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Mission

Promote and protect the RV industry and our members.

Vision

The RV Industry Association will be the proactive leader in promoting the health, growth and expansion of the RV industry.

Member Promise

• Grow and expand the RV market
• Pursue a favorable business environment for members
• Cultivate a positive RV experience for all consumers
• Provide industry information and knowledge
• Foster continuous improvement of RV products
• Promote the health and well-being of the RV Industry Association
Dear RV Industry Association Members,

2019 was a critical year for the RV industry and I want to thank the industry for the support of the RV Industry Association and the confidence in allowing me to lead your organization. As a twenty-five-year veteran of the Association, it is a tremendous honor to serve our members and industry as we close out one decade and move the industry forward into the next.

More members than ever are connecting with the Association, with the understanding of the impact our core programs have on their business. Your dedication and support allow us to serve collectively on your behalf, as an extension of your company, focused on promoting and protecting the RV industry for future generations.

Over the course of 2019 there were many reports of caution in the US economy, often pointing to RV shipments as a cause for concern. The fact is, our industry continues to perform at an extraordinarily high level and 2019 was our fourth best year ever on record, beating both the 30-year and 10-year averages for shipments. We are all blessed to be part of a $114 billion dollar industry and there is so much to be excited about looking ahead.

As we reflect on our Association’s many accomplishments from this past year and the progress we continue to make together, there is much to celebrate. This Annual Report will provide a full picture of the accomplishments and services provided to members, but I would like to highlight a few of the many great things from our signature programs that have helped propel the industry forward:

**Go RVing**

- Teamed up with Disney and Pixar on an integrated marketing campaign to celebrate Toy Story 4, a film centered on family RV travel, which grossed over $1 billion worldwide
- Delivered 1.1 billion digital media impressions, a 24% increase year over year
- Launched the Kickoff to Camping season featuring significant recognition in major media outlets, including MotorTrend TV, Sports Illustrated, Outside Magazine and the Ellen Show
Advocacy

• Successfully lobbied the US Trade Representative for approval of our petition to grant duty-free treatment of lauan by adding it back into the Generalized System of Preferences (GSP) trade program, saving the RV industry $1 million per month

• Released an updated study showing the RV industry has a $114 billion impact on the US economy

• Currently holding leadership positions at the Outdoor Recreation Roundtable (ORR), allowing the Association to drive policy initiatives focused on campground modernization, including the largest National Park Service (NPS) campground modernization and rehabilitation project in decades

RV Technical Institute

• Completed a new RV Service Technician Career Path Curriculum for the first time since 2014

• Created the first Authorized Licensed Partners to assist in the delivery of the new curriculum

• Purchased, renovated and launched a brand-new RV Technical Institute training facility in Elkhart

Standards

• Published the 2019 edition of the ANSI/RVIA EXTLAD-1 Recommended Practice Laboratory Test Procedures for Exterior Ladders, ANSI/UPA-1 Uniform Plan Approval for Recreational Vehicles Standard and Low Voltage Connector Recommended Best Practice

• Hosted Workplace Safety Seminars for plant personnel and management

• Published training videos on Plumbing Drainage, Electrical Ground Continuity, Electrical Box Sizing and Bonding of the Propane System

As we enter the new year, you can rest assured that your association is focused and determined to advance and grow the RV industry. Let me say thank you for your continued dedication, loyalty and support. It is a great honor for me to be leading the RV Industry Association and I look forward to a very successful 2020.

Craig A. Kirby
President, RV Industry Association
Membership Makeup

The RV Industry Association is the national trade group representing more than 400 manufacturer and component supplier companies producing approximately 98 percent of all RVs manufactured in North America, and approximately 60 percent of RVs produced worldwide. The association unites these diverse industry segments and forges an alliance to form a strong, single voice focused on our collective mission to promote and protect the RV industry. Working with our members, we advance and expand the industry by driving growth and innovation across the $887 billion-dollar outdoor industry.

Total Members: 419

- RV Manufacturer: 75
- Park Model RV Manufacturer: 28
- Supplier: 168
- Aftermarket Supplier: 64
- Finance Firm: 13
- Associate: 66
- Manufacturer’s Rep: 5

Industry Strength

- 410,283 RV AND PARK MODEL UNITS SHIPPED
- 4TH Highest ANNUAL SHIPMENTS
- $114 Billion ANNUAL ECONOMIC IMPACT

Supports 596,355 JOBS AND PAYS $32.2 BILLION IN WAGES
Financials

RV Industry Association

Revenues: $17,787,992
- Interest & Dividends: $1,020,065
- Seal Sales: $7,270,940
- Membership Dues: $1,822,792
- Government Affairs: $2,457,887
- Events: $4,619,168
- Other Revenue: $503,060
- Other Expenses: $6,919,017
- PR & Communications: $1,350,450
- Standards: $1,783,829
- Operations: $1,837,461

Expenses: $18,967,813

RV Technical Institute
- Revenues: $7,400,666
- Expenses: $3,088,009

Go RVing
- Revenues: $24,468,948
- Expenses: $33,371,247

*This represents contributions made by the RV Industry Association and Go RVing.*
Board of Directors & Committees

Executive Committee

Chairman
Garry Enyart
Onan/Cummins Power Generation, Director, Mobile Generator Sales & Coach Care

First Vice Chairman
Jeff Rutherford
Airxcel, Inc., President & CEO

Second Vice Chairman
Michael Happe
Winnebago Industries, Inc., President

Treasurer
Kevin McArt
Forest River Inc.- Headquarters, General Manager

Secretary
Bob Martin
Thor Industries, Inc., President, CEO & Director

Ex Officio
Robert (Bob) Parish
Wells Fargo, CDF Vice President
Board Members

Matt Carboneau  
Wesco Distribution, Inc., District Manager

Jack Cole  
Lance Camper Mfg. Corp., President

Ryan Elias  
Leisure Travel Vans/ Triple E RV, Vice President & General Manager

Jason Falk  
Lippert Components, Inc. Elkhart, Vice President, Mergers & Acquisitions

Dick Grymonprez  
Champion/Athens Park Model RV’s, Director of Park Model Sales

Mike Hesse  
Blue Ox, Chairman & CEO

Vikram Kaul  
Xtreme Outdoors LLC, President

Toby O’Rourke  
Kampgrounds of America, President & CEO

Mary Pouliot  
Thetford Corp., Vice President, Sales & Marketing

Brett Randall  
Columbia Northwest, Inc. Aliner and Somerset Folding Campers, President & CEO

Michael Rhodes  
Pacific Coachworks, President & Co-Owner

William Rogers  
Keystone Automotive Operations, Inc., Vice President and General Manager

Jeffery Sather  
Freightliner Custom Chassis Corporation, President & CEO

Dave Schutz  
Dometic North America, Senior Vice President - RV OEM Sales - Americas RV Division

Elden Wood  
Carefree of Colorado, Vice President Sales and Marketing

Curt Yoder  
Kropf Manufacturing Co., Inc. Vice President
At the federal level, association staff secured policies to save RV businesses money, maintain favorable trade policies and expand camping opportunities on federal lands. Highlights include:

- Securing duty-free treatment for Indonesian lauan by successfully petitioning the U.S. Trade Representative to add lauan back to the GSP trade program. A victory expected to save the RV industry approximately $1 million per month in duties.

- New US-Mexico-Canada Free Trade Agreement which maintains current rules of origin for RVs. Motorhomes will remain at 62.5 percent domestic content and travel trailers at 50 percent domestic content for duty-free treatment.

- Advancement of the campground modernization and expansion efforts on both Capitol Hill and in the federal agencies. As a result, the National Park Service is undertaking the largest campground rehabilitation, modernization and expansion initiative in decades. And, Congress passed the largest Public Lands Package in over a decade.
State

At the state level, association staff removed barriers and expanded opportunities for RV businesses. Highlights include:

- Enactment of an RV-specific franchise law in Iowa, creating consistency for RV businesses doing business in the state.

- Transfer of jurisdiction over all RVs from the now-eliminated RV code state program in Oregon to the Oregon DMV, removing duplicative compliance and seal requirements and bringing Oregon in line with how the majority of states regulate RVs.

- Establishment of six new Offices of Outdoor Recreation in the states of MI, NH, NM, NV, VA and WI. These offices expand and promote opportunities for outdoor recreation businesses, including RV businesses.
International

Our International Team works with governments across the world to identify and promote RV standards to prevent U.S. RVs from being locked out of emerging and existing global markets. Highlights include:

• **Prevent U.S. RVs from being locked out of global automotive standards**: a group of 54 countries from across the world have signed the 1958 agreement under the United Nation European Economic Commission’ Working Party 29 (WP.29) to globalize automotive standards. Although the U.S. is not part of the original agreement, the U.S. government, as well as governments across the world, follow some or all of criteria set by the group. Currently, WP.29 is not focused on small segments of the automotive industry, such as RVs, resulting in criteria and standards that are not appropriate for our vehicle types. The RV Industry Association is working successfully to enlist support from countries and trade groups in major markets for our proposal to establish an RV exemption or a separate category for RVs under the WP.29 framework. This action will allow the association to ensure that U.S-built RVs are not locked out of the global market.

• **Promotion of U.S. RV standards and products in China**: U.S. Ambassador Terry Branstad and provincial leaders from Guangxi province met with RV Industry Association executives during an April event in Guilin and witnessed execution of a memorandum of understanding (MOU) between the RV Industry Association and Guangxi Provincial Tourism Association, in which the parties agreed to work together to promote the RV and campground business in the province. A U.S.-made RV was featured at the official event.

• **Participation in Korea’s RV standards development**: To continue the Association’s effort to assist standards development in Korea, the RV Industry Association and Korea Transportation Safety Authority (KOTSA) held a standards seminar last May to promote U.S. RV standards and understand Korea’s proposed RV related amendments to the country’s motor vehicle code. Working with the Commercial Service at U.S. Embassy and USTR Office, we have been successful in persuading KOTSA to adopt safety requirements favorable to U.S.-made truck campers.
Maintaining Self-Regulations Through Standards

Contributing to the creation and review of standards affecting the RV industry is a critical role of the RV Industry Association’s Standards Department. The Standards team maintains and contributes to the creation of, and updates to, eight industry standards regulating traditional and park model RVs. These efforts keep the RV industry self-regulated.

- **RV Standard**
  NFPA 1192 Standard for RVs 2018 Edition

- **Park Model RV Standard**
  ANSI A119.5 Park Model RV Standard 2015 Edition

- **Campground Standard**
  NFPA 1194 Standard for RV Parks & Campgrounds 2019 Edition

- **Engine Generator Standard**

- **Low Voltage Systems Standard**

- **Wheels on Trailers Standard**
  Standard - ANSI/RVIA Process Controls for Assembly of Wheels on Trailers, TSIC-1 2018 Edition

- **Exterior Ladder Standard**
  Recommended Practice Laboratory Test Procedures for Exterior Ladders, ANSI EXTLAD-1 2019 Edition

- **Plan Approval Standard**
  ANSI/RVIA Uniform Plan Approval UPA-1 2019 Edition

The Standards Steering Committee re-established the RV-C Subcommittee to continue the development and maintenance of the open RV Communication Area Network (CAN) protocol (RV-C protocol) to improve interoperability and serviceability for RV industry use and address emerging issues, including, among other things, data privacy and cybersecurity concerns.
Standards Inspections Team

Our Standards department maintains a professional team of full-time inspectors that promote the enhancement of safety by monitoring adherence to the standards adopted by the Board of Directors for the construction of RVs and Park Model RVs. The team conducts more than 2,000 unannounced inspections of member company RV manufacturing plants annually and is committed to providing educational resources and hands-on training to manufacturer members to support their commitment to comply with these adopted codes and standards.

- **6** Inspectors
- **365** RV and Park Model RV Production Lines Inspections in 2019
- **2,097** Inspections were conducted in **36** states and provinces
Go RVing’s research-driven multichannel strategy delivered major exposure for the RV industry in 2019, elevating awareness of the lifestyle and driving customers to RV dealerships.
Go RVing Campaign Highlights

**224 MILLION IMPRESSIONS**
Teaming up with Disney and Pixar on an integrated marketing campaign to promote Toy Story 4, which grossed over $1 billion worldwide at the box office, and drive awareness of RVs. As a part of this partnership Go RVing developed special spots to promote the RV lifestyle. This campaign combined digital and TV ads to generate more than 224 million impressions. 

**500 MILLION IMPRESSIONS**
To coincide with the RV travel season, Go RVing launched the Kickoff to Camping Season campaign which included partnerships with The Ellen DeGeneres Show, MotorTrend TV, and IZEA, the world’s largest network of top-ranked social influencers. The campaign provided prolonged exposure throughout the travel season and produced more than 500 million impressions including paid media and PR. 

**113 THOUSAND VISITORS**
More than 113,000 visitors toured RVs that Go RVing set up at 20 experiential events in 2019. The displays, which include at least two RVs at each event along with games and activities for visitors, provide an opportunity for event attendees to experience RVs in an unexpected setting. 

**463 MILLION IMPRESSIONS**
Earn media continued to be a vital component of the Go RVing campaign. Placements included high-value outlets such as CNBC, Wall Street Journal, Chicago Tribune and Popular Mechanics. The PR team worked with 30 new influencers, as well as 9 RV manufacturers and 2 RV rental companies to produce an array of stories that reached key audiences with RV messages. 

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The RV Industry Association produces one of the nation’s largest consumer RV shows which drives RV sales and interest in the RV lifestyle. 

The California RV Show had another record-breaking year for attendance at their new location, the Auto Club Speedway in Fontana, CA.

- **45,112 Attendees** (up over 12%)
- **886,667 sq. feet** of exhibit space
- **22 RV Dealerships**
- **Over 1,000 RVs**
- **Over 50 Educational Seminars for RVers**
With record numbers of RVs being produced and sold to an ever-expanding demographic of RV consumers, it is more important than ever that RV buyers know that there are efficient, well-trained technicians available to keep their RVs safe and operational.

The RV Technical Institute’s mission is to improve the RV consumer experience, reduce repair event cycle times and aggressively increase the number of proficient, well-trained RV technicians across the country.

In 2019, the RV Technical Institute made significant strides in pursuit of this mission:

- Hired a new Executive Director, Curt Hemmeler, to lead the RV Technical Institute in establishing its new headquarters and training facility, as well as managing and executing the strategic business plan.

- The new training facility in Elkhart, IN was purchased, renovated and opened on time and significantly under budget.
Hub and Spoke Model

In order to train as many RV technicians as possible, the RV Technical Institute has created a “hub and spoke” model with a headquarters in Elkhart, Indiana and partnerships with regional trainers across the country. The new RV Technical Institute’s headquarters can hold more than 100 students in its 6 classrooms and accommodate more than 10 RVs for hands-on training between the indoor training bay and outdoor areas.

The Authorized Licensed Partner program allows the Institute’s curriculum to be delivered through a network of regional training partners approved to teach its standardized training on a local or regional basis. RV technicians will have the option to take classes at the RV Technical Institute’s headquarters or at one of the partnership locations.

In 2019, the RV Technical Institute had worked with 12 interested partners and entered into an agreement with Camping World, the largest RV training program in the country.
Core Programs Deliver Member Value

RV Technical Institute:
The Only RV Industry-Wide Credential

LEVEL 1
TECHNICIAN
A PDI technician with a proven skill set to prepare an RV for customer delivery by verifying the operation of all components.

HOW DO I ACHIEVE THIS LEVEL?
Successfully pass Level 1 written and skill-based (practical) exams.

LEVEL 2
TECHNICIAN
A technician that has theoretical knowledge of all the systems and components within an RV and a proven skill set to be able to perform basic diagnostics, troubleshooting and repairs on those systems and components.

HOW DO I ACHIEVE THIS LEVEL?
Successfully pass Level 1 & 2 written and skill-based (practical) exams.

LEVEL 3
SPECIALIST
A technician that has completed the supplier trainings on specific types of components and increasing their skill set to be able to perform advanced diagnostics, troubleshooting and repairs on those systems and components.

HOW DO I ACHIEVE THIS LEVEL?
• Successfully pass Level 1 & 2 written and skill-based (practical) exams.
• Attend and pass 24 hours of approved/hands-on vendor trainings within 5 years covering the minimum topics listed for each specialty.

THE TNT PROGRAM SUCCESSFULLY TRANSITIONED TO THE RV TECHNICAL INSTITUTE’S TRAINING MODULE

For years the Technicians in Training Program (TnT) has helped bring supplier training directly to dealers’ locations. This supplier training counted toward recertification hours for Certified Technicians. In the new RV Technical Institute program, qualified supplier trainings count toward Level 3 Specialty Certifications, as well as recertification hours for Level 2-4 Certified Technicians.

2019 TNT TRAININGS

<table>
<thead>
<tr>
<th>NUMBER OF TRAININGS</th>
<th>183</th>
</tr>
</thead>
<tbody>
<tr>
<td>NUMBER OF TECHNICIANS TRAINED</td>
<td>2,201</td>
</tr>
</tbody>
</table>

NUMBER OF PEOPLE WHO BECAME CERTIFIED TECHS IN 2019

| REGISTERED | 1,001 |
| CERTIFIED | 269 |
| MASTER CERTIFIED | 48 |
NEW RV SERVICE TECHNICIAN CAREER PATH CURRICULUM COMPLETED

Following successful pilot groups, Level 1 curriculum has been finalized. Level 2 began pilot testing and will be finalized in early 2020.

LEVEL 1 PILOT
30 TRAINING & TESTING
10 ADITIONAL JUST TRAINING

LEVEL 2 PILOT
31 TRAINING & TESTING

ELECTRICAL SPECIALIST
Converter, inverter, transfer switches, management systems, batteries (including lithium-ion), surge protection, solar, generators

ELECTRONICS SPECIALIST
Satellite systems, multi-plexing, control area networks (CAN)

CHASSIS SPECIALIST
Stabilization, leveling, electric steps, braking systems (including hydraulic and electric), vehicle weights

SLIDE-OUT SPECIALIST
Cable slide-outs, above floor slide-outs, through frame slide-outs (including screw-type, rack and pinion, hydraulic, flush mounted)

APPLIANCE SPECIALIST
Furnaces, air conditioning, refrigerators, water heaters (including traditional, instantaneous, hydronic), and combination systems

LEVEL 4
MASTER TECHNICIAN
This technician has completed all 5 Level 3 specialties through vendor trainings and is proficient in troubleshooting and repair of ALL the major systems and components within an RV.
Member Benefits

Research, Resources and Reports

The RV Industry Association provides research, resources and reports that allow members to stay informed of current and future market trends, consumer trends and policy trends, as well as resources on current laws, regulations and standards affecting the RV industry.

We help members make smarter decisions by providing the most up-to-date industry trends, forecast and market information. Our research studies and market data help members to plan how many RVs to produce, provide insight into the type of technology consumers want implemented into new models of RVs and allow members to tailor future designs to the next generation of consumer.

News & Insights

**News & Insights.** The go-to source for RV industry news, providing insight on the latest issues and trends affecting the RV industry and our members ranging in topic from signature programs, research and education to events, advocacy and the RV lifestyle.

Market Trends & Research

**RV Road Signs Quarterly Report.** Industry forecast featuring popular trends, sales projections and anticipated growth.

**Monthly Shipment Reports.** Detailed report featuring wholesale shipment numbers, providing the most up-to-date market information.

**Industry Profile.** A comprehensive look at wholesale production for the most recent 10-year period and an analysis of RV production related to the overall economy.

**RVs Move America Economic Impact Study.** A study of the annual economic impact of the RV industry at the national, state and local level.
Consumer Trends & Research

**Aftermarket RV Parts & Accessories Research.** The first of its kind research on the buying habits within the RV aftermarket. The study revealed what customers value most when it comes to buying in brick and mortar stores and online.

**Go RVing Communications Planning Study.** Provides data about the demographics and psychographics of prospective and current RV buyers and identifies effective marketing strategies for reaching them.

**Family Vacation Cost Comparison.** Compares the cost of eight of the most popular vacation types using a hypothetical family of four, consisting of two adults and two children. The study determined that RV vacations are by far the most economical – on average 27 percent to 62 percent less expensive on a per day basis compared to other vacation options analyzed.

New 2019 Studies

**2019 RVs Move America Economic Impact Study:** Released at the annual meeting of the RV Industry Association, this study revealed that the RV industry has an overall economic impact to the US economy of $114 billion, supporting nearly 600,000 jobs, contributing more than $32 billion in wages and paying over $12 billion in federal, state and local taxes. The study provides data for every state and congressional district across the country.

**2019 RV Aftermarket Parts and Accessories Consumer Survey:** Provided key insights on the aftermarket buying process and how the aftermarket contributes to the overall RVing experience. The research found that younger RVers are choosing to buy the most parts and accessories to make modifications and additions to their vehicles. In addition, two-thirds of surveyed RVers say buying the right parts and accessories to modify their RV enhances their outdoor experiences.
Laws, Regulations & Standards Resources

**Current Laws and Regulations.** A series of 15 research charts prepared by the RV Industry Association’s Government Affairs Department intended to be used by member companies as summary reference guides to state (or Canadian provincial) laws and regulations that impact the RV industry.

**Standards Compliance Resources.** Access to standards, handbooks and education series documents. The education series documents are 32 in-depth education resources for employees on the production lines of manufacturer member companies that focus on the critical aspects of manufacturing compliance and requirements in the NFPA 1192, ANSI LV or NEC codes and standards.

Standards created 6 training videos addressing top cited deviations

- **ELECTRICAL BOX SIZING**
- **ELECTRICAL GROUND CONTINUITY**
- **PLUMBING DRAIN SYSTEM LONG AND SHORT TURN FITTINGS**
- **PLUMBING DRAIN SYSTEM SANITARY TEE FITTINGS**
- **BONDING PROPANE PIPING SYSTEMS**
- **DISTRIBUTION PANELBOARD BASICS**
Social media expands the reach of research & resources, reports and more for members:

Facebook
- 79% increase (reach)
- 68,000+ impressions since inception over 10 months

Twitter
- 58% increase (impressions)
- 290,000+ impressions over 12 months
Member Benefits

Events, Trainings & Services

**RVs Move America Week**

RVs Move America Week is the time when the industry comes together to not only chart the future of the association, but to also make our united voice heard on Capitol Hill. Over 250 members of the industry participated in 19 committee meetings to set the strategic roadmap for the RV industry, as well as networking events.

The RV industry then had a strong showing on Capitol Hill when 150 members participated in 176 meetings with federal policymakers on issues critical to the growth of the $114 billion RV industry.

**Aftermarket Conference**

The RV Aftermarket Conference is a three-day event where suppliers and distributors in the RV industry meet to showcase the latest aftermarket products and services while developing strategies to expand their business in the coming year. The conference features one-on-one “meeting appointments” between RV suppliers and distributors, while also providing many social opportunities to learn vital business information from those who have a record of success in the industry.

<table>
<thead>
<tr>
<th>Suppliers:</th>
<th>Distributors:</th>
<th>Reps:</th>
<th>Total Meetings:</th>
</tr>
</thead>
<tbody>
<tr>
<td>63</td>
<td>18</td>
<td>11</td>
<td>817</td>
</tr>
</tbody>
</table>
Legal Symposium

In conjunction with the winter meeting of the association’s Lawyers Committee in February 2019, the Legal Department organized, hosted and presented the second annual RV Industry Legal Symposium. This event built on its inaugural year and continued to provide a full day of programming, with guest speakers and panelists presenting in-depth information on current legal topics of importance to RV industry counsel. Seminar topics included: Online Commercial Disparagement and Reputation Management, Recent Developments in Labor Law and NLRB Decisions, Flying in Formation to Prevent Litigation and Expert Witness Impact.

Dispute Resolution Program for Recreation Vehicles

The Association Legal Department facilitated the development of the Dispute Resolution Program for Recreation Vehicles (DRP-RV) administered by DeMars & Associates. In an effort to improve the consumer experience by giving RV owners a streamlined method of resolving warranty-related issues, DRP-RV provides a nationwide voluntary consumer mediation program that is available for free to the consumer of participating RV manufacturers.

Driving Policy Webinars

New in 2019, monthly Driving Policy Webinars provide concise but detailed updates on policy issues affecting the RV industry and our members. Topics covered issues at both the state and federal level including tax, trade, tariff, franchise, outdoor recreation and infrastructure. Recordings are available for members on the association website.

Standards Education Efforts

The standards team continued to focus their efforts on educating members through seminars and webinars on vehicle safety issues, the most common deviations, new standards, revisions to existing codes and the creation of comprehensive training materials for members. Standards education events included:

The fourth annual NHTSA Seminar, a full-day event, focused on the potential life stages of a recall: identifying a potential issue that requires further investigation, elevating such issue to a safety committee, investigating and identifying the elevated issue and administering a recall campaign; in addition to reviewing basic federal motor vehicle safety standards and the function of a safety committee.

Creating a Safer Workplace, a two-part seminar, concentrated on workplace safety and leadership training centering around plant management and executive level leadership. The training provided practical assistance for supervisory staff and support staff (engineers) on promoting safety through their interaction with people and their monitoring and correction of hazards and other safety risk. Practical skills, such as safety auditing and ergonomics assessment were taught, along with skills necessary to coach and promote safe behaviors on the manufacturing floor.
RV INDUSTRY ASSOCIATION AWARDS

DISTINGUISHED SERVICE TO THE RV INDUSTRY AWARD
Bruce Hopkins, RV Industry Association

DAVID J. HUMPHREYS RV INDUSTRY UNITY AWARD
Bob Parish, Wells Fargo Commercial Distribution Finance

NATIONAL LEGISLATIVE AWARD
Rep. Jackie Walorski, (R-IN)

DISTINGUISHED ACHIEVEMENT IN RV STANDARDS
Matt Miller, Newmar Corp.

NATIONAL EDUCATION SERVICE AWARD
Lance Wilson, Florida RV Trade Association

2019 RV AFTERMARKET PRODUCT OF THE YEAR
First Place: Bio-Kleen Products Inc.
Kleen Wash RV/Marine/Auto

Second Place: Hughes Autoformers
Power Watchdog & EPO Surge Protector

Third Place: Creative Products Group
Ultra E Pro Lock

2019 RV AFTERMARKET SUPPLIER OF THE YEAR
B&W Custom Trailer Hitches

2019 RV AFTERMARKET DISTRIBUTOR OF THE YEAR
Northern Wholesale Supply Inc.

2019 RV AFTERMARKET JIM BARKER LIFETIME ACHIEVEMENT AWARD
George Grengs

LINDSAY BABINSACK, SEBRITE FINANCIAL CORPORATION
CHASE BAERLINE, BANKSTON MOTOR HOME
THOMAS BENNETT, GENERAL RV CENTER
LARRY BESSE, PRIMEAUX RV
JAMES BONIN, PAN PACIFIC RV CENTERS, INC.
KYLE BONITA, TORKLIFT INTERNATIONAL
DEVIN BURTON, GIANT RECREATION WORLD
JUSTIN CARLTON, CARLTON CAMPING CENTER
MELANIE CARR, ESCAPEES RV CLUB
TRAVIS CARR, ESCAPEES RV CLUB
ADAM CHRISTOFFERSEN, WINNEBAGO
AMY CLOSTER, OWASCO RV
MICHAEL COWHERD, US ADVENTURE RV QUAD CITIES, LLC
JOEL CRAWFORD, TORKLIFT INTERNATIONAL
ASHLEY ELLIOTT, NORTHWEST RV
ZACH EPPERS, COACHMAN RV CLASS A DIVISION
SHANNON ESTERLY, COACH-NET
ROBERT FITZSIMMONS, CROSSROADS RV COMPANY
JORDYN FOOS, RV PRO
JEREMY GREENE, RV INDUSTRY ASSOCIATION

MICHILAH GRIMES, LIPPERT COMPONENTS
CURTIS GUNDER, FOREST RIVER
NICK HAARHUES, CAREFREE OF COLORADO
SAM JEFSON, WINNEBAGO
DUSTIN JOHNS, TRAVEL LITE RV
ANITA LIEN, RV DEALERS ASSOCIATION OF CANADA
BRYAN MELTON, AIRSTREAM
AJ PETTIS, RON HOOVER RV & MARINE OF WEST HOUSTON
STEPHANIE PUGLISI, RV FAMILY TRAVEL ATLAS
SAMANTHA ROCI, RV INDUSTRY ASSOCIATION
JOEY SCHNEIDER, OCEAN GROVE RV SUPERCENTER
CHRIS SMITH, FAMILY MOTOR COACH ASSOCIATION
TIM SUETKAMP, MITO CORPORATION
NICOLE SULT, LIPPERT COMPONENTS
ALEXA SZYBOWICZ, AIRXCEL
LEIGH TIFFIN, VANLEIGH RV
KARYN TORCOLETTI, ERWIN HYMER GROUP OF NORTH AMERICA
DANIEL TURK, AFFINITY RV
MOLLEE VEURINK, VEURINK’S RV CENTER
BRAD WALDEN, SOUTHERN RV

40 UNDER 40
Thank You Members

20 TWENTY Sustainable Manufacturing, Inc.
415 Cabins, LLC
ABC Marketing, Inc.
ActAir Built
Adams Auctions
Advanced RV
Adventurer LP
Ansell, Inc.
Alliance Recreational Vehicles Alpha Systems, LLC
Aluminum Trailer Company American Guardian Warranty Services, Inc.
American Surplus & Manufacturing Inc.
Castle Fish Houses
American Technology Components, Inc.
American Tire and Wheel Division of Americana Development, Inc.
Americas Building Products
AP Products
APCO Easy Care
Apex Graphics
API, Inc. (American Pacific Industries)
Aramark
ARC Representation & Consulting, LLC
Arneson
Arsenal Engineering, Inc.
Gold Heat
Arsow Distibuting, Inc.
Arterra Distribution
ASA Electronics, LLC
Atlas Trailer Co Products Ltd
Aventis By Zip Incl.
Aviso Coating Systems
B&B Metro Manufacturing Inc.
Bank of America
Bank of the West
Bank OZK
Bentam Built
Berkner Manufacturing Co.
Bames & Thromberg LP
BBAT
Bennett Truck Transport, LLC
Bentzer, Inc.
BJ Thompson Associates, Inc.
Black Series Campers, Inc.
Blue Ox
BIMPRO
Briston Creek RV, LLC
Brown & Brown of Kentucky
C.M.I. Automotive
Calamos Ltd.
Camco Mfg., Inc.
CampVer Worlding Inc.
Canadian Recreational Vehicle Association
Carefree of Colorado
Caruso Hudson Company
Casper North America, Inc.
Cavo Park Models & Cabin RV’s
Chinook Motor Coach, Corp.
Chrysler Group Fleet/PFA Fleet
Classic Accessories, Inc.
Clean Seal
CMH Manufacturing West, Inc.
Coach Glass
Coach House
Coach-Net
Cofair Products
Columbia Northwest, Inc. Aliner and Somerset Folding Campers
Command Electronics, Inc.
Compass Conversions
Comerente Design Build, Inc. dba Comerente Tiny Homes
Cranemate Composites, Inc.
Creative Products Group
Crown LP
Cummins, Inc.
CURT Group
D & R Agency, Inc.
D&M, Inc.
Dave Carter & Associates Corporate Office
DB Technologies, Inc.
Dealer Resources Group
DealerPRO RV Training
Dec-O-Inc.
Denso
DENSU Products and Services Americas, Inc.
Demera Group
Dexter Axle Company
Diamond Steved
DNA Enterprises Inc. dba Cremutery
Dometic Corporation
Drakony Energy
DRN Media Inc. dba RV news
Dura Faucet
Dometop Climate Control Systems Canad a
E-1 Fuel Systems
Eclipse Recreational Vehicles, Inc.
E-B Monte RV-Santa Fe Springs
Ekibet Supply Corporation
Elmow Corporation
Enasco Group Inc.
eVista, LLC
Evasive RV
Evasive RV Club
ET-A Elektrotechnische Apparate GmbH
Evet Logic,
Exponent
Fabric Services
Fargale Baker Daniels
Fairview USA Inc.
Family Motor Coach Assn.
Farmhouse Investments LLC dba Perch & Nest
Faxmap Corporation
Featherlite, LLC
Firextrix Inc.
Firextrix Integrals
FLAT’S OVEN Safety Band
Flexible Industries, Inc. Vehicle Seating Division
Flex Tech
Ford Sales, Inc.
Foresterie Insurance Co.
Forest River Inc. dba Heartlanders
Forxvail, Inc.
Foster & Associates
Freightliner Custom Chassis Corporation
Friday Technical Services, Inc.
Futron LLC
Future Sales
G & G Media Group LLC dba RV Business
Garm International, Inc.
GEICO
Gemina Products Inc.
Genesa Supreme RV, Inc.
Gerard Systems
Global Composite, Inc.
Go Power! A wholly owned subsidiary of Valterra Products, LLC
Gohren Coaching Consulting Group
Goshen Chamber of Commerce
Gulf Stream Coach
GWM Marketing Inc.
Hamers Ariel, Inc.
Haupfer Camper, Inc.
Harvest Hosts
Heard Business Media
HELLA Automotive Sales, Inc.
Hendrickson Truck Commercial Vehicle Systems
Hen’s Industries USA LLC
Henki Corp.
Hilltop Structures
HI-Enterprise, Inc.
Hokimine Manufacturing Corp
Huhtagorber Petersen
Hughes MultiMedia
Huntington Bank
HWM Corporation
IAPMO
Icon Technologies Ltd.
Indel Webasto Marine USA
Indigo River Tiny Homes LLC
Industrial Furnaces & Systems
InSlichel RV
Integrated Dealer Systems
International Code Council - Evaluation Services (ICCS-E)
International Sportmen’s Expositions International Thermal Research Ltd., TR
Interlift Testing Services NA Ltd.
ITC Inc.
Jaeger-Unitek Sealing Solutions, Inc.
JR Products
Kiddy Kosar RV
Kempgrounds of America
Kelcom Inc.
Kelmar Merv & RV
Kermor International, Inc.
KeyBank Capital Markets
Keystone Automotive Operations, Inc.
KING
Krof Manufacturing Co., Inc.
LAW Engineering, Inc.
Lancaster Log Cabins
Land Air RV LLC
Land Y’S Sales Distributing
Laurelton Distributors
Lazy Deae, Inc.
Leisure Travel Vans/Triple E RV
Level 3 Homes & Design dba Tiny Innovations
Lexius Communications
Liberty Cabins
Light Vision Corporation
Lindsey Research Services
LINE, S, LLC
Lionhead Tinve and Wheel
Lippert Components, Inc. - HQ
Liquid Steel LLC
Lithium Pros
Lomaki and Associates, LLC
Lotte Advanced Materials USA, Inc.
LTL Flexible Systems dba Boyd Corporation
M & T Bank
M.B. Sturgis Inc.
Magnadyne Corporation
Magpact
Marshel Excavator
Master Distributor-Corp. ROC
Plumbing
MBA Insurance, Inc.
McRitchie Fabrics Group
Reico Titan Products, Inc.
Rover Park, Inc.
Riverside RV, Inc.
Roadmaster, Inc.
Roadside
Robert Tihen Inc.
Robert W. Ball & Co., Inc.
Robert Wied Corporation
Rock Mountain Structures LLC
Rolling Acres Cabins, LLC
RSM US LLP
RVD Designer
R. V. Design
RIV Intelligence
RV Partner
RV Pro Magazine
RV Safety & Education Foundation
RV TECH Training Center
RV Trader
RVMH Hall Of Fame
RVLI
TVRV.com Classifieds
TVReverse
RVUSA.com
S.M. Osgood Company Corporate Office
SafeCo Insurance
Safety Step
Salen Distributors
Samex America
Schuyten Industrial Recycling Services
Sealco Marine and RV North America LLC
Semax Technologies
Service Group
Shae Industries Group, Inc.
Shepherd Sales
Sherwin-Williams
Showhauler Trucks
Shoopian, Inc.
Sika Corporation
Silverleaf Services
Skeighaw Corporation
Skyline Commander Corporation
Sleep Number Corporation
SleepyPucks LLC
Somfy Systems, Inc.
Spartan Motors, Inc.
Sportsmobile North, Inc.
Sportsmobile West
Spradling International
Stabil-I-Amco, Inc.
Star Bars, Inc.
Star Fleet Trucking, Inc.
State Wide Windows
Statistical Surveys, Inc.
Storyteller Overland, LLC
Stromberg Carlson Products, Inc.
Summit Bodyworks
Swagman
Swavellite Mill-Creek Fabrics
Syntec Sport
Syntec Industries, Inc.
Taffin Stephens & Holter LLP
TAMA Outdoors
TCE Inventory Finance, Inc.
Tea Cup Tiny Homes, Ltd.
TENCONFORM s.p.a.
Testing Engineers International, Inc.
TWO Connect, LLC dba Toga Group
The Composites Corporation dba Commodore Homes of PA
Thetford Corp.
Thrálide Homes
Thin-Line Corporation
Thor Industries, Inc.
Thum Insurance Agency, LLC
Tiffin Motor Homes, Inc.
Timberland
Tiny Homes dba Rugged Mountain Custom RV
Tiny Living Limited
Tom Manning & Associates
Tokit International
Toll Box Conversions, Inc.
Trailer Valet
Tweed Tire & Wheel Co.
TriMark Corporation
Tro Form LLC
Truck System Technologies
Tuma Corp.
Tumbleweed Tiny House Company
Tucon RV Brakes, LLC
Twelve Group
UPF Distribution LLC
U-HAUL International
Ultra-Fab Products, Inc.
Ultrafab, Inc.
Unified RV
United States Warranty Corporation
US Bank Recreation Finance
Utility Supply Group
Valterra Products, LLC
VandYke Enterprises
Vereign RV
VAS Vehicle Administrative Services
Velvac Inc.
Venutal Woodworking Inc.
Vahrar Corporation
Vantage Cottages, LLC & Daystar Builders, LLC
Vibrathia America LLC
Volta Power Systems
Vomela Specialty Company
Voyager Industries, Inc/Black Line Conversions
Wales Products Company, Inc.
W.D-40 Company
Webex Inc.
Wells Fargo CDF
Wesco Distribution, Inc.
Westland Sales - WLN Inc.
Westgate RV
Winnegroff Industries
Winnegroff Industries
Wirthco Engineering
Woodland Park, Inc.
Xventex LLC
Xtreme Outdoors LLC
Xylem, Inc. dba Flotek
Yamato Motor Corporation USA
Zamp Cptach dba Zamp Solar, LLC
Zon’s Tiny Homes