emma says their family was fond of camping. The family camped a total of eight weeks one year, traveling to different campsites and the beach to kayak, fish and hunt — activities her father had grown up doing.

"I went to the first day of kindergarten from a campground. I learned to ride a bike at a campground. My brother and I both did," says Emma, referencing her brother Hunter, now 18. "I went to homecoming from the campground."

At one point, Emma says when she was younger, her family ended up selling their fifth wheel when her grandmother became ill and they needed to care for her. Eventually as her grandmother's health returned, the family began searching for a fun outdoor activity, and that's when her father took up kayak fishing.

"That kind of brings in our whole outdoor center as he was competing in national tournaments for kayak fishing. Mom was staying home, running her own consulting business, but they [were] getting bored of being 'retired,'" Emma says.

So, the Staretts decided to get back to their love for camping, prompting her parents to travel to three different states to find the camper they wanted.

"In addition to not being able to find the camper that they were wanting, they also couldn't find the customer satisfaction and experience that they desired. They did not feel like they were treated right at certain places," she says. "So, the story goes that as they were coming back with our new fifth wheel, my dad looked over at my mom and said, 'I'm going to start an RV dealership.' And my mom looked at him like he was crazy. And he said, 'How hard can it be?'"

GROWING FROM THE GROUND UP

The dealership was founded in 2018 in an existing 3,000-square-foot building with one bay in Weston, West Virginia. The family, with help from friends, did the renovations themselves, and when they opened, they had only two other employees — a finance person and a service technician. At the time, Emma was 15 and her brother was 12, and friends and family came to help wash units as they arrived on opening day. This day was long awaited, and the parking lot was packed.

From that startup period, Mountaineer RV did well — well enough that they outgrew their original location and moved into a new location in Jane Lew, where they are now. The deal for the property was completed in January 2021 — Joe met the former owner of the property window-to-window in their trucks during the COVID-19 pandemic. The move to the new location took place in October 2021.

The business is now headquartered in a 15,000-square-foot building and includes what Emma says is West Virginia's largest parts department, service department, and the state's only RV collision center. They can house over 250 RVs on the lot.

In 2023, her parents purchased their second location in Mount Nebo, which is near Summersville and known as "the







(left) The Jane Lew location employees. (below) The Starett family at RV PRO's 40 Under 40 event, which was awarded to Emma in 2024. (right, opposite) Inside the Jane Lew location.

playground of West Virginia," Emma says.

"We're able to partner with a lot of the campgrounds in the area, and that community has been really great at welcoming us. We had to learn totally different demographics, totally different marketing strategies [and a] totally different area, which is very neat."

In 2023, Mountaineer RV became West Virginia's No. 1 RV dealer by having the most sales, she says. The dealership now has about 46 employees and approximately 500-plus units are sold each year between the two locations.

A FAMILY AFFAIR

Like many RV dealerships, the Staretts' is a true family operation, with several family members pitching in such as Gina's mother, Linda, who everyone calls Janny. Emma says she comes in every day and helps run errands to the bank or the post office, or she covers for the receptionist on her days off.

Emma's aunt Sue also helps out, and her other grandmother, also named Linda, helped keep the facility clean before she passed away.

"Her and my papaw were literally here every day for a very long time," Emma says of her paternal grandparents.

"I think that's what makes us different … that family-owned feeling. A lot of people flock to us and choose us because we still have that small 'mom-and-pop' [feeling] while being an East Coast player," she says. "We're able to offer that, and my parents are here every day. They come down and they're meeting with these customers and have personal relationships. … We value our customers. Our customer experience is our No. 1 priority."

Emma says their customer base ranges. They see a lot of families and first-time campers, from people who are traveling nearby to others who are venturing farther away. Mountaineer RV is also the official RV dealership for West Virginia University in Morgantown, located an hour north. So many of their customers are interested in units for tailgating.

"We also do have a little bit of that boondocking, hunting camp and fishing camp and off-roading," she says. "We have a lot of great mountains and streams for people to fish on."

Mountaineer RV offers a range of types of RVs, with travel trailers and fifth wheels being among the most popular.

"That's what we found most success in … families coming in looking for something that's going to allow them to have a home away from home and feel comfortable," Emma says. "Our focus is that families can get out in West Virginia, drive an hour or so south and comfortably sit by a campfire or go to our big lakes."

MARKETING MARVEL

Before Emma had even graduated high school, she began working on marketing at Mountaineer RV. She learned from a marketing agency her parents brought on board for the dealership, later earning a degree in marketing in December 2023 and taking over marketing operations. While the business focused on the tristate area of West Virginia, Pennsylvania and Ohio initially, they branched out to other states that neighbor West Virginia.

"We would get excited about seeing customers that weren't from West Virginia at that time," Emma says.

The dealership uses Google Business ads, YouTube, Instagram and TikTok, but has found most of their success with



Facebook campaigns. Email marketing also works well for them. Marketing efforts promote specials for the parts department and give tours of the units available at their locations and run lead generation campaigns as well.

Mountaineer RV's reels on Instagram have had over 1 million views, and on TikTok views have reached over 500,000, Emma says. In addition to showcasing units on these platforms, she says it's great to show off employees, too.

Emma has recently been working with an intern, Maggie Jordan, to create all the dealership's social content together, taking images and videos using their iPhones and updating the website frequently. They understand the weight of Mountaineer RV's online platforms and see the value of filling it with up-to-date, appealing content.

Emma makes a point of paying attention to high-quality images. She said providing compelling content makes a big difference in attracting potential buyers.

"When I brought Maggie on, I [told her] this is our digital business card," she says. "This is what sets us [apart] if someone's shopping completely online. This is what determines if they want to come in and actually pursue an appointment and seeing this unit." RVP

Coming up this month,

Emma and Maggie will spend time promoting the dealership's Exclusive West Virginia RV Show, Feb. 7-9 in Mylan Park in Morgantown. This is the second year for the show; last year approximately 3,500 people attended. In addition to 30 local vendors, Emma said they'll have food trucks and more.

"We have people come from everywhere — lots of campgrounds are involved, local vendors get to showcase … handmade items and services. Our parts department goes mobile. It's really cool."



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Join Our Journey as We Expand Our Dealer Network in 2025

For over a decade, Rossmönster has led the charge in crafting bespoke adventure vehicles that merge rugged capability with refined craftsmanship. As we set our sights on 2025, we're thrilled to expand our network by inviting key dealer partners who share our passion for delivering unparalleled adventure experiences to outdoor enthusiasts across the nation.

A Legacy of Craftsmanship

Born from a passion for exploration and a relentless commitment to quality, Rossmönster has made a name for itself in the adventure vehicle industry with custom-built trucks and vans. Every vehicle we produce showcases our dedication to craftsmanship, innovation, and meticulous attention to detail. Stepping into a Rossmönster build means entering a space that's both functional and luxurious, designed to withstand off-grid living's challenges while offering the comforts of home.

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Why Rossmönster Trucks Stand Out

What sets Rossmönster apart is our unwavering commitment to creating vehicles that are as visually impressive as they are capable in the most demanding environments. Our adventure trucks are designed for versatility, striking the perfect balance between rugged off-road capability and sophisticated interior spaces. With features like custom cabinetry, cutting-edge power systems, and robust exterior enhancements, our customers are prepared for any journey, whether a weekend getaway or a long off-grid expedition.

Looking Ahead to 2025

As we approach 2025, Rossmönster is eager to forge partnerships with select dealers passionate about the adventure lifestyle and dedicated to delivering exceptional customer experiences. Our aim is to collaborate with partners who understand the unique needs of adventure seekers and can help bring our custom builds to a wider audience.

Together, we can continue to redefine what's possible in the RV market. Our dealer partners will gain access to our extensive expertise, exceptional craftsmanship, and innovative designs, all supported by a brand with a proven track record of success.

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Moab, Utah: Baja Trail & Baja Plus

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ROOST43's Maximum Impact



The Salem/Wildwood fifth wheel offers versatility with ample square footage and storage space.



BY JOHN MCCURRY

PHOTOS COURTESY OF FOREST RIVER

From the moment the public got its first glimpse of the ROOST43, it has drawn a series of "wows." The massive new fifth wheel from Forest River's Wildwood Heritage Glen and Salem Hemisphere and was a big hit at the Hershey RV Show in September 2024. At 530 square feet of living space, it may just be the biggest, baddest fifth wheel on the market.

"There was a lot of wowing among customers at Hershey," says Nick Rost, Forest River regional sales representative. "When people see something they have never seen before, it creates a lot of traffic. There was even a bit of confusion as to whether it was a destination trailer or a fifth wheel, and a lot of questions about how [it pulls]."

ROOST43 is definitely a fifth wheel. Federal highway restrictions on the size of fifth wheels were lifted a few years ago. Rost says Forest River began mulling the possibility in 2023 of creating a fifth wheel that maximized the square footage and destination characteristics. The size of destination trailers are capped at 400 square feet, so Forest River wanted to take advantage of that and create something larger.

"We asked ourselves how we could do that with a fifth wheel," he recalls. "January of [2024] is when we began to have extensive meetings about it, with our production team and all their abilities, and our engineering team and the design team. We just let them start dreaming and started putting it all





together, along with our suppliers."

John Steffensen, product and sales manager for Wildwood Heritage Glen, says his group originally thought more about destination camping as a target audience, so he is surprised how many people plan to buy ROOST43 and travel with it.

"I feel like this is going to fill both a destination purpose and the travel," he says.

Rost believes Forest River tapped into an unmet need among RV enthusiasts, offering maximum space and ample storage areas. The prototype development was lengthy, and extensive road testing was performed.

"What we have found is that there are a lot of customers who are trading in a fifth wheel for this one. Not with plans to just park it all the time — they are scooting around with this thing," Rost says. "It's more versatile. It is 530 square feet, and to our knowledge, there is nothing else like it on the market in a fifth wheel."

Selecting an appropriate name for the new model was a deliberate process.

"At first, we tossed around several names," Rost says. "You have to be careful. We searched for words that meant a place to dwell, and the 43 is the length. We took a vote, and we thought this one had a ring to it. There are plans to build off of that ROOST model name, so when we come out with our next floorplan, that model number will be different, so we can add additional floorplans to that theme."

Rost declines to reveal production numbers for the model that has an MSRP of $139,600 but notes there is already a lot of demand for ROOST43.

A METICULOUS DESIGN

Dealers got their first up close look at ROOST43 at the Elkhart Open House. Their reaction was decidedly positive. "They are always hungry for something new, where they can build value and generate a return on their investment," Steffensen says. The interior roof is flat, but the exterior roof is pitched to the off-door side. Low-profile air conditioners are mounted on the pitch. The height comes in at 13 feet, 5 inches, just under the limit of 13 feet, 6 inches. The model's interior





frame allows for more height, with a loft up behind the bedroom.

"It is basically a full standup hallway, where you are stepping up to a loft," Rost explains. "With our ceiling heights, it allows you to have a full loft over the living room. That was one of the things we focused on a lot, before we even built the first prototype, was making sure the living room doesn't feel claustrophobic. We built the ceiling height up in the bathroom so that it doesn't feel tight."

Designing the ROOST was a meticulous process. Rost says every nook and cranny was studied several times, with discussions to determine the right spot to place every feature, ranging from switches to the L-shaped sofa. Forest River worked with its suppliers to develop a sofa that maximizes seating.

"Generally, with a spiral staircase in the back, you are limited on the size of the sofa, so we decided to implement a pivot hinge sofa, so when you are in transit, you just pull the hinge up and it's on casters, so the sofa folds in," Rost says.

An Amish-crafted coffee table is standard. Hand-hewn, Amish-made beams can be found throughout the coach. Floating shelves are featured in the bathroom with an accessible washer and dryer. A Fiberglas shower, with a teakwood fold-down seat is standard. No corners were cut regarding the model's TV and stereo system. It comes with a 65-inch smart TV and a JBL stereo.

"Square windows really came into play on the ROOST, to give it a real impact," Rost says. "We have larger windows with built-in shades with reflective backing throughout the coach. That is one of the things that really makes you step back, the massive windows.

"We wanted to take it above and beyond with the patio doors, so we did a triple pane with 84-inch height, so it gives you a beautiful impact as you are looking into the kitchen, and the view from the large bar top. The bar top is an island in the Salem/Wildwood style, where you can also utilize bar stools. That has really worked well right out of the gate. We wanted our dealers to build on the success they have already built with our destination segment."

OPTIMISTIC GOING FORWARD

Rost says the ROOST43 is the product of a lot of hard work. That was validated in August by utilizing Forest River's influencers in the RV world, which generated more than 45 million views on social media.

"We had a pizza party for the plant production team, as they played the biggest part in this," he says. "We wanted to let them enjoy the day, kick back and see what we all had accomplished. But the cool thing about our team is that we do a high five, and then we get back to the drawing board and see what's next. We are going to do what we can to be innovative and give the customers what they want."

Rost is optimistic about the fifth wheel market going forward. Declining interest rates should generate increased business.

"There are still buyers out there, and in the fourth quarter, we have seen an uptick. Our dealers are feeling that as well. I believe we are going to see an increase in the new year, and we are going to secure an additional market share due to our new products, as well as our existing floorplans. I feel really optimistic about it. The bunkhouses in particular were off, but that has had an uptick as well. If you have unique offerings that others don't have, it's going to put you in a better place."

Features will be added and updated in the coming years. Rost's team has regular meetings to envision future upgrades. Feedback will come from multiple sources, including retail customers at the early season RV shows.

"There is something to be said for consistency, but we always want to lead the pack in value. We will continue to make adjustments as needed," he says. RVP

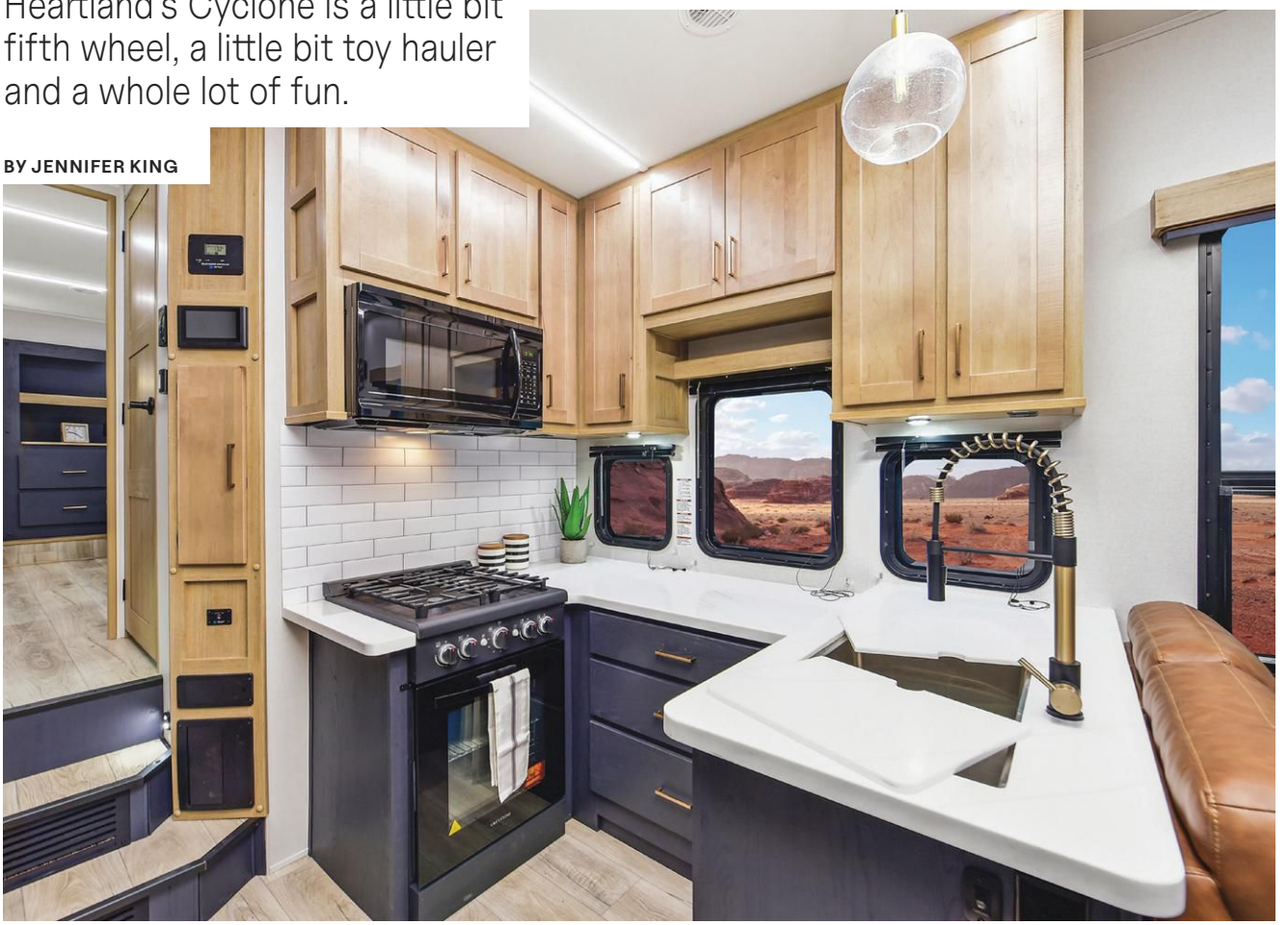
The Swiss Army Knife of RVs



PHOTOS COURTESY OF HEARTLAND

Heartland's Cyclone is a little bit fifth wheel, a little bit toy hauler and a whole lot of fun.

BY JENNIFER KING



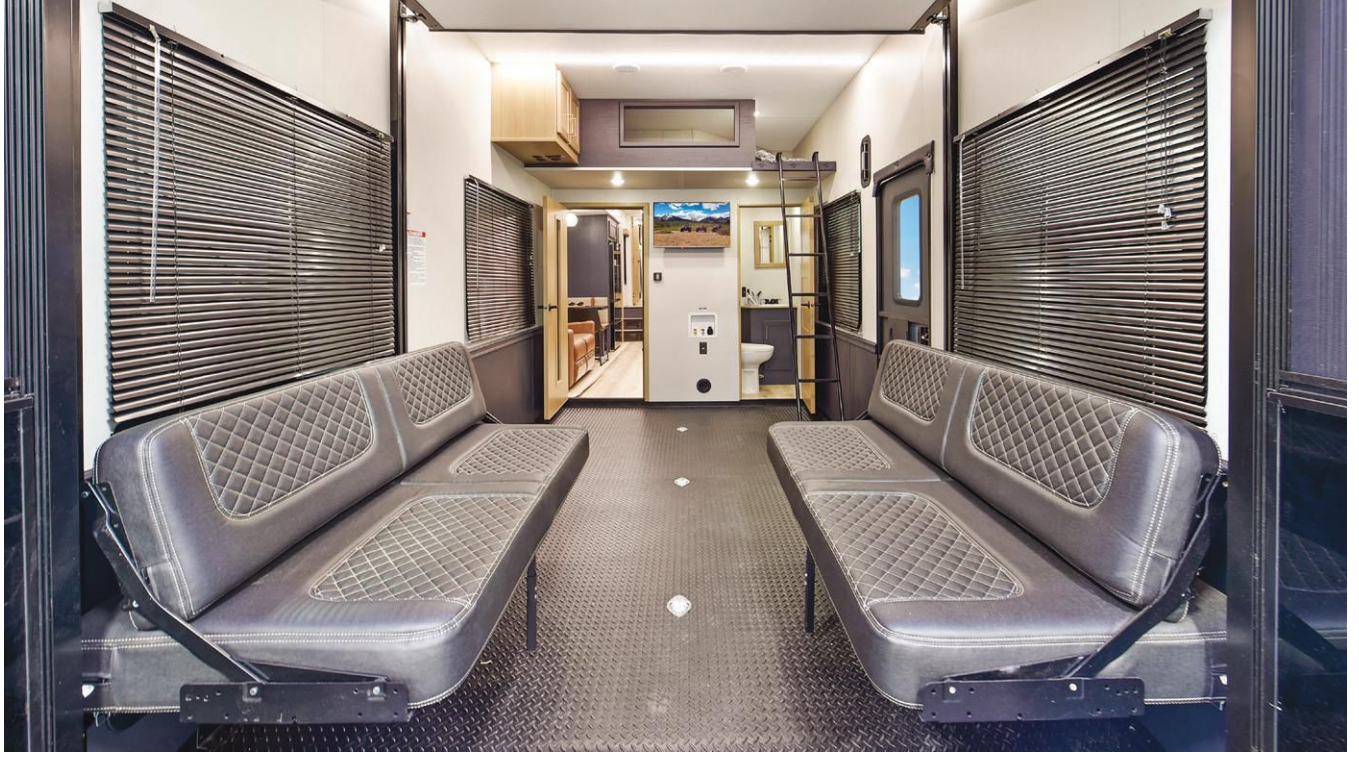
Entering the THOR display at Open House in Elkhart, Indiana, this past September, guests were immediately greeted with a view of the cool, rugged Heartland Cyclone's Signature Series.

Described as a fifth wheel with toy hauler capacity, the Cyclone's living space is as impressive as its size. With 6 feet, 4 inches of ceiling height in the bedrooms and floorplans up to 47 feet, 4 ¾ inches, this rig can haul it all.

The Cyclone was the second line introduced by Heartland, which was founded in 2003.

"We've got a lot of history with the products," says Dustin Swindeman, general manager for Cyclone. "It's been a Top 5 toy hauler for pretty much its whole career — we've never fell out of that spot.

"I would say it's our flagship fifth wheel brand for the company right now. It's the highest volume producing product we have ...



[and] typically the fastest retail sales."

One of the reasons the Cyclone moves so well for dealers, Swindeman says, is the brand's innovative floorplans.

"We've created floorplans that no other toy hauler brands configure — got a few tricks up our sleeves that we use that other guys don't use," Swindeman says. "What that does is give people more of a residential-feel living area."

The front-end bedrooms give owners more space that isn't typically found in toy haulers.

"A lot of customers say that it is the best bedroom they've ever seen in a toy hauler," Swindeman says. "You're taking an extra 14 feet of that unit that could be living or bedroom space, [and] you're making it a garage to fit your toys or whatever purpose. So it cuts the space out of other areas. What we've learned to do is we've designed a cap and front end that allows us to have dual opposing slides in our bedroom, which gives you that traditional fifth wheel feel that you don't get in a toy hauler."

FOCUS ON FEATURES

Another focus for the Cyclone is the plethora of features. Swindeman says in the recent market with inflation and high interest rates, some manufacturers may have removed features from units to bring prices down. Heartland has worked to keep high-end, luxury features to meet the unit's price (starting MSRP $165,190 for the 4118 floorplan, up to $172,630 for the 4008 floorplan).

The tilting king bed, which helps owners gain space in the bedroom when not sleeping, to the H-rated tires and a 25-inch, pullout grill are just some of the special features available (see sidebar for additional features and specifications).

It's the multifunctional living and garage areas that are the major hits, Swindeman says. After 13 years in his role, he is used to people buying this type of fifth wheel to transport toys.

"Now the progression of the interiors have gotten nicer. They look better — they were very rugged and fit more of a racing scene. So we softened them up, added more luxuries, gave them that more home[-like], traditional fifth wheel look that appeals to all types of customers."

Another point the team at Heartland considered was that as children grow, they want more space in their rooms. Instead of a tiny bunk space, the larger bedroom space in the back of the Cyclone has room for two queen beds. He has seen families customize the spaces with shelving, cabinets and more to make them work for their needs.

"This is almost a blank [slate] in the back for them to do what they want. We've got the customers that are doing it for the sleeping and the kids that are full-time or people that are taking these to dog shows and putting crates in the back. They're using them for workout rooms or for secondary office space. So the versatility is kind of up to the imagination of the customer," Swindeman says.

And don't forget the "fenced in backyard," as Swindeman calls it. The Cyclone has a deck surrounded with a waist-high screen that can be used as a "patio" — and where kids or pets can't get loose.

"People don't necessarily always want to be in the dirt when they are at a campground, right?" Swindeman says. "They can enjoy the back porch without being on the ground with the bugs, the moisture, the dirt, the sand. That makes sense to enjoy the camping experience other than being around a campfire."

The storage on the Cyclone is plentiful and easy to access with the basement storage space accessible from three points.

"What that does is it gives the customer not trying [from] one spot, but they can reach all their stuff from three points of it. [No more of] that reaching in the one door and trying to have to get to the middle. It's adding about 20 to 25 cubic feet more of space that's under there," Swindeman says.

"We're looking at … the full-time people that are spending more time in it to make it as convenient as possible for them."

THE NEWEST FLOORPLAN

The newest floorplan is the 4215, and the 4008 was also



released in the last six months and, according to Swindeman, "we really nailed this floorplan. It really meets every need the customer has asked for. I think we did a great job."

The exterior look of the Cyclone's Signature Series is also an eye-catching offering. The custom paint job consists of four coats of clear and a full wet sand and buff, which produces a deeper gloss, Swindeman says.

"It's going to stick out with just a little more time and effort put into it. Every unit is signed by the paint shop — the painter — and numbered. So they're all individually numbered for the customer," he says. "They feel like they've got their unique twist on that unit that no one else has, and I think that's been a big deal to customers, realizing that every paint job's got a little different twist on it."

Swindeman says they work with Elkhart-based CB Custom Painting and have done so for about 10 years.

"We chose them because of the quality of work they do. They're [one of the] only paint shops that actually clean the floors in between each paint job … [It's] a really dust-free environment, the best lighting. In my eyes, they are ahead of the game in comparison to everybody else in the industry [when it] comes to painting."

Another fun feature included on the Cyclone is called the Bazooka Tube — a Bluetooth speaker that is removable and can be moved around the campsite and will also do a light show.

Fun touches like this are what makes this fifth wheel/toy hauler crossover appealing to different demographics. There's a lot of space if a couple has children and wants to travel with them, but they have a spacious living room and bedroom for themselves if it's just two people. Then there's the space for kayaks or a four-wheeler or motorcycles.

"It's very versatile. It's like the Swiss Army knife of RVs," Swindeman says.

"It's fun to watch the different things that people do with them," he says. "I've seen everything from a guy putting a blow-up hot tub in the back to four or five kids sleeping in there."

The Cyclone also touts a high fresh water carrying capacity at 150 gallons, allowing for longer excursions when needed.

"We've tried to lead the industry standard when it comes to capacities," Swindeman says.

FUTURE CYCLONES

As for the future of the brand, Swindeman says that in the past, they've had to focus on accommodating the side-by-side world because it's constantly changing. However, as the brand has grown, he believes they'll move more into creating for full-timers, focusing on the living spaces.

"I would say that you're going to see us crossing over some barriers into that side that we haven't crossed before. I'm making it more of a family coach other than for toys. I think we'll need to continually move that way to meet the needs of that customer because it has grown so much." RVP

FEATURES & SPECS

Base MSRP: $148,698
Starting length: 42 feet, 10 ½ inches
Starting weight: 14,582 pounds
Starting GVWR: 21,000
Floorplans: 7
Sleeps: 7-8
Slides: 4
Awning: 20 feet
Garage length: 13 feet, 6 inches
Three-sided basement storage access
Grill & Go 25-inch pullout three-burner grill/griddle combo
Step Caddy folding patio step holder
MORryde CRE3000 suspension
80 am power converter
Full height shaker cabinetry
24-inch stand-alone oven
Tilting king bedroom suite
150-gallon fresh water tank
50-inch LCD HDTV
Welded tubular aluminum construction
16-inch aluminum wheels with H-rated tires

Garage

Steel D-ring tie downs
3,000-pound-rated weather-resistant ramp door
8-foot garage door ramp

Interior

Teak-color upper cabinets
Dark navy lower cabinets
Clay-color leather fabrics
White marble-style seamless cabinets
European oak-color flooring

Crystal Clear H2O

Family-owned and -operated Clear2O focuses on making better products for better water.

BY MICHELE MOORE

PHOTOS COURTESY OF APPLICA WATER PRODUCTS



It all started with the purchase of a family RV.

Well, not *all* of it. When Keith and Barbara Bernard, owners and founders of Applica Water Products, bought an RV in 2016, they'd already been in the water filtration business for eight years, making water pitchers and filters for pitchers under the Clear2O brand. It didn't take long for the Bernards to realize that the quality of water filtration in their RV wasn't what they were used to at home.

"We wanted that same level [of water quality] that we got in our water pitcher in our RV when we're traveling around," Keith Bernard says, adding that they also wanted the water for cooking and showering to be at the same quality level as their drinking water. "We really [needed] to get all the water for the RV to be better."

The Bernards took their existing water filtration technology and adapted it for use in their RV, which led to making Clear2O filters for commercial use in the RV space.

Bernard says they've never looked back, continuing to make RV water filters and more — all with the intent to create better products focused on better water.

SOLID CARBON BLOCK

What differentiates Clear2O filters from other filters on the market is their construction. When the Bernards entered the RV space, Keith says they noticed that most inline filters — widely considered the standard — relied on granular carbon. Water passes through the loose carbon granules, which absorb the contaminants, making the water cleaner. However, water often flows too quickly through this design, limiting the contact time with the carbon and reducing its effectiveness, he explains.

To reduce contaminants like lead, mercury and VOCs (volatile organic compounds), microplastics and sulfur odors, Clear2O instead uses "a firm solid block made out of carbon powder, [formed] into the shape of a full-length filter, and then all the water actually has to pass through the wall of the carbon filter to be able to exit," Bernard says. "So, when that happens, it's slow. Water slows down. There's plenty of residency time to absorb, and the carbon can really do its magic at that point — it can absorb the contaminants that are coming through and exit. And then the level of clean water is dramatic."

There's nothing wrong with carbon granule filters, he adds, but they may not meet the filtration needs of some RVers in the way that a solid carbon block can. It's important to recognize that different types of filters do different things, regarding not only the contaminants they remove, but also the different quality levels of removal.

HOW DEALERS CAN HELP

Since 2020, Bernard says they've seen an increase in RVers who are educated about water quality and who want their water quality on the road to be equal to what is in their houses. He says that dealers can't treat this market the same as pre-COVID — if they do, consumers will simply go elsewhere, and dealers will miss "an opportunity to upgrade and supply these customers on an ongoing basis."

"[These RVers] don't really want to bring bottled water with them. It's a hassle to do that. And they recognize they're throwing all that plastic waste away as well," Bernard says. By using a quality water filter instead, "They save on weight, and they also save the environment."

To help match customers with the right filtration product, dealers need to determine how they're planning to use their RV, how much water they'll be using and what their expectations are for water quality.

"It's not one-size-fits-all," Bernard explains. "There are [RVers] who are very, very focused on the cleanest water possible. They may have health issues, or they may just have a desire for extremely clean water, as opposed to others who would rather have higher flow [and] longer [filter] life, and they would choose products to fit that. There's a big difference between someone having a pop-up trailer and someone who has a large Class A with a washing machine on it. Water needs between the two are vastly different, so you need a filter that can handle those higher flow rates and higher capacity needs, and still produce clean water."

For those higher capacity needs,



Clear2O expanded beyond inline filters to canister filters, which use the same solid carbon block technology. Canisters are larger, have a higher gallon per minute and typically last longer as well, he says, so what style a dealer would recommend really depends on what type of RVer the end user is.

Bernard also points out that water quality at campgrounds may not be up to a customer's standards, depending on the campground's water supply. Municipal water will be treated at its source, but that water may then have to travel through a lot of pipes, some of which could be 60 to 70 years old. This can add particulates, rust or other contaminants to the water simply due to the age of the pipes. For campgrounds on well water, depending on the local codes, the water could be treated or untreated, and may have an unpleasant taste or odor.

"You can't control the water quality at the campground," Bernard says, "but you can control the quality of the water that comes out of your filter."

LOOKING TO THE FUTURE

Bernard acknowledges that raising awareness has been one of the company's challenges, even though it has been in business since 2008. They're a small company, with only five employees at their Miramar, Florida, headquarters. They have a loyal following, but "we're constantly finding people that have never heard of us," he says. To combat this, the company has plans to increase awareness, including discussions with influencers.

They're also hoping to form partnerships with distributors and expand into the dealer market; Bernard says they're "very interested in being able to be found at all of the [dealerships]." At the moment, their products can be purchased online and on their website, and a few products are available in retail RV sections.

The Bernards also intend to continue expanding their product line.

"Over the next few years, we would like to be a full line supplier of all things water, so that if there's a dealer looking for [something], they can count on us to have a product available," Bernard says.

Applica Water Products has already expanded beyond Clear2O water filters, offering the DirtGUARD sediment pre-filter as well as the bleach-free TankFRESH line. The tank sanitizing treatment is ammonia-based, safe for both the cold and hot water side, Bernard says, and it only takes 30 minutes to an hour to fully sanitize. The line also includes a salt-based water freshener for on the road and a tank shock treatment that's a more concentrated formula.

Bernard says the TankFRESH line came about because of customer feedback, adding that they're always interested in identifying and solving problems.



"We always want to know, how can we do it better? What are the problems in that particular area that consumers are facing, and then how can we address those problems?" Bernard says.

At the end of the day, Bernard says they want to "encourage everyone to just explore water a little bit more and know that there are options out there that [they] may not be aware of." RVP



A GO-TO FOR RV WASTE MANAGEMENT

How this solution was crafted with science, experience and the needs of RVers in mind.

BY MAURA KELLER

IMAGES COURTESY OF THETFORD

Managing waste and controlling odors is an essential part of RV ownership, and finding the right product can make all the difference for travelers. Aqua-Kem by Thetford has earned its reputation as a reliable, effective and environmentally conscious solution.

"By understanding the science behind Aqua-Kem and how it works, RV dealers can educate customers, build trust and help them feel confident about managing their RV's sanitation needs," says Jan Thomson, regulations chemist at Thetford.

Thetford was founded in 1963 by Frank Sargent and his two sons, who were motivated to improve upon the stock black water drain valve on their RV. After introducing the first Slide-Action Valve for RV tanks, Sargent and the team at Thetford continued to produce a series of low-profile RV toilets, water-saving hand sprayers, RV sewer hoses, refrigerators, enzyme-based holding tank treatment and Aqua-Kem, the first concentrated RV holding tank treatment.

Specifically, Aqua-Kem is a toss-in holding tank treatment that liquefies waste and breaks down tissue paper quickly to prevent clogging, while cleaning tank walls and drain lines. Thanks to the product's easy dosage system, users simply toss one of the water-soluble packets into the toilet and flush.

As Thomson explains, it's natural for RV owners to have questions about using chemical-based products in their vehicles. Aqua-Kem has been specially designed to address these concerns, making it a safe and effective choice for managing waste and odors.

"Customers should know that there are safe ingredients being used as Aqua-Kem uses bronopol, an ingredient that's also found in everyday products like baby wipes and cosmetics," Thomson says. "The active ingredient is readily biodegradable, with 80% biodegraded in seven days."

In addition, there are no health concerns even though, during use, bronopol may release a tiny amount of formaldehyde, but the levels are so low that they pose no health risks and are broken down by the waste in the tank.

"Aqua-Kem is also a readily treatable solution as it's engineered for safe disposal at designated waste stations and is completely treatable in both aerobic (municipal) and anaerobic (septic) systems," Thomson explains. "Aqua-Kem is thoughtfully crafted to be effective, safe and environmentally responsible, giving customers peace of mind when managing their RV's sanitation needs."

HOW IT WORKS

For any RV owner, using chemicals effectively and confidently is paramount. In addition, RVers need to educate themselves to understand the chemical functionality of Aqua-Kem so that they can use it with confidence. Dealers can also help educate their RV customers by identifying the benefits that Aqua-Kem offers.

"Aqua-Kem offers instant results," Thomson says. "It also reacts with waste odors immediately, making it a practical choice for both weekend campers and full-time RVers."

Specifically, Aqua-Kem boasts active deodorization. Unlike some products that mask odors with fragrances, Aqua-Kem eliminates odors through a



Jan Thomson, chemist at Thetford

chemical reaction, ensuring a fresh and clean environment.

"Also, Aqua-Kem has undergone extensive testing as the product is tested in both laboratory settings and real-world camping scenarios to ensure consistent, reliable performance," Thomson says.

Aqua-Kem's reliability stems from decades of industry expertise and rigorous testing. As the company's in-house chemist, Thomson has played a crucial role in developing a product that RVers, and RV dealers, can depend on. With over 36 years of industry experience and a passion for camping, Thomson understands the challenges RVers face and how to solve them.

"Aqua-Kem undergoes comprehensive testing, both in the lab and in real-world camping environments, to ensure it delivers consistent results every time," says Thomson, who engages in user-focused design by working alongside campers during the development process to fine-tune the formula, ensuring it's easy to use and effective in all conditions.

"This is our commitment to quality: From odor control to waste liquification, every aspect of Aqua-Kem is designed with ... balancing high performance with minimal environmental impact," Thomson says. "Our combination of scientific expertise and real-world insights makes Aqua-Kem a product RVers can trust to simplify their travels and enhance their camping experience."

PARTNERS IN UNDERSTANDING

Today's RV consumers are well versed in the variety of products available for RV sanitation and tank treatments. And while some RV customers may be hesitant to handle a chemical-based product like Aqua-Kem rather than an enzyme-based one, knowledgeable dealers can help end users feel safe and confident in using this chemical-based product for both weekend camping excursions and long-term adventures.

Thomson stresses that as dealers work with customers who have questions about Aqua-Kem's benefits, it's important that they understand how Aqua-Kem stands out in the industry, having earned a positive reputation. As part of its effort to educate dealers and RV consumers alike, Thetford offers a series of FAQs and short videos on its corporate website, engaging audiences to learn more about the proper care and maintenance of their RV, including tank treatment protocols.

Thomson says dealers can highlight key features to help customers understand Aqua-Kem's value, including that it offers effective odor control — a feature that is top-of-mind for RV consumers.

"Aqua-Kem works immediately by neutralizing waste odors, unlike enzyme treatments, which can take 48 to 72 hours to become effective," Thomson says. "Also Aqua-Kem offers consistent performance as it works in all weather conditions, from hot deserts to freezing



campgrounds, ensuring reliable results on every trip."

In addition, Thompson points out that Aqua-Kem saves water and space because it does not require extra gallons of water to be effective, preserving limited tank space while managing odors until the tank is two-thirds to three-fourths full.

"By showcasing these advantages, dealers can help customers see why Aqua-Kem is a reliable and versatile choice for managing their RV's waste and odor control needs," says Thomson, who stresses that Aqua-Kem isn't just another waste treatment product — it's a solution crafted with science, experience and the needs of RVers in mind.

"Also, by sharing its benefits and reassuring customers about its safety and effectiveness, dealers can help RVers simplify the often-overlooked task of waste management," Thomson says. "With Aqua-Kem, campers can enjoy their travels with confidence, knowing that their sanitation needs are in capable hands." RVP





Thetford founder Frank Sargent with sons Bud and Ron

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Husky Towing Products





Husky Towing Products is a trusted name in the towing industry, known for its precision-engineered products that deliver unmatched performance, safety and value. With a complete line of hitches, brake assemblies, jacks, sway control solutions and essential towing accessories, Husky Towing Products has become a go-to choice for both professionals and consumers seeking reliable, durable solutions for their towing needs.

At the core of Husky's offering is its extensive range of hitches. Husky offers a wide range of hitch options, including Class III receivers, gooseneck, fifth wheel hitches and weight distribution hitches. Each of these products is designed to provide exceptional towing performance while ensuring that towables are secure and stable on the road. The high-quality construction and precision engineering of Husky hitches offer peace of mind to customers, knowing that their vehicles and trailers are properly connected and ready for safe travel. In addition to hitches, Husky also offers a full range of towing accessories, such as hitch balls, shanks, locks and more. These accessories allow users to complete their towing setup with confidence, knowing they are using compatible and high-performance products that work seamlessly together.

Beyond hitches and accessories, Husky Towing Products offers a variety of other essential towing equipment that contributes to a safer and more convenient towing experience. Its electric tongue jacks, for instance, make hitching and unhitching trailers easier, particularly for larger or heavier towables. Husky also provides electrical products, brake assemblies and cargo carriers that help ensure a smooth and secure journey. Each product in Husky's diverse lineup is carefully crafted with high-quality materials, rigorously tested to meet the highest safety standards and built to withstand the rigors of both everyday use and more demanding adventures.

Husky Towing Products is proud to have its research and development (R&D) team based in Elkhart, Indiana, the heart of the RV industry. This team is always looking for ways to improve, whether that's developing new products or enhancing existing ones. They rigorously test each one to ensure it meets the highest standards of safety, quality and performance. Products are pushed to their limits in real-world conditions to ensure they can withstand the toughest towing challenges. Whether you're a professional dealer or a DIY enthusiast, Husky's R&D team ensures that its products are always improving, offering new and better solutions to make towing as simple and safe as possible.

Husky Towing Products is proud to provide towing solutions that combine the best of quality, safety and value. The Husky team is dedicated to continuously developing innovative products that meet the evolving needs of the towing industry. Their goal is simple: to make every towing experience safer, easier and more reliable, all while developing new products that exemplify the phrase "RUGGED IS STANDARD EQUIPMENT." With an unwavering commitment to excellence, Husky Towing Products continues to be a leader in providing towing solutions that customers can depend on for years to come. Whether you're towing for business or leisure, Husky ensures that you have the right equipment to get the job done efficiently and safely.

huskytow.com

Hughes Autoformers



For over two decades, Hughes Autoformers has been a cornerstone of innovation in the RV power management industry. Known for its commitment to safety, reliability and user-friendly designs, the Anaheim, California-based company continues to redefine how RVers interact with and protect their electrical systems. At the heart of Hughes Autoformers' success is a simple yet powerful mission: to make life on the road safer, more convenient and stress-free for RV enthusiasts of all types.

Building on the success of the original Power Watchdog, the world's first smart RV surge protector, Hughes Autoformers has completely reimagined this best-selling product. The GEN II Power Watchdog incorporates a host of new features designed to address the evolving needs of modern RVers.

At the forefront is its patented, lockable, lit clamshell connection bay. This innovative design ensures robust tamper resistance, enhanced weather protection and unmatched ease of use — even in low-light conditions. Combined with the unit's streamlined interface, these upgrades make the Power Watchdog GEN II one of the most user-friendly surge protectors on the market.

Hughes Autoformers has also integrated built-in Wi-Fi into the GEN II, complementing the existing Bluetooth capabilities. This addition allows users to monitor and manage their RV's electrical system remotely — whether they're across the campsite or halfway across the globe. Paired with a redesigned mobile app, RVers can enjoy real-time fault alerts, energy monitoring and remote control of their power system with a few taps on their smartphone.

More than a surge protector, the Power Watchdog GEN II is a comprehensive power management ecosystem. It continuously monitors for electrical faults, cutting power to the RV instantly if an issue is detected. Once the problem is resolved and the system stabilizes for 90 seconds, power is automatically restored.

Hughes Autoformers has gone a step further by enhancing app functionality. Users can now dim the Watchdog face's signature glow, track historical power data, reset energy meters and even toggle power to their RV remotely. This level of control and transparency ensures that RVers can travel confidently, knowing their electrical system is secure and optimized.

One of the standout features of the Power Watchdog GEN II is Hughes Autoformers' patented replaceable surge module. Unlike traditional surge protectors that require complete replacement after a severe power spike, the GEN II allows users to replace only the surge module, saving both time and money.

Backing this innovation is Hughes Autoformers' industry-leading limited lifetime warranty, a testament to the company's dedication to quality and customer satisfaction.

Hughes Autoformers has earned its reputation as a trusted leader in the RV industry through its unwavering commitment to innovation and customer-centric solutions. From patented designs to responsive customer support, the company continuously adapts to meet the needs of its diverse customer base, from full-time RVers to weekend adventurers.

hughesautoformers.com

At the heart of Hughes Autoformers' success is a simple yet powerful mission: to make life on the road safer, more convenient and stress-free for RV enthusiasts.

Trim-Lok



Trim-Lok Inc. is a leader in manufacturing extruded rubber and plastic trims, seals and gaskets with over 50 years of experience, particularly serving the recreational vehicle (RV) industry. Known for its high-quality, durable products, Trim-Lok is a trusted partner to RV OEMs, providing innovative solutions that enhance performance and ease of installation.

Core Capabilities

Trims, Seals and Gaskets: Thousands of parts in stock, ready to ship same or next-day, offering fast, reliable solutions for a wide range of applications.

Custom Manufacturing: Trim-Lok specializes in cutting-edge design, producing custom extruded profiles tailored to customer needs, using high-performance materials for durability in tough environments.

Innovative Product Design: Trim-Lok creates all-in-one solutions, such as the patented All-in-One Wipe Seal, which simplifies installation and enhances water management in RV slideouts. Other products consolidate multipart systems into integrated components, like flush floor bottom pans with wear bars.

Co-Extrusion and Dual Durometer Extrusion: Advanced processes allow for the creation of seals with multiple materials or varying hardness levels, offering flexibility, durability and cost-effective solutions.

In-Line and Off-Line Operations: In-line services include pressure-sensitive tape application, slip coating and more, while off-line services provide cut-to-length processing, O-ring creation and frame assemblies to improve product performance and reduce costs.

Engineering Excellence

Trim-Lok's engineering team combines high-level mechanical design, material expertise and robust manufacturing capabilities. Using 3D CAD (computer-aided design), FEA (finite element analysis), reverse engineering, rapid prototyping and on-site fit trials, Trim-Lok ensures that parts meet exact specifications with extreme accuracy and precision.

Product Portfolio

Trim-Lok offers a broad range of standard and custom products designed to meet client needs.

Edge Trims: Cover rough edges for safety, aesthetic appeal and surface protection.

Rubber Seals: Provide protection against water, dust and vibration, available with HT or BT (3M) tape.

Trim Seals: A combination of edge trim and rubber seals, offering a secure fit.

RV Seals: Includes slideout seals, the All-in-One Wipe Seal and bottom pans.

Locking Gaskets: Secure installation of stationary glass and panels.

Screw Cap Covers: Easy-to-install, durable covers for screws.

Fender Flare: Peel-and-stick design with edge trim and 3M automotive-grade tape, eliminating drilling and bolting while preventing rust and corrosion.

Competitive Advantages

Trim-Lok stands out in the competitive market through:

Quality and Reliability: Certified to IATF 16949 and ISO 9001 standards, Trim-Lok adheres to rigorous quality management systems and complies with industry standards such as RoHS (Restriction of Hazardous Substances), REACH (Registration, Evaluation, Authorization and Restriction of Chemicals) and UL (Underwriters Laboratories).

Customer-Centric Solutions: Trim-Lok works closely with clients to address specific challenges, like reducing parts or improving water management systems in RV applications.

Trim-Lok, a family-owned business since 1971, is proud to have manufacturing facilities in Buena Park, California, and Elkhart, Indiana, the heart of RV manufacturing. Its strong ties to these communities reflect its commitment to employees and customers. With operations in two key locations, it ensures faster delivery, enhanced service and innovative, high-quality parts. The company looks forward to continuing its legacy of care and craftsmanship while supporting the RV industry.

If you'd like to visit Trim-Lok's manufacturing plants, reach out to its offices or your local sales rep. The company takes pride in having real people answering the phone, ready to assist you with a personal touch.

trimlok.com

Camco

Camping and outdoor living is about making memorable moments among family and friends — not about onerous and challenging setup, unpacking and repacking the parts that make it all possible. Camco is on a mission to make the RV life easier, safer and more fun, providing top-notch solutions in water sanitation, power, safety, towing, ventilation, lighting, leveling and stabilization.

Camco, which produces parts and accessories in the United States, has been leading the future of RV living with innovative and advanced technology for over half a century. Founded in North Carolina, Camco has maintained its headquarters in the United States since its establishment, including eight state-of-the-art manufacturing and warehouse facilities. With over 4,000 products, Camco is one of the largest independent outdoor recreation aftermarket parts manufacturers in the world.

Camco's team is constantly iterating on and innovating existing products, addressing the latest needs and concerns of RVers. Camco has distinguished itself by creating many game-changing industry firsts, including sanitation chemicals and towing products, with an engineering team that holds over 150 patents across Camco's product line.

From the hitch to the tote tank to everything in between, Camco has everything RVers need to be better equipped in 2025. Some must-have products include:

Eaz-Lift: Camco's weight-distribution hitches offer sway control, user interface and towing comfort for a wide range of travel trailer classes, with interchanging spring bars ranging from 600 pounds to 1,200 pounds. Eaz-Lift hitches are critical to a safe, comfortable towing experience.

Camco's product lineup for the weight distribution category is anchored by the innovation and performance of the flagship ReCurve hitches.

Camco TST Pro: These best-in-class tank treatment pods feature a brand-new bio-enzymatic formulation that breaks down all of an RV's black and gray water tank contents in hours versus days without sacrificing septic and environmental safety.

The TastePURE RV Water Filter: Reduces bad taste, odor, chlorine and sediment in drinking water with six-step filtration technology — resulting in exceptionally clean water that can be enjoyed by campers, boaters, pets and gardeners.

Upcoming Innovative New Products:

Rhino Tote Tank Deluxe Kit: An all-in-one case that is purpose built, space optimizing and ready to use for easy RV sanitation, including a hose, four-in-one adapter, caps and a 90-degree elbow.

Rhino Sewer Kit with Hose Support and Storage: A space-optimizing storage container for your sewer hose, with a 20-foot hose that becomes a hose support.

Rhino 5" Clear Sewer Hose Extender With Grip Handle and Light: At long last, an extender with an intuitive but never-before-offered solution: a flashlight that will aid in creating visibility during sewer hose installation and maintenance.

camco.net





American Guardian Warranty Services

American Guardian Warranty Services Inc. (AGWS) is a premier provider of extended vehicle protection solutions that delivers exceptional programs and services to dealerships, agents and consumers. Established in 1998, AGWS has earned a reputation for innovation, reliability and superior customer support, helping to safeguard vehicle investments across the automotive, RV, powersport, trucking and marine segments.

Headquartered just outside Chicago, AGWS operates with a national reach, providing customizable solutions that enhance customer confidence and financial protection. By combining decades of industry expertise with state-of-the-art technology and a client-first philosophy, AGWS continues to set the standard in the vehicle service contract market.

Comprehensive Coverage Solutions

AGWS offers an extensive portfolio of vehicle protection plans tailored to meet various needs, budgets and driving habits. Its vehicle service contracts and ancillary products deliver financial security by protecting against costly, unexpected repairs. Whether customers need essential powertrain coverage or extensive, exclusionary protection, AGWS offers flexible options that provide peace of mind.



Innovation Through Technology

AGWS remains a leader in operational efficiency by investing in advanced technologies. Through its AGWS Dealer Portal, dealers gain real-time access to tools that simplify contract management, claims processing and reporting. This user-friendly platform streamlines workflow, reduces administrative tasks and ensures timely and accurate service delivery. By focusing on technology-driven solutions, AGWS empowers dealerships to operate more effectively while enhancing the customer experience.

Trusted Claims Administration

At AGWS, customer satisfaction drives everything. Its dedicated claims team ensures claims are handled quickly, fairly and efficiently to minimize downtime and inconvenience for vehicle owners. By prioritizing transparency, accuracy and responsive communication, AGWS delivers consistent, high-quality support. This unwavering commitment to service excellence sets AGWS apart in the marketplace.

Dealer & Agent Training

AGWS understands the importance of education in driving success. Through its AGWS University, the company offers dealerships in-depth resources, webinars and courses. By equipping dealers with the knowledge and tools needed to effectively present and support AGWS programs, the company fosters growth and profitability across its dealer network. This focus on training helps deliver exceptional service to customers.

Building Strong Relationships

Collaboration is at the core of AGWS's success. By working closely with agents and dealers, AGWS builds programs that align with its business goals and customer needs. Its flexible, customizable solutions allow dealerships to differentiate themselves in a competitive market, ensuring long-term success and stronger customer relationships.

Commitment to Excellence

AGWS operates with integrity, professionalism and a focus on continuous improvement. The company adheres to rigorous compliance and regulatory standards, ensuring every product and service meets the highest levels of quality and reliability. AGWS's commitment to ethical business practices and operational excellence has earned it a reputation as a trusted leader in vehicle protection.

Corporate Responsibility

Beyond its business operations, AGWS is dedicated to giving back to the communities it serves. AGWS demonstrates its commitment to creating a positive impact by supporting charitable initiatives and community development efforts. This focus reflects the company's values and dedication to making a difference beyond the bottom line.

Leading the Future

AGWS continues to look forward, anticipating industry changes and developing solutions that meet the evolving needs of customers and partners. By staying ahead of trends and embracing innovation, AGWS remains a trusted leader in the vehicle protection industry.

American Guardian Warranty Services has been a reliable partner for over two decades, delivering tailored protection programs, outstanding service and financial peace of mind. By combining experience, innovation and a customer-first approach, AGWS helps agents, dealers and consumers confidently navigate the road ahead.

agws.com


Not just forward thinking.
Forward doing.
We offer an innovative portfolio of products, an unmatched system of service for our Customers, as well as a support system of marketing materials, training, and profit Optimization. Contact us today to find out how we can help your business grow, and how AGWS can drive your business forward.
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Blue Ox



Blue Ox designs and manufactures some of the best towing products in the industry. But don't just take its word for it — look around. You'll find the company's name on highways, in campgrounds and wherever people journey through life in the great outdoors.

A fourth-generation, family-owned business since 1925, Blue Ox began manufacturing agricultural products such as cattle oilers, grain roller mills and agricultural sprayers on the family farm in Pender, Nebraska.

Blue Ox designed the first tow bar that did not require a ball connection. Later, it designed a removable tab baseplate that made towing with a tow bar even easier and retained the OEM look of the towed vehicle.

Blue Ox provides solutions for everything you want to tow, from award-winning tow bars and innovative baseplates to a complete line of sway control and weight-distributing hitches, fifth wheel hitches, ball mounts, custom receiver hitches and accessories for every category.

Blue Ox began manufacturing towing products in the 1980s beginning with the KarTote trailer built to tow cars behind motorhomes. Blue Ox became synonymous with flat-towing vehicles behind motorhomes — ranging from 6,500 to 15,000 pounds in towing capacity, its Apollo, Ascent, Avail, Alpha 2, Acclaim and Adventurer products (plus the pintle-mount Allure and Triton) make Blue Ox the preeminent manufacturer of recreational tow bars in the industry — the motorized segment is only a fraction of the overall RV market.

After years of development, Blue Ox moved into the weight-distribution trailer-hitch market in 2007 with the introduction of the SwayPro. With SwayPro (and the later TrackPro), it built positive caster into the hitch head. When it has tension on those spring bars along with the geometry built into the hitch head, the downward pressure created won't allow for the trailer to sway, giving the travel trailer active suspension when going down the road and providing premium sway prevention while eliminating much of the noise from conventional friction hitches.



With state-of-the-art automation and engineering, intuitive designs and straightforward installations, its towing solutions empower seasoned adventurers and newcomers alike. Its leading-edge E-coating paint line exemplifies Blue Ox's commitment to excellence, setting a new industry standard for durability and finish: An E-coat finish to protect its products from rain and snow, with a powder-coat finish on top to make its products UV stable.

It also introduced a fifth wheel hitch using an innovative funnel-shaped hitch head that guides the kingpin into the place, reducing false hookups and drops.

Reinforcing its commitment to its customers, Blue Ox has two teams crisscrossing the county to train dealers and customers in the use of its products. At home, the company has an award-winning customer service team to help customers find what they need to tow as well as handle any problems the customer may come across.

Blue Ox creates all its products to make towing more accessible so you can focus on the road ahead, not what's behind you.

Discover why so many people choose Blue Ox for their travels by visiting blueox.com or following the company on Facebook, Instagram, YouTube, X and TikTok.

blueox.com

BLUE OX

Towing Doesn't Have to be a Drag™







SwayPro™ & TrackPro™ Weight Distributing Hitches • Accessories

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Century Chemical Corporation

Founded in 1926, Century Chemical Corp. has proudly served the RV industry for decades, providing products that keep RVers on the go, anytime and anywhere. Now in its 99th year, the company remains committed to producing trusted, high-quality products that ensure the best experience for RV owners, manufacturers and outdoor enthusiasts alike.

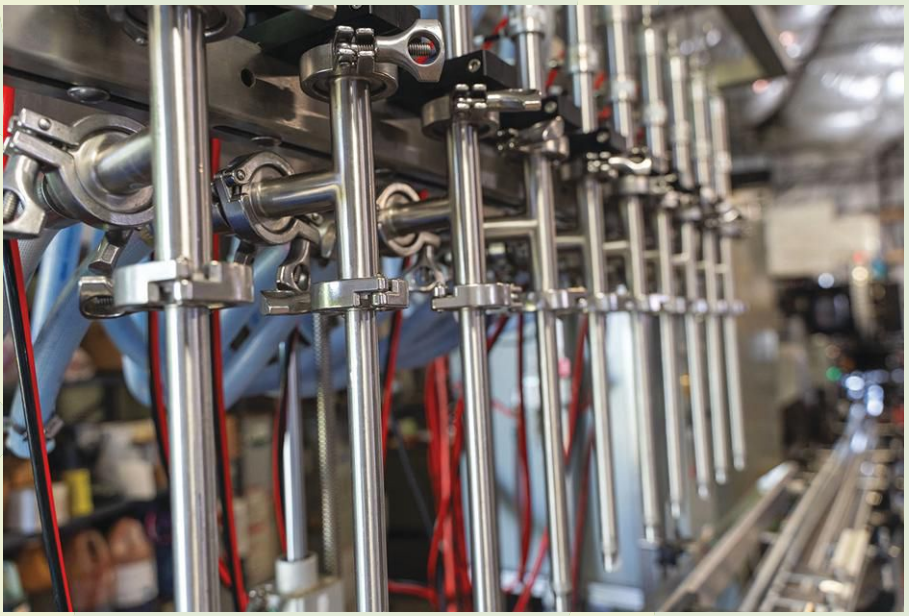
Products RV Professionals Trust

Century Chemical's product lineup is designed to meet the unique demands of RV systems, offering solutions for sanitation, maintenance and system protection. Among its trusted products are:

- Travel Jon: The gold standard in RV sanitation, and the oldest brand on the market, Travel Jon provides effective and easy-to-use solutions for holding tank maintenance. With its fresh, consistent and dependable formula, Travel Jon products ensure pleasant and hassle-free travels for campers.
- Winter-Pruf Antifreeze: For over 50 years, Winter-Pruf has been the RV and marine industry's go-to solution for winterizing and protecting potable water systems, defending cruisers of all kinds right from the manufacturer floor. Designed to prevent burst damage during freezing temperatures, the nontoxic premium blends of Winter-Pruf help RV and boat owners prepare for the off-season with confidence.
- Century Heat Transfer Fluid: Built to protect critical heating systems, Century Heat Transfer Fluid ensures reliable and efficient performance across a multitude of applications, and is the preferred fluid for Aqua-Hot, Oasis and Timberline floor heating systems.

A Proudly Woman-Owned Business

Century Chemical is proud to be a woman-owned business, deeply invested in empowering its employees and fostering meaningful community connections. It actively participates in local and regional organizations like the Greater Elkhart Chamber of Commerce, RV Women's Alliance (RVWA), Black Folks Camp Too (BFCT), LGBT Outdoors, Latino Outdoors and the Outdoor Hospitality Industry (OHI) to promote collaboration, diversity and growth across the RV and outdoor recreation industries.



Your Partner in Custom Solutions

Century Chemical goes beyond providing exceptional products. It works closely with its clients to develop private-label solutions and customized products tailored to their needs. From concept to completion, the company's team ensures every product delivers exceptional performance while building lasting partnerships with its customers and throughout its supply chains.

Proudly Manufactured in Elkhart, Indiana

Located in the heart of RV manufacturing, Century Chemical products are designed, developed and proudly manufactured in Elkhart. The team's dedication to quality and customer service reflects the values that have earned the company the trust of generations.

99 & Doing Fine

For nearly a century, Century Chemical has been helping outdoor enthusiasts create memories, relax and enjoy the open air with dependable solutions for sanitation, maintenance and system protection. As it approaches its milestone 100th year, and is reflecting on the longevity the company has achieved, it is more appreciative than ever of its customers, industry partners and the relationships it has built along the way.

centurychemical.com



Keeping you moving while protecting your home on the road with easy-to-use, safe products.

Travel Jon®

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TRANSFER FLUID

SUPREME GREEN
go GREEN off-grid!



EST. 1926

800.348.3505
centurychemical.com

Demco Manufacturing

Demco, renowned as a frontrunner in the field of RV towing equipment, proudly heralds the introduction of its cutting-edge paint and primer process for fifth wheel hitches. This innovative process has been meticulously formulated to offer unparalleled protection to the laser-cut edges characteristic of Demco's esteemed 5th Wheel Hitch line. The implementation of this advanced paint and primer technique results in a remarkable enhancement of durability, making the hitches up to six times more robust than their predecessors. This commitment to technological advancement underscores Demco's dedication to providing RV enthusiasts with towing solutions that not only meet but also exceed industry standards, ensuring a heightened level of reliability and longevity in their fifth wheel hitch offerings. This pioneering paint/primer process represents a significant stride in Demco's ongoing mission to deliver top-tier quality and performance in the realm of RV towing equipment.

"Our team is constantly striving to improve our products and processes to provide our loyal customers with the highest quality and most reliable RV towing equipment," said Verlin Keninger, 5th Wheel Hitch product coordinator for Demco. "Investing in a 5th Wheel Hitch is a big decision, which is why we have worked tirelessly to create a durable, long-lasting product that can stand up to the elements."

The introduction of the new paint/primer process stands as the most recent milestone in a carefully orchestrated series of measures undertaken by Demco to consistently elevate the quality and efficiency of its products and manufacturing procedures. This strategic initiative is emblematic of Demco's unwavering commitment to innovation and improvement, showcasing the company's proactive stance in meeting and exceeding customer expectations. By investing in this cutting-edge paint/primer process, Demco demonstrates its dedication to staying at the forefront of technological advancements and underscores its tireless efforts to deliver products that not only meet but surpass industry standards. This commitment to excellence is deeply rooted in the company's ethos, reflecting a profound understanding of the evolving needs of its customer base and a determination to provide solutions that set new benchmarks in quality and performance within the RV towing equipment industry.

"We understand that our customers rely on our products to enjoy their RV experiences to the fullest, and we take that responsibility very seriously," said Keninger. "Our new paint/primer process is a perfect example of how we are living up to our motto of 'Doing Our Best To Provide You the Best.'" Demco invites customers to learn more about its fifth wheel hitches and how they can enhance their RV experiences by visiting demco-products.com. With its new paint/primer process, Demco is confident that its 5th Wheel Hitches will continue to be a top choice for RV enthusiasts for years to come.



The innovative process applied to fifth wheel hitches will now extend to all of Demco's factory prep brackets. Whether you drive a GMC, Chevy, Ford, Dodge Ram, Nissan Titan or any other vehicle, Demco Products offers Factory Prep Brackets tailored for a seamless and secure cargo-hauling experience.

At Demco, the company is committed to keeping pace with the latest vehicle developments for its baseplates. Your safety is its top priority. To ensure the strength, functionality and durability of its baseplates, Demco engineers employ Finite Elemental Analysis (FEA) during testing. You might not notice them unless you're specifically looking, as Demco believes in making baseplates "accessible but not visible."

demco-products.com

DEMCO

"There are two attributes that, in particular, are important to customers. The quality of the product -- and the quality of the people that support it."

John S.





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Dometic

Celebrating a Century of Innovation

For 100 years, Dometic has been at the forefront of mobile living, driven by one bold idea: making life on the move easier. It all began in 1923 with the invention of absorption refrigeration — a groundbreaking technology that made cooling possible without electricity. This innovation transformed mobile living, allowing travelers and adventurers more of the comforts of home while on the road. Electrolux acquired that company and began mass-producing absorption refrigeration in 1925, and that was the beginning of what has become Dometic.

Since then, Dometic has led the way in redefining what's possible in mobile living. From RV refrigerators and air conditioning to mobile cooking and smart RV control systems, every decade has introduced game-changing advancements that support the needs of modern adventurers. This pursuit continues today with the latest innovations in climate control, sanitation and comfort.

The Focus Is Clear

For 2025, Dometic is locked-in on better serving OEM, distributor and dealer customers. It is doubling down on its priorities — the RV Industry as a whole.

Looking to the Next 100 Years

Dometic will kick off the new year with the launch of a groundbreaking new education system, dubbed Dometic Product Academy — an innovative learning management system designed to enhance product knowledge and sales performance for RV dealer salespeople. Beginning with 25 courses, the trainings inside will empower entire sales teams to stay ahead in a rapidly evolving industry. Unlike traditional online training programs, this is designed to be an interactive and adaptive experience. Dometic Product Academy is designed to boost engagement, improve knowledge retention and drive business growth.

Throughout 2025, Dometic will launch the full lineup of FreshJet ACs, as well as a game-changing next generation FanTastic Vent Fan and new features to its industry-leading toilets. It will introduce new furnaces and improvements to its complete furnace line and even a new cassette awning. These products embody a legacy that's rich in firsts, breakthroughs and customer-centric design. Together, they showcase Dometic's unwavering commitment to pushing the boundaries of mobile living even further. From sustainable designs to smarter, more connected devices, the next generation of products will continue to inspire and elevate the mobile experience.

For Dometic's key partners in the industry, the best is yet to come. With Dometic leading the charge, the next 100 years will be marked by innovation, excellence and a commitment to mobile living made easy.





Dometic Contact Information

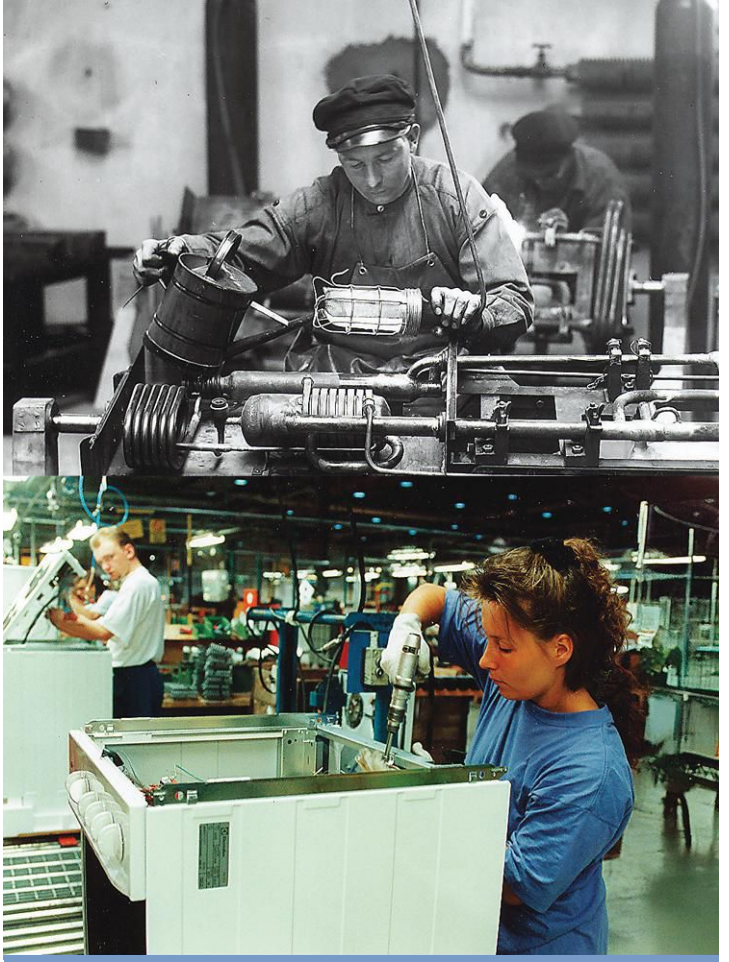
- RV Aftermarket Sales/Customer Service: 800-366-3842
- RV Tech Support: 800-216-5115
- RV OEM Customer Service: 574-389-3702
- Elite Team General Email Inquiries: rvocustomerservice@dometic.com
- Premier Team General Inquiries: oemcustomerservice@dometic.com
- RV OEM Tech Service: 877-898-7091, oemtechservice@dometic.com

For help or issues regarding Dometic for Business (D4B), please email d4bfeedback@dometic.com.

dometic.com/en-us

DOMETIC

100 YEARS



A century of being cool.

In 1925, a Swedish manufacturer took a chance on a rather absurd patent - refrigeration. The concept of chill without ice would change lives around the world. We know because we were there. The demand for cold-on-the-go became so great that Dometic split-off from Electrolux as a new company with a single mandate, Mobile Living Made Easy.

Ten decades on, Dometic's commitment to innovation remains the beating heart of its growth. Every product is dedicated to that same home-to-go level of comfort.

We kick-off our next hundred years with game-changing releases in the Cooling, Heating, and Ventilation categories. Join us as we give you more reasons to choose Dometic.



GE Appliances, Recreational Living

At GE Appliances, Recreational Living, a simple philosophy guides the company's shared ambition: It comes together to make good things, for life. Backed by two powerful commitments, it inspires the way the company thinks, works and grows together. It's more than an operational model. It's a mindset and movement that's shaping the future of the business. It's the company's way forward: Coming Together. Looking For A Better Way. Creating Possibilities.

Recreational Living is dedicated to cultivating valuable relationships with vendors, manufacturers and dealers in the industry.

After working with Midwest Sales and Services (MWSS) Inc. for several decades, GE Appliances furthered its commitment to growth in the outdoor living segment with the integration of MWSS Inc., expanding capacity in the innovation, development, sales and service of outdoor living appliances in the United States. This evolution continued with the opening of a central facility in April of 2023, now operating as Recreational Living.

GE Appliances, Recreational Living, a Haier company, combines a heritage of excellence with innovation and design for the modern, outdoor lifestyle. The company's reliability intersects with flexible, adaptable product solutions for a lifestyle on the go with products from GE Profile, Haier and Hotpoint.

Recreational Living is only able to succeed because of the dedicated team it has standing in Elkhart, Indiana. Every person on its team is dedicated to providing superior service to every partner and customer. With over 50 years of combined industry experience, it combines rich backgrounds and deep roots in the RV community to create a unique team ready to serve. Backed by GE Appliances and more than a century of expertise and innovation in home appliances, Recreational Living is committed to service and exceeding customer expectations in the outdoor living business.

With a highly skilled industrial design organization and 1,600 engineers located just hours away from Elkhart at the global headquarters in Louisville, Kentucky, the company is positioned to engineer and manufacture innovative appliances and solutions to meet the needs of consumers and the RV trade. As a full-line appliance manufacturer with one of the world's most recognized brands, GE Appliances is committed to developing and servicing products to meet the needs of outdoor living consumers with the quality and dependability consumers know and love.

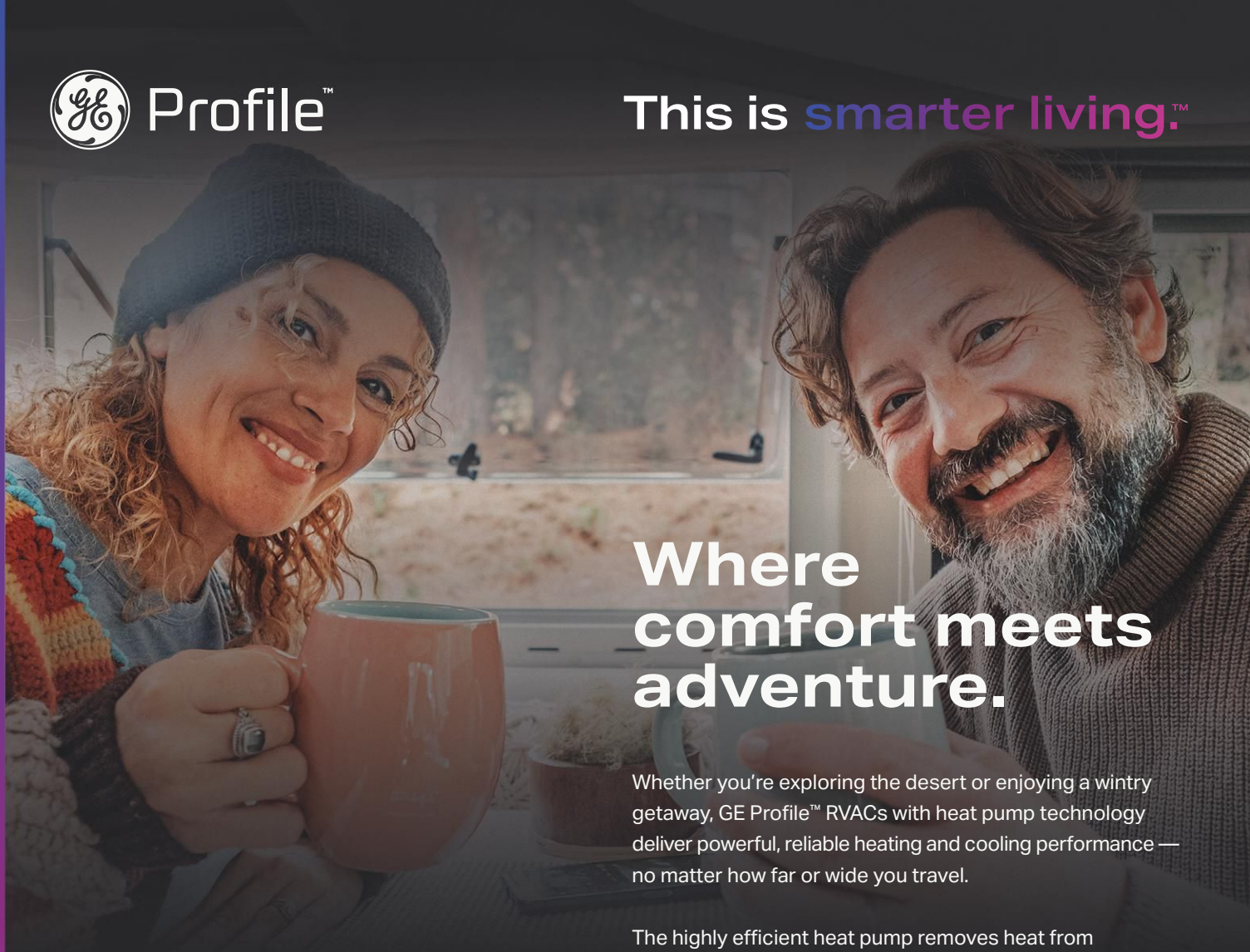
Not only does the company provide a committed team to its business partners, but it also provides top level RV appliances. From 12-volt refrigerators and range ovens to residential-level appliances, it strives to have a GE option for everyone.

geappliancesrecreationalliving.com

The company's reliability intersects with flexible, adaptable product solutions for a lifestyle on the go with products from GE Profile, Haier and Hotpoint.

Profile™

This is smarter living.™



Where comfort meets adventure.

Whether you're exploring the desert or enjoying a wintry getaway, GE Profile™ RVACs with heat pump technology deliver powerful, reliable heating and cooling performance — no matter how far or wide you travel.

The highly efficient heat pump removes heat from the outside and uses it to warm your RV on the inside. This industry-leading heat pump technology is engineered to drive efficient operation and provide optimal comfort, even in temperatures as low as 25ºF.

Industry-leading heat pump technology is available in all GE Appliances RV Rooftop Air Conditioners.



Explore our full range of RV-ready appliances.

Go Power!

Go Power! provides everything your customers need to get power, on-demand, off the grid by making mobile power systems easy, safe and reliable.

Now a part of the Dometic group, Go Power! has expanded rapidly from its humble beginnings in 1996 in Victoria, British Columbia. Since then, Go Power! has become the leading provider of mobile power systems and solutions to North America's RV and utility vehicles markets.

Today, Go Power! continues to innovate, offering connectivity, quality products and industry-leading support.



Products

After nearly three decades in the mobile power business, Go Power! knows how to build high-performance products. With more than a million solar panels sold to customers across North America, Go Power! products have a proven record of quality and reliability in harsh environments.

When you need renewable power on your adventures, you can count on Go Power!. With a range of solar panels, power inverters and batteries designed to work together, mobile power has never been easier.

Innovation

While Go Power! has been known for offering the industry's most durable RV solar panels, innovation has continued. With the newly released PowerTrak technology, Go Power! products can communicate and work together to make mobile power easier than ever. Pairing this new technology with reliable lithium battery power and renewable solar energy creates a safe, smart and sustainable power system.

Training

With exclusive dealer and technician support, Go Power! offers training and support for every level of the sale. Whether you're an OEM wiring the panels on the factory floor or the RV tech troubleshooting at the dealership, it has you covered.

The launch of several RVTI Level 3 certified online training courses offers RV technicians advanced skills in power system installation, maintenance and troubleshooting. Providing accessible online training ensures technicians and dealers have the expertise needed to keep customers powered wherever the road takes them.

Support

Pairing high-quality components and dedicated dealer training means the support network for Go Power! is unparalleled. With an extensive dealer network of over 1,000 partners across North America, hands-on customer help is always close.

Reliability

Go Power! solutions are backed by a comprehensive warranty — 25 years for its large, aluminum-framed solar panels and five years for most other major components.

Easy to install and built to withstand even the harshest conditions, Go Power! is the choice of RVers everywhere and is available preinstalled on many types of RVs, including Jayco, Forest River and Tiffin Motorhomes.

About Go Power!

At Go Power!, off-the-grid exploration is embraced. Whether an RV owner is searching for off-grid power for the perfect remote campsite or a boater is planning an extended cruise, Go Power! has the products to make that happen — by offering a product suite that will help keep lights, refrigerators and electronics running without external power.

The leading choice for RV OEMs, dealers and end customers alike, its Solar on the Side, Wired for Solar and Solar on Board programs simplify adding, selling and installing solar. Go Power!'s tenure and years of expertise have made mobile power easy for every level of customer.

gopowersolar.com

MAXIMUM POWER AND PERFORMANCE

Go Power! | DOMETIC

ADVANCED INVERTER CHARGER

Smaller, lighter, more advanced, and easier to install. A high-frequency inverter, converter and transfer switch in a sleek package. Available in 2000 and 3000-watts with single-leg (30A) transfer switch, and 3000-watt dual-leg (50A) shore power transfer switch versions. 3 Year-warranty.

AN INVERTER, BATTERY CHARGER AND TRANSFER SWITCH IN A SLEEK, LOW-PROFILE PACKAGE.

SMALLER, LIGHTER, MORE ADVANCED, AND EASIER TO INSTALL.

HIGH-FREQUENCY WITH IMPROVED PASS THROUGH AND SAFETY FEATURES.

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OVER-THE-AIR FIRMWARE UPDATES AND BUILT-IN CONNECTIVITY.



TOP VIEW



FAN VIEW



PORT VIEW

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Icon Technologies Ltd.

Icon Technologies Limited, a privately held corporation, started operations in 1998. From the start, its goal has been to provide innovative custom thermoformed solutions to OEM customers. By focusing on that objective, Icon has grown consistently.

It might be said that Icon has two spirits. One is dedicated to helping its customers enhance the functionality and practicality of their OEM products through the use of thermoformed and rotational molded plastic parts. The other is dedicated to supplying quality RV products through a strong international network of RV aftermarket distributors.

The company's core competency in thermoforming and rotational molding is complemented by strong abilities in innovative design, manufacturing ideas and low-cost prototyping. This enables it to provide complete solutions that greatly simplify its customers' development processes. An efficient integration of product development capabilities, verification and advanced manufacturing methods ensure that your products will be built to last. Every aspect of the organization is regulated by the Quality Management System to ensure that you will receive top quality products and services.

Icon Technologies Limited has a very integrated marketing model, founder John Loewen says, using its website, social media and traditional distribution to build its brands. Consumers, OEMs and resellers alike use its website to source products and specifications. Many of its aftermarket products are too unique and model-specific for traditional distribution, but can be ordered at icondirect.com, and easily shipped anywhere in North America usually within five business days. If you are a new customer, you can be assured that every purchase will meet or exceed your expectations, or the company will simply and gladly refund your purchase. Guaranteed! The company's business model is to produce products in North America for North America.





RV professionals and owners alike know Icon for hard-to-find fender skirts, durable AC shrouds and skylight domes, and quality fresh and wastewater tanks. The company is dedicated to supporting RV owners' dreams in keeping their RVs ready to go on the next adventure. That is why it actively keeps parts available for retro and aged units — anything from an old Airstream chimney hood to a fender for last year's Keystone RV unit.

While what the company does is design and manufacture premium parts and service solutions for RVs, it's how it does it that really matters. It sees its work as solving problems. The company involves real people, driving real solutions, for real needs. Everything it does is in service to its customers. Why? Because they deserve a far better experience. The products Icon makes, and how it delivers them, are worth talking about. If the company can help make a better-than-expected journey on (and off) the road, it has done its job. Icon does what it does because it believes: Your Journey Is the Experience.

icondirect.com

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Lippert

From its humble beginnings in 1956 to its position today as an industry leader, Lippert has been synonymous with innovation, quality and a dedication to improving lives. Headquartered in Elkhart, Indiana, Lippert operates over 140 manufacturing and distribution facilities across North America and Europe, employing more than 13,000 team members globally. These efforts are unified under a single mission: to engineer superior solutions for those who love life on the road, water and beyond.

Precision Engineering Meets Innovation

Lippert's extensive product portfolio serves a variety of industries, including RV, marine, automotive and manufactured housing. Its focus on precision engineering is evident in products like the Furrion Chill Cube 18K, a high-performance rooftop air conditioner that delivers efficiency and exceptional cooling power.

For towing and RV safety, Lippert leads with innovations like the CURT Helux pin box and Touring Coil Suspension (TCS). The Helux pin box, equipped with proprietary coil-spring technology, absorbs chucking and vibrations at the truck-trailer coupling point, ensuring a smoother and more controlled towing experience. Meanwhile, the TCS reduces road shock by 50%, extending the life span of RV components and enhancing passenger comfort.

Additionally, Lippert's antilock braking system (ABS) improves braking precision for greater control on unpredictable terrains. Together, these advancements underscore Lippert's commitment to engineering superior solutions that deliver comfort, safety and reliability.

Culture of Commitment

Lippert credits its success to an unwavering focus on its people. The company fosters a culture of innovation and collaboration, empowering employees to challenge the status quo and contribute ideas at all levels. Initiatives like the "Just Fix It" program encourage team members to propose solutions that drive efficiency and safety improvements, while the Leadership Academy ensures the development of future leaders. This collaborative environment fuels Lippert's agility, allowing it to adapt swiftly to market demands without compromising quality.

Sustainability & Responsibility

Lippert's commitment extends beyond manufacturing to environmental stewardship and community engagement. By integrating lean manufacturing principles, the company reduces waste and prioritizes high-quality recycled materials, ascending to Newsweek's top 500 most responsible American companies for 2025. Its community service initiative has logged over 868,000 volunteer hours, positively impacting thousands of nonprofits. These efforts underscore Lippert's belief that business can be a force for good.

Global Reach, Local Impact

While Lippert maintains a strong presence in North America, its footprint extends to European markets, especially in the caravanning and marine industries. This global reach diversifies the company's offerings and enables it to meet the unique needs of a wide customer base. Despite its expansive operations, Lippert remains deeply connected to its roots, with domestic manufacturing facilities humming with activity as skilled workers produce industry-leading products.

Driving the Future

Lippert continues to push boundaries with investments in robotics, automation and sustainability. By blending advanced technology with human expertise, the company ensures its products meet the highest standards of durability, safety and performance.

As it moves forward, Lippert's unwavering dedication to innovation, quality and community positions it as more than a manufacturer — it's a brand synonymous with trust, excellence and enriching experiences for customers worldwide.

lippert.com



FURRION



Compact Power, Maximum Chill.

Introducing the Furrion Chill Cube® 18K RV Rooftop AC

COOLS 90% FASTER
USING 40% LESS ENERGY

Scan to see the Chill® Cube in action!

Beat the heat and experience next-level cooling performance with the Furrion Chill Cube 18K AC. The only rooftop RV air conditioner capable of delivering over one ton of cooling in temperatures over 105°F with 30% less power required.

Variable speed compressor helps move cool air faster and more efficiently inside your RV

50% higher cooling capacity and is ***50% more energy efficient*** compared to typical RV ACs

2000W generator, inverter or lithium battery ready

LIPPERT

Patrick Industries

Empowering Enthusiasts

Founded in 1959 and headquartered in Elkhart, Indiana, Patrick Industries Inc. (NASDAQ: PATK) is a leading component solutions provider to the RV, marine, powersports and housing markets. With more than six decades of experience, Patrick has built a legacy of expertise, empowerment and servant leadership. Its operations span more than 250 facilities in 23 states, powered by over 10,000 team members, delivering revenue of $3.7 (Q3'24 TTM) billion across its core markets.

Customer-Focused, Solution-Oriented

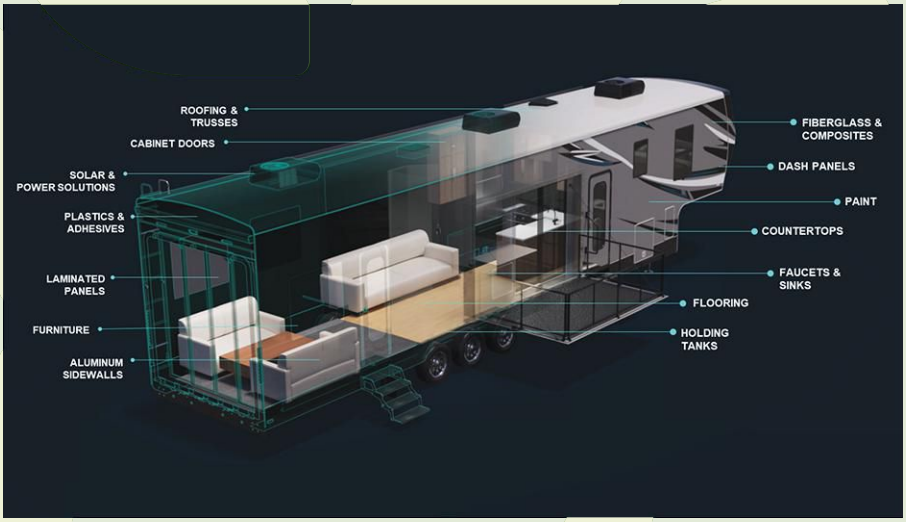
At the core of its business model is a customer-focused, solution-oriented approach. Each brand in its network is empowered by Patrick to strive for excellence and is dedicated to understanding and meeting the unique needs of each customer. This approach is not just about selling products; it's about building relationships, growing the company's brands, solving challenges and providing tailored solutions that drive customer success. Patrick's commitment to customer partnership and servant leadership reflects its broader mission to enrich the lives and businesses it serves.

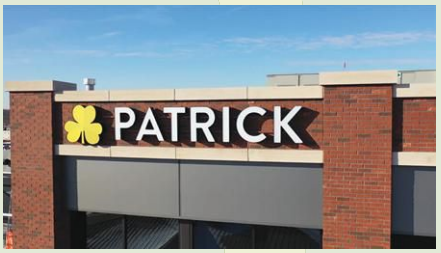
America's Leading Interior & Exterior Component Solutions Provider

Patrick delivers a comprehensive range of interior and exterior solutions that serve a wide variety of customer needs. Its "good, better, best" strategy provides tiered product offerings, ensuring flexibility, quality and value for every customer. Through its full solutions model — encompassing design, engineering, manufacturing, distribution and transportation — it creates a seamless experience for manufacturers, empowering them to bring their visions to life efficiently and effectively.

Experience the value of Patrick's solutions in these areas and more:

- Appliances
- Adhesives & Insulation
- Cabinets, Doors & Trim
- Countertops & Backsplashes
- Electronics & Wiring
- Fiberglass & Plastic Components
- Flooring, Wall Panels & Roofing
- Furnishings & Hardware
- Kitchen & Bath Fixtures & Holding Tanks
- Lighting & Mirrors
- Slideout Floors & Seals
- Speakers & Audio-Visual Systems





Market Leading Innovation

Empowering enthusiasts is the driving force behind Patrick's innovative spirit. Whether it's enhancing the RV experience, elevating marine adventures or enriching home life, every solution is designed with both the manufacturer and end user in mind. This enthusiast-driven approach has positioned Patrick at the forefront of outdoor recreation innovation.

BETTER Together

Patrick's culture is defined by its BETTER Together values — Balance, Excellence, Trust, Teamwork, Empowerment and Respect. These values are more than guiding principles; they are the bedrock of the company's operations. This culture differentiates Patrick, fostering an environment where innovation thrives, relationships grow and every team member feels valued and empowered. It's this culture that not only shapes the company's present but also paves the way for the industry's future.

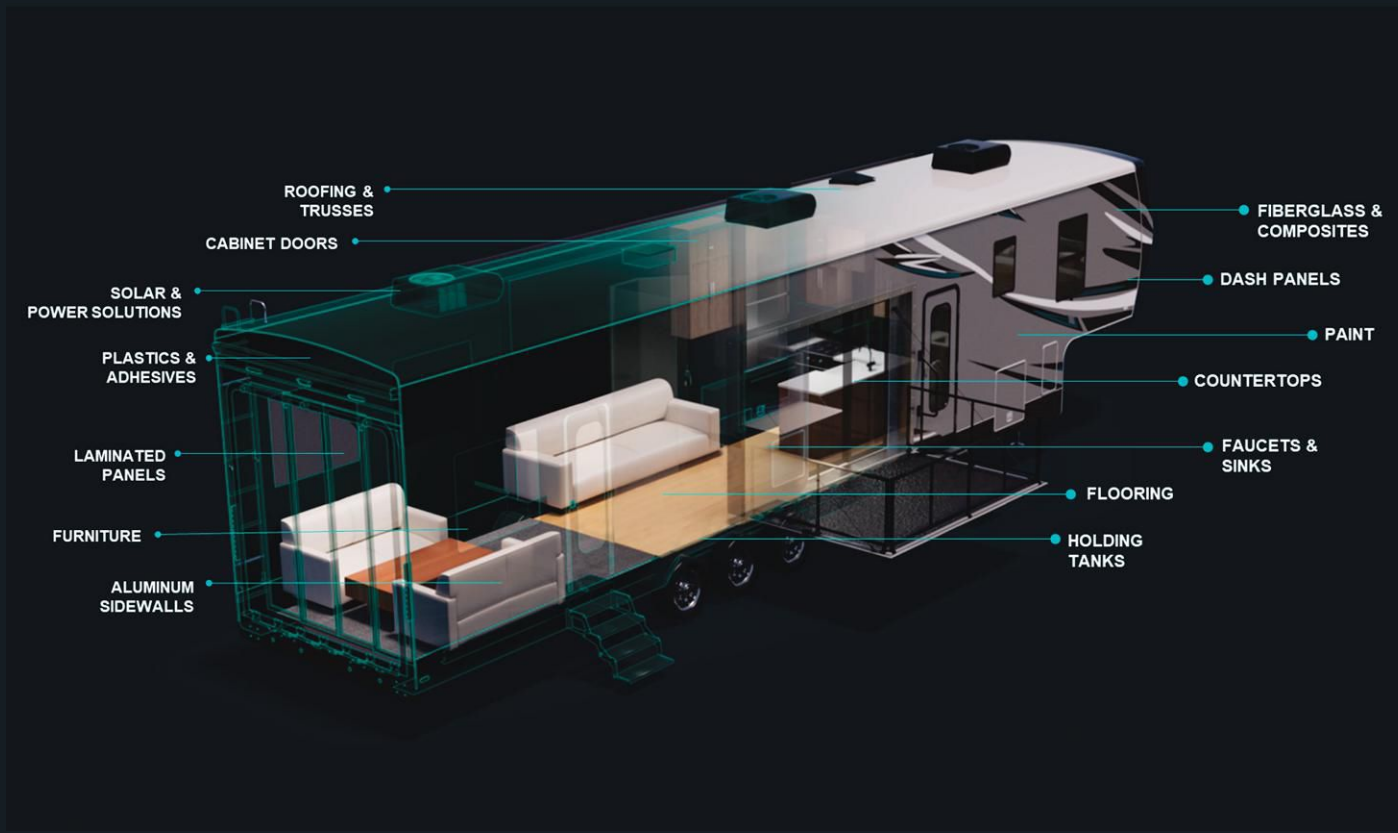
As it strives to ignite growth in 2025, Patrick invites you to join it in empowering a growing community of outdoor enthusiasts to live their best life on the road, off the grid and wherever life takes them.

patrickind.com

PATRICK

DRIVING ADVENTURE

Patrick's RV brands empower the world's leading RV manufacturers with a full suite of high-quality interior and exterior materials, personalized customer service, expert product innovation, and design consultation.



Scan to explore Patrick's RV products and offerings

patrickind.com

EMPOWERED BY PATRICK

Protective Asset Protection

Protective Asset Protection is a business segment of Protective Life Corporation, a financial services holding company, and operates through its subsidiaries. Protective Life Corporation has been serving people since 1907 and is a wholly owned subsidiary of The Dai-ichi Life Insurance Company, a Fortune Global 500 company.

Trusted Experience & Industry Expertise

Protective Asset Protection has been protecting vehicle owners since 1962 and serves more than 10,000 dealerships and 500 financial institutions in the automotive, RV, powersports and marine industries. It delivers personalized service, a robust suite of products and wealth-building programs, along with innovative training to meet the unique demands of the RV industry. As a vertically integrated provider, it markets, administers and financially backs its products.

Protective helps its partners unlock the full potential of their dealerships by maximizing their profitability, customer satisfaction and long-term growth with tailored F&I solutions. It maintains its reputation as a trusted leader across the industries it serves by providing protection products and wealth-building program options that help drive its partners' success.

XtraRide RV Protection Program

Exclusively endorsed by the RV Dealers Association (RVDA) since 1992 and backed by various state associations, XtraRide is Protective's innovative RV service contract program offering flexible point-of-sale, post-sale and renewal programs.

XtraRide comes with additional benefits that further enhance its mechanical breakdown protection. Coverage for these benefits begins the day of purchase and includes items such as towing and road service, concierge service, RV technical support, service call reimbursements, travel expenses, food spoilage, fuel and LP gas replacement, claim assistance, substitute transportation, pet benefit, manufacturer's deductible reimbursement and airfare benefit. Optional tire and wheel coverage is also available (availability may vary by state).

Robust Wealth-Building Programs

The company's wealth-building programs provide a unique opportunity to generate additional revenue. By participating in these programs, you can earn underwriting profits and investment income on reserves held for claim payments. Protective Asset Protection understands that every business is unique. That is why it offers a variety of options, from Retros to the Protective DOWC RV program, for participating in the profits generated by the sale of protection products.

Industry-Leading Training & Support

The company prioritizes the success of its partners. It believes that providing the right products, processes and sales training is essential. Its training solutions aim to educate, motivate and enhance the knowledge, skills and closing ability of its partners. Protective's courses are designed to maximize content retention through engaging videos, study guides and certifications. It offers a wide range of training solutions to help its partners serve their customers and members better, achieve profitable results and perform at their best. The Protective Asset Protection Training Institute provides various training options — including online, on-site and classroom training — to meet the diverse and changing needs of its partners.

Commitment to Trust & Integrity

Protective Asset Protection has built its success on a foundation of trust, integrity and customer-centric service. By choosing Protective's products, partners can be confident they are offering the best solutions for their customers while simultaneously growing their business. The company remains committed to delivering exceptional service and innovative solutions that meet the evolving needs of its partners and their customers. Its dedication to quality, comprehensive training, as well as its full suite of protection products and wealth-building programs ensures that the company continues to be a trusted leader in the industry. It looks forward to building on its legacy of excellence and driving mutual success for many years to come.

protectiveassetprotection.com





Partnering with Protective is essential for your F&I success.

Unlock the full potential of your dealership.

Maximize your profitability, customer satisfaction, and long-term growth with Protective's tailored F&I solutions.

For over 60 years, we've delivered personalized service, a robust suite of products and wealth-building programs, along with innovative training to meet the unique demands of the RV industry.

Partner with us and experience real F&I success.

Join the leaders in F&I success—
because your dealership deserves the best.

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EXCLUSIVELY RVDA ENDORSED SINCE 1992

XtraRide® Service Contract Programs | GAP Coverage | Limited Warranty Programs | Tire & Wheel Program
Wealth-Building Programs | Protective DOWC RV Program | Post Sale & Renewal Programs | F&I Training & Technology

An RVDA endorsed product or service is one that has been extensively evaluated by the RVDA to assure quality, dependability and overall value. RVDA and the RVDA Education Foundation receive compensation from a Protective company for business generated by RV dealers. The Protective logo and service mark on this advertisement are property of Protective Asset Protection, Inc. and are protected by copyright, trademark and/or other proprietary rights and laws. The Protective logo and trademarks are owned by Protective Life Insurance Company.

AppOne

Give your customers a superior lending experience that offers the best financing options and reduces the chance of returned contracts and recontracting.

AppOne is a centralized, web-based platform that connects specialty vehicle dealers with lenders to streamline the lending process.

The company's goal is to remove obstacles throughout the process, allowing you to complete paperwork, close deals and track lender decisions more efficiently and with less risk. In recent years, AppOne has added various enhancements to its platform, including:

- *Forms Library:* Compliant loan documentation to automate deal packets
- *PreCHK:* Prequalification tool to connect dealers with lenders
- *QuickScan:* Identity fraud detection to protect dealers and your buyers
- *VTR50:* Out-of-state titling and registration tools to streamline deal processes
- *ReySign:* Electronic signature capture to reduce printed documentation



Headquartered in Dayton, Ohio, and servicing the entire United States, AppOne connects over 3,000 RV dealerships with integrated lenders and other service providers to make the entire lending process more efficient.

Connect with AppOne today to learn how your RV dealership can streamline your lending workflows, improve your lender network and provide a stellar experience for your customers.



Camplux



The Home Appliances Inc. is a trusted leader in home and outdoor appliance solutions, driven by innovation, quality and customer satisfaction. Through its flagship brands — Camplux and Gasland Chef — it provides products that enhance modern living. Camplux specializes in portable and tankless water heaters, as well as outdoor lifestyle appliances, perfect for camping, RVing and off-grid adventures. Gasland Chef focuses on premium indoor kitchen appliances, offering sleek and energy-efficient cooktops, wall ovens and range hoods that bring professional-grade functionality to residential kitchens.

With a commitment to cutting-edge design, rigorous quality standards and eco-friendly practices, the company delivers appliances that are reliable, durable and tailored to diverse lifestyles. Its global reach, supported by a robust online presence and exceptional customer service, ensures a seamless experience for customers worldwide. Whether elevating outdoor adventures with Camplux or redefining kitchen experiences with Gasland Chef, The Home Appliances Inc. empowers customers to live better, cook smarter and explore further. For more information, visit The Home Appliances Inc. or Camplux websites.

camplux.com

CAMPLUX Portable Propane Outdoor Camping Water Heater

Never compromise on hot water access



lightweight, compact, and easy to install.

This tankless water heater is perfect for RV enthusiasts who value efficiency, portability, and performance.

Enjoy the comforts of home, no matter where your journey leads.



Camplux 5L 1.32 GPM

CAMPLUX

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or give us a call 844.538.7475

EQ Systems



EQ Systems supplies premium hydraulic leveling systems, slideout solutions and custom wire harnesses for RVs, horse trailers, motorsports and various commercial industries.

Established in 1913 as Days Corporation and currently operating as EQ United, the company has embarked on an extensive journey, delving into various aspects of the business world. Over the years, under the visionary leadership of Jim Sproatt, a forward-thinking and creative individual, the company has pushed boundaries and seized opportunities.

While its name and branding may have evolved, EQ Systems' core values and mission remain unchanged. The company is dedicated to delivering excellence and making a positive impact in everything it does. EQ Systems' story is a testament to its rich history, unwavering principles and continued commitment to serving its employees and customers with the utmost dedication.

To ensure long-term stability and quality control, EQ Systems invested in in-house manufacturing, purchasing advanced machinery and hiring experienced engineers and machinists. This move aimed to produce critical components internally.

Recognizing the need for expansion, EQ Systems acquired a larger facility north of the Indiana-Michigan border, adding 100,000 square feet of space. This new facility, operational since spring 2022, houses all manufacturing, production and corporate headquarters. The investment positions EQ Systems for controlled growth, enabling them to support partners with high-quality products and sustainability.

eqsystems.us

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Garnet Instruments Ltd.

GARNET
Liquid management solutions, your way.

Established in 1993, Garnet Instruments is a dynamic, engineer-driven company committed to providing innovative solutions to meet the unique challenges faced by its customers. Guided by a customer-centric philosophy, Garnet places itself in its clients' shoes to thoroughly understand their needs, pain points and aspirations. This perspective drives its product design process, ensuring that every solution it delivers is tailored to specific requirements.

Unlike many companies focused on aggressive sales tactics, Garnet takes a consultative approach. Instead of pushing products, it collaborates with customers to identify the best-fit solutions for their needs. The company's flexibility allows it to adapt to evolving demands, ensuring its offerings remain relevant and effective.

As an engineer-driven company, quality and innovation are at the heart of its operations. Garnet's skilled engineering team designs and manufactures products in-house, giving it complete control over every aspect of quality and performance. This commitment to excellence is evident in every solution it creates.

The company's focus remains on product development, believing that exceptional products naturally attract and retain customers. Rigorous testing and meticulous engineering ensure its products deliver unparalleled reliability and performance. While its marketing approach is understated, its dedication to quality and customer satisfaction speaks volumes.

Garnet Instruments is more than just a supplier — it is a partner in its customers' success, delivering tools designed to exceed expectations and achieve goals with confidence.

garnetinstruments.com



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By GARNET

The Tank Monitor that Works.

Trusted by RVers everywhere for reliable tank monitoring.

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Grand Design Recreational Vehicles



More of What Matters

Founded in 2012, Grand Design RV has transformed the RV industry by doing more of what matters — attention to detail, focus on customers, rigorous inspections and experienced craftsmen. As the fastest-growing RV manufacturer since beginning production in 2013, it earned the RVDA Quality Circle Award across all towable brands for 11 consecutive years.

Quality forms the foundation of everything Grand Design does. Its state-of-the-art Middlebury, Indiana, campus, with 15 production facilities and dedicated customer service centers, showcases its commitment to manufacturing excellence through 300-plus point pre-delivery inspections.

Award-Winning Lineup

The company's award-winning lineup delivers adventure across every category:

- Transcend – Redefining entry-level travel trailer expectations
- Imagine – Setting new standards in lightweight luxury
- Reflection – Elevating travel trailer and fifth wheel design
- Influence – Revolutionary fifth wheel innovation
- Solitude – Its flagship luxury fifth wheel for extended-stay living
- Momentum – North America's No. 1-selling toy hauler brand
- Lineage – Next-generation motorhomes

Golden Threads of Grand Design

Innovation drives its towable brands, featuring the industry-first 1-3-5 Fully Transferable Warranty, EvenFlow Heating System and Titan Dual/Quad Seal Protection. Every unit showcases superior engineering through premier lamination standards, heated and enclosed underbellies and its "No-Questions-Asked" 12-month tire warranty.

A True Sense of Community

The company's customer support includes an expansive North American dealer network and 36 regional owners' rallies, fostering the RV industry's most engaged community. This dedication to customer experience has earned it the highest owner satisfaction ratings and exceptional customer loyalty.

granddesignrv.com

GRAND DESIGN RECREATIONAL VEHICLES

Something *BIG* is launching in 2025

Your next chapter
DEMANDS
more.

LINEAGE™ SERIES F

FOR MORE INFORMATION
SCAN THE QR CODE USING YOUR
MOBILE PHONE CAMERA APP

Marshall Excelsior

For 47 years, Marshall Excelsior Company (MEC) has been a progressive manufacturer of top-quality, innovative liquefied petroleum gas (LPG) equipment. Located in Marshall, Michigan, it offers a full range of products that support the LPG and NH3 bulk plant, transport, delivery/dispensing, residential and recreational applications. As its product line continues to grow, the company is striving to improve product functionality while taking the industry standards to a higher level of quality and performance. Its goal is to create the safest equipment solutions for everyday operations while allowing the largest amount of product to be transferred, stored and dispensed, resulting in an overall savings to the customer.

MEC has been supporting the RV industry since the start, beginning with brass fittings for LP gas appliances. Today, it offers anything you might need for your camping and outdoor recreational needs including LP hoses, regulators, grill kits and test equipment. Its most popular products are offered in planograms designed to meet customer needs.

Contact AP Products at 800-417-2477 or your Tom Manning & Associates Representative for more information.

marshallexcelsior.com

MEC

PART OF OPW a DOVER company





Motility Software Solutions



Founded in 1984, Motility Software Solutions has been a trailblazer in dealer management software — delivering tomorrow's technology to RV dealerships nationwide. The company aims to build user-friendly products that streamline operations and boost efficiency throughout every critical dealership function, including CRM (customer relationship management), quoting, deal desking, parts and service, unit inventory, accounting, messaging, rental, and reporting and dashboards.

Motility strongly believes in equipping dealers with the right knowledge, skills and tools necessary to achieve peak performance. Through innovative technology and a deep-rooted, customer-first legacy, it's dedicated to driving operational excellence for its customers. By continuing to forge connections with major industry partners and build strong relationships with dealer customers, the company is striving to cultivate a community of collaboration and growth.

Motility remains committed to helping dealers save time and money through advanced digital tools and substantial customer support. Your success is the company's success, and with its software, you can focus on providing the best service to your customers.

To see how everything works together, contact Motility to see firsthand how the company's solutions can transform your RV business.

motilitysoftware.com



Pre-Pair



Pre-Pair is a technology company born out of a need to help RV dealers incorporate technology to make the desking and financing process more compliant, accurate and efficient. Pre-Pair's evolution over the past year has been transformative, and 2025 will be an even bigger year of growth and development.

- Revolutionize Your Desking & Financing: Pre-Pair is a powerful technology solution built specifically for RV dealerships. It helps you navigate the complexities of desking and financing with compliance, accuracy and efficiency at the forefront.
- Boost Profitability: Its comprehensive platform optimizes deals, minimizes costly errors and increases your bottom line.
- Seamless Integrations: Pre-Pair integrates seamlessly with existing dealership software, with integrations with dealer websites, CRMs, 700 credit, Menu Metric and AppOne.
- Enhanced Customer Satisfaction: Pre-Pair empowers your team to provide accurate quotes, reduce wait times and improve customer satisfaction.
- Connection With New Lenders: Pre-Pair will highlight alternative lenders in your market.
- Maximize PVR With Dynamic Rates: Pre-Pair displays dynamic rates with reserves, front-end and back-end breakdowns, promoting transparency across your lenders and maximizing profit per vehicle (PVR).
- Reduce Errors & Delays: It offers automated funding checklists and AI-powered double-checks to eliminate manual errors and expedite funding processes.

Do not miss out on the competitive edge. Schedule a free demo today and see how Pre-Pair can benefit your RV dealership.

pre-pair.com

Pre-Pair
FINANCE REDEFINED

Pre-Pair empowers dealerships with a flexible, compliant sales and finance platform tailored to their unique needs by seamlessly integrating with lenders and other dealership software.

Pre-Pair equips dealerships to:

01 MAKE DATA-DRIVEN DECISIONS THROUGHOUT THE SALES PROCESS.

02 STREAMLINE OPERATIONS, FROM INITIAL DESKING TO FUNDING CHECKLIST.

03 LEVERAGE LENDER RELATIONSHIPS AND INFORMATION FOR MORE ACCURATE DATA.

04 ENHANCE PROFITABILITY BY OPTIMIZING EVERY STAGE OF THE SALES AND FINANCE JOURNEY.

SCAN

LEARN MORE
pre-pair.com

Cavagna Group

Wherever gas is used, Cavagna Group is there.

The Cavagna Group, established in northern Italy in 1949, is a family-run enterprise specializing in manufacturing equipment for processing, distributing, controlling and measuring various gases across diverse supply chains. Over the years, it has evolved into an international conglomerate comprising multiple companies worldwide. Leveraging its extensive expertise and ongoing investment in research and development, the group has diversified its portfolio to cater to different industries and utilize its know-how in:

- LPG
- Health care
- Compressed gases
- Natural gas
- Alternative fuel systems
- Gas metering
- Industrial process management

Emphasis has been placed on product development to meet global standards and the requirements of each market, ensuring optimum safety and efficiency across different applications. As part of its commitment to industry collaboration, the Cavagna Group actively engages with national and international trade associations and participates in advocacy initiatives promoting the safe use of gases for societal and environmental benefits.



Encompassing values such as enthusiasm, innovation, commitment and sustainability, the Cavagna Group remains steadfast in its dedication to providing superior, safe and high-quality equipment to meet evolving challenges. And today, as it celebrates its 75th anniversary, the same values, goals, determination and enthusiasm remain as strong as ever.

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cavagna group

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About Cavagna Group North America

Cavagna North America, a division of the Cavagna Group, serves as a vital industrial partner facilitating the safe treatment, distribution, control and metering of gases in the American market. Established in 1996, Cavagna North America is committed to delivering premium products and solutions to meet diverse requirements promptly. As its workforce and customer base have expanded, so too have its business lines, enabling the company to serve the entire United States and Canada. With strategically located facilities in Somerset, New Jersey, and Houston, Texas, it is well positioned to efficiently meet the needs of its customers. The product range includes LP gas valves; ASME (American Society of Mechanical Engineers) forklift and motor fuel tank valves; medium- and high-pressure cylinder valves for industrial, medical and specialty gases; and a variety of high- and low-pressure LP and natural gas regulators.

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Eberspächer



Eberspächer provides innovative climate control solutions tailored for motorhomes, emphasizing comfort and efficiency for travelers. Two standout products for this segment are the Hydronic AquaSystem and the Breezonic AC with Heat Pump.

The Hydronic AquaSystem is a multifunctional heating system designed for motorhomes and camper vans. It integrates hydronic heating to deliver warm air and hot water on-demand, creating a luxurious and cozy environment even in extreme weather. This system is compact, energy-efficient and easily integrated into a motorhome's infrastructure, offering consistent and customizable comfort for year-round travel.

Complementing this, the Breezonic AC with Heat Pump combines air conditioning and heating functionalities in one streamlined unit. With its advanced heat pump technology, it maintains efficient heating in cooler months and reliable cooling during hot summer
days. The Breezonic is designed for quiet operation, enhancing the travel experience by maintaining a serene and comfortable indoor environment.

Together, these systems exemplify Eberspächer's commitment to improving the motorhome experience, offering travelers superior climate control solutions that align with modern expectations of convenience and energy efficiency. Whether embarking on winter adventures or summer road trips, Eberspächer's technologies enable an unparalleled level of comfort on the road.

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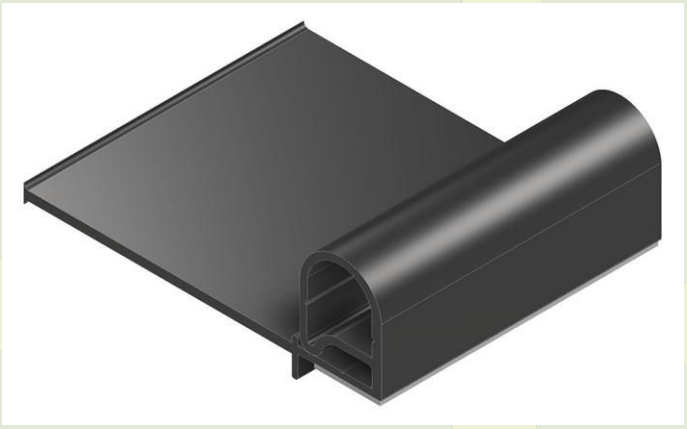
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Jaeger-Unitek Sealing Solutions Inc.





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The patented Flip 'N Seal product line is the new industry standard with an integrated one-piece designed bulb and wipe ideally suited for any slideout sealing application. The integrated design allows for part consolidation, improved installation time and eliminates the worry of bulb seals falling off your RV during transit.

Flip 'N Seal products are engineered using the highest quality automotive grade materials and adhesives used by global OEM manufacturers. The company's products, packaged in a coiled fashion, help minimize the footprint in your facility.

Other design features include a wiper blade tip for wiping water off the slide room and an anti-friction coating under the integrated bulb to aid in installation.

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Southwire



There has never been a higher demand for reliable energy to effectively power the RV experience. Whether the journey requires surge protection for cross-country camping, or it calls for all-day tailgating, Southwire delivers the solutions users need to ensure their products are powered safely. With the endless possibilities of destinations and spectacular accommodations that can easily be accessed from anywhere — RVs aren't fully experienced without the highest quality of power and protection.

With over 60 years of experience in providing power where it's needed most, Southwire is a trusted partner in delivering RV solutions — from its Surge Guard products that supply complete electrical protection for RVs, to its complete line of Shoreline Reels that offer an all-encompassing line of reels. When users are preparing for an RV trip, they can trust Southwire to supply the products they need. Southwire delivers the Surge Guard family of power protection devices to keep an RV's electrical system and sophisticated electronics safe from the dangers of faulty electrical power. The variety for Surge Guard products protect RVs from high and low voltages, poorly wired pedestals, open ground, open neutral, reverse polarity, high neutral currents, surges and overheating of the plug or receptacle.

Southwire's Shoreline Reels are designed to connect recreational vehicles to utility services. These reels are designed to retract quickly and store compactly for convenient use to ensure users never waste time setting up or tearing down when they should be enjoying their RV experience.

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Uni-Grip

Uni-Grip manufactures extruded rubber and plastic seals and edge trims to many industrial clients, both large and small. Its profiles protect diverse products such as heavy equipment, recreational vehicles and garage doors from air and moisture infiltration. It produces a wide variety of stock profiles, and it has design and tooling capability in-house to provide rapid turnaround on new products. The company's in-house sales staff has 100-plus years of collective product knowledge — if you have a question about its products, they will have an answer.

Uni-Grip proudly produces all its own profiles domestically — however, it provides product world-wide. It also provides value-added procedures, such as cut-length parts and preassembly, to make its customers' lives easier.

Uni-Grip is committed to excellent quality and on-time delivery. Adherence to ISO 9001:2015 and continuous improvement is in its DNA. It employs manual and automated inspection to make sure it's right before it goes in the box.

Since 1963, the company has been located in rural Ohio by choice. It's still there and intends to stay. The company is a team as committed to its people as it is to producing excellent products.

The company's CEO Deb King's family has owned Uni-Grip since 1973, and King is delighted to be a second-generation owner. The company honors its past but is building the future. It looks forward to serving you as a valued customer.

Uni-Grip supplies on-site engineering consultation to its customers where desired and appropriate. Many new and collaborative designs have come from this synergy — reducing installation time, simplifying parts structures and improving results.

Uni-Grip partners with its customers to find or develop the product for their specific need.

- The company designs and fabricates 100% of its extrusion tooling, reducing lead times
- Its extensive experience makes the difference in satisfying your needs
- Solidworks 3D CAD software for in-house die design
- BobCAD CAM software for in-house die manufacturing
- Uni-Grip works with many file formats and works with your files whenever possible
- It creates CAD models, part prints and prototypes with very short lead times
- Its APQP process ensures your needs are met with quality, reproducibility and reliability

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National Powersport Auctions



Ride With a Business Partner Working for You

National Powersport Auctions (NPA) provides a platform for dealers, lenders and financial institutions to monetize RVs and meet inventory demands through live, simulcast and online auctions. Whether you need to consign or purchase RVs, NPA RV+Marine is equipped to assist your business across the United States, ensuring smooth and efficient operations.

NPA Helps Keep RV Inventory Moving

NPA's dedicated RV and marine team specializes in valuations, logistics, reconditioning, buying and selling options from sea to shining sea. It takes care of the details required to buy showroom-ready inventory and turn unwanted inventory into cash through its proven, streamlined process. NPA is a one-stop place to keep inventory moving.

More Pre-Owned RV Inventory Than Ever

There are more RVs than ever before at NPA facilities. Hundreds of RVs, campers and trailers are available at NPA nationwide for members through monthly auctions that are conducted live and simulcast. You can peek at available inventory online at npauctions.com/cp/npa-rv-auctions. NPA members have access to complete unit details.

Buy Simulcast, Live or In-Person

Preview, bid and buy virtually from anywhere through the NPA website or mobile app. Come in-person to preview the day before, attend on auction day and enjoy a complimentary lunch. Buy and sell inventory in between the live auctions available 24/7 through NPA eSale. Add a boat or golf cart to your RV buy.

Why Businesses Partner With NPA:

- Monthly live and simulcast dealer-only auctions
- Over 12,000 specialty dealers
- More crossover bidders and buyers, bring more money
- Ability to handle any size RV
- Trusted proprietary 100-point condition report
- Full reconditioning capabilities
- RV product accepted at all NPA locations
- Dedicated RV specialist at each location
- Reliable nationwide transportation services
- Host auctions live and simulcast
- Online auctions 24/7

The NPA RV+Marine team can handle all your business, from consigning to buying. For more information and to get set up, contact the Dealer Registration team at 888-292-5339, ext. 923301, or go online at npauctions.com/register.aspx.

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National Powersport Auctions (NPA) is your destination to buy and sell pre-owned RVs.

MORE PRE-OWNED RV INVENTORY THAN EVER
Hundreds of RVs, campers, and trailers are available to businesses nationwide through live and simulcast auctions at NPA.

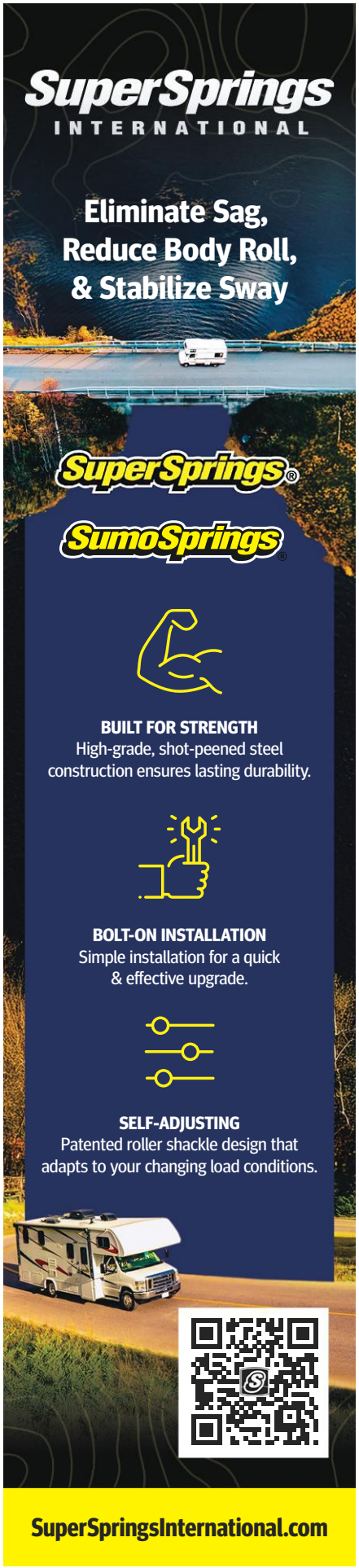
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NATIONAL POWERSPORT AUCTIONS NPA



SuperSprings International



SuperSprings International (SSI) is a leading innovator in suspension solutions, dedicated to improving vehicle stability, safety and performance. Since 1996, SSI has been at the forefront of developing maintenance-free products that make journeys better for drivers around the world. With a strong emphasis on quality, durability and innovation, the company's mission is to create products that solve real-world problems and enhance the driving experience.

At the heart of SSI's success is its flagship product line, SumoSprings — the ultimate airbag alternative. Made from microcellular polyurethane (MCU), SumoSprings provide progressive load support without the need for air compressors or maintenance. This cutting-edge material absorbs and distributes dynamic loads, offering a smooth and reliable ride under all conditions. Trusted by leading OEMs such as Winnebago and Forest River, SumoSprings have become a staple for RVs, trucks, SUVs and trailers.

In addition to SumoSprings, SSI offers a diverse range of suspension products, including SuperSprings, SuperCoils and Trailer SumoSprings, each designed to address specific vehicle needs. Whether towing heavy loads, navigating rugged trails or enhancing overall handling, SSI's solutions deliver superior performance and peace of mind.

As a proudly American company headquartered in Carpinteria, California, SSI champions local manufacturing and sustainability. By prioritizing innovation and excellence, the company has built a reputation for products that stand the test of time. Its commitment to customer satisfaction and continuous improvement drives the company to explore new possibilities and expand its product offerings.

SuperSprings International isn't just about products — it's about empowering journeys. From the highways to the backroads, its suspension solutions ensure that drivers and their vehicles are prepared for whatever lies ahead. Explore the company's full lineup, and see why SSI is the trusted choice for suspension enhancement worldwide. #JourneyBetter

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TST by P.S.I.



Truck System Technologies (TST)'s tire pressure monitoring system (TPMS) transmits wireless, real-time tire temperature and pressure readings directly to the legacy 507 series widescreen color display, as well as the new 770 touchscreen color display. User-programmable warnings are presented on the digital displays as audio, visual and textual alerts, in most instances giving you ample time to pull to a safe location.

In addition to RVs, TST systems are expandable and can monitor up to five trailers and 115 tires, including spares. This allows you to not only monitor your RV but also boat, agricultural, utility and cargo trailers, and your "toys," such as side-by-sides, motorcycles, ATVs, etc. The three-year warranty and lifetime customer support make this the choice of OEMs and aftermarket alike.

In the RV industry, TST is the preferred factory-installed OEM TPMS system on Forest River's Rockwood and Flagstaff lines, as well as other lines within Coachman, Dynamax and XLR, with additional lines continually being added to the list.

TST's dealer support and live training network ensures the RV sales force is educated about the operation of the system, enhancing the customer experience at delivery, with USA-based ChatBot and live TST customer support representatives ready to take over after the sale.

TST was established in 2007 because Federal Tire Pressure Monitoring Regulations did not include most powered RV vehicles. The result of which is numerous tire blowouts and safety hazards due to under-inflation or undetected air loss. TST has since expanded its systems to accommodate all sizes of towable RVs, boat trailers, agricultural trailers, construction trailers, construction equipment and commercial transport vehicles.

Visit tsttruck.com or call 770-889-9102 to find out why TST's products, dealer training and customer support is second to none. TST by P.S.I. is a Clarience Technologies company.

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The Headrest Safe Co.

The Headrest Safe is the most secure, discreet, in-vehicle safe on the market. The company's award-winning design ensures that your customer's valuables are safe and secure in their vehicle when they are not in it.

The Headrest Safe is built with all automotive-grade components. It is designed to be installed on the passenger seat for easy access by the driver.

The safe locks into the seat for added security. It is easy and quick to install into almost all seats with a two-post headrest system. See why Grand Design chose this as standard equipment in its new Lineage.

When you purchase one of The Headrest Safe's products, you get peace of mind that valuables are secure, with rapid access when you need it most.

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Thermo-Tec

Thermo-Tec produces the highest quality products for heat insulation, heat protection and acoustical control. The company's products outperform the competition in the recreational, automotive, motorcycle, powersport, marine and aviation industries.

Several disciplines of racing, from grassroots to professional race teams, depend on Thermo-Tec high-performance products. It's the company's reputation for producing the highest quality and best performing products that keeps racers and automotive enthusiasts alike using the company's winning products.

Extreme heat conditions and the destructive nature of radiant heat in general continue to be a major problem for consumers of the company's products. They find that Thermo-Tec products provide logical, easy-to-use solutions at reasonable prices.

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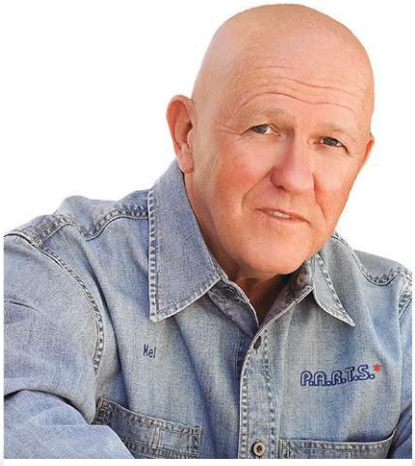
Grab These *Cycle Count Bargains*

Keep your inventory accurate throughout 2025 with these tips.

This month's special theme is centered on the two-for-one concept, so I have decided to piggyback on that theme for this month's column.

I am assuming that you have completed processing your yearly parts and accessories inventory and have reconciled it with the accounting department. Also, that your two departments are starting the year with balanced, equivalent values for your parts and accessories inventories.

It will be important to maintain the accuracy of your parts and accessories inventories throughout 2025 — and for each year. To assist you in accomplishing this accuracy, I have included five



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cycle counts that I call "2-for-1 Cycle Counts."

Each of these "2-for-1 Cycle Counts" is intended to enable your parts and accessories associates to perform a cycle count while they are processing another routine. Most Dealership Management Systems (DMS) will contain functions to enable you to perform these five "2-for-1 Cycle Counts;" however, you should confirm this in your DMS so that you can decide which is applicable within your system.

What Are These 2-for-1 Cycle Counts?

1. Price and availability check cycle count
2. Daily transaction report cycle count
3. Stock order cycle count
4. Stock return cycle count
5. Phase-out cycle count

How Are They Processed?

1. The price and availability check is performed when parts associates are processing a transaction and can be performed in any DMS. This is for items that have less than five on-hand. The majority of the items in your inventory will have five or fewer on-hand.

The parts associate researches a part number in the DMS. She notes the quantity on-hand and the bin location. She goes to the bin location and verifies that the computer value of the on-hand quantity matches the actual quantity in the bin location. If there is an apparent discrepancy between the values, she reports that to the parts manager so that the apparent discrepancy can be investigated, adjustments made as needed and reported to the accounting department.

2. To process the daily transaction report cycle count, your DMS must include a function that will enable you to generate a report of all transactions for a period, which in this case is the previous business day. This report will include warnings of exceptional conditions such as stock levels. These warnings could be:

- Order point — to indicate that an item has a quantity insufficient to meet anticipated demand
- Zero on-hand — which indicates that the item has a zero quantity and might require reordering
- Minus on-hand — indicating that a count discrepancy has occurred and needs to be investigated

However, if your DMS doesn't offer this function, you could direct your parts associates to provide you with notes when they see that an item is below a reasonable on-hand quantity.

Each of these on-hand exceptions should be investigated to determine if the actual on-hand quantity equals the reported DMS quantity. If the quantities are equivalent, then the parts manager reorders if necessary. If the quantities are not equivalent, then the discrepancy can be investigated, adjustments made as needed and reported to the accounting department.

3. For those items that are frequently requested and therefore reordered, you could apply the stock order cycle count. Since most of the items contained in a suggested stock order are frequently requested, you have the opportunity to maintain accurate inventory counts for those items that generate a majority of your profits — before they are ordered.

To initiate this process, generate a suggested stock order in your DMS. Select at least 10% of the suggested stock items and verify that the reported on-hand quantity and the actual on-hand quantity are equal. If there is a discrepancy, it will be necessary to investigate and resolve the discrepancy prior to finalizing the stock order. This is important because you want to order the necessary quantity so that you don't achieve overstock or understock.

By performing this cycle count, you will be confirming the accuracy of your most frequently requested items.

"The price and availability check is performed when parts associates are processing a transaction and can be performed by any DMS. This is for items that have less than five on-hand. The majority of the items in your inventory will have five or fewer on-hand."

4. Some suppliers might permit the return of overstock or slow-moving inventory (SMI). If that is the case with any of your suppliers, you could implement the stock return cycle count. To process this cycle count you:

- Calculate a trial return report — if you don't know the exact return amount, use a reasonable estimate of a greater value than expected.
- Assign parts associates to verify the quantity and the condition of each item listed in the trial return — have them affix fluorescent labels (3/4-inch round red and green) to identify them as "verified yet not eligible for return — red" and "verified and eligible for return — green" — this could also serve as a precount for your next physical inventory, especially if the quantity is recorded on the label.

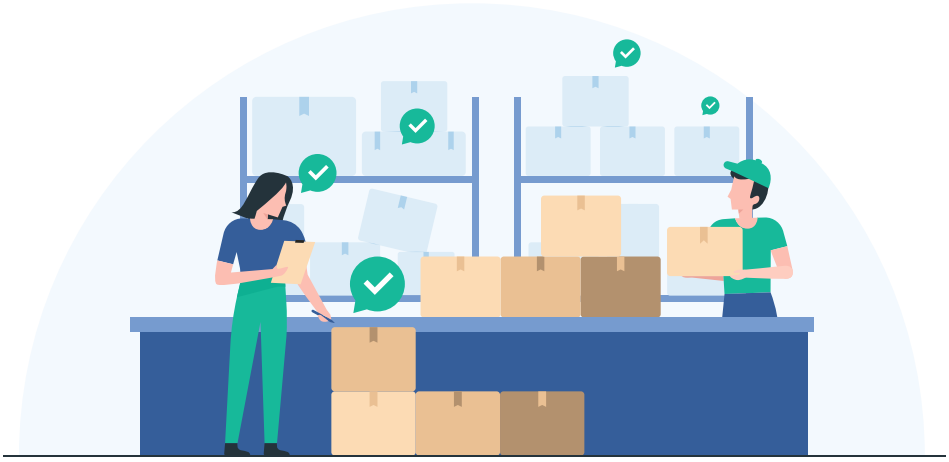
Note: You could develop a spiff (sales performance incentive program) for your parts associates if they sell an item identified for return.

As with the other cycle counts, if there is a quantity discrepancy, it will be necessary to investigate and resolve the discrepancy.

5. Also, related to those items that have been identified as SMI, you could implement the fifth of my suggested cycle counts — the phase-out cycle count. Assuming your DMS has a phase-out function, you could generate a report of items that have had no demand in a specified period and have a reported zero on-hand quantity.

It is extremely important that each of these items have the on-hand quantity verified, because if you run the update feature of this function, these items will be removed from the database.

As with the previous four cycle counts, if an on-hand quantity discrepancy is revealed, it will be necessary to investigate and resolve the discrepancy prior to running the update of this phase-out report.



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"In a quote originally attributed to Aesop (of fables fame) and popularized by legendary football coach Lou Holtz, talking about doing something is easier than doing something: 'When all is said and done, more is said than done.'"

By now, some of you are commenting that this is another of Selway's projects — and you would be correct in your statement. However, if you want to have an accurate inventory, then it is necessary to maintain continual vigilance.

In a quote originally attributed to Aesop (of fables fame) and popularized by legendary football coach Lou Holtz, talking about doing something is easier than doing something: "When all is said and done, more is said than done." RVP

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How To Handle Customer Rejection

Moving past a customer who says "no" with professionalism and maturity.

One of the things new salespeople tend to underestimate and experienced salespeople constantly struggle with is being able to manage the seemingly constant stream of customers saying "no."

This is especially frustrating after spending three, four or even five hours with a customer, where things seem to be going so well, only to have them walk out without buying. What compounds that even further is that, all too often, customers don't have a logical, sensible reason why they won't take their credit card out for the down payment.

What wears salespeople down most, though, is the frequency of it. Even the best salespeople have only around a 30%



Thomas Morin is a sales coach and author in North Myrtle Beach, South Carolina, who teaches salespeople in all industries how to build the rapport and trust that customers must feel to be comfortable buying. Listen to Morin's podcast "No Trust, No Sale" on Spotify, iTunes and Amazon. Contact Morin at bookauthorcoach@gmail.com.

closing ratio, which means that 70% of the time, salespeople are hearing the customer say "no" when trying to close the deal. It's been my experience that more new salespeople give up on the business in the first two years than at any other time. This is the time frame when it takes that amount of time (or longer) to master product, their selling system and how to build trust with customers. It's typical that right about the time when their business will start to develop for them, they move onto something else.

Also, it is normal that even when customer situations are going well, there can still be a few awkward moments where the salesperson feels somewhat rejected (or at least, not accepted) by the customer and has to work hard to salvage any chance to get a sale.

So, what can salespeople do to adapt to this situation? First is to understand that this is an everyday part of salesmanship that will never go away. No matter how good a salesperson is, customers will reserve the right to say no and certainly will use it.

There are a few things salespeople need to understand and accept, to better process their emotions when this happens and what to do next.

It's Not Personal — It's Business

Salespeople who put their heart and soul into trying to get a sale are deeply and emotionally invested in the efforts they make with a customer. When a customer visit is going well, especially if they feel they've "nailed it," their expectations of getting a sale tend to rise during that encounter.

When a salesperson reads a customer's verbal cues and body language that indicates a sale might be imminent, just when they start to allow themselves to get excited for that ... BAM, out of nowhere, the customer either says "no" to buying or utters the dreaded words every salesperson hates: "We want to go home and think about it."

Believe it or not, most often the customer actually is satisfied with how the salesperson conducted themselves, presented their product and worked with them. It's just the way that many customers make purchasing decisions, especially on a high-ticket RV. If they happen to be a finance buyer, today's escalating interest rates can cause customers to pause and think twice before pulling the trigger.

Often, the word "no" more typically means "not right now," and they need a day to go home and think on it, pray on it, look at the budget and whatever else they use to make major buying decisions. Salespeople just need to make sure that the product meets all the customer's needs, fits how they're going to use it and the price is in their budget, so they don't leave and go to a competitor down the street. The key then will be ending that visit on an upbeat, positive note, agreeing on how you will follow up and then doing exactly that.

Win the Customer Over Early

I have seen many times where the salesperson, in their strong desire to get a sale, rushes the customer into product before achieving the comfort and rapport that can lead to trust. I assure you that not having that trust is a big reason why a customer will say no later. If there is no trust, there will be no sale.

In the early moments of first meeting a customer, far too many salespeople make it easy for them to eventually say "no" by not taking the time to ease any tension and focus on the rapport building that leads to the comfort they need to say "yes" in two or three hours.

Illustrating that you are an active listener is something every customer is on the lookout for. Many salespeople are so focused on their selling system, they tend to talk too much and not listen to their customer in those early stages when everyone involved is a bit uncomfortable.

Actively listening will help your customer feel comfortable enough to honestly share all the information you need to put them in a product that is

"Actively listening will help your customer feel comfortable enough to honestly share all the information you need to put them in a product that is perfect for them and is in their preferred budget."

perfect for them and is in their preferred budget.

Having the customer truly feel comfortable communicating with the salesperson will also make it easier to root out any preconceived notions the customer has about salespeople, created by previously working with a competitor that might have left a bad taste in their mouth. When that happens, customers tend to paint with a broad brush and perceive all salespeople negatively, which needs to be dealt with before proceeding. You would be shocked how often this happens, which leads to customers to walk in with negative perceptions before the salesperson says a word.

This will also give the salesperson extra clues to determine who the decision-maker actually is, as it is that person to focus on during the visit. It's typical that when a husband and wife come in, one of them emerges as the true decision-maker and often the salesperson doesn't match their presentation and closing words in a way that person prefers.

Handling Rejection

When a customer decides they need a day to think about a major buying decision, the salesperson must be sure not to take it personally. Be careful not to reveal disappointment through facial expressions and body language. Yes, it's frustrating, but it's a turnoff for customers when the reaction is too much.

Before the customer leaves, salespeople need to be sure to verbally recap the visit to confirm that the product really does meet their needs and the price is in their budget, so they don't walk out and go to the competitor down the street. Next is to agree on how to follow up, with the specific date and time to do so, and also if they prefer an email or text a few days before as a reminder.

Ending the visit on an upbeat and positive note is of utmost importance. The customer will remember not only the last things you say but also how you say it. Any hint of negativity will stay with them, and it will be the first thing they discuss when they get in the car.

Immediately after they walk out the door, it is very important to send them an email or text thanking them for coming in, with a brief recap of what they liked about the RV they saw, as well as the follow-up you all just agreed to.

Finally, when customers say "no" or "not right now," they expect you to handle it with the grace and maturity they deserve and will judge you on that. Taking the high road and having the confidence to hear them say "no" without taking it personally will be part of their perception of you as a true professional.

There have been numerous studies that indicate a customer may say "no" six to nine times before eventually saying "yes" to buying. Understanding and accepting that this can happen will be a solid step toward maturity in the life of a salesperson that will help them be successful for years to come. RVP

"Ending the visit on an upbeat and positive note is of utmost importance. The customer will remember not only the last things you say, but also how you say it. Any hint of negativity will stay with them."



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FURNACE & WATER HEATER

Aqua-Hot, an Airxcel brand, Frederick, Colorado, offers its Aqua-Hot Wave 40. An all-in-one heating solution, the Wave 40 from Aqua-Hot integrates forced air and hydronic heating. Experience continuous hot water flow at 1.3 GPM, powered by a 31,000-Btu system. Designed for quiet operation and low energy consumption, this unit is RV-C compatible and equipped with Wi-Fi diagnostics. Works with Aqua-Hot in-floor heating and performs above 15,000 feet. Simplify winterization with its convenient low point drain feature.

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KITCHEN & BATHROOM CLEANER

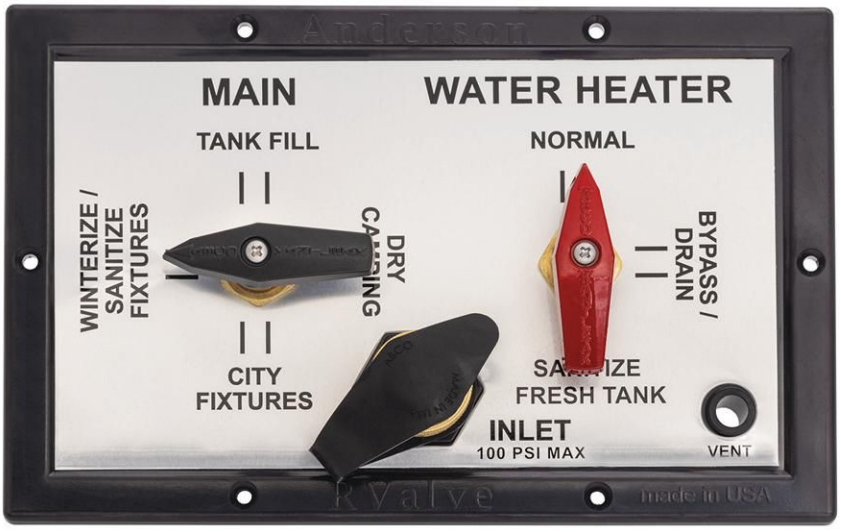
Bio-Kleen Products, Kalamazoo, Michigan, presents its Dish Kleen, Shower Magic and Kleen Waste. Bio-Kleen has the products to keep RVs clean inside and out while leaving the environment just as clean. Protect natural resources by using Dish Kleen for your kitchen, Shower Magic for your bathroom and Kleen Waste for your holding tank system. These products are designed to work with minimal effort and maximum effect. Bio-Kleen delivers high-performance, earth-friendly products backed up with technical support and customer service.

biokleen.com

DUAL WATER TANK SELECTOR

Anderson Brass, Hartsville, South Carolina, presents its MANRV102. The MANRV102 RV Water Service Panel is a versatile solution for RV water management needs. This panel features a four-function inlet valve and a three-function water heater bypass valve, both crafted from low-lead brass for durability and safety. The four-function valve allows for city water connection, dry camping, tank filling and winterizing/sanitizing, while the three-function bypass valve offers normal operation, water heater isolation and tank sanitation. The MANRV102 provides complete control over your RV's water system, ensuring convenience and efficiency.

abcorv.com





CLEANING & DEODORIZING TREATMENT

Century Chemical, Elkhart, Indiana, offers its Travel Jon Blue Max Glitter Glamping, a sparkly solution for conquering odors and embracing long-lasting freshness. This formula neutralizes odor-causing compounds, ensuring a clean and invigorating atmosphere in your RV or marine vessel. With just one water-soluble, toss-in packet, you can clean, deodorize and break down waste and tissue for up to one week, allowing RVers to enjoy outdoor adventures without any unpleasant interruptions.

centurychemical.com



FRESH WATER TANK SANITIZER

Thetford, Jackson, Michigan, presents its Thetford Fresh Water Tank Sanitizer, a two-part system designed to clean and sanitize fresh water holding tanks safely. Step one uses a detergent to clean, while step two sanitizes, ensuring no grit or soap scum is left behind. This EPA-registered system works even in hard water and is safe for use in RVs, campers, boats and even at home.

thetford.com

WATER PUMPS

InVision, an Airxcel brand, Elkhart, Indiana, presents its InVision Water Pumps. InVision Aqua Pump (3 gallons per minute) and Aqua Max Pump (3.5 gallons per minute) offer RV owners reliability and performance with high flow rates and long warranties. These water pumps ensure consistent water flow, even in challenging conditions, and they can run dry without damage and function after freezing. With quiet operation and easy installation, InVision water pumps safeguard RV water systems.

invisionrvproducts.com





SHOWER EXTENDER

Stromberg Carlson, Traverse City, Michigan, offers its Extend-A-Shower. Enjoy the comfort and privacy of your RV's shower with Extend-A-Shower. Stromberg's Extend-A-Shower creates more room in your RV's shower. When not in use, it folds out of the way with no tools required. Can be used to drip-dry laundry over your shower basin. Fits tubs 35 inches to 40 inches wide. Available in white or satin finishes.

strombergcarlson.com

ELECTRIC WASTE VALVE

Valterra Products, Mission Hills, California, offers its E-Valve. Valterra's TEI-certified E-Valve simplifies waste management with electric control. Tested for 6,000 cycles, it ensures long-term reliability. An LED light confirms valve status. Features include manual override, circuit breaker and 100% leak testing. Durable sonic-welded motor assembly. Available in 1 ½ inch, 3 inch and combo sizes with various configurations for retail and OEM. Its three-year warranty provides users peace of mind.

valterra.com





SOLAR PLUMBING VENT

Ultra-Fab Products, Elkhart, Indiana, presents its Solar Plumbing Vent. Eliminate the stink from the black tank. Ultra-Fab-Fab's plumbing vent fan doesn't rely on the odors and gases in the black tank to make its way up through the plumbing vent pipe naturally, but forces those gases up through that pipe, taking away odors' ability to escape when flushing or through a broken seal. Solar powered so no wiring is needed. Installation is as easy as replacing any vent. Includes a one-year warranty.

ultra-fab.com

RV & MARINE CLEANING SOLUTION

Walex Products Company, Wilmington, North Carolina, introduces its Premium RV/Marine Wash & Wax, a solution that combines washing and waxing in one easy step. This high-foam, deep-cleaning formula eliminates dirt, grime and tough residues, leaving surfaces spotless. Featuring advanced polymer technology, it delivers sheeting and beading action while providing a long-lasting high-shine finish. Perfect for RVs and boats, it simplifies maintenance without compromising quality.

walex.com





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Pit Stop



RVer's Travel Guide for Valentine's Day

Napa Valley: California's wine country has numerous scenic routes.
- ~ Many wine tasting tours offer a behind-the-scenes look at winemaking
- ~ Have a gourmet dining experience at Napa's farm-to-table restaurants

Savannah, Georgia: Est. in 1733 with a rich history and architectural wonders.
- ~ Fort McAllister State Park is a must-visit
- ~ River Street's old cotton warehouses are now galleries, eateries and shops
- ~ Fort Jackson and Pulaski debut preserved Civil War forts along the Savannah River



Nashville, Tennessee: hailed as the "Music City" with a vibrant culture.
- ~ Enjoy intimate jazz performances, soulful blues or country music shows
- ~ Cruise along the Cumberland River for a meal with scenic views

Aspen, Colorado: a winter wonderland in the Colorado Rockies.
- ~ Stay at a hot springs RV resort
- ~ Take a ride on the Silver Queen Gondola to see the panoramic Elk Mountains
- ~ Ski or snowboard at a world-class resort

Source: Camper Smarts

2024's Most-Viewed RVs

RV Trader revealed its list of 2024's most popular units, i.e., RVs that were searched, selected and viewed more than their peers.

1. **Mercedes-Benz Sprinter – interest in van-life reigns supreme**
2. **Tiffin Phaeton – a new star on the "Lifestyles of the Rich and Famous" TV show**
3. **Newmar Dutch Star – premium Class A for full-time living**
4. **Winnebago View – Class C sized appropriately for national parks and campgrounds**
5. **Grand Design Reflection – upscale travel trailer with good insulation for all seasons**



The Freedom to EXPLORE

On Saturday, Jan. 4, President Biden officially signed the bipartisan bill aimed at boosting outdoor recreation just weeks after it cleared the Senate. The bill — Expanding Public Lands Outdoor Recreation Experiences Act — will broaden opportunities for Americans in public outdoor spaces like national parks and forests.

NOVEMBER SHIPMENTS

23,573 (units)
Total RV shipments

6.3% decrease compared to November 2023 (25,160 units)

To date, RVs are up 6.5% with 310,580 units

"RV shipments remain on track to be slightly higher over 2023 to finish in line with the latest ITR forecast," said RV Industry Association President & CEO Craig Kirby. "As we look to the new year, the RV industry is poised for additional growth with RVing remaining a preferred way to travel and make memorable experiences with family and friends."

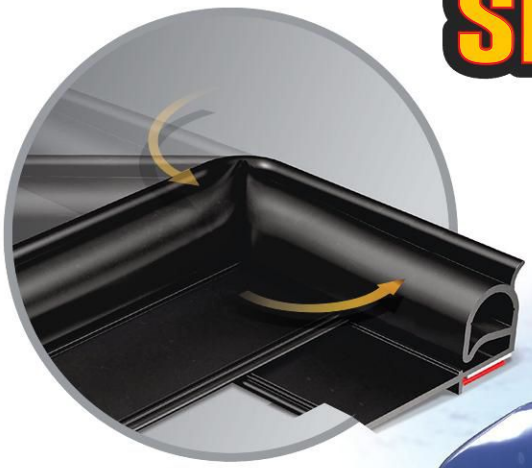


Each month, we'll ask our readers a new question for a chance to be featured on RV PRO's website. The current question we have for you is:

WHAT ARE YOUR 2025 RESOLUTIONS?

Head to rv-pro.com and search "Around the Campfire" to answer!

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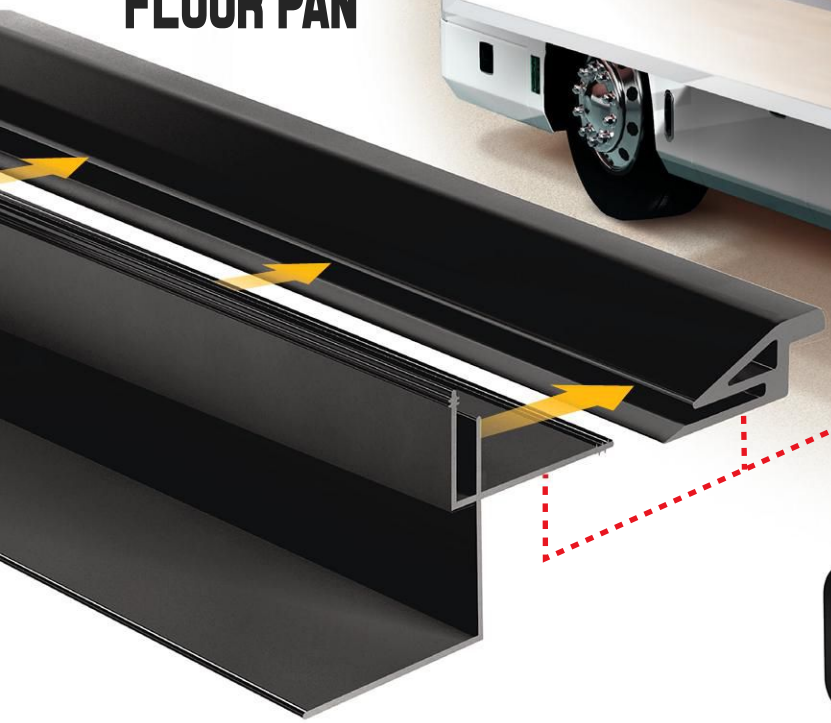


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