

This Issue of RV PRO samlexamerica is Brought to You By:





Stay current on the breaking industry news, trends, and RV PRO's web-exclusive articles





We know you're busy. The phones are ringing, there's customers in the service bay and there's parts to be ordered. Count on NTP-STAG with the inventory, service and resources to simplify the business of doing business.





THE ORIGINAL RV LEVELING SYSTEM™



STRONG • DURABLE •
10 YEAR WARRANTY • MADE IN USA

LYNX (®) CAP 'N CHOCK PACK "

4-PACK LYNXCAP® , 2-PACK LYNX STOP 'N CHOCK®, 1 STORAGE BAG MFG # 00071



SECURE YOUR BOAT AND GET IT OFF THE GROUND MFG # 00023





LYNXCAP® LEVELER TOP

MFG # 00015

4-PACK LYNXCAP MFG # 00019

MFG # 00016



LYNX STOP 'N CHOCK 2-PACK LYNX STOP 'N CHOCK®

2-PACK LYNX STOP 'N CHOCK® MFG # 000182PK



1-PACK LYNX CHOCK 'R DOCK™ MFG # 00030















MOTORHOMES | FIFTH WHEELS | HORSE TRAILERS | MOTORSPORTS | CUSTOM SOLUTIONS





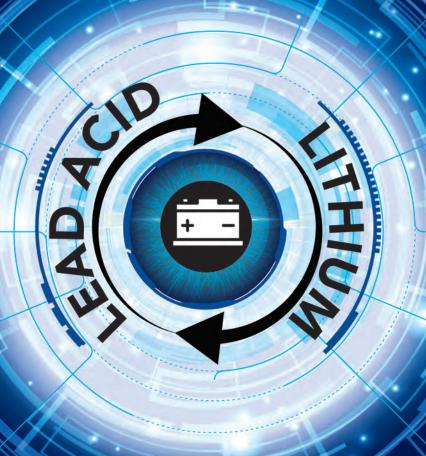
#GETLEVEL

574-264-3437 | (800) 846-9659 | EQSYSTEMS.US

55169 CO RD 3 NORTH, ELKHART, IN 46514

INTRODUCING AUTO-DETECT

INTELLIGENT BATTERY DETECTION



Exclusive to WFCO Converters, Power Centers, and MBAs, Auto-Detect is a new Patent Pending technology that will DETECT Lead Acid or Lithium Ion batteries and AUTOMATICALLY change the charging profile based on the battery.

Auto-Detect Enables RV owners to optimize their batteries without needing to change out an entire converter or operate a manual switch.

- The latest innovative technology from the WFCO Power Pros
- Lead Acid and LiFEPO4 compatible
- Detects battery chemistry, automatically changes and optimizes charging profile

- Innovative processor system that controls charging based on the need of the battery
- Improved fan control for better cooling and efficiency
- Continuous monitoring provides superior performance and battery maintenance



For more information, contact the **Power Pros** at **574-294-8997** or **wfcoelectronics.com**



January 2022 · Vol. 17, No. 10

RV DEALERS

Ohio's A-List Airstream Dealership

Mark Wahlberg Airstream & RV benefits from the actor's name, Airstream's reputation for quality and the business savvy of its partners.

PAGE 10

RVDA Con/Expo Brings the Industry Back Together

The association's annual dealer gathering featured renewed connections, new products and a spotlight on the group's future goals, as outlined in its annual meeting.

PAGE 20

RV PRO Honors '40 Under 40' Award Winners

RV PRO magazine held an inaugural event in Las Vegas to spotlight some of the industry's leading young industry professionals from across the RV marketplace.

PAGE 26

RV OE FOCUS

Pace Setter

Pace International is making strong inroads in the RV market, thanks to its distribution agreement with DISH Network and its new TravlFi Journey1 Wi-Fi product.

PAGE 30

Thetford Elevates RVing Experience

The manufacturer of sanitation, kitchen and convenience products builds upon its success with new products and a strong focus on customer service grounded in its Midwest roots.

PAGE 36

RV AFTERMARKET

In-Person Keller Show Prospers

Keller Marine & RV's return to a physical show was welcomed by suppliers and dealers alike.

PAGE 44



PAGE 10



PAGE 30



PAGE 36

4 • RV PRO • January 2022



TITAN® TOTE 4-WHEEL MODELS

21 Gallon | 27 Gallon | 35 Gallon

TITAN® TOTE 2-WHEEL MODELS

21 Gallon | 27 Gallon | 35 Gallon

UNIQUE FEATURES:

- · Handles on all sides
- Integrated Titan® sewer hose
- Industry's lowest fill height, easier to connect to the RV
- · Built in ladder hook
- 90° elbow valve, optional accessory on the 2-wheel models













RV AFTERMARKET (CONT.)

Special Product Focus: P.O.P. and Packaging

This month's special product focus features point-of-purchase materials, displays and retail packaging designed to help retailers sell a variety of RV products.

PAGE 50

RV INSIGHTS

Forecast 2022

Experts forecast a favorable business environment in the new year with a growing economy, robust capital investment and high employment levels to offset supply chain costs and pandemic-related labor shortages.

PAGE 64

PRO Merchandising Advice: Linda Cahan

Merchandising expert Linda Cahan offers advice on best practices for the parts department – resulting in more money in the cash register.

PAGE 70

RV PRO 2022 GUIDE TO RECOGNIZED SUPPLIERS

Guide to Recognized Industry Suppliers

This section offers a complete alphabetical listing of companies in the RV industry.



Product & Service Category Index

This segment of the Guide provides a quick reference by category for RV products and services.

RVPRC

PAGE 145

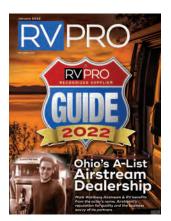
Supplier Category Breakdown

This section offers a complete listing of companies in the RV industry broken down by what type of products or services they supply.

PAGE 146



PAGE 70



ABOUT THE COVER:

This month's cover highlights the 2022 Guide to Recognized Industry Suppliers as well as the dealer profile on Mark Wahlberg Airstream & RV.

DEPARTMENTS:

Editor's Note	8
Product Highlights 7	'4
Ad Index16	0

CERTIFIED AUDIENCE

©2022 National Business Media, Inc., all rights reserved. RV PRO (USPS 024-712) is published monthly by National Business Media, Inc., 10170 Church Ranch Way, Ste 400, Westminster, CO 80021; (303) 469-0424; Fax (303) 469-5730. Subscription rates in the U.S.: One year, \$45; Two years, \$80; Three years, \$108; Canada: One year, \$76; Two years, \$142; Three years, \$201 (U.S. funds); Mexico/International: One year, \$98; Two years, \$186; Three years, \$207 (U.S. funds). Periodicals Postage Paid at Broomfield, CO 80021-9998 and additional mailing offices. USPS/National Business Media Automatable Poly. POSTMASTER: Please send address changes to RV PRO, PO Box 460702, Escondido, CA 92046-0702. All items submitted to RV PRO become the sole property of RV PRO and National Business Media, Inc. and cannot be reproduced without the written consent of the publisher. Advertisers and/or their agencies, jointly and severally, assume all liabilities for printed advertisements in RV PRO. Opinions expressed in RV PRO may not necessarily reflect the opinion of the magazine, its management or its advertisers. Letters, photographs and manuscripts welcome.

6 • *RV PRO* • January 2022 rv-pro.com

QUALITY IS NOT AN OPTION... IT'S A HABIT.



AT GRAND DESIGN OUR GOAL IS SIMPLE...

Continue leading the industry with quality products while improving the customer's RV experience before, during, and after the sale.



TO LEARN MORE...
SCAN OR CODE WITH
YOUR CAMERA APP



RVPRO
Best New Model
2022

GrandDesignRV.com

Editor's **NOTE**



If I Had a Crystal Ball



Bradley Worrell EDITOR brad@nbm.com

The caller wanted to know: Would I be willing to speak with an East Coast investment banker about the state of the RV industry? The company would be willing to pay \$600 for an hour of my time. I told them, politely, to keep their money.

I guess I should be honored that someone thought my insights are worth that kind of money. Still, to the extent that I have anything of value to share on what 2022 holds for our industry, I think it's important to make it available to everyone who supports *RV PRO*.

And to gauge what RV shipment numbers might look like in 2022, one only needs to review the latest forecast from ITR Economics, which provides forecasting for the RV Industry Association. In late 2021, ITR was projecting RV wholesale shipments will exceed 600,000 units.

"RV manufacturers and suppliers have accomplished something never before seen with the incredible number of RV produced in 2021 and forecasted to be built in 2022," said RVIA President **Craig Kirby**, commenting on ITR's forecasting. "More RVs will be headed to dealer lots in 2022 than ever before, allowing even more consumers to experience the freedom and control of traveling the country in their ideal RV."

"The RV industry is looking at double-digit growth rates into mid-2022, due in part to low inventories, the strong financial standing of consumers, and the desire of consumers to get outdoors and experience an active outdoor lifestyle," added **Jeff Rutherford**, RVIA chairman and president and CEO of Airxcel.

I've quizzed some of my industry friends as to whether they think hitting 600,000 units in 2022 – on top of the 600,000 units ITR was forecasting for 2021 – was realistic. Some do, while others are a bit skeptical. However, as one dealer who I spoke with at the Northern Wholesale told me, "Even if the industry *only* delivers 480,000 units, that would still be a *very good* year by historical standards."

Of course, any attempt to make predictions for the RV market are complicated by the fact that our industry doesn't exist in a vacuum. Instead, it's impacted by the same macroeconomic factors that hold sway over the larger U.S. economy – things like consumer confidence, the unemployment rate, interest rates, manufacturing demand and industrial production, to name just a few.

Fortunately, despite some continued challenges, most notably supply chain issues, economic experts who spoke with *RV PRO* as part of our annual economic forecast story (starting on page 64 in this issue), are largely upbeat on prospects for the new year.

"We are in the midst of an early economic recovery after the body blow of COVID-19. Though growth will decelerate in 2022 due to fading effects from business reopenings and past fiscal stimulus, the economy will remain robust," predicts **Bernard Yaras Jr.**, assistant director and economist at Moody's Analytics.

Whatever the new year holds, all of us here at RV PRO wish good health, happiness and prosperity for you and your business in 2022.

2022 Guide in this Issue

Speaking of 2022, be sure to check out our 2022 Guide to Recognized Industry Suppliers, which includes vetted listings for nearly 570 leading RV manufacturers, suppliers, distributors, F&I companies, DMS providers, consultants and more. This sourcebook is designed to be a resource whenever you need it, so you will want to keep it handy all year long.

As always, thanks for reading.

Chris Cieto (800) 669-0424, ext. 253

(800) 669-0424, ext. 253 ccieto@nbm.com

EDITOR

Bradley Worrell (800) 669-0424, ext. 299 brad@nbm.com

MANAGING EDITOR:

Jordan Benschop 800-669-0424, ext. 284 jbenschop@nbm.com

MEDIA CONSULTANT:

Jesse Braughton (800) 669-0424, ext. 260 jbraughton@nbm.com

DIGITAL CONTENT EDITOR:

Tony Kindelspire 800-669-0424 ext. 213 tkindelspire@nbm.com

MULTI-MEDIA CONTENT MANAGER:

Drew Cooper (800) 669-0424, ext. 230 dcooper@nbm.com

SALES SUPPORT:

Rebecca Tittel (800) 669-0424, ext. 256 rtittel@nbm.com

> ART DIRECTOR: Linda Cranston

ADVERTISING DESIGN/PRODUCTION:

Iveth Gomez

PRINT & ONLINE PRODUCTION COORDINATOR: Alison McDonald

CONTRIBUTING WRITERS:

Mike Harbour, Phil Perry, K. Schipper, Ronnie Wendt and Linda Cahan

SENIOR ADVISOR: Mike Wieber



NATIONAL BUSINESS MEDIA, INC.

PRESIDENT

Dave Pomeroy

VICE PRESIDENT / FINANCE Kori Gonzales, CPA

VICE PRESIDENT, CONTENT

Regan Dickinson

VICE PRESIDENT / AUDIENCE & EVENTS

Lori Farstad

DIRECTOR OF TECHNICAL SERVICES

Wolf Butler

CEO & OWNER

Robert H. Wieber Jr.

10170 Church Ranch Way, Ste 400, Westminster, CO 80021 (800) 669-0424 • (303) 469-0424 FAX (303) 469-5730 • rv-pro.com





RVP



TIRE LINC® TIRE PRESSURE AND TEMPERATURE MONITORING SYSTEM

Always be ready for the road. Upgrade your RV with the tire pressure and temperature monitoring system (TPMS), that sends you tire notifications directly to your phone.

- Monitors and alerts drivers of high or low tire pressure and temperature
- Easy, do-it-yourself installation
- Works with OneControl® app on iOS and Android devices
- Kit includes 4 sensors and can also monitor up to 20 tires simultaneously



Download the Lippert OneControl app via the Apple App Store or Google Play and take control of Tire Linc technology.



Apple and App Store are registered trademarks of Apple Inc.







WHENEVER, WHEREVER, WE MAKE YOUR EXPERIENCE BETTER.

lippert.com

LIPPERT





Ohio's A-List Airstream Dealership



Mark Wahlberg Airstream & RV benefits from the actor's name, Airstream's reputation for quality and the business savvy of its partners.

By Mike Harbour

t started with burgers, then grew to include cars and trucks. Now, Mark Wahlberg is selling RVs.

Of course, the successful Boston-born actor – whose filmography includes "Three Kings," "Boogie Nights," "The Departed" and many others – hasn't given up his day job, but Mark Wahlberg Airstream & RV in Columbus certainly bears both his image and his influence.

"He has an expectation, much like Airstream, that if you're using his name, you better do it right, so that's what we're doing," says Chris Haydocy, general manager of the dealership. "Mark wants to make sure that we're not a weak link in anything that he's associated with."

To that end, the store covers all the bases a customer would expect today and then some. There's a thorough sales department offering new, used and consignment units, a complete service shop with more than a dozen service and PDI bays, and a parts store that includes typical RV items and accessories, as well as Mark Wahlberg-branded products. There's even a rental business that contributes almost 10 percent of the dealership's annual revenue.

Yet, like Wahlberg, who once led a troubled life on the streets of Boston as a youth before turning things around, the dealership Haydocy manages had a rough start, too.

Business Endures Ups & Downs

Things began well enough when Haydocy's father and uncle opened a Pontiac store in Columbus back in 1954. Business progressed to the point where, in 2001, they were able to build a

complex on 12 acres of prime property on the west side of Ohio's capital, offering Pontiac, plus Buick, GMC, and GMC medium-duty trucks. The Haydocys even constructed a standalone 15,000-square-foot store for Oldsmobile next door. It was open only a month when GM announced in December 2000 it was closing the Oldsmobile division.

"We had a vacant building, and around that same time there was a large Delphi manufacturing plant directly behind us that employed several thousand people and it closed down," says Haydocy, a 30-year auto industry veteran. "It started a downward spiral of business failures and people leaving the neighborhood. So much so that in 2009, the 43228 ZIP code was named the most vacant neighborhood in the United States. We took another turn for the worse that year when GM did away with Pontiac and GMC medium-duty trucks. That was 60 percent of our revenue stream. Literally, we had no path forward."

It didn't help that GMAC, the automaker's financial arm known now as Ally Financial, was calling in loans the Haydocys used to build those stores. That's when Chris Haydocy went to his congressional representative; after a discussion between her and the U.S. Treasury Department, the loan was extended for a year.

That gave the dealership some much-needed breathing room.

Near the same time, Ohio permitted four casinos to be built in the state and a possible alternate location was the nearby former Delphi site. After collecting 3,000 signatures, Haydocy sent a petition to the mayor and city council of Columbus, plus the head of casino developer Penn National Gaming. A month later,



Above is a rendering of what the new Mark Wahlberg Airstream dealership will look like.



Wahlberg (left) is pictured with customers at his namesake dealership in Columbus. While Wahlberg doesn't personally sell RVs, his name on the business is a definite benefit to the dealership, according to Haydocy and Feldman.

"He (Wahlberg) has an expectation, much like Airstream, that if you're using his name, you better do it right, so that's what we're doing. Mark wants to make sure that we're not a weak link in anything that he's associated with."

Chris Haydocy, general manager of Mark Wahlberg Airstream & RV

Members of the Road Adventures by Mark Wahlberg rental operation stand ready to assist customers. Haydocy says rentals have been a tremendous success for the dealership.

a statewide vote to relocate the proposed casino from a controversial downtown Columbus spot to the property behind him was announced. The move overwhelmingly passed and Haydocy had an investment potentially worth hundreds of millions of dollars with thousands of jobs in his backyard.

The former Oldsmobile store played a vital role; it was first used as the statewide headquarters for the vote and then again for a year-and-a-half as Penn National's hiring center. Once the casino opened in 2012, the building was vacant again, so Haydocy – who grew up camping with his family in the 1960s and '70s – went to Ally with an idea to sell RVs in it.

Partnership Proves Profitable

Coincidentally, the bank recently hired several personnel from a bank specializing in RV loans. Their relationship with THOR Industries meant Haydocy's empty store would soon be empty no more.

"The DNA of Airstream was exactly what we needed. The big question was: Would people around Ohio travel to the 'most vacant neighborhood in the U.S.A.' to buy an Airstream?" he says. "We began in the RV business in April of 2013 and we sold two Airstreams. I thought we were on top of the world."

Five years later, a former locally-owned Chevrolet dealership across the street was purchased by Wahlberg and business partner Jay Feldman, the first of now five auto stores in the Buckeye State bearing the actor's name. Feldman, a Michigan native and second-generation auto dealer with locations across two states, met with Haydocy about either selling the RV dealership or partnering with each other and Wahlberg to grow the business.

Fortunately for all involved, a partnership was created and the name change took place on the last day of June 2020.

"Obviously, we love the Airstream business. It's been very good for us," says Feldman, who is quick to credit the dealership's success to Haydocy's expertise in the RV market. "Chris is our expert in

the RV world; he's really the one that's running the operation."

Likewise, Haydocy credits the Feldman's expertise from his 35-year track record in the automotive market with elevating the performance of Mark Wahlberg Airstream & RV.

"We want to treat everyone with respect, whether they're buying a \$5,000 or a \$250,000 RV," Haydocy says. "We absolutely use the Feldman Automotive best practices because he's got 18 car dealerships now and they brought some amazing technology that I wasn't aware of that we now utilize each and every day."

He knew from his decades selling cars and trucks that the heart of the store, which employs 25, lies in its dealer management system, or DMS, so having CDK Drive installed throughout has been fortuitous.

"CDK is probably in 30 to 40 percent of all automotive dealerships across the country. If we don't have a whole lot of people, we have to make sure we give them the right tools in the background, and

Your Source for Aftermarket RV Parts



Fender Skirts • Holding Tanks • Fresh Water Tanks • A/C Shrouds • Skylights • Bathtubs Shower Pans • Propane Tank Covers • Wind Deflectors • Vent Caps • Corner Trims • Step Trims



Sales rep Tim Kaufman discusses the features and benefits of a nuCamp trailer with a customer. Airstream and nuCamp are the dealership's two biggest–selling product lines.



Sales rep Hamilton Whaley talks with a customer on the phone. On the wall behind Whaley is one of several Mark Wahlberg movie posters that decorate the dealership.



Mark Wahlberg Airstream & RV makes full use of, not just the actor's name, but also his likeness, to promote the business.

part of the right tools is a dealer management system. We have incorporated an automotive dealership DMS into the RV side, so it serves everyone at all times," he says.

The CDK system connects each department's activities in real time, and Haydocy says that DMS is what separates Mark Wahlberg Airstream and RV from a mom-and-pop store.

"The partnership with Feldman and Wahlberg has brought a degree of sophistication on marketing, CRM and BDC. I thought I was good as a single-point automotive dealer and when they came in, all my firm beliefs and values were greatly in doubt once I saw what they had to offer," he says.

Rentals Business a Big Hit

Haydocy already had the foresight to offer RV rentals before the partnership. In 2016, he and John Ehmann, a former eCommerce leader at IBM and eBay, developed Road Adventures, a service that provides travel trailers, including Airstreams, and motorized units for rent. It has become, Haydocy is pleased to say, a big hit.

"The rentals are great because they help feed sales, service and parts. It takes a dedicated staff to do it right," according to Haydocy, who has several staffers devoted to the rental counter. "Recently, 13 of our rentals were reserved by a company that wanted to have an employee-appreciation day at a local outdoor brewery."

The goal is to offer the rental business to licensees anywhere in the country; in Columbus and soon in Cleveland, the program is known as Road Adventures by Mark Wahlberg.

"I'd love to double the size of the rental department. As we go, we are looking at different options on how to do that. When we did the transition, we did add about three or four sales offices, too," Haydocy says. "Every square inch counts in our dealership."

Of the 15,000 square feet available, almost two-thirds of the

dealership is devoted to the shop, which is staffed by 12, including six technicians. Like dealerships everywhere, keeping enough personnel aboard is challenging.

"We've got some great homegrown talent here and we have found a couple from the automotive side. We also have a standing offer with our people that if they find a new team member, they get \$500. Last week, I signed checks for two of my team members," he says, noting the referrals must be employed for 90 days. "There's not a better check to write than that one."

The dealership can handle practically all types of service work, whether it's for towables or motorized RVs. The dealership even accepts paint and body repairs, Haydocy says,

14 • *RV PRO* • January 2022



RUBBER AND PVC EXTRUDED SEALS













UNI-CORNER® SEAL *patent pending

CALL US FOR A FREE SAMPLE BOX

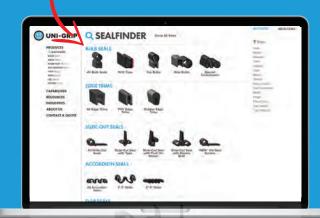
800.257.2289

9823 State Highway 53 North Upper Sandusky, OH 43351

Q

EASY WAY TO FIND THE PERFECT SEAL

SEARCH HUNDREDS OF SEALS WITH A FILTER



Over the last 50 plus years we have built Uni-Grip on excellence in three areas:



First-class customer service



Continually improve to keep our prices competitive



Send the highest quality products out the door



uni-grip.com



"Obviously, we love the Airstream business. It's been very good for us."

Jay Feldman, owner, Feldman Automotive Group/Mark Wahlberg dealerships



The dealership has a large, well-stocked parts department. Parts account for about 12 percent of the dealership's overall revenues, which compares nicely with other dealerships.



Wahlberg and Haydocy look over renderings of what the future Mark Wahlberg Airstream & RV store being built in Cleveland will look like. Wahlberg was at the Columbus store in November to see how plans were progressing with that store.

and thanks to being a part of the Wahlberg-Feldman team, units needing such work are sent across the street to Mark Wahlberg Chevrolet.

"Due to COVID-19, we've been doing a lot of triage with respect to service operations. We weren't necessarily focused on long-term growth in service and parts due to supply side disruptions," he says.

Revenues from service and the dealership's 1,200-square-foot part store provides just under 12 percent of the dealership's annual total, a strong figure compared to other dealerships. The biggest factor in growing the business is simply room.

"We've got enough space right now for what we're doing, but as we get better and the supply side improves, we will have to find areas around here for off-site service and parking," Haydocy says. "There's an outside chance we're going to do \$30 million in sales this year, so we're just about \$24 million in sales thus far and obviously in November and December, the RV business in Ohio does get some headwinds because of the weather but we're really happy with where we're at."

Retailing Winning Ohio RV Makers

The dealership's two biggest-selling brands are, naturally, Airstream, followed by nuCamp, also both Ohio-based companies. Haydocy's staff sold 407 units last year and is on track to move 500 units during 2021. Towables make up the majority of sales, with new RV sales dominating used by three units to one. Still, he takes great pains to acquire pre-owned units.

"A brand-new Airstream is fantastic and I love them. However, not everyone will see the value on a new one, but they still want an Airstream. So, we scour the country to get late-model Airstreams," he says. "That's really a focus of ours, too."

In addition to acquiring via trade-ins, the sales staff peruses social media, as well as follows up with previous customers who may be interested in selling their units. Haydocy stays away from auctions, given that he prefers to offer Airstreams with only one previous owner.

"If someone's going to get an RV and have a 10- or 15-year loan on it, it's important – and this is part of our DNA – that we

16 • *RV PRO* • January 2022 rv-pro.com



Offer your customers a premium entertainment experience in their RV with DISH Outdoors Receivers

DISH Wally® HD Receiver

P/N: MOBILE-WALLY

MSRP **\$99**00



- The smallest and fastest mobile receiver ever made, suited for RVers
- Operate from up to 200ft away, even through walls and cabinetry, with the RF Remote
- Provides access to built-in apps like Netflix, Pandora, Weather Channel, and more
- Access to built-in apps requires Wi-Fi connection and Wally Wi-Fi Adapter. Netflix access requires active streaming membership.
- Brings the full HD experience to your customers

DISH Hopper 3® HD Receiver

P/N: DN012921

\$349⁹⁹



- 2 TB hard drive with DVR recording capacity of over 500 hours of HD content or 2,000 hours of SD content
- 16 tuners to support multiple simultaneous recording and live TV sessions

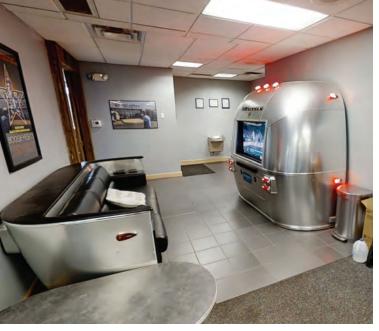
DISH Wireless Joey® Receiver

P/N: DN010134

MSRP \$**99**99



- Extension of the Hopper 3, shares content and features across all receivers
- Wireless receiver, no cords need to connect



The dealership's Airstream theme carries throughout the store, even into the customer waiting room.



Service technician Howard Johnson repairs the lock on an Airstream trailer. The dealership's talented techs are up for small and big jobs alike.



Sales rep Derrick Haydocy talks up the benefits of owning an Airstream trailer.

can stand behind every square inch of it and make sure to the best of our ability that there are no known issues with it," he says.

With Wahlberg's name on the building, fair dealing is paramount, according to Haydocy.

"To do it right, you've got to be honest, you've got to have integrity and you've got to communicate," he says. "You've got a bigger audience and they're much more critical, so you've got to do things right."

For anyone who watched the first episode of "Wahlburgers" – the reality TV series featuring the Wahlberg family and its attempts to turn a casual dining restaurant into worldwide chain – it should be no surprise Mark Wahlberg is focused on expansion. For the RV business bearing his name, that expansion is taking place in Cleveland.

"Mark and Jay bought the former Joe Firment Chevrolet in Lorain, Ohio, a few months ago," Haydocy says. "We found Neff Brothers RV, which is a real good RV rental business that's been around for 20-plus years, nearby and on Dec. 1, we're going to reimagine it as a Road Adventures by Mark Wahlberg."

The search is on for additional staff to build the sales and service side, according to Haydocy. Once that's in place, the site will become the second Mark Wahlberg Airstream & RV store.

"The investment that we will make in Cleveland will be more so than probably even here, just to make sure that the image from the showroom all the way to the back fits the Airstream and Mark Wahlberg brands," he says.

Meanwhile, Feldman says he anticipates opening more RV dealerships moving forward. He's particularly keen on the Airstream brand because of its reputation, but he says he is open to the idea of acquiring or opening stores focused on other brands.

"We certainly like Airstream, but it wouldn't stop me from getting an RV store that didn't carry Airstream or where it wasn't possible to get Airstream," he says.

Most likely, any RV dealerships the business opens will be in the same communities where the company has automotive dealerships, according to Feldman, who points to the benefits of being able to sell customers both a trailer and the truck or SUV to tow it.

"We've definitely had some cross-pollination," he says.

More partnerships are also possible with Wahlberg, says Feldman, who started his business relationship with Wahlberg by investing in the Wahlberg family restaurant chain, and who credits the actor as being very ambitious and "very engaged in everything he does."

Haydocy echoes Feldman's comments on Wahlberg, saying the actor is down to earth but also a savvy businessman whose story is inspiring to others.

"The United States has been through a challenging 18 months on so many different levels, but there's a feel-good story with Mark Wahlberg coming from the streets of Boston, making it, becoming an entrepreneur and teaming up with the most iconic American brand you can get in Airstream," Haydocy says. "It shows that in this country, there's potential in each and every one of us, but it's hard work."

18 • *RV PRO* • January 2022 rv-pro.com



Designer Series UV HYDRO





Protection Against **ALL** the Elements



✓ UV RAYS



✓ SNOW



UV Hydro™ 4 layer fabric is proprietary to ADCO and outperformed competitive fabrics in:

- ✓ Tear strength
- ✓ UV resistance
- ✓ Water resistance



MAP Priced and only sold to RV dealers versus all other brands that are available everywhere

The new designer aesthetic provides a contemporary alternative to solid color covers



ZIPPER ENTRY ON **BOTH SIDES OF RV**

Allows slide-outs to be fully extended during storage for easy access



SUPERIOR WIND RESISTANCE

Patented wind channels on bottom corners help promote a snug fit



SUPER USER FRIENDLY

Red accents help identify interaction points for easy installation



LIGHT COLORWAY

Reduces temperature build-up



WATER RESISTANT COATING

Promotes cleanliness and reduces moisture build-up on the trailer



RV GUTTER SPOUT COVERS

Help prevent punctures in RV cover

ADDITIONAL PREMIUM RV COVERS BY ADCO



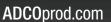
DESIGNER SERIES OLEFIN HD



DESIGNER SERIES SFS AQUASHED"



STORAGE LOT







RVDA Con/Expo

BRINGS THE INDUSTRY BACK TOGETHER

By Jordan Benschop

The association's dealer gathering enjoyed a robust turnout as attendees gathered to renew connections, learn about new products and hear about the group's goals moving forward.



Past winners of the James B. Summers award stand behind this year's recipient, Mick Ferkey.



Dealers and exhibitors mingle on the Expo floor at the Paris Las Vegas.

LAS VEGAS – One thing was made certain during this year's RV Dealers Association (RVDA) Convention/Expo – the foot is on the gas, and everyone is in the driver's seat.

Following a year of virtual events and all-too-known "Zoom fatigue" prompted by the COVID-19 pandemic, RV dealers were invited to connect in-person once again at the Paris hotel. New product debuts, in-person training and a focus on overcoming the past year's challenges were at the forefront – with networking and seeing old friends the catalyst for RVDA's annual event.

With uncertainties clouding the convention's initial planning, RVDA President Phil Ingrassia said after the conclusion of the event that the association was pleasantly surprised – but not shocked – by the turnout. More than 1,500 industry members were in attendance, paired with a sold-out exhibit hall.

Ingrassia said other industry in-person gatherings that took place prior to RVDA's event were reporting up to 70 percent of their previous attendance numbers. The association expected it might pull about 80 percent of the attendance from the 2019 convention – eventually announcing a gratifying 97 percent of the past total.

"It's a people business – and our people really wanted to get back together," Ingrassia said. "I think this year's convention/expo demonstrated that very strongly."

RVDA readied to make the call for an in-person format around March, six weeks behind schedule in terms of event planning. But the lapse didn't impact the turnout – even on-site registration was promising. The only thing that differed this year were indoor mask requirements.

"Unless there was something that would really make it impossible for the exhibitors or the dealers to have a normal convention, it was full speed ahead," Ingrassia said.

Passing the Gavel

The change in RVDA's elected leadership took center stage at this year's annual meeting, held in conjunction with the convention/expo, as outgoing Chairman Chris Andro passed the gavel to new Chairman Mike Pearo of Hilltop Camper and RV, based in Fridley, Minn.

"In a year with challenges that we've never seen or imagined, Chris poured his heart into RVDA and represented our organization brilliantly," Pearo said of Andro.

"For those of you who don't know me, I'm a third-generation RV dealership owner," Pearo said. "My three brothers run Hilltop Camper and RV, which has four stores in the great state

20 • *RV PRO* • January 2022 rv-pro.com



of Minnesota. This is our 70th year in business – a business that began in 1951 when my grandfather, Roy Pearo, began selling mobile homes in a small city of Hilltop – just 6 miles north of downtown Minneapolis."

During his acceptance speech, Pearo noted that although the industry has hit milestones, keeping "the foot on the gas" is a necessity. Highlighting the current challenges of service, he noted the need for dealers to continue focusing on repair event cycle time (RECT) initiatives.

"We need to ensure the infrastructure to serve and house our growing customer base, and as dealers, we need to focus on working with industry partners to ensure we provide our customers with a positive experience," Pearo said. "Communication will be key – communication with manufacturers on the issues we're seeing at the dealership, communication with suppliers to ensure we're acquiring the correct components, and communication with our customers to ensure they're staying informed."

Andro backed Pearo by noting the industry's ability to meet customer expectations before the pandemic was much greater. However, he said the RV market has been able to pivot and adapt quickly.

"Once the world opened back up, our customers were so happy to get outside and out of confinement. We could do just about anything wrong and most responses were gentle and forgiving," Andro said. "Many customers now try to be understanding, but not so sure about gentle. Can we blame them?

"We have taken on the concept of setting customer expectations throughout the entire purchase process, and are starting to communicate with buyers from the beginning that RVs are made with human hands that sometimes make human mistakes," he added.

In addition to Pearo, RVDA's new 2022 officers are:

- First Vice Chairman: Nathan Hart, Walnut Ridge Family RV Sales in New Castle, Ind.
- Second Vice Chairman: Ryan Horsey, Parkview RV Center in Smyrna, Del.
- Treasurer: Bob Cox, Stoltzfus RV in West Chester, Pa.
- Secretary: Jon Ferrando, RV Retailer in Fort Lauderdale, Fla.

New board of delegate members are:

- Brad Bacon, PleasureLand RV Center in St. Cloud, Minn.
- Jim Colton, Colton RV in North Tonawanda, N.Y.

Emma Falbo, an interim service manager at Lazydays of Milwaukee (formerly Burlington RV Superstore), is awarded the Duane Spader Leadership Development Scholarship during the Young Executives reception. The scholarship offers full tuition valued at \$14,875.



Larry Troutt accepts the 2020 James B. Summers award via virtual presentation, surrounded by family at his Texas home.

Awards & Recognitions

Andro turned the spotlight to his selections for this year's Chairman's Service Awards, given to "exceptional individuals" who have made significant contributions to RVDA and the industry. The recipients were: Earl Stoltzfus of Stoltzfus RV & Marine; Bill Koster of Protective Asset Protection; Nathan Hart of Walnut Ridge Family RV Sales; and Pearo.

The association's highest honor, the James B. Summers (JBS) award, was established by the board of directors in 1986 and named in recognition of RVDA's late executive vice president, James B. Summers. The board selects a winner annually, and this year saw double the fun – two dealers were recognized because of 2020's event cancellation.

Mick Ferkey from Greeneway RV in Wisconsin Rapids, Wis., was this year's award honoree. Ferkey is a current member of RVDA's board of delegates and the Mike Molino RV Learning Center's



RVDA President Phil Ingrassia recognizes the association's vice president of administration, Ronnie Hepp, who plans to retire in March 2022.



The Airstream Towables and Motorhomes team are pictured with their DSI Award for 2021.



DealerPRO RV Training's fixed operations specialist, Roy Reynolds (left), stands with Danny Orleans, a trade show magician who specializes in "corporate magic," on the expo floor.

Board of Directors, along with being a three-time winner of the Chairman's Service Award.

"Time and again, (Ferkey) has shown his ability to work with all sectors of the RV industry to reach solutions that ultimately benefit the RV business and its customers," Ingrassia said.

In tears, Ferkey responded, "It's all about the people. I really enjoy working with everybody – it's not really a job. It's just fun."

2020's JBS award honoree was Larry Troutt, who was recognized via virtual presentation from his Texas home. Troutt, from Topper's Camping Center in Waller, Texas, served as RVDA's board chairman in 2008-09 during the country's economic downturn.

"It was very difficult. We had to watch out not only for the association, but our dealers across the country – and it was tough," Troutt said during his virtual acceptance speech. "I think it worked out very well. I thank the board for the decision to award me with this prestigious honor."

Additionally, this year's annual meeting held a special recognition for Ronnie Hepp, RVDA's longtime vice president of administration, who plans to retire in March 2022.

Hepp began her association career in 1995 and is responsible for RVDA's infrastructure. She led efforts in modernizing the association's information technology, which allowed staff to work remotely during the pandemic, and is the "day-to-day" go-to person for staff, volunteer leaders, the Learning Center and RVDA's past group of chairmen.

"Ronnie served under three RVDA presidents – Bob Strawn, Mike Molino and myself – and believe me, that's no easy task to work for those three gentlemen," Ingrassia said. "She will be here through next March and the association will honor her contributions during that time."

Hepp blessed the crowd with a mic drop following her recognition.

"Ronnie doesn't like to be scripted," Ingrassia said with a laugh.

On the Expo Floor

This year's learning opportunities were fueled by workshop speakers and exhibitors on the hunt for solutions. Coaching and leadership, marketing techniques, technology, business growth and meeting consumer expectations amid demand spikes were a few main focuses. On the Expo floor, exhibitors from industry veterans to new players eyeing a lucrative space in the RV community offered products and services to aid a shifting and spiking market.

Performance Brokerage Services, a vendor newer to the RVDA event, is a dealership brokerage firm based in Irvine, Calif., with a knack for acquisitions and franchise sales. The company's newer RV division is headed by partner Jesse Stopnitzky, who touted heavy traffic flow on the expo floor. The family-owned business attracted RV dealers with a stated 700 transactions backed by a 90 percent closing rate and a foundation in the automotive market.

"As the industry is experiencing higher levels of buy-sell activity, many are curious about the current market conditions and the complexities of the selling process," said Stopnitzky, who also hosted an education session during the event. "We were very pleased by







Blue Ox Weight Distributing Hitches Prevent Sway from Bad Roads, Wind, & Weather

SwayPro^m



- Rotating latches with clamp-on brackets for quick setup
- · Caster in the hitch head constantly centers the trailer
- Spring bars augment the suspensions of the tow vehicle & trailer
- · Backup without disconnecting

Available tongue Weights: 350, 550, 750, 1000, 1500, 2000 lbs.

TrackPro



- Rigid L-brackets provide additional points of friction
- · Caster in the hitch head constantly centers the trailer
- Spring bars augment the suspensions of the tow vehicle & trailer
- Backup without disconnecting

Available tongue Weights: 600, 800, 1000, 1300 lbs.











blueox.com **(f) (iii) (D)** 800-228-9289

"The opportunity to focus on business development, networking and new demographics within the industry's customer and employee bases is high on dealers' priority list."

- Phil Ingrassia, RVDA president

the traffic at our booth and how welcomed we were by the dealer body and the RV Dealer Association."

The RV industry's growth is also being evidenced by a customer base filled with multiple generations, races, backgrounds and economic statuses. Even within a traditionally male-dominated industry, new headways are being fulfilled by those working to broaden the industry's demographics.



Curt Hemmeler and Tammy Holland welcome attendees to the RV Technical Institute booth.

From left to right: Own the Open Road's Alex McCann, Oliver Bourne and Jordan Arcibal hold oversized dice in their booth, in keeping with the Las Vegas venue.





Jessica Rider and Susan Carpenter welcome attendees to the RV Women's Alliance booth on the expo floor.

"The RV Dealers Association expo holds a special place for the RV Women's Alliance. It was where the roots of our organization started three years ago, when we were just an idea being discussed among like-minded women in the industry," said Susan Carpenter, president of the RV Women's Alliance (RVWA). "With so much that our group has accomplished in the past three years, it was fitting that we were back, with a booth and able to connect in person with so many current and future members. We are grateful to RVDA and the support they have shown us, and we look forward to continuing to have a presence at this show and others."

All Eyes Fixed on the Future

Looking into the future, Ingrassia said in a post-show interview that one thing is loud and clear – the opportunity to focus on business development, networking and new demographics within the industry's customer and employee bases is high on dealers' priority list.

"Whether it's new strategies and F&I, fixed operations or in the IT department – you'll continue to see us to work on bringing vendors in, in a cost-effective way for them and the dealer to get that information," he said. "That's so critical, and we want to continue to do relevant workshops and keep the focus looking ahead on things that dealers can do to remain profitable.

RVDA's next convention/expo plans are already underway, with the event slated for Caesars Palace on Nov. 8-11, 2022.

"Certainly, the networking part of it is something that we want to do. You're walking around this RVDA convention, and you see a lot of younger folks. How do we welcome them, bring them into the fold and show them that the RV business is a great career for them?

"Through some of these networking things, like the '40 Under 40' and Young Executives stuff," Ingrassia added.

The Young Executives reception, held in conjunction with RVDA's convention, spotlighted up-and-coming industry leadership. The Duane Spader Leadership Development Scholarship, which offers full tuition and travel costs for the program year valued at \$14,875, was awarded to Emma Falbo – an interim service manager at Lazydays of Milwaukee (formerly Burlington RV Superstore).

Other opportunities to highlight younger leadership included *RV PRO's* inaugural "40 Under 40" event (see related story on page 26), where Ingrassia shared a toast congratulating recipients.

During the earlier annual meeting, Pearo left the crowd with a closing note: "RVDA is the organization that unites all dealers no matter the size, to ensure we have the resources and ability to work toward a common goal. Although we compete with one another in the open market, there are many outside forces that need to come together to ensure we are allowed to operate our business in a fair and responsible manner. I want to challenge everyone here to increase our membership and to consider getting involved with RVDA," he said.



DO MORE

WITH SAMLEX SOLUTIONS



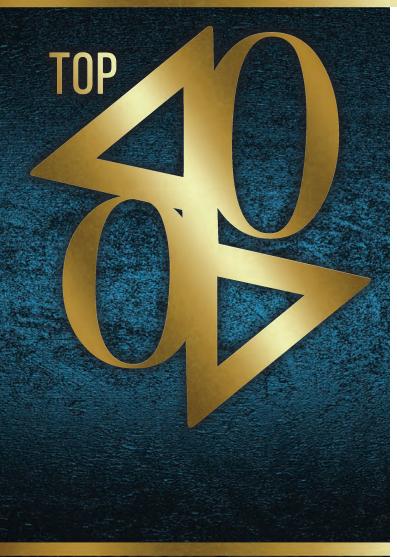






Honors the '40 Under 40' Award Winners

By Jordan Benschor



Editor's note: RV PRO magazine held an inaugural event in Las Vegas to spotlight the industry's leading young professionals from across the RV marketplace. The Class of 2021 was selected from more than 120 nominations, consisting of women and men who are making their mark through innovation, grit and avant-garde mindsets to keep the RV industry's future in good merits.

To have a glimpse at the RV industry's future, there's no better place to look than the young professionals who are moving it forward. In 2021, *RV PRO* took its annual recognition to the stage with an inaugural "40 Under 40" awards ceremony on Nov. 8 during the 2021 RVDA Convention/Expo.

Following a hiatus of in-person events due to the pandemic, 40 of the industry's up-and-coming industry professionals were given a chance to gather with colleagues, friends and loved ones at the Paris Las Vegas in honor of the widespread accomplishments made by industry pros under 40 years old.

Twenty-seven of 40 winners and their guests filed into the Paris hotel's Champagne Room 4 – some making the trek solely for the event. A packed house of attendees enjoyed beverages, long-awaited conversations and a full buffet before the ceremony was kicked off by *RV PRO's* media consultant, Jesse Braughton.

"Though I have only been in this industry for a few months now, I can confidently say it is full of incredibly kind and talented folks," Braughton said. "First, I want to thank the RVDA staff for their accommodations. Secondly, I want to thank the nominees and nominators – we received over 100 nominations this year – making our jobs here at RV PRO tough!"

Up-and-coming leaders driven by innovation, determination and passion are an even more apparent need within a rapidly shifting industry. A total of 123 nominations made by bosses, coworkers and family members flooded *RV PRO's* inbox to highlight the abilities of those representing RV manufacturers, distributors, dealerships and retailers, suppliers, F&I, service centers, associations and more. It was an ambitious task for the team to select just 40 individuals for the Class of 2021.



RV PRO Publisher and event emcee Chris Cieto kicked off the "40 Under 40" awards ceremony on Nov. 8 with a personal story. Attendees gathered at the Paris hotel's Champagne Room 4 to celebrate.

Event emcees Chris Cieto, publisher of RVPRO magazine, and RVEM Mastermind founder Kristina Shrider, took the stage to talk about the meaning of "40 Under 40" and its place among the timing and history of the RV industry. Individual winners were then awarded an engraved glass plaque and exclusive lanyard following recognition of their latest accomplishments.

"If you haven't met Kristina, you need to. She has quite a story and is driven to make this industry better," said Cieto of fellow emcee and award winner Shrider, head of marketing for Giant Recreation World and founder of a collaborative network geared toward the RV marketplace.

Nominees represented a plethora of upbringings, with some entering the industry alongside family around the same time they learned to walk. Others have made their mark within a matter of months.

Winners' accomplishments included new innovations in an age-old RV market. Among the list was Nick Ebenroth, Keystone RV's product manager for the Fuzion/Impact and Outback divisions, who developed a handicap-friendly travel trailer and is working toward a patent-pending innovation within the company's toy haulers.

Award winner Ashley Bontrager was spotlighted for becoming the founder, president and CEO of startup Ember RV, along with receiving numerous marketing-related awards during her career.

Storyteller Overland's Andrew Cooley received seven separate nominations and was touted for launching a dealership and campground in Clanton, Ala., along with founding a seed-stage angel investing fund in Alabama's entrepreneurial sectors and creating an app-based aftersales customer service platform.

Described as an embodiment of "the American dream" by the *RVPRO* team, Micro-Air's Volodymyr Kilchytskyi immigrated to the U.S. from Ukraine, rising from his initial assembler position to chief assistant of operations. His company describes the young leader as being capable of nearly every position in production, shipping and receiving, eCommerce and product testing.

On the association side, Monika Geraci, director of PR and communications for the RV Industry Association, was spotlighted



Jason Nierman with Rollick shares a toast as the "40 Under 40" event's awards sponsor. Event sponsors included United States Warranty Corporation; General Electric (GE) Appliances, a Haier company; and Shrider's RVEM Mastermind.



RVDA President Phil Ingrassia addresses the crowd to close out the event, which coincided with the RVDA Convention/ Expo.



The awards ceremony offered attendees the opportunity to mingle and network. Pictured here (from left to right) are: Dave Pomeroy, president of National Business Media, parent company of RV PRO; Adam Shrider; Kristina Shrider, founder of RVEM Mastermind; Larry McNamara, CEO, president and chairman of Giant Recreation World; and Chris Cieto, publisher of RV PRO magazine.

RVEM Mastermind founder and coemcee Kristina Shrider addresses the audience, which filled the ballroom. She took the stage to talk about the meaning of "40 Under 40" and its place among the timing and history of the RV industry.

Kristina Shrider (left) is pictured Monika Geraci, RVIA director of PR and communications. Both were "40 Under 40" award winners and are involved in the RV Women's Alliance. for becoming the industry's primary spokeswoman and drawing "unprecedented" positive press to the RV community, along with being a co-founder of the RV Women's Alliance.

In the same token, Nicholas Rudowich, RVIA's senior manager of government affairs, struck a major victory in getting legislation to allow longer travel trailer lengths in Washington state – a solution for manufacturers seeking plan approvals for new units.

Meanwhile, Karen Arnold was promoted this year from logistics manager to executive vice president of American Family RV, having worked her way through positions in service, warranty, parts and sales. Her dealership considers Arnold the "backbone" of its Virginia operations, as evidenced by her ability to decrease overhead and monopolize on all possible revenue streams – resulting in a 20 percent spike in revenue throughout the dealership's various sectors. She also is a member of the RV Women's Alliance.

Thirty-three other nominees were introduced to the crowd in front of RV PRO's black and gold "40 Under 40" banners. The successful event also welcomed RVDA President Phil Ingrassia to the stage for a toast and to highlight the association's support of the ceremony, which pivoted quickly with last-minute venue changes.

The ceremony's award sponsor was Rollick, a provider of technology and marketing solutions to OEMs, dealers and affinity partners. The company's head of business development, Jason Nierman,

shared a toast with attendees following award announcements.

In addition to Rollick, RVPRO was grateful for accompanying event sponsors United States Warranty Corporation; General Electric (GE) Appliances, a Haier company; and Shrider's RVEM Mastermind.

"It was so great to see everyone for the '40 Under 40' event. Congratulations to all winners for this year and thank you those who nominated them," said Cieto. "This was a fun kickoff to what we hope becomes an annual event."

This is RV PRO's second year in a row recognizing the industry's emerging leaders through its 40 Under 40 spotlight – previously dubbed "U40." Following a successful inaugural event at the 2021 RVDA Convention/Expo, discussions for next year's award ceremony plans are already underway.



28 • *RV PRO* • January 2022 rv-pro.com

RV PRO's '40 Under 40' Class of 2021

RV PRO's "40 Under 40" award winners for 2021 consists of:

Yuriy Katasonov, Diamond Shield Eva Mitic, Go Power! Ashley Bontrager, Ember RV Matt Olds, East to West Lisa Lieal Rees. East to West Andrew Cooley, Storyteller Overland David Copeland, Van Dyke Enterprises Monika Geraci, RV Industry Association Nick Ebenroth, Keystone RV Nick Francis, KZ RV Kristina Shrider, Giant Recreation World Stefanie Zalutko, Zalutko Business Services Jonathan Krawchuk, Samlex America Ryan Hadley, TRIC RV Repair and

Maintenance Destiny Tolliver, Campers Inn Karen Arnold, American Family RV Volodymyr Kilchytskyi, Micro-Air Justin Carlton, Carlton Camping Center Faith Palmer, Atlantic RV Body Repair & Service

Cortni Armstrong, The Flipping Nomad Paxton Jensen, General RV

Ed Sikes. Truist Bank

Mike T. Keller, Keller RV & Marine Neal Stewart, RV Connections Chelsea Campbell, Keystone RV Sara Porosky, Thetford

Andrea Graves, Cruiser RV/DRV Luxury Suites

Jason Riley, Rollick

Tommy Hall, Grand Design RV Lacey Pintado, Coach-Net

James Bonin, Pan Pacific RV Centers

Darrin Caldwell, NIRVC

Jason Haugen, Haugen RV Group

Mary Kate Haller, RV One of Fort Myers

Chase Youngblood, Youngbloods RV

Matthew Fuller, Fuller Motorhome Rentals

Nicholas Rudowich, RV Industry

Association

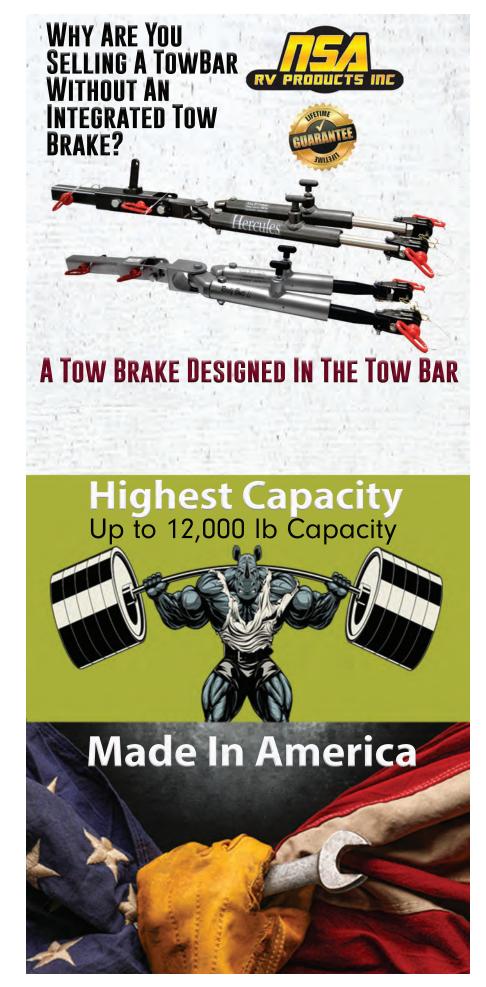
Austin Meadows, Duo Form

Josh Murdock, Hemlock Hill RV

Alex Yerman, United States Warranty Corporation



RVP



January 2022 • RV PRO • 29 rv-pro.com



Pace Setter

By K. Schipper

Pace International is making strong inroads in the RV market thanks to its distribution agreement with DISH Network and its new TravIFi Journey1 Wi-Fi product.

Pace CEO Pat Deutsch (center) is pictured with sons Eric Deutsch (left) and Tim Deutsch (right) in the company's large warehouse, from where it ships products across the country. Eric Deutsch is the company's executive vice president of finance and Tim Deutsch is the executive vice president of sales.

Pace International will celebrate its 50th anniversary at the end of February, but when it comes to the RV market, it's still something of an adolescent.

The reason: When Pace representatives first talked with a Winnebago executive back in 2009, few people thought that RV owners wanted more in creature comforts than reliable hot water and a refrigerator like what was in the kitchen at home.

In the years since, the Rochester, Minn.-based company has built on its background in distributing electronics and supporting products to make sure RV owners have as the same access to their entertainment devices on the road as they do at home. Meanwhile, Pace's most recent effort extends that to internet data, as well.

And, while Pace offers a range of products and services to its various markets, its greatest success may be interacting with its end customers – whatever their needs and wherever they may be.

A Host of Customers

When the late Jim Deutsch founded Pace International in his hometown, the electronics business was quite different from what it is today. Sam Schell, the company's senior vice president of business development, explains that Deutsch had been working for another electronics distributor and decided to strike out on his own.

"Back then, there were TV retailers and electronics companies in every small town," he says. "It was a matter of going into those businesses, checking their inventory, and seeing what they needed, whether it was record needles TV antennas.

"The way we look at it is we've always been involved in connecting people to their devices – and that stands true today," Schell adds.

What really changed the landscape was the arrival of direct broadcast satellite television.

"We got involved in that in the '90s and grew along with it into the satellite business," Schell says. "Eventually, we became DISH Network's national distributor in the commercial market."



Pace is all about connectivity, whether it means providing TV to RVers through its partnership with DISH Network or its new TravIFi Journey1 product, which it developed in-house to provide internet service for RVers. (Photos courtesy of Pace International)

While most people think of their home service first, there are a host of other locations where television programming is a must – hotels, apartments, resorts, marinas and student housing, among others.

"We sell hardware and content to those customers through a national network of operators and integrators," Schell explains. "DISH also has a product called a Smartbox that allows a building or property to have one or two satellite dishes on a roof going to a central location and that sends out content to every room. We collaborate with our operators to help deploy those systems throughout the country."

Nor does it end there. The operators who service those commercial customers are also into Wi-Fi connectivity and internet services, and Pace supports that thought with such items as switches, routers, sensors and more. The distributor even supplies its service vehicles with ladders, tools and related items.

Pace also services a portion of the retail market. Schell explains that its retail solutions business specializes in supporting national retailers with specialized electronics. That includes big-box stores with their walls of TVs all showing the same program, as well as digital signage and – again – their installation fleets.

"And, if they're launching a special product line, we might help with a display setup for them, things like that," Schell adds. "We're a pretty nimble company and our customers rely on us for that kind of support, as well."

Today, each of Pace's three segments represents about a third of its business, and there are definite synergies between them.

"We kind of educate each other," says
Schell. "Different customers ask for different
solutions. For instance, somebody is looking for
a solution for the hotel market might translate over
to the RV business, as well."



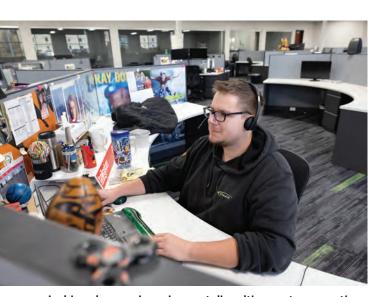




Pat and Tim Deutsch are pictured at the company's headquarters in Rochester, Minn. Pictured in the photo behind Pat Deutsch is his father, Jim Deutsch and wife, Gervais. Jim Deutsch founded the company in 1972.

"When we first started getting into this business, the RV market seemed to be five or more years behind other consumers of electronics. That distance has gotten a lot shorter. People want their electronics, their entertainment, their connectivity in their RVs, so the timeframe gets shorter every year."

Sam Schell, Pace senior vice president of business development



Inside sales rep Joey Jensen talks with a customer on the phone. Pace has two departments within its call center: one providing tech support and one is for the activations of service.

Building from Scratch

It's through Pace's relationship with DISH that it entered the RV industry. Schell explains that it happened at the huge Consumer Electronics Show in Las Vegas.

"An executive with Winnebago came up to the DISH Network booth and said he wanted to pre-build satellite systems into RVs," Schell says. "DISH didn't have a business model to do that at the time, so they passed it along to Pace and we followed up."

That meant first figuring out what customers wanted to see, and then coming up with a way to break the rules of satellite TV at the time.

"We needed to allow the customer to purchase the equipment, and also to pay 30 days at a time rather than have a 24-month agreement," he say. "We built the DISH pay-as-you-go program for the RV market."

After taking the idea to an RV rally, Pace officials realized they were on to something and developed a retail program in partnership with Minneapolis-based KING and Burlington, Iowa-based Winegard, both manufacturers of mobile satellite antenna systems.

"We brought it to market through distributors in the RV market," Schell says. "If you go into an RV dealership or Camping World, you'll see a DISH Outdoors display and that all comes through Pace."

While developing the satellite program, Pace executives also saw there were other aspects of the RV OEM experience the company could be improving on and new ways to do that. Pace sells HDMI products, including cables and matrixes, to connect an entertainment system in an RV, as well as leveraging relationships it had through its other businesses. That includes selling TVs and appliances into the OEM market.

That may be one reason electronics in the RV market look quite similar today to what RV owners are going to have at home.

"When we first started getting into this business, the RV market seemed to be five or more years behind other consumers of electronics," Schell says. "That distance has gotten a lot shorter. People want their electronics, their entertainment, their connectivity in their RVs, so the timeframe gets shorter every year."

Technology, Flexibility

Of course, Pace has been doing its best to bridge that gap. Its two newest offerings speak to that. In September, the company unveiled a new pay-as-you-go internet solution for RVers marketed as the TravlFi Journey1.

"When somebody would contact our call center to activate their DISH service and get the TV plan they want, almost every time they would ask, 'Can I get internet for my RV, as well?" Schell says. "There are solutions out there that are good, but there's still a gap that we saw could be fixed with pay-as-you-go internet. That's how Traylfi evolved."

He adds that TravlFi is a brand that Pace developed and owns from the hardware to the activation through to the billing of the service and support. As with its DISH service, the customer purchases the product, calls a number to activate it and then pays in 30-day increments if the service is being used.

32 • *RV PRO* • January 2022 rv-pro.com



Take advantage of a fully integrated DMS solution.

Integrate your dealership, eliminate frustrating manual work and improve your business. With our Lightspeed®EVO platform, you ensure your departments communicate effortlessly with each other. Streamline reporting and inventory, provide better service and give your customers an experience to remember.

Learn more at LightspeedDMS.com

MORE PROFIT

LIGHTSPEED.



8' DIAMOND LIGHTING PLANOGRAM



NEW 8 Foot Diamond Lighting Planogram by Valterra.

72-7480 PGLD850 Diamond Lighting POG

Provides a complete assortment of the top selling LED and Incandescent bulbs, fixtures, and accessories to meet any lighting replacement or upgrade need. Comes with 246 total SKUs, multiple header cards, and our complete LED bulb crossover chart to allow any consumer to match up the correct item. Great margins and very attractive retail pricing along with the Industry's best warranty from your complete lighting source.



Other than that flexibility, Schell says what makes TravlFi so appealing is the SIM technology the system uses. While a typical SIM card will tell a phone which cell service to use and direct it accordingly, there isn't a SIM card in the Journey1.

"That allows our product to switch services and providers on the fly," he says. "The device will sense which service is stronger and switch towers and change carriers. The result is the strongest and the fastest cellular connection in an area."

TravlFi also points out an interesting feature about Pace. Its 70,000-square-foot headquarters building (it also has a shared warehouse in Elkhart) is part engineering lab, part manufacturing floor, part warehouse, and the home of the company's extensive call center.

Schell says the engineering department works closely with sales and marketing team members to make sure customers are getting the products they need. Its preference for working with OEMs is being involved with them early and closely in the process of developing a new model.

"Generally, we'll be trying to bring recent technology to them," he says. "Ring (Home Security Systems) is a good example. We know there are people who use Ring in their RVs today. We've worked with Ring to develop a product we think is what RV customers will want to have.

"When we're working with an OE's product team or engineering team, we're trying to make sure the product is a good fit for their customer. That's our No. 1 goal," Schell adds.

And the relationship goes both ways.

"We love to help them develop solutions," Schell says of OEMs. "Sometimes it's a commodity-type item, like a TV. They want the least-expensive, best-quality TV and we'll make sure we can do that. Or, it may be a more-specialized solution, like internet connectivity. That's the biggie right now."

Once Pace knows what changes are planned in a model, it designs a system and then makes sure it has a test system out. The company also provides training for OEMs – and not just the people on the factory floor.

"We will train customer service people, we'll train engineers, we'll train technicians, and we'll train their salespeople," says Schell. "We can do it either in person, if we're allowed to, but we do a lot of that through video conferencing."

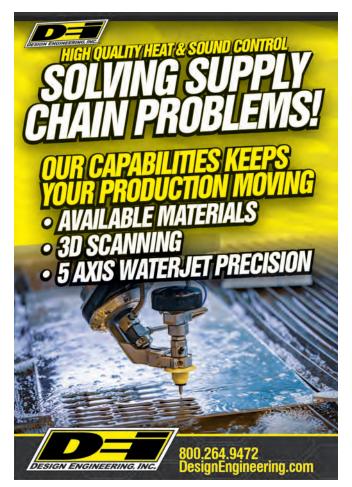
More Connectivity

While Pace entered the RV market thanks to Winnebago, and many of its products – think satellite TV – have gone into high-end models, for now Schell says TravlFi is more of a product for the aftermarket.

"That's really who the product was developed for," he says. "However, the technology behind it we see as being a really good fit for the OEMs, too."

He adds that it's a good device for RVs of all levels because it's portable, rather than installed.

Just as with DISH TV, Schell says Pace is more than willing to help dealers market TravlFi.





January 2022 • *RV PRO* • **33**



Tim Deutsch (left) and Sam Schell, the company's senior vice president of business development, are pictured next to the company's latest offering: The TravlFi Journey1, a pay-as-you-go internet solution for RVers. The RV market represents a growing market for the company.

Above: Garth
Johnston moves a
pallet of prepared DISH
Wally receivers so they
can be prepped for shipping.
Right: Elsewhere in the company's
70,000-square-foot facility, workers in the shipping
department prepare products for shipping.



Schell and other Pace team members are pictured at the 2019 NTP-STAG Expo, where the company had a strong presence. Pace's involvement with the RV industry dates back more than 10 years, when it was approached by Winnebago to develop products for the market. (Photo by RV PRO)

"We do that through our own marketing team, which does all the design and production," Schell says. "As far as deploying our solutions, our reps and a Pace team go out and help with resets and anything else a retailer might need."

Whatever the product or service end-users have bought, however, what really makes the deal for many is the reliable customer service that's offered after the sale. Pace's call center is open seven days a week, and it's capable of managing a wide range of calls.

"They take a lot of calls, and not just from RV users, owners and dealers," Schell says. "We have two departments within the call center. One provides tech support, and one is for activations of service. We're there for our customers with whatever products or help they need."

And, if technical support can't resolve an issue, the call center can direct the user to where they can get support, generally at a dealership. The company gladly does warranty support, again through the dealers.

"This has really helped us grow," Schell says. "If customers trust the people behind the product, they're more likely to buy it. And we're lucky because we've got people who have been here for years and years. It's a team environment and they can actually respond to all kinds of problems."

While COVID has seen some call center team members working from home, Schell says the biggest issue Pace has faced with the pandemic is the same as most other companies: Supply chain issues. "We do a lot of importing of electronics from

overseas – although we've been able to stay ahead of a lot of delays," Schell says. "We've either purchased a lot more inventory than our customers need immediately, or we've found alternate domestic suppliers. Our purchasing and sourcing teams are very resourceful. Sometimes, we'll even make a product if we have to."

Early in the pandemic, it wasn't electronics – but personal protective equipment (PPE) – that presented a huge challenge to Pace. One of its customers needed a large order of PPE very quickly, and the company was struggling to get it shipped.

"We had everybody working as hard as they could in the ware-house, and splitting into shifts," says Schell. "Our entire company went in, and even our CEO (Pat Deutsch, Jim's son) came in and was helping ship out orders at 10 p.m. It was one of those things that was a terrible situation, but it brought our company together, too."

If anything, the Pace team is likely to get larger soon. He says the company is looking to expand its call center based on the growth it expects with its new products. And that, in turn, will drive the need for additional building space.

Beyond that, though, Schell says the electronics business is a hard one to predict too far into the future.

"We expect to see more connectivity, and more ways for people to automate their lifestyles," he concludes. "We're just trying to make it easier for people to have fun out there."



Your customers want to know they'll be safe on their next adventure. Timbren SES kits keep all 4 tires firmly planted on the ground and their headlights pointed properly on the road ahead. Keep your customers safe with Timbren SES.









Added Stability



Easy Installation



Zero Maintenance



Satisfaction Guarantee



Lifetime Warranty





Thetford Elevates RVing Experience

By Ronnie Wendt

The manufacturer of sanitation, kitchen and convenience products builds upon its success with new products while continuing to emphasize strong customer service that's grounded in its Midwest roots.



Mary Pouliot is the vice president of sales and marketing at Thetford. She has risen through the ranks during her 15 years with the company and says Thetford is known for promoting employees who show initiative.

36 • RV PRO • January 2022

Sanitation products may lack the appeal of the latest RV tech gadget, but they are a necessary part of the RV experience - one that can make or break a camping trip.

As a leading manufacturer of sanitation products for the RV and marine markets, Thetford knows and understands its impact on the RVing experience.

"We have a lot of new RVers who just spent money on an RV they plan to use on family vacations," says Mary Pouliot, vice president of sales and marketing at Thetford. "We want their vacations to be stress-free. If there's an

issue, we want to get them back on the road as quickly as possible."

The 60-year-old company strives to deliver that premium experience through innovative products for the sanitation market, plus kitchen and RV convenience segments, with a focus on quality and excellent customer service.

Meeting Customers' Needs

RV industry shipments are projected to reach 600,000 units in 2022, building upon several prior years of strong shipments and sales.

The RV owners who take delivery of



rv-pro.com



"We spend a lot of time understanding RV consumers to ensure our products appeal to everyone, regardless of the demographic.
Our No. 1 priorities are to build trust with our customers and make sure their outdoor experience is enjoyable."

these units in 2022 must consider sanitation and kitchen products as carefully as they did their RV purchases, according to Pouliot, who adds that this is an area where Thetford really shines.

"We spend a lot of time understanding RV consumers to ensure our products appeal to everyone, regardless of the demographic," she says. "Our No. 1 priorities are to build trust with our customers and make sure their outdoor experience is enjoyable."

This starts with an investment in researching and developing product lines that satisfy customers' specific needs and demands. Thetford connects with customers via the Thetford Camper Crew, a Facebook group that shares needs and discusses products with company leaders, and consumer surveys that guide efforts to develop products the industry needs and consumers want.

These endeavors lead to innovations that change the industry, according to Pouliot, citing the company's recently launched Titan Tote premium portable wastewater tanks as an example. The company developed this product line in response to camper requests for an easy-to-use and durable tote. The solution helps RVers without direct waste hookups empty waste tanks without tearing down camp.

The company based its Titan Totes on customer research and feedback to develop a design that features handles on all four sides, rugged all-terrain wheels, and a low fill height to connect to RV waste valves easily. The product comes in three capacities: 21 gallons, 27 gallons and 35 gallons.

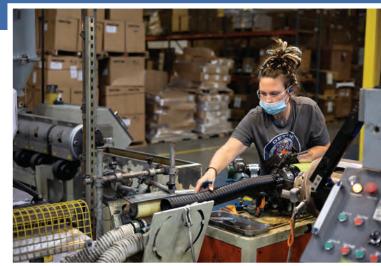
Other recent innovations emerging from customer connections include Thetford's new 15-cubic-foot DC Norcold refrigerator, which launched this fall, and a larger size sister product that will launch in early 2022.

"Customers were asking for a larger refrigerator as they take out their RVs for longer periods of time," Pouliot says.

Thetford also released a slow-close toilet seat that now comes standard on all major RVs. It will release a line of new toilets in 2022.

As the Biden Administration puts a greater emphasis on going green, Thetford is already several steps ahead. Its AquaMAX line of holding tank treatments are formaldehyde- and bronopol-free.

"We will continue to launch products that are environmentally friendly, like AquaMAX, which is safe for marine and RV holding tanks and septic systems," Pouliot says. The company has



Thetford has a long history of producing waste evacuation products, including totes and sewer hoses like the one being created here.



Pictured here are several team members at Theford's toilet manufacturing facility in Dexter, Mich.



Thetford formulates, mixes and bottles its AquaMAX holding tank treatment at its Ann Arbor, Mich., manufacturing facility.

"We will continue to seek growth – and that includes keeping the supply chain full, working on consumer retainment, and addressing the lack of RV technicians in the industry."



grown through new product development and company acquisitions over the last 15 years and will continue along this path, she adds. "Our portfolio has changed, we've acquired new brands, and we've expanded our manufacturing capabilities, but our focus on quality and our commitment to customers and employees has never wavered," she says.

A Strong Focus on Education

Educating consumers also helps Thetford improve customers' RV sani-

tation experiences. Thetford educates customers on social media, offers training at the dealer level, and provides point-of-purchase displays that allow customers to touch, feel and operate products.

"Customers can pick up a product on a shelf and the packaging clearly shows them how to use it. Point-of-sale displays allow them to touch and feel the product as well. They can role our Totes around the store and check them out prior to purchasing them," she says. "The education dealers provide is a Thetford 101 of sorts. 'How do I use my RV toilet? What kind of holding tank should I use? What's the difference between an enzyme base or a formaldehyde base?' Things like that."

She adds, "We also provide education and other services to our OEM partners. We view our OEM customers as partners, whether it's in product design, support, marketing, or customer service training. We work closely with them to satisfy their needs."

Pouliot, who serves as chairman of board for the RV Industry Association's RV Technical Institute, also is a big believer in promoting education and training for the RV industry at large. That's particularly important when it comes to ensuring quality training new technicians who are going to be critical to the industry's success as more people are embracing the RV lifestyle, she says.

Meeting Industry Challenges

Pouliot sits on the executive committee of the RVIA Board of Directors, where she chairs the supplier committee. She is also an executive member of the Michigan RV & Campgrounds (MARVAC) Board of Directors. In these capacities, she networks with peers about key problems facing the industry.

Lately, these groups have identified the supply chain crisis as a top challenge, she says.

The global shortage of semiconductor chips has delayed production of new RVs. Other raw material shortages also stress the industry. For instance, earlier this year, a shortage of foam used to produce RV seats challenged production.

Although Thetford does not manufacture RVs, Pouliot says shortages still challenge the company.

"We have run into supply chain issues relating to raw materials, but overall we've done an excellent job keeping the pipeline full," she says, adding that Thetford remained resilient throughout



TOMORROW

If the last two years have taught us anything, the future is often uncertain. It's been a rough road for all of us, and we appreciate your loyalty and understanding during these times. Our supportive, personal approach continues to drive our customers to a better tomorrow.

With more than 60 years of experience, our future-focused approach provides you with confidence in a partner that will carry you down the road for many years to come.

Our expansive product offering is truly authentic, and through our years of experience, we are the industry standard.

Trust Dexter to get you there time after time.



www.dexteraxle.com





Thetford's new four-wheel Titan Tote makes waste evacuation from a parked RV easy.



A team of workers assemble a Norcold Polar refrigerator at the company's facility in Sidney, Ohio.

the pandemic and has kept product flowing to dealers and customers by adding production shifts to increase capacity and inventory levels.

"Our offices are in Michigan, which was shut down longer than most states," Pouliot adds. "But we returned to working in offices using a hybrid model. Manufacturing and operations are back full time and most of our office staff works 60/40 schedules to allow for extra social distancing," she says.

When Pouliot looks out a few years, she predicts Thetford will remain successful and continue to grow if the company keeps meeting the challenges of a booming industry.

"We will continue to seek growth – and that includes keeping the supply chain full, working on consumer retainment, and addressing the lack of RV technicians in the industry," she says.

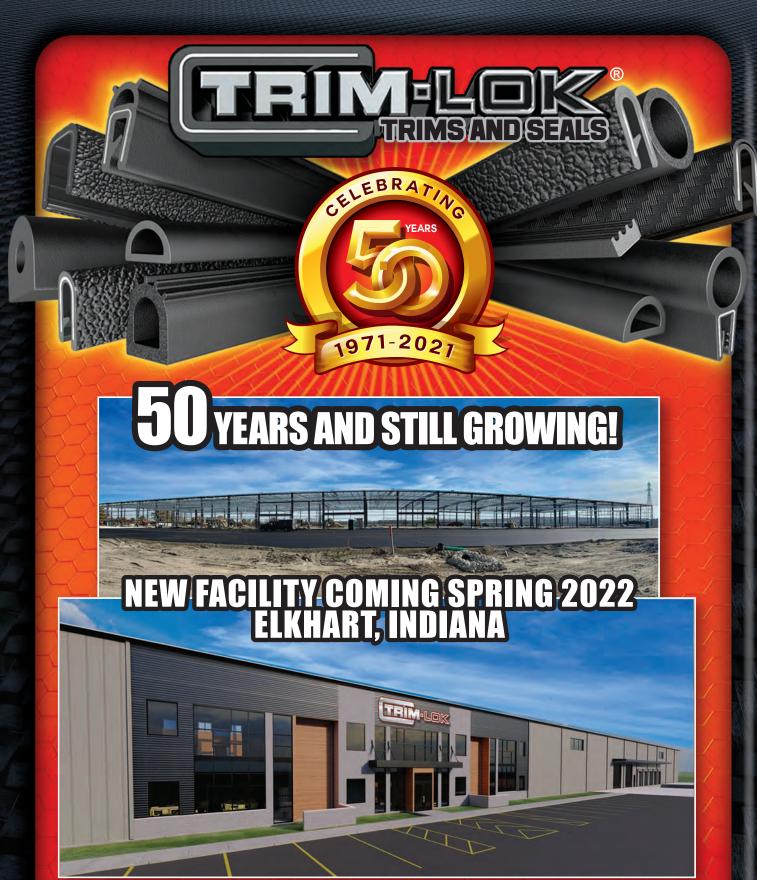
Happy Employees Equal Happy Customers

Employees are not customers, but Thetford sees keeping employees happy as a key part of successful customer relationships, according to Pouliot.

She shares her own story as an example of how the company produces happy employees. She started in 2006 as the director of customer service, then moved on to director of OEM sales. Currently, she is the vice president of sales and marketing in the Americas, a role that includes sales, marketing, customer service and product management.

Her upward trajectory is something any Thetford employee can achieve, according to Pouliot.

"I've always prided myself on being willing to learn and grow within an organization," she says. "I set performance goals for each of my positions and raised my hand when I was ready for more. I encourage my staff to do the same. Those interested in



WWW.TRIMLOK.COM INFO@TRIMLOK.COM

CALL US TODAY! 800-405-2966

6855 HERMOSA CIRCLE BUENA PARK, CA 90260



A Thetford worker is pictured on the company's Norcold production line, where its refrigerators are manufactured.

advancing their careers just need to let me know when they're ready to move up or to develop a new skill."

She adds that "Thetford prides itself in developing talent and promoting from within. In my team alone, I have three direct reports who were promoted to higher-level positions within the organization."

It is opportunities for employee development – and a culture based on *Midwest values* – that keeps

employees with Thetford a long time, according to Pouliot, who notes her 15 years with the business makes her a relative newbie when compared to the longevity of others.

"We have some people who have been here 40 years," she says. Employees live out what Pouliot calls Midwest values internally and externally. These values include entrepreneurial spirit, at ease in challenging times, ownership (being self-reliant), customerfocused, having a passion for winning and being simple and direct.

"We are Midwest nice, but also direct," Pouliot says. "We reflect those characteristics in our corporate values and in everything we do."

The company celebrates and recognizes employees who exemplify those values in annual awards that include recognition for entrepreneurial spirit, exemplifying company values, most customer focused and most passionate.

However, it's one thing to list values but quite another to live them out, she adds, noting it is living them out that translates to better customer service and a premium customer experience.

"Our top value is being customer focused," she says. "It helps us create trust with our customers. We are walking the talk. Getting to know customers better so we can understand and fulfill their needs. We do these things with honesty and real integrity. They know what they are getting when they work with Thetford." ITEL



Thetford is based in Ann Arbor, Mich. The company credits its success in part to its Midwest roots, with a focus on quality and customer service.



Thetford has long been known for its RV refridgerators.





SURGE GUARD® RV POWER PROTECTION

THE INDUSTRY LEADER IN OEM AND AFTERMARKET ELECTRICAL PROTECTION PRODUCTS



120V, 30A 2,450 Joules



34951// 120/240V, 50A 4,200 Joules



120V, 30A 2,100 Joules Surge Guard 50A 44390 120/240 V, 50A 4,200 Joules



Surge Guard 30A 44260 120V. 30A 2,100 Joules



Surge Guard 50A 44270 120/240V, 50A 4,200 Joules



Surge Guard 30A Full **Protection Hardwire** 35530 120V, 30A 2,450 Joules



Surge Guard 50A Full **Protection Hardwire** 35550 120/240V, 50A 3,850 Joules

Check out our new limited lifetime & connected equipment warranties.

Visit rypower.southwire.com for more information.

In-Person Keller Show Prospers

By Tony Kindelspire

The return to a physical show was welcomed by suppliers and dealers alike.



Keller Marine & RV's Mike Keller was happy to see the return of an in-person show.



Kristen Phipps, Thetford's director of sales, helps reps from Meyer's RV make a purchase.

HERSHEY, Pa. – The Keller Marine & RV East Coast Show successfully returned to the Hershey Lodge & Convention Center in November after being forced to cancel last year because of COVID-19.

The mood of the attendees was perhaps best summed up during the opening portion of the show, at a gathering in the ballroom in which certain vendors were allowed to highlight products they brought to the show.

"Our message for you all here today is 'thank you," Deven McCann, sales account manager for Fastway Trailer Products, told the audience. "Thank you for a crazy and very successful couple of years."

Everyone had their own version of *crazy* in 2020. For the Keller show, just hours before it was to begin, Pennsylvania's governor issued a declaration banning any gathering of more than 10 people in one place. Keller Marine & RV President Mike Keller was forced to pivot to an online, three-day virtual show, which he said went off without a hitch. But he is also the first to say it just wasn't the same.

Later in 2020, the company's Florida show did take place at its Tampa warehouse, but overshadowing the show was Eta, a Category 4 hurricane that posed a threat to the area.

Thankfully, there was no such drama this year.

"I like it. I love it," said a smiling Keller on Day One of the show. "Dealers are standing here talking to other dealers. That's what it's all about."

This was the 63rd annual Keller show. Mike Keller's father, George, founded Keller Marine Service in 1958 and the company over time expanded into offering RV distribution.

Both RV and marine offerings were present at the Hershey show, with RV-focused vendors making up about 70 percent of the display booths and marine the remaining 30 percent. In all, there were about 120 vendors and more than 300 attendees representing dealerships from a wide geographic area east of the Mississippi.

"There are a lot of good quality dealerships who are here to buy, which is always great," said Lori Morrow, Mike Keller's sister and the company's secretary/treasurer. Morrow is in charge of bringing all of the show's moving parts together.

Having no show in Pennsylvania last year was tough, she said,





More than 80 people attended the opening of the show, which featured new product presentations from select vendors.

as was watching several long-time businesses Keller works with not being able to hold on through the pandemic shutdown period. That's why the 2021 show felt just a little special, Morrow said.

"We're very blessed with a lot of customers who are very loyal and are like family," she said.

Eric Hahn, director of sales and marketing at Star brite, an Alabama-based company makes a variety of cleaners and other products geared toward the RV and marine industries, estimated that his company has been attending the Keller show for 30-plus years.

"It's a great dealer turnout," Hahn said. "Dealers seem to be stocking up for next year."

The newest product Star brite brought to the show it its Magic Sponge + Scrub, a scrubbing tool that pops on and off a handle easily. It will last about five times longer than similar-looking sponges, Hahn said, due to the product's density.

He said business has been great during this surge in RV popularity over the past year-and-a-half, but it's one particular buyer segment that has really boosted its bottom line.

"I think the new RV crowd is really what's driving our business at Star brite," Hahn said. "Especially on the protectant side."

One of the largest displays at the show was Lippert, which gave prominent play to its subsidiary companies CURT and Furrion, the latter having just joined Lippert this year.

Also featured was display furniture from Thomas Payne, which Lippert partnered with in 2020.

Representatives from Fittry's RV Services in Chambersburg, Pa., were closely examining the Thomas Payne "Seismic Series" of RV



Dealership employees gather to review their purchase orders.



Mike Keller (left) pauses in front of his booth to visit with Joseph Davis of Stoltzfus RV's & Marine.



The one-on-one communication between dealer and vendor is a huge part of the Keller show.



Doug Northcutt (left), national sales manager for Demco, discusses the company's new Recon Manual Slider Fifth Wheel Hitch with a couple of dealer reps.



A Peterson Mfg. Co. rep visits with an attendee on Day One of the show.



Eric Hahn of Star brite shows off his company's newest product, the Magic Sponge + Scrub, which it was highlighting for dealers during the two-day show in November.

furniture that was on-hand: two large recliners with a control console in between them.

"It can go in a Class A, it can go in a fifth wheel – they're good for everything," said Lippert's Jim Klynman.

Over at the Thetford booth, Director of Sales Kristen Phipps said she had been visiting with a solid stream of dealers – many placing orders – since the day before.

"Oh my gosh – it's been great," Phipps said. "I've really enjoyed the intimacy of it. We're getting to meet with a lot of dealers. ... I feel like we've been on a fast for 18 months."

This was Phipps' first Keller show since joining the company and she said she really liked the quality time for interaction the show allowed.

"We're all here – we're all in the same building," Phipps said. "We've broken bread together. I've probably sat at nine different tables since I've been here, just talking with dealers and the Keller folks. And I think the Keller people really get the relationship side of the industry."

Phipps said Thetford brought a lot of interesting products to the show, but the one new one drawing a lot of interest its 15-cubic-foot refrigerator that is the largest in its DC line.

"(Dealers) are buying. I think we learned a lot last year from the shortages."

- Kristen Phipps, Thetford director of sales

"We're selling them like hotcakes," she said.

"(Dealers) are buying," Phipps added. "I think we learned a lot last year from the shortages. So, I think they're stocking up and maybe hedging a little bit."

At the Demco booth, hitches took center stage – especially the company's new Recon Manual Slider Fifth Wheel Hitch. The hitch can be manually extended up to 14 inches to allow for the RV to be maneuvered into a tight space without disconnecting it, and 14 inches is the most travel in the industry, said Doug Northcutt, national sales manager for Demco. Another selling point is the hitch itself is held together by just three pins, allowing one person to easily dismantle and put it away by themselves, he said.

This was Northcutt's 13th year – give or take – at the Keller show, he said.

"It seems to be a little more robust (than past shows)," Northcutt said. "(Dealers) seem to be in a buying mood. ... Nobody's really sure what to expect from the second quarter of next year, but at least they're stocking up on their inventory for the first quarter."

And new products, he added, are getting a warm reception from dealers.

"That's a good sign, too," Northcutt said. "They're willing to try new things."

"Traffic' been pretty good – there's a lot of interest in new products," said Terry Faust, Northeast regional sales manager for Camco. "They're really interested in new products and asking about inventory, you know?"

A year after the last Keller show in Pennsylvania was cancelled, Faust said his company was extremely busy and the pace hasn't slowed yet.

"It's just strong – it hasn't slowed," Faust said. "The Northeast is just ... you think it's going to slow down and it just doesn't."

Another company that's had a gangbuster year is Reliable, a family-owned company that makes a variety of cleaners and other spray products for the RV, marine and auto industries.

Much of the company's focus in 2020 was on hand sanitizer, according to Michael Leibl, vice president of sales.

"We came off a strong year and this year has also been very strong," said Leibl, who made the trip from Oneida, N.Y., to come to the show.

His is a family-owned business, Leibl said, so it's natural he would feel comfortable at a family-run show.

"I've been working there since I was 8," Leibl said. "My brother and I were 8 and 10. My dad is 82 and he's still in there every day."



Q&A with Keller Marine & RV's Mike Keller

By Tony Kindelspire

Mike Keller, president of Keller Marine & RV, was happy to be back hosting an in-person version of the annual Keller show in Pennsylvania in November. He took time out of his busy schedule at the show to speak with RV PRO briefly about the current market and what he sees as the new normal. (Note: The following article has been edited for clarity and brevity.)

RV PRO: What is your overall feeling about the show?

Keller: Better than expected. But also, I guess, you're always trying to measure dealer sentiment. You're talking to people and you get the feel of what's really going on. And I think sentiment's even better than I expected it to be.

Dealers are happier with us than I kind of expected, knowing how hard we've been struggling to get product. They've been very understanding.

I think the biggest (dealer) question today is: 'When will I have the stuff?' – which I totally expected. We've been buying ahead and we knew that was going to be the question, so I think we had good answers for them and I think it was exciting.

RV PRO: Earlier in 2021, people were saying that by the end of the year the supply chain would start to shake loose. It doesn't look like that's happened thus far, does it?

Keller: No, I agree. We're probably 40 percent, or 30 percent, heavier on inventory than where we were last year at this time – but that's still 60 percent less than we want to be. So, we're building inventory as fast as we possibly can, but there's just so many different factors – there's China's involvement, transportation ...

Things that are not component part-related, we're starting to get back into pretty good shape. Obviously, they (parts) are at a higher price than they've been in a long time – inflation's hitting every one of us in different raw materials and things like that. But as I said, I think we're probably still a year away from seeing a fix for this issue.

Then at that point, I think it's still not your father's Oldsmobile. I think it's still a different market, but I think it has more predictability to it. Right now, it's just unpredictable. ... I think it will be a new normal, but I feel like it'll be a predictable normal.

RV PRO: What do you see as you look ahead to 2022?

Keller: I think the biggest key in 2022 will be in meeting customer experience – and I don't mean that by just the product lines you sell. I think it's going to be based on having the right product and selling the *experience* to a customer ... rather than selling them a product.

Most of my life in this industry, we've sold products. But yet, now we have this new breed of customer coming in that is trying to buy an *experience*. They're not really there to buy an RV – they're there to buy a mobile office, or they're trying to find a way to live permanently off the grid. So, rather than us think about selling

product in the future, we need to start thinking about selling the experience.

In the parts department that's really key, because we're the ones that are going to make that experience. The unit itself doesn't make the experience – the way the amenities are put into the unit is the answer.

You get a really nice hotel room and you think, 'I wish I had an ... Oh, wait, there it is.' So, you go, 'Wow, they thought of everything! They thought of all my things I was going to want in my experience. They're all here.' And that's how you keep buyer remorse from happening. That's how you get people to really appreciate the experience.

RV PRO: What are your thoughts about consolidation: both at the dealership level and the supplier level? And how does that effect you as a distributor?

Keller: What that does is, it results in less players. It's typical. If you look at economics and industrial economics – as a market matures, you get less players.

So, obviously the market is maturing, and when anything matures it has more pain. I have more pains in my body than I had at 18 (laughs). Maturing markets have issues of their own – some are cool things, some are good things; others are just things you have to deal with. ...

And it can professionalize an industry, but it can also be detrimental if we get too corporate that we're not paying attention and we want to go with our story rather than the customer's story. I think, as markets mature, that's the biggest factor you have to be afraid of, is not to fall into traps where things become so predictable, so rigid, that we can't be nimble enough to meet customer demands. ...

The good news is there's always economies of scale and growth, and by being a bigger industry by having consolidation, everybody should be buying at a better price, hopefully. Again, that's capitalism, if it works out.

RV PRO: Despite the crazy times, the industry's cornerstone continues to be relationships, correct?

Keller: I think people buy from people. You can have all kinds of cool things – you walk this floor you'll see all kinds of cool computers and neat systems that track everything – but in the end, people buy from people. In the end, they want to know that the people are behind those systems and will take care of them.

The industry, because it is a recreational industry, we sell fun. And as a B2B, we should still be selling fun – to each other.

We have to make sure that we're always thinking about that consumer and their experience – and not thinking about how we sell more of something, but how we make the consumer have a better experience. If we do that, we will sell more of something.

RVE



Take the chill out of winter with an Eberspächer heater!

Even an extreme athlete like Danny MacAskill looks forward to pleasant temperatures in his motor home after a strenuous day of biking. With an Eberspächer heater he does not have to let the weather dictate his routes, which means that he can remain active all year round. His diesel-powered heater also allows him to enjoy the benefits of total independence. He can park wherever he chooses and save gas, space and weight, because he no longer needs any additional propane tanks for heating.





SPECIAL PRODUCT FOCUS:

P.O.P. and Packaging

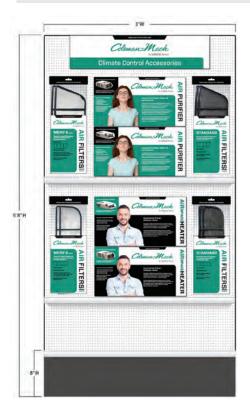
A well-stocked parts department with all the items customers are seeking isn't complete without materials that highlight those items' features and benefits. In this issue, RV PRO spotlights the various options dealers can use to sell products – from planograms and P.O.P. displays to eye-catching packaging.

For more information on any of the products in this section, type the website address that appears below a respective product listing into your website browser. Viewers of the magazine's digital edition can click on any listing to be taken directly to the respective company's website.

POWER CORD DISPLAY

Valterra Products, Mission Hills, Calif., offers its Mighty Cord Display. This heavy-duty metal rack holds bulk cords neatly in individual bins and has a bottom shelf for larger, heavier extensions cords. Locking Wheels also make it easy to maneuver. It includes shelf talkers, so each bin is clearly marked with a photo and information.

www.valterra.com





MULTI-PRODUCT PLANOGRAM FOR AC PRODUCTS

Coleman-Mach, an **Airxcel** brand, Wichita, Kan., offers its new multi-product 3' planogram. The product showcases Coleman-Mach climate control accessories.

www.airxcel.com

4G LTE HOTSPOT

Pace International, Rochester, Minn., introduces its TravelFi Journey1 hotspot. Dealers can purchase a P.O.P. display

with six hotspots included. The product offers pay-as-you-go internet.

www.paceintl.com



SHOWROOM STEP DISPLAY

Lippert, Elkhart, Ind., offers its Solid Step showroom display, which features multiple products from Solid Step accessories to entry door upgrades. The company says it will provide this when dealers purchase a qualifying assortment of specific product lines.

www.lippert.com





THREE-TIER HITCH DISPLAY

Blue Ox, Pender, Neb., offers its Blue-Ox 3-tier hitch display, which allows dealers to display all three Blue Ox weight distributing hitches. Decals include QR codes that lead to the Blue Ox website. One or two hitch displays are also available.

www.blueox.com



LEVEL & STABILIZING PRODUCT DISPLAY

Stromberg Carlson Products, Traverse City, Mich., offers its Base Pad level and stabilizing product. The company says the product chocks wheels, stabilizes RV floors, levels RVs left to right and protects any type of jack.

www.strombergcarlson.com



January 2022 • RV PRO • **51**



RV COVER DISPLAY

ADCO by Covercraft, Valencia, Calif., offers its UV Hydro P.O.P. and packaging. The UV Hydro Designer Series RV Covers packaging stands out on the shelf in full color and is retail friendly. Dealers can promote the UV Hydro with the mini floor display and mini RV display, which features a real-life cover for customers to touch and feel the actual fabric, as well as being able to see the physical features and benefits the cover provides.

www.adcoprod.com



P.O.P. DISPLAY FOR WORK LIGHTS

Tri-Lynx, Irving, Texas, offers its Lynx Camp Rite Lite P.O.P., a sixpack point-of-purchase display for the Lynx Camp Rite Lite.

www.trilynx.com





MOBILE DISPLAY RACK

Southwire, Carrollton, Ga., introduces its new mobile display rack, which includes one side dedicated to Surge Guard and the other side dedicated to a mix of power cords, lights, tools and adapters.

www.southwire.com





NE BLUETOOTH



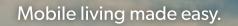
EM BLUETOOTH

- CLOSE FIELD TECHNOLOGY Just push one button to unlock while paired device is near!
- **APP** indicates battery life for Bauer smart locks and tracks locking/unlocking history
- PAIR with multiple devices ... smartphones, smart watches and tablets
- EASY UPGRADE! Fits standard entry door cutouts towable or motorized applications
- ONE KEY! Match the lock to other Bauer locks!
- ALSENTIS HSS TECHNOLOGY Touchpad senses human touch ... wet conditions not a problem!





866-682-2837 bauerproducts.com/bluetooth





THE COMFORTS OF HOME, ON THE GO



DV/ava and laving along the angular of

Dometic 310 & 320 Toilets

RVers can bring along the comforts of home on every adventure with the #1 selling RV toilet. Dometic toilets are comfortable, sturdy, and will make them feel like they never left home.

- Residential look and feel
- Durable, road-tested design
- Powerful swirl-jet flush keeps bowl clean

To learn more, speak with your Dometic rep.

Dometic 310 Toilet

Dometic 320 Toilet





SOLAR MERCHANDISE DISPLAY

Xantrex, Burnaby, British Columbia, Canada, presents its Solar Merchandiser. The merchandiser is designed to enhance a dealership's power aisle with the supplied merchandiser and signage. Most new RVs are pre-wired for solar, allowing customers to add Xantrex solar rigid or flex panels without additional accessories or fuses. The Xantrex solar portfolio includes roof-mounted panels in rigid and flexible forms. Dealers can display the solar offer prominently with a compact, freestanding merchandiser, which is easy to assemble.

www.xantrex.com



STABILIZATION PLANOGRAM

Ultra-Fab, Elkhart, Ind., offers its jack, leveling and stabilization planogram. The display features a comprehensive layout for multiple Ultra-Fab products, including tongue jacks, grip chocks, scissor jacks and more.

www.ultra-fab.com



POWER SECTION HEADER CARDS

Go Power!, Victoria, British Columbia, Canada, offers header cards for dealerships. The 36" header cards showcase solar and inverter sections in dealership showrooms. The cards are designed to be easy to place on shelving units or hang on walls and help define off-grid power sections in a dealer's parts department.

www.gpelectric.com

We Make Great Brands Better



Among the most recognized and highly-respected brands in the industry.



OEMs and End Users rely on our innovation and on-going service to continually improve and enhance the experience for the outdoor enthusiast.

Airxcel brands are recognized as being among the industry's best, both in numerous independent rankings and with end users posting on a range of social media platforms. Some of the our most telling product compliments have come entirely unsolicited.

Airxcel.com

 ● Aqua-Hot■

CLEER VISION

Coleman-Mach

Car

MAXXAIR

dicor products

MCD

Suburban

TEMPERED GLASS

(united shade

vixen composites

Committed Partner

Unparalleled Customer Service

Product Experts





DISPLAY FOR HOLDING TANK PRODUCTS

Camco, Greensboro, N.C., presents the Wild Thing Display for Wild Thing RV Toilet Treatment Droplns. These drop-ins help control unwanted odors and break down waste and tissue in RV waste holding tanks or portable toilets for a more enjoyable camping experience. The drop-ins are septic safe, environmentally safe and 100 percent biodegradable. They do not contain the toxic, formaldehyde-releasing ingredient bronopol. Each bag comes with 10 drop-ins. Made in the U.S.A.

www.camco.net



AIR CONDITIONER P.O.P.

Furrion, Elkhart, Ind., offers its P.O.P. display for the Furrion Chill air conditioner. The display showcases the aerodynamically designed, mid-profile air conditioner engineered with dual-fan technology, an isolated plastic base and lightweight insulated heat exchanger housing. Features include stable temperature controls, improved running efficiency and noise reduction. The Furrion Chill is designed to offer up to 40 percent more efficiency over leading competitive single-fan models, and features comfort control settings such as "sleep mode."

www.furrion.com





DURAPACK

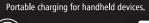
10,000MAH SOLAR RECHARGEABLE BATTERY PACK

- > Easy to stock, easy to sell cash and carry item
- > Stock up before the holidays; excellent stocking stuffers
- Capable of charging cell phones up to 3x per charge
- ➤ Equipped with 2x USB ports, 8-watts of solar and integrated flashlight
- > Ideal for customers who want a little extra backup power
- Great for off-grid grid adventures, or emergency preparedness



Contact your Go Power! Rep for more information.

gpelectric.com







AFTERMARKET RV PARTS P.O.P.

Icon Technologies, Winkler, Man., offers its Aftermarket RV Parts FAST P.O.P. for dealerships, which can identify a dealership as a provider of ICON RV parts.

www.icondirect.com



4' PLANOGRAM

Camp Casual, Clarence Center, N.Y., offers its 4' planograms, which the company says portray a sharp contrast by focusing on its brand-specific colors. The company also says that each section produces its own visual appeal.

www.campcasual.com





Accessories for all your adventures.

No matter the season, you can count on DUO for all of your RV Aftermarket Parts & Accessories.



SHOP NOW

Get your RV New Year ready with DUO.



CONTACT SPECIALTY RECREATION FOR DISTRIBUTION OPPORTUNITIES www.SPECREC.com 619-593-9360





SHOP-DUO.COM





Dicor Products, an **Airxcel** brand, Elkhart, Ind., offers its 4' dealer planogram with a standalone brush display. The product displays Dicor's new RV cleaning care line in various sizes, as well as cleaning brush heads that serve various purposes. The standalone display can hold 12 extension poles in a compact design.

www.dicorproducts.com





LARGE PLANOGRAM FOR SANITATION PRODUCTS

Walex Products

Co., Leland, N.C., presents its large Walex planogram with an eye-catching display of all of the most popular Walex products. The display comes with a 36" by 12" header card and shelf strips, which makes it great for an aisle endcap.

www.walex.com



TV MOUNT PLANOGRAM

MORryde International, Elkhart, Ind., offers its TV mount planogram for dealers to display MORryde's selection of TV mounts. The product comes with all marketing pieces and a full assembled TV mount feature bracket.

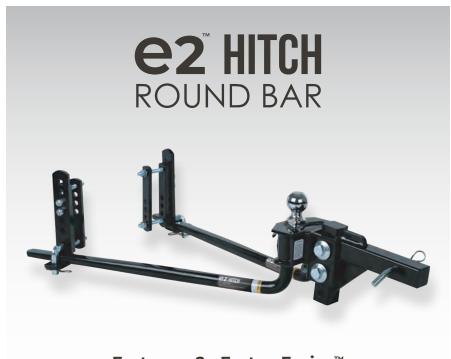
www.morryde.com



DEALER SUCCESS PROGRAM FOR SOLAR

Samlex America, British Columbia, Canada, offers its dealer success program. It is designed to help dealers recommend properly sized solar panel kits and inverter power solutions. The program includes a solar sizing guide, free P.O.P displays, consumer brochures and product training for sales teams.

www.samlexamerica.com



Fastway e2 - Faster, Easier™

fastwaytrailer.com · 877-523-9103









FEATURING:

- Made in the USA
- Locking option deters theft
- · Heavy duty steel construction
- Superior zinc finish protects against corrosion
- Fits spacing 1 3/8" to 17"
- 4-color, USA sourced retail box for attractive display
- · Includes ratchet wrench



MODELS:

28010 - Single

28012 - Double

28014 - Single X-tended

28024 - Double X-tended



www.balrvproducts.com



HEADER BOARDS FOR VOLTAGE BOOSTERS & SURGE PROTECTORS

Hughes Autoformers, Anaheim, Calif., offers a line of point-of-purchase materials to help dealers market its products. One header board focuses on the company's voltage boosters and the other focuses on the Power Watchdog surge protectors.

www.hughesautoformers.com

FLYING INSECT SCREEN DISPLAY

JR Products.

Clarence Center, N.Y., offers its flying insect screens. The company says these screens are easy to install and will protect furnaces, water heaters, and battery compartments from insects and pests.

www.jrproducts.net





MIX & MATCH RV PRODUCT DISPLAYS

Bio-Kleen Products,

Kalamazoo, Mich., offers its mix and match P.O.P. displays, which come in RV- and marinefocused designs.

www.biokleen.com



RV STEP RUG DISPLAY

Prest-O-Fit Manufacturing,

Chandler, Ariz., offers a free-standing four-sided display showcasing its RV step rugs. The company says most displays come with top-mounted graphics indicating product type and branding.

www.prestofit.com

DISH OUTDOORS DISPLAYS

Pace International, Rochester, Minn., offers its DISH Outdoors displays, now including a new showcase of its accessory tray. The product has multiple displays to showcase DISH Outdoors.

www.dishoutdoorsdealer.com



WINDSHIELD WIPER BLADE DISPLAY

Wiper Technologies, a Global Products Co., Greensboro, N.C., offers a freestanding P.O.P. display that holds a large selection of heavy-duty windshield wiper blades for the RV and automotive markets. The blades are available in sizes ranging from 14" to 39". The display measures 61" high by 24.5" wide by 24" deep.

www.globalproducts.llc



DISPLAY STAND FOR HITCHES

Gen-Y Hitch, Nappanee, Ind., offers its Executive display stand to feature its fifth wheel pin box in showrooms. The product is compatible with the Executive king pin and fifth wheel to gooseneck models and features a powder-coat finish.

www.genyhitch.com



RV PAD P.O.P. DISPLAY

Origen RV Accessories, Calgary, Alberta, Canada, presents its new RV SnapPad P.O.P. materials. New retail displays and P.O.P. materials feature updated packaging that is informative and visually in-line with the rest of RV SnapPad's sales collateral, including product catalogs and lane toppers, all designed to create a more cohesive brand experience.

www.rvsnappad.com



WATER HEATER PLANOGRAM

Suburban, an **Airxcel** brand, Dayton, Tenn., offers a 3' planogram for Advantage water heaters. The company says the product can help RVers decide how to improve their hot water generation, whether they opt for tankless or direct fit upgrade porcelain-lined steel storage tanks.

www.airxcel.com

RVP



Forecast 2022

By Phillip M. Perry

Experts say businesses should benefit from a favorable operating environment in the new year as the economy continues to grow at a healthy clip, with robust capital investment and high employment levels offsetting the costs of crippled supply chains and pandemic-related labor shortages.



"We are in the midst of an early economic recovery after the body blow of COVID-19. Though growth will decelerate in 2022 due to fading effects from business

re-openings and past fiscal stimulus, the economy will remain robust."

 Bernard Yaros Jr., assistant director and economist at Moody's Analytics Clearing skies with a chance of showers.

The economic forecast for 2022 promises a largely favorable operating environment for businesses of all sizes as the nation benefits from steady growth in goods and services. Tail winds include a decline in unemployment numbers, rising wages, a booming housing sector, fat corporate profits, aggressive capital investment and generally easy capital sourcing.

"We are in the midst of an early economic recovery after the body blow of COVID-19," says Bernard Yaros Jr., assistant director and economist at Moody's Analytics. "Though growth will decelerate in 2022 due to fading effects from business re-openings and past fiscal stimulus, the economy will remain robust."

The numbers tell the tale. Moody's Analytics expects Real GDP (gross domestic product) to grow at a healthy 4.3 percent in 2022. While that is a bit less aggressive than the 6 percent of the past 12 months, it remains decidedly sunnier than the 3.4 percent pandemic-fueled decline of 2020. (GDP, the total of the nation's goods and services, is the most commonly accepted measure of economic growth. "Real" GDP adjusts for inflation.)

Profits Grow

Businesses tend to benefit from a healthy economy, and Moody's Analytics expects corporate profits to increase by some 4 percent in 2022. While that figure might seem unremarkable in isolation, it represents a hefty advance over the difficult comparisons of 2021, when profits spiked 35 percent. Clearly, business owners are glad



have delivered confident, hassle-free power solutions for RVs across the continent. Whether using pedestal or generator power, IOTA's DLS Series is designed to keep batteries charged and fans, pumps, and other DC loads operating properly for optimal life...We'll help energize the vehicle so owners can focus their energy on recreation!

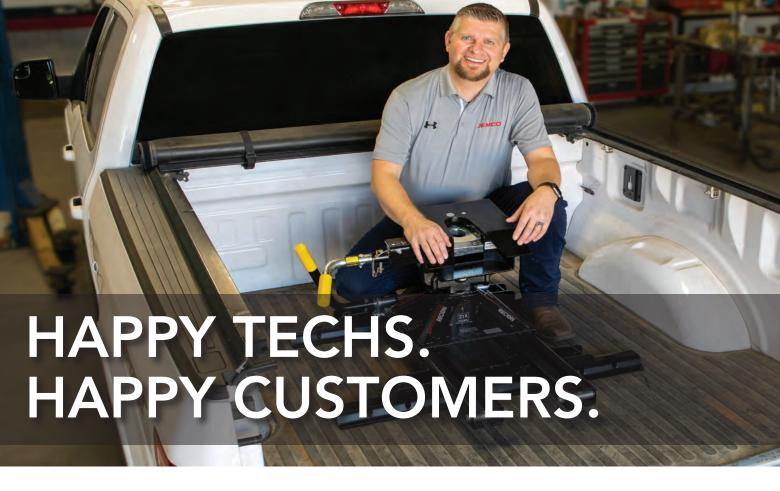
1-800-866-4682 www.iotaengineering.com













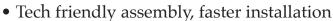






Easy install and removal

Light weight



- 21K lightweight, manual slider easy to handle!
- Arrives in a single box
- Industry leading 14" of travel
- Fits Industry Standard Rails
- Made in USA







to bid adieu to the pandemic-battered 2020, when their profits declined 3 percent.

Headwinds, of course, are inevitable. And 2022 will have its own troubling mix: The peekaboo pandemic. Labor shortages. Crippled supply chains. China tariffs. Nascent inflation. Unsettled consumers.

Yet economists do not expect negatives to prevail.

"While the Delta variant is continuing to do some damage, we expect this wave of the pandemic to soon subside and for any future waves to be successively less disruptive," says Yaros. "Labor and goods shortages will ease as the domestic and global economies increasingly learn how to live in a new pandemic normal."

Furthermore, heftier earnings should help companies weather the coming year's array of challenges.

"Corporate profit margins have been running somewhat above their five-year average of 11.1 percent," notes Yaros. "That should provide some ability to absorb price pressures that have developed from rising commodity prices and global supply chain issues."

Sales Recover

Business owners tend to confirm the economists' sunny reports. "Most of our members have seen a healthy return of revenues and are doing about 90 percent of their pre-COVID business," says Tom Palisin, executive director of The Manufacturers' Association, a York, Pa.-based regional employers' group with more than 370 member companies. "Many have actually gone into hiring mode."

With its diverse membership in fabrication, defense and machinery building, Palisin's association is something of a proxy for American industry.

"Our members are optimistic and expect current levels of demand to continue well into 2022," says Palisin. "They're expecting to continue to hire, as well. Our annual wage and salary survey usually projects between 400 and 500 job openings for the coming 12 months. Now, though, the number is more than a thousand. So, we're looking at a doubling of the usual hiring activity."

Aggressive hiring is improving the nation's employment level, a key driver of the consumer sentiment so vital to the nation's overall business health.

"Unemployment has been declining pretty steadily," says Scott Hoyt, senior director of consumer economics for Moody's Analytics. "Jobs are being added at a rate that prior to the pandemic would be viewed as astoundingly good."

Unemployment is expected to be as low as 4.5 percent when 2021 figures are finally tallied, and should decline to 3.4 percent by the end of 2022, a level not far from the "full employment" conditions of the pre-pandemic economy.

Wage Hikes

Any tight labor market is likely to spark wage hikes – yet another driver of positive consumer sentiment. Today's economy is no exception.

"We have seen a significant increase in wages over the past year – as high as 20 percent to 25 percent for lower hourly entry-



"Most of our members have seen a healthy return of revenues and are doing about 90 percent of their pre-COVID business. Many have actually gone into hiring mode."

 Tom Palisin, executive director of The Manufacturers' Association

level employees or machine operators," says Palisin. Nationwide, increases are running lower, due to normalization of wages in some industries.

"In 2022, we're looking at 2.6 percent growth in the employment cost index, compared with 2.9 percent for 2021 and 2.6 percent in 2020," says Hoyt. (Economists consider the "employment cost index" as the best measure of actual wage rates). Hoyt adds that "any risks to the accuracy of those numbers is probably on the upside."

Wage rates aren't the only component of an employer's labor cost. Toss into the mix a greater number of people employed, a greater number of job positions filled, an increased number of hours worked, and the total comes to what economists dub "wage and salary income." And it's clear that employers nationwide will be shelling out more of *that* in the coming 12 months.

"In 2022, we're looking at about 4.6 percent growth in wage and salary income, coming off a 7 percent increase in 2021, which was up from the 1.3 percent of 2020," says Hoyt.

All that additional income should encourage greater consumer spending, a key driver of a healthy economy. And signs are that people have saved up considerable sums of cash that are ready to be spent.

Throughout 2020 and early 2021, after-tax income rose much faster than had been anticipated prior to the pandemic. The reason was massive fiscal stimulus in terms of federal economic impact checks and expanded unemployment insurance payments. At the same time, consumer spending ran lower than anticipated. "People now have a huge amount of savings," says Hoyt. "Furthermore, consumer credit card borrowing has been weak, leaving consumers more flexibility to borrow money going forward if they choose to."





"In 2022, we're looking at about 4.6 percent growth in wage and salary income, coming off a 7 percent increase in 2021, which was up from the 1.3 percent of 2020."

- Scott Hoyt, senior director of consumer economics for Moody's Analytics

Construction Activity

Given healthy corporate growth, it's little wonder business investment remains robust.

"Our members in general are expanding, building new warehouses and manufacturing facilities and buying new equipment," says Palisin. "We are seeing a special uptick in the automation category because of the labor supply issue."

Nationwide, the picture is the same. Moody's Analytics expects capital investment to increase 8.2 percent for both 2021 and 2022, another welcome rebound from the 5.4 percent decline of 2020. Companies are giving a lot of attention to bolstering their intellectual property infrastructure.

"Investments in information processing equipment and software is well above its pre-pandemic level as businesses have boosted their IT budgets," says Yaros. Higher energy prices have also fueled





'Close to 95 percent of our members are experiencing supply chain issues. More than half say the issues are getting worse."

 Megan Tanel, senior vice president of the construction sector for the Association of Equipment Manufacturers aggressive investments in mining exploration, shafts and well structures.

The economy should also benefit from more spending on commercial structures.

"We're going to see more non-residential construction next year," says Bill Conerly, principal of his own consulting firm in Lake Oswego, Ore. "It will be strongest probably in warehouses and light industrial, but also suburban offices. Early indicators, like the Architectural Billings Index, are looking positive."

This will be a welcome change over recent flat activity, which Conerly attributes to the long lead times characteristic of such projects, and a scarcity of new initiatives in the early days of the pandemic.

"Early in 2020, nobody was signing papers to acquire land or do new projects," he says. "So, what we see going on now are projects that were planned pre-pandemic or with short lead times."

Fueling the trend: Ready money.

"For the most part, our companies are able to access funds for hard capital investments and lines of credit," says Palisin. "Financing has loosened up since a year ago when everybody was in a high state of uncertainty."

On the residential side, housing starts have been running about 20 percent higher than pre-pandemic levels, according to Moody's Analytics. The prediction is for full steam ahead. "Annual growth in housing starts will remain strong because of favorable demand-side factors, namely demographics and excess savings," says Yaros.

Increases for 2022 are expected to top 12.9 percent – very aggressive by historical standards and only lower than the previous year's 15.3 percent increase because of temporary supply shortages.

Eager consumers are bidding up the prices of single-family homes, and a general easing of mortgage lending standards is helping grease the skids. Housing prices for 2021 are expected to jump 15.6 percent – a considerable improvement over the previous year's 9.8 percent. As for 2022, Moody's Analytics expects increases to decelerate to 1.4 percent, thanks to difficult year-to-year comparisons.

Scarce Workers

The generally favorable economic forecast is not without its clouds. As most employers will attest, today's ambitious hiring initiatives are colliding with a scarcity of candidates.

"Our members are having difficulty finding enough workers, especially for entry-level jobs," says Palisin. "The average time-to-hire has doubled from what it was prior to the pandemic. This will certainly impact our member's ability to take on new work or provide on-time delivery."

Nationwide, job openings recently topped a record-shattering 11 million – a huge increase over the 7 million pre-pandemic level.

"The No. 1 concern of businesses going forward will be finding qualified labor," says Yaros. "There have never been so many open positions across every industry and government, but the need for more workers is especially acute in manufacturing, transportation, educational services, healthcare, and leisure and hospitality."



POLAR®Elite N15DC



Ready for the Road

Engineered for adventure, styled for home



DC Compressor Convenience

15 cu. ft. of storage in the same cutout as a 12 cu. ft. RV refrigerator



Energy Efficient

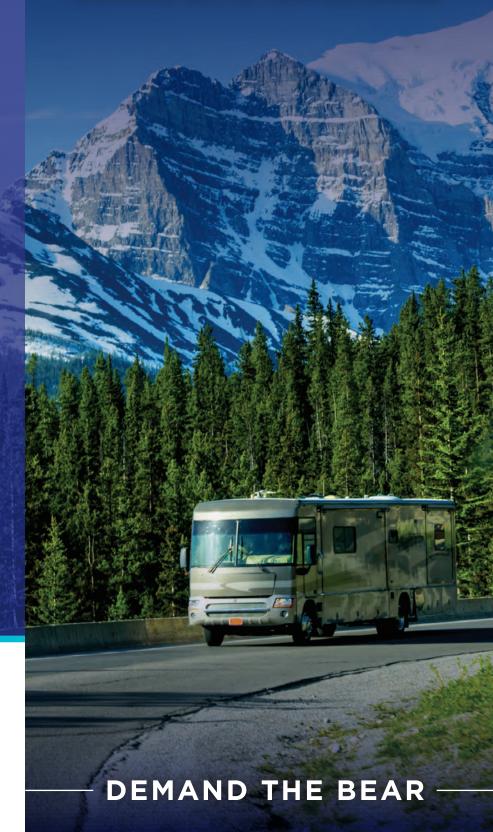
Capable of running up to 27 hours on a single battery charge



Visit NORCOLD.COM to learn more

Big Adventures

DEMAND ELITE PERFORMANCE







The reasons for the scarcity are diverse.

"There has been a significant drop-off in labor force participation as folks were forced into retirement or are staying home to deal with childcare or other dependent care issues that are more difficult to handle in the current environment," says Hoyt. Some fear the risk of workplace infections. Others are not finding exactly the job they want. And many pandemic-shocked people are reassessing their life missions and pursuing new ventures.

A number of factors may help relieve the labor crisis in 2022. These include the end of bonus unemployment insurance, a declining effect from stimulus payments, an abatement of infections and a return to in-person schooling.

Supply Chains

The tight labor market is helping fuel another business headache: A global breakdown in the efficient distribution of goods.

"Most of the time the root cause of supply chain disruption is a lack of sufficient workers," says Conerly. When people aren't available to do the work, efficient production and transportation fall by the wayside. Cargo ships are piling up at ports, causing delivery delays and leading to widespread price increases for supplies.

The supply chain imbroglio has engaged a broad spectrum of industries.

"Close to 95 percent of our members are experiencing supply chain issues," says Megan Tanel, senior vice president of the construction sector for the Association of Equipment Manufacturers (AEM). "More than half say the issues are getting worse. There are transportation bottlenecks, materials and component shortages. For the vast majority of our members, these issues are both domestic and global. And they are causing huge constraints on production."

The increased costs resulting from order backlogs and delivery delays are only exacerbated by the China tariffs. While businesses were expecting some relief from the Biden administration, so far there has been no move to change the status quo.

"Tariffs on Chinese goods will likely continue," says Conerly. "In fact, given the friction between the U.S. and China, it's possible we could even get additional ones."

The double whammy of supply chain disruption and China tariffs are causing some businesses to look at alternative regional or local sources.

"Many businesses are no longer relying on any single supplier or global region for goods and services," says John Manzella, a consultant on global business and economic trends, based in East Amherst, N.Y. "They are building more diversified and reliable supply chains. Instead of buying in scale from two very large Chinese suppliers, they might buy in smaller increments from a half-dozen suppliers located in different regions of the world. They may also utilize more long-term warehousing facilities. This strategy, which adds costs but reduces risk, will be extremely beneficial in protecting against the next pandemic, black swan, or trade war."

Finding alternative sources, though, can be easier said than done.

"Many businesses that would like to source domestically can't find any vendor in the United States that can match Chinese prices," says Conerly. "And Chinese companies have improved the quality of their goods significantly."

Adding to this litany of woes is the Chinese government's increasingly heavy-handed control of industry, says Palisin.

"Some of our members are asking, 'If we have a critical supplier in China, how likely is it that the government will step in and intervene in that company, which could impact us getting access to our components?"

The Year Ahead

As businesses enter the early months of 2022, economists suggest watching a number of leading indicators for an idea of how the year will go. The first is the state of consumer confidence – a vital driver of the nation's economy.

Given favorable wages and income trends, one might expect that consumers are feeling fairly good. In the closing months of 2021, though, the attitude of the American public was surprisingly unsettled.

"It really is difficult to get a good sense of consumer confidence in the current environment," says Hoyt. One reason, of course, is the unclear path of the pandemic.

Read What the Experts Forecasted for 2021:

https://nbm.uberflip.com/i/1320550-january-21/72?

But another is the recent spike in fuel prices, sparking fears of inflation.

How the public reacts to the shape-shifting virus should be more apparent in the opening months of 2022. So should changes in the currency's purchasing power.

"Inflation will be the key financial statistic to follow early in the year," says Yaros. Moody's Analytics calls for the Core PCE Price Index to moderate to 2.2 percent in the fourth quarter of 2022 as the effects of past fiscal stimulus fade away. (The Core PCE Price Index excludes energy and food prices and is the Federal Reserve's preferred measure of inflation).

Businesses should watch for any higher levels of persistent inflation that might cause the Fed to increase interest rates – a move

Moody's Analytics does not anticipate before 2023.

Yet another leading indicator will be the return-to-work trend.

"More people getting back on the job would confirm a strong 2022," says Conerly. "Are employers getting the workers they need? Are people earning more money to spend?"

Finally, a nonfinancial force may be more important than anything else.

"The damage done by the Delta variant has taught us that the pandemic is still alive and has the potential to disrupt economic activity," says Hoyt. "Early in 2022, the leading data will be about COVID-19. What are the trends in vaccination rates? Infections? Hospitalizations? Deaths?"

Experts say favorable answers bode well for a robust year.



Look Better to Sell More

Implementing best practices for your parts and accessories department means a lot more money in your cash register.



By Linda Cahan

Linda Cahan is the president of Portland, Ore.-based Cahan & Co., a consulting firm that works with retailers of all sizes and categories to improve their bottom line through creative, affordable and appropriate visual merchandising, store design and renovations. For more information, visit www.lindacahan.com.

est practices" has become the buzz term for how to do something right to get the best results. In retail, figuring this out is pretty simple. Some fixes are free, others are easy, and the ones you tend to avoid can be time-intensive and costly to implement. The plus to making changes to your dealership is simple – when things look better, they sell better.

Too often, I see RV showrooms that look great while the parts department looks dim, messy and uninspiring.

Parts and accessories are often small, annoying and difficult to merchandise. Individually, some parts are profitable while others have low margins. The usual incentive is to devote your energy toward the "big stuff" – the RVs – and offer the rest as a favor to your customers.

However, selling parts and accessories is not a favor – it's a vital part of your dealership and the customer experience. So, are you

> going to send your customers to another dealership to buy what they need to have a safe, comfortable and complete RV experience?

> Odds are, once they go somewhere else, you've potentially lost them for service as well – especially if that "other" dealership has friendly people and they feel welcomed.



Parkrose Hardware in Portland, Ore., had a talented stock man who was happy to have a creative outlet. He did drawings on many of the endcaps using liquid chalk markers. Note how he created electric poles just by outlining them in green and coloring the moon behind them.

Establishing Best Practices

To create your own best practices, first do an instant analysis of the two areas. Often, they are side-by-side or in the same general area. If not, do two analyses.

Holding a pen and pad of paper, walk up to the entry

point of your parts/accessories area. Scan the area from side to middle to the other side. Within 30 seconds to 1 minute, write down the first five things you see. Then, ask everyone else you can find to do the same thing. This exercise will give you the information you need to analyze how people perceive these areas.

Lights: Often, dim lighting is an issue. While soft lighting can work in your showroom as the lights inside the RVs are bright, dim lighting in the parts/accessories areas kills sales. We are all animals, and as such, the first two things we notice simultaneously as we enter an area are the smell and the light level. Smell shouldn't (I hope) be an issue for you, unless your store has a mildew or mold problem.

But the light level can be a huge issue if people feel it's too dark. As we age, starting in our early 40s, the rods and cones in our eyes start to die, making it more difficult to see color on color. For example, brown type on a green paper feels perfect for a camping sign but there isn't enough contrast between the two colors for the sign to be easily read in low light. Black or a deep color on white or cream is best, even in good light.

If your store has only fluorescent lights, look up to see if you have a "polka dot" ceiling. This not-so charming look is created by mixing full spectrum, warm and cool fluorescent tubes with new and old, faded tubes.

The warm-toned bulbs look yellow-ish, the cool bulbs are blue-white, and the full-spectrum can look extra white and bright. Older bulbs have faded and seem dim and slightly gray.

Fluorescent tubes start to fade once they're installed. Over time, they will be producing about half the light they started out with.

As the light dims slowly over time, you probably won't notice it unless you're away from the store for a few weeks and come back with a "fresh eye." A polka-dot ceiling looks unprofessional and tacky and will reflect on the perceived quality of your merchandise.





The best protection for your journey.™

equalizerhitch.com · 800-478-5578



ZS YEARS OF SAFETY



BETTER TRAINERS. BETTER RESULTS.



✓ Better Scheduling ✓ Better Productivity ✓ Better Profits

How does your performance stack up to industry guides? Find out by scheduling your Profit Potential Analysis Now!

888.553.0100



rvdealerprotraining.com

results@dealerprotraining.com

To fix this issue, figure out which type of bulb you want to use for your store. Either take the plunge and replace all the bulbs that don't match at the same time or, as bulbs burn out, replace them with the new, matching bulbs.

Your store will look *far better* if you replace all the bulbs at once. And you may be able to receive tax credits if you donate the used bulbs (in boxes).

Meanwhile, fluorescent bulbs contain mercury and are highly toxic if they break. Keep the original boxes for the burnt out or faded bulbs. This will protect both them and your health.

If you are using compact fluorescent bulbs in any overhead recessed lights, you are getting just a tiny bit of light on the selling floor, as these bulbs are meant to glow – not project light.

They don't throw decent light and the stores that have done this look dark, dim and dingy.

If you want your store to sparkle and sell, consider LEDs. If you have incandescent or halogen bulbs, many states and counties are offering decent rebates to replace them with LED lighting. Studies have been done that show that you actually lose money every year you don't switch from incandescent lights to LEDs. The payback is far less when you switch from fluorescent lights to LEDs. The plus of the LED lights is they can be dimmed and are directional, unlike fluorescents, which glow 360 degrees.

If your store only has fluorescents at present, you may want to add a few tracks of LEDs around your accessories area or on focal walls to brighten up the store. Install the tracks 3 feet out from the face of your wall fixtures and between 3 and 4.5 feet up from the top of the wall fixtures. This will give you the best lighting for your walls and the best bang for your buck.

Focal Areas: Your focal areas may be a blank wall, a straight aisle that leads to a wall or door, the cash/wrap area or perhaps end caps for your accessory's gondolas.

A focal wall is most often at the end of a merchandising sight line or, what the customer sees when standing in one area and looking straight ahead. A focal

72 • *RV PRO* • January 2022 rv-pro.com

wall is similar to a mannequin in that it shows a complete outfit or, in the case of RV retailers – a vendor story or concept. These are good areas for a tall vendor fixture with related merchandise on the wall shelving. Or create a selling space by identifying a typical problem or process and put all the merchandise needed to solve the job in the same area. Add a wall sign about 6 feet up from the floor that identifies what the problem is and then have the solution(s) below. Smaller goods go higher, larger ones go lower.

Endcaps: Once you identify your focal areas, you have the opportunity to recreate these into major selling spaces. If any of your focal areas are endcaps, consider chalkboard signs above the merchandise on the endcap.

You may have someone artistic among your staff that can create clever drawings and/or signage using chalk ink. Your staff

consists of many lower paid people as well. That may be where you find your artist. Please give them extra money to add décor and delight to your focal areas.

Merchandising: Neatness counts! Imagine you are OCD – obsessive/compulsive. Make sure all the labels are facing in the same direction. Pull all the merchandise out almost to the edge of the shelf and have all the front row merchandise the same distance from the edge.

When stock is low, spread the boxes/cans/containers apart equally so that they take up more shelf space. If you are out of stock for an item, take the sign for it off the face of the shelf and fill the blank area in with duplicate merchandise. Or, leave the sign on the shelf and type up and print a small sign and place it where the merchandise would normally go. It should tell customers when it will be back in stock – or your best guess.



Here is another excellent endcap presentation at Parkrose Hardware. The graphics tell the story, working with the cleaning products below.

The RV parts and accessories business has very seasonal accessories/additives. Figure out which is your "power aisle" – the one most people travel down when they enter the area – and stock your seasonal

CONTINUED ON PAGE 76



PRODUCT HIGHLIGHTS









superspringsinternational.com





TRUTRACK" 2P WEIGHT DISTRIBUTION HITCH

- Two distinct points of sway control, working together to keep trailer aligned
- Integrated sway control reduces sway and levels the vehicle and trailer
- Adjustable brackets provide fixed support unlike spring bar chain models











Entirely manufactured in Indiana...not just imported and "assembled" in the US. For over 40 years, we have gone the extra mile to provide our dealers with high quality, USA-made products you and your customers can stand behind.

www.pullrite.com





PRODUCT HIGHLIGHTS









Look Better to Sell More

CONTINUED FROM PAGE 73

accessories, chemicals, etc., down that aisle so customers can find what they most need when they need it. Sign the area with "Winterize" or "Let it Snow!" or something far more clever.

Vendor Displays: These can range from shelf displays to huge, space-consuming behemoths that take over your store. If you have very limited space, you have to do a cost/space benefit analysis to see if the money you will make from this display will be worth the loss of the products you'll have to take off the selling floor to fit it in.

You may have some merchandise that's old, doesn't sell and is a space-killer. That makes the decision easy.

What's not easy is if everything you have is doing well and you know you'll also do well with a new, very large vendor display. Sometimes, your front window area is the perfect spot for a well-designed but very large vendor display. You can't put shelving there, so you may as well get sales out of that area with an unwieldy sway bar or other large display.

If the back of the display is blank and that can be seen through the window from the outside, turn it so the side shows instead, or adhere some signage or graphics neatly onto the back of the display. Ask the vendor if they have anything to put on the back that works with their image and brand. Blankness in a window or on the selling floor is a negative for your store and their brand.

Walls: If you have white walls, they may need to be washed or repainted at least every other year. Definitely washed once a year.

While it doesn't have to be expensive, it can be time-consuming to move merchandise to make it do-able. Dirty or stained white walls – or any color walls – visually degrade the perceived worth of your merchandise and your ability to help maintain expensive RVs.

Adjust your thinking to see your parts and accessories as a BIG part of your profits – not just an add-on. Done right, your parts department will make enough money to send your kids to college.



Chill Out When You're In.

Travel and explore in five-star comfort with the Furrion Chill. Aerodynamically designed, mid-profile and powerful, this air conditioning system brings high cooling capacity and ultra-quiet operation to life ...RV life.



High cooling capacity, cools RV down faster (14.5K or 15.5K BTU)

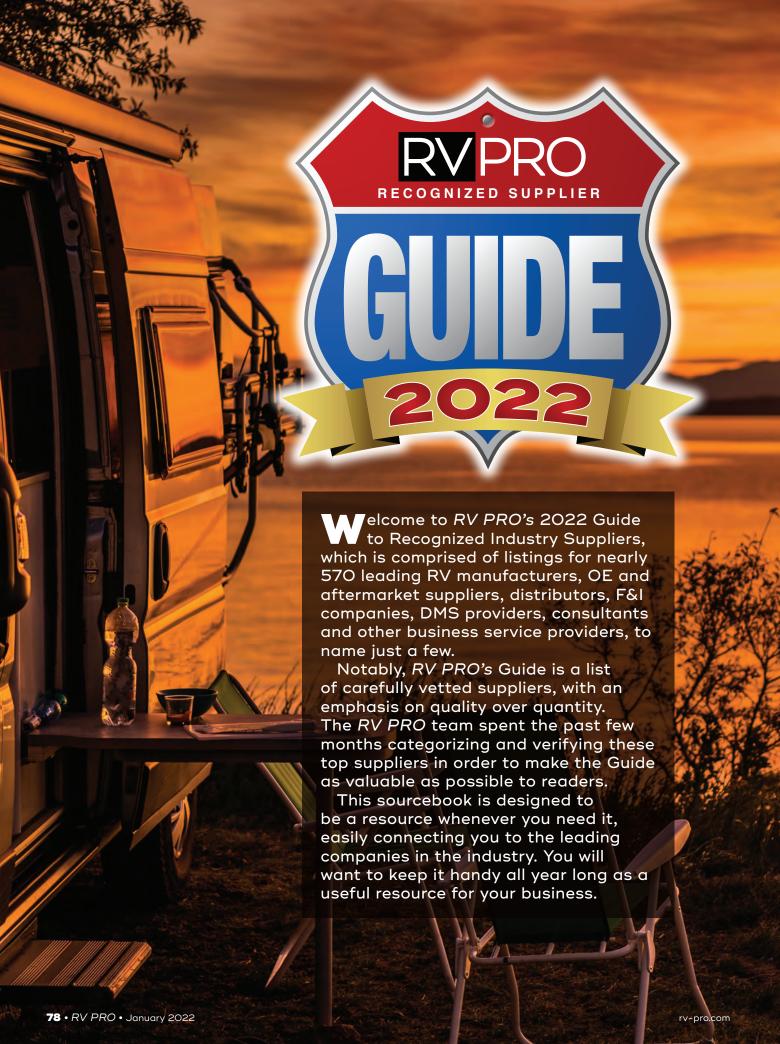


Ultra-quiet for enhanced comfort



Dual-fan technology with high energy efficiency ratio (EER)





50 STATE DMV

Service Provider

Out-of-state title and registration for RV dealerships. Guaranteed fee calculations.

653 Utah Ave Ste B Las Cruces, NM 88001-9000

www.50statedmv.com 844-522-5967 • 575-208-1368

A WORLD OF TRAINING

Service Provider

A World of Training is the result of years of training in diverse arenas, including the RV industry. This experience has uncovered the need for customized training programs. We are now able to supply training solutions to clients with various needs.

4523 River Close Blvd Valrico, FL 33596-7844

www.aworldoftraining.com 866-238-9796

AAMP GLOBAL

Supplier

Global manufacturer of mobile aftermarket technology for consumer and commercial vehicles.

15500 Lightwave Dr Ste 202 Clearwater, FL 33760-3505

https://aampglobal.com/

ABC MARKETING INC

Service Provider

ABC Marketing has deeply-rooted relationships and more than 60 years of combined experience in OEM markets. ABC has always been known for offering higher quality products. Our services are known in the industry to add value to our customers.

4800 Eastland Dr Elkhart, IN 46516-9640 www.abcmktginc.com 574-293-9399

CO RV AN ANDERSON

Supplier

Supplier of water service panels.

1629 W Bobo Newsom Hwy Hartsville, SC 29550-4721

www.abcorv.com 843-616-4625

ADCO BY COVERCRAFT (SEE LISTING BELOW)

ADJUST-A-BRUSH

Supplier

At Adjust-A-Brush, we use only the highest quality materials when manufacturing our products. Our brushes are lightweight and offer exceptional strength and durability for

unlimited practical uses around RVs.

10445 49th St N Ste B Clearwater, FL 33762-5036 www.adjust-a-brush.com

727-571-1234

ADVANCED ACCESSORY CONCEPTS

Supplier

The group that formed AAC has a combined 50-plus years of experience in the design, development and cost-effective manufacturing of unique accessory components. We currently offer our safety BLU TPMS to the RV market.

4250 Commercial Ave Ste 888 Portage, MI 49002-9786 www.aacbrands.com

951-339-1460

ADVANCED AFFILIATES

Supplier

We are a provider of hardware, tools, handles and bathroom/lighting fixtures for the RV industry.

1938 Eisenhower Dr S Goshen, IN 46526-6130 www.advaff.com

574-534-0656

ADCO BY COVERCRAFT

SUPPLIER

ADCO produces the best quality RV protective covers and accessories

29115 Avenue Valley View Ste B Valencia, CA 91355 www.adcoprod.com 818-298-9883

COMPANY PROFILE: ADCO is the source for the best custom and universal RV protection. We have produced more than 20 million protective covers for RV and automotive. ADCO's quality, value and uncompromising customer service are second to none. ADCO has been a part of the Covercraft family since 2017 and is always Protecting The Things That Move You™



ADVANCED SYSTEMS GROUP

Supplier

Whether on water or on the road, delivering an optimal user experience is at the heart of ASG's business. It's why we are proud to be the world's leading supplier of products and integrated systems to the marine, RV, and specialty vehicle industries.

N85W12545 Westbrook Crossing Menomonee Falls, WI 53051-3330

www.oneasg.com/ 262-293-0600

ADVANTAGE PRESSUREPRO



Supplier

The originals in direct TPMS, Advantage PressurePro remains a trusted and proven provider of tire pressure monitoring solutions. Arming drivers with real-time tire data, PressurePro adds safety and savings to every road you travel.

205 W Wall St Harrisonville, MO 64701-2356

www.pressurepro.us

800-959-3505 • 816-925-0284

AFFILIATED RESOURCES LLC

Supplier

Affiliated Resources is a primary supplier to RV/OEM manufacturing with nationwide manufacturing, warehousing, and distribution.

5 Centerpointe Dr Ste 530 Lake Oswego, OR 97035 www.affiliatedresources.net

AIM WHOLESALE INC

Distributor

503-943-2901

Aim Wholesale warehouses and distributes more than 12,500 RV-related parts and accessories. We are consistently increasing our product line and bringing you new products each and every week.

2757 E Chambers St Phoenix, AZ 85040-3600

www.aimwholesale.com

800-266-4554 • 602-269-5729

AIMS POWER INC

Supplier

AIMS Power has long been known for offering quality power inverters. We have expanded our product line to include inverter chargers, converters, solar panels and install kits. We can design the perfect solution for any application.

9550 Gateway Dr Reno, NV 89521-8924 www.aimscorp.net

775-359-6703

AIR LIFT CO

Supplier

Air Lift Co. provides aftermarket air suspension upgrades for trucks, vans, cars, and RVs that work to eliminate squat, trailer sway, bounce, and poor headlight aim for a safer towing and hauling experience.

2727 Snow Rd Lansing, MI 48917-9595 www.airliftcompany.com 800-248-0892 • 517-322-2144

AIRLINE MOBILE HOME AND RV SUPPLY LLC

Supplier

We offer mobile home and RV equipment and parts, including accessories, doors, windows, tubs and A/C motors.

5956 Airline Hwy Baton Rouge, LA 70805-3201 **No website**

225-356-3487

AIRSTREAM INC

RV Manufacturer

Airstream is based in Jackson Center, Ohio, where a team of skilled craftspeople hand builds each travel trailer and upfits every Mercedes-Benz touring coach, adding daily to the brand's reputation for quality and innovation.

1001 Pike St Jackson Center, OH 45334-6066

www.airstream.com 937-596-6111

AIRXCEL INC (SEE LISTING ON PAGE 82)

ALDE

Supplier

Alde Intl. Systems AB is a world-leading company that develops, manufactures and markets heating systems, primarily for mobile living.

2800 Harman Dr Elkhart, IN 46514 www.alde.us

www.alde.us 877-860-9814

ALLIANCE RV

RV Manufacturer

Our vision is to create a product driven by customers, through their experience and input, and execute on those ideas at the highest level. Innovation and product development is best done in collaboration with the RVing community.

301 Benchmark Dr Elkhart, IN 46516-0001 www.alliancerv.com 574-218-7165

ALLIED LITHIUM BATTERY

Supplier

Our batteries are a "drop-in" replacement for lead-acid batteries. They require no maintenance, are one-third the weight of lead-acid batteries, last 3,000 to 5,000 cycles and are fast charging. Installation is simple; just use your existing cables and charger.

1510 Fairview Ave St Louis, MO 63132-1302 www.alliedlithium.com 833-949-0025

ALL-RITE CUSTOM MFG

Supplier

All-Rite manufactures custom aftermarket parts for the RV, specialty vehicle and limousine industries, including windows, baggage doors, basement doors, entry doors, skylights, tanks, siding and more. Most products are built in 24 to 48 hours.

1500 Shelton Dr Hollister, CA 95023 www.all-rite.com 831-636-9566

ALPHA SYSTEMS INC

Supplier

Alpha Systems provides plastic products, roofing and flooring membranes for the RV industry.

5120 Beck Dr Elkhart, IN 46516-9512 https://alphallc.us/ 800-462-4698 • 574-295-5206

ALUMINUM TRAILER CO

RV Manufacturer

As your needs change — so does your ATC RV. ATC offers the industry's first configurable furniture track system that allows you to easily move or remove your furniture.

751 N Tomahawk Trail Nappanee, IN 46550 https://atctrailers.com/ 877-441-2440 • 574-773-2440

AMERICAN BOLT & SCREW

Supplier

American Bolt & Screw is the premier source for commercial-grade fasteners, nuts, bolts, screws and hardware. For more than 60 years, ABS has set the standard for quality, value-added services, and superior customer service.

600 S Wannamaker Ontario, CA 91761 www.absfasteners.com

800-322-4050 • 909-390-0522



AMERICAN BRASS

Supplier

American Brass Mfg. has been manufacturing quality faucets and plumbing parts for almost 120 years. We believe in durability, ease-ofturn, quality materials and everything needed for outstanding, long-lasting faucets and

5000 Superior Ave Cleveland, OH 44103-1299

www.americanbrass.com 800-431-6440 • 216-431-6565

AMERICAN GUARDIAN Warranty Services Inc/AGWS

AGWS offers a full suite of coverage options for virtually every style of motorhome and towable, including diesel RVs, Sprinter chassis, Monaco Coach, travel trailers, fifth wheels, pop-ups, and slide-in campers.

4450 Weaver Pkwy Warrenville, IL 60555-3253

https://agws.com/extended-warranty-service-contracts/rv/ 800-579-2233

MERICAN TECHNOLOGY OMPONENTS

ATC is a driven, innovative, manufacturer providing products and services across multiple industries. From concept to design, from tooling to finished product, American Technology Components Inc. is a one-source manufacturer.

2905 LaVanture PI Elkhart, IN 46514-8233

www.atcomp.com

800-238-2687 • 574-262-1258

AP PRODUCTS

Supplier

AP Products has been supplying the RV industry with quality replacement parts since 1992. From hardware, lights and accessories to adhesives, sealants and braking systems, we provide a wide range of replacement parts for our clients.

200 Jay St

Coldwater, MI 49036-2175

www.approducts.net

800-417-2477 • 517-278-8521

AQUA VIEW INC

Supplier

Showermi\$er is a freshwater reclamation system that recirculates unused fresh water before it ever goes down the drain, saving money and extending your fresh and gray water tank capacities up to 40 percent without changing tanks or adding weight.

31915 Rancho California Rd #200-140 Temecula, CA 92591-5132

http://aguaviewinc.com 714-485-5904

AQUA-HOT AN AIRXCEL BRAND



Supplier

Aqua-Hot offers a variety of products and solutions for your comfort. If you are looking for the perfect RV heating system, we have got it. We offer solutions for diesel-, propane- and natural gas-powered vehicles, all utilizing hydronic heating.

7501 Miller Dr Frederick, CO 80504-5573

www.aquahot.com

800-685-4298 • 303-651-5500

AIRXCEL INC



SUPPLIER

Airxcel is a holding company of quality brands with operations in North America and Europe, which is a committed partner to our employees, customers, suppliers, financial partners and communities in which we

3050 N Saint Francis St Wichita, KS 67219-4045 www.airxcel.com 316-832-3400

COMPANY PROFILE: Airxcel is a leader in the RV industry with a long track record of success and decades of supplier-of-choice recognition. The Airxcel family includes 10 of the industry's most respected brands in the recreational vehicle market, each one expertly crafted to ensure a better RV experience. Airxcel serves both OEMS and the aftermarket with a wide range of specialty RV products including heating, cooling, and ventilation systems; window shades and window glass; sealants and RV cleaners; cooktops and kitchen appliances; as well as composite panels and exterior systems.

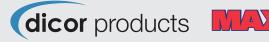
Better Brands. Better Experiences.









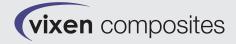














ARC REPRESENTATION

Service Provider

Representation of dealer, distributor and supplier for the purpose of growing sales. ARC offers education, merchandising assistance and problem-solving in an effort to help you make more money.

19308 SW 15th Ave Newberry, FL 32669-3131 http://arcrepresentation.com 404-754-8928

ARMORCOAT USA

Supplier

ArmorCoat Paint Protection Coating is a revolutionary spray-installed clear bra system designed to protect painted surfaces in high-wear areas of vehicles that are prone to chipping and damage.

PO Box 3974 Missoula, MT 59806-3974 www.armorcoatusa.com 406-728-5051

ARMSTRONG FLOORING

Supplier

An industry-leading manufacturer of innovative flooring products focusing on design, performance and durability for the home and commercial applications.

1770 Hempstead Rd PO Box 10068 Lancaster, PA 17605-0068 https://armstrongflooring.com 717-327-1255

ARROW DISTRIBUTING INC

Distributor

Arrow has a proud heritage of top-notch customer service. We are a family-owned distributorship that values our employees and customers. We are deeply committed to the RV and MH industries.

11819 | St Omaha, NE 68137-1213 www.arrowdist.com

800-228-1001 • 402-330-3322

ARTERRA DISTRIBUTION (SEE LISTING BELOW)

ASA ELECTRONICS

Supplier

Since 1977, ASA has built a reputation for developing mobile electronics specifically designed and tested to withstand the rigors of RV environments. Our brands include Jensen, Voyager, Advent, iN-Command, Klipsch, Polk and Marine Audio.

2602 Marina Dr Elkhart, IN 46514-8642 www.asaelectronics.com 800-688-3135 • 574-264-3135

ATIA RV

RV Manufacturer

Nearly three decades of RV manufacturing experience, we believe that your expectations and our innovative products should complement each. Modern, affordable and the ability to customize your coach, Atia RV intends to be an ever-evolving manufacturer.

106 Wayne St Middlebury, IN 46540-9220 https://atia-rv.com 574-606-2042

ATLANTIC RV DEALERS ASSOCIATION

Service Provider

ARVDA provides industry advocacy, membership services, logistical support for events and advisory services to the Board of Directors of the association.

604-5657 Spring Garden Rd Box 142 Halifax, NS B3J 3R4 CANADA

www.arvda.ca 902-425-2445

ARTERRA DISTRIBUTION

SUPPLIER

Arterra Distribution develops leading-edge solutions for the RV industry. These innovations, which are sold under the WFCO Electronics brand, have become the industry standards, making it one of the most trusted names in the RV industry.

2021 Aeroplex Dr N Elkhart, IN 46514-1693 http://wfcoelectronics.com/auto-detect 877-294-8997

COMPANY PROFILE: Arterra Distribution is the RV division of the WFCO group, and is a family-owned company that has been providing technologically advanced and innovative quality power products for more than 40 years. Our power product line-up includes converters, inverters, energy management, transfer switches, and new lithium-ion products.



THE HEARTBEAT OF TODAY'S RVS



ATLAS TRAILER COACH

Distributor

Atlas Trailer Coach Products is a national warehouse distributor of parts and accessories to the RV industry. Established in 1970, Atlas is a privately owned company with more than 10,000 parts and four warehouses strategically located across Canada.

2530 21st St NE Calgary, AB T2E 7L3 CANADA

www.atlastrailer.com 403-291-1229

AUTODOCKED

Supplier

Autodocked is a patent-pending automatic RV sewer docking and dumping system for all trailers and RVs, enabling sewer dumping with the touch of a button. We also make a capless docking port for PVC ground clean out, keeping it closed when not in use.

3320 Shadow Wood Cir Highland Village, TX 75077-1803 http://autodocked.com 214-497-6444

AUTOWBRAKE

Supplier

We are the makers of the Autowbrake trailermounted electric brake controller. The device is easy to install and simple to use, even for folks unfamiliar with towing. This brake controller does not need to be installed on the customer's vehicle.

260 33rd Ave SW Ste T Cedar Rapids, IA 52404-4646 www.autowbrake.com 319-521-2310

B&B MOLDERS LLC

Supplier

B&B Molders is a custom plastic injection molder offering high-quality parts to both RV OEMs and the aftermarket. Innovative designs, competitive pricing, and unparalleled service allow B&B to be an American-made market leader.

58471 Fir Rd S Mishawaka, IN 46544 www.bandbmolders.com 574-259-7838

B&W TRAILER HITCHES

Supplier

B&W Trailer Hitches is a Humboldt, Kan.based manufacturer of hitches and towing products made from American steel on American soil - all with lifetime warranties.

1216 Hawaii Rd PO Box 186 Humboldt, KS 66748 www.bwtrailerhitches.com 800-248-6564

BAL RV PRODUCTS DIV OF NORCO IND



Supplier

BAL RV Products offers stabilizing and leveling products for OEM and aftermarket segments. Along with jacks and chocks, BAL offers OEM travel trailer and fifth wheel chassis frames. The Accu-Slide cable slideroom mechanism works with all RV classes.

2600 Jeanwood Dr Elkhart, IN 46514-7657 www.balrvproducts.com 574-262-3400

BANK OF THE WEST

Service Provider

Bank of the West is a provider of inventory financing and commercial banking products and services for dealerships and authorized manufacturer distributors. We take a full-service approach to meeting the needs of our dealership customers.

2527 Camino Ramon San Ramon, CA 94583-4292 www.bankofthewest.com 925-942-8300

BANKS POWER

Supplier

Banks Power is known far and wide as a premier designer and manufacturer of power-enhancing products for diesel and gas-powered light trucks, motorhomes, and sport-utility vehicles.

546 S Duggan Ave Azusa, CA 91702-5136 **www.bankspower.com** 800-601-8072

BARKER MFG CO

Supplier

Since 1953, Barker has remained dedicated to engineering reliable, competitive RV products with value. Our tote tanks, jacks, auto-drains and freshwater tanks are backed by Barker's legendary customer service. Made with pride in the U.S.A.

1125 Watkins Rd PO Box 460 Battle Creek, MI 49015 www.barkermfg.com 800-537-9940 • 269-965-2371

BAROLIN & SPENCER INC

Service Provider

Barolin & Spencer is a full-service marketing communications agency serving clients in automotive, RV, industrial, consumer and B2B markets. We've helped clients increase their sales and profitability, grow market share, and build brand equity.

1015 Main St Voorhees, NJ 08043-4602 www.barolin-spencer.com 856-424-7600

BATTERY-BIZ

Supplier

Featuring a wide variety of automotive power products, Battery-Biz manufactures jump-starters, power inverters, portable power-packs, battery chargers, tire inflators and more under globally recognized brands such as Duracell and Goodyear.

1380 Flynn Rd Camarillo, CA 93012-8016 www.battery-biz.com 805-437-7777

BATTLE BORN BATTERIES

Supplier

Our batteries are drop-in replacements for typical lead-acid batteries. This means that our batteries are designed to fit like a normal Group 27, 31 and GC2 battery in your bank.

1190 Trademark Dr Ste108 Reno, NV 89521-2983 https://battlebornbatteries.com 855-292-2831 • 775-622-3448

BAUER PRODUCTS INC



Supplier

Bauer Products offers a complete line of locking solutions, including the first self-contained keyless entry lock with integral keypad. All of these RV lock applications can be keyed alike. Imagine an easy life with just one key!

702 Evergreen St SE Grand Rapids, MI 49507-1825 www.bauerproducts.com 616-245-4540

Dealer Appreciation Event 2022

We Can Barely Contain Ourselves



BERGQUIST INC

Supplier

Bergquist has many years of experience in the propane industry. In addition to our customer service team, we also provide experienced warehouse staff, knowledgeable accounting professionals, IT, product specialists and area sales managers.

1100 King Rd Toledo, OH 43617-2002 www.bergquistinc.com 800-537-7518

BETHRICK INC DBA GREATPLATE

Supplier

The GreatPlate is the perfect addition to any party, making socialization and family time with a meal an awesome experience. Made in the U.S.A.

1725 Cedar Ridge Dr Slinger, WI 53086-9058

www.greatplate.com 414-303-7944

BETTER VANTAGE POINT LLC

Service Provider

Consulting, training, risk mitigation, shielding you from liabilities, online reputation mitigation – intercepting problems before they cost real money.

808 Gates Ave Ste B3 Norfolk, VA 23517

https://bettervantagepoint.com/

757-434-7656

BIGFOOT LEVELING BY QUADRA MFG

Supplier

We provide American-made, quality hydraulic leveling systems and landing gear for all sizes of motorhomes, specialty vehicles and trailers. Buy direct online, call, or come see us and we will install it for you!

305 US 131 S P0 Box 536 White Pigeon, MI 49099

www.bigfootleveler.com 800-752-9815 • 269-221-3094

BILSTEIN SHOCK ABSORBERS

Supplier

B6 RV shocks come with Bilstein's Comfitrac working piston. The Comfitrac piston instantly reacts to sudden, high-frequency road harshness (such as a wheel dropping into a pothole) to deliver superior comfort and stability.

13225 Danielson St Poway, CA 92064-7147

http://bilstein.com

800-537-1085 • 858-386-5900

BIO-KLEEN

Supplier

Bio-Kleen has been offering American-made, biodegradable cleaning products since 1987. These products are guaranteed to outperform leading brands and help maintain a clean, healthy and sustainable lifestyle.

810 Lake St Kalamazoo, MI 49001-3045 www.biokleen.com 800-240-5536 • 269-567-9400

BIT DEALERSHIP SOFTWARE INC

Service Provider

BiT's Cloud-based dealer management software integrates point of sale, CRM/lead management and quoting, work orders and technician productivity tracking and powerful reporting in an easy-to-use integrated system with no upfront fee and no contract.

318 Erin Dr Ste 4 Knoxville, TN 37919 www.bitdms.com/rv 865-686-6544

BITIMEC INTL INC

Supplier

Save time and money cleaning your RVs with wash machines from Bitimec. Our mobile machines are designed to make the job easier and faster while using far less water, manpower and time than conventional methods.

15 E Putnam Ave # 290 Greenwich, CT 06830-5424 www.wash-bots.com

877-637-1900

BLACK BOOK RV VALUE GUIDE

Service Provider

Black Book's RV values are updated on a monthly basis to ensure you're always using the most current and accurate information.

Trusted by dealers, lenders, and other industry professionals since 1955.

1745 N Brown Rd Ste #130 L Lawrenceville, GA 30043

www.blackbook.com 800-554-1026

BLACK FOLKS CAMP TOO

Service Provider

At the heart of Black Folks Camp Too is the belief that once Black folks become more active campers and begin enjoying the outdoor lifestyle, this will help break down barriers to create more inclusive communities and stronger relationships overall.

PO Box 1581 Brevard, NC 28712 http://blackfolkscamptoo.com 870-277-8335

BLACK SERIES CAMPERS

RV Manufacturer

We are a family-owned and operated business with more than 12 years of industrial experience. We are known for our affordability, innovation and service. We are proud to be owned and operated in the U.S.A.

19501 E Walnut Dr S City of Industry, CA 91748-2318 www.blackseriescamper.com 833-822-6737 • 626-579-1069

BLU TECHNOLOGY

Supplier

Provider of the No Dirty Water and No Dirty Space treatment systems.

4250 Commercial Ave Ste 888 Portage, MI 49002-9786 www.qoblutech.com

574-383-9277

BLUE OX (SEE LISTING ON PAGE 87)

BMPRO

Supplier

Smart RV systems to control and monitor an RV's features and functions from wall-mounted controllers/displays or from the app on the mobile phone. Industry standard RV-C protocol, smooth integration, flexible and scalable solutions.

19 Henderson Rd Knoxfield, VIC 3180 AUSTRALIA https://teambmpro.com 574-322-4934

BOB GUNN ASSOCIATES

Supplier

Bob Gunn Associates (BGA) was established in 1978 by Robert and Loretta Gunn. We have been exclusively serving the RV industry ever since. Sales is our business and all of our functions are structured to support that goal.

3500 Co Rd 6 E Elkhart, IN 46514

www.bobgunnassociates.com 574-262-2518

BOESHIELD T-9

Supplier

T-9 provides lubrication and superior, longterm protection, even on slide-outs, jack stands and steps. The unique waterproof formula reaches deep into metal pores to displace moisture and stop corrosion.

76 Veterans Dr Ste 110 Holland, MI 49423-7823

www.boeshield.com

800-962-1732 • 616-355-6615

BOYD CORP

Supplier

Boyd is a world leader in sealing technology and RV parts including RV slide-out seals, RV window seals, door seals, finishing trim and innovative corner molding for fifth wheels, travel trailers and motorhomes.

53208 Columbia Dr Elkhart, IN 46514-8149 www.boydcorp.com 888-244-6931

BRADD AND HALL INC

Supplier

Bradd & Hall has been supplying RV seating and interior products exclusively for 37 years. Whether you choose our expert installation or pre-inspected, securely packaged shipping, you can rest assured you'll receive first-class service.

2402 Charlotte Ave Elkhart, IN 46517-1193 www.braddandhall.com

800-445-1830 • 574-522-7435

BRAXTON CREEK RV LLC

RV Manufacturer

Braxton Creek RV LLC is a privately-owned RV manufacturer located in LaGrange County, Ind. At present time, we are manufacturing travel

trailers with plans for expanded models and series.

0925N St Rd 5 Shipshewana, IN 46565

www.braxtoncreek.com 260-768-7932

BRITER PRODUCTS

Supplier

Briter Products Inc. is a solutions-focused manufacturer that has been supplying ladders and backup cameras to the industry for two-plus years. We've recently debuted the lon-Ready lithium battery with a groundbreaking state-of-charge display.

1901 N Bendix Dr South Bend, IN 46628-1603 www.briterproducts.com 574-703-1873

BROWN & BROWN RECREATION

Service Provider

Brown & Brown Recreation Insurance is an independent insurance intermediary, offering a portfolio of finance products for RV dealers that are tailored to suit their needs. We do on-site training and web training, as well as classroom-style training.

653 Adair Veterans Memorial Hwy Columbia, KY 42728 https://www.bbinsurance.com/ 270-384-5800

BSRM INC

Supplier

BSRM Inc. is a manufacturing company providing cost-effective, durable products made from recycled scrap tires, wood, and more. Our jack pads protect RV tires from degradation, stabilize jack placement and keep plastic leveling blocks from cracking.

691 Cornwallis Dr Mount Laurel, NJ 08054-3216 www.bsrminc.com 888-509-0668

BUNDUTECUSA INC

RV Manufacturer

BunduTop Electric Roof Top Tent, Multi-Sided Reflective Awnings, Pop-Top Truck Campers, Hardwall Truck Campers.

111 Washington St Raymond, IA 50667 www.bundutecusa.com 319-234-0071

BLUE OX

SUPPLIER

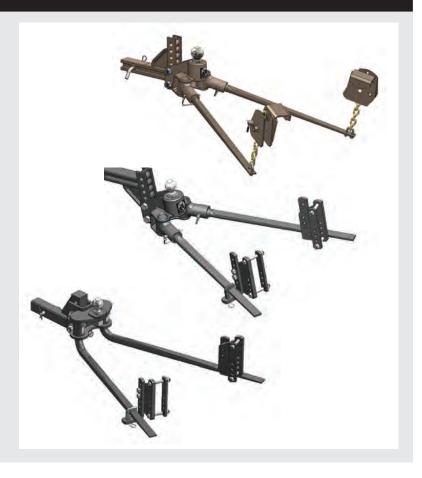
Motorhome-mount tow bars and accessories, brakes and brake accessories, weight distribution hitches and accessories, adjustable ball mounts, best-in-class customer service, dealer training, and product service.



1 Mill Rd Industrial Park Pender, NE 68047-5002 www.blueox.com 402-385-3051

COMPANY PROFILE: Chances are you have seen us on the road. That's because, at Blue Ox, we design and manufacture the best towing products in the industry. But don't take our word for it; look around. You will find us on highways, campgrounds, and anywhere you find people traveling through life in the great outdoors.

Blue Ox has a solution for everything you want to tow. From our award-winning tow bars and innovative baseplates to a full line of weight distributing hitches and adjustable ball mounts and accessories, towing doesn't have to be a drag. We create all of our products to make towing easier, so you can stay focused on the road ahead and not what's behind you.



BURLINGTON GRAPHIC

Supplier

We offer a variety of decal graphic solutions in several market segments, including the marine, OEM, transportation, RV and powersports industries. Let Burlington Graphic Systems help you professionally brand your product.

2600 Chicory Rd Racine, WI 53403

www.burlingtongraphics.com

262-554-8808

BUTLER SALES

Distributor

With more than a decade of providing our customers with innovative, quality products, we offer the highest level of customer service with a personal hometown business feel and a can-do attitude.

2502 Ada Dr Elkhart, IN 46514-8644 www.butlersales.biz 574-252-4274

CAFRAMO

Supplier

Caframo is a Canadian manufacturer of specialty fans, heaters and off-grid lighting. Contact us today for more information.

501273 Grey Rd 1 Georgian Bluffs, ON NOH 2TO CANADA

www.caframobrands.com 800-567-3556 • 519-534-1080

CAIRN CONSULTING GROUP

Service Provider

Cairn Consulting is a market research and analytical firm with experience in marketing and advertising development, product development and strategic planning. Our organization gathers information that can be used in strategic business planning.

28 Black Brook Rd Bryant Pond, ME 04219-6504 www.cairnconsultinggroup.com 207-409-0929

CALIFORNIA RV DEALERS ASSOC/CALRVDA

Service Provider

The California RV Dealers Association (CalRVDA) represents most of the RV dealerships throughout California. Dedicated to the RVing experience, our member companies strive to provide the utmost customer service and employee satisfaction.

1415 L St Ste 1100 Sacramento, CA 95814-3977

www.rvingca.com 916-448-3444

CAMCO MFG INC (SEE LISTING BELOW)

CARDINAL SALES

Supplier

We help design audio and video systems for the OEM markets and work with the builders to ensure the best value systems with superior performance. We will help with line audits to ensure that the systems are being installed correctly.

7809 Hoover Rd Indianapolis, IN 46260-3549 www.kenwood.com/usa/car/ 800-231-8822 • 317-298-9650

CAMCO MFG INC

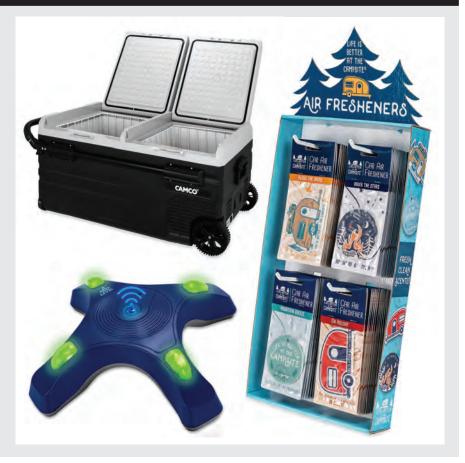
SUPPLIER

Many of our 5,000-plus products, including items from flagship brands like RhinoFLEX, TastePURE, TST, Currituck, and FasTen are designed, manufactured, packaged and shipped out of Greensboro, N.C.

121 Landmark Dr Greensboro, NC 27409-9603 www.camco.net 800-334-2004 • 336-668-7661

COMPANY PROFILE: Camco started in 1966 with one employee and one product: antifreeze. Today, more than 50 years later, we have more than 1,000 employees, 140 patents, more than 5,000 products and 10 separate manufacturing facilities to better serve our customers' needs. Our home office is in Greensboro, N.C. We have additional facilities in Greensboro, N.C., as well as locations in Reidsville, N.C.; Elkhart, Ind.; Beilun, China; Changxing, China; Sriracha, Thailand; and Bach Nihn Province, Vietnam. Competitive pricing, superior service, quality products and customer satisfaction are the foundations upon which Camco operates. Our friendly, knowledgeable customer service staff stands ready to assist our customers with questions. At Camco, we take pride in meeting the ever changing demands of a challenging marketplace while serving you, our most valuable asset.







GE Appliances has electrified and modernized life with cutting-edge products and innovations.

Our RV-ready appliances make it easier than ever for your customers to take the features, convenience and quality they love at home on the road.







CARE CAMPS (SEE LISTING BELOW)

CAREFREE OF COLORADO

Supplier

Carefree of Colorado is a world-leading designer, manufacturer and supplier of RV awnings and related comfort and convenience products. Carefree offers awnings for any style RV, as well as visors, blockers, LED lighting, rooms and much more.

2145 W 6th Ave Broomfield, CO 80020-1656

www.carefreeofcolorado.com 303-469-3324

CARSON MARKETING INC

Service Provider

We developed a core branding strategy that combines publicity and SEO services to create a powerful program for RV manufacturers, dealers and aftermarket suppliers. We can make great things happen for your company.

1740 E Garry Ave Ste 231 Santa Ana, CA 92705-5844 www.carsonmarketinginc.com 714-393-2054

CAVAGNA GROUP

Supplier

Founded in 1949, Cavagna Group is a world-leading manufacturer of equipment and components for controlling compressed gases. Cavagna is currently in more than 145 countries and works hard to be a truly reliable partner in the RV industry.

50 Napoleon Ct Somerset, NJ 08873-1347 www.cavagnagroup.com 866-422-8246

CAVCO INDUSTRIES INC

RV Manufacturer

Based in Phoenix, Cavco Industries is a leading builder of park model RVs and vacation cabins in the U.S. Each of our park models is built to the ANSI 119.5 standard and inspected by the RVIA.

3636 N Central Ave Ste 1200 Phoenix, AZ 85012-1998

www.cavco.com 602-256-6263

CEL-FI BY NEXTIVITY INC

Supplier

Cel-Fi GO addresses the universal challenge of poor cellular coverage. It is the go-to solution for RVs, providing better cellular reception whether on the road or parked in remote locations, RV parks, congested cities, or parking lots.

16550 W Bernardo Dr Ste 550 Bldg 5 San Diego, CA 92127-1889

www.cel-fi.com 858-485-9442

CENTURY CHEMICAL CORP

Supplier

Whether you take Travel Jon Holding Tank Cleaners and Century Transfer Fluid with you on the road or you're using Winter-Pruf antifreeze in the off-season, Century Chemical keeps campers happy with products you can trust and service you can count on.

28790 County Rd 20 W Elkhart, IN 46517-1125

www.centurychemical.com 800-348-3505 • 574-293-9521

CHALLENGER DOOR

Supplier

Challenger Door focuses heavily on building doors for the RV industry, while also creating innovative products for specialty and cargo trailers, including custom concessions windows.

1205 E Lincoln St Nappanee, IN 46550-2240 www.challengerdoor.com 574-773-8100

CARE CAMPS



SERVICE PROVIDER

With charitable fundraising, Care Camps provides support to send kids with cancer to medically supervised activity camps where they have fun, build friendships, and make memories through the joys of camping.

2981 Ford Street Ext PMB 179 Ogdensburg, NY 13669-3474 https://carecamps.org 800-431-0513















CHELTEC

Supplier

Our mission is to manufacture and distribute high quality products that serve the global marketplace with excellence.

2215 Industrial Blvd Sarasota, FL 34234-3119 https://cheltec.com 941-355-1045

CHEMIQUE ADHESIVES

Supplier

Chemique Adhesives Inc. is a leader in the manufacturing and supply of highperformance industrial adhesives, sealants, and adhesive application equipment. We offer specialist bonding solutions to the North American transport industry.

3050 Matlock Dr Kennesaw, GA 30144

www.chemiqueadhesives.com 770-451-2904

CHINOOK MOTOR COACH LLC

RV Manufacturer

We are a full-line RV manufacturer that includes Class B and Class B+ motorhomes, travel trailers and toy haulers. Product names include Summit B+, Countryside & Bayside B Vans built on Mercedes and Ford chassis, Suite Dream, Dream, Dream Hauler & RPM.

1482 N Eel River Cemetery Rd Peru, IN 46970-7513 http://chinookry.com 574-584-3756

CIPA USA

Supplier

CIPA has gained a reputation as a leader in the design and manufacturing of rearview mirrors for the RV market. We are dedicated to the development of new products to maintain and increase safety through visibility.

3350 Griswold Rd Port Huron, MI 48060-4742 www.cipausa.com

810-982-3555

CIRRUS SOLUTIONS

Service Provider

Software by dealers for dealers to make them more efficient and profitable. Products include dealer websites, inventory management, lead management, CRM, deal management, parts and service management, document management and more.

1236 SW Estates PI Palm City, FL 34990-1700 www.cirrussolutions.com 772-223-1294

CKI SOLUTIONS DBA CADENCE KEEN INNOVATIONS

Dream Line Hybrid Mattress – roll-packed, mattress encasements with a zip off top in RV sizes, waterproof, breathable pillow encasements, the ComforZip pillow that offers three firmness levels, a patented bed making tool, a washable instant loft topper.

1655 Palm Beach Lakes Blvd Ste 404 West Palm Beach, FL 33401-2206 http://ckisolutions.us

888-222-2217 • 561-249-2219

CLC INTL INC

Distributor

CLC is a wholesale distributor of quality transportation seating products and specialty RV products.

202 S Main St Nappanee, IN 46550-1919 www.clcinternationalinc.com 574-773-9000

CLEAN SEAL INC

Supplier

Serving the RV industry since 1978, we have grown every year. We offer quality products, a large in-stock inventory, low minimums, great customer service and quality assurance. We service large and small clients alike, all with a personal touch.

PO Box 2919 South Bend, IN 46680-2919 www.cleanseal.com 574-299-1888

CLEARSOURCE

Supplier

Clearsource RV water filters have become the filter system of choice for RVers. We engineered our RV water filter system with all premium components and RV-specific features. We offer a strong one-year warranty.

23111 Antonio Pkwv Ste 225 Rancho Santa Margarita, CA 92688 www.clearsourcerv.com

949-860-1561

CLEER VISION WINDOWS

Supplier

The mission of Cleer Vision is to be the highest quality, most efficient and innovative window manufacturer and glass fabricator in the industries we serve.

3401 County Rd 6 E Elkhart, IN 46514 www.cleervision.com

COACH GLASS

574-262-0449

Supplier

Coach Glass is the industry leader in specialty vehicle glass, including windshields and sideglass. Four strategically located distribution

centers across the U.S. ensure two- to threeday shipping to most locations.

91302 N Coburg Industrial Way Coburg, OR 97408-9330

www.coachglass.com

800-714-7171 • 541-684-7868

COACH-NET

Service Provider

Coach-Net was created by RVers for RVers. We offer the best in 24/7 RV technical and roadside assistance throughout the U.S. and Canada. We are committed to creating a carefree RV experience so members can focus on making memories with friends and family.

3129 Bass Pro Dr Grapevine, TX 76051-1987 http://dealer.coach-net.com 800-863-6740

COFAIR PRODUCTS

Supplier

Cofair is a leader in the manufacturing and distribution of self-adhesive RV roof repair membranes. Quick Roof Extreme, our newest addition, incorporates synthetic co-polymer adhesive technology, which adheres to RV roofs and instantly stops leaks.

7301 N St Louis Ave Skokie. IL 60076 www.cofair.com 800-333-6700 • 847-626-1500

COLEMAN-MACH AN AIRXCEL BRAND



Supplier

For more than 50 years, Coleman-Mach has produced over 7 million units. With our commitment to quality, our outstanding selection of products, and a warranty you can rely on. Coleman-Mach is the name in RV air conditioners.

3050 N Saint Francis St Wichita, KS 67219-4045 www.airxcel.com/coleman-mach

316-832-3400

COLORADO TEARDROPS

RV Manufacturer

Colorado Teardrop trailers are designed and built in Boulder, Colo., where we apply craftsmanship and technology to build highquality, functional, affordable teardrops.

1750 55th St Ste B Boulder, CO 80301-2217 www.coloradoteardrops.com 720-432-6817

COLUMBIA NORTHWEST DBA

RV Manufacturer

Columbia Northwest has been producing the Aliner A-frame since the 1970s. We introduced the Somerset Camping Trailers in 2011.

1297 Kecksburg Rd Mount Pleasant, PA 15666-3650 www.aliner.com 724-237-5227

CONTINENTAL BATTERY

Supplier

As a reliable battery distributor since 1932, Continental Battery still stands on the same principles and ethics it was founded on.

4919 Woodall St Dallas, TX 75247-6710 www.continentalbattery.com 800-442-0081

CONTINENTAL TIRE NORTH AMERICA

Supplier

For any surface and every season, there's a Continental tire that delivers superior performance and unparalleled safety.

1830 MacMillan Park Dr Fort Mill, SC 29707-7712 www.continentaltire.com 800-847-3349

Contoure USA

Supplier

Microwave ovens, stoves, range hoods, gas and induction cooktops, dishwashers, sinks, ice makers, refrigerators, air conditioners and laundry appliances.

7050 W Palmetto Park Rd Ste 15381 Boca Raton, FL 33433-3426

www.contoureusa.com 561-408-1591

CORTES CAMPERS

RV Manufacturer

Engineered with high-performance composite materials and intelligent designs, Cortes Campers manufactures 100 percent molded fiberglass travel trailers and campers.

1148 E 222nd St Cleveland, OH 44117-1103

www.cortescampers.com 216-896-7000

COVERCRAFT INDUSTRIES LLC

Supplier

Vehicle protection products including full vehicle covers for all types of RVs, trailers, cars, trucks and SUVs. Custom seat covers dash covers and windshield sunscreens for passenger cars, trucks and SUVs. RV accessories including tire covers.

100 Enterprise Blvd

Pauls Valley, OK 73075-9100 www.adcoprod.com 405-238-9651

CRANE COMPOSITES

Supplier

Crane Composites is the world's leading producer of fiberglass products for the RV industry. We manufacture Filon coilable and Noble sheet glass exterior gel-coated sidewalls, roofs and door skins for motorized and towable units.

23525 W Eames St Channahon, IL 60410-3220 https://cranecomposites.com 800-435-0080 • 815-467-8600

CREATIVE PRODUCTS GROUP

Supplier

RV Locks and More was founded in 2009 and is a division of Creative Products Group. Our goal is to provide quality RV-related products, along with excellent customer service to the aftermarket industry.

700 Patricia Ct Elkhart, IN 46516-9591 www.rvlocksandmore.com 888-400-9849

CROSSROADS RV INC

RV Manufacturer

Crossroads RV's production performance is the foundation of our product promise. We take pride in our lean philosophy of keeping the frills minimal in our organizational structure, yet quality of product, service and value high for our customers.

Topeka, IN 46571 www.crossroadsrv.com 260-593-3850

1140 W Lake St

CRUISER ACCESSORIES

Supplier

Cruiser has grown to become the largest supplier of license plate frames, novelty plate shields and mounting hardware to the automotive aftermarket. Cruiser's product line has expanded to include designer novelty plates and 3D decals.

19475 Beacon Lite Rd Monument, CO 80132-9638 www.cruiserframes.com 719-481-0407

CRUISER RV

RV Manufacturer

Today, Cruiser RV is no longer a small start-up company, but the family work ethic is still a guiding principle for every worker. We're hardworking, extremely efficient and very lean manufacturing Great American Trailers.

7805 N State Road 9 PO Box 130 Howe, IN 46746-0130 www.cruiserrv.com 260-562-3500

CUBE SERIES RV

RV Manufacturer

Cube Series is more affordable than any comparable camper or trailer on the market.

63195 NE Jamison St Bend, OR 97703-1258 https://cubeseries.com 855-718-8714

CUMMINS INC.

Supplier

Cummins manufactures a complete line of diesel engines for RVs. We also provide a full range of new parts and services and remanufactured parts and engines through an extensive distribution network.

PO Box 3005 Columbus, IN 47202-3005 https://cumminsengines.com/motorhome 800-286-6467

CUMMINS POWER SYSTEMS

Supplier

Cummins Power Systems is a world leader in the design and manufacture of power generation equipment, including Power Command standby and prime power systems. We also provide warranty, maintenance and round-the-clock emergency service.

1400 73rd Ave NE Minneapolis, MN 55432-3702 http://rv.cummins.com 763-574-5000

CURT

Supplier

CURT offers a complete line of towing products and is the leading manufacturer of U.S.A.-made custom-fit trailer hitches. We offer the broadest selection of custom-fit receiver hitches for nearly every vehicle on the road today.

6208 Industrial Dr Eau Claire, WI 54701-8493 www.curtmfg.com 800-738-7213 • 715-831-8712

CUSTOM WHEEL SOLUTIONS

Supplier

Custom Wheel Solutions (CWS) is a private label manufacturer for the OEM and aftermarket segments of the RV industry. We provide complete turnkey packages that support a variety of private label wheel programs in both cast and forged methods.

482 Rivard Blvd Ste A Gross Pointe, MI 48230 www.cwswheels.com 844-943-3533



Portable Surge Protection

Portable surge protector kits contain a separate receptacle tester to detect wiring faults at the pedestal and surge module to attach to the detachable power cord. Separating the two functions reduces the size of the product while



D&W INC

Supplier

D&W is a premier supplier of hundreds of products for the RV industry, including HVAC duct and venting, SprayAway wash-down systems, sewer hose carriers, EternaBond sealant products and others that are available on our website and aftermarket partners.

941 Oak St Elkhart, IN 46514-2207 www.dwincorp.com 574-264-9674

DANKO MFG LLC

Supplier

The unknowns of flat towing a car behind an RV and getting the right gear can be daunting. Whether you're looking for a flat towing braking system or tire pressure sensors, RVi makes products that help you feel confident and safe for every adventure.

624 Atchison Way # 101 Castle Rock, CO 80109 http://rvidealer.com

800-815-2159 • 303-814-7833

DAVE CARTER & ASSOCIATES

Distributor

Dave Carter & Assoc. has been a dominant supplier to the manufactured housing and RV industries since 1978. We provide a comprehensive selection of products to manufacturers across the U.S. with competitive pricing and outstanding customer service.

2434 Century Dr Goshen, IN 46528-5021

www.davecarter.com

800-459-9260 • 574-642-0627

DAWN HATHAWAY MEDIA SERVICES LLC

Service Provider

Dawn Hathaway Media services is an agency serving clients in the RV industry.

1844 Falls Pointe Ln Commerce Township, MI 48382-4863 248-360-8026

DEALER RESOURCES GROUP

Service Provider

Dealer Resources Group provides RV industry suppliers with an effective, low-cost alternative to a direct factory sales force. DRG provides many value-added services for RV dealers, including store planning, merchandising, and product sales training.

2219 Hickory Ridge Rd Valrico, FL 33596

www.drgrv.com 813-956-6828

DEALERPRO RV TRAINING

Service Provider

DealerPRO RV Training provides professional, award-winning training for Service and Parts employees across the U.S. and Canada. Our Trainers have more than 20 years' industry experience in helping you improve processes, customer service and profitability!

1020 Taylor Station Rd Ste B Gahanna, OH 43230-6674 www.rvdealerprotraining.com 888-553-0100

DEALERSHIP TOOLKIT

Service Provider

Our team of sales professionals will help you with your work leads from web, phone and more. We offer a phone app to merchandise your inventory. We use website tech to help your customers do business with you sooner and with greater profitability.

7882 Woodland Ctr Blvd Tampa, FL 33614-2409 www.dealershiptoolkit.com 802-343-7427

DEHCO INC

Supplier

As a leading supplier to the RV industry, DEHCO strives to provide the highest quality, service and innovation in the products we manufacture and distribute. Our national distribution network ensures you get what you need, when you need it, on time.

3601 Charlotte Ave Elkhart, IN 46517-1192

www.dehco.com

800-621-2278 • 574-294-2684

(SEE LISTING ON PAGE 95)

DENSO PRODUCTS AND SERVICES AMERICAS INC

Supplier

Every component that leaves our factories has been designed with precision, manufactured to OE standards and subjected to rigorous safety and performance tests. The right part and the right fit û the first time, every time.

3900 Via Oro Ave Long Beach, CA 90810-1868 https://densoheavyduty.com/ 310-834-6352

DEREMA GROUP

Service Provider

Derema is a sales and marketing agency offering regional office locations throughout North America and comprised of sales specialists, dealer specialists and sales support personnel. Derema employs 35-plus associates in offices throughout the U.S.

831 Lincoln Ave UNIT 11 West Chester, PA 19380-4417 www.derema.com

610-431-3800

DESIGN ENGINEERING INC/DEI



Supplier

Supplier of heat and sound control products.

604 Moore Rd Avon Lake, OH 44012-2315 www.designengineering.com

800-264-9472 • 440-930-7940

DESTIN PRODUCTS

Supplier

Destin Products offers a popular selection of innovative products to the RV industry, including USB charging centers, 12-volt switches, 12-volt power outlets, mounting faceplates, brackets and accessories, and a variety of LED lighting options.

4703 Wyland Dr Unit A Elkhart, IN 46516 www.destinprod.com 574-327-6505

DEXSTAR WHEEL

Supplier

Elkhart, Ind.-based Dexstar is a rim and wheel manufacturer for the RV industry. We've more than doubled in size since 1982, adding a powder-coating system, building the first automatic wheel welder and expanding our facility to 136,000 square feet.

400 Collins Rd Elkhart, IN 46516-5437 www.dexstarwheel.com 574-295-3535

DEXTER (SEE LISTING ON PAGE 95)

DIAMOND SHIELD

Supplier

RV paint protection film: OEM/dealer/ consumer; design, distribution, installation, removal, repairs, nationwide mobile service, maintenance products.

452 Lee Rd Rochester, NY 14606-4235 www.diamond-shield.com 888-806-5862 • 888-806-5862



SUPPLIER

Founded in 1964, Demco is the manufacturer of the Demco Victory Series tow bars, Kar Kaddy tow dollies, Hijacker fifth wheel hitches, couplers and brake components. All of Demco's RV products are made in the U.S.A. Demco is an ISO 9001 company.

4010 320th St Boyden, IA 51234-0189 www.demco-products.com 800-543-3626 • 712-725-2311

COMPANY PROFILE: Demco, based in Boyden, lowa, is a leading manufacturer of RV towing equipment, trailer components, agricultural equipment and rental products. Demco leads with innovative, award-winning products, such as its Victory Series tow bars, Air Force One, Stay N Play Duo and Delta Force braking systems, Kar Kaddy line of tow dollies and Demco fifth wheel hitches, Demco's products are made in U.S.A. and Demco is an ISO 9001 company.





DEXTER



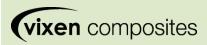
DICA

Supplier

Unbreakable RV Jack Pads: Light, easy to set up, guaranteed unbreakable, supports all RV jacks from sinking or damaging paved surfaces. Made in the U.S.A.: Supports up to 50,000 pounds, 100 percent waterproof, can be stacked for additional height.

4105 120th St Urbandale, IA 50323-2314 www.rvjackpads.com 800-610-3422

DICOR CORP DIV OF AIRXCEL



Supplier

Vixen Composites is a supplier for fiberglassreinforced plastic and a manufacturer of custom composite panels for use in a variety of applications.

2965 LaVanture PI Elkhart, IN 46514-8233 https://vixencomposites.com 574-970-1224

DICOR PRODUCTS



Supplier

Dicor Products is the No. 1 brand in RV roofing membranes and repair/maintenance products for roofs, advanced technology sealing products and wheel covers. Dicor Products offers the widest line of membranes and colors in the RV Industry.

2965 LaVanture PI Elkhart, IN 46514-8233 http://dicorproducts.com 800-837-2059 • 574-264-2699

DIGITAL POWER SOLUTIONS

Service Provider

Visitors can receive an estimated trade-in value of their RV or motorhome by recognized data evaluators like NADA and Blackbook. Dealers can increase their organic website lead volume by 50 to 100 percent.

2774 N Cobb Pkwy Kennesaw, GA 30152 www.digitalpower.solutions 866-618-8998

DINOSAUR ELECTRONICS

Supplier

Quality replacement circuit boards, test equipment and technical support for RV appliances.

1160 SE 27th St Lincoln City, OR 97367-2000 www.dinosaurelectronics.com 800-769-6746 • 541-994-4344

DIVERSIFIED INSURANCE MGMT, A HIGGINBOTHAM COMPANY (SEE LISTING BELOW)

DLR FINANCIAL LLC

Service Provider

Outsourced F&I solutions for RV and marine dealers.

360 Central Ave # 800 St Petersburg, FL 33701 www.dlrfinancial.com 800-447-2946

DOMETIC CORP (SEE LISTING ON PAGE 97)

DIVERSIFIED INSURANCE MANAGEMENT, A HIGGINBOTHAM COMPANY

SERVICE PROVIDER

In 1980, Diversified Insurance Management developed a unique open lot and garage liability program for dealer members of TRVA. Today, we serve all the dealership insurance and/or F&I needs for hundreds of RV dealerships nationwide.

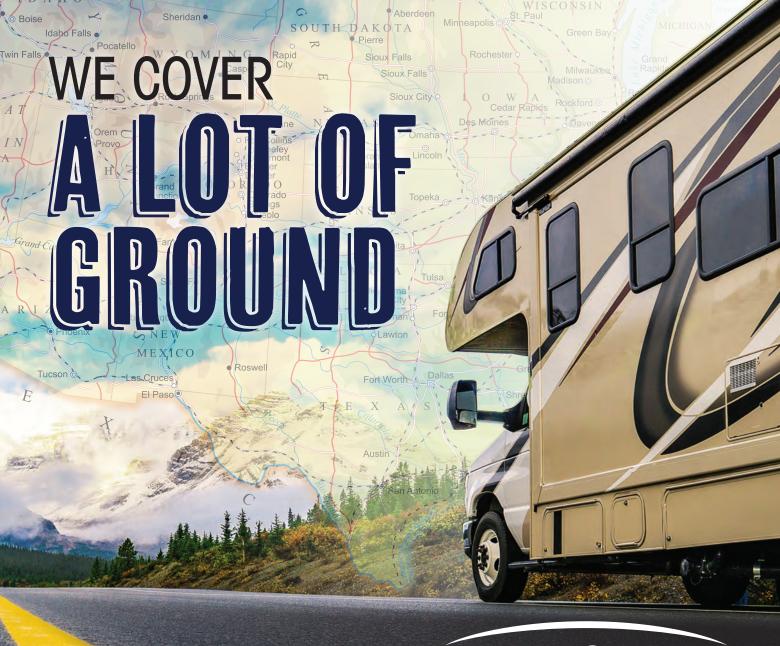
- RV Dealership Insurance
- Risk Management
- F&I Training & Compliance
- Dealer Owned F&I Profit Centers
- Retirement Plan Services
- Executive & Employee Benefits
- HR Support Services



A Higginbotham Company
Your Single Source Insurance Solution

400 Chisholm PI Ste 208 Plano, TX 75075-6908 www.rvdealerschoice.com 800-332-4264 • 469-368-2116





When it comes to RV dealership coverage, we know where "the rubber meets the road". Since 1980 our team of RV specialist have served hundreds of RV dealerships across the U.S. Now that Diversified has merged with Higginbotham, we are one of the 25 largest independent insurance brokers in the nation, providing you a Single Source solution for all your Insurance, F&I, Risk Management, HR and Employee Benefits needs. So, no matter where the road takes you in the future, Diversified has the resources and over 250 years of staff

DIVERSIFIED

INSURANCE MANAGEMEN



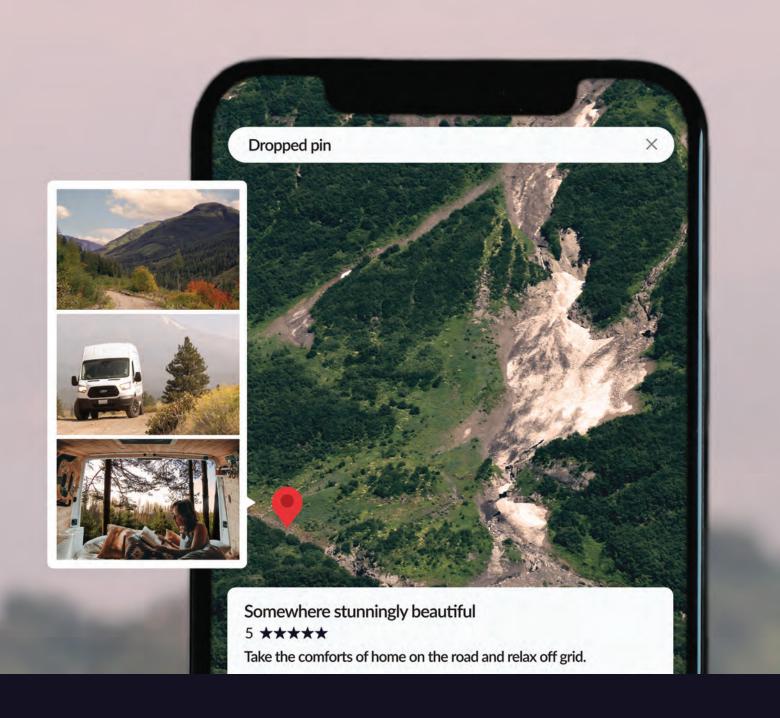
A Higginbotham Company

- RV Dealership Insurance
- F&I Training, Products & Support
- Risk Management
- Retirement Plan Services
- Executive & Employee Benefits
- HR Support Services

800-332-4264

expertise to make sure you are covered.

www.higginbotham.net | www.rvdealerschoice.com | sales@rvbestquote.com



Go with Timb=rline

PREMIUM HEAT & HOT WATER SYSTEM

The Timberline system is intentionally designed to bring the luxuries of home to the rugged outdoors. Whether your adventures take you skiing in the mountains of Colorado or beach combing in Florida, the comforts of customizable heat and hot water will always be available back at your vehicle.







Diesel/ Gasoline







Quiet Seamless High Altitude Function Efficient Heat

Clean &

BY: ELWELL

DRAGONFLY ENERGY

Supplier

Dragonfly Energy offers a full line of lithiumion deep cycle batteries designed specifically for OEMs to use in 12-volt, 24-volt and 48-volt systems. We offer a five-year warranty where three years are backed by the OEM and the last two are prorated by us.

1190 Trademark Dr Ste 108 Reno, NV 89521-2983

www.dragonflyenergy.com 855-292-2831 • 775-622-3448

DRV LUXURY SUITES

RV Manufacturer

Founded in 2003. DRV provides luxury fifth wheels that feel like homes with residential kitchens. Many of our units are rated as fourseason approved and are constructed for fulltime living. Your suite awaits you.

www.drvsuites.com 260-562-1075

DTC RETAIL CONSULTING

Service Provider

Don Tipton has been involved in RV and automotive fixed operations for more than 40 years. DTC has assisted hundreds of dealerships in training their managers and staff to become the best. No textbook

approach here, just real world success.

13230 Maryweather Ct Jacksonville Beach, FL 32225-3178

www.dtcretailconsulting.com 803-917-9991

DUO FORM PLASTICS (SEE LISTING ON PAGE 98)

DURA FAUCET

Supplier

Dura Faucet has been a leading supplier of faucets to the North American RV industry for the past 20 years. We provide the largest selection of metallic and nonmetallic kitchen. lavatory and shower hoses along with shower wands and shower boxes.

19215 SE 34th St Ste 106-382 Camas, WA 98607-8829

www.durafaucet.com

888-242-5932 • 574-215-2212

DURASAFE INC

Supplier

DuraSafe has created the most dependable locks in the industry with "Keyed-Alike Capability." That means one key can lock/ unlock every piece of equipment you own. You can rely on DuraSafe to thwart every thief's worst intentions.

1785 S Johnson Rd New Berlin, WI 53146-1240 www.durasafelocks.com 866-544-5615 • 262-544-5615

DURATAIN INC

Supplier

We engineer and manufacture OEM products. retail products and protective coatings specifically for RVs. We take pride in the people, products, and operations that have earned us a top reputation with RV customers, manufacturers and dealerships alike.

2451 T Ave Ste 207 Anacortes, WA 98221 www.duratain.com

866-597-0006

DUTCHMEN MFG INC

RV Manufacturer

Dutchmen has a history of innovations and market leadership dating back to 1988. We produce travel trailers, fifth wheels, toy haulers, and expandables. Many of the most recognized brands come from Dutchmen, including Coleman, Voltage and Kodiak.

PO Box 2000 Goshen, IN 46527-2000 www.dutchmen.com 574-537-0600

DOMETIC CORP

SUPPLIER

Dometic has a longstanding history of creating solutions for the RV industry. Dometic creates branded solutions for mobile living in these areas: food and beverage, climate, comfort, hygiene and sanitation.

5155 Verdant Dr Elkhart, IN 46516 www.dometic.com 800-544-4881 • 574-336-4594

COMPANY PROFILE: Dometic is a global market leader in branded solutions for mobile living in areas including food and beverage, climate, and power and control. Our mission, and our promise is to make the outdoors more accessible and enjoyable for all -- we call this Mobile Living Made Easy. Dometic operates in the Americas, EMEA, and Asia Pacific regions, providing products for use in recreational vehicles, trucks and premium cars, and pleasure and workboats as well as other uses. Our goal is to create smart, reliable products with outstanding design. We sell our products in approximately 100 countries and have a global distribution and dealer network in place to serve the aftermarket. Dometic employs approximately 6,500 people worldwide. Our RV headquarters is in Elkhart, Indiana. We have over 500 Dometic employees in Elkhart County dedicated to the RV industry and many more staff throughout North America committed to our dealers and channel partners.





>> DOMETIC

OUTDOOR

EARTHKIND LLC

Supplier

Products that protect your property, people and pets that are free from harmful chemicals. Top-rated botanical formulations and delivery systems working with nature – not against it.

346 E Plaza Dr Ste D Mooresville, NC 28115-8050 www.earthkind.com 800-583-2921

EASY ACCESS INDUSTRIAL DESIGN INC

Supplier

Easy Access designs and manufactures aluminum work platforms for RV maintenance, including powered lifts that provide safe RV rooftop access and worker containment. Scissor Deck platform systems are heightadjustable wrap-around service walkways.

6409 Bulyea Ave Peachland, BC V0H 1X7 CANADA

www.scissordeck.com 877-730-2704 • 604-230-2704

EASY REACH SUPPLY

When you're looking for a complete line of quality wash brushes, extension handles, chamois, and other cleaning accessories for the trucking. RV and marine industries. Easy Reach has all of your needs covered.

32 Raspberry Ln Hattiesburg, MS 39402-9343 https://easyreachinc.com

EASYCARE RV

Service Provider

800-421-7576

EasyCare's unique approach to improving customer engagement helps your RV dealership achieve success and drive more sustainable profitability. We provide innovative dealership solutions and the industry's only Motor Trend recommended RV F&I benefits.

6010 Atlantic Blvd Norcross, GA 30071-1303 www.easycare.com/rv/dealers 844-549-6410

EBERSPAECHER (SEE LISTING ON PAGE 99)

EBS COMPOSITES INC

Supplier

EBSC specializes in building better products through advanced technologies. We offer a wide range of high-quality, low-weight, eyecatching, affordable, fireproof, waterproof, composite panels for RVs.

2935 Thorne Dr

Elkhart, IN 46514-8228 www.ebscomposites.net 574-266-3471

ECLIPSE RECREATIONAL VEHICLES

RV Manufacturer

We offer more than 50 types of trailers, lightweight models, fifth wheel models and toy haulers under our Attitude, Stellar, and Iconic brand lines. We are at the forefront of the industry, bringing innovation, quality and craftsmanship.

3016 Kansas Ave Bldg 14 Riverside, CA 92507-3441 www.eclipservmfg.com 951-684-6868

ELEMENT THREE

Service Provider

Element Three is a strategic brand and marketing agency. We build long-term relationships with our clients and work with national brands across industries by fusing traditional, digital and inbound tactics to tell authentic stories with heart.

571 Monon Blvd Ste 125 Monon, IN 46032-2150 www.elementthree.com 317-879-9592

DUO FORM

SUPPLIER

Established in 1968. Duo Form is an ISO 9001:2008 certified heavy-gauge plastic thermoformer. With on-site design and engineering staff, as well as an in-house tool shop Duo Form produces a wide range of products that perform in both the RV Aftermarket and thermoforming markets. **DUO FORM**

69836 Kraus Rd Edwardsburg, MI 49112-9692 www.duoformplastics.com 269-663-8525

COMPANY PROFILE: DUO: Accessories for all your adventures- over 50 years RV OEM experience, we provide aftermarket parts & accessories that are well-loved in the industry.

Our revolutionary new DUO Print Technology allows us to create brilliant colors and designs directly onto any shower, bath, backsplash, cabinet insert, and the list goes on! This new capability gives our products the look and feel of high-end residential components while taking advantage of the lightweight and costs savings benefit of high-performance plastic material. Learn more at DUOFormPlastics.com or call





ELKHART SUPPLY CO

Supplier

Founded in 1949, ESCO is one of the most trusted and experienced RV part manufacturers and distributors. We provide premium products with industry-leading service and pricing.

1126 Kent St Elkhart, IN 46514

www.escousa.net

800-456-3726 • 574-264-4156

ELWELL CORP (SEE LISTING ON PAGE 100)

EMBER RV

RV Manufacturer

To build a better RV, we need to build a better RV company. By aligning superior customer experiences with greater team member fulfillment, we'll create RVs meant for fun while having fun.

https://emberrv.com 574-596-3097

EMERSON DESIGN STUDIO

Service Provider

Emerson Design Studio has delivered fresh ideas, clearly written communications and effective design to create impact for clients since 1991. We oversee project quality

from concept to completion and everywhere in-between.

55134 Cobus Ln Elkhart, IN 46514-8956 www.emersondesignstudio.com

574-262-1997

ENERCO GROUP INC

Supplier

Enerco, based in Cleveland, has been at the forefront of infrared technology since 1957. This market-leading technology has allowed Enerco to build expertise in a full lineup of LP gas products.

4560 W 160th St Cleveland, OH 44135-2628

www.enerco.com 800-849-1899

ENTEGRA COACH

RV Manufacturer

Entegra Coach builds luxury motor coaches: luxury diesel, gas Class A, Class C and Class B motorhomes. We build each coach one at a time with a commitment to customer service — without compromise.

903 S Main St Middlebury, IN 46540-8529 www.entegracoach.com 800-283-8267

EQ LOGISTICS

Service Provider

We are a full-service third-party logistics provider, offering public warehousing and transportation services, as well as a host of value added services like domestic and export packing and more!

3304 Reedy Dr Elkhart, IN 46514-7665 https://eqlogistics.us/ 866-847-8330

EQ SYSTEMS

Supplier

EQ Systems is a supplier of hydraulic and electric lifting, leveling and slide room solutions, custom wire harnesses and more for many industries. We are dedicated to introducing new technologies and developing new products for our customers.

55169 County Road 3 N Elkhart, IN 46515 https://eqsystems.us 800-846-9659 • 574-264-3437

EBERSPAECHER

SUPPLIER

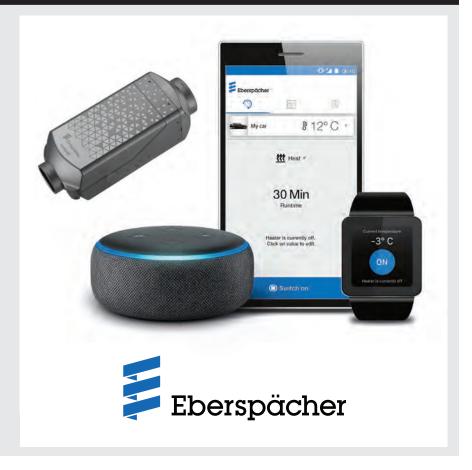
Eberspaecher specializes in exhaust technology, climate control systems and automotive controls. Known for our comprehensive range of independent and compact fuel operated heaters, we've made a name for ourselves in North America since 1973.

43700 Gen Mar # 3 Novi, MI 48375 www.eberspaecher-na.com 800-387-4800

COMPANY PROFILE: Since 1973, Eberspaecher has brought state-of-the-art German technology to the North American marketplace. Known for our comprehensive range of independent and compact fuel operated heaters we've made a name for ourselves in the transportation industry.

Eberspaecher is a family-owned company who is proud of its heritage and proud of the quality products and services they provide globally. The Eberspaecher group specializes in exhaust technology, climate control systems and automotive controls.

As the North American subsidiary of Eberspaecher we will continue to bring you the cutting edge technology and innovative product lineup you've come to rely on. Based on user feedback and our deep-rooted commitment to customer satisfaction, we look forward to providing you with our 150+ years of expertise, improved global support and a greater investment in research and development that only a company as large as Eberspaecher can provide.



EQ UNITED (SEE LISTING ON PAGE 102)

EQUAL-I-ZER HITCH DIV PROGRESS MFG

THE ORIGINAL



SWAY CONTROL HITCH

Supplier

Equal-i-zer Hitch is a division of Progress Mfg. that specializes in weight distribution and sway control hitches. The Original Equalizer 4-Point Sway Control Hitch is the best protection for your journey.

353 S 1100 W Provo, UT 84601-4103 www.equalizerhitch.com 800-478-5578

FAIRMONT PARK TRAILERS

RV Manufacturer

For more than 40 years, Fairmont has provided thousands of families with the comfort, security, and general well-being that only a quality-built home can offer. Fairmont Park Trailers is a wholly-owned division of Fairmont Homes.

www.fairmontparktrailers.com 800-777-8787

FAIRVIEW USA INC

Supplier

Fairview is a leading supplier of fittings, hose assemblies, regulators and other quality products to RV manufacturers and distributors.

3777 Commerce Ct Wheatfield, NY 14120 www.fairviewfittings.com

800-688-4088 • 716-614-0320

FASTWAY TRAILER PRODUCTS DIV PROGRESS MFG



Supplier

Fastway Trailer is a division of Progress Mfg. that specializes in trailer hitches, ball mounts, jack feet, breakaway cables, wheel chocks, locks and a number of other trailer accessories. We make hooking up trailers as quick and easy as possible.

353 S 1100 W Provo, UT 84601-4103 www.fastwaytrailer.com 877-523-9103

FERGUSON ADVERTISING

Service Provider

If it relates to communications (advertising, marketing, digital media, branding, public relations, social media, media buying), we do it, period. And with 40 years behind us, we've not only been around, but we're sticking around.

347 W Berry 3rd Fl Fort Wayne, IN 46802 www.fai2.com 260-426-4401

FIREFLY INTEGRATIONS

Supplier

Firefly provides advanced automation and mobile electrical solutions including integrating into multiple inverter, A/V and HVAC components. We engineer and support our OEMs in developing custom user interfaces and logic for multiplex systems.

1013 Elroy Dr Middlebury, IN 46540-8550 www.fireflyint.com 574-825-4600

ELWELL CORP

SUPPLIER

Elwell Corp. offers the following products: Timberline Heating System, Air8 Air Conditioning, Gold Heat Underfloor Heating, HWH Hydraulic Systems, Zip Dee Awnings and Dimatec Lighting.



680-C S 28th St Washougal, WA 98671-2585 www.elwellcorp.com/ 360-608-0916

COMPANY PROFILE: Elwell Corp. is a family owned and operated firm that specializes in providing innovative technical products to the RV and marine markets. Our family has been active in the industry for over 25 years, with a goal to enhance and improve the RV lifestyle.

The principles at Elwell Corp. all started in the service sector of the industry; developing service networks and managing service and installation centers nationally. This background puts our company in a unique position to represent and develop technical integrated products, which we have made our main focus. Representation and distribution of these products is being provided to the OEM, wholesale and retail levels.

Whether you're a supplier aiming to grow your customer base or an OEM looking for solutions, we look forward to working with you and creating good partnerships.







The REDARC Tow-Pro Liberty and Elite brake controllers are tested and proven in the toughest conditions on Earth. The Tow-Pro Liberty is built for the road, with stopping power perfect for anything the blacktop can throw its way. The Tow-Pro Elite masters every mission, from highway towing to gnarly trails, but is truly at home off-road. Both feature clean factory looks, a no-knee-knocking design and more with the Outback-proven confidence only REDARC can give you and your customers.

Follow us on **f O**









FIRMAN POWER EQUIPMENT

Supplier

The power you need, when you need it, plus expert guidance to help you conquer anything life throws your way.

8716 W Ludlow Dr Ste 6 Peoria, AZ 85381-4918

https://firmanpowerequipment.com/

FLEMING SALES CO INC

Supplier

Fleming Sales Co. has been providing quality products to the recreation and specialty vehicle markets since 1947. Our goal is to supply products that exceed expectations.

2101 Industrial Pkwy PO Box 277 Elkhart, IN 46515-0277 www.flemingsalesoem.com 574-295-0234

FLIGHT SYSTEMS INC

Supplier

Since 1968, we have supplied new replacement parts and rebuilt controls for generator and ATS controls. We are the largest and longest-established independent supplier of such controls and we are proud of our American-made products.

207 Hempt Rd Mechanicsburg, PA 17050-2607 www.flightsystems.com 800-403-3728 • 717-590-7330

FLORIDA RV TRADE ASSOC/

Service Provider

Established in 1979, the purpose of FRVTA is to lead, educate, promote and protect the general welfare of the RV industry in Florida. We are a nonprofit organization offering programs and services to members across the state.

10510 Gibsonton Dr Riverview, FL 33578-5434

www.frvta.org 813-741-0488

FMCA

Service Provider

FMCA is an association for RV owners that offers RV-specific programs, discounts, education, conventions and rallies, and that publishes Family RVing magazine. It also welcomes RV-related businesses as commercial members.

8291 Clough Pike Cincinnati, OH 45244-2756

www.fmca.com 800-543-3622 • 513-474-3622

FOLAND SALES

Distributor

FSI is an aftermarket RV parts and accessories distributorship, providing expertise with RV appliances, RV plumbing, trailer hitches, electrical, RV awnings, and all aftermarket RV accessories

6424 E Taft Rd Syracuse, NY 13057 www.folandsales.com 800-333-1682 • 315-463-4111

FOREST RIVER INC DBA

RV Manufacturer

Coachmen RV products have been on North American roads and campgrounds since 1964. With more than 600,000 RVs built and sold, we know how to design and build a reliable RV with exceptional value, dependable design and practical innovation.

423 N Main St Middlebury, IN 46540 www.coachmenrv.com 574-825-5821

EQ UNITED

SUPPLIER

EQ Systems, is located in Elkhart, Ind., and is a trusted manufacturer of hydraulic lifting and leveling systems for the RV, horse trailer, motorsports, and commercial industries. We are dedicated to customer satisfaction in the selection, installation, and service of our systems.

EQ Systems offers a wide variety of hydraulic lifting and leveling systems, as well as electric stabilizing options. With leveling options for RVs across all segments, EQ Systems has a solution for any motorhome, fifth wheel, or travel trailer on the road. This wide variety of leveling systems also includes the universal clamp-on leveling system for the Sprinter 3500 Cutaway chassis and we are now offering this option for some Ford Transits (Pat. Pending 16/872,341). EQ Smart-Level allows full operation of your leveling system when our EQ Smart-Level app is paired with a smartphone or tablet. The automatic, one-touch operation levels your RV in less than two minutes. The same premium quality leveling systems used by the top manufacturers in the industry are available for dealer/retail sales in installation friendly kits. EQ Systems is now offering EQ Harness – no matter if it's large or small EQ Harness can handle all your custom wire harness needs.

To find the best leveling system for your needs or if you are interested in EQ Harness, please visit our website www.EQSystems.us. We'll get you level in minutes.

EQ Systems 55169 CR 3 North, Elkhart, IN 46514 www.eqsystems.us 800-846-9659 574-264-3437



HARNESS EQSYSTEMS.US







FOREST RIVER INC DBA

RV Manufacture

From the day the Dynamax brand originated, a progressive vision set these prestigious vehicles apart. Built to perform at a higher standard that goes beyond what meets the eye, Dynamax is driven by an unending pursuit for precision and quality.

2745 Northland Dr Elkhart, IN 46514 **www.dynamaxcorp.com** 574-262-3474

FOREST RIVER INC DBA EAST TO WEST INC

RV Manufacturer

At East to West, we take pride in our RV craftsmanship. We implement manufacturing standards to ensure each East to West brand is built to the same quality and specifications.

3000 County Road 6W Elkhart, IN 46514 www.easttowestrv.com

574-264-6664

FOREST RIVER INC DBA PALOMINO RV

RV Manufacturer

Since 1968, our goal has been simple: Build quality RVs that provide the best value. Every type of unit — whether it's a luxury fifth wheel, travel trailer or truck camper — goes through extensive quality testing.

1047 W M 86 Colon, MI 49040-9623

www.palominorv.com 269-432-3271

FOREST RIVER INC DBA PRIME TIME MFG

RV Manufacturer

Located in Wakarusa, Ind., Prime Time Mfg. builds a full line of towable RV products, including travel trailers, fifth wheels and toy haulers. Prime Time is a division of Forest River and is one of the fastest-growing RV companies.

66149 SR 19 Wakarusa, IN 46573 www.primetimerv.com 574-862-3001

FOREST RIVER INC DBA PRIORITY ONE FINANCIAL SERVICES

Service Provider

Priority One has been serving the RV industry since 1987. Acquired in 2007 by Forest River, Priority One serves as the finance and insurance (F&I) managed services provider for hundreds of dealers nationwide.

742 2nd Ave S St Petersburg, FL 33701-4006 www.p1fs.com 800-747-6223 • 727-822-7171

FOREST RIVER INC DBA

RV Manufacturer

As the industry's longest producer of RVs, Shasta has manufactured hundreds of thousands of RVs. We've earned our success in the best possible way – through experience. Today, Shasta is a division of Forest River Inc.

105 14th Ave Middlebury, IN 46540-9222 www.shastarving.com 574-825-7178

FOREST RIVER RV

RV Manufacturer

Forest River now operates multiple manufacturing facilities throughout the Midwest and West Coast, producing motorized Class A's and C's, travel trailers, fifth wheels, pop-up tent campers, toy haulers, park models and destination trailers.

900 County Road 1 N Elkhart, IN 46514

www.forestriverinc.com/rv 574-389-4600

FORETRAVEL MOTORCOACH

RV Manufacturer

Since 1967, Foretravel Motorcoach has crafted exceptional motorcoaches using technological innovation to develop luxurious comfort and styling. We are known as an industry trendsetter and produce some of the finest luxury motorhomes in the world.

1221 NW Stallings Dr Nacogdoches, TX 75964-3037

www.foretravel.com 800-955-6226

FREDERICK SWANSTON

Service Provider

Frederick Swanston is a mid-sized Atlanta advertising agency led by creative strategists who developed a model for combining exceptional creative with the finest client service.

2400 Lakeview Pkwy STE 175 Alpharetta, GA 30009-7946 www.frederickswanston.com 770-642-7900

FREIGHTLINER CUSTOM

Supplier

Established in 1995 and trusted by some of the most respected names in the RV industry, FCCC is a leading manufacturer of premium vehicle chassis that proudly holds more than half the market in Class A diesel motorhome chassis.

552 Hyatt St Gaffney, SC 29341-2525 www.fcccrv.com

800-385-4357 • 864-487-1700

FRIDGE DEFEND BY ARP

Supplier

We manufacture a patented solution that increases RV refrigerator safety. If the cooling unit boiler overheats, ARP will turn off the refrigerator before damage can occur and will automatically restart the refrigerator once the temperature normalizes

3024 Wharton St Butte, MT 59701 **www.arprv.com** 406-494-1959

FROLI GMBH & CO KG

Supplier

With us you will find, among other things, innovative bed systems that offer you maximum sleeping comfort. Even when you are out and about in a motorhome, camper or boat, you don't have to do without the unique Froli sleep.

Liemker Straße 27 Schloß Holte-Stukenbrock 33758 GERMANY

www.froli.com/en/ 011-49-5207-95000

FROLI SYSTEMS BY NICKLE ATLANTIC LLC

Supplier

Froli Star and Travel modular spring systems are available for manufacturers, RV dealers and aftermarket sales. The company offers RV mattresses specifically designed for use with Froli Sleep Systems. Features custom components.

1000 Johnnie Dodds Blvd STE 103-323 Mount Pleasant, SC 29464-3135

www.nickleatlantic.com 888-463-7654 • 843-972-9500

FURRION USA (SEE LISTING ON PAGE 104)

FUSION ENTERTAINMENT LTD

Supplier

FUSION offers an innovative and exciting range of mobile entertainment systems, including stereos, speakers, amplifiers and subwoofers.

1200 E 151st St Olathe, KS 66062

www.fusionentertainment.com 623-580-9000

FUTURE SALES

Supplier

Founded in 2001, Future Sales specializes in new product development. We strive to provide excellent sales and technical support for our manufacturers and first-rate service to our customers.

2613 Glenview Dr Elkhart, IN 46514-8709 www.futuresalesrv.com

574-262-3688

GARMIN INTL INC

Supplier

The open road is yours to explore, thanks to RV-specific navigators. Get custom routing, road warnings and a directory of RV parks and services right at your fingertips. Spend less time planning your trip and more time enjoying it.

1200 E 151st St Olathe, KS 66062

www.garmin.com

913-397-8200

GARNET INSTRUMENTS LTD

Supplier

The SeeLevel RV Tank Monitors are versatile systems that provide percentage full readouts on a bright LED display. Models will measure levels up to seven tanks, battery voltage, and LPG. Easy-to-install external sensors will fit most non-metal tanks.

286 Kaska Rd Sherwood Park, AB T8A 4G7 CANADA

www.rvgauge.com 800-617-7384 • 780-467-1010

GASKA TAPE INC

Supplier

Gaska Tape Inc. is a manufacturer of closedcell foams and adhesive foam tapes such as Polyvinyl (PVC), Polyester Blend, Polyolefin, EPDM and Gaska Hi Bond Tapes, PVN foams and adhesives.

1810 W Lusher Ave Elkhart, IN 46517-1311

www.gaska.com

800-423-1571 • 574-294-5431

GASSTOP/DIVERSIFIED POWER SOLUTIONS

Supplier

GasStop offers the only propane system device that automatically and mechanically shuts down 100 percent of flow in a major propane leak, enables a system-wide minor leak test, and incorporates a high-quality pressure gauge, all with five-year warranty.

11400 47th St Clearwater, FL 33762 https://gasstopusa.com/ 800-862-4377

GE APPLIANCES A HAIER COMPANY (SEE LISTING ON PAGE106)

GENESIS PRODUCTS INC

Supplier

Genesis has built its reputation on providing customized solutions for the RV industry. We provide panels, moldings, interior components and doors, all built to suit individual RV designs. Now offering daily deliveries within the Elkhart area.

1853 Eisenhower Dr S Goshen, IN 46526

www.genesisproductsinc.com 877-266-8292

GENESIS SUPREME RV

RV Manufacturer

Genesis Supreme RV is a family-owned business that produces fifth wheel and travel trailer toy haulers. We are led by one of the most talented management teams in the industry.

23129 Cajalco Rd Perris, CA 92570-7298 www.genesissupremerv.com 951-337-0254

FURRION USA

SUPPLIER

Our passion at Furrion is to innovate and to engineer cutting-edge technology of the highest quality. That's why we are committed not only to leading the industry in competitive pricing, but also in engineering and creativity.

52567 Independence Ct Elkhart, IN 46514-8173 **www.furrion.com** 888-354-5792 • 574-327-6571

FURRION









Working together, protecting more.

With 60 years of F&I experience, Protective Asset Protection has a history of helping dealerships drive profitability and customer satisfaction. We provide F&I training on-site, online and in the classroom, and our easy-to-use online tools help you manage your business and serve your customers. Working together, Protective Asset Protection can help you protect more and grow your business. Because at Protective, our name means what it says.

Dealerships or agencies looking to leverage our F&I experience, contact us: **888-276-0195** | **protectiveassetprotection.com**



XtraRide*, RpmPlus & NorthStar RV Service Contract Programs | Dealer Experience Refund & Reinsurance Programs
Protective DOWC RV Program | Post Sale & Renewal Programs | F&I Training & Technology | Unparalleled Service & Support

GEN-Y HITCH

Supplier

GEN-Y manufactures high-quality hitches and towing products. We take pride in the fact that all of our products are made right here in the U.S.A. Our most notable achievement is the creation of the Torsion-Flex Technology.

1952 W Market St Nappanee, IN 46550-9045 www.genyhitch.com 574-218-6363

GEOCEL CORP

Supplier

Geocel, a business unit of Sherwin-Williams Co., provides a range of caulks and sealants for all-purpose job-specific applications, with solutions that meet the high demands of RV professionals.

101 Prospect Ave W Cleveland, OH 44115-1093

www.geocelusa.com 800-348-7615

THE GIRARD GROUP

Supplier

Manufacturer of quality shade products and the industry's No. 1-selling tankless water heater. 1361 Calle Avanzado San Clemente, CA 92673-6351 www.girardgroupcompanies.com 800-382-8442 • 949-259-4000

GIRARD PRODUCTS LLC

Supplier

The leading manufacturer of tankless water heaters for the RV industry, Girard Products is focused on designing and manufacturing products that support industry growth and reduce consumption.

2505 Lombardy Dr Goshen, IN 46526

www.greenrvproducts.com

866-559-1221 • 949-259-4024

GLOBAL LINK DISTRIBUTION

Distributor

We are committed to providing high-quality products and services as a distributor to the RV, manufactured housing, cargo trailer, horse trailer and cabinet shop industries.

700 Patricia Ct Elkhart, IN 47516 www.gld1.com 888-400-2872

GLOBAL PRODUCTS DBA WIPER TECHNOLOGIES



Supplier

Wiper Technologies is an OE manufacturer of RV windshield wiper systems. Wiper Technologies offers a full line of replacement RV wiper blades with several P.O.P. options. Wiper Technologies also offers replacement components for RV wiper systems.

144 Industrial Ave Greensboro, NC 27406 www.wipertechnologies.com 833-947-3771

GO POWER! (SEE LISTING ON PAGE 107)

GOLD HEAT ELECTRIC RADIANT FLOOR HEAT MATS

Distributor

Custom electric radiant floor heat mats for luxury motorcoaches.

5295 NE Elam Young Pkwy Ste 130 Hillsboro, OR 97124-7570

www.goldheat.com 503-443-8913

GE APPLIANCES A HAIER COMPANY

SUPPLIER

At GE Appliances, our products are engineered for installation, intuitive to use, and built to last. In addition to advanced features and durability, GEA also offers specialized service & support so your customers are ready for their next adventure.

Appliance Park AP2-131 4000 Buechel Bank Rd Louisville, KY 40225-0001 http://geappliances.com 800-626-2005

COMPANY PROFILE: At GE Appliances, a Haier company, we come together to make "good things, for life." We're creators, thinkers and makers who believe that anything is possible and that there's always a better way. We're a company powered by our people, made stronger through our diversity — allowing us to grow closer than ever before to our owners, anticipate their needs and enhance their lives.

Since 1907, we've built innovative, quality products that are trusted in half of all U.S. homes. We sell appliances under the Monogram®, Cafe ™, GE Profile ™, GE®, Haier and Hotpoint brands. Our products include refrigerators, freezers, cooking products, dishwashers, washers, dryers, air conditioners, small appliances, water filtration systems and water heaters



GE APPLIANCES

a Haier company



GRAND DESIGN RV DIV OF WINNEBAGO INDUSTRIES (SEE LISTING ON PAGE 108)

GRAPHIX UNLIMITED

Supplier

Graphix Unlimited is the premier advanced printing solution provider in the U.S. We offer a comprehensive range of turnkey products to cover your unique requirements, no matter how demanding. Graphix Unlimited ships anywhere across the United States.

3947 SR 106 E Bremen, IN 46506

www.graphixunlimited.com 574-546-3770

GRUPPO MASTROTTO

Supplier

Gruppo Mastrotto focuses on material for furniture, leather goods, automotive, marine and aviation industries.

Quarta Strada 7 36071 Arzignano, VI ITAI Y

http://mastrotto.com 011-39-0444-621-200

GULF STREAM COACH INC

RV Manufacturer

Gulf Stream is a leading manufacturer of outstanding quality and great value RV products that are distributed through independent dealers who are focused on exceeding customer expectations. We have offered quality, value and innovation since 1983.

503 S Oakland Ave PO Box 1005 Nappanee, IN 46550 www.gulfstreamcoach.com 800-289-8787 • 574-773-7761

H.B. FULLER

Supplier

H.B. Fuller adhesive solutions are an integral part of nearly every kind of finished goods in the marketplace – from electronics devices and building materials to packaging and filters – and so much more.

1200 Willow Lake Blvd P0 Box 64683 St Paul, MN 55164-0683

www.hbfuller.com/en/north-america/

HANWHA AZDEL

Supplier

Hanwha Azdel Inc. manufactures highperformance thermoplastic composites designed for both interior and exterior applications across different industries including RV, automotive, heavy truck, industrial and other transportation applications.

18536 US Hwy Ste E Goshen, IN 46528

www.azdelonboard.com 574-327-3469

HAYES TOWING ELECTRONICS

Supplier

Hayes manufactures a line of time-based and proportional electric trailer brake controllers with a wide range of axle and brake system compatibility.

1030 Sundown Dr NW Arab, AL 35016-2000

www.hayesbc.com 800-882-1204 • 256-931-7879

HCCR RV DECKS & STAIRS

Supplier

Portable, modular free-standing decks and stairs for fifth wheels, travel trailers, motorhomes, truck campers, park models, tiny homes and more. American-made, factory direct ship to U.S.A. and Canada.

15018 E Tequesta Ct Fountain Hills, AZ 85268-1605 www.hofmannccr.com 480-837-4927

GO POWER!



SUPPLIER

Go Power! offers reliable, dependable solar and inverter systems and kit solutions for full-time, offgrid RVing or cost-saving battery maintenance. Choose from solar power systems for weekend trips or full-time RVing: no costly hookups required.

710 Redbrick St Victoria, BC V8T 5J3 CANADA http://gpelectric.com 800-667-6527 • 866-247-6527

COMPANY PROFILE: Go Power! has been a trusted, recognized leader in the business of solar technology for 25 years. Our high-quality solar panels, inverters, controllers, and power accessories offer a durable, dependable, and cost-effective solution wherever mobile power is needed.

Using high-quality components, you get more for your money with Go Power! and peace of mind that your system will stay working. The leading choice for RV OEMs, RV dealers and end-customers alike, our Solar on the Side, Wired for Solar, and Solar on Board programs make solar easy.



HEARTLAND RV

RV Manufacturer

Confident that we could do better than the industry standard, Heartland was launched in 2003. Heartland RV produces some of the finest towable brands in the RV industry. We are a leader in fifth wheel toy haulers with brands like Bighorn and Cyclone.

2831 Dexter Dr Elkhart, IN 46514 www.heartlandrvs.com 574-262-5992

HELLWIG SUSPENSION PRODUCTS

Supplier

A family-owned and operated business for more than 70 years, Hellwig specializes in American-made, precision-engineered suspension load leveling and sway-control products such as progressive-rate helper springs, air kits and anti-roll sway bars.

16237 Ave 296 Visalia, CA 93292

www.hellwigproducts.com 800-367-5480 • 559-734-7451

HENG'S INDUSTRIES USA LLC

Supplier

Heng's Industries is a premier manufacturer and supplier of products for the RV and marine industries. We are committed to OEMs and the aftermarket to provide a diverse series of products ranging from vents to sealants to affordable furniture.

3500 Lexington Park Dr Elkhart, IN 46514-1172 www.hengsindustries.com

877-295-1205 • 574-295-1200

HENSLEY MFG INC

Supplier

Hensley Mfg. guarantees the elimination of trailer sway with our product line and provides a 60-day money-back trial period to test the product.

1097 S State Rd Davison, MI 48423

www.nosway.com 800-410-6580

HIGHLAND RIDGE RV DIV OF

RV Manufacturer

A subsidiary of Jayco, Highland Ridge RV was founded with passion for innovation and a drive to make a better product using advanced technologies in construction materials, all at an affordable price. Own the outdoors with Highland Ridge RV.

3195 N State Road 5 Shipshewana, IN 46565-9313 www.highlandridgerv.com 260-768-7771

HIGH ALTITUDE TRAILER CO

RV Manufacturer

Off-road capable trailers include our XT50 square-backed teardrop and EWC personal watercraft trailer. We are Thule, Tepue, RotoPax, WaterPort, and Camp Chef authorized dealers.

7128 Reynolds Dr Ste 200 Sedalia, CO 80135-6685 www.highaltitudetrailer.com 720-391-6685

GRAND DESIGN RV DIV OF WINNEBAGO INDUSTRIES









RV MANUFACTURER

We remain dedicated to offering RVs built with the highest quality, the most features, the finest designs and with unparalleled customer support for your investment. We would be honored to personally welcome you to the Grand Design RV family.

11333 County Road 2 Middlebury, IN 46540 http://www.granddesignrv.com 574-825-8000

Company Profile:

At Grand Design our goal is simple – to lead the industry with quality products and improve the customer's RV experience before, during and after the sale.

WE STRIVE FOR NOTHING LESS THAN CUSTOMERS FOR LIFE. We do this by following these simple rules:

LONG-TERM VALUE Everything we do is designed to build long-term value in what we offer customers: "More features and superior value for your dollar."

CUSTOMER FOCUS Our focus, from the very first day we opened our doors, revolves around our customers. Your satisfaction is our future.

STAYING CONNECTED Magic happens when the CEO and senior management actively work with the production facilities to help build the team & develop products.

EXPERIENCED WORKFORCE Our local workforce is hand-picked and has an excellent reputation for second-to-none craftsmanship.

CLASS LEADING WARRANTY We back every one of our coaches with a three-year limited structural warranty.

RAISING THE QUALITY BAR Every RV we manufacture goes through a series of quality inspection gates. Once completed, the unit undergoes a comprehensive final-finish inspection. Every coach is shipped to a pre-delivery inspection area where it's put through a rigorous 300+ point inspection.

SUPERIOR SERVICE We take care of our customers after the sale. An informed customer will be a Grand Design customer!



OEM APPROVED & INSTALLED.

"While many manufacturers and suppliers are struggling with supply chain shortages and extended delivery issues, TST has maintained our agreed-upon 2 week delivery times to customers throughout the Covid pandemic.

OEM's and Dealers can be confident that TST and their parent company,
Pressure Systems International has used their experience and global buying power
to ensure that this inventory model will be the case for 2022 and beyond."

- BEAR MUSGRAVE

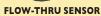
V.P./PRESSURE SYSTEMS INTERNATIONAL
BUSINESS UNIT DIRECTOR/TRUCK SYSTEM TECHNOLOGIES

START WITH THESE.



EXPAND WITH THESE.







CAP SENSOR



MARINE SENSOR



FIRST IN OEM - TIRE PRESSURE MONITORING SYSTEMS

TST products are designed to commercial vehicle standards. All sensors are IP67 rated and offer easy installation with best-in-class data reliability.

All TST sensors are compatible with each other so you can mix & match sensors to monitor a variety of applications at the same time, which is great for up-sell opportunities.

Cap & flow-thru sensors have user-replaceable batteries, and Code-Lock keeps sensors paired after battery maintenance.

HIGHLANDS FINANCIAL INC

Service Provider

We are a well-established company with access to multiple lending programs designed for the RV market. We give dealerships the advantage to offer multiple finance options to their customers from one single finance network.

7340 E Caley Ave Centennial, CO 80111 www.hfico.com 303-471-8325

HL ENTERPRISE INC

RV Manufacturer

HL Enterprise manufactures RVs (28 to 44 feet). Some are referred to as destination trailers. We also manufacture fifth wheels, and Harbor View Mobility RVs. All can be placed seasonally in campgrounds or on lake lots while remaining towable.

5321 Beck Dr Elkhart, IN 46516-9251 www.hlenterpriseinc.com 574-294-1112

HOPKINS MFG CORP

Supplier

Hopkins is a leading manufacturer, marketer and distributor of quality, innovative specialized towing products and functional accessories for the automotive and RV aftermarkets.

428 Peyton St Emporia, KS 66801

www.hopkinsmfg.com

800-524-1458 • 620-342-7320

HORIZON GLOBAL

Supplier

Horizon Global is the premier leader in designing, manufacturing, and distributing the highest quality of custom-engineered towing, trailer-hauling, and cargo management products, as well as related accessory products, in North America and Europe.

47912 Halyard Dr # 100 Plymouth, MI 48170-2454 www.horizonglobal.com 248-593-8820

HORIZON TRANSPORT

Service Provider

Horizon Transport Inc. was founded by Melvin and Ruth Ann Schrock in 1984. Today, we remain family-owned and operated, contracting with more than 1,500 drivers that deliver 80,000 vehicles annually. We also have offices and yards in Oregon and Idaho.

100 N State Rd 19 Wakarusa, IN 46573 www.horizontransport.com 574-862-2161

HOST CAMPERS

RV Manufacturer

HOST offers the most interior space of any camper on the market today with its innovative triple-slide designs. We have six unique, quality-built models to choose from. Every camper is built with all-aluminum, vacuumed-bonded construction.

20526 Murray Rd Bend, OR 97701 www.hostcampers.com 541-330-2328

HUEBNER INTEGRATED MARKETING

Service Provider

Founded in 1989, we understood early on that a well-positioned brand is the foundation to great marketing. Harnessing the power of digital media, we transform ideas into content that communicates and differentiates your brand's message.

6853 N Franklin Ave Loveland, CO 80538-1180 www.huebnermarketing.com 970-775-7140

HUGHES AUTOFORMERS (SEE LISTING ON PAGE BELOW)

HUGHES AUTOFORMERS

SUPPLIER

Hughes Autoformers manufactures the Power Watchdog brand of smart RV surge protectors as well as other power accessories.

1265 N Grove St Anaheim, CA 92806-2135 www.hughesautoformers.com 888-540-1504

COMPANY PROFILE: The world's first, best and only patented smart RV surge protectors and patented Hughes Autoformers voltage booster. Pioneering new products has been in our blood for over 25 years. Robert Hughes patented the first RV voltage booster. Years later, we created a 'smart' RV surge protector that is also patented. Leading the industry with innovation and genuine customer service is what makes us different and proud.





HUNTINGTON NATL BANK

Service Provider

Huntington is a full-service banking provider primarily operating across a seven-state banking franchise of Ohio, Illinois, Indiana, Kentucky, Michigan, Pennsylvania and West Virginia. We offer financing and services for the RV industry.

7 Easton Oval EA4C20 Columbus, OH 43219 www.huntington.com 614-480-6503

HUTCH MOUNTAIN

Supplier

Hutch Mountain offers Trifuel (gas, propane, natural gas) conversion kits, which adapt generators to run on any of the fuels at any time, permitting customer choice based on preference and fuel availability.

290 E Main St Elsinore, UT 84724 www.hutchmountain.com 435-494-1975

HYDRALIFT MOTORCYCLE

Supplier

Hydralift is proud to offer its dealers a wide range of motorcycle lifts and carriers for motorhomes, fifth wheels, vans and trucks, each with advanced technology and a variety of options and accessories, including towing.

155 N Solano Ave Blythe, CA 92225 www.hydralift-usa.com 949-559-5372

IAA SPECIALTY

Service Provider

IAA Specialty offers a variety of clear-title and salvage title RVs, including travel trailers, motorhomes, campers and more.

2040 E Algonquin Rd Ste 501 Schaumburg, IL 60173 www.iaai.com

800-323-0698

ICON DIRECT

Supplier

ICON Technologies is dedicated to supplying quality RV products both online and through our strong international network of RV aftermarket distributors.

925 Roblin Blvd E Winkler, MB R6W 0N2 CANADA

www.icondirect.com/

ICON TECHNOLOGIES LTD (SEE LISTING BELOW)

INFINITY FABRICS

Supplier

Infinity Woven Products offers designers and specifiers the premier floor fashion proven to withstand the most demanding RV environments. Luxury woven vinyl has a heavy-traffic-rated backing, making it ideal for indoor and outdoor use.

4031 Ross Clark Cir Dothan, AL 36303-5723 www.infinitylwv.com 706-529-2241

INSPIRED REP GROUP LLC

Service Provider

Inspired Rep Group is committed to bridging our vendors and the dealer. The dealer's success is our success. While we represent all lines fully, we also offer the dealer full-store merchandising layouts and plans. Aftermarket and OEM services.

6973 Hazard Rd Fenton, MI 48430-9219 www.inspiredrep.com 269-506-7979



INTECH RV

RV Manufacturer

inTech RV was born out of necessity for a quality-built, all-aluminum RV in the marketplace. Our trailers are constructed to last a lifetime and have come to be known for their unmatched quality, fit, finish, and attention to detail.

1852 W Market St Nappanee, IN 46550 www.intechrv.com 574-773-9536

INTEGRATED DEALER SYSTEMS

Service Provider

While other software providers were busy stitching together different solutions, IDS built a complete dealership management system that connects all dealership departments into one seamless ecosystem.

12339 Wake Union Church Rd Ste 107 Wake Forest, NC 27587

www.ids-astra.com 800-962-7872

INTELLITEC PRODUCTS LLC

Supplier

Our unique products are used for power distribution, charging, switching and

controlling electrical systems in a wide variety of applications including bus, truck, emergency service, RVs and marine.

1485 Jacobs Rd Deland, FL 32724-2604 www.intellitec.com 800-251-2408

INTERACTRV

Service Provider

You will find proven success with our RV web service solutions. We do website design, pay-per-click optimization (PPC), search engine optimization (SEO), email marketing campaigns, custom website feature development and lead management (CRM).

PO Box 2291 Midland, MI 48641-2291 www.interactrv.com 800-515-9672

INVENTRUE

Service Provider

RV dealer website development and hosting.
P0 Box 14306
Springfield, M0 65814-0306
www.inventrue.com
417-319-3121

IOSSO PRODUCTS

Supplier

We have been manufacturing quality innovative cleaning products for more than 30 years. Our products are leaders in the marine, shooting sports, RV and industrial markets. We strive to manufacture the best quality and environmentally safe products.

1485 Lively Blvd Elk Grove, IL 60007 www.iosso.com 888-747-4332 • 847-437-8400

IOTA ENGINEERING (SEE LISTING BELOW)

IRVINE SHADE & DOOR INC

Supplier

Top RV manufacturers choose Irvine Shade & Door because our products are made in America from the best materials with uncompromising quality and workmanship. Our doors, window coverings and adhesives are the perfect fit for RVs in every category.

1000 Verdant Dr Elkhart, IN 46516 www.irvineshadeanddoor.com 574-522-1446

IOTA ENGINEERING

SUPPLIER

IOTA has operated out of Tucson, Ariz., since 1968. We pride ourselves on providing dependable AC/DC power solutions and first-rate customer service.



1361 E Wieding Rd Tucson, AZ 85706 www.iotaengineering.com 800-866-4682 • 520-294-3292

COMPANY PROFILE: IOTA DLS Battery Chargers and Power Converters are designed and manufactured to deliver reliable performance for your RVs AC/DC system. Our specialized IQ smart charging solutions allow RV users to easily adapt their IOTA charger to meet their unique RV battery or application needs, protecting their battery investment while on the road or in the storage season.





INNOVATIVE, IN-DEMAND, HIGH MARGIN TPMS.

PressurePro arms your dealership with an in-demand solution to boost sales, while giving your customers the market's most trusted and proven Tire Performance Management Solutions, adding safety and savings to every road they travel.



24/7 MONITORING real time pressure and temperature information & alerts



SEALED SENSORS waterproof, reliable & durable for use in all applications



install in minutes, by customer or at shop Free Display with Qualifying Order



Featuring patent pending Dynamic Sensing technology, PressurePro Sensors are tried and trusted in all applications, from recreational to mining.



The TPMS partner of choice for OE's of all types, including













ITC INC

Supplier

ITC a proud supplier for interior and exterior LED lighting, plumbing, assist handles, table legs and more. We are committed to on-time delivery of quality products, continual innovation for performance and custom requirement satisfaction.

3030 Corporate Grove Dr Hudsonville, MI 49426-8023

www.itc-us.com

888-871-8860 • 616-396-1355

ITR INC

Supplier

ITR is the manufacturer of state-of-the-art, Hurricane and Oasis liquid fueled burners for space heating and continuous, on-demand hot water systems used extensively in the Marine and RV industry. Brand Names include Chinook, NE, NE-S and Zephyr.

2431 Simpson Rd Richmond, BC V6X 2R2 CANADA

www.itrheat.com

800-993-4402 • 360-993-4877

JE ALLEN LLC

Service Provider

KUMA outdoor gear has a full line of luxury outdoor gear and lifestyle products.

1550 Pachino Cir Ste F Newbury Park, CA 91320-6531 http://kumaoutdoorgear.com 805-716-3508

J.D. POWER

Service Provider

National Appraisal Guides Inc. is the largest publisher of vehicle pricing, information and tools for new and used cars, classic cars, motorcycles/powersports, boats, RVs and manufactured homes.

320 E Big Beaver Rd Troy, MI 48083-1238 www.nadaguides.com

www.nadaguides.com 800-966-6232

JACK-E-UP

Supplier

We are excited to introduce a product that solves a design flaw in standard trailer hookup systems. The Jack-E-Up is so simple and works so well, you no longer have to continue winding your jack up after hitching to your truck.

29299 Madison Rd Echo, OR 97826-9016

www.jack-e-up.com 541-571-0581

JAYCO RV

RV Manufacturer

Jayco is an industry-leading RV manufacturer of travel trailers, fifth wheels, toy haulers, Class B, Class C and Class A motorhomes.

903 S Main St Middlebury, IN 46540 www.jayco.com

574-825-5861

JR PRODUCTS

Supplier

JR Products provides RV, marine, automotive products in hardware, electrical, plumbing, LP gas, towing, accessories, made-in-the-U.S.A. and more.

9680 County Rd Clarence Center, NY 14032-9240 www.jrproducts.net 800-269-7622 • 716-632-2926

JVC KENWOOD USA CORP

Supplier

We provide in-dash receivers, navigation solutions and audio products.

4001 Worsham Ave Long Beach, CA 90808-1743 www.kenwood.com 310-761-8802

K&K INSURANCE GROUP INC

Service Provider

K&K Insurance Group is a subsidiary of Aon and employs more than 200 people at its Fort Wayne, Ind., HQ. Since 1952, K&K has delivered innovative and competitive insurance products developed for unique specialty markets, including campgrounds.

1712 Magnavox Way Fort Wayne, IN 46804 www.kandkinsurance.com 800-637-4757

KANBERRA GROUP

Supplier

Kanberra Products are a line of water-based, alcohol- and chemical-free products made with an all-natural blend of premium certified Australian tea tree oils. Our products include gel, spray, wipes, soap, essential oils, and anti-friction creams.

800 Commerce Pkwy Lancaster, NY 14086-1738 https://kanberragel.com 800-683-0021 • 716-683-3000

KELLER MARINE & RV

Distributor

Keller Marine & RV sells all major brands of RV and marine products. We produce a 900-page RV and 800-page marine catalog to showcase all of our products. If you are an RV or marine dealer, reach out to us for a catalog for your industry.

2712 Main St Port Treverton, PA 17864 www.kellerrv.com 800-326-9766 • 570-374-1191

KELLY ENTERPRISES

Service Provider

Kelly Enterprises is a full-service F&I and sales training/consulting company for the auto, marine, motorsports and RV industries. Kelly Enterprises delivers comprehensive training, consulting and profit-analysis services for dealerships.

PO Box 821665 Vancouver, WA 98682-0038 www.jlkelly.com 360-253-9602

KENDA AMERICANA TIRE & WHEEL

Supplier

Kenda Americana tires and wheels perform to the highest standards across several categories. For more than 50 years, KATW has been building better tires, wheels and assemblies for life's most demanding activities. Kenda, designed for your journey!

7095 Americana Pkwy Reynoldsburg, OH 43068-4118 http://americanatire.com 614-866-9803

KENECT

Service Provider

Convert your existing phone line to a textenabled line and increase efficiency, capture new leads and generate online reviews. Kenect is built for today's business world, and more importantly, today's consumer.

1064 S N County Blvd Ste 300 Pleasant Grove, UT 84062-3436 www.kenect.com 888-972-7422

KEYSTONE RV

RV Manufacturer

With more than 1 million owners in the Keystone Nation, Keystone RV is relentlessly focused on delivering The Ultimate Ownership Experience: easier shopping, industry-leading innovation, best-in-class quality, and superior customer service.

2642 Hackberry Dr Goshen, IN 46527-2000 www.keystonerv.com 574-535-2100

KING

Supplier

KING is a leader, innovator, and pioneer in designing and manufacturing Wi-Fi, cellular, satellite, and over-the-air antenna systems — creating products that connect you with the internet and TV programming you enjoy, wherever you roam.

11200 Hampshire Ave S Bloomington, MN 55438-2453 www.kingconnect.com 952-922-6889

KPA

Service Provider

KPA provides environment, health, and safety (EHS) software and services. Certified EHS experts safeguard employees and protect the bottom line. Vera Suite is a compliance software that helps maintain safety, streamline operations, and manage risk.

1380 Forest Park Cir Lafayette, CO 80026-3377

www.kpa.io 866-356-1735

KROPF INDUSTRIES

RV Manufacturer

Kropf provides the perfect place to make dreams come true. Our custom park model RVs are built to give a comfortable home base for all types of excursions. Choose from four model series: Island, Lakeside, Canadian and Lakeside LE.

58647 State Road 15 Goshen, IN 46528-8674 www.kropfind.com

800-634-2171 • 574-533-2171

KUMA OUTDOOR GEAR

Supplier

KUMA Outdoor Gear products are designed in Canada for the outdoor enthusiast with the desire to be just as comfortable outdoors as they are indoors. Our emphasis is on portable luxury outdoor furniture that you can take with you wherever you go.

7103 67 St NW Edmonton Edmonton, AB T6B 3L7 CANADA

www.kumaoutdoorgear.com 888-799-5862

KZ RV

RV Manufacturer

KZ RV, founded in 1972, produces several widely-recognized RV brands, including Classic, Connect, Durango, Escape, Sportsmen, Sportster and Venom, as well as products produced by Venture RV, including Sonic, Stratus and SportTrek.

985 N 900 W Shipshewana, IN 46565-9139 https://www.kz-rv.com 260-768-4016

L&W ENGINEERING INC

Supplier

Beginning in 1975, L&W Engineering continues to focus on quality. We utilize six production facilities of more than 350,000 square feet. We have laser cutting, powder coating, 3D printing, robotic welding and bending capabilities and CNC machinery.

107 Industrial Pkwy Middlebury, IN 46540 www.lw-eng.com 574-825-5351

LAGUN USA

Supplier

Eliminate your wobbly table in your RV. The Lagun Table leg system is constructed of heavy anodized aluminum and swivels 360 degrees from two different locations. It easily locks down by turning the hand locks and is then ready for use or travel.

3040 Leversee Rd Cedar Falls, IA 50613-8740 www.lagunusa.com 319-243-9610

LAND 'N' SEA DISTRIBUTING



DISTRIBUTOR

Land 'N' Sea offers a complete selection of RV parts and accessories available in multiple warehouses, and more locations coming soon! We also have new products added throughout the year.

3131 N Andrews Ave Ext Pompano Beach, FL 33064 www.landnsea.net 800-432-7652

COMPANY PROFILE: Land 'N' Sea Distributing, Inc. is a full service, wholesale only distributor serving the industry for over 45 years. With over 80,000 different marine & RV parts and accessories available from seventeen locations. Land 'N' Sea prides itself in fast efficient delivery throughout the US and Canada. For many years, Land 'N' Sea has been recognized as the industry leader with the most innovative marketing and dealer support programs, easy to use online ordering system, premier trade events, dealer seminars and experienced field sales and customer service teams.

FulTyme RV® products, exclusively offered from Land 'N' Sea, is a complete line of quality RV parts tailored to the evolving needs of the independent dealer.

The hundreds of men and women on the Land 'N' Sea team that provide these world class dealer services invite you to request additional information and apply for an account on-line, or through our customer service department.







LAMATEK INC

Supplier

LAMATEK offers a wide variety of tape, weather-stripping, gasket and foam products for mobile home and RV manufacturing and repair.

1226 Forest Pkwy West Deptford, NJ 08066-1728

www.lamatek.com

800-526-2835 • 859-599-6000

LANCE CAMPER MFG CORP

RV Manufacturer

Lance Camper Mfg. Corp. is the premier manufacturer of high-quality, ultra-lightweight composite-built truck campers and travel trailers in North America.

43120 Venture St Lancaster, CA 93535-4510 www.lancecamper.com 800-423-7996 • 661-941-9250

LAND 'N' SEA DISTRIBUTING (SEE LISTING ON PAGE 115)

LASALLE BRISTOL

Supplier

We source, manufacture and distribute products for factory-built housing, RV and commercial markets across the U.S. and Canada. We offer a variety of products including lighting, flooring, plumbing, air handling and other building products.

601 County Road 17 Elkhart, IN 46516-9568 www.lasallebristol.com 800-718-7187

LAURELHURST DISTRIBUTORS

Distributor

We are a wholesale distributor of RV parts and appliances

8904 NE Alderwood Rd Portland, OR 97220-6802 www.laurelhurstdistributors.com 800-234-4328

LAVANTURE PRODUCTS CO INC (SEE LISTING BELOW)

LEISURE TIME SALES & MARKETING

Service Provider

At Leisure Time Sales & Marketing, we get your products on the shelves. With our long-term relationships, including warehouse distributors, RV dealers, repair centers as well as parts and accessories stores, we get your products to market.

17702 Ridgecrest Dr Yorba Linda, CA 92886 http://ltsmrvreps.com 714-926-1078

LEISURE TRAVEL VANS

RV Manufacturer

Leisure Travel Vans is an innovative manufacturer of Class C motorhomes built on the Mercedes-Benz Sprinter and Ford Transit chassis. LTV's award-winning product lineup includes the Serenity, Unity and Wonder Class C RVs.

301 Roblin Blvd Winkler, MB R6W 4C4 CANADA

www.leisurevans.com 877-922-9906 • 204-325-4361

LET'S GO AERO

RV Manufacturer/Supplier

Cargo carriers, enclosed cargo carriers, bike carriers, E-bike carriers, trailers, campers, shelters, patented Silent Hitch Pins, and other Silent Towing products.

5353 N Union Blvd Ste 103 Colorado Springs, CO 80918-2068 www.letsgoaero.com 719-630-3800

LEVEL 5 ADVERTISING

Service Provider

Level 5 Advertising is a full-service marketing agency specializing in the RV industry. We are passionate about delivering true ROI

LAVANTURE PRODUCTS CO INC



by constantly managing, measuring, and optimizing your marketing.

13825 Sunrise Valley Dr Ste 150 Herndon, VA 20171-6392

www.level5advertising.com 888-602-4581

LIFTCO INC

Supplier

Liftco is an innovative developer and producer of products for the RV and marine industry, currently producing motorized and manual roller slide-outs, touchless glide-outs, flushfloor systems, stabilizing systems (jacks), bed systems and more.

3301 Reedy Dr Elkhart, IN 46514-7665 www.liftcoinc.com 800-454-3826 • 574-266-5551

LIGHTSPEED (SEE LISTING BELOW)

LINK LOCK LLC

Supplier

Our patented system makes adjusting the length of trailer chains simple. At Link Lock, our goal is to make trailer towing safer and easier with a trailer chain system with length adjustment options. Weld or Bolt-On the Link Lock system.

111 W Canvon Crest Rd Ste 2 Alpine, UT 84004-1647 www.linklock.net 801-763-8484

LIONSHEAD SPECIALTY TIRE & WHEEL LLC

Supplier

LionsHead Specialty Tire & Wheel was established in 1993 and is a contract manufacturer of trailer components including tires, wheels and specialty running gear accessories. LionsHead is a privately-held and family-owned business.

305 Steury Ave Goshen, IN 46528-3004 www.lionsheadtireandwheel.com 574-533-6169

LIPPERT See Listing on Page 118)

LIQUIDSPRING



Supplier

Smart, adaptive, instantaneously responsive suspension system.

4899 E 400 S Lafayette, IN 47905-9371 www.liquidspring.com 949-300-0266

LOOK TRAILERS

RV Manufacturer

LOOK Trailers produces trailers ranging from the small, entry-level, 4-foot-wide enclosed cargo trailers to 8.5-foot-wide, custom-built 53-foot long gooseneck trailers. No matter what the customer's needs, LOOK Trailers has a solution available.

11550 Harter Dr Middlebury, IN 46540 www.looktrailers.com 877-475-5665

LIGHTSPEED

SERVICE PROVIDER

As the provider of LightspeedEVO, CDK works closely with RV dealers to create high-performance RV dealer management solutions that help increase profitability and improve customer retention in your parts, service and sales departments.

215 N Admiral Byrd Rd Ste 150 Salt Lake City, UT 84116 www.lightspeeddms.com/rv 800-521-0309 • 801-521-0300

COMPANY PROFILE: With our Lightspeed®EVO platform, your departments communicate effortlessly to eliminate unnecessary frustration and manual work. When Parts, Sales, Service, and Finance sync and visualize information together across your dealership, everyone on your team has instant access to the information they need. Drive more opportunities while enhancing your workflow and increasing efficiency.



LOTVANTAGE

Service Provider

LotVantage is a provider of digital marketing and lead generation services that enable dealerships to obtain a presence in their digital marketplace. LotVantage helps dealers of all sizes master Craigslist, eBay and social media to drive sales.

3415 E Frontage Rd Ste B Tampa, FL 33607-7010 www.lotvantage.com

866-881-3229 • 813-470-7094

LUVERNE

Supplier

We offer a broad base of quality functional aftermarket accessories for pickup trucks, commercial vans and SUVs. We specialize in American-made grille guards, running boards, side steps made from high-quality stainless steel, aluminum and mild steel.

6208 Industrial Dr Eau Claire, WI 54701 www.luvernetruck.com 877-287-8634

MAGNADYNE CORP

Supplier

Magnadyne has manufactured electronics for the RV, work truck, agriculture and marine industries for nearly 50 years. Our products range from Wi-Fi and audio systems to TV and camera technologies.

1111 W Victoria St Compton, CA 90220 www.magnadyne.com 310-884-7777

MAGNUM VENUS PRODUCTS/

Supplier

Magnum Venus Products (MVP) is the premier manufacturer of composite application equipment. MVP products consist of pumping systems, spray guns, filament winding systems and much more. We have 60-plus years of experience serving our customers.

2030 Falling Waters Rd Ste 350 Knoxville, TN 37922

www.mvpind.com 865-686-5670

MARSHALL EXCELSIOR



Supplier

Marshall Excelsior Co. has manufactured top-quality, competitively priced industrial, domestic and recreational LPG equipment since 1976. We listen to customer needs and provide solutions. Customers trust MEC for high-quality products and services.

1506 George Brown Dr Marshall, MI 49068 www.marshallexcelsior.com 269-789-6700

MARVAC

Service Provider

517-349-8881

The Michigan Association of RVs and Campgrounds is the only full-service, nonprofit, regional/state trade association that represents all segments of the RV and private campground industries in Michigan.

2222 Association Dr Okemos, MI 48864-5978 www.marvac.org

LIPPERT

SUPPLIER

Lippert Components is a leading supplier of components to the RV, marine, utility trailer, commercial transportation and manufactured housing industries. We work with you to develop custom product solutions, including towing, leveling, and awnings.



3501 County Road 6 E Elkhart, IN 46514 http://lippert.com 432-547-7378

COMPANY PROFILE: We are a leading supplier of highly engineered products for the leisure and mobile transportation industries. From over 90 facilities throughout the United States and in Canada, Ireland, Italy, Germany, the Netherlands, China and the United Kingdom, our more than 14,000 team members work together to bring innovative product solutions to market every day. Our brand portfolio covers a multitude of innovative products, from awnings to suspension enhancement, to leveling systems and towing products, to furniture and steps. Each of our brands has a distinct heritage and personality, but they all have one thing in common — they enhance the mobile lifestyle. We work with you to develop custom product solutions, including towing, leveling, awnings, electronics, and more.







MAXXAIR AN AIRXCEL BRAND



Supplier

MAXXAIR, an Airxcel brand, is the industry leader in RV ventilation. We take great pride in our products and our employees who make them. Our focus is providing you with ventilation products that improve your RV lifestyle.

3050 N Saint Francis St Wichita, KS 67219-4045 www.airxcel.com/maxxair 316-832-3400

MB STURGIS INC

Supplier

MB Sturgis Inc. is a manufacturer of LP and natural gas connectors, fittings, quick disconnects and regulators.

11722 Northline Industrial Dr Maryland Heights, MO 63043

www.mbsturgis.com 314-291-6665

MBA INSURANCE

Service Provider

MBA has offered RV and powersports rental insurance nationally for 43 years. We pride ourselves on service; when you need us, we will be there for you.

8383 E Evans Rd Scottsdale, AZ 85260-3614 www.mbainsurance.net 800-622-2201 • 480-946-1066

MCD INNOVATIONS AN AIRXCEL



Supplier

MCD, an Airxcel brand, offers Day-Night Roller Shades, Impulse Roller Shades, Screen Door Shades and Windshield Shades.

3303 N McDonald St McKinney, TX 75071 http://mcdinnovations.com 800-804-1757 • 972-542-4881

MEDALLION BANK

Service Provider

Medallion Bank specializes in non-prime consumer recreation loans. Since 2004, Medallion has offered RV dealers an alternative to stringent credit-scoring requirements, working directly with dealers to help make deals happen.

1100 E 6600 S Ste 510 Salt Lake City, UT 84121 www.medallionbank.com

866-688-6983 • 801-747-7173

MERRICK BANK

Service Provider

Merrick Bank provides non-prime retail financing for applicants who have had past credit challenges. We work with thousands of dealerships nationwide financing their customers. We finance loan amounts up to \$75,000 and pay competitive participation.

10705 S Jordan Gtwy # 200 S Jordan, UT 84095

www.merricklending.com 888-545-3888

MEYER DISTRIBUTING

Distributor

Meyer Distributing is a national leader in the distribution of RV parts/accessories and towing products. Through numerous strategically positioned warehousing facilities, Meyer serves thousands of customers nationwide via Meyer Logistics direct ship.

560 E 25th St Jasper, IN 47546-8117 www.meyerdistributing.com 800-639-3787 • 812-482-5102

MICRO-AIR INC

Supplier

Micro-Air offers the EasyTouch RV Touch Screen Thermostat with Wi-Fi and Bluetooth. We offer the most advanced and effective electronic soft starter for all A/C applications.

124 Rt 526 Allentown, NJ 08648 www.microair.net 609-259-2636

MIDWEST AUTOMOTIVE DESIGNS CORP

RV Manufacturer

Midwest Automotive Designs, now a part of REV Recreation Group, is a highly-respected name in Sprinter van custom conversions. From our HQ in Elkhart, Ind., we've been creating custom luxury vans under the Freightliner and Mercedes-Benz marquee.

1826 Leer Dr Elkhart, IN 46514-5447

www.midwestautomotivedesigns.com 574-522-4878

MIDWEST SALES AND SERVICE/ MWSS

Distributor

MWSS offers rooftop air conditioners, 12-volt refrigerators, residential and compact refrigerators, cooking appliances, HDTVs, interior and exterior speakers, dishwashers, and laundry. Just-in-time inventory available.

2810 Bridger Ct Ste 100

Elkhart, IN 46514-7602 http://mwss-inc.com 800-772-7262 • 574-287-3365

MILENCO AMERICA LLC

Supplier

We offer our worldwide bestselling Aero Towing Mirrors, van door lock and grab handles.

1251 N Eddy St Ste 200 South Bend, IN 46617-1478 www.milenco.com/home 190-822-0102

MINDER DIVISION OF VALTERRA PRODUCTS LLC

Supplier

Minder is the creator of the popular TireMinder tire-monitoring systems, TempMinder weather stations and NightMinder motion and night lights. TireMinder has received Motor Home and Trailer Life magazine's Readers' Choice Gold 10 years in a row.

3000 SE Waller St Stuart, FL 34997-5937 www.minderresearch.com 772-463-6522

MING'S MARK INC

Supplier

Ming's Mark is a wholesale manufacturer of RV mats, folding chairs and LED specialty lights/bulbs with more than 60,000 square feet of warehouse space to ensure a high percentage fill rate.

3000 E Chambers St Phoenix, AZ 85040-3728

www.mingsmark.com 877-955-6868 • 480-233-1774

MITO CORP

Distributor

MITO is a distributor of electronics to the RV, specialty vehicle, emergency vehicle, school bus, and automotive markets. MITO offers a selection of top-brand TVs, home theaters, car audio, navigation and RV camera systems for mobile applications.

213 County Road 17 Elkhart, IN 46516-5449 www.mitocorp.com 888-433-6486 • 574-295-2441

MONSTER TIRE SEALANT

Supplier

MONSTER SEAL tire sealant & tire and wheel warranty includes 24/7 roadside coverage, provides RV dealers with proven program to increase F&I and service sales and profits. No deductible repair, tire and wheel replacement. Non-cancellable. It just works!

101 S Santa Cruz Ave Ste 1616 Los Gatos, CA 95031-4065 https://monstersealrv.com

408-823-1000

MOPEKA PRODUCTS LLC

Supplier

Mopeka Products is dedicated to providing the best tank-level sensors and propane accessories on the market.

1223 Industrial Dr Ste A New Braunfels, TX 78130 https://mopeka.com 833-667-3521

MORBERN INC

Supplier

Morbern is North America's leading designer and manufacturer of decorative vinyl upholstery for the contract, health care, hospitality, automotive, trucking, transportation and marine markets.

80 Boundary Rd Cornwall, ON K6H 6M1 CANADA

www.morbern.com 613-932-8811

MORRYDE INTL INC



Above. Beyond. Always

Supplier

At MORryde, we have a passion for solving problems. Whether we are fabricating custom solutions, modifying a commercial chassis, or engineering innovative products, we answer to a wide range of markets and provide solutions for a variety of needs.

1966 Sterling Ave Elkhart, IN 46516-4221 www.morryde.com 574-293-1581

MOTILITY SOFTWARE SOLUTIONS

Service Provider

Motility Software Solutions' Infinity Platform is the leading management software for RV, marine and bus dealerships. It comprehensively delivers end-to-end solutions to increase the effectiveness and efficiency of every critical dealership function.

528 Northlake Blvd Ste 1000 Altamonte Springs, FL 32701

www.motilitysoftware.com 407-358-2000

MR LONGARM INC

Supplier

Extension handles, flow-through extension handles, flow-through brushes, buckets, feather and lamb wool dusters, window washing and solar panel cleaning tools, painting tools, exterior stain applicators, light-bulb changers.

400 Walnut St Greenwood, MO 64034-9678 www.mrlongarm.com 800-821-3508 • 816-537-6777

MYERS INDUSTRIES

Supplier

Myers Industries is a leading manufacturer of a wide range of polymer products and distributor for the tire, wheel, and undervehicle service industry.

1293 S Main Street Akron, OH 44301-1302 www.myersindustries.com/ 330-253-5592

NAE NWAN

Service Provider

National Automotive Experts is a full-line product administrator that focuses on reinsurance, training, dealership profitability options, service retention and customized

NORCOLD INC

SUPPLIER

As a leading manufacturer of mobile sanitation products for the RV market, we make mobile living a more pleasant experience. We are committed to the production of high-quality products that exceed the needs of a demanding marketplace.

600 S Kuther Rd Sidney, OH 45365-8840 www.norcold.com 800-354-4135

COMPANY PROFILE: Norcold, a leader in mobile refrigeration, strives to make outdoor experiences more enjoyable and to extend them as long as possible. Whether you prefer to travel by road or waterway, Norcold products are designed to keep you going. Visit Norcold.com to explore all the refrigeration systems we offer.





administration in the automotive, RV and motorcycle industries.

8370 Dow Cir Ste 100 Strongsville, OH 44136-1797

www.naenwan.com

800-810-8458 • 877-222-1645

NATIONAL ASSOC OF RV PARKS & CAMPGROUNDS/ARVC

Service Provider

The only national association exclusively representing the interests of private RV parks and campgrounds across North America. We are committed to providing education, networking, business tools, discounts and advocacy to our 3,500-plus members.

9085 E Mineral Cir Ste 200 Centennial, CO 80112-3400

www.gocampingamerica.com

303-681-0401

NATIONAL ASSOC OF TRAILER MFRS/NATM

Service Provider

The National Association of Trailer Manufacturers is dedicated to improving trailer safety and performance. NATM represents manufacturers that produce light-and medium-duty trailers and suppliers of products and services to manufacturers.

2420 SW 17th St Topeka, KS 66604-2627

www.natm.com

785-272-4433

NATURE POWER PRODUCTS

Supplier

Solar panels and kits, wind turbines, power Inverters and Lithium generators.

4555 Atwater Ct Ste F Buford, GA 30518-3498

www.naturepowerproducts.com

800-588-0590 • 678-288-9322

NEW ENGLAND RV DEALERS ASSOC/NERVDA

Service Provider

The New England RV Dealers Association represents full-service RV dealers. The association also sponsors the Boston RV & Camping Expo, RVing in New England, an online talk show, and seminars for technicians and back-office operations.

PO Box C Hudson, MA 04064-0787

www.nervda.com

617-974-3739

NEWCOAST FINANCIAL SERVICES

Service Provider

Whether you are looking to finance an RV, sport boat, cruiser, mega yacht or refinancing your existing loan, Newcoast Financial Services can design a financing program to meet your unique needs.

2600 McCormick Dr Ste 100 Clearwater, FL 33759-1029

www.newcoast.com

866-639-2627

NEWMAR CORP

RV Manufacturer

For 50 years, we have chosen to lead rather than follow, channeling our shared love for the RV lifestyle to deliver a level of craftsmanship, innovation and customer support capable of exceeding the highest of expectations.

355 N Delaware St Nappanee, IN 46550

www.newmarcorp.com

800-731-8300

NEXUS RV

RV Manufacturer

We produce motorhomes consumers and dealers want by creating RVs that are customer-driven and market focused. We invite partners and customers to visit our indoor camping simulation to see why Nexus RV is the fastest-growing Super C manufacturer!

3400 Reedy Dr Elkhart, IN 46514-7667

www.nexusrv.com

855-786-3987 • 574-970-0848

NOBLE PINE PRODUCTS CO

Supplier

Manufacturer of the most unique product registered with the EPA. It kills both viruses and bacteria, as well as germs, mold, mildew, bedbugs, mites, and a host of other insects.

PO Box 41

Yonkers, NY 10550

http://sterifab.com

800-359-4913 • 914-664-5877

NORCOLD INC (SEE LISTING ON PAGE 120)

NORDIC COOLING UNITS

Supplier

Nordic Cooling Units is the premier remanufacturer of RV refrigeration units. Our units are remanufactured to the highest standards by experienced professionals. Superior materials, workmanship, packaging and service are part of every unit.

2365 125th St

Corning, IA 50841-8202

www.nordiccoolingunits.com

641-322-4888

NORTH AMERICAN BANCARD

Service Provider

Since 1992, North American Bancard has been the leader in technology-driven payment processing. More than 250,000 satisfied merchants trust North American Bancard to process more than \$34 billion worth of transactions every single year.

303 5th Ave #407 New York, NY 10016

www.nynab.com 866-481-4604

NORTH AMERICAN TRAILER DEALERS ASSOC/NATDA

Service Provider

The North American Trailer Dealers
Association is the only professional business
association in North America that serves lightand medium-duty trailer dealers and brings
them together as a unified team.

111 2nd Ave NE Ste 1405 St Petersburg, FL 33701-3480

www.natda.org 727-360-0304

NORTHERN LITE MFG

RV Manufacturer

Northern Lite is known throughout the RV industry for our quality workmanship and the high-end fit and finish on all of our products. We are proud to be the only five-star-rated slide-in truck camper in North America for more than 15 years.

322 Totom Ave Kelowna, BC V1X 5W6 CANADA

www.northern-lite.com

800-887-5342 • 250-765-3702

NORTHERN WHOLESALE SUPPLY INC

Distributor

We stock more than 50,000 different parts and accessories for the RV, marine and powersports industries.

6800 Otter Lake Rd Lino Lakes, MN 55038

www.northernwholesale.com 800-666-1111 • 651-429-1515

NORTHPOINT COMMERCIAL FINANCE

Service Provider

Northpoint Commercial Finance is a diversified floorplan finance lender that partners with both RV manufacturers and dealers to provide flexible financing programs.

1105 Lakewood Pkwy Ste 210 Alpharetta, GA 30009

www.northpointcf.com 866-781-2420

NORTHSTAR CAMPERS

RV Manufacturer

We are proud to be a family-owned business with a passion for helping individuals and families make memories while they travel, camp and enjoy the great outdoors.

3040 Leversee Rd Cedar Falls, IA 50613

www.northstarcampers.com/ 319-233-3461

NORTHWOOD MFG INC

RV Manufacturer

Northwood is a La Grande, Ore.-based RV manufacturer of travel trailers, fifth wheels, pickup campers and toy haulers. Brands include Arctic Fox, Nash, Fox Mountain, Snow River. Desert Fox and Wolf Creek.

59948 Downs Rd La Grande, OR 97850 www.northwoodmfg.com 800-766-6274

NSA RV PRODUCTS INC



Supplier

A true U.S. manufacturer of towbars for the RV industry. We make the strongest towbar in the RV market and provide a lifetime warranty on all our towbars. Simply your best choice for towing behind a motorhome.

445 W Lincoln Rd lola, KS 66749-2263 www.readybrake.com 620-365-7714

STAG <u>Listi</u>ng Below)

OBECO INC

Supplier

Nets, netting, organizers, custom screens, and tarps, for RV, marine, work truck, warehouse, duck blinds, icehouses, outhouses, you name it. If it needs a storage net, we can make it.

2521 Industrial Pkwy Elkhart, IN 46516 www.obecoinc.com 574-266-1809

OKLAHOMA RV ASSOC/OKRVA

Service Provider

As a dealer organization, we work to achieve total customer satisfaction through education and cooperation, proactively influencing legislation and market expansion. We're committed to making Oklahoma RV retailers more effective and profitable.

C/O RH Power & Associates Inc 9621 4th St NW Albuquerque, NM 87114 www.okrva.org 505-345-8558

OMNIASWEDEN

Supplier

The Omnia is a portable stovetop oven. Just pop it on your stove or another heat source and voila - instant oven. If you can do it in a regular oven – heat, bake or cook – you can do it in an Omnia.

150 N Michigan Ave Ste 1950 Chicago, IL 60601-7550 www.omniasweden.com

312-781-6250

OMNOVA SOLUTIONS INC

Supplier

OMNOVA offers surf(x) 3D laminates, 2D laminates, paper laminates, and specialty films in the latest trend designs for the RV

NTP-STAG

DISTRIBUTOR

NTP-STAG operates nearly 24 hours a day, six days a week. We manage our own fleet of delivery vehicles to offer the fastest and most reliable service of any distributor in the nation.

44 Tunkhannock Ave Exeter, PA 18643 www.ntpstag.com 800-242-6987 • 503-570-0171

COMPANY PROFILE: For over 50 years, NTP-STAG has been serving the RV industry by distributing the best in parts, supplies and accessories to our dealer partners. We have developed long-lasting partnerships with our dealers because we care about your success. We've built our processes and product offering with you in mind.

Our five strategically located warehouses stock over 35,500 parts and accessories, all ready to be shipped to you. We get the right products to you on time so your customers can enjoy life on the road.



market – a full offering of stone, woodgrain, and solids for membrane pressing and flat lamination processing.

25435 Harvard Rd Beachwood, OH 44122-6201

www.omnova.com

866-332-5226 • 216-682-7000

ONLINE WEBSITE MARKETING

Service Provider

We are your local online marketing experts! Google My Business, aka GMB. Retargeting and so much more. Here to answer your questions.

16379 E Preserve Loop Unit 2193 Chino, CA 91708-9410

https://online-website-marketing.com 714-823-3164

ONTARGET DIGITAL SERVICES

Service Provider

OnTarget provides digital marketing solutions including reputation management, pay-per-click advertising, social media management, manufacturer's survey customer follow-up, website design and consultation, graphic and logo design, and email marketing.

22290 Village Way Dr Canyon Lake, CA 92587-7545

www.ontargetdigitalservices.com 951-394-1952

ONTARIO DEALERS ASSOC/

Service Provider

The Ontario RV Dealers Association (ORVDA) is a provincial, not-for-profit, professional trade association. The ORVDA works to protect the interests of its members involved in the RV industry

111 Freelton Rd Freelton, ON L8B 0Z3 CANADA

www.ontariorvda.ca

888-331-8885 • 905-659-8800

ORIGEN RV ACCESSORIES LTD

Supplier

RV SnapPads snap on and stay on to RV level feet. Origen's RV SnapPad line comes in a variety of shapes and sizes and are compatible with a large array of RVs, from travel trailers to Class A motorhomes.

605 S Laurel St Mishawaka, IN 46544-2328 www.rvsnappad.com 866-923-9538

OUTDOOR RECREATION ROUNDTABLE

Service Provider

The Outdoor Recreation Roundtable promotes the growth of the outdoor recreation economy and activities. We educate decision makers and the public on balanced policies that conserve public lands, waterways and enhance infrastructure.

1203 K St NW Ste 350 Washington, DC 20005-4011 https://recreationroundtable.org

OUTDOORS RV MFG

RV Manufacturer

Outdoors RV is located in the mountains of eastern Oregon. We pride ourselves in manufacturing RVs that are designed for mountain tough, four-seasons camping.

62582 Pierce Rd La Grande, OR 97850 www.outdoorsrvmfg.com 541-624-5500

OUTDOORSY

Service Provider

Outdoorsy is the platform for people wanting to earn extra income on their RVs and help create memorable travel experiences. We offer \$1 million in insurance for owners and renters, DMV checks, 24/7 roadside assistance, and on-call customer support.

1300 Guadalupe St Austin, TX 78701-1640 http://outdoorsy.com 877-723-7232

PACE INTL

SUPPLIER

Pace offers DISH Outdoors satellite TV products and services, TravIFi™ Mobile Wifi LTE data and products, along with a wide variety of electronics and appliances that help customers stay connected while traveling.

3582 Technology Dr NW Rochester, MN 55901-7687 www.paceintl.com 800-444-7223

COMPANY PROFILE: Pace International provides award-winning products and service through its warehouse and fulfillment centers, an on-site RV specialized call center, and e-commerce operations. For both aftermarket and OEM customers, Pace is the national hardware distributor and call center for DISH Outdoors. Pace offers OEM and marine electronics including TVs, appliances, accessories, HDMI and USB-C cabling and connectivity, along with LTE cellular data hotspots and service sold under the Pace-owned brand, TravIFi™. Based in Rochester, Minnesota since 1972, Pace International has grown from a regional electronics distributor to a provider of connectivity solutions to commercial and mobile markets nationwide. While the company continues to grow and evolve with technology, its mission remains the same: Leading, simplifying, and supporting the integration of hardware and content within a complex communications marketplace.







OWN THE OPEN ROAD

Service Provider

Website development, graphic design, geofencing, retargeting, email marketing, display advertising, PPC audits, pay-per-click, search retargeting, SEO, PPC audits, social media management and advertising, chat, social retargeting and more.

2590 Walnut St #5 Denver, CO 80205-2136 https://owntheopenroad.com 303-472-2359

PACE AMERICAN INC

RV Manufacturer

Pace American is one of the largest manufacturers of enclosed cargo trailers. We achieve trouble-free construction with corrosion-resistant hardware, washed and coated frames, and standard stone guards, offering hundreds of top-quality options.

11550 Harter Dr Middlebury, IN 46540-9663 www.paceamerican.com 877-475-5665 • 574-848-5665

PACE INTL (SEE LISTING ON PAGE 123)

PACIFIC COACHWORKS

RV Manufacturer

Pacific Coachworks (PCW) is a Southern California RV manufacturer of high-quality toy haulers, fifth wheels and travel trailers. (Genesis Supreme acquired Pacific Coachworks in November 2020.)

3411 N Perris Blvd Perris. CA 92571

www.pacificcoachworks.com 951-686-7294

PANEL SOLUTIONS INC

Supplier

Established in 1997, Panel Solutions Group is a family-owned and operated business in Elkhart, Ind., that supplies quality products to the RV, mobile home, marine, home construction, hospitality industries, and the public at large.

www.panelsolutionsgroup.com

PARK POWER BY MARINCO (SEE LISTING BELOW)

PATRICK INDUSTRIES INC

Supplier

Patrick Industries Inc. is a major manufacturer and distributor of component and building products serving the RV, manufactured housing, marine, and certain industrial markets, primarily in the U.S.

107 W Franklin St Elkhart, IN 46515

www.patrickind.com

800-331-2151 • 574-294-7511

PDQ CONNECT INC

Supplier

PDQ Connect is an independent system designer, integrator and contractor with a focus on manufacturing, distributing and installing cellular and Wi-Fi RF systems. Our Wi-Fi cell boost systems allow users to stay connected up to 20 miles.

302 Prospect St Unit 7 La Jolla, CA 92037 www.pdqconnect.com 619-843-1393

PENNSYLVANIA RV & CAMPING ASSOC/PRVCA

Service Provider

We are a nonprofit corporation representing nearly 400 RV dealers, manufacturers, campgrounds, component part suppliers, lenders, insurance and service companies. Our interest is in expanding and improving the camping industry in Pennsylvania.

4000 Trindle Rd Camp Hill, PA 17011-4242

PARK POWER BY MARINCO SUPPLER Park Power engineers and manufactures a range of high-quality electrical solutions for harsh environments. Every product meets exacting performance specifications and is designed to withstand extreme conditions. NBSW12545 Westbrook Xing Menomonee Falls; WI 53051-3330 www.park-power.com 800-307-6702 ADVANCED SYSTEMS GROUP BY STRINGSWICK.

www.prvca.org 717-303-0295

PERFORMANCE BROKERAGE SERVICES

Service Provider

Performance Brokerage Services is North America's highest-volume dealership brokerage firm, advising on buy-sell activity for automotive and RV dealerships. The company benefits from more than 25 years, 700 dealerships sold, and a 90 percent closing rate.

7545 Irvine Center Dr Ste 200 Irvine, CA 92618-2933

https://performance broker ages ervices.com

949-461-1372

PERIODIC PRODUCTS

Supplier

Water filtration system, water softeners, and rust removal systems for RVs.

1885 Marina Mile Blvd Ste 104 Fort Lauderdale, FL 33315-2243

http://aquarv.com 954-764-7653

PETERSON MFG CO

Supplier

Peterson safety lighting products create a brighter, safer work environment. Day or night, in any weather, we deliver exceptional performance even in the most demanding environments.

4200 E 135th St Grandview, MO 64030-2875

www.pmlights.com 816-765-2000

PINES RV REFRIGERATION

Supplier

Pines RV Refrigeration is a Shipshewana, Ind.based wholesale company that supplies both new and re-manufactured aftermarket cooling units to RV dealers and service centers. All purchases come with a three-year warranty at no cost.

5930 W 200 N Shipshewana, IN 46565-9707

www.pinesrv.com 260-768-7990

PINNACLE APPLIANCES



Supplier

Pinnacle markets Combo Washer-Dryers, Stackable Washer Dryer sets, wine refrigerators, combo microwave ovens, outdoor AC, portable fridge-freezers and portable induction cooktops. 10222 Georgibelle Dr Ste 200 Houston, TX 77043-5206 www.pinnaclecombos.com

www.pinnaclecombos.com 866-218-6902 • 713-518-1441

PLEASANT VALLEY TRAILERS DBA NUCAMP RV

RV Manufacturer

nuCamp RV is the manufacturer of the TAB and TAG teardrop camper trailers, the Cirrus truck camper and other RVs and trailers.

661 Belden Pkwy NE Sugarcreek, OH 44681-7699

www.nucamprv.com 330-852-4811

PLEASURE-WAY IND LTD

RV Manufacturer

Our core values of hard work, superior quality, excellence in manufacturing and top-notch customer service are reflected in all that we do. From hand-built coaches to multiple Dealer Satisfaction Index awards, come experience life the Pleasure-Way.

302 Portage Ave Saskatoon, SK S7J 4C6 CANADA

https://pleasureway.com/ 800-364-0189 • 306-934-6578

PLETCHER SALES INC/PSI

Supplier

Pletcher Sales manufactures pillows, bedspreads, privacy drapes, valances, ottomans and headboards. We also carry complete lines of peel-and-stick backsplashes, floor tiles, shower surrounds, upholstery fabric and leather.

54835 County Road 19 Bristol, IN 46507-9171

www.pletchersalesinc.com 574-848-9488

PODIUM CORP INC

Service Provider

We have a product that makes getting business reviews as easy as sending a text. We also realize messaging is a better way to do business.

1650 W Digital Dr Lehi, UT 84043 www.podium.com 833-276-3486

POLES AND HOLDERS

Supplier

Family-owned and operated for more than 20 years. We offer the most complete line of mounts to accommodate any RV, toy hauler, truck, or car (if you don't see what you need, please give us a call and we will see what we can make for you).

9970 Bell Ranch Dr Unit 105 Santa Fe Springs, CA 90670-6192 https://polesandholders.com

POLLAK ENGINEERED PRODUCTS

Supplier

Pollak provides custom and standard components to OEMs and aftermarket suppliers in automotive, light-/medium-/heavy-duty truck, agricultural, construction equipment, marine and related industries.

3718 Northern Blvd Long Island, NY 11101 www.pollakaftermarket.com 781-830-0340

POLSER USA

Supplier

A manufacturer of a variety of FRP products and lightweight composites to the RV, bus, specialty vehicle, mass transit (OEMs), building trade and aviation industries throughout the world. We offer exterior FRP/fiberglass skins for RV and bus OEMs.

21099 Protectra Dr Elkhart, IN 46516-9704 www.polserusa.com 574-596-3363

POPUP TOWING PRODUCTS



Supplier

PopUp Hitch (by Young's Products LLC) is a trusted manufacturer of high-quality towing products. With a variety of truck, RV and gooseneck products, you are sure to find the perfect accessory to meet your needs.

4330 S Johnson Rd Chanute, KS 66720-4014 www.popuphitch.com 800-837-8578 • 620-431-2805

PORTFOLIO

Supplier

Reinsurance company and F&I program formation and management.

25541 Commercentre Dr Ste 100 Lake Forest, CA 92630-8897 http://portfolioreinsurance.com 800-705-4001

POSTLE ALUMINUM

Supplier

Aluminum extrusion supplier and distributor.

511 Pine Creek Ct Elkhart, IN 46516-9090 www.postledistributors.com 800-389-0800 • 574-389-0800

POWERMAX CONVERTERS

Supplier

PowerMax manufactures battery chargers, power supplies, DC converters, AC-DC converters, and automatic transfer switches. With the new PowerMax four-stage chargers, we have become the industry standard for battery charging.

5103 Lena Rd Ste 106 Bradenton, FL 34211

www.powermaxconverters.com

941-201-8041

POWERSPORTS LISTINGS M&A

Service Provider

RV dealership brokerage. PLMA manages the confidential marketing and entire buysell process for RV dealership owners on a success fee basis.

320 Decker Dr STE 100 Irving, TX 75062-4129

www.powersportslistings.com 800-399-4654 • 972-999-9289

PQN AUDIO

Supplier

Worldwide OEM and aftermarket supplier of waterproof speakers for RVs, teardrop campers, ATVs, motorcycles, boats and all outdoor recreational products. Full OEM support.

364 Quintana Rd Morro Bay, CA 93442-2054 www.rvspeakers.net 805-794-6475

PREST-O-FIT MFG INC

Supplier

Prest-O-Fit Inc. is dedicated to being an industry leader in providing innovative, quality products that address the unique needs of recreational vehicle users.

3191 N Washington St Ste 5 Chandler, AZ 85225

www.prestofit.com

888-770-5849 • 480-967-4224

PRIME PRODUCTS

Supplier

Prime Products was established in the early 1980s to supply the RV aftermarket with a wide variety of accessory items. We have used our experience and knowledge of this unique market to deliver a broad range of products to the RV enthusiast.

8519 Rosecrans Ave Paramount, CA 90723-3645 www.primeproducts.com 800-327-7463 • 562-531-1395

PROGRESSIVE DYNAMICS INC

Supplier

Progressive Dynamics is a privately-owned company providing power centers, power conversion, battery management solutions and lithium battery chargers to the RV industry. Products are designed, assembled, tested, warrantied and serviced in the U.S.A.

507 Industrial Rd Marshall, MI 49068-1750 www.progressivedyn.com 269-781-4241

PROGRESSIVE INDUSTRIES

Supplier

Progressive Industries began in 1997 with a goal to provide electrical protection to RVs with high-end electrical equipment. We offer a complete line of portable and hard-wired surge protectors made specifically for the RV industry.

N85 W12545 Westbrook Crossing Menomonee Falls, WI 53051 www.progressiveindustries.net 800-307-6702

PROPACK PACKAGING INC

Supplier

We manufacture and sell RV and marine cleaners. Known for Best cleaner and

PROTECTIVE ASSET PROTECTION

SERVICE PROVIDER

Protective Asset Protection provides F&I products and solutions focused on enhancing dealer profitability and customer satisfaction.

14755 N Outer 40 Rd Ste 400 Chesterfield, MO 63017 www.protectiveassetprotection.com 800-950-6060

COMPANY PROFILE: F&I Solutions For RV Dealers

Protective Asset Protection provides F&I products and solutions focused on enhancing dealer profitability and customer satisfaction. Our RV service contract program, XtraRide, has been exclusively endorsed by the RVDA since 1992. We serve both franchise and independent dealerships offering flexible point-of-sale, post-sale and renewal programs.

Our XtraRide® RV Service Contract Program will help increase your profits and make your customers happy. As the exclusively endorsed service contract provider of the RVDA for over 25 years, we consistently provide best-in-class coverage and service to our dealers' customers.





protectants and Kronen holding tank treatments.

2120 Gravois Rd Highridge, MO 63049

www.propackpackaging.com 888-260-1288 • 314-881-5810

PROTECTIVE ASSET PROTECTION (SEE LISTING ON PAGE 126)

PULLRITE-PULLIAM ENTERPRISES INC



Supplier

For nearly 40 years, PullRite has been designing, testing and manufacturing the highest-quality and most innovative towing products for fifth wheel and gooseneck hitches. PullRite utilizes only high-grade American steel in American facilities.

13790 E Jefferson Blvd Mishawaka, IN 46545 www.pullrite.com

800-443-2307 • 574-259-1520

PURE ESSENCE

Supplier

We manufacture RV/marine aftermarket toilet products to help solve most of your toilet seal issues that can occur from not keeping the seal conditioned and lubricated.

137 Deerwood Oaks Boerne, TX 78006-6636 https://pureessence.life 210-559-0636

QUALITY DRIVE-AWAY INC

Service Provider

Motorized drive-away service, with more than 30 years leading the industry, Quality Drive Away continues to set the standard.

64825 County Road 31 PO Box 764 Goshen, IN 46527-0764 www.qualitydriveaway.com 574-642-2000

QUEEN B STORAGE

Supplier

Park your RVs, boats, trailers, and more, one month at a time. Queen B Storage is focused on providing secure outdoor storage for boats, RVs, trailers and more.

18130 US-20 Goshen, IN 46528 http://queenbstorage.com 574-862-3712

RANGER DISTRIBUTION INC

Distributor

RDI is a multi-line distributor specializing in wire, electrical, plumbing, and building products used in the manufacture of RVs of all makes and factory built structures.

21496 Buckingham Rd Elkhart, IN 46516-9703 www.rangerdistribution.com 574-891-4994

REAR VIEW SAFETY

Supplier

We make the roads a safer place by providing our drivers with the highest quality and most-personalized vehicle safety solutions, including backup-camera systems, driverfatigue systems, backup-sensor systems, mobile DVRs and dash cameras.

1797 Atlantic Ave Brooklyn, NY 11233-3040 www.rearviewsafety.com 800-764-1028

REDARC CORP

SUPPLIER



RECREATIONAL DEALER SERVICES LLC/RDS

Service Provider

RDS is a finance service company that helps the recreational dealer partner with all the major national lending banks, as well as regional banks, that will provide loan coverage for most consumer credit profiles.

208 W North St Republic, MO 65738-1021 www.rdsfinancing.com 417-732-9911

RECVEX.COM

Service Provider

Advertise your inventory to customers in our RV marketplace, generate leads nationwide, buy and sell dealer-owned inventory across the country, and take advantage of our hasslefree freight services!

9220 Marketplace Dr Miamisburg, OH 45342-4478

www.recvex.com 833-350-5189

REDARC CORP (SEE LISTING ON PAGE 127)

REMCO INDUSTRIES

Supplier

Remco Industries specializes in diaphragm pumps, motors, and other fluid handling equipment for RV and agricultural use.

10425 Wildlife Loop SE Osakis, MN 56360-4411

www.remcoindustries.com 800-228-2481 • 763-253-4740

RENEGADE RV

RV Manufacturer

The inventor and trailblazer of Super C's with nearly 25 years of first-class craftsmanship and engineering expertise. We're a firm leader in durability and performance. Renegade RV builds motorhomes built for your life — wherever the road takes you.

52216 State Road 15 Bristol, IN 46507-9524

www.renegaderv.com 888-522-1126 • 574-848-1126

RENEW PROTECT LLC

Supplier

Renew Protect products are a completely new approach to surface restoration, preservation and dry rot prevention. Our products are designed for maximum protection and longevity, which reduces the need for product purchasing and repeat applications.

2000 Riverside Dr # 35-37 Woodfin, NC 28804-2062 www.renew-pro.net 828-318-5654

RENOGY

Supplier

Renogy is a solar energy company that strives to provide the highest-quality solar products on the market while still maintaining an affordable price point. We design and supply solar panels for homes, businesses and RVs.

5050 S Archibald Ave Ontario, CA 91762-7413

www.renogy.com 800-330-8678

REV RECREATION GROUP

RV Manufacturer

American Coach, Fleetwood RV, Holiday Rambler, and Monaco. Each brand has a long-standing legacy of excellence that is undeniable, making them incomparable leaders in the RV industry.

1031 E US Highway 224 P0 Box 31 Decatur, IN 46733

www.revrvgroup.com 260-728-2121

RICHLOOM

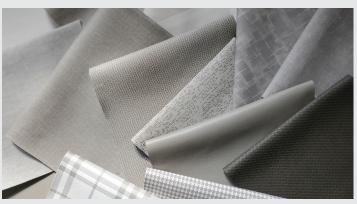
SUPPLIER

All the elements that are necessary to create elegant, comfortable and practical RV interiors are evident in our RV products. We take pride in identifying the changes in the RV market and keeping current on RV decorating trends.

261 5th Ave FI 12 New York, NY 10016-7601 www.richloom.com 212-685-5400

COMPANY PROFILE: Richloom, founded in 1957 by Fred Richman, is a thirdgeneration family business. A design leader and textile manufacturer, Richloom offers an invaluable commitment to sustainable products, remarkable styles and exceptional service.

RICHLOOM









CHOOSE FROM 30 OR 50 AMP WITH EXCLUSIVE FEATURES!



REPLACEMENT MODULE

All of our products feature an exclusive, replaceable surge module. If you get hit by a large spike, simply order a new surge module. And the first two years are free if you should need a replacement!



LIFETIME WARRANTY*

A full line of 30 and 50 amp surge protectors is available, some with auto shutoff. All have a *limited lifetime warranty. Visit our website for details and learn about our voltage boosters as well.



FREE BLUETOOTH APP

Our PATENTED Bluetooth connectivity allows you to monitor live campground power conditions on your smartphone using the free Power Watchdog easy-to-use mobile app.



RV SURGE PROTECTOR

hughesautoformers.com

Help Kids with Cancer Get to Camp! 3 EASY Ways Your Business Can Help:



Care Camps helps kids with cancer experience the healing power of the outdoors! Will you join us and help a child with cancer find hope, happiness, and the healing power of nature?

Care Camps

To make a donation, go to www.CareCamps.org

REYCO GRANNING

Supplier

Reyco Granning offers complete system integration with the capability to design, engineer, manufacture and deliver the right suspension needs for our customers. This means the vehicle owner will get superior road manners and a smooth ride.

1205 Industrial Park Dr Mount Vernon, MO 65712

www.reycogranning.com 800-753-0050 • 417-466-2178

RH POWER & ASSOCIATES INC

Service Provider

RH Power is a full-service advertising and marketing agency that works almost exclusively in the RV industry and offers a full range of digital and traditional marketing and advertising to our dealer, OEM and aftermarket product clients.

9621 4th St NW Albuquerque, NM 87114 www.rhpower.com

505-761-3150

RHINO LININGS CORP

Supplier

Rhino Linings is a brand of top consumerrated spray-on liner. Rhino Linings products. such as Rhino Eco-Coat, also can be used as a permanent, watertight, protective coatings for RVs and trailers.

9747 Businesspark Ave San Diego, CA 92131 www.rhinolinings.com

800-747-6966 • 858-450-0441

(SEE LISTING ON PAGE 128)

RIECO TITAN PRODUCTS INC



Supplier

Rieco Titan Products is a manufacturer of electric camper jacks, jack accessories, custom linear actuators, fifth wheel landing gears and more.

965 Lambrecht Dr Frankfort, IL 60423-1650

www.riecotitan.com

866-403-9803 • 815-464-7400

RIVERPARK INC

Distributor

RiverPark has developed alliances with leading CE companies to develop OEM products designed for their specific markets. RiverPark distributes major brands including Bose, Connexx, Harman, JBL, Mobileye, Pioneer, Samsung, Sony and Xite Solutions.

21953 Protecta Dr Elkhart, IN 46516-9545

www.riverparkinc.com

800-442-7717 • 574-522-7781

RIVERSIDE LAMINATIONS

Supplier

Specializing in the manufacturing of ramp doors, entry doors, composite walls and composite skins for the RV Industry.

3016 Kansas Ave Bldg 6 Riverside, CA 92507-3456 www.riversidelaminations.com

951-682-0100

RIVERSIDE RV

RV Manufacturer

Let your customers enjoy their next trip in a vintage trailer or take the journey in a traditional travel trailer. Either way, they'll enjoy the rugged construction and lightweight advantages that they'll get from Riverside RV. Let's get going.

1775 E US Highway 20 Ste 5 LaGrange, IN 46761-9072

www.riversidervs.net 260-499-4578

ROADMASTER INC

Supplier

Roadmaster Inc. is an American manufacturing company whose core products include tow bars, baseplates, braking systems and suspension systems for the RV aftermarket. We engineer, manufacture and test our products at our headquarters in Vancouver, WA.

6110 NE 127th Ave Vancouver, WA 98682-5816 www.roadmasterinc.com 800-669-9690 • 360-896-0407

ROADPASS DIGITAL

Service Provider

Digital apps and services that make it easier to experience, own, and maintain recreational vehicles and more easily discover, book, and navigate road trips.

131 E McMicken Ave Cincinnati, OH 45202-6520 https://www.roadpass.com

ROADTREK INC

RV Manufacturer

High-quality Class B motorhomes built on Ram ProMaster and Mercedes Sprinter

20 Tyler St Cambridge, ON N1T 0E4 **CANADA**

www.roadtrek.com 519-745-1160

ROBERT THIBERT INC

Distributor

Founded in 1976, Enterprise Robert Thibert Inc. is Canada's leader in vehicle accessories distribution. We have an extensive inventory of car and truck accessories and RV parts, all distributed throughout multiple warehouses across the nation.

315 Boulevard Industriel Chateauguay, QC J6J 4Z2 CANADA

www.rthibert.com

800-361-9805 • 204-667-4444

ROBERT WEED CORP

Supplier

Robert Weed Corp. is a value-added fabricator and wholesale distributor of products to multiple industries. The company has been serving customers since 1966.

705 Maple St PO Box 487 Bristol, IN 46507-0487 www.robertweedcorp.com 574-848-4408

ROCK TAMERS LLC DIV OF CRUISER ACCESSORIES LLC

Supplier

The Rock Tamers Mudflap System is the premier adjustable and removable mudflap system. Our hitch-mounted system provides the ultimate protection for towables from damage caused by rocks, mud, debris, etc. Durable, high-quality materials for long use.

19475 Beacon Lite Rd Monument, CO 80132-9638 www.rocktamers.com

800-545-1894 • 719-481-0407

ROLLICK INC

Service Provider

Rollick's solutions include new customer acquisition, enterprise lead management, customer experience, marketing automation, Digital Retailing, and the GoRollick outdoor vehicle-buying program.

1078 Headquarters Park St Louis, MO 63026 www.rollick.io 636-343-9988

RTOWN

Service Provider

Web production (design and development) SEO, SEM, social media marketing, lead generation and with Wheelbase's booking engine and sales generation.

502-1250 Homer St Vancouver, BC V6B 1C6 CANADA

www.rtown.ca 604-418-8146

RV BY LIFE

Supplier

We manufacture high-quality maintenance products, such as cleaners, waxes, compounds, epoxies and sealants to meet the needs of our valued customers.

4060 Bridge View Dr North Charleston, SC 29405-7471

www.rvbylife.com

800-382-9706 • 843-566-1225

RV COMFORT SYSTEMS

Supplier

Manufacturer of electric RV furnaces and hybrid gas/electric furnace systems for RVs.

PO Box 1554 Bothell, WA 98041

www.rvcomfortsystems.com

800-453-8961 • 425-408-3140

RV DAMAGE REPAIR ESTIMATOR

Service Provider

The RV Damage Repair Estimator is a compilation of labor times and material prices for estimating collision, storm and vandalism damage to RVs. The print version of the estimator has been in use by RV dealers and insurance companies for 35 years.

2944 Bishop Rd Wickliffe, OH 44092

www.drestimation.com/welcome

440-336-0703

RV DEALERS ASSOC OF CANADA

Service Provider

The RVDA of Canada is a national federation that exists to protect and promote the interests and welfare of RV dealers across Canada in order to enable the industry to maximize its potential.

11331 Coppersmith Way # 145 Richmond, BC V7A 5J9 CANADA

www.rvda.ca

604-718-6325

RV DEALERS ASSOC OF MANITOBA

Service Provider

It is our mission to enhance member benefits by providing leadership through education and training that focuses on the professional delivery of quality products and services to the RV consumer.

503-386 Broadway Winnipeg, MB R3C 3R6 CANADA

www.manitobarvda.com 204-975-8219

RV DEALERS ASSOC/RVDA

Service Provider

RVDA, the National RV Dealers Association, is a national trade association dedicated to advancing the RV retailers' interests through education, member services, industry leadership and market expansion programs.

3930 University Dr Fairfax, VA 22030

www.rvda.org 703-591-7130

RV DESIGNER

Supplier

RV Designer is a supplier of aftermarket hardware for the RV Industry. Items include cabinet hardware, interior, exterior, entry door, window, gas props, hatches, compartment hardware, insert trim, wiring, hitch pins, locks, vent lids, vent registers and electrical.

602 Wheeling Rd Wheeling, IL 60090-5707 www.rvdesigner.com

800-938-5883 • 847-229-1741

RV INDUSTRY ASSOC

Service Provider

The RV Industry Association is the leading trade voice representing the \$114 billion RV industry. The association represents approximately 400 manufacturers and component and aftermarket suppliers producing 98 percent of all RVs made in the U.S.

1899 Preston White Dr Reston, VA 20195-0999

www.rvia.org 703-620-6003

RV INTELLIGENCE

Supplier

We are dedicated to making your RV experience easier and more convenient with our affordable aftermarket products that are designed to leverage the latest technologies. We provide the power of mobile devices to enhance your RVing experience.

1595 Sunshine Tree Blvd Longwood, FL 32779-7028

www.rv-intelligence.com 407-832-0501

RV PRO MAGAZINE



Service Provider

RV PRO is a trade publication and news outlet for professionals in the RV industry.

10170 Church Ranch Way Ste 400 Westminster, CO 80021-6062

www.rv-pro.com 303-469-0424

RV SAFE

Supplier

RV Safe LLC was founded to fill the market's need for modern, high-quality RV gas detection. With more than 20 years in life safety product development, RV Safe's founders created a device that is a state-of-the-art gas detecting alarm.

11441 Markon Dr Garden Grove, CA 92841-1404 www.rvsafealarm.com

714-934-8512

RV SAFETY & EDUCATION FOUNDATION/RVSEF

Service Provider

RVSEF is a nonprofit organization that is dedicated to providing professional and objective RV consumer education with a focus on safety and lifestyle enhancement.

125 E Merritt Island Cswy # 107409 Merritt Island, FL 32952-3699

https://rvsafety.com 321-453-7673

RV TOY STORE

Distributor

Founded in 1983, RV Toy Store offers you truly fun and useful products of the highest quality. Our entire product line is focused on enhancing your RV lifestyle.

2303 N. Farrell Dr Palm Springs, CA 92262-3637 https://rvtoystore.com 800-334-5533

RV WHISPER LLC

Supplier

Founded by an engineer and RV enthusiast with 30 years of experience in the software and hardware industry, RV Whisper builds low-cost, low-power computer systems for monitoring RV data.

145 Owings Hill Ct PO Box 405 Owings, MD 20736 https://rvwhisper.com 410-286-3060

RV WOMEN'S ALLIANCE/RVWA

Service Provider

To bring together a diverse group of extraordinary women and men from across the RV Industry who, through social and educational programs, mentorship and networking opportunities, are inspired and empowered to realize their individual potential.

1712 Lincolnway W PO Box 227 Osceola, IN 46561-0227 https://rvwa.org/ 574-250-6886

RV/MH HERITAGE FOUNDATION INC

Service Provider

RV/MH Hall of Fame, museum, theater, library and event center is located in the RV capital of the world, Elkhart, Ind. Our mission is to honor the founding fathers and significant leaders in the RV and MH industries and to preserve their history.

21565 Executive Pkwy Elkhart, IN 46514-9693 www.rvmhhalloffame.org 800-378-8694 • 574-293-2344

RVDA OF ALBERTA

Service Provider

We are the RVDA of Alberta, with 185 members of RV dealers, campgrounds, financial and insurance institutions, along with other businesses affiliated with the RV Industry. We are proud supporters of the Certified RV Technician Program at SAIT.

10561 - 172 St NW Edmonton, AB T5S 1P1 CANADA

www.rvda-alberta.org 888-858-8787 • 780-455-8562

RVILLAGE

Service Provider

The largest and most active social network for RVers and RV enthusiasts.

131 E McMicken Ave Cincinnati, OH 45202-6520 www.rvillage.com/ 888-238-6709

RVLI

Service Provider

As a manufacturer's representative firm, RVLI LLC energetically engages in selling quality products and providing responsive service to meet the needs of all who lead an active recreational lifestyle.

102 International Dr Peachtree City, GA 30269 www.rvli.com

818-865-8667

RVLOCK & CO LLC

Supplier

Providing easy door handle keyless upgrades for trailers that lead in innovation, ergonomics, and style.

1770 W 2690 S Ste 101 Wellsville, UT 84339

www.rvlock.com 888-316-9899

RV PARTFINDER

Service Provider

RV Partfinder is a unique cross-reference system to view manufacturer part numbers with corresponding RV distributor numbers. Includes the first-ever interactive Repair Parts Library for appliance breakdowns and product documentation.

P0 Box 990938 Redding, CA 96099-0938 www.rvpartfinder.com 877-536-8346 • 714-638-2695

RVROOF.COM

Supplier

FlexArmor is the only RV exclusive pure polyurea sprayed RV roof system in the RV industry. A FlexArmor system removes all the caulking joints, providing a seamless, monolithic roof that is guaranteed not to leak for the lifetime of the RV.

3236 Highway 17 Green Cove Springs, FL 32043-9310 www.rvroof.com 904-814-2104

SAMLEX AMERICA





SUPPLIER

Samlex is the complete source for RV power, from inverters to solar solutions and all the parts in between.

103-4268 Lozells Ave Burnaby, BC V5A 0C6 CANADA

www.samlexamerica.com 800-561-5885 • 604-525-3836

COMPANY PROFILE: Samlex America is a manufacturer of solar and power products. Samlex has everything your customers need to power their RV lifestyle, without losing the comforts of home. All Samlex products are backed by a minimum 2-year manufacturer warranty and we are known to have the best customer service in the industry.

We also offer great benefits to support our dealer network, including:

- A Dealer Success Program
- Widest array of Inverters and up to 200W in solar panel kits
 Training Webinars
- Iranning webinars

Do more with Samlex America today, call 1-800-561-5885.



RVSEAL.COM LLC

Supplier

RV camper roof lap sealant window and trim sealants and coatings.

8723 E Main St Mesa, AZ 85207 www.rvseal.com

480-347-9283

RVT.COM DEALER CLASSIFIEDS

Service Provider

We're North America's leading RV classifieds provider with 20 million annual consumer visits, featuring more than 100,000 new and used RVs for sale by owner and dealer. We assist in sales of thousands of RVs every month for nearly 1.100 dealerships.

726 Cherry St # 160 Sumas, WA 98295-8000

www.rvt.com 866-986-7169

RV-VDG

Service Provider

We are well-known and recognized consultants and trainers specializing in the RV industry. We deliver professional consulting and training in all areas of dealership operations to help each dealership reach its full potential.

10608 Fortuna Ct Matthews, NC 28105-4824 http://rv-vdg.com 757-636-8999

SAFERIDE RV

Service Provider

Supplier of B to B technical and emergency roadside assistance.

5001 Spring Valley Rd Ste 350W Addison, TX 75244-8207

www.saferiderv.com 972-455-1900

SAFE-T-ALERT



Supplier

Safe-T-Alert's complete lineup of propane. carbon monoxide and smoke and fire alarms are designed for the RV environment. Never install a residential CO alarm in an RV. All CO and propane alarms should be replaced after five years of service life.

206 C Tequesta Dr Destin, FL 32541

www.stadealer.com

800-383-0269 • 847-546-9001

Manufacturer of the Safe T Plus steering control.

634 Golf Course Rd Tallapoosa, GA 30176-3676

www.safe-t-plus.com

800-872-7233 • 770-322-8727

SAFETY STEP

Supplier

Our manufacturing process and commitment to quality make Safety Step a leader in the transportation, recreation, medical, industrial and educational markets. With our team of engineers, Safety Step can customize a stepping stool to meet your needs.

5304 Valleypark Dr Roanoke, VA 24019-3067 www.safetystep.net 540-362-9636

SAMLEX AMERICA (SEE LISTING ON PAGE 131)

SCAN MARINE EQUIPMENT

Supplier

U.S. importer, distributor and service center for Wallas heating and cooking systems for RV, cottage and marine applications. Systems include diesel-fired stoves, stoves/heaters and forced-air heaters for mobile and stationary applications.

2144 Westlake Ave N Ste D Seattle, WA 98109-2486

www.scanmarineusa.com 888-606-6665 • 206-285-3675

SEAFLO

Supplier

SEAFLO specializes in the design, manufacturing and marketing of micro pumps, blowers, pressure system, fluidic devices, sprayers, blow-mould kayaks and accessories, which are used in marine. RV. industrial. agricultural and water sports industries.

3602 W Sample St South Bend, IN 46619-2923

www.seaflo.com 844-473-2356

SEALTECH MFG USA

Supplier

At Sealtech Mfg. USA, we manufacture one of the world's leading RV rainwater leak detection systems. Our machines are used by RV manufacturers and savvy RV service departments across North America.

50660 Romeo Plank Rd Macomb, MI 48044-1115

www.rvleaks.com 810-310-3070

SHAW INDUSTRIES

Supplier

Our products make Shaw a premier flooring company, but it's our dealers and partners that keep Shaw No. 1. Our heart goes into every floor, every relationship and every RV with a Shaw floor.

616 E Walnut Ave Dalton, GA 30721-4409 www.shawfloors.com

SHEPHERD SALES

Service Provider

800-441-7429

For more than 70 years, Shepherd Sales has been the link between manufacturers. wholesalers and dealers. Our goals have not wavered. We provide our suppliers and dealers the highest quality products with unparalleled support, service and training.

10860 Dover St Ste 1500 Westminster, CO 80021-2656 www.shepherdsales.com 720-739-2835

SHYFT GROUP THE

Supplier

The road to better adventures starts with the industry's premier motorhome foundation. The Shyft Group Class A chassis are engineered to be safer, deliver better handling, and outlast the competition, no matter where adventures take you.

1541 Revnolds Rd Charlotte, MI 48813-2040 https://theshyftgroup.com 517-543-6400

SIGMA SWITCHES

Supplier

Sigma supplies the RV industry with highquality 12V products for interior and exterior applications. Products include switches, wire harnesses, assemblies, pad printing, LED lighting, USB charging centers and 12V receptacles.

4703 Wyland Dr Elkhart, IN 46516 www.sigmaswitches.com 574-294-5776

SIKA CORP

Supplier

Sika Corp. is a leading supplier of specialty chemical products and industrial materials serving the transportation, marine and automotive markets. Its technologies are focused on sealing, bonding, damping, reinforcing and protecting.

30800 Stephenson Hwy Madison Heights, MI 48071 www.usa.sika.com

800-688-7452

SILVERLEAF ELECTRONICS INC

Supplier

SilverLeaf Electronics offers vehicle monitoring systems (VMS) that provide intelligent, detailed engine diagnostics to the user and that are equipped with display panels for the user to be able to control multiple systems in real-time.

2490 SW Ferry St Albany, OR 97322

www.simply-smarter.com

888-741-0259 • 541-967-8111

SIX ROBBLEES INC

Distributor

Full service RV distributor including a huge Dexter Axle provider.

11010 Tukwila Intl Blvd Seattle, WA 98168 www.sixrobblees.com 206-767-7970

SKINNY GUY CAMPERS

RV Manufacturer

Skinny Guy Campers are self-contained overland truck bed campers with heat, light, water, and power!

19974 County Road 6 Bristol, IN 46507-9730

www.skinnyguycampers.com

574-891-0200

SKYLINE CHAMPION

RV Manufacturer

We build park model cottages, cabins and lofts at 11 manufacturing plants around the U.S., saving you shipping cost. For more information, contact us today.

755 W Big Beaver Rd Troy, MI 48084 www.athensparkhomes.com 903-681-1065

SKYLINE CORP

RV Manufacturer

Skyline Champion is the largest builder of park model RVs in the U.S. We build quality cottages, cabins and lofts under the popular brand names of Athens Park and Shore Park.

755 W Big Beaver Rd Troy, MI 48084-4900

www.shoreparkrvs.com 903-681-1065

SKYPOINT TRANSIT

Service Provider

With nearly 30 years of experience, Skypoint Transit is the choice transportation company in the industry. Our team, averaging more than 10 years of experience each, provides the efficient, streamlined and seamless logistics you demand and deserve.

2525 Kercher Road Goshen, IN 46528-7556 www.skypointtransit.com 574-975-7722

SLIDE-OUT-LIFT

Supplier

Nothing makes a job go smoother, safer and faster than having the right tools. The same goes when removing, installing and adjusting RV slide-out rooms, making our SlideOurLift the ultimate shop accessory.

2042 James River Ct Nixa, MO 65714-8171 www.slideoutlift.com 417-725-2902

SM OSGOOD CO

Service Provider

S.M. Osgood Co. provides representation focusing on the marine and RV industries. We provide a valuable resource for our customers and principals producing increased sales with an emphasis on the market growth and product development.

7488 W 78th St Bloomington, MN 55439 http://smosgood.com 952-937-2045

SOUTHWIRE CO



SUPPLIER

Surge Guard, RV Power, protection shoreline reels, Southwire Elite Portable Power Solutions, Southwire tools, meters, and lighting wire and cable junction boxes, fittings, and cable ties.

1 Southwire Dr Ste 900 Carrollton, GA 30119 www.southwire.com 574-350-8112

COMPANY PROFILE: Southwire manufactures half of the cable used in the transmission and distribution of electricity across America, and one out of every three homes contains our electrical wiring. More than half of the copper rod made around the world is produced with Southwire Continuous Rod (SCR®) technology – the highest quality, lowest cost product available. With integrated R&D, production, sales, and logistics our complete approach allows us to be a single source for wire and cable.

Southwire is the trusted source for Surge Guard* products designed to protect you, your RV, and electrical equipment. We provide power for your journey with RV cords and adapters, and Shoreline Reels™ hose and

cord reels to eliminate the mess. Wherever you are traveling, Southwire is proud to provide peace of mind when you hook up your RV at a campground, motor park, or recreational area.





SMARTPLUG SYSTEMS

Supplier

SmartPlug manufactures innovative, safe alternatives to standard electrical connections within the RV, marine, and specialty markets. It designs and manufactures electrical connectors, cord sets and adapters. SmartPlug is proudly made in the U.S.A.!

2500 Westlake Ave N Ste G Seattle, WA 98109-2262

www.smartplug.com 206-285-2990

SMITH RICHARDS INC

Supplier

Linear actuators, motor gearbox assemblies, rack and pinion drive, wire harnesses, hardware, TV lifters, power slides, seat adjuster parts and switches.

7266 Kensington Rd Brighton, MI 48116-2924 www.smithrichards.com 810-775-3513

SMUCKER MFG

Supplier

Durable, affordable, high-quality wired and wireless camera/monitor systems for your RV. HD resolution, IP68 rated weatherproof cameras that are the best priced in the RV industry with a three-year warranty standard.

5-inch, 7-inch, 10-inch, 12-inch. 22919 N Coburg Rd Harrisburg, OR 97446-9784 http://visionworkscameras.com 800-333-4503 • 541-995-8000

SOBEL UNIVERSITY

Service Provider

Sobel University has been a leader in sales and management training in the RV industry for more than 30 years. The company aims to help RV dealerships reach their highest potential in sales, profit and productivity while improving industry standards.

PO Box 65002 University Place, WA 98464-1002 http://sobeluniversity.com 253-565-2577

SOLUTION SOURCE

Service Provider

Solution Source is a software development and consulting company specializing in Cloud-based enterprise systems for the RV industry. Solution Source is the ERP partner trusted by some of the largest and fastest-growing companies in the industry.

1769 Stafford Ct Goshen, IN 46526-6542 www.solution-source.net 574-533-2659

SOUTHWIRE CO (SEE LISTING ON PAGE 133)

SPACE TRAILERS

RV Manufacturer

SPACE Trailers combines the versatility of a utility trailer with the pack-up-and-go of a small cargo trailer. Whether you drive a Mini Cooper or a minivan, our tough but lightweight enclosed sport trailer lets you bring everything you want.

5001 Moundview Dr Red Wing, MN 55066-1138 www.spacetrailers.com 833-538-0029

SPADER BUSINESS MGMT

Service Provider

Training, consulting, 20 Groups, industry financial trends and flat-rate manuals.

2101 W 41 St # 49 Sioux Falls, SD 57105

www.spader.com 800-772-3377 • 605-339-3616



SPECIALTY RECREATION INC



Supplier

Specialty Recreation is a second-generation, family-owned, American company that supplies aftermarket OEM skylights and bath products.

1186 Broadway El Cajon, CA 92021-4805 **www.specrec.com** 619-593-9360

SPINCAR

Service Provider

SpinCar offers the RV industry's most advanced digital merchandising. Our 360 WalkArounds and additional technology solutions build transparency and engagement, bringing the physical showroom experience to shoppers wherever and whenever they want.

344 S Warren St Syracuse, NY 13202-2008 http://spincar.com 231-774-6227

SPRADLING INTL-MARINE AND RV DIVISION

Supplier

A unique offering of vinyl-coated fabrics, polyurethanes, textiles, and flooring with unparalleled service.

3415 Roger B Chaffee Memorial Dr SE Ste 203 Grand Rapids, MI 49548-2350

www.spradlingvinyl.com 800-967-7753

STARCRAFT RV DIV OF JAYCO

RV Manufacturer

For 50-plus years, we've been in business to make camping fun. Building our reputation on dependable campers at affordable prices, we have the highest-quality materials and an Amish-inspired attention to detail. Starcraft is camping, pure and simple.

903 S Main St Middlebury, IN 46540 www.starcraftrv.com 574-825-5861

STAR BRITE (SEE LISTING ON PAGE 134)

STAR FLEET TRUCKING INC

Service Provider

Specializing in the transportation of RVs, boats, autos, manufactured housing, and power only freight. Terminals located in Indiana, Pennsylvania, Oklahoma, Texas, and Idaho.

https://jointhefleet.co 888-281-8727

STATEWIDE WINDOWS

Supplier

StateWide Windows has been a manufacturer of windows and doors for more than 70 years. In 1995, the company expanded its product line to include windows and doors for the livestock trailer industry.

3518 County Road 6 E Elkhart, IN 46514-7663

www.state-wide.com

800-860-2594 • 574-262-2594

STATISTICAL SURVEYS INC

Service Provider

Statistical Surveys delivers market share data to forward-thinking businesses in the marine, RV, powersports, trailer and manufactured housing industries.

1693 Sutherland Dr SE Grand Rapids, MI 49508-4904

www.statisticalsurveys.com 616-281-9898

STEELE RUBBER PRODUCTS

Supplier

Steele uses an EPDM rubber, which exhibits outstanding resistance to heat, ozone, steam and weather. Parts range from Glue On, 3M Peel-N-Stick and Push On to best accommodate your needs. Most products are sold by the foot with some pre-cut options.

6180 Highway 150 E Denver, NC 28037-9650 www.steelerubber.com 800-230-6378 • 704-483-9343

STOETT INDUSTRIES

Supplier

We are an American-owned and operated company that has proudly manufactured custom retractable door, window and toy hauler screens since 2003. We are also the leading supplier for retractable shower doors to RV OEMs and aftermarket.

600 Defiance Ave Hicksville, OH 43526-9352 www.stoett.com

419-542-0247

STORYTELLER OVERLAND

RV Manufacturer

We are committed to designing and manufacturing the finest Class B RV adventure vans and outdoor lifestyle gear to help bridge the gap between your needs for a safe, convenient, and reliable daily driver and the desires for the rugged capabilities.

109 W Park Dr Birmingham, AL 35211-4470 https://storytelleroverland.com 888-999-7442

STROMBERG CARLSON



Supplier

Folding handrails, electric tongue jacks, ladders, base pads, base pad shoes, levelers, scissor jacks, T-chocks, grills, clothes dryers and more.

2323 Traversefield Dr Traverse City, MI 49685-0266 www.strombergcarlson.com 231-947-8600

SUBURBAN AN AIRXCEL BRAND



Supplier

The leading supplier of RV furnaces, RV water heaters, RV kitchens, RV cooktops, and RV ranges.

676 Broadway St Dayton, TN 37321 www.airxcel.com/suburban 423-775-2131

SUNSET PARK RV

RV Manufacturer

Sunset Park RV is going strong after a decade in operation, recently expanding into a new building. We specialize in smaller travel trailers, with new options and layouts. Our goal is to bring innovation and quality travel trailers to our customers.

1055 N 625 W Shipshewana, IN 46565-8564 www.sunsettrailers.com 260-214-4557

SUPERSPRINGS



Supplier

SuperSprings Intl. designs, develops and distributes innovative, patented suspension-enhancement products for trucks, vans, buses and RVs. They are renowned for their simplicity, ease of installation and maintenance-free durability.

505 Maple Ave Carpinteria, CA 93013-2070 www.superspringsinternational.com

800-898-0705 • 805-745-5553

SUPERSTEER

Supplier

We produce and supply RV trac bars, sway bars, steering stabilizers, bell cranks (RV and truck), radius rods, drag links, motion control devices (MCU), Sumo Springs, Ford F-53 spring kits, shocks, quad shocks, RPA (road performance assessment).

458 Redwood Hwy Grants Pass, OR 97527-5408 http://supersteerparts.com 888-898-3281 • 541-479-2882

SURECALL

Supplier

SureCall's patented multi-carrier cell phone signal boosters give users the freedom to roam further and more confidently than ever before by offering the strongest boost of 4G LTE internet and phone signals available in its class.

48346 Milmont Dr Fremont, CA 94538-7324 www.surecall.com

888-365-6283 • 510-344-8655

SURESHADE

Supplier

We are bringing our same market-proven sunshade technology to the RV industry. Able to withstand winds up to 55 mph, with innovative framework and design features, SureShade elevates the typical awning experience.

1900 47th Ter E Bradenton, FL 34203 www.sureshaderv.com 877-333-8323

SWAGMAN

Supplier

Swagman was one of the first companies worldwide to design and market a hitch-style bike rack. Over the years, the small bike rack company grew to include numerous other groundbreaking designs in the North American bicycle, RV and automobile markets.

300-1880 Government St Penticton, BC V2A 7J1 CANADA

www.swagman.net 800-469-7924 • 250-490-8883

SYKES HOLLOW INNOVATIONS LTD DBA PIRIT HEATED HOSE

Supplier

The PIRIT Hose keeps the water flowing to your camper or RV year-round. Made with PVC materials approved by the FDA for potable water, the PIRIT Heated Hose provides safe drinking water and is tested to minus 40 degrees.

315 Tennis Way East Dorset, VT 05253

www.pirithose.com 888-747-4844 • 802-549-4671

SYLVANSPORT

RV Manufacturer

We were founded in 2004 in Brevard, N.C., for one reason: To make outdoor adventure accessible. What started as an idea to create the most innovative pop-up camper has evolved into a line of the best designed camping and gear trailers ever made.

21 Welcome St Brevard, NC 28712-5770 www.sylvansport.com 828-393-4927

SYNERGY RV TRANSPORT INC

Service Provider

Synergy RV Transport is the preferred commercial transporter for the RV industry. All of its customers receive top-notch customer service and rest assured that their freight will be delivered safely and on-time for a reasonable cost.

2448 E Kercher Rd Goshen, IN 46526-6466 www.synergyrvtransport.com 574-537-1860

TAIGMARKS

Service Provider

TaigMarks is a cutting-edge advertising and marketing firm serving the RV industry with strong brand support, digital and SM capabilities, web development, video production, event planning, public relations and more.

223 S Main St Ste 100 Elkhart, IN 46516-3121 www.taigmarks.com 574-294-8844

TAXA OUTDOORS LLC

RV Manufacturer

Our NASA-inspired camping trailers are built for off-the-grid adventure. Lightweight, easily towed, plumbing, electric and solar: what more could you ask for in an outdoor camper?

7930 Blankenship Dr Houston, TX 77055-1006 www.taxaoutdoors.com 713-861-2540

TCFIF

Service Provider

TCF Inventory Finance Inc. (TCFIF) provides inventory finance solutions to dealers, distributors and manufacturers. Our industry expertise, dedication to our customers and innovative programs make TCFIF the best choice in inventory finance.

1475 E Woodfield Rd Ste 1100 Schaumburg, IL 60173-5616

877-872-8234 • 847-330-5493

www.tcfif.com

TECH-EDGE MFG LLC

Supplier

iSeries Tank Level Monitoring system that uses external sensors. No drilling. Use existing wiring. Panels give accurate readings in percentages on LCD screens. Set up automatic monitoring with alarms. Monitors battery and propane levels as well.

4296 Osage St Sweet Home, OR 97386-3144 www.tankedge.com 541-610-0401

TECNOFORM SPA

Supplier

Tecnoform is committed to innovation and continuous improvement in the quality, cost and delivery of our products, services and process to effectively meet all internal and external customer needs. Renown for style in cabinetry and furnishing.

Via del Lavoro 2 40053 Municipality of Valsamoggia Bologna, BO 40056 ITALY

www.tecnoform.com 340-358-9429

TEKNOR APEX CO

Supplier

Teknor Apex has the right hose for your recreational needs. Our RV hoses are drinking water safe and made with FDA-sanctioned materials. Our hoses are lead-safe, which complies with the Consumer Product Safety Improvement Act.

505 Central Ave Pawtucket, RI 02861-1945 **www.apexhose.com** 800-289-6786

TEXAS RV ASSOC/TRVA

Service Provider

Nonprofit, 501(c)6 trade association. 10816 Crown Colony Dr Ste 200 Austin, TX 78747-1672

www.trva.org 800-880-7303 • 512-327-4514

THERMO-TEC



Supplier

We offer heat and sound insulation products to help manage, insulate, and reflect heat on RVs and other vehicles.

488 US Highway 250 Greenwich, OH 44837-9527

www.thermotec.com

800-274-8437 • 419-962-4556

HETFORD CORP SEE LISTING BELOW)

THIN-LITE CORP

Supplier

Thin-Lite is a manufacturer of LED and fluorescent low-voltage lighting for many industries such as the RV industry, marine, emergency vehicles, farm equipment, trucking industry and more. We can design and build to customer requirements.

530 Constitution Ave Camarillo, CA 93012-8510

www.thinlite.com 805-987-5021

THOR INDUSTRIES INC

RV Manufacturer

THOR Industries is the sole owner of operating subsidiaries that, combined, represent the world's largest manufacturer of RVs. THOR has been driving for excellence in the RV industry since its founding in 1980 by Peter Orthwein and Wade Thompson.

601 E Beardsley Ave Elkhart, IN 46514-3305 www.thorindustries.com 574-970-7460

THOR MOTOR COACH

RV Manufacturer

Thor Motor Coach (TMC) produces nearly one of every four motorhomes sold each year. Formed in 2010 as a merger of Damon Motor Coach and Four Winds Intl., we build the world's most-recognized motorhomes.

701 County Road 15 PO Box 1486 Elkhart, IN 46516 http://thormotorcoach.com 877-500-1020 • 574-266-1111

TIE DOWN SUPPLY

Supplier

Tie Down Supply offers U.S.A.-made tie-down straps and accessories to the RV industry. We also supply LED interior, exterior, RV, trailer and truck lighting. RV/trailer hitch locks, wireless cameras and GPS trackers. Custom straps.

53 Douglas Ter North Providence, RI 02904-3409 www.tiedownsupply.com

888-714-7412 • 401-644-3489

TIFFIN MOTORHOMES

RV Manufacturer

Started in 1972, Tiffin has built more than 65,000 quality motorhomes. When you drive up to our plant in Red Bay, Ala., what you will find is a family business with members of the Tiffin family on-site, working every day.

105 2nd St NW Red Bay, AL 35582-3859

www.tiffinmotorhomes.com 256-356-8661

TIMBREN INDUSTRIES INC (SEE LISTING ON PAGE 138)

TITAN SALES & CONSULTING

Supplier

Titan is a technical distributor, converter and roll developer of adhesives, tapes and seals for all bonding and sealing applications in RV and specialty vehicle construction.

22290 Challenger Dr Elkhart, IN 46514 www.titansc.com 574-970-8425

TOM MANNING & ASSOC

Service Provider

Established in 1982, we continue today as a leader primarily focused on the aftermarket. Our highly skilled, professional team works with distributors and dealers to bring highvalue products from category-leading suppliers to market.

200 Jay St Coldwater, MI 49036-2175 www.rvrep.com

517-278-8521

THETFORD

SUPPLIER

As a leading manufacturer of mobile sanitation products for the RV market, we make mobile living a more pleasant experience. We are committed to the production of high-quality products that exceed the needs of a growing

7101 Jackson Rd PO Box 1285 Ann Arbor, MI 48106 www.thetford.com

Ann Arbor, MI, Thetford is a leader in RV and marine sanitation and toilet solutions. We strive to make outdoor experiences more enjoyable and to extend them as long as possible. Whether you prefer to travel by road or waterway, Thetford products are specifically designed to keep you going. Visit Thetford.com to explore all the toilets, sanitation solutions, RV care, waste tank evacuation, and kitchen and bath products we offer.



TORKLIFT INTL

Supplier

Torklift Intl. is a Washington-based manufacturing company that produces aftermarket parts for towables and truck campers in the RV and automotive industries. Torklift's products are backed by lifetime warranty and proudly made in the U.S.A.

1901 Fryar Ave Sumner, WA 98390 www.torklift.com 800-246-8132

TOWMATE LLC

Supplier

TowMate is a U.S.-based manufacturer that specializes in wireless towing lights, emergency light bars and safety equipment for the towing, RV and marine industries.

15704 E Highway 12 Rogers, AR 72756-3021 www.towmate.com 800-680-4455

TRA CERTIFICATION INC

Service Provider

TRA Certification evaluates RV components and certifies RVs for energy efficiency and eco-friendliness. These programs empower RV manufacturers and suppliers to offer superior products that appeal to consumers that are looking for a greener option.

700 E Beardsley Ave Elkhart, IN 46514-3366 http://certifiedgreenrvs.com 574-333-3302

TRADER INTERACTIVE

Service Provider

Trader Interactive connects buyers and sellers in the RV, powersports, and trailer industries through a broad portfolio of marketplaces, including RV Trader, Cycle Trader, ATV Trader, PWC Trader, and Snowmobile Trader.

999 Waterside Dr Norfolk, VA 23510-3300 www.traderinteractive.com 800-684-6104

TRAILER VALET

Supplier

Trailer Valet manufactures and supplies a line of innovative RV movers, jacks, couplers, and others designed to make the towing and trailering experience hassle-free. Products range from manual, drill-powered, to fully electric and remote-controlled.

17970 Ajax Cir City of Industry, CA 91748-1100 www.trailervalet.com 844-846-9344

TRAILMANOR MFG CO LLC

RV Manufacturer

TrailManor is a manufacturer of folding, hard wall and lightweight travel trailers.

42021 268th St Parkston, SD 57366-5206 www.trailmanor.com 605-239-4082

TRANS-ATLANTIC PRODUCTS

Supplier

We offer numerous innovative products for RVs. Our main offices are located in Elkhart, Ind., including six facilities located throughout Elkhart with more than 150,000 square feet of warehousing space and 3,000 square feet of production space.

2778 Faith Ave Elkhart, IN 46514-7810 http://transatlanticprod.com 574-262-0165

TRAVEL LITE RV

RV Manufacturer

Travel Lite RV is a manufacturer of lightweight travel trailers, fifth wheels, and truck campers. Our unique lineup of RVs look and perform like nothing else because we focus on innovation rather than duplication.

TIMBREN INDUSTRIES INC

SUPPLIER

Timbren Industries began in 1965 on the premise that suspensions could and should work better. Maker of the Aeon rubber springs, Timbren has become a leader in rubber spring technology, suspension and SES suspension upgrades.

320 Hopkins St Whitby, ON L1N 2B9 CANADA www.timbren.com 800-263-3113

TIMBREN





111 E Innovation Blvd Syracuse, IN 46567-0016 http://travelliterv.com 574-457-3924

TREDIT TIRE & WHEEL CO INC

Supplier

Tredit Tire & Wheel is the leading distributor of tires, wheels and related accessories to trailer original equipment manufacturers (OEMs) throughout North America, including RV, cargo, utility and marine.

3305 Charlotte Ave Elkhart, IN 46517-1189

www.tredittire.com

855-887-3348 • 574-293-0581

TRI-LYNX CORP (SEE LISTING BELOW)

TRIM-LOK INC (SEE LISTING ON PAGE 140)

TROYER PRODUCTS

Supplier

Troyer Products maintains a wide selection of upholstery supplies and hook-and-loop products and provides technical sewing.

3310 Magnum Dr Elkhart, IN 46516-9020

www.troyerproducts.com 574-970-7070

TRUCK SYSTEM TECHNOLOGIES



Supplier

TST's tire pressure monitoring system (TPMS) transmits wireless, real-time tire temperature and pressure readings directly to our widescreen color display. User-programmable warnings are presented on the digital display as audio, visual and textual.

4323 Interstate Way San Antonio, TX 78219-1717 www.tsttruck.com

770-889-9102

TRUMA

Supplier

Truma product innovations are designed and tested for the rigors of camping in diverse terrains. Whether it's a near-silent heating system or instant water system, make sure Truma is on your RV. Visit Truma's new headquarters, sales/service center.

2800 Harman Dr Elkhart, IN 46514-7682 www.truma.net 855-558-7862

TSA COMMUNICATIONS INC

Service Provider

We are experts at the delivery of targeted marketing communications programs to small-to-medium-sized B2B marketers. If it has to do with communications for the B2B marketer, in our 70 years, we have either done it or do it every day.

307 S Buffalo St Warsaw, IN 46580-4304 www.tsacommunications.com 574-267-5178

TUSON RV BRAKES LLC

Supplier

TRVB offers quality, innovative safety solutions. Known for our patented, cuttingedge trailer braking systems: Tuson Sway Control and DirecLink Brake Controller. We also provide an advanced tire pressure monitoring system.

475 Bunker Ct Vernon Hills, IL 60061-1832 www.tusonrvbrakes.com 800-968-8766 • 847-816-8800

TRI-LYNX CORP

SUPPLIER

Tri Lynx Corp is the maker of the original RV leveling system levelers, chocks and caps that have been the trusted option for towable owners for more than 20 years.

391 E Las Colinas Blvd Ste 130 Irving, TX 75039 www.lynxlevelers.com 800-463-5505





UFP DISTRIBUTION

Supplier

Distribution building products to the RV Industry.

23122 E Camina Plata Queen Creek, AZ 85142-1265

www.ufpi.com 480-271-6878

ULTRA-FAB PRODUCTS INC



Supplier

Ultra-Fab is a world-class manufacturer of innovative top-quality products designed for enhancing the outdoor lifestyle. These products include jacks, carriers, towing products, stabilizers and more.

57985 State Road 19 Elkhart, IN 46517-1207 https://ultra-fab.com 800-860-7571 • 574-294-7571

ULTRAFABRICS LLC

Supplier

Ultrafabrics manufactures high-performance materials that are the preferred choice for applications varying from driver seats, wall panels, headboards and lounge chairs.

303 S Broadway Ste 201 Tarrytown, NY 10591-5410 www.ultrafabricsinc.com 914-460-1730

UNI-GRIP INC (SEE LISTING ON PAGE 141)

UNIQUE CAMPING AND MARINE

Supplier

Tired of stinking up the campground? Our line of highly effective, bacterial waste digesters and odor removers are favorites amongst savvy campers and enthusiasts. Treat your tanks for less than \$1 and eliminate odors and backups.

5752 Lamar St Arvada, CO 80002-2626 www.uniquecampingmarine.com 800-476-1608 • 303-420-7940

UNITED KLIMA TECHNOLOGY

Supplier

Created by Giuliano and Fabrizio Ungarelli with the plan to create an entity where to

resume most of the knowledge in air-conditioning from diversified sectors. Markets served: Automotive, marine, residential, commercial, heavy duty and military.

E 200 N 214 E Marquis Rd LaGrange, IN 46761 www.ukt-indiana.com 877-326-0758

UNITED SHADE AN AIRXCEL BRAND



Supplier

United Shade has window covering products specially engineered for recreational vehicles including pleated shades, cockpit shades, wood blinds, RV skylight shades, replacement parts, and first aid repair kits.

2780 County Road 6 W Elkhart, IN 46514-8233 https://unitedshade.com 574-262-0954



UNITED STATES WARRANTY



Service Provider

Established in 1975, United States Warranty Corporation is one of the oldest providers and administrators of vehicle service contracts in the U.S. We offer the widest variety of service contract plans available for new and used RVs and watercraft.

PO Box 639 Madison, OH 44057-0639 www.uswceagle.com 800-233-9878 • 440-516-2600

US CARBURETION INC

Supplier

U.S. Carburetion has been the industry leader in carburetion technology since 1995. We convert portable gas generators into multifuel machines. We gladly help customers troubleshoot problems and stand behind everything we sell.

416 Main St Summersville, WV 26651-1319 www.motorsnorkel.com 800-553-5608

US COMPLIANCE ACADEMY

Service Provider

Online and in-person compliance education and certification courses for the entire dealership. Custom designed CMS (compliance management system), and custom designed dealership CMS manual, as mandated by federal regulations & rules.

1935 Lupine Lake Forest, CA 92630-8421 www.uscomplianceacademy.com 541-408-4136

UVIALITE

Supplier

Our mission is to provide a tested solution to RV manufactures to address one of RV owners' significant complaints — sanitization for black and gray water tanks that neutralizes all odors, harmful bacteria, and viruses (including Coronavirus).

5304 Valleypark Dr Roanoke, VA 24019-3067 https://uvialite.com/ 540-362-9636

UWS

Supplier

UWS is a leading manufacturer and designer of U.S.A.-made storage carriers and truck accessories. We offer a full range of truck bed toolboxes, liquid transfer cases, dog boxes, trailer boxes and other truck storage solutions.

6208 Industrial Dr Eau Claire, WI 54701-8493 www.uwsta.com 877-287-8634

VAIS TECHNOLOGY

Supplier

iPod, iPhone, BT audio, SiriusXM, and SEER integration. SEER allows hands-free proximity keyless entry and more.

8811 American Way Ste 125 Englewood, CO 80112-7153 www.vaistech.com 720-733-2348

UNI-GRIP INC

SUPPLIER

UNI-GRIP manufactures extruded rubber and plastic seals and edge trims to many industrial clients both large and small.



9823 State Highway 53 N Upper Sandusky, OH 43351-9272 https://uni-grip.com/ 419-294-2358

COMPANY PROFILE: UNI-GRIP manufactures extruded rubber and plastic seals and edge trims to many industrial clients both large and small.. Our in-house sales staff has 100+ years of collective product knowledge—if you have a question about our products, they will have an answer.

We proudly produce all of our own profiles domestically. We also provide value-added procedures, such as cut-length parts and pre-assembly to make our customer's lives easier.

Uni-Grip is committed to excellent quality and on-time delivery. Adherence to ISO 9001:2015 and continuous improvement is in our DNA. We employ manual and automated inspection to make sure it's right before it goes in the box. Since 2016, we are certified as both a Women's Business Enterprise (WBE) and a Woman Owned Small Business

Since 1963, we have been located in rural Ohio by choice. We're a team, and we are as committed to our people as we are to producing excellent products.



VALLEY SCREEN

Supplier

Valley Screen is one of the nation's leading producers of decorative RV graphics. Our decorative graphics are built to withstand exterior elements and work on the most difficult substrates, helping manufacturers stand out from the competition.

58740 Executive Dr Mishawaka, IN 46544-6844 www.valleyscreen.com 800-225-5040 • 574-256-0901

VALTERRA PRODUCTS (SEE LISTING BELOW)

VANDYKE ENTERPRISES

Service Provider

VanDyke Enterprises covers the West Coast RV aftermarket and OEMs, making up to 240 dealer calls per month. Our focus is on sales and tech training specific to each department of our dealer, distributor and OEM business partners.

11178 Briar Rose Ct Corona, CA 92883 www.vandykeenterprises.com

626-893-0350

VANLEIGH RV

RV Manufacturer

Vanleigh RV was formed in 2014 to provide the RV industry with top-quality luxury fifth wheels based on the Tiffin family values of service, quality and family.

26 Industrial Dr Access Rd Burnsville, MS 38833 www.vanleighrv.com 662-612-4040

VELVAC INC

Supplier

Velvac mirror and vision systems incorporate a fold-away mechanism to protect the mirror, advanced anti-vibration dampening to provide clear, stable images, and integrated CMOS cameras offering the owner an even greater field of view.

2405 S Calhoun Rd New Berlin, WI 53151-2709 www.velvac.com 800-783-8871 • 262-786-0700

VENTURE RV

RV Manufacturer

Venture RV! We offer a wide variety of lightweight and ultra-lightweight travel trailers to suit every family's needs.

985 N 900 W Shipshewana, IN 46565 www.venture-rv.com/contact-us

VETRORESINA LLC

Supplier

Vetroresina LLC produces FRP fiberglass panels. Vetroresina's fiberglass-reinforced plastic laminates are extremely versatile products. Resulting from advanced technology and years of experience, they are ready to meet the RV markets latest needs.

6 Idaho St Greenville, SC 29605-5254 www.vetroresina.com 864-404-3340

VIAIR CORP

Supplier

VIAIR offers the only portable 12-volt tire inflators on the market that can air up RV tires across all RV classes. VIAIR's line of RV products are specifically designed and custom built for RVers.

15 Edelman Irvine, CA 92618-4311 www.viaircorp.com 949-585-0011

VALTERRA PRODUCTS

SUPPLIER

We supply the following products: Diamond Lighting, Minder, Go Powerl, Mighty Cord, Phoenix Faucets, Silverback, Viper, Pure Power, AquaFRESH, EZ Coupler, Stackers, Slunky Hoses.



15230 San Fernando Mission Blvd Ste 107 Mission Hills, CA 91345-1108 www.valterra.com 800-222-6041 • 818-898-1671

COMPANY PROFILE: Since 1981, Valterra Products has been a leading supplier of brand name product lines to the RV industry. Valterra has, through organic growth and strategic acquisitions, become one of the premier RV suppliers in North America serving both the RV OEM and RV Aftermarket. Though Valterra has grown through the years, the company continues to operate like a family business with many of the employees having worked here for 20, 30, even 40+ years.





VISTA MFG

Supplier

Vista offers a variety of custom low-voltage lighting products for RVs, from task and LED accent lighting to custom-illuminated and engraved LED logo panels, resulting in unique ambience with a modern appeal.

53345 Columbia Dr Elkhart, IN 46514-8153 www.vistamfg.com 574-264-0711

VITRIFRIGO AMERICA

Supplier

We're equipped with modern assembly lines, capable of supporting very demanding workflows. We are focused on research and development of new products and the latest tech to achieve in every new project the optimal synthesis between form and function.

2200 NW 32nd St Ste 1200 Pompano Beach, FL 33069-1098

www.vitrifrigo.com 954-979-7737

VOLTA POWER SYSTEMS

Supplier

More than a battery, our energy storage systems represent everything you need to integrate lithium-ion storage into your RV, yacht, coach, utility truck or virtually any mobile application. Total freedom to roam or work from a complete energy system.

12550 Superior Ct Holland, MI 49424

www.voltapowersystems.com 616-226-4222

WALEX PRODUCTS CO INC

Supplier

Small spaces demand great performance and convenience. Walex offers the very best products for the close quarters inside recreation vehicles and boats. Our no-mess portion control deodorizer, cleaners, and air fresheners keep your travels fresh.

PO Box 3785 Wilmington, NC 28406-0785

www.walex.com 910-617-3176

WAVE EXPRESS

Service Provider

Wave Express provides specialty transportation services to the RV manufacturer, dealer, and enthusiast throughout the United States.

65856 US Highway 33 Goshen, IN 46526-6919 https://waveexpress.com 574-642-0630

WAY INTERGLOBAL NETWORK

Supplier

Way is the leader in innovation through technology, continuous improvement and deep industry partnerships. Our exclusive brands — Everchill, Greystone, Drive, Haven, and Elite — are the most sought-after products by RV manufacturers and owners.

3002 Coast Ct Elkhart, IN 46514-5504 www.wayinterglobal.com 574-971-4490

WAYNE DAVIS AUTO GROUP DBA REGENCY RV

RV Manufacturer

Manufacturer of Class B and B+ motorhomes. 4709 Lone Star Blvd Fort Worth, TX 76106-2106 http://regencyrv.com

817-847-7974

WAYNE RUSSELL & ASSOCIATES LLC

Service Provider

Our recruiting division helps our clients find, recruit and hire qualified manufacturing professionals. We are also productivity consultants to the manufacturing industry with a strong emphasis on cost reduction and waste elimination.

137 Creekwood Ln Hendersonville, TN 37075-2445

www.wraconsulting.com 615-708-1224

WEBASTO THERMO & COMFORT NORTH AMERICA INC

Supplier

Webasto offers ideal heating and culinary solutions for a wide range of RVs. Our air and coolant heaters offer high-heat output and pre-heat options to stay warm and comfortable during any adventure.

15083 North Rd Fenton, MI 48430-1384 www.webasto.com 800-860-7866 • 810-593-6000

WEBOOST/WILSON ELECTRONICS

Supplier

weBoost offers cell boosters for your specific needs: Destination RV is weBoost's most powerful signal booster for stationary RV use. Drive Reach RV improves cell phone signal whether you're parked or driving.

2890 E Cottonwood Pkwy Ste 200 Cottonwood Heights, UT 84121

www.weboost.com 435-673-5021

WEIGH SAFE LLC

Supplier

Weigh Safe trailer hitches are the only hitches on the planet with a built-in scale to measure

tongue weight to improve towing performance. We offer products in standard bumper towing, weight distribution and gooseneck towing!

420 N Geneva Rd Lindon, UT 84042-1121

www.weigh-safe.com 801-820-7020

WELLS FARGO COMMERCIAL DISTRIBUTION FINANCE/CDF

Service Provider

Wells Fargo CDF is a global inventory financing solutions provider with more than 40 years of expertise in the RV industry.

10 S Wacker Dr Chicago, IL 60606-7453 www.wellsfargo.com/cdf 800-289-4488

WESCO DISTRIBUTION INC

Distributor

WESCO is a JIT supplier of electrical, plumbing, hardware, fasteners, HVAC, lighting and other building products and services to the RV, MH, truck, bus, trailer, specialty vehicle and modular housing markets.

3701 Gallatin Way Elkhart, IN 46514-7608 www.wescodist.com 574-206-1517

WESTIN AUTOMOTIVE PRODUCTS INC

Supplier

Westin Automotive Products Inc. is an aftermarket products manufacturer specializing in Xtreme truck gear and Jeep products. Westin is the parent company to the Westin family of brands: Westin, FEY and Brute.

320 W Covina Blvd San Dimas, CA 91773-2907 www.westinautomotive.com 800-345-8476 • 626-960-6762

WESTLAND DISTRIBUTING

Distributo

Proudly serving the manufactured housing industry since 1971.

679 Sheridan Blvd Lakewood, CO 80214 http://westlanddistributing.com 800-525-8847

WHEELBASE

Service Provider

Wheelbase is a growing SaaS start-up in Austin changing the RV rental industry. We design and develop technology to improve the guest experience with RV travel nationwide. We offer rental management software with \$1 million in insurance coverage.

1300 Guadalupe St Austin, TX 78701

www.wheelbasepro.com

888-567-4095 • 415-930-4839

WHEELER ADVERTISING

Service Provider

Established in 1991, we are your single source marketing partner with practical and real-world understanding of retail and how to successfully integrate traditional, digital and social media to achieve maximum results.

624 Six Flags Dr Ste 150 Arlington, TX 76011-6325 www.wheeleradvertising.com

817-633-3183

WIFI ON STEROIDS

Supplier

Wifi On Steroids is the only Wi-Fi extender specifically designed to connect to both free Wi-Fi and home/office routers.

99 King St # 3647 Saint Augustine, FL 32085-7819 https://wifionsteroids.com 877-580-2070

WINEGARD CO

Supplier

Winegard is a world-class manufacturer for RV, marine, truck and home consumer electronics that range from Wi-Fi/4GLTE, satellite dishes, OTA antenna systems. Learn more at www.winegard.com.

2736 Mt Pleasant St Burlington, IA 52601

www.winegard.com 800-288-8094

WINNEBAGO

RV Manufacturer

Winnebago is a leading U.S. manufacturer of motorized and towable products used primarily in leisure travel and outdoor recreation activities.

605 W Crystal Lake Rd PO Box 152 Forest City, IA 50436-0152

www.winnebago.com 641-585-3535

WIRTHCO ENGINEERING INC

Supplier

Wirthco Engineering has been providing innovative and quality products to the RV market since 1980. Our Battery Doctor and Funnel King brands provide practical solutions to distributors, dealers and consumers alike.

6301 Cecilia Cir Ste B Minneapolis, MN 55439-2715

www.wirthco.com

800-959-0879 • 952-941-9073

WORKSPORT

Supplier

Replacement parts on demand. Unique covers for all your needs: panels, material and latches.

414-3120 Rutherford Rd Vaughan, ON L4K 0B1 CANADA

https://worksport.com

XANTREX

Supplier

Xantrex is a world leader in the development, manufacturing and marketing of advanced power electronic products and systems for the mobile power markets.

541 Roske Dr Ste A Elkhart, IN 46516-9323 www.xantrex.com 800-670-0707

XTREME OUTDOORS LLC

RV Manufacturer

Since 2002, our priority has been to build the highest quality and most practical teardrop trailers on the market. All of the materials and components that we employ are carefully selected with function, aesthetics and quality in mind.

1519 Boettler Rd Ste A Uniontown, OH 44685-7761 www.golittleguy.com

888-469-8688

YAMAHA MOTOR CORP USA

Supplier

Yamaha Motor Corp. provides generators to the RV industry. With the versatility to power a wide range of applications, Yamaha can provide generator models that are tailor-suited to your customers' needs.

1270 Chastain Rd Kennesaw, GA 30144-5586 www.yamahamotorsports.com 770-420-5900

ZAMP SOLAR LLC

Supplier

Zamp Solar is the leading solar manufacturer in the RV market for high-quality off-grid solar solutions. Every Zamp Solar panel is handcrafted in the U.S. Zamp Solar is the premier manufacturer and innovator of off-grid solar solutions in America.

63255 NE Jamison Rd Bend, OR 97703 www.zampsolar.com

541-728-0924 **ZIP DEE INC**

Supplier

Zip Dee can help RVers get the most enjoyment from their RVs. Since 1967, we've pursued one goal: to make the best RV products in the industry. Our awnings are woven of tough, American-made acrylic fabric, a Zip Dee exclusive.

96 Crossen Ave Elk Grove Village, IL 60007 www.zipdeeinc.com 800-338-2378 • 847-437-0980



APPLIANCES146	Coatings, Lubricants, Protectants	Graphics and Paint	Tables & Accessories
Dishwashers	Foams, Tapes	Handrails	Walls, Ceiling, Panels, Insulation
Microwaves	RV Covers	Ladders	, 3,
Refrigerators, Cooling Units	Winterization	Mirrors	JACKS & LEVELERS 150
Stoves/Ovens		Racks, Lifts, Tire Carriers	Chocks
Washer/Dryers	COMMODITIES & CUSTOM	Roofing	Jack Pads
Washin Diyora	MANUFACTURING 150	Sidewalls	Jacks
ASSOCIATIONS 146	Aluminum	Skylights	Landing Gear
		Slide-out Systems	Levelers
National	Casting, Powder Coating	1	
Regional/State	CNC, Machining, Laser Cutting	Slide-outs	Lifting Systems
	Composites	Steps	MADE IN THE HOA
BRAKES, TOWING &	Fabrication	Tires & Wheels, Covers	MADE-IN-THE-USA15
UNDERCARRIAGE 146	Fiberglass	Tonneau Covers	Made-in-the-USA
Axles	Plastics, Molding	Toy Hauler Lifts	
Baseplates	Rubber, Extrusions	Toy Hauler Ramps, Garage Doors	RV MANUFACTURERS158
Brake Control Systems	Steel	Trays (Cargo, Battery, Etc.)	Motorized
Brakes	Wire, Cable	Windows, Windshields	A
Chassis	Wood, Moulding	Windshield Wipers	В
Engines			C
Hitch Pins	DISTRIBUTORS150	HARDWARE	Park Models
Hitches, Hitching Systems	Distributors	Clamps, Bolts, Screws	Towable
Locks (Pin, Coupler, Receiver)	Biodibatoro	Fastener	Camping Trailers
Pinboxes	ELECTRICAL & POWER	Gauges	Cargo Trailers
	SOLUTIONS	Handles	Fifth Wheels
Ride Control			
Shock Absorbers	Actuators	Hoses	Pop-Ups
Stabilizers	Adapters, Connectors, Plugs	Latches, Hinges, Catches	Teardrops
Steering	Batteries	Mounting Kits	Toy Haulers
Suspension	Chargers	Regulators	Travel Trailers
Sway Control	Circuit Boards	Repair Kits	Truck Campers
Tow Bars	Circuit Breakers	Tie Downs	
Tow Dollies	Consoles	Tools	SAFETY PRODUCTS 15
Towed Vehicle Protection	Control Panels	Trim, Seals	Alarms & Detectors
Towing	Converters	Valves	Backup Monitors
	Generators, Portal Power		Break-Away Systems, Cables
BUSINESS SERVICES &	Inverters	HVAC155	Extinguishers
REPRESENTATION148	Lighting	Air Conditioning	Leak Testing
	Power Cords, Extension Cords, Cord Reels	Ducts	Locks
Agencies			
Auctions/Specialty Sales	Propane & Accessories	Fans	Safety Equipment
Compliance	Solar	Furnaces	Security Systems, Sensors
Consulting	Surge Protection	Heating	Steps/Stools
Data Mining, Reporting	Switches, Switch Plates	Thermostats	Tank Monitors
Education/Training	Wiring	Vacuum Cleaner Systems	Tire Balancing
F&I		Vents & Hatches, Covers	TPMS
Inspection/Testing/QC Verification	ELECTRONICS152		
Marketing	Antennas, Cell Boosters	INTERIORS 155	SANITATION, WATER
Merchandising	Audio Systems	Bath	& SEWER15
Reps (Manufacturer, Supplier, Dealer)	Diagnostic Systems	Bath Sinks, Faucets, Accessories	Hoses
RV Transporters	Infotainment/Navigation	Fixtures	Fresh Water
Software, CRM	Remote Controls	Showers, Showerheads, Accessories	Sewer
Warranty	Satellite Dish Systems	Toilets	Odor Eliminators
Web Design & Analytics	,	Bedding, Bedlifts, Mattresses	Tanks, Portable/Totes
Web Design & Analytics	Smartphone System Controls, Apps		
	TV Lifts	Blinds & Shades	Water Filtration
CAMPING & SUPPLIES 148	TVs/Video Systems	Consoles & Panels	Water Heaters
Campgrounds	Wi-Fi	Dashboards	Water Pumps
Cargo Carriers, Storage		Doors, Struts, Accessories	
Chairs	EXTERIORS 152	Fabrics	
Coolers	Awning & Patio	Fireplaces	
Fuel Tanks	Awning Lights & Accessories	Flooring	
Grills, Cookware, Dishware, Utensils	Awnings	Flooring, Floor Heating (Radiant, Hydronic,	
Lighting & Lanterns	Patio Mats	Gas)	
	Patios	Furniture & Seating Lifts	
CARE, MAINTENANCE &	Screen Enclosures	Kitchen	
RESTORATION	Bumpers, Tailgates	Kitchen	
Adhesives, Sealants	Doors, Exterior	Caustattons	
Cleaning Supplies	End Caps	Countertops	
Brushes	Fenders	Kitchen Sinks, Faucets, Accessories	
Chemical	Front Caps	Seating, Chairs & Accessories	PV

APPLIANCES

DISHWASHERS

Aim Wholesale Inc

Arrow Distributing Inc

Bob Gunn Associates

Contoure USA

Dehco Inc

Furrion USA

GE Appliances a Haier Company

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing

Midwest Sales and Service/MWSS

Northern Wholesale Supply Inc

NTP-STAG

Pinnacle Appliances

RiverPark Inc

MICROWAVES

Aim Wholesale Inc

Airxcel Inc

Arrow Distributing Inc

Bob Gunn Associates

Contoure USA

Dehco Inc

Derema Group

Dometic Corp

Furrion USA

GE Appliances a Haier Company

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing

Midwest Sales and Service/MWSS

Northern Wholesale Supply Inc

NTP-STAG

Pinnacle Appliances

RiverPark Inc

Robert Thibert Inc.

Suburban an Airxcel Brand

Way Interglobal Network

REFRIGERATORS, COOLING UNITS

Aim Wholesale Inc

Airxcel Inc

Arrow Distributing Inc.

Bob Gunn Associates

Butler Sales

Contoure USA

Dehco Inc

Dometic Corn

Foland Sales

Fridge Defend by ARP

Furrion USA

GE Appliances a Haier Company

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing

Midwest Sales and Service/MWSS

Norcold Inc

Nordic Cooling Units

Northern Wholesale Supply Inc

Pines RV Refrigeration

Pinnacle Appliances

RiverPark Inc

NTP-STAG

Robert Thibert Inc

RV Toy Store

Six Robblees Inc

Vitrifrigo America

Way Interglobal Network

STOVES/OVENS

Aim Wholesale Inc

Airxcel Inc

Arrow Distributing Inc

Bob Gunn Associates

Butler Sales

Contoure USA

Dehco Inc

Derema Group

Dometic Corp

Foland Sales

Furrion USA

GE Appliances a Haier Company

Keller Marine & RV

Kuma Outdoor Gear

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Midwest Sales and Service/MWSS

Ming's Mark Inc

Northern Wholesale Supply Inc

NTP-STAG

Omniasweden

Pinnacle Appliances

Robert Thibert Inc

Scan Marine Equipment

Suburban an Airxcel Brand

Way Interglobal Network

WASHER/DRYERS

Aim Wholesale Inc

Arrow Distributing Inc

Bob Gunn Associates

Contoure USA Foland Sales

GE Appliances a Haier Company

Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

Midwest Sales and Service/MWSS Northern Wholesale Supply Inc

NTP-STAG

Pinnacle Appliances

RiverPark Inc Robert Thibert Inc

Wesco Distribution Inc

ASSOCIATIONS

NATIONAL

FMCA

National Assoc of RV Parks & Campgrounds/ARVC

National Assoc of Trailer Mfrs/NATM

North American Trailer Dealers Assoc/NATDA

RV Dealers Assoc of Canada

RV Dealers Assoc/RVDA

RV Industry Assoc

RV Women's Alliance/RVWA

RV/MH Heritage Foundation Inc

REGIONAL/STATE

Atlantic RV Dealers Assoc

California RV Dealers Assoc/

Florida RV Trade Assoc/FRVTA MARVAC

National Assoc of RV Parks & Campgrounds/ARVC

New England RV Dealers Assoc/ NERVDA

Oklahoma RV Assoc/OKRVA

Ontario Dealers Assoc/ORVDA Pennsylvania RV & Camping Assoc/

RV Dealers Assoc of Manitoba

RVDA of Alberta

Texas RV Assoc/TRVA

BRAKES TOWING & UNDERCARRIAGE

AXLES

Aim Wholesale Inc.

Arrow Distributing Inc

Atlas Trailer Coach Products

Derema Group

Dexter Keller Marine & RV

Land 'N' Sea Distributing

Lippert

Robert Thibert Inc.

Six Robblees Inc. SuperSteer

BASEPLATES

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products Blue Ox

Demco

DICA

Foland Sales

Keller Marine & RV

Meyer Distributing

Land 'N' Sea Distributing

Northern Wholesale Supply Inc NTP-STAG

PopUp Towing Products

Roadmaster Inc Six Robblees Inc.

BRAKE CONTROL SYSTEMS

ABC Marketing Inc

Aim Wholesale Inc

AP Products

Arrow Distributing Inc

Atlas Trailer Coach Products

Autowbrake

Banks Power

Blue Ox

CURT

Danko Mfg LLC

Dexter

Foland Sales

Haves Towing Electronics

Hopkins Mfa Corp

Horizon Global Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing Northern Wholesale Supply Inc

NTP-STAG

REDARC Corp

Roadmaster Inc

Robert Thibert Inc

RV Toy Store Six Robblees Inc

SuperSteer Tuson RV Brakes LLC

BRAKES

Aim Wholesale Inc

AP Products Arrow Distributing Inc.

Atlas Trailer Coach Products

Blue Ox

Derema Group

Dexter Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Lippert

Northern Wholesale Supply Inc NTP-STAG

Robert Thibert Inc

RV Intelligence RV Toy Store

Six Robblees Inc SuperSteer

Ultra-Fab Products Inc

CHASSIS

Aim Wholesale Inc

BAL RV Products div of Norco Ind Freightliner Custom Chassis

Land 'N' Sea Distributing

Lippert LiquidSpring Shyft Group The

FNGINES

Banks Power Cummins Inc.

HITCH PINS

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products

Barker Mfg Co

Blue Ox

Camco Mfg Inc

Creative Products Group

CURT

Derema Group

DuraSafe Inc

Foland Sales JR Products

Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Let's Go Aero

Lippert

Meyer Distributing

Northern Wholesale Supply Inc

Roadmaster Inc.

RV Designer RV Intelligence

RV Toy Store Six Robblees Inc

Swagman Tie Down Supply

Ultra-Fab Products Inc Westin Automotive Products Inc

HITCHES. HITCHING

SYSTEMS

Aim Wholesale Inc Arrow Distributing Inc

B&W Trailer Hitches

Atlas Trailer Coach Products

Blue Ox

Camco Mfg Inc

CURT Demco

Equal-i-zer Hitch div Progress Mfg

Foland Sales Gen-Y Hitch

Hensley Mfg Inc Horizon Global

Hydralift Motorcycle Lifts Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Lippert Meyer Distributing

Northern Wholesale Supply Inc

NTP-STAG PopUp Towing Products

Roadmaster Inc Robert Thibert Inc

RV Toy Store Six Robblees Inc

Tie Down Supply Torklift Intl

rv-pro.com

Ultra-Fab Products Inc

Westin Automotive Products Inc

LOCKS (PIN, COUPLER, RECEIVER)

Aim Wholesale Inc Arrow Distributing Inc Atlas Trailer Coach Products

Blue Ox

CURT

Foland Sales

JR Products

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Let's Go Aero

Lippert

Meyer Distributing

Northern Wholesale Supply Inc

NTP-STAG

Prime Products

Roadmaster Inc

Robert Thibert Inc

RV Designer

RV Toy Store

Six Robblees Inc

Tie Down Supply

Ultra-Fab Products Inc

PINBOXES

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products

CURT

Foland Sales

Gen-Y Hitch

Keller Marine & RV

Land 'N' Sea Distributing

Lippert

Meyer Distributing

MORryde Intl Inc

Northern Wholesale Supply Inc

NTP-STAG

Robert Thibert Inc

RV Toy Store

Six Robblees Inc

RIDE CONTROL

Aim Wholesale Inc

Air Lift Co

Arrow Distributing Inc

Atlas Trailer Coach Products

CURT

Gen-Y Hitch

Hellwig Suspension Products

Keller Marine & RV

Land 'N' Sea Distributing

Lippert

Meyer Distributing

MORryde Intl Inc

Northern Wholesale Supply Inc

NTP-STAG

PopUp Towing Products

Roadmaster Inc

Robert Thibert Inc

RV Toy Store

Six Robblees Inc

SuperSprings

SuperSteer

Timbren Industries Inc

Torklift Intl

SHOCK ABSORBERS

ABC Marketing Inc

Aim Wholesale Inc

Arrow Distributing Inc

Bilstein Shock Absorbers

CURT

Gen-Y Hitch

Keller Marine & RV

Land 'N' Sea Distributing

Lippert

LiquidSpring
Meyer Distributing

Northern Wholesale Supply Inc

NTP-STAG

PopUp Towing Products

Roadmaster Inc

Six Robblees Inc

SuperSprings

SuperSteer

Timbren Industries Inc

STABILIZERS

Aim Wholesale Inc

Arrow Distributing Inc

BAL RV Products div of Norco Ind Barker Mfg Co

Bob Gunn Associates

CURT

DICA

Foland Sales

Hellwig Suspension Products

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Let's Go Aero

Lippert

LiquidSpring

Meyer Distributing

MORryde Intl Inc

Northern Wholesale Supply Inc

NTP-STAG

Origen RV Accessories Ltd

Rieco Titan Products Inc

Roadmaster Inc

Robert Thibert Inc

RV Toy Store

Safe-T-Plus by United Safety

Apparatus

Six Robblees Inc

SuperSteer Torklift Intl

Ultra-Fab Products Inc

Way Interglobal Network

STEERING

Aim Wholesale Inc

Arrow Distributing Inc

Bob Gunn Associates

Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

Northern Wholesale Supply Inc

Roadmaster Inc

Safe-T-Plus by United Safety Apparatus

SuperSteer

SUSPENSION

Aim Wholesale Inc

Air Lift Co

Arrow Distributing Inc

Atlas Trailer Coach Products

Bob Gunn Associates

Dexter

Flwell Corp

Hellwig Suspension Products

Keller Marine & RV

Land 'N' Sea Distributing

Lippert

LiquidSpring
Meyer Distributing

MORryde Intl Inc

Northern Wholesale Supply Inc

NTP-STAG

Reyco Granning

Roadmaster Inc

Robert Thibert Inc

RV Toy Store Safe-T-Plus by United Safety

Apparatus

Six Robblees Inc

SuperSprings SuperSteer

Timbren Industries Inc

Torklift Intl

SWAY CONTROL

OWAI COMITICE

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products Blue Ox

Siue UX

Camco Mfg Inc

Equal-i-zer Hitch div Progress Mfg

Foland Sales

Gen-Y Hitch

Hellwig Suspension Products

Hensley Mfg Inc

Horizon Global

Keller Marine & RV
Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

LiquidSpring

Meyer Distributing Northern Wholesale Supply Inc

NTP-STAG REDARC Corp

Roadmaster Inc

Robert Thibert Inc

RV Toy Store

Six Robblees Inc

SuperSprings

SuperSteer

Torklift Intl

Tuson RV Brakes LLC Weigh Safe LLC

TOW BARS

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products

Blue Ox

Camco Mfg Inc

CURT

Demco

Foland Sales Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert
Meyer Distributing

Northern Wholesale Supply Inc

NSA RV Products Inc

Roadmaster Inc

RV Toy Store Six Robblees Inc

TOW DOLLIES

Arrow Distributing Inc

Atlas Trailer Coach Products

Demco Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Lippert

Meyer Distributing

Northern Wholesale Supply Inc

NTP-STAG Roadmaster Inc

Robert Thibert Inc

RV Toy Store Six Robblees Inc Trailer Valet

TOWED VEHICLE

PROTECTION

Aim Wholesale Inc

Danko Mfg LLC

Foland Sales

Hopkins Mfg Corp J E Allen LLC

Keller Marine & RV Meyer Distributing

Minder Division of Valterra Products

Northern Wholesale Supply Inc Roadmaster Inc Rock Tamers LLC div of Cruiser

Accessories LLC RV Toy Store

SafeRide RV Six Robblees Inc

TowMate LLC

Truck System Technologies Inc

Tuson RV Brakes LLC

Westin Automotive Products Inc

TOWING

ABC Marketing Inc

Aim Wholesale Inc

Air Lift Co

Arrow Distributing Inc

Atlas Trailer Coach Products

Blue Ox

Camco Mfg Inc

Oamo

CURT

Danko Mfg LLC
Demco

Dexter

Dexter

DuraSafe Inc Foland Sales

Gen-Y Hitch

Hayes Towing Electronics Hellwig Suspension Products

Hensley Mfg Inc

Hopkins Mfg Corp

Horizon Global Hydralift Motorcycle Lifts

Keller Marine & RV

Land 'N' Sea Distributing

JR Products

Laurelhurst Distributors Let's Go Aero

Lippert

Link Lock LLC

Meyer Distributing
Milenco America LLC

Minder Division of Valterra Products

MORryde Intl Inc

Northern Wholesale Supply Inc
NSA RV Products Inc

NTP-STAG

PopUp Towing Products

PullRite-Pulliam Enterprises Inc REDARC Corp

Roadmaster Inc

Robert Thibert Inc Rock Tamers LLC div of Cruiser Accessories LLC

RV Intelligence RV Toy Store

Six Robblees Inc
SuperSprings
Swagman

Tie Down Supply Torklift Intl TowMate LLC

Trailer Valet
Truck System Technologies Inc

Ultra-Fab Products Inc

Weigh Safe LLC

Westin Automotive Products Inc

BUSINESS **SERVICES &** REPRESENTATION

AGENCIES

Barolin & Spencer Inc Carson Marketing Inc

Dawn Hathaway Media Services LLC

Flement Three

Emerson Design Studio

Ferguson Advertising

Frederick Swanston

Huebner Integrated Marketing

Own the Open Road Marketing

Portfolio

RH Power & Associates Inc

TaigMarks

TSA Communications Inc

AUCTIONS/SPECIALTY SALES

Black Book RV Value Guide IAA Specialty Powersports Listings M&A RECVEX.com

COMPLIANCE

50 State DMV Better Vantage Point LLC DLR Financial LLC

EasyCare RV

Kelly Enterprises

Outdoor Recreation Roundtable

RV Dealers Assoc/RVDA

US Compliance Academy

CONSULTING

A World Of Training Better Vantage Point LLC

Black Book BV Value Guide

Cairn Consulting Group

Dealership Toolkit

Digital Power Solutions

DLR Financial LLC

DTC Retail Consulting

EQ Logistics

Fridge Defend by ARP

Integrated Dealer Systems

InteractRV

Kelly Enterprises

Kenect

Leisure Time Sales & Marketing

Newcoast Financial Services Online Website Marketing

Outdoor Recreation Roundtable

Own the Open Road Marketing

Performance Brokerage Services

PODIUM Corp Inc

Powersports Listings M&A

RECVEX.com

Rollick Inc

RV Damage Repair Estimator

RVillage

RV-VDG

Sobel University

Solution Source

Spader Business Mgmt

TRA Certification Inc

Trader Interactive

US Compliance Academy

Wayne Russell & Associates LLC

Wheeler Advertising

DATA MINING. REPORTING

Cairn Consulting Group Dealership Toolkit

Integrated Dealer Systems

J.D. Power

Rollick Inc.

RVillage

Solution Source

Spader Business Mgmt

SpinCar

Statistical Surveys Inc

EDUCATION/TRAINING

50 State DMV

A World Of Training

AP Products

Better Vantage Point LLC

Black Folks Camp Too

Brown & Brown Recreation Insurance

California RV Dealers Assoc/

CalRVDA

DealerPRO RV Training

Derema Group

DTC Retail Consulting

EasyCare RV

Fridge Defend by ARP

GE Appliances a Haier Company

Integrated Dealer Systems

Kelly Enterprises

National Assoc of Trailer Mfrs/NATM

NTP-STAG

Oklahoma RV Assoc/OKRVA

Ontario Dealers Assoc/ORVDA

Pennsylvania RV & Camping Assoc/ PRVCÁ

Portfolio

RV Damage Repair Estimator

RV Dealers Assoc/RVDA

RV Safety & Education Foundation/

RVSFF

RV Women's Alliance/RVWA

RV/MH Heritage Foundation Inc

RV-VDG

Safe-T-Plus by United Safety Apparatus

Shepherd Sales

Sobel University

Spader Business Mgmt

VanDyke Enterprises

Wheeler Advertising

American Guardian Warranty Services Inc/AGWS

Bank of the West

Black Book BV Value Guide Brown & Brown Recreation

Insurance

Cirrus Solutions

Coach-Net

Diversified Insurance Mgmt, a Higginbotham Company

DLR Financial LLC

EasyCare RV

Forest River Inc dba Priority One Financial Services

Highlands Financial Inc

Huntington Natl Bank

K&K Insurance Group Inc

Kelly Enterprises Medallion Bank

Merrick Bank

NAE NWAN

Newcoast Financial Services

Northpoint Commercial Finance

Portfolio

Protective Asset Protection

Recreational Dealer Services LLC/

SafeRide RV

TCFIF

United States Warranty Corporation

Wells Fargo Commercial Distribution

INSPECTION/TESTING/QC **VERIFICATION**

Better Vantage Point LLC Solution Source

TRA Certification Inc. MARKETING

Barolin & Spencer Inc

Black Folks Camp Too

Cairn Consulting Group

Carson Marketing Inc

Cirrus Solutions

Dawn Hathaway Media Services LLC Dealer Resources Group

Element Three Emerson Design Studio

Ferguson Advertising

Huebner Integrated Marketing

Integrated Dealer Systems

InteractRV

Kenect Leisure Time Sales & Marketing

Level 5 Advertising

LotVantage

Online Website Marketing

OnTarget Digital Services

Ontario Dealers Assoc/ORVDA

Outdoorsy

Own the Open Road Marketing RFCVFX com

RH Power & Associates Inc Rollick Inc

RTown RV Dealers Assoc of Manitoba

RV PRO Magazine

RVillage

RVT.com Dealer Classifieds

SpinCar

TaigMarks

TSA Communications Inc

VanDyke Enterprises

Wheeler Advertising

MERCHANDISING

Camco Mfg Inc

Dealer Resources Group

Dealership Toolkit

Derema Group

LotVantage NTP-STAG

RV Designer SpinCar

Ultra-Fab Products Inc

VanDvke Enterprises

REPS (MANUFACTURER, SUPPLIER, DEALER)

ABC Marketing Inc

ARC Representation

Bob Gunn Associates

Chinook Motor Coach LLC Dealer Resources Group

Derema Group

Elwell Corp

Heartland RV

Inspired Rep Group LLC

J E Allen LLC

Leisure Time Sales & Marketing Midwest Sales and Service/MWSS

RVI I

Shepherd Sales

Skyline Corp SM Osgood Co

Tom Manning & Assoc

Travel Lite RV

Ultra-Fab Products Inc

VanDyke Enterprises Way Interglobal Network Webasto Thermo & Comfort North

RV TRANSPORTERS

Horizon Transport Quality Drive-Away Inc

America Inc

RECVEX.com

Skypoint Transit Star Fleet Trucking Inc

Synergy RV Transport Inc Wave Express

SOFTWARE, CRM

BiT Dealership Software Inc

Cirrus Solutions Dealership Toolkit

Digital Power Solutions Integrated Dealer Systems

InteractRV

KPA

Lightspeed

LotVantage

Motility Software Solutions

North American Bancard

Outdoorsy

PODIUM Corp Inc

RECVEX.com Rollick Inc

RTown

RV Damage Repair Estimator

RVPartfinder

Solution Source

Spader Business Mgmt

SpinCar

Wheelbase

WARRANTY American Guardian Warranty

Services Inc/AGWS Brown & Brown Recreation

EasyCare RV

NAE NWAN

Portfolio

Solution Source United States Warranty Corporation

WEB DESIGN & ANALYTICS

Aim Wholesale Inc. Barolin & Spencer Inc

Cirrus Solutions

Firefly Integrations InteractRV

Inventrue

Level 5 Advertising LotVantage

Online Website Marketing

Own the Open Road Marketing RECVEX.com RTown

CAMPING &

SUPPLIES

CAMPGROUNDS Care Camps

Outdoorsy

RVDA of Alberta

Wifi on Steroids

Fleming Sales Co Inc National Assoc of RV Parks & Campgrounds/ARVC

Ultra-Fab Products Inc. Walex Products Co Inc.

CARGO CARRIERS, STORAGE

Aim Wholesale Inc.

Atlas Trailer Coach Products Camco Mfg Inc

Duo Form Fleming Sales Co Inc

HCCR RV Decks & Stairs Hydralift Motorcycle Lifts

148 • RV PRO • January 2022

Keller Marine & RV

Let's Go Aero

Lippert

Meyer Distributing

Midwest Sales and Service/MWSS

MORryde Intl Inc

NTP-STAG

ObeCo Inc

Queen B Storage

Robert Thibert Inc

Stromberg Carlson Products Inc

Swagman

Tie Down Supply

Ultra-Fab Products Inc

CHAIRS

Aim Wholesale Inc

Arrow Distributing Inc

Bradd and Hall Inc.

Camco Mfg Inc

Dometic Corp

Foland Sales

J E Allen LLC

Keller Marine & RV

Kuma Outdoor Gear

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing

Ming's Mark Inc

NTP-STAG

Prime Products

Zip Dee Inc

COOLERS

Aim Wholesale Inc

Arrow Distributing Inc

Camco Mfg Inc

Derema Group

Dometic Corp

Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing

NTP-STAG

RV Toy Store

Truma

Way Interglobal Network

FUEL TANKS

Aim Wholesale Inc

Arrow Distributing Inc Atlas Trailer Coach Products

Derema Group

Hutch Mountain

Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

NTP-STAG

Robert Thibert Inc

HWS

GRILLS, COOKWARE, DISHWARE, UTENSILS

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products Bethrick Inc dba GreatPlate

Camco Mfg Inc.

Derema Group

Dometic Corp

Fleming Sales Co Inc

Foland Sales

Keller Marine & RV Kuma Outdoor Gear

Land 'N' Sea Distributing

Leisure Time Sales & Marketing

Meyer Distributing

NTP-STAG

Omniasweden

Robert Thibert Inc

RV Toy Store

Stromberg Carlson Products Inc

Suburban an Airxcel Brand

Way Interglobal Network

Webasto Thermo & Comfort North America Inc

LIGHTING & LANTERNS

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products

Briter Products

Caframo

Camco Mfg Inc

Derema Group

Destin Products

Foland Sales

Keller Marine & RV

Kuma Outdoor Gear

Land 'N' Sea Distributing

Meyer Distributing

Ming's Mark Inc

Nature Power Products

NTP-STAG

Poles and Holders

Prime Products

Robert Thibert Inc

RV Toy Store

Southwire Co

Tie Down Supply

TowMate LLC

Valterra Products

Way Interglobal Network

MAINTENANCE & RESTORATION

ADHESIVES. SEALANTS

Aim Wholesale Inc

Airxcel Inc All-Rite Custom Mfg

Alpha Systems Inc

AP Products

Arrow Distributing Inc

Bob Gunn Associates

Camco Mfg Inc

Chemique Adhesives

Cofair Products

Dave Carter & Associates

Derema Group

Design Engineering Inc/DEI

Dicor Products

Duratain Inc.

Foland Sales

Gaska Tape Inc

Geocel Corp H.B. Fuller

Heng's Industries USA LLC

Icon Technologies Ltd

Keller Marine & RV

LAMATEK Inc.

Land 'N' Sea Distributing

LaSalle Bristol

Laurelhurst Distributors

LaVanture Products Co Inc Leisure Time Sales & Marketing

Magnum Venus Products/MVP

Meyer Distributing Monster Tire Sealant

NTP-STAG

ObeCo Inc

Patrick Industries Inc.

Robert Thibert Inc.

RV by LIFE

RVRoof.com

rvseal.com LLC

Sika Corp

Specialty Recreation Inc

Star brite

Steele Rubber Products

Tie Down Supply Titan Sales & Consulting

Uni-Grip Inc

Wesco Distribution Inc

CLEANING SUPPLIES

BRUSHES

Adjust-A-Brush

Aim Wholesale Inc

Airxcel Inc

Arrow Distributing Inc

BITIMEC Intl Inc

Camco Mfg Inc

Derema Group

Dicor Products

Duratain Inc.

Easy Reach Supply

Foland Sales Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Meyer Distributing Mr LongArm Inc

NTP-STAG Robert Thibert Inc RV Toy Store

Star brite

RVI I

rvseal.com LLC

CHEMICAL

Aim Wholesale Inc

Airxcel Inc

AP Products

Arrow Distributing Inc

Rin-Kleen

Camco Mfg Inc

Century Chemical Corp

Derema Group

Dicor Products Dometic Corp

Duo Form

Duratain Inc.

Fleming Sales Co Inc

Foland Sales

Iosso Products Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Leisure Time Sales & Marketing

Lippert Meyer Distributing

Noble Pine Products Co

NTP-STAG Periodic Products

ProPack Packaging Inc

Renew Protect LLC

Robert Thibert Inc RV by LIFE

RV Toy Store

rvseal.com LLC

RVII

Star brite Thetford Corp

Tie Down Supply

Unique Camping and Marine Valterra Products Walex Products Co Inc

COATINGS, LUBRICANTS,

PROTECTANTS

Aim Wholesale Inc

Alpha Systems Inc ArmorCoat USA

Arrow Distributing Inc

Atlas Trailer Coach Products Bio-Kleen

Boeshield T-9 Camco Mfg Inc

Derema Group Dicor Products

Duratain Inc Foland Sales

Lippert

Geocel Corp Iosso Products

Keller Marine & RV

Land 'N' Sea Distributing

Magnum Venus Products/MVP

Thetford Corp

Tie Down Supply

Wesco Distribution Inc

Aim Wholesale Inc

Airxcel Inc

AP Products

Bob Gunn Associates

Camco Mfg Inc

Design Engineering Inc/DEI

Foland Sales

Heng's Industries USA LLC

Irvine Shade & Door Inc

I AMATEK Inc

Land 'N' Sea Distributing

ObeCo Inc Robert Thibert Inc

RV Toy Store rvseal.com LLC

Specialty Recreation Inc.

ADCO by Covercraft Aim Wholesale Inc

Camco Mfg Inc

Foland Sales

Land 'N' Sea Distributing

ObeCo Inc

Patrick Industries Inc ProPack Packaging Inc

Renew Protect LLC

Robert Thibert Inc

Mever Distributing

NTP-STAG

RV by LIFE

RV Toy Store

RVRoof.com rvseal.com LLC

Sika Corp

Star brite

Titan Sales & Consulting

FOAMS, TAPES

All-Rite Custom Mfa

Alpha Systems Inc

Arrow Distributing Inc

Cofair Products

Derema Group

Dicor Products

Gaska Tape Inc

H.B. Fuller

Keller Marine & RV

Laurelhurst Distributors

LaVanture Products Co Inc

Leisure Time Sales & Marketing

Meyer Distributing NTP-STAG

Sika Corp

Titan Sales & Consulting Way Interglobal Network

RV COVERS

Wesco Distribution Inc.

Arrow Distributing Inc

Covercraft Industries LLC

Keller Marine & RV

Meyer Distributing NTP-STAG

Robert Thibert Inc RV Toy Store RVII

WINTERIZATION

ABCO RV an Anderson Brass Co Aim Wholesale Inc. Arrow Distributing Inc Bio-Kleen

Caframo

Camco Mfg Inc

Century Chemical Corp

Derema Group

Dometic Corp

Fleming Sales Co Inc

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

NTP-STAG

ProPack Packaging Inc

Pure Essence

Rhino Linings Corp

RV by LIFE

Specialty Recreation Inc

Sykes Hollow Innovations Ltd dba PIRIT Heated Hose

Thetford Corp

Uni-Grip Inc

VIAIR Corp

Walex Products Co Inc

Way Interglobal Network

COMMODITIES & CUSTOM **MANUFACTURING**

ALUMINUM

All-Rite Custom Mfg American Bolt & Screw

BAL RV Products div of Norco Ind

Easy Access Industrial Design Inc

L&W Engineering Inc

Lagun USA

Patrick Industries Inc.

Postle Aluminum

CASTING. POWDER COATING

American Bolt & Screw

BAL RV Products div of Norco Ind

Gen-Y Hitch

ITC Inc

L&W Engineering Inc

Liftco Inc

PopUp Towing Products

Riverside Laminations

CNC. MACHINING, LASER CUTTING

Duo Form

Gen-Y Hitch

L&W Engineering Inc

LAMATEK Inc

Magnum Venus Products/MVP

Rieco Titan Products Inc

COMPOSITES

Affiliated Resources LLC

Airxcel Inc

Crane Composites

Dicor Corp div of Airxcel Inc

EBS Composites Inc Genesis Products Inc

Hanwha Azdel

Vetroresina LLC

FABRICATION

Duo Form

L&W Engineering Inc

LAMATEK Inc.

PopUp Towing Products

Richloom

Rieco Titan Products Inc

FIBERGLASS

Aim Wholesale Inc

Airxcel Inc

All-Rite Custom Mfg

Crane Composites

Dicor Corp div of Airxcel Inc

EBS Composites Inc Hanwha Azdel

Polser USA

PLASTICS. MOLDING

Airxcel Inc

All-Rite Custom Mfg

Alpha Systems Inc

American Bolt & Screw

American Technology Components

B&B Molders LLC

Clean Seal Inc

D&W Inc.

Duo Form

Froli Systems by Nickle Atlantic LLC

LaVanture Products Co Inc.

Magnum Venus Products/MVP

Patrick Industries Inc

SeafIn

Sigma Switches

RUBBER, EXTRUSIONS

Alpha Systems Inc

American Bolt & Screw

AP Products

Cardinal Sales Clean Seal Inc.

LaVanture Products Co Inc

Origen RV Accessories Ltd

Titan Sales & Consulting

STFFI

BAL RV Products div of Norco Ind

Dexstar Wheel

Fleming Sales Co Inc

Gen-Y Hitch

L&W Engineering Inc

PopUp Towing Products

PullRite-Pulliam Enterprises Inc

Riverside Laminations Safe-T-Plus by United Safety Apparatus

WIRE, CABLE

Advanced Systems Group

AIMS Power Inc.

American Bolt & Screw

Dave Carter & Associates

Elkhart Supply Co

LaVanture Products Co Inc

Ranger Distribution Inc

Sigma Switches Southwire Co.

Wesco Distribution Inc

WOOD. MOULDING

Affiliated Resources LLC

Bradd and Hall Inc.

Genesis Products Inc

Patrick Industries Inc

Robert Weed Corp Tecnoform Spa

DISTRIBUTORS

DISTRIBUTORS

Aim Wholesale Inc

Atlas Trailer Coach Products

Bob Gunn Associates

Bradd and Hall Inc.

Dave Carter & Associates

EQ United Fleming Sales Co Inc

Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Midwest Sales and Service/MWSS MITO Corp

Northern Wholesale Supply Inc

NTP-STAG

Pletcher Sales Inc/PSI Ranger Distribution Inc

Robert Thibert Inc

Six Robblees Inc

UFP Distribution

Wesco Distribution Inc Westland Distributing

ELECTRICAL & POWER SOLUTIONS

Aim Wholesale Inc

AP Products

Arrow Distributing Inc

Barker Mfg Co

Dexter

Elkhart Supply Co

Foland Sales

Land 'N' Sea Distributing

Pollak Engineered Products

Rieco Titan Products Inc

Six Robblees Inc.

ADAPTERS, CONNECTORS,

ABC Marketing Inc

Advanced Systems Group

AIMS Power Inc

Blue Ox

Dave Carter & Associates

Foland Sales

Hopkins Mfa Corp

Hughes Autoformers

JR Products

Land 'N' Sea Distributing Laurelhurst Distributors

Marshall Excelsion

Meyer Distributing

Ming's Mark Inc

NTP-STAG

Pace Intl

Park Power by Marinco Pollak Engineered Products

Progressive Industries REDARC Corp

RVLI

Six Robblees Inc

SmartPlug Systems

Valterra Products

Wesco Distribution Inc

Wirthco Engineering Inc

BATTERIES

ABC Marketing Inc

Advanced Systems Group

AIMS Power Inc

AP Products

Battery-Biz

Briter Products Continental Battery

Go Power! Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

Nature Power Products NTP-STAG

Pollak Engineered Products Progressive Dynamics Inc

Robert Thibert Inc RV Toy Store

Six Robblees Inc

Way Interglobal Network Xantrex

CHARGERS

Advanced Systems Group

Allied Lithium Battery

Battery-Biz

RMPR0

Destin Products

Foland Sales

IOTA Engineering

Laurelhurst Distributors Meyer Distributing

Pace Intl

Progressive Dynamics Inc

Lippert

Star brite

Valterra Products

Vetroresina LLC

Camco Mfg Inc

Genesis Products Inc Icon Technologies Ltd

ITC Inc

All-Rite Custom Mfg

ACTUATORS Advanced Systems Group

Autodocked

Keller Marine & RV

Smith Richards Inc

PLUGS

Cameo Mfg Inc.

Elkhart Supply Co

Furrion USA

KING

Let's Go Aero

ObeCo Inc

Prime Products

NTP-STAG

Aim Wholesale Inc

Arrow Distributing Inc

Keller Marine & RV

Nature Power Products

Rieco Titan Products Inc

Way Interglobal Network

Westin Automotive Products Inc

Aim Wholesale Inc.

Allied Lithium Battery

Arrow Distributing Inc

Battle Born Batteries

Dragonfly Energy

Renogy

RVLI

Volta Power Systems

ABC Marketing Inc

Aim Wholesale Inc AIMS Power Inc

American Technology Components

Elkhart Supply Co

Keller Marine & RV Kuma Outdoor Gear

Nature Power Products NTP-STAG

Park Power by Marinco

Arrow Distributing Inc Arterra Distribution

Land 'N' Sea Distributing

ObeCo Inc

PowerMax Converters

REDARC Corp

rv-pro.com

Renoav RV Toy Store **RVLI**

Samlex America

Six Robblees Inc

Tri-Lynx Corp

Wesco Distribution Inc

Xantrex

CIRCUIT BOARDS

ABC Marketing Inc. Aim Wholesale Inc

Arrow Distributing Inc

Arterra Distribution

Dinosaur Electronics

Elkhart Supply Co

Flight Systems Inc

Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Micro-Air Inc

Park Power by Marinco

Rieco Titan Products Inc.

Smith Richards Inc.

CIRCUIT BREAKERS

Aim Wholesale Inc

Arrow Distributing Inc

Camco Mfg Inc

Dave Carter & Associates

Derema Group

Elkhart Supply Co

Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Park Power by Marinco

Pollak Engineered Products

Prime Products

Progressive Dynamics Inc

REDARC Corp

RVI I

Wesco Distribution Inc.

CONSOLES

Advanced Systems Group

Aim Wholesale Inc

Arrow Distributing Inc

BMPR0

Bob Gunn Associates

Elkhart Supply Co

Intellitec Products LLC

Land 'N' Sea Distributing

SilverLeaf Electronics Inc

CONTROL PANELS

ABC Marketing Inc Advanced Systems Group Aim Wholesale Inc

AIMS Power Inc

American Technology Components

Arrow Distributing Inc

Dave Carter & Associates

Firefly Integrations

Flight Systems Inc

Foland Sales

Intellitec Products LLC

Keller Marine & RV

Land 'N' Sea Distributing

Lippert

MITO Corp

Progressive Dynamics Inc

REDARC Corp

RVLI

Sigma Switches

SilverLeaf Electronics Inc

Tech-Edge Mfg LLC Wesco Distribution Inc.

CONVERTERS

Aim Wholesale Inc.

AIMS Power Inc Arrow Distributing Inc

Arterra Distribution

Derema Group

Foland Sales

Go Power!

IOTA Engineering

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

NTP-STAG

Progressive Dynamics Inc

REDARC Corp

Robert Thibert Inc

Samlex America

Volta Power Systems

Way Interglobal Network

Wesco Distribution Inc

Xantrex

GENERATORS. PORTAL **POWER**

Advanced Systems Group

Aim Wholesale Inc

AIMS Power Inc

Battery-Biz

Cummins Power Systems

Derema Group

FIRMAN Power Equipment

Keller Marine & RV

Laurelhurst Distributors

Meyer Distributing Nature Power Products

Southwire Co

US Carburetion Inc Way Interglobal Network

INVERTERS

AIMS Power Inc

Arrow Distributing Inc

ABC Marketing Inc Advanced Systems Group Aim Wholesale Inc

Arterra Distribution

Battery-Biz

Bob Gunn Associates

Derema Group

Foland Sales

Go Power!

Keller Marine & RV

KING

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Ming's Mark Inc

Nature Power Products

NTP-STAG

REDARC Corp Renogy

RiverPark Inc

Robert Thibert Inc.

RVI I

Samlex America

Six Robblees Inc.

Volta Power Systems

Way Interglobal Network Wesco Distribution Inc

Yamaha Motor Corp USA

LIGHTING

ABC Marketing Inc

Advanced Affiliates

Aim Wholesale Inc.

American Technology Components

AP Products

Arrow Distributing Inc

Bob Gunn Associates

Camco Mfg Inc

Carefree of Colorado

Dave Carter & Associates

Dehco Inc Derema Group

Destin Products

Foland Sales Horizon Global

Intellitec Products LLC

ITC Inc

Keller Marine & RV

Kuma Outdoor Gear

Land 'N' Sea Distributing

LaSalle Bristol

Laurelhurst Distributors Leisure Time Sales & Marketing

Let's Go Aero Lippert

Meyer Distributing

Ming's Mark Inc Nature Power Products

NTP-STAG Patrick Industries Inc

Peterson Mfa Co

Prime Products Progressive Dynamics Inc

Robert Thibert Inc

RV Toy Store Sigma Switches

Six Robblees Inc

Southwire Co

Thin-Lite Corp

Tie Down Supply

TowMate LLC

Tri-Lynx Corp Valterra Products

Vista Mfg

Way Interglobal Network

Wesco Distribution Inc

Westin Automotive Products Inc

POWER CORDS, EXTENSION CORDS. CORD REELS

Advanced Systems Group

Aim Wholesale Inc

AP Products

Arrow Distributing Inc

Atlas Trailer Coach Products

Bob Gunn Associates

Camco Mfg Inc

Elkhart Supply Co Foland Sales

Furrion USA

Keller Marine & RV Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Ming's Mark Inc MORryde Intl Inc

NTP-STAG

Park Power by Marinco PowerMax Converters

Robert Thibert Inc

RVI I

Six Robblees Inc Southwire Co

Tie Down Supply

Valterra Products Way Interglobal Network Wesco Distribution Inc

PROPANE & ACCESSORIES

Aim Wholesale Inc

AP Products

Arrow Distributing Inc

Atlas Trailer Coach Products

Bergquist Inc

Camco Mfg Inc

Cavagna Group Dave Carter & Associates

Enerco Group Inc

Foland Sales Girard Products LLC

Heng's Industries USA LLC Hutch Mountain

JR Products

Keller Marine & RV Kuma Outdoor Gear

Land 'N' Sea Distributing Laurelhurst Distributors

Leisure Time Sales & Marketing

Marshall Excelsion

Meyer Distributing

MOPEKA Products LLC NTP-STAG

Robert Thibert Inc

RV Safe RVI I

Safe-T-Alert

Six Robblees Inc

Tech-Edge Mfg LLC

Truma

SOLAR

Aim Wholesale Inc

AIMS Power Inc

Arrow Distributing Inc Atlas Trailer Coach Products

Battery-Biz Bob Gunn Associates

Derema Group

Dometic Corp

Foland Sales Furrion LISA

Go Power!

Keller Marine & RV Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert Meyer Distributing

Nature Power Products NTP-STAG

REDARC Corp Renogy

Robert Thibert Inc

RV Toy Store Samlex America

Six Robblees Inc

Southwire Co

Tri-Lynx Corp Truma

Ultra-Fab Products Inc

Valterra Products Way Interglobal Network

Wesco Distribution Inc Wirthco Engineering Inc

Zamp Solar LLC

SURGE PROTECTION

Advanced Systems Group

Aim Wholesale Inc Arrow Distributing Inc Atlas Trailer Coach Products

Camco Mfg Inc. Elkhart Supply Co

Foland Sales **Hughes Autoformers**

Keller Marine & RV Land 'N' Sea Distributing

Laurelhurst Distributors Meyer Distributing

NTP-STAG

Park Power by Marinco Progressive Industries Robert Thibert Inc.

Samlex America Six Robblees Inc

RVI I

Southwire Co Wesco Distribution Inc

January 2022 • RV PRO • 151

rv-pro.com

SWITCHES. SWITCH PLATES

ABC Marketing Inc

Aim Wholesale Inc.

American Technology Components

AP Products

Arrow Distributing Inc

Atlas Trailer Coach Products

BMPR0

Dave Carter & Associates

Derema Group

Destin Products

Elkhart Supply Co

Firefly Integrations Foland Sales

Intellitec Products LLC

JR Products

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Mever Distributing

Micro-Air Inc

NTP-STAG

Park Power by Marinco

Pollak Engineered Products

Progressive Dynamics Inc

Progressive Industries

REDARC Corp

Prime Products

Robert Thibert Inc

RV Designer

RVLI

Samlex America

Seaflo

Sigma Switches

Six Robblees Inc

Smith Richards Inc.

Southwire Co.

Valterra Products

Wesco Distribution Inc.

Wirthco Engineering Inc

WIRING

Advanced Systems Group

Aim Wholesale Inc

AIMS Power Inc.

American Technology Components

AP Products

Arrow Distributing Inc

Blue Ox

CURT

Dave Carter & Associates

Firefly Integrations

Foland Sales

Hopkins Mfa Corp

Horizon Global

Intellitec Products LLC

JR Products

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

LaVanture Products Co Inc

Meyer Distributing

MITO Corp

Nature Power Products

Pace Intl

Park Power by Marinco Patrick Industries Inc

Peterson Mfa Co

Pollak Engineered Products

Ranger Distribution Inc

REDARC Corp

Rieco Titan Products Inc

Roadmaster Inc.

RV Designer

RVII

Samlex America

Sigma Switches

Six Robblees Inc

Southwire Co

Tie Down Supply

Wesco Distribution Inc.

Westin Automotive Products Inc Wirthco Engineering Inc

ELECTRONICS

ANTENNAS. CELL BOOSTERS

Aim Wholesale Inc.

Arrow Distributing Inc

ASA Electronics

Bob Gunn Associates

Briter Products

Dave Carter & Associates

Foland Sales

Keller Marine & RV

KING

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Magnadyne Corp

Meyer Distributing

MITO Corp

Pace Intl

PDQ Connect Inc RiverPark Inc

RV Toy Store

SureCall

weBoost/Wilson Electronics

Winegard Co

AUDIO SYSTEMS

AAMP Global

Aim Wholesale Inc Arrow Distributing Inc

ASA Electronics

Butler Sales

Dehco Inc

Foland Sales Furrion LISA

FUSION Entertainment Ltd

JVCKenwood USA Corp

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Magnadyne Corp Meyer Distributing

MITO Corp

NTP-STAG

Pace Intl

PQN Audio

RiverPark Inc

Tie Down Supply

Way Interglobal Network

DIAGNOSTIC SYSTEMS

Aim Wholesale Inc

American Technology Components

Arrow Distributing Inc

ASA Flectronics

Dinosaur Electronics

Flight Systems Inc

Intellitec Products LLC Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

Micro-Air Inc **RV Safe**

RV Whisper LLC

SilverLeaf Electronics Inc

Southwire Co

Tech-Edge Mfg LLC

INFOTAINMENT/NAVIGATION

AAMP Global

Aim Wholesale Inc.

Arrow Distributing Inc

Briter Products

Furrion USA

FUSION Entertainment Ltd

GARMIN Intl Inc

Keller Marine & RV

Land 'N' Sea Distributing

Magnadyne Corp

Mever Distributing

MITO Corp NTP-STAG

RiverPark Inc.

Robert Thibert Inc

Tie Down Supply

REMOTE CONTROLS

Aim Wholesale Inc.

Arrow Distributing Inc

ASA Electronics Autodocked

BMPR0

Firefly Integrations

Keller Marine & RV Land 'N' Sea Distributing

Mever Distributing

Micro-Air Inc

MITO Corn Nature Power Products

Pace Intl

REDARC Corp Rieco Titan Products Inc

RiverPark Inc

RV Toy Store Samlex America

Six Robblees Inc. Smith Richards Inc.

SATELLITE DISH SYSTEMS

Aim Wholesale Inc

Arrow Distributing Inc

Bob Gunn Associates

Foland Sales

Keller Marine & RV

KING

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

NTP-STAG

Pace Intl

RiverPark Inc

Robert Thibert Inc

RV Tov Store

Winegard Co

SMARTPHONE SYSTEM

CONTROLS, APPS Aim Wholesale Inc

ASA Electronics

RMPR0

Cel-Fi by Nextivity Inc

Foland Sales **Hughes Autoformers**

Keller Marine & RV

Lippert

Meyer Distributing

Micro-Air Inc Minder Division of Valterra Products

Pace Intl

RiverPark Inc

Roadpass Digital **RV Toy Store**

RVLock & Co LLC VAIS Technology

TV LIFTS

Aim Wholesale Inc

Keller Marine & RV Laurelhurst Distributors

Linnert

Meyer Distributing

ObeCo Inc

Smith Richards Inc

Atlas Trailer Coach Products

TVS/VIDEO SYSTEMS Aim Wholesale Inc

ASA Flectronics

Briter Products

Butler Sales Furrion USA

FUSION Entertainment Ltd

Meyer Distributing

Keller Marine & RV Laurelhurst Distributors

Lippert Midwest Sales and Service/MWSS MITO Corp

NTP-STAG Pace Intl

RiverPark Inc.

Robert Thibert Inc

Way Interglobal Network Wesco Distribution Inc

WI-FI

Aim Wholesale Inc

Atlas Trailer Coach Products

Briter Products

Foland Sales

Keller Marine & RV

KING Laurelhurst Distributors

Lippert

Magnadyne Corp

Meyer Distributing MITO Corp

NTP-STAG

Pace Intl

PDQ Connect Inc RiverPark Inc

Robert Thibert Inc Wifi on Steroids Winegard Co

EXTERIORS

AWNING & PATIO

AWNING LIGHTS &

ACCESSORIES Aim Wholesale Inc

AP Products Arrow Distributing Inc

Bob Gunn Associates Camco Mfg Inc

Carefree of Colorado Foland Sales

Girard Group The

JR Products Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Leisure Time Sales & Marketing Lippert

Meyer Distributing NTP-STAG RV Tov Store

Sigma Switches Valterra Products

Zip Dee Inc

AWNINGS Aim Wholesale Inc.

Arrow Distributing Inc Bob Gunn Associates BundutecUSA Inc

Camco Mfg Inc Carefree of Colorado

Dometic Corp Duo Form

Foland Sales

Girard Group The

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing

NTP-STAG

ObeCo Inc

Robert Thibert Inc

RV Toy Store

SureShade

Zip Dee Inc

PATIO MATS

Aim Wholesale Inc Arrow Distributing Inc

Camco Mfg Inc

Carefree of Colorado

Fleming Sales Co Inc

Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Ming's Mark Inc

NTP-STAG

Prest-O-Fit Mfg Inc

RV Toy Store

RVLI

PATIOS

Aim Wholesale Inc

Foland Sales

Laurelhurst Distributors

Meyer Distributing

RV Toy Store

SCREEN ENCLOSURES

Aim Wholesale Inc

Carefree of Colorado

Foland Sales

Keller Marine & RV

Lippert

Meyer Distributing

NTP-STAG

ObeCo Inc Stoett Industries

Zip Dee Inc

BUMPERS, TAILGATES

Aim Wholesale Inc

Arrow Distributing Inc

Cruiser Accessories

Fleming Sales Co Inc

Icon Technologies Ltd

Keller Marine & RV

L&W Engineering Inc

Land 'N' Sea Distributing Meyer Distributing

NTP-STAG

PopUp Towing Products

Rhino Linings Corp

rv-pro.com

Rieco Titan Products Inc

Stromberg Carlson Products Inc

Ultra-Fab Products Inc

Westin Automotive Products Inc.

DOORS. EXTERIOR

Aim Wholesale Inc

All-Rite Custom Mfg

AP Products

Arrow Distributing Inc

Bob Gunn Associates

Challenger Door

Crane Composites

Creative Products Group

Dexter

Foland Sales

JR Products

Keller Marine & RV

Land 'N' Sea Distributing

Lippert

Meyer Distributing

RV Designer

RVLock & Co LLC

Six Robblees Inc

Stoett Industries

Trans-Atlantic Products

Ultra-Fab Products Inc

Vetroresina LLC

END CAPS

Aim Wholesale Inc

Arrow Distributing Inc

B&B Molders LLC

Camco Mfg Inc

Crane Composites

Creative Products Group

Icon Technologies Ltd

JR Products

Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

Trans-Atlantic Products

FENDERS

Aim Wholesale Inc

Arrow Distributing Inc

Derema Group

Icon Technologies Ltd

Keller Marine & RV

L&W Engineering Inc

Land 'N' Sea Distributing

Meyer Distributing

NTP-STAG

Rhino Linings Corp

Rieco Titan Products Inc

Six Robblees Inc.

Trans-Atlantic Products

Westin Automotive Products Inc

FRONT CAPS

Aim Wholesale Inc

Arrow Distributing Inc

Crane Composites

Icon Technologies Ltd Land 'N' Sea Distributing Meyer Distributing Trans-Atlantic Products Westin Automotive Products Inc.

GRAPHICS AND PAINT

Aim Wholesale Inc

AP Products

Arrow Distributing Inc

Burlington Graphic Systems Inc

Derema Group Graphix Unlimited

Land 'N' Sea Distributing

Patrick Industries Inc Valley Screen

HANDRAILS

Aim Wholesale Inc Arrow Distributing Inc

Camco Mfg Inc

Creative Products Group

Derema Group

Easy Access Industrial Design Inc

Fleming Sales Co Inc

Foland Sales

ITC Inc

Keller Marine & RV

L&W Engineering Inc

Land 'N' Sea Distributing Laurelhurst Distributors

Meyer Distributing

Milenco America LLC NTP-STAG

RV Designer

Six Robblees Inc.

Stromberg Carlson Products Inc

LADDERS

Aim Wholesale Inc

All-Rite Custom Mfg

Arrow Distributing Inc Easy Access Industrial Design Inc

Foland Sales

J E Allen LLC

Keller Marine & RV

L&W Engineering Inc

Land 'N' Sea Distributing

Laurelhurst Distributors

Leisure Time Sales & Marketing

Lippert Meyer Distributing

NTP-STAG Robert Thibert Inc

Stromberg Carlson Products Inc

MIRRORS

Aim Wholesale Inc Arrow Distributing Inc

Camco Mfg Inc

CIPA USA D&W Inc. Foland Sales

ITC Inc.

Keller Marine & RV

Land 'N' Sea Distribution

Laurelhurst Distributors

Meyer Distributing

MITO Corp

NTP-STAG

Peterson Mfg Co Prime Products

Robert Thibert Inc RVII

Six Robblees Inc

Velvac Inc

RACKS. LIFTS. TIRE **CARRIERS**

Aim Wholesale Inc

Atlas Trailer Coach Products

Camco Mfg Inc

Foland Sales

Hydralift Motorcycle Lifts

Keller Marine & RV

L&W Engineering Inc

Let's Go Aero

Liftco Inc Meyer Distributing

NTP-STAG

Rieco Titan Products Inc

Roadmaster Inc Robert Thibert Inc

RV Toy Store

Six Robblees Inc

Stromberg Carlson Products Inc

Ultra-Fab Products Inc. Way Interglobal Network

Westin Automotive Products Inc

ROOFING

Aim Wholesale Inc

Airxcel Inc

All-Rite Custom Mfg

AP Products Cofair Products

Crane Composites

Derema Group

Dicor Corp div of Airxcel Inc

Dicor Products Foland Sales

Hanwha Azdel

Keller Marine & RV LaSalle Bristol

Laurelhurst Distributors

Leisure Time Sales & Marketing Meyer Distributing

Patrick Industries Inc ProPack Packaging Inc

Rhino Linings Corp

RVRoof.com

rvseal.com LLC Sika Corp

Six Robblees Inc **SIDEWALLS**

Aim Wholesale Inc

Airxcel Inc

Crane Composites

Dicor Corp div of Airxcel Inc

EBS Composites Inc

Hanwha Azdel

L&W Engineering Inc

Meyer Distributing

Panel Solutions Inc

Patrick Industries Inc Polser USA

Vetroresina LLC

SKYLIGHTS

Aim Wholesale Inc

All-Rite Custom Mfg

Alpha Systems Inc Duo Form

Foland Sales

Hena's Industries USA LLC

Icon Technologies Ltd

Keller Marine & RV

Laurelhurst Distributors Meyer Distributing

RV Toy Store Specialty Recreation Inc

Trans-Atlantic Products

SLIDE-OUT SYSTEMS Aim Wholesale Inc

BAL RV Products div of Norco Ind

Barker Mfg Co

Clean Seal Inc Dave Carter & Associates

Keller Marine & RV

Laurelhurst Distributors Meyer Distributing

SLIDE-OUTS

Aim Wholesale Inc

BAL RV Products div of Norco Ind Bob Gunn Associates

Foland Sales Hanwha Azdel

Liftco Inc.

Meyer Distributing Slide-Out-Lift

Vetroresina LLC

STFPS

Arrow Distributing Inc Creative Products Group

HCCR RV Decks & Stairs

L&W Engineering Inc Land 'N' Sea Distributing

Laurelhurst Distributors

LUVERNE

Bob Gunn Associates

Slide-Out-Lift

Laurelhurst Distributors

Lippert

Aim Wholesale Inc

Foland Sales

Keller Marine & RV

Lippert

Meyer Distributing

MORryde Intl Inc

NTP-STAG

Prest-O-Fit Mfg Inc

Rhino Linings Corp

Rieco Titan Products Inc

Robert Thibert Inc

Safety Step

Six Robblees Inc.

Stromberg Carlson Products Inc

Torklift Intl

Trans-Atlantic Products

Westin Automotive Products Inc

TIRES & WHEELS, COVERS

ABC Marketing Inc

Advantage PressurePro

Aim Wholesale Inc

Arrow Distributing Inc

Camco Mfg Inc

Continental Tire North America

Custom Wheel Solutions

Foland Sales

Keller Marine & RV

Kenda Americana Tire & Wheel

Land 'N' Sea Distributing

LionsHead Specialty Tire & Wheel

Lippert

Meyer Distributing

Myers Industries

NTP-STAG

Robert Thibert Inc

RVLI

Six Robblees Inc.

Truck System Technologies Inc

Valterra Products

VIAIR Corp

TONNEAU COVERS

Aim Wholesale Inc

Atlas Trailer Coach Products

Meyer Distributing

NTP-STAG

Robert Thibert Inc

RVI I

Six Robblees Inc

Worksport

TOY HAULER LIFTS

Aim Wholesale Inc.

Hydralift Motorcycle Lifts

TOY HAULER RAMPS. **GARAGE DOORS**

Aim Wholesale Inc

Lippert

TRAYS (CARGO, BATTERY, ETC.)

Aim Wholesale Inc

Arrow Distributing Inc

CURT

Fleming Sales Co Inc

Foland Sales

Keller Marine & RV

L&W Engineering Inc

Land 'N' Sea Distributing

Let's Go Aero

Lippert

Meyer Distributing

MORryde Intl Inc

RVI I

Six Robblees Inc.

Stromberg Carlson Products Inc

Tie Down Supply

WINDOWS. WINDSHIELDS

Aim Wholesale Inc

Airxcel Inc

All-Rite Custom Mfa

AP Products

Challenger Door

Cleer Vision Windows

Coach Glass

Icon Technologies Ltd

Lippert

Meyer Distributing

NTP-STAG

Robert Thibert Inc

StateWide Windows Trans-Atlantic Products

WINDSHIELD WIPERS

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products

Bob Gunn Associates

Derema Group

Foland Sales

Global Products DBA Wiper Technologies

Heng's Industries USA LLC

Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

NTP-STAG

Robert Thibert Inc

RV Toy Store

Six Robblees Inc

HARDWARE

CLAMPS, BOLTS, SCREWS

Aim Wholesale Inc

American Bolt & Screw

AP Products

Arrow Distributing Inc

CLC Intl Inc

Creative Products Group

Cruiser Accessories

Dave Carter & Associates

Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

NTP-STAG ObeCo Inc

Valterra Products

Wesco Distribution Inc

Westin Automotive Products Inc.

FASTENER

Aim Wholesale Inc

American Bolt & Screw

Arrow Distributing Inc

Creative Products Group Elkhart Supply Co

Foland Sales

Heng's Industries USA LLC

Keller Marine & RV

I AMATEK Inc.

Land 'N' Sea Distributing

Link Lock LLC

Meyer Distributing

NTP-STAG

ObeCo Inc.

Six Robblees Inc

Spradling Intl-Marine and RV

Tie Down Supply

Troyer Products Wesco Distribution Inc

GAUGES

Aim Wholesale Inc

Arrow Distributing Inc

Barker Mfg Co

Firefly Integrations

GasStop/Diversified Power Solutions

Keller Marine & RV Land 'N' Sea Distributing

Meyer Distributing

NTP-STAG

REDARC Corp VIAIR Corp

HANDLES

Advanced Affiliates Aim Wholesale Inc

American Bolt & Screw

AP Products Arrow Distributing Inc

Bauer Products Inc

Camco Mfg Inc

CLC Intl Inc

Creative Products Group

D&W Inc. Derema Group

Fleming Sales Co Inc

Foland Sales JR Products

Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

LaVanture Products Co Inc Meyer Distributing

NTP-STAG

ObeCo Inc RV Designer

Six Robblees Inc

Stromberg Carlson Products Inc

Trans-Atlantic Products

Wesco Distribution Inc

HOSES

Aim Wholesale Inc

Barker Mfg Co

Bergquist Inc

D&W Inc

Camco Mfg Inc

Fairview USA Inc

Foland Sales

LaSalle Bristol

Fleming Sales Co Inc

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Marshall Excelsion

Meyer Distributing

Six Robblees Inc

Ranger Distribution Inc

Wesco Distribution Inc

Aim Wholesale Inc

AP Products

American Bolt & Screw

Arrow Distributing Inc

Bauer Products Inc

Creative Products Group

Camco Mfg Inc

CLC Intl Inc

Derema Group

Foland Sales

JR Products

Keller Marine & RV

Meyer Distributing

NTP-STAG

ObeCo Inc

Prime Products

Six Robblees Inc

Wesco Distribution Inc

MOUNTING KITS

American Bolt & Screw

Arrow Distributing Inc

Keller Marine & RV

Meyer Distributing

NTP-STAG

ObeCo Inc

REDARC Corp

RV Designer

Land 'N' Sea Distributing

Blue Ox

Aim Wholesale Inc

RV Designer

Land 'N' Sea Distributing

LaVanture Products Co Inc

Laurelhurst Distributors

Sykes Hollow Innovations Ltd dba PIRIT Heated Hose

LATCHES, HINGES, CATCHES

MB Sturgis Inc

LaVanture Products Co Inc.

Arrow Distributing Inc

Six Robblees Inc

REGULATORS

Samlex America

Aim Wholesale Inc

AIMS Power Inc.

Arrow Distributing Inc

Bergquist Inc

Camco Mfg Inc

Cavagna Group

Creative Products Group

Enerco Group Inc

Fairview USA Inc

Foland Sales

JR Products

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors Marshall Excelsion

MB Sturgis Inc

Meyer Distributing

NTP-STAG

Six Robblees Inc Valterra Products

REPAIR KITS

Aim Wholesale Inc.

Arrow Distributing Inc

Atlas Trailer Coach Products

Flight Systems Inc

Foland Sales Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

NTP-STAG

Robert Thibert Inc. Six Robblees Inc

Southwire Co Steele Rubber Products

TIE DOWNS

Aim Wholesale Inc

American Bolt & Screw

Arrow Distributing Inc Carefree of Colorado

Foland Sales Hydralift Motorcycle Lifts

Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Meyer Distributing

NTP-STAG

ObeCo Inc RV Toy Store

Six Robblees Inc

Southwire Co Tie Down Supply

Torklift Intl

Ultra-Fab Products Inc

Wesco Distribution Inc

154 • RV PRO • January 2022

TOOLS

Aim Wholesale Inc.

American Bolt & Screw

Arrow Distributing Inc.

Atlas Trailer Coach Products

Dave Carter & Associates

Elkhart Supply Co

Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

NTP-STAG

Robert Thibert Inc.

Six Robblees Inc.

Southwire Co

TRIM, SEALS

Aim Wholesale Inc.

Arrow Distributing Inc

Boyd Corp

Clean Seal Inc

Creative Products Group

Derema Group

Elkhart Supply Co

Foland Sales

Gaska Tape Inc

JR Products

Keller Marine & RV

LAMATEK Inc

Land 'N' Sea Distributing

Laurelhurst Distributors

LaVanture Products Co Inc

Meyer Distributing

NTP-STAG

RV Designer

Six Robblees Inc.

Steele Rubber Products

Trim-Lok Inc

VALVES

Aim Wholesale Inc

American Brass

AP Products

Arrow Distributing Inc

Atlas Trailer Coach Products

Autodocked

Barker Mfg Co

Bergquist Inc

Cavagna Group

Fairview USA Inc

Keller Marine & RV

Land 'N' Sea Distributing

Meyer Distributing

NTP-STAG

Robert Thibert Inc.

Six Robblees Inc.

Valterra Products

rv-pro.com

AIR CONDITIONING

Aim Wholesale Inc

Airxcel Inc

Arrow Distributing Inc

ASA Electronics

Coleman-Mach an Airxcel Brand

D&W Inc.

Dave Carter & Associates

DENSO Products and Services Americas Inc

Dometic Corp

Eberspaecher

Elwell Corp

Foland Sales

Furrion USA

GE Appliances a Haier Company

Heng's Industries USA LLC

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Midwest Sales and Service/MWSS

NTP-STAG

Robert Thibert Inc

RV Toy Store

Six Robblees Inc

Truma

United Klima Technology Industries

Way Interglobal Network

Wesco Distribution Inc

DUCTS

AP Products

Arrow Distributing Inc

Bob Gunn Associates

D&W Inc.

Foland Sales

GE Appliances a Haier Company

Keller Marine & RV

Land 'N' Sea Distributing

LaSalle Bristol

Laurelhurst Distributors

NTP-STAG

Way Interglobal Network

Webasto Thermo & Comfort North

Wesco Distribution Inc

FANS

Aim Wholesale Inc

Airxcel Inc Caframo

Dave Carter & Associates

Dometic Corp

Foland Sales

Heng's Industries USA LLC

Keller Marine & RV

Laurelhurst Distributors

Maxxair an Airxcel Brand

Meyer Distributing NTP-STAG

Prime Products

Robert Thibert Inc.

RV Toy Store

Way Interglobal Network

Wesco Distribution Inc

FURNACES

Aim Wholesale Inc

Airxcel Inc

Arrow Distributing Inc

Dometic Corp

Eberspaecher

Foland Sales Furrion USA

ITR Inc.

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Robert Thibert Inc

RV Comfort Systems

Scan Marine Equipment

Six Robblees Inc

Way Interglobal Network

Wesco Distribution Inc

HEATING

Aim Wholesale Inc

Airxcel Inc

Alde

Agua-Hot an AIRXCEL Brand

Arrow Distributing Inc.

Bob Gunn Associates

Caframo

Coleman-Mach an Airxcel Brand

Dometic Corp

Eberspaecher

Elwell Corp

Foland Sales Gold Heat Electric Radiant Floor

Heat Mats Hutch Mountain

ITR Inc.

Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

NTP-STAG

RV Comfort Systems

Scan Marine Equipment

Truma

Webasto Thermo & Comfort North America Inc

Wesco Distribution Inc

THERMOSTATS

Aim Wholesale Inc

Arrow Distributing Inc ASA Electronics

Coleman-Mach an Airxcel Brand

Dave Carter & Associates Dometic Corp

Firefly Integrations Foland Sales

GE Appliances a Haier Company

ITR Inc

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Micro-Air Inc

Midwest Sales and Service/MWSS

Wesco Distribution Inc

VACUUM CLEANER SYSTEMS

Arrow Distributing Inc

Foland Sales

Land 'N' Sea Distributing

NTP-STAG

RV Toy Store

VENTS & HATCHES. COVERS

Aim Wholesale Inc.

Airxcel Inc

Arrow Distributing Inc

ASA Electronics

Atlas Trailer Coach Products

B&B Molders LLC

Barker Mfg Co

Camco Mfg Inc

Creative Products Group

D&W Inc

Dave Carter & Associates

Dexter

Foland Sales Heng's Industries USA LLC

ITR Inc

Keller Marine & RV Land 'N' Sea Distributing

Laurelhurst Distributors

Maxxair an Airxcel Brand Meyer Distributing

NTP-STAG

Robert Thibert Inc

RV Toy Store Ultra-Fab Products Inc

Valterra Products Webasto Thermo & Comfort North

America Inc. Wesco Distribution Inc

INTERIORS

BATH BATH SINKS. FAUCETS.

ACCESSORIES Aim Wholesale Inc

American Brass

Agua View Inc Arrow Distributing Inc

Creative Products Group D&W Inc

Dave Carter & Associates Dehco Inc

Duo Form Dura Faucet Foland Sales

Heng's Industries USA LLC

Icon Technologies Ltd

JR Products

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing

NTP-STAG

Robert Thibert Inc

Seaflo

Six Robblees Inc.

Specialty Recreation Inc

Trans-Atlantic Products Valley Screen

Valterra Products Way Interglobal Network Wesco Distribution Inc

FIXTURES

Advanced Affiliates

Aim Wholesale Inc. American Brass

AP Products

Arrow Distributing Inc D&W Inc

Dave Carter & Associates

Dehco Inc Duo Form

Dura Faucet Foland Sales

Keller Marine & RV Land 'N' Sea Distributing

LaSalle Bristol

Laurelhurst Distributors Lippert

Meyer Distributing NTP-STAG

ObeCo Inc

Six Robblees Inc

SHOWERS. SHOWERHEADS. **ACCESSORIES**

Patrick Industries Inc.

ABC Marketing Inc

Aim Wholesale Inc. American Brass

Aqua View Inc Arrow Distributing Inc Atlas Trailer Coach Products

Creative Products Group D&W Inc. Dave Carter & Associates

Dehco Inc Duo Form

Dura Faucet Foland Sales

Icon Technologies Ltd Irvine Shade & Door Inc.

ITC Inc JR Products

Keller Marine & RV Land 'N' Sea Distributing

Laurelhurst Distributors Meyer Distributing

NTP-STAG

ObeCo Inc

Pletcher Sales Inc/PSI

Robert Thibert Inc

SeafIn

Six Robblees Inc

Specialty Recreation Inc

Stoett Industries

Trans-Atlantic Products

Valley Screen

Valterra Products

Way Interglobal Network

TOILETS

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products

Dave Carter & Associates

Dometic Corp

Foland Sales

Heng's Industries USA LLC

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

NTP-STAG

Pure Essence

Robert Thibert Inc

Seaflo

Six Robblees Inc Thetford

Walex Products Co Inc

BEDDING, BEDLIFTS, **MATTRESSES**

Aim Wholesale Inc

Arrow Distributing Inc

Camco Mfg Inc

CKI Solutions dba Cadence Keen Innovations

Foland Sales

Froli GmbH & Co KG

Froli Systems by Nickle Atlantic LLC

Keller Marine & RV

Land 'N' Sea Distributing

Liftco Inc.

Lippert

Meyer Distributing

NTP-STAG

Pletcher Sales Inc/PSI

Richloom

Trans-Atlantic Products

BLINDS & SHADES

Aim Wholesale Inc

Airxcel Inc

Arrow Distributing Inc

Bradd and Hall Inc

Camco Mfg Inc.

Carefree of Colorado

Dave Carter & Associates

Duo Form

Foland Sales

Irvine Shade & Door Inc Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

MCD Innovations an Airxcel Brand NTP-STAG

RV Toy Store

Trans-Atlantic Products

United Shade an Airxcel brand

Way Interglobal Network

CONSOLES & PANELS

Aim Wholesale Inc

Arrow Distributing Inc

Foland Sales

Garnet Instruments Ltd

Land 'N' Sea Distributing

Pletcher Sales Inc/PSI

Tecnoform Spa

Valley Screen

Wesco Distribution Inc

DASHBOARDS

ABC Marketing Inc

Arrow Distributing Inc

Bob Gunn Associates

Land 'N' Sea Distributing

DOORS. STRUTS. **ACCESSORIES**

Aim Wholesale Inc

AP Products

Arrow Distributing Inc

Bob Gunn Associates

Creative Products Group

Foland Sales

Genesis Products Inc

Irvine Shade & Door Inc.

JR Products

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

Omnova Solutions Inc

Patrick Industries Inc

Robert Weed Corp

RV Designer

Tecnoform Spa

Trans-Atlantic Products

Ultra-Fab Products Inc

Wesco Distribution Inc

FABRICS

Arrow Distributing Inc

Gruppo Mastrotto

Infinity Fabrics Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Morbern Inc

NTP-STAG

ObeCo Inc

Pletcher Sales Inc/PSI

Spradling Intl-Marine and RV Division

Ultrafabrics LLC

FIREPI ACES

Aim Wholesale Inc

Arrow Distributing Inc.

Butler Sales

Creative Products Group

Dave Carter & Associates

Fleming Sales Co Inc

Furrion USA

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Mever Distributing

Robert Thibert Inc

Way Interglobal Network

Wesco Distribution Inc

FLOORING

Armstrong Flooring

FLOORING. FLOOR HEATING (RADIANT, HYDRONIC, GAS)

Aim Wholesale Inc

Alde Century Chemical Corp

Dehco Inc

Dicor Corp div of Airxcel Inc

Gold Heat Electric Radiant Floor

Heat Mats Infinity Fabrics

ITR Inc JR Products

LaSalle Bristol

NTP-STAG

Pletcher Sales Inc/PSI

Shaw Industries Spradling Intl-Marine and RV

Tecnoform Spa

UFP Distribution Wesco Distribution Inc

FURNITURE & SEATING LIFTS

Aim Wholesale Inc

Bradd and Hall Inc. Keller Marine & RV

Laurelhurst Distributors

Liftco Inc

Lippert Meyer Distributing

Omnova Solutions Inc

KITCHEN

Tecnoform Spa

Advanced Affiliates

Aim Wholesale Inc.

Camco Mfg Inc D&W Inc.

Duo Form Dura Faucet

Furrion USA Heng's Industries USA LLC

JR Products

LaSalle Bristol

Mever Distributing

Omnova Solutions Inc

Patrick Industries Inc

Tecnoform Spa

Webasto Thermo & Comfort North America Inc

CABINETRY

Creative Products Group

OheCo Inc.

Omnova Solutions Inc

Robert Weed Corp

Tecnoform Spa

Trans-Atlantic Products

Wesco Distribution Inc

COUNTERTOPS

Omnova Solutions Inc

Patrick Industries Inc

Robert Weed Corp

Tecnoform Spa KITCHEN SINKS, FAUCETS,

ACCESSORIES

Aim Wholesale Inc

American Brass Agua View Inc.

Creative Products Group

Dura Faucet Foland Sales

Icon Technologies Ltd Keller Marine & RV

Laurelhurst Distributors

Lippert

Meyer Distributing

NTP-STAG

ObeCo Inc Six Robblees Inc

Specialty Recreation Inc.

Trans-Atlantic Products Valterra Products

Walex Products Co Inc. Wesco Distribution Inc.

SEATING. CHAIRS &

ACCESSORIES

Aim Wholesale Inc Arrow Distributing Inc

Bradd and Hall Inc. Heng's Industries USA LLC

Keller Marine & RV

Land 'N' Sea Distributing Lippert

Meyer Distributing

ObeCo Inc Patrick Industries Inc.

Pletcher Sales Inc/PSI Spradling Intl-Marine and RV Division

Way Interglobal Network

TARI ES & ACCESSORIES

Aim Wholesale Inc

AP Products

Arrow Distributing Inc Bradd and Hall Inc

ITC Inc

Keller Marine & RV

Lagun USA

Land 'N' Sea Distributing

Leisure Time Sales & Marketing

Mever Distributing

NTP-STAG

Omnova Solutions Inc

Tecnoform Spa

WALLS, CEILING, PANELS, INSULATION

All-Rite Custom Mfa

Crane Composites

Duo Form

EBS Composites Inc Hanwha Azdel

Keller Marine & RV

LaSalle Bristol

Omnova Solutions Inc. Panel Solutions Inc

Pletcher Sales Inc/PSI Robert Weed Corp

Spradling Intl-Marine and RV Division

Tecnoform Spa Valley Screen

JACKS & LEVELERS

CHOCKS

Aim Wholesale Inc.

Arrow Distributing Inc.

BAL RV Products div of Norco Ind Barker Mfg Co

Camco Mfg Inc DICA

Foland Sales Hopkins Mfg Corp

Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Leisure Time Sales & Marketing Lippert

Mever Distributing NTP-STAG

Robert Thibert Inc Safe-T-Alert

Six Robblees Inc. Stromberg Carlson Products Inc

Ultra-Fab Products Inc.

JACK PADS

Valterra Products

Tri-Lvnx Corp

Aim Wholesale Inc

Arrow Distributing Inc

BAL RV Products div of Norco Ind

Bigfoot Leveling by Quadra Mfg

BSRM Inc

Camco Mfg Inc

Cardinal Sales

DICA

Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Leisure Time Sales & Marketing

Lippert

Meyer Distributing

Ming's Mark Inc

NTP-STAG

Origen RV Accessories Ltd

Six Robblees Inc Thetford

Stromberg Carlson Products Inc

Ultra-Fab Products Inc

Valterra Products

JACKS

Aim Wholesale Inc

Arrow Distributing Inc

BAL RV Products div of Norco Ind

Barker Mfg Co

Bigfoot Leveling by Quadra Mfg

Bob Gunn Associates

Camco Mfg Inc.

CURT

DICA

EQ Systems

Fleming Sales Co Inc

Foland Sales

Horizon Global

Jack-E-Up

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing

NTP-STAG

Rieco Titan Products Inc

RV Intelligence

Six Robblees Inc Thetford

Stromberg Carlson Products Inc

Trailer Valet

Ultra-Fab Products Inc

Wesco Distribution Inc

LANDING GEAR

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products

BAL RV Products div of Norco Ind

Bigfoot Leveling by Quadra Mfg

Bob Gunn Associates

Derema Group

Foland Sales

Horizon Global

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

Meyer Distributing

NTP-STAG

Rieco Titan Products Inc

Robert Thibert Inc

RV Toy Store

Six Robblees Inc Thetford

Stromberg Carlson Products Inc

Ultra-Fab Products Inc

LEVELERS

Aim Wholesale Inc

Arrow Distributing Inc

BAL RV Products div of Norco Ind

Barker Mfg Co

Bigfoot Leveling by Quadra Mfg

Bob Gunn Associates

Camco Mfg Inc

DICA

Elwell Corp

EQ Systems

EQ United

Foland Sales

Hopkins Mfg Corp

Horizon Global

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert

NTP-STAG

RV Intelligence

RV Toy Store

RVI I

Six Robblees Inc Thetford

Stromberg Carlson Products Inc

Tri-Lynx Corp

Ultra-Fab Products Inc

Valterra Products

Way Interglobal Network

LIFTING SYSTEMS

Aim Wholesale Inc

BAL RV Products div of Norco Ind

Bigfoot Leveling by Quadra Mfg

Bob Gunn Associates

Dave Carter & Associates

EQ Systems

EQ United

Foland Sales

Keller Marine & RV

Liftco Inc

Lippert

Meyer Distributing

NTP-STAG

Robert Thibert Inc.

Six Robblees Inc Thetford

Ultra-Fab Products Inc

MADE-IN-THE-

MADE-IN-THE-USA

ABCO RV an Anderson Brass Co Adjust-A-Brush

Advantage PressurePro

Aim Wholesale Inc

Airstream

Alliance RV

All-Rite Custom Mfg

Alpha Systems Inc Aluminum Trailer Co

Agua-Hot an AIRXCEL Brand

Arrow Distributing Inc

Autodocked

B&B Molders LLC

B&W Trailer Hitches

BAL RV Products div of Norco Ind

Banks Power

Barker Mfg Co

Bethrick Inc dba GreatPlate

Bigfoot Leveling by Quadra Mfg

Bilstein Shock Absorbers

Black Series Campers

Blu Technology Blue Ox

Boyd Corp

Bradd and Hall Inc

Camco Mfg Inc.

Cardinal Sales

Carefree of Colorado

Century Chemical Corp

Chinook Motor Coach LLC

CIPA USA

Cofair Products

Colorado Teardrops

Columbia Northwest dba Aliner

Cortes Campers

Crane Composites

Creative Products Group Cube Series RV

CHRT

D&W Inc.

Danko Mfg LLC

DealerPRO RV Training

Demco

Dexstar Wheel Dexter

DICA

Dinosaur Electronics

Duo Form

DuraSafe Inc

Duratain Inc

Dutchmen Mfa

Easy Reach Supply

Eclipse Recreational Vehicles

Elkhart Supply Co Equal-i-zer Hitch div Progress Mfg

Fairmont Park Trailers

Fleming Sales Co Inc

Forest River Inc dba Dynamax RV

Forest River Inc dba East to West Inc Forest River Inc dba Palomino RV Forest River Inc dba Prime Time Mfg

Forest River Inc dba Shasta RV Forest River RV

Gaska Tape Inc

Foretravel Motorcoach

Genesis Supreme RV Gen-Y Hitch

Technologies

Grand Design RV div of Winnebago

Graphix Unlimited

Gulf Stream Coach Inc.

Hanwha Azdel

HCCR RV Decks & Stairs

Heartland RV

Hellwig Suspension Products

High Altitude Trailer Co

Highland Ridge RV div of Jayco

HL Enterprise Inc

Hughes Autoformers

Hydralift Motorcycle Lifts

Irvine Shade & Door Inc

JR Products

Kanberra Group

L&W Engineering Inc

Land 'N' Sea Distributing

Lippert

Look Trailers

Marshall Excelsion

Micro-Air Inc

MORryde Intl Inc

Newmar Corp

Norcold Inc

Nordic Cooling Units Northwood Mfg Inc

Origen RV Accessories Ltd

Outdoors RV Mfg Pace American Inc.

Patrick Industries Inc

Pleasant Valley Trailers dba nuCamp

Progressive Dynamics Inc Progressive Industries

Pure Essence

REV Recreation Group Rhino Linings Corp

Riverside Laminations

Global Products DBA Wiper

Host Campers

Hutch Mountain

Infinity Fabrics

Jack-E-Up

KING

Kropf Industries

LAMATEK Inc

Lance Camper Mfg Corp

Let's Go Aero

LiquidSpring

Luxury Suites

MB Sturgis Inc

MCD Innovations an Airxcel Brand

Midwest Automotive Designs Corp

Mr LongArm Inc

NSA RV Products Inc ObeCo Inc

Pacific Coachworks

Pines RV Refrigeration

PopUp Towing Products

Postle Aluminum Prest-O-Fit Mfa Inc

ProPack Packaging Inc

Remco Industries

Richloom Rieco Titan Products Inc

Riverside RV

Roadmaster Inc.

RV by LIFE

RV Comfort Systems

RVLI

rvseal.com LLC

Safe-T-Alert Safe-T-Plus by United Safety

Apparatus

Sealtech Mfg USA Sika Corp

Skyline Champion

Skyline Corp

Slide-Out-Lift

SmartPlug Systems

Smith Richards Inc

Southwire Co Space Trailers

Specialty Recreation Inc Star brite

Starcraft RV div of Jayco Steele Rubber Products

Stoett Industries Sunset Park RV

SuperSprings

SuperSteer SureCall

Taxa Outdoors LLC Tech-Edge Mfg LLC Teknor Apex Co

Thermo-Tec

Thin-Lite Corp

Thetford Corp

THOR Industries dba Crossroads

THOR Industries dba KZ RV

THOR Industries Inc Thor Motor Coach

Tie Down Supply Tiffin Motorhomes

Torklift Intl TowMate LLC

Travel Lite RV

Trim-Lok Inc. UFP Distribution Unique Camping and Marine

United States Warranty Corporation Vanleigh RV Vetroresina LLC

Walex Products Co Inc Wayne Davis Auto Group dba Regency RV Weigh Safe LLC

Xtreme Outdoors LLC Zamp Solar LLC

Winegard Co

WINNEBAGO

Zip Dee Inc

MANUFACTURERS

MOTORIZED

Α

Entegra Coach Forest River Inc dba Coachmen RV Forest River RV

Foretravel Motorcoach

Global Products DBA Wiper Technologies

Jayco RV Newmar Corp Nexus RV **REV Recreation Group** Thor Industries Inc

Thor Motor Coach Tiffin Motorhomes

Winnebago

В

Chinook Motor Coach LLC Entegra Coach

Forest River Inc dba Coachmen RV

Jayco RV Leisure Travel Vans

Airstream

Midwest Automotive Designs Corp

Nexus RV

Pleasure-Way Ind Ltd RoadTrek Inc.

Storyteller Overland THOR Industries Inc.

Thor Motor Coach

Wavne Davis Auto Group dba Regency RV

Winnebago

 \mathcal{C}

Entegra Coach

Forest River Inc dba Coachmen RV Forest River Inc dba Dynamax RV Forest River Inc dba East to West Inc

Forest River RV

Gulf Stream Coach Inc

Jayco RV

Leisure Travel Vans

Nexus RV

Renegade RV

REV Recreation Group

THOR Industries Inc.

Thor Motor Coach

Winnebago

PARK MODELS

Skyline Champion

Cavco Industries Inc Fairmont Park Trailers Forest River RV Gulf Stream Coach Inc HL Enterprise Inc Kropf Industries

Skyline Corp THOR Industries Inc

TOWABLE

CAMPING TRAILERS

Black Series Campers Colorado Teardrons Columbia Northwest dba Aliner Cortes Campers

Cube Series RV

Forest River Inc dba Coachmen RV

Forest River RV

High Altitude Trailer Co

Jayco RV

Northwood Mfg Inc

Pleasant Valley Trailers dba nuCamp

Taxa Outdoors LLC THOR Industries Inc.

Winnehago

Xtreme Outdoors LLC

CARGO TRAILERS

Aluminum Trailer Co Look Trailers Pace American Inc. Renegade RV Space Trailers

FIFTH WHEELS

Aluminum Trailer Co Dutchmen Mfa Eclipse Recreational Vehicles Forest River Inc dba Coachmen RV Forest River Inc dba East to West Inc Forest River Inc dba Palomino RV Forest River Inc dba Prime Time Mfg Forest River Inc dba Shasta RV Forest River RV

Genesis Supreme RV Grand Design RV div of Winnebago Industries

Gulf Stream Coach Inc Heartland RV

Highland Ridge RV div of Jayco

HL Enterprise Inc Jayco RV

Keystone RV Luxury Suites

Northwood Mfg Inc

Outdoors RV Mfg

Pacific Coachworks

Starcraft RV div of Jayco Thor Industries dba Crossroads

THOR Industries dba KZ RV THOR Industries Inc

Vanleigh RV

Winnebago

PNP-IIPS

Columbia Northwest dba Aliner Forest River Inc dba Coachmen RV Forest River RV Northstar Campers

SylvanSport

THOR Industries Inc

TEARDROPS

Colorado Teardrops Forest River RV

Pleasant Valley Trailers dba nuCamp

Sunset Park RV

TOY HAULERS

Aluminum Trailer Co Black Series Campers Chinook Motor Coach LLC

Cruiser Dutchmen Mfg

Forest River Inc dba Coachmen RV

Forest River RV

Genesis Sunreme RV

Grand Design RV div of Winnebago Industries

Gulf Stream Coach Inc Heartland RV

Jayco RV Luxury Suites

Northwood Mfg Inc Outdoors RV Mfg

Pacific Coachworks

Riverside RV Sunset Park RV

Thor Industries dba Crossroads

THOR Industries dba KZ RV THOR Industries Inc Vanleigh RV

TRAVEL TRAILERS

Airstream Atia-RV

Black Series Campers Braxton Creek RV LLC

Chinook Motor Coach LLC

Colorado Teardrops

Columbia Northwest dba Aliner

Cruiser Dutchmen Mfg

Eclipse Recreational Vehicles

Fmber RV

Forest River Inc dha Coachmen RV Forest River Inc. dha Fast to West Inc. Forest River Inc. dba Palomino RV

Forest River Inc dba Prime Time Mfg Forest River Inc dba Shasta RV

Genesis Supreme RV Grand Design RV div of Winnebago

Forest River RV

Gulf Stream Coach Inc

Heartland RV

Highland Ridge RV div of Jayco

HL Enterprise Inc

inTech RV Jayco RV

Lance Camper Mfg Corp

Northern Lite Mfa

Northwood Mfg Inc

Outdoors RV Mfg

Pacific Coachworks

Pleasant Valley Trailers dba nuCamp

Riverside RV

Starcraft RV div of Jayco

Sunset Park RV

Thor Industries dba Crossroads

THOR Industries dba KZ RV THOR Industries Inc.

TrailManor Mfg Co LLC Travel Lite RV

Venture RV

TRUCK CAMPERS

BundutecUSA Inc Cube Series RV

Forest River Inc dba Palomino RV

Host Campers

Lance Camper Mfg Corp

Northern Lite Mfg

Northstar Campers

Northwood Mfg Inc Pleasant Valley Trailers dba nuCamp

Skinny Guy Campers

Travel Lite RV

SAFETY PRODUCTS

ALARMS & DETECTORS

Aim Wholesale Inc Arrow Distributing Inc

Arterra Distribution

ASA Flectronics

Bob Gunn Associates

Dave Carter & Associates Foland Sales

Fridge Defend by ARP

Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Meyer Distributing NTP-STAG

Pollak Engineered Products

RV Safe RV Toy Store

Safe-T-Alert

RVII

Six Robblees Inc Southwire Co

VAIS Technology Wesco Distribution Inc

BACKUP MONITORS

Aim Wholesale Inc

ASA Flectronics

Briter Products

DuraSafe Inc

Foland Sales

Furrion USA Keller Marine & RV

Laurelhurst Distributors

Lippert

Mever Distributing

MITO Corp NTP-STAG

Rear View Safety

Smucker Mfg

Tie Down Supply Velvac Inc

Way Interglobal Network Wesco Distribution Inc

BREAK-AWAY SYSTEMS. CABLES

Aim Wholesale Inc Arrow Distributing Inc

Blue Ox

Bob Gunn Associates

Danko Mfg LLC

Foland Sales

Hopkins Mfg Corp Keller Marine & RV

Land 'N' Sea Distributing Meyer Distributing

Roadmaster Inc.

RV Tov Store

Six Robblees Inc

Wesco Distribution Inc. Westin Automotive Products Inc

EXTINGUISHERS

Aim Wholesale Inc

Arrow Distributing Inc

Bob Gunn Associates

Dave Carter & Associates

Foland Sales Keller Marine & RV

Land 'N' Sea Distributing Mever Distributing

NTP-STAG Robert Thibert Inc.

Six Robblees Inc Wesco Distribution Inc

LEAK TESTING

Aim Wholesale Inc. Arrow Distributing Inc

Atlas Trailer Coach Products

Foland Sales

GasStop/Diversified Power Solutions

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

NTP-STAG

Robert Thibert Inc

Sealtech Mfg USA

Six Robblees Inc.

LOCKS

Aim Wholesale Inc

AP Products

Arrow Distributing Inc

Bauer Products Inc

Blue Ox

Creative Products Group

CURT

Derema Group

DuraSafe Inc

Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Let's Go Aero

Meyer Distributing

NTP-STAG

Prime Products

RVLock & Co LLC

Six Robblees Inc

Tie Down Supply

VAIS Technology

Wesco Distribution Inc

SAFETY EQUIPMENT

Easy Access Industrial Design Inc

SECURITY SYSTEMS, SENSORS

Aim Wholesale Inc

Atlas Trailer Coach Products

Creative Products Group

Foland Sales

Keller Marine & RV

Lippert

Meyer Distributing

NTP-STAG

Robert Thibert Inc

RV Whisper LLC

Smucker Mfg

Tie Down Supply

VAIS Technology

Wesco Distribution Inc

STEPS/STOOLS

Aim Wholesale Inc Arrow Distributing Inc

Atlas Trailer Coach Products Foland Sales

Keller Marine & RV Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

NTP-STAG

Postle Aluminum

Robert Thibert Inc

RV Toy Store

Safety Step

Six Robblees Inc.

Stromberg Carlson Products Inc

Torklift Intl

Ultra-Fab Products Inc

Westin Automotive Products Inc

TANK MONITORS

Aim Wholesale Inc

AP Products

Cavagna Group

Garnet Instruments Ltd

Keller Marine & RV

Laurelhurst Distributors

Lippert

Meyer Distributing

MOPEKA Products LLC

RV Safe

RV Whisper LLC

Tech-Edge Mfg LLC

UVialite

Wesco Distribution Inc.

TIRE BALANCING

JR Products

Laurelhurst Distributors

Meyer Distributing

Six Robblees Inc

TPMS

Advanced Accessory Concepts

Advantage PressurePro

Aim Wholesale Inc

ASA Flectronics

Atlas Trailer Coach Products

CLC Intl Inc

Danko Mfg LLC Foland Sales

JR Products

Keller Marine & RV

Laurelhurst Distributors

Lippert

Meyer Distributing

Minder Division of Valterra Products

Monster Tire Sealant

NTP-STAG

RiverPark Inc

Robert Thibert Inc

RV Toy Store

Six Robblees Inc

Truck System Technologies Inc

Tuson RV Brakes LLC

Valterra Products

SANITATION. **WATER & SEWER**

HOSES

FRESH WATER

Aim Wholesale Inc

Arrow Distributing Inc

Barker Mfg Co

Camco Mfg Inc

Creative Products Group

D&W Inc. Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

NTP-STAG

Robert Thibert Inc

Six Robblees Inc

Southwire Co

Sykes Hollow Innovations Ltd dba PÍRIT Heated Hose

Teknor Apex Co

Valterra Products

SEWER

Aim Wholesale Inc

Arrow Distributing Inc

Autodocked

Barker Mfg Co

Camco Mfg Inc

D&W Inc Foland Sales

Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors

Lippert Meyer Distributing

NTP-STAG Prest-O-Fit Mfg Inc

Robert Thibert Inc

RV Toy Store

Six Robblees Inc

Southwire Co Sykes Hollow Innovations Ltd dba

PIRIT Heated Hose Thetford Corp

Valterra Products

ODOR ELIMINATORS

Aim Wholesale Inc

Arrow Distributing Inc

Blu Technology

Camco Mfg Inc

Century Chemical Corp Cheltec

Duratain Inc

Foland Sales Kanherra Group

Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Meyer Distributing

NTP-STAG

Periodic Products

ProPack Packaging Inc

Pure Essence

Robert Thibert Inc

RVLI Six Robblees Inc

Star brite

Thetford Corp Unique Camping and Marine

UVialite

Valterra Products

Walex Products Co Inc

TANKS. PORTABLE/TOTES

Aim Wholesale Inc

All-Rite Custom Mfa

Arrow Distributing Inc

Barker Mfg Co

Camco Mfg Inc Creative Products Group

Foland Sales

Icon Technologies Ltd

Keller Marine & RV Land 'N' Sea Distributing

Laurelhurst Distributors

Meyer Distributing

NTP-STAG

Remco Industries

Robert Thibert Inc RV Tov Store

Seaflo

Six Robblees Inc

Thetford Corp Valterra Products

WATER FILTRATION

Aim Wholesale Inc.

Arrow Distributing Inc Atlas Trailer Coach Products

Blu Technology

Camco Mfg Inc

Clearsource Foland Sales

GE Appliances a Haier Company

Keller Marine & RV

Land 'N' Sea Distributing Laurelhurst Distributors

Meyer Distributing

NTP-STAG Periodic Products

Robert Thibert Inc. Six Robblees Inc

Valterra Products

WATER HEATERS

Way Interglobal Network

Aim Wholesale Inc Airxcel Inc

Agua-Hot an AIRXCEL Brand Arrow Distributing Inc Atlas Trailer Coach Products

Bob Gunn Associates

Creative Products Group

Dave Carter & Associates

Dometic Corp

Foland Sales

GE Appliances a Haier Company

Girard Group The

Girard Products LLC

ITR Inc.

Keller Marine & RV Land 'N' Sea Distributing

LaSalle Bristol

Laurelhurst Distributors

Meyer Distributing Midwest Sales and Service/MWSS

NTP-STAG Robert Thibert Inc

Six Robblees Inc Sykes Hollow Innovations Ltd dba

PIRIT Heated Hose

Truma

Way Interglobal Network Webasto Thermo & Comfort North America Inc

Wesco Distribution Inc

WATER PUMPS

Aim Wholesale Inc

Arrow Distributing Inc

Atlas Trailer Coach Products Creative Products Group

Foland Sales

ITR Inc Keller Marine & RV

Land 'N' Sea Distributing

Laurelhurst Distributors Lippert

Meyer Distributing

NTP-STAG Remco Industries

Robert Thibert Inc.

Seaflo

Six Robblees Inc. Valterra Products Wesco Distribution Inc

Advertiser Index

ADVERTISER	PAGE	URL
Acuity Brands Lighting dba IOTA Engineering	64A	www.iotaengineering.com
ADCO Products Inc	19	www.adcoprod.com
Advantage PressurePro	113	www.pressurepro.us_
Airxcel Inc	55	www.airxcel.com
Arterra Distribution	3, 75	www.wfcoelectronics.com
Bauer Products Inc	52	www.bauerproducts.com
Blue 0x	23	www.blueox.us
Camco Mfg Inc	74, 85	www.camco.net
Care Camps	128B	www.carecamps.org
CDK Global LLC	32A	www.lightspeeddms.com
DealerPro Training	72	www.rvdealerprotraining.com
Demco/Dethmers Mfg Co	64B	www.demco-products.com
Design Engineering Inc/DEI	33	www.designengineering.com
Dexter Axle	39	www.dexteraxle.com
Diversified Insurance Mgt	96A	www.rvbestquote.com
Dometic Corp	53	www.dometic.com
Duo Form Plastics	59, 74	www.duoformplastics.com
Eberspaecher	49	www.eberspaecher.com
Elwell Corp	96B	www.elwellcorp.com
EQ United	2	www.equnited.us_
Equator Advanced Appliances	74	www.equatorappliances.com_
GE Appliances a Haier Co	89	www.geappliances.com
Go Power div of Valterra	57	www.gpelectric.com
Grand Design RV LLC	7	www.granddesignrv.com
Hughes Autoformers	128A	www.hughesautoformers.com
Icon Technologies Ltd	13	www.icondirect.com_
Land 'N' Sea Distributing Inc	ВС	www.landnsea.com
LaVanture Products Co Inc	IBC	www.lavanture.com
Lippert Components Inc	9, 74, 77	www.lci1.com
LiquidSpring LLC	76	www.liquidspring.com
Marshall Excelsior	47	www.marshallexcelsior.com

PAGE	URL
56	www.morryde.com
51	www.stadealer.com
62	www.norcoind.com
29, 74	www.readybrake.com
IFC	www.ntpstag.com
17	www.paceintl.com
93	www.powerprodllc.com
61, 72	www.progressmfg.com
105	www.protectiveassetprotection.com
58, 75	www.pullrite.com
101	www.redarcelectronics.com
81	www.richloom.com
33,75	www.riecotitan.com
25	www.samlexamerica.com
43	www.southwire.com
54	www.specrec.com
71	www.starbrite.com
69, 76	www.strombergcarlson.com
68, 74, 76	www.supersprings.com
60	www.thermotec.com
5, 67, 75, 76	www.thetford.com
35	www.timbren.com_
1	www.trilynx.com
41	www.trimlok.com
109	www.tsttruck.com
61	https://ultra-fab.com
15	www.uni-grip.com
73	www.uswceagle.com
32B	www.valterra.com
62	www.wipertechnologies.com
	56 51 62 29, 74 IFC 17 93 61, 72 105 58, 75 101 81 33,75 25 43 54 71 69, 76 68, 74, 76 60 5, 67, 75, 76 35 1 41 109 61 15 73

160 • *RV PRO* • January 2022



All of these products have passed our rigid quality standards. If we sell it... we stand behind it!

LaVanture Products sealant line. The line includes Urethanes, MS polymers, Hybrids and Silicones. LaVanture has partnered with a number of high quality manufacturers to provide great products at great prices.

We stock complete lines of high-quality EPDM Seals, Trim Seals, Edge Trims, Butyl Tapes, Caulks and Sealants.

LaVanture Gas Springs are available in both Black Nitride and Stainless Steel all at factory pricing, and a large inventory is in stock for immediate shipment.

Conspicuity Tapes:

LPC is a national distributor for 3M D.O.T. Diamond Grade Conspicuity Tape.

PVC Foam and High Bond Tapes:

As the exclusive distributor of Gaska Tape products, we offer high density foam tapes, Hi-Bond tapes, vinyl glazing



Checkout our catalogs online!

Since 1969 LaVanture Products Company has been providing customers with the highest quality products to meet the challenging applications of today's competitive markets. LaVanture offers products to meet the needs of custom applications in the industry.



Your National RV Distribution Solution



Apply for an account
Place orders
View featured products and specials
and so much more 24/7! at

www.landnsea.net



Contact us **800-432-7652** (option 4)