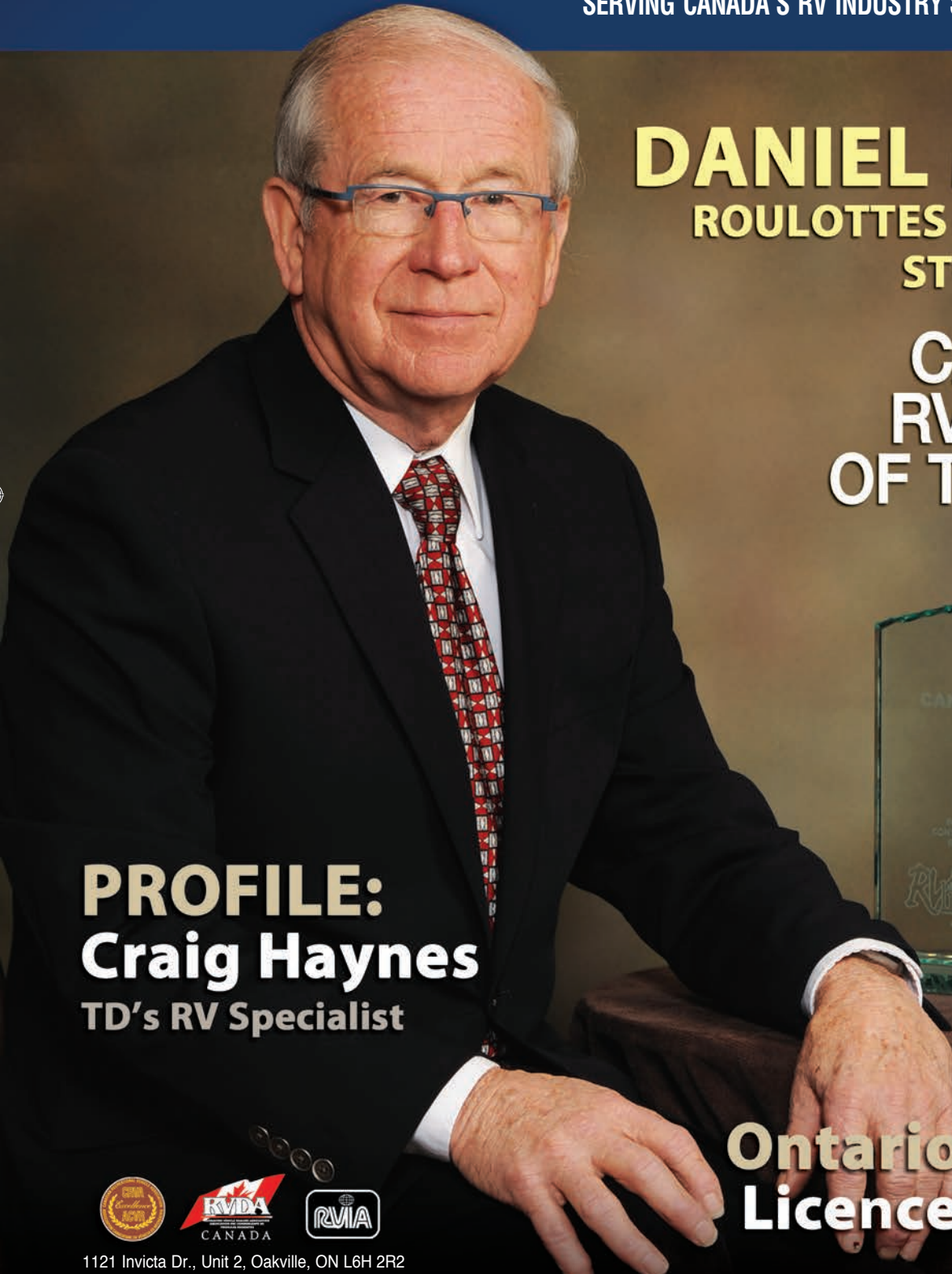


DEALER NEWS

SERVING CANADA'S RV INDUSTRY SINCE 1971 VOL 40 NO 1



DANIEL MORIN
ROULOTTES DESJARDINS
ST-JEROME, PQ

**CANADIAN
RV DEALER
OF THE YEAR**



PROFILE:
Craig Haynes
TD's RV Specialist

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Publishers MESSAGE



Over 40 years...

For over forty years, *Camping Canada's RV Lifestyle Magazine*, *Vie en Plein Air*, and *RV Lifestyle DEALER NEWS* have been proud to play an important role in the development of the Canadian RV industry.

Since its inception in 1969 with our first consumer magazine title for outdoor enthusiasts, *Canadian Recreational Vehicles*, our focus has been on the lifestyle activities of the Canadian family. We covered RVs, snowmobiles, ATVs, motorcycles, mopeds, boats and lawn and garden equipment. From that first magazine title, we developed more than 24 specialty magazines – each focusing on the recreational pursuits of Canadian families. We also conceived and produced the first Canadian consumer motorcycle and snowmobile shows, which we ultimately sold to the various trade associations. At their peak, each of the magazines rose to the forefront of their respective recreational sector.

In 1971, we created *Camping Canada Magazine*, followed shortly thereafter by *Vie et Camping*, and *Canadian Camping* and *RV Dealer*. Today's *RV Lifestyle Magazine*, *Vie en Plein Air*, and *RV Lifestyle DEALER NEWS*.

From the very beginning, we assisted in the creation and promotion of Ontario's first ever dealer show, along with such legends as Andy Thomson Sr., Leo Hogan, Don Sneyd, Fred Benninger, Peter Hughes, and others. This show has grown to become the very successful ORVDA show series, organized by ORVDA's Larry Boyd, one of our RV Lifestyle Magazine staff alumni.

We also assisted in the creation and growth of the Canadian and provincial RVDA movements, and provided a wealth of expert information for Canadian RV enthusiast families. During the past 40 years, we have distributed more than 11 million copies of *Camping Canada's RV Lifestyle Magazine*, and 3.5 million copies of *Vie en Plein Air*. In recent years, we bridged the technology gap by producing digital editions to complement our print magazines – today, our websites reach millions of on-line readers every month, in addition to our print subscribers and newsstand readers.

I could not begin to calculate the number of RV purchases that have been influenced over the years by our articles, and by the readers of our magazines.

I can, however, tell you that I am extremely proud of the 40-year contribution that we have made to the RV industry, and to the families who rely on us to bring the thrill of the RV lifestyle to their mailboxes and their computer screens every month.

Among our proudest achievements is the creation and sponsorship of the *Canadian RV Dealer of the Year Award*.

In 1988, when George Ens and Norm Rosen suggested that we create a memorial award to commemorate the career of the late Walt Paseska, we decided that this tribute should reflect the character and contribution to the community made by a Canadian RV dealer. This would not be a sales performance-based award – but a gesture of recognition for a long-term commitment to the industry, the community, and the RV lifestyle as a whole.

In this issue, we celebrate the 2010 Canadian RV Dealer of the Year, Daniel Morin, of Roulottes Desjardins, in St. Jérôme, Québec. Daniel is a true gentleman, whose dedication to the RV community makes him an outstanding role model for the next generation of RV dealers. Félicitations, Daniel, on a wonderful career, and a very significant contribution to the industry!

You will soon receive notification that the nomination process has begun for 2011, and this year's award presentation will once again be the entertainment highlight of the RVDA of Canada dinner at the Louisville RV Show on November 28. Please consider the field of nominees in your home province, and help us carry on the celebration of this tradition of excellence that is unparalleled in the RV industry.

William E. Taylor,
Publisher



Dealer News

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Daniel Morin

Roulottes Desjardins, St-Jérôme, Quebec

When Camping Canada's RV Lifestyle Magazine established the Canadian RV Dealer of the Year award in 1989, in memory of Walt Paseska, of Walt's Trailer Sales, Headingly, Manitoba, the goal was to honour one dealer each year, whose dedication to the growth of the RVDA movement in Canada, the promotion of the RV experience to the general public, and charitable efforts on behalf of the community at large would set an example for his or her peers.

Daniel Morin, of Roulottes Desjardins in St-Jérôme, Quebec, fulfills all of these criteria and more – his selection as the 2010 Canadian RV Dealer of the Year reflects the very best qualities of any business leader. A strong supporter of the RVDA movement, he has made significant long-term contributions to the industry at large, to his community, and to the growth of RV travel as a family vacation alternative.

Daniel Morin has been active in the RV industry for more than 45 years, and is a founding member of ACVRQ / RVDA of Quebec. Active at all levels within the Canadian RV industry, he has served as a member of the Boards of Directors of ACVRQ / RVDA of Quebec, GORVING and RVDA of Canada.

Daniel Morin sees the RV experi-

ence as an all-encompassing vacation lifestyle – Roulottes Desjardins is one of a handful of Canadian RV dealerships that annually sponsors several campgrounds in their region.

The nomination documents for the 2010 Canadian RV Dealer of the Year reflect the tremendous respect that Daniel has earned from all levels of the industry, and the community at large.

In the official letter of nomination, Jean-François Lussier, President of the ACVRQ, summarized a career spanning more than four decades:

"It is our pleasure to nominate Mr. Daniel Morin, President of Roulottes Desjardins, for the 2010 Walter Paseska Commemorative RV Dealer of the Year Award.

Daniel Morin has worked in the RV industry since he was in his twenties. He started with a small dealership installed in a mobile home, with only three units on the lot. Today, his dealership presents more than 250 units and offers five service bays. Throughout his brilliant career, he has always shown implacable thoroughness and matchless concern for a job well done. In his 45-year career, he has many successes to his credit and can be very proud, because he has achieved his objectives. Daniel Morin has kept pace with the industry's evolution and adapted from season to season. This

has always let him adapt his products to position his company among the best. His go getting personality, his expertise and his openness make him a respected figure in the RV industry.

Daniel Morin's generous nature and entrepreneurial spirit led him to get involved in founding the Association des commerçants de véhicules récréatifs du Québec / RVDA of Quebec and through his career, he has served on various boards of directors, such as: ACVRQ / RVDA of Quebec, Go RVING and RVDA Canada. These involvements allowed him to transmit and apply his knowledge to ensure the growth of this industry's different sectors.

Daniel Morin and his team use every means to support their industry for the good of society. Every year, he subsidizes and/or supplies several campgrounds in the Laurentian region so that lovers of camping can benefit from these sites to have fun and relax.

Daniel Morin has been so successful at transmitting his passion that some of his children have chosen to make a career in the RV industry."

In an era when many children look elsewhere for career opportunities, Daniel's family has grown up with the goal of participating in the business. Sylvie and Stéphane Morin provided this very eloquent insight into Daniel's long-term accomplishments as part of

the Dealer of the Year nomination documentation:

"Entrepreneur, go-getter, innovator - Daniel Morin, together with his wife Thérèse, had a dream when he took the reins of Roulottes Desjardins 41 years ago. His years of experience in the automobile industry, where he had climbed the ladder as a mechanic, foreman, department manager and finally sales manager, was a springboard to acquiring a solid foundation for starting up the business that became Roulottes Desjardins as we know it today.

Passionate about his work, he expanded his knowledge of the industry through his involvement in various movements and associations throughout his career. These commitments allowed him to develop rewarding relationships with his peers, with the common objective of working for the development of the RV industry. This industry involvement has allowed him to stand out as an extraordinary

administrator in his company's everyday management.

A hard-working perfectionist, Daniel has always been dedicated to achieving everything he undertakes. His greatest motivation is the satisfaction of his many customers. His devotion to them means that he does not hesitate to play any role in the company to help them as effectively as possible. Creative and innovative, he considers that there are no problems – only solutions.

A veteran career man, he is also an exemplary husband, father and grandfather who has always looked out for his family's welfare. He made it possible for us, his children, to have a privileged education. He always encouraged us to aim higher and do our best. He has taken care to make the right decisions in everyone's interest. A humble man, he is not satisfied with past successes, but always aims to do better next time.

He is an undeniable reference for

his peers because of his experience, and an attentive coach for his employees. For us, his family, who are lucky to work with him daily, he is not only a mentor, a father and a friend – he is also a source of inspiration for the values he was able to convey to us."

One of the most important criteria for the Canadian RV Dealer of the Year Award is the relationship that a dealer has with his or her customers. Among the documents supporting Daniel Morin's nomination, was a letter from Sylvie Paillé and Michel Bordeleau, long-term customers of Roulottes Desjardins, whose comments are an inspiration for all dealers who aspire to success in the RV community.

"This year, we are completing our eighteenth season of RV'ing. In 1993, we had opted for this type of recreation after the birth of our second child, Gabrielle, who completed our family, already enlarged by Olivier's arrival in 1990.

We chose this type of recreation



Roulottes Desjardins,
St. Jerome, P.Q.



The Staff of Roulottes Desjardins

because it corresponded to our everyday values. Also, this was an economical form of recreation, which allowed us to fully live our two passions: nature and travel.

At that time, we were looking for a small tent trailer that could be towed

by a car with limited towing capacity.

The first dealer that we visited in 1993 in our region was Roulottes Desjardins, owned by Mr. and Mrs. Morin. We were immediately won over by their charm and warm welcome. Our children were delighted browsing

from one tent trailer to another in the immense showroom.

This characteristic welcome was maintained over the years, on each of our visits to Roulottes Desjardins and at the annual RV Shows in Montreal. Mr. and Mrs. Morin took the time to

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greet us and find out about our children. No doubt, this privileged contact was the key factor in our loyalty and our association with this RV dealer. Today we are on our fifth RV, and every time we had to change, we based our decision not on the brand and then the dealer, but on whether a model was available at Roulottes Desjardins. This

kind of reasoning cannot be based on anything but trust.

Changing RVs involves a sale and a purchase. Once again, Daniel and Thérèse Morin were able to guide us clearly on the selling prices of our units, well before they offered us their products. Every time, we brought our buyers to the dealer, and they also felt

that they could trust him. Once we had completed our sale, we moved on to the next step – taking possession of our new RV. This moment was always highly prized by every member of the family and enhanced by Mr. and Mrs. Morin.

Throughout our long association, which has lasted nearly twenty years, like any good RV owner we had to use

The Canadian RV Dealer of the Year Hall of Fame

The Canadian RV Dealer of the Year Award was established in 1989, in memory of Walt Paseska, of Walt's Trailer Sales, Headingly, Manitoba, whose outgoing personality and tireless efforts on behalf of his community, and the RV dealers of Manitoba, were an example for all RV dealers throughout Canada.

The award, conceived, sponsored, and presented each year by the Camping Canada group of publications – RV Lifestyle Magazine, Vie en Plein Air, and RV Lifestyle Dealer News, has become the most coveted achievement in the Canadian RV industry – the highest honour a Canadian RV dealer can receive from his or her peers.

Since the award was first presented in 1989, the roster of Canadian RV Dealers of the Year has grown to include some of the most respected members of our industry. As we celebrate the 20th annual presentation of the award, the list of nominees has grown to more than 100 of Canada's finest RV dealers.

The criteria for the award reflect Walt Paseska's enthusiasm and dedication to the growth of the RV industry. Nominees are selected by the various RVDA chapters throughout Canada in recognition of their commitment and participation in the RVDA at the provincial or national level; recognition by customers and peers as a person with the highest integrity and credibility in both work and personal life; charitable contribution to the community at large; and long term dedication to the RV industry, and promotion of the RV lifestyle by the acting dealer principal of a recognized full service RV dealership.

Daniel Morin joins the winners of the Canadian RV Dealer of the Year Award:

- 2009 Dave Dobson, *RV World, Waasis (Fredericton), NB*
- 2008 Wayne Hambly, *PEI Home & RV Centre, Charlottetown, PEI*
- 2007 Marty Vellner, *Vellner Leisure Products, Red Deer, AB*
- 2006 Kim Stone, *Stone's RV & Home Center, New Glasgow, NS*
- 2005 Robert Rémillard, *Centre du Camping Rémillard, St-Jean-sur-Richelieu, QC*
- 2004 Jack Bell, *Chemo RV Sales & Service, Williams Lake, BC*
- 2003 Shelly Shewchuk, *Recreation World RV's, Thunder Bay, ON*
- 2002 Derek Dobson, *Leisure Time RV Sales, Saint John, NB*
- 2001 Woody Paylor, *Woody's RV World, Red Deer, AB*
- 2000 Art Pike, *Westgate RV Centre, Kelowna, BC*
- 1999 Bill Redmond, *Bucars RV Centre, Calgary, AB*
- 1998 Ken Langevin, *Walt's Trailer Sales, Headingly, MB*
- 1997 Don Sneyd, *Ruston RV Centre, Burlington, ON*
- 1996 Louis Gaudette, *Roulottes RG Gagnon, L'Assomption, QC*
- 1995 Don Main, *Pik-A-Dilly Trailer Sales, Brandon, MB*
- 1994 Eleanor Powers, *Claynor RV World, Langley, BC* & Fred Benninger, *Mobilife RV Centre, Kitchener, ON (tie)*
- 1993 Gary Hodgins, *RV City, Morinville, AB*
- 1992 Gil Robert, *GNR Camping World, Winnipeg, MB*
- 1990 Doug Williams, *Twin City Trailer Sales, Bedford, NS*
- 1989 Doug Petrie, *Niagara Trailer Sales, St. Davids, ON*

the service and parts departments regularly. Whenever we needed repairs or maintenance, Mr. Morin always returned our unit with the problems solved. During our many trips, we were always reassured, because Mr. Morin was never farther than a phone call away. We remember the time that our fridge broke down in Parc National de Forillon, in the depths of the Gaspé Peninsula. We were able to solve the problem over the phone, without any other outside assistance.

How many times did I show up at Mr. Morin's counter with a pump, a battery, a pipe, or my maintenance log! On each occasion, Mr. Morin took the time to receive me, listen to me and give me sound advice. The same was true of the parts department staff. Whenever we had to choose or buy a component for the RV, we did not hesitate to request Mr. Morin's expertise and knowledge.

Today, 100,000 km and five RV's later, going from a Coleman light tent trailer to a Jayco Designer, we have been able to meet our constantly growing needs by choosing an appropriate RV. These wise selections allowed us to fully experience our highly varied vacations, appreciated by the entire family. Just one constant emerges from this association with Roulottes Desjardins and ought to be emphasized: the loyalty and trust that come from dealing with sincere human beings.

Mr. and Mrs. Morin, thank you for helping us live our passion fully through all these years and thus letting us pass on this precious legacy to our children." Sylvie Paillé and Michel Bordeleau.

It is this special relationship with clients, contemporaries within the industry, and the community at large that distinguishes our Canadian RV Dealers of the Year. RV Lifestyle Magazine, Vie en Plein Air, and RV Lifestyle DEALER NEWS are proud to join the RVDA of Canada in recognizing Daniel Morin as the 2010 Canadian RV Dealer of the year! 🌟

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CRAIG HAYNES

CRAIG HAYNES

TD'S Mr. RV

RV Lifestyle DEALER News recently had the opportunity to interview Craig Haynes, National Sales Manager, Recreational Products, TD Financing Services. Craig has a unique perspective on the RV industry, and a solid background in RV and related industries – we asked him to share some financial insights with the members of the Canadian RV industry.

DEALER NEWS: Craig, what is your financial background?

Craig Haynes: I have spent the past 14 years with TD in the sales and marketing area of our recreational and automotive portfolios. Prior to that, I worked my way through the ranks on the retail dealership side of the business. It is my strong background in the retail and finance aspects of this business that gives me a firm foundation and comprehension of what an independent dealer's needs would be - from a financial service provider viewpoint.

This background really is what differentiates our team from other banks and runs right through our organization.

DEALER NEWS: Please describe your current role at TD Financing Services:

Craig Haynes: As of November 2010, I assumed a newly created position as National Sales Manager, Recreational Products, working towards developing a dedicated sales and support team to work with our RV, Leisure, and Marine dealer partners. In addition to this, I am working closely with our manufacturer partners in the recreational products space to develop finance and marketing programs.

DEALER NEWS: When did TD Financing Services decide to focus on and specialize in RV Dealer Financing?

Craig Haynes: TD has had an RV financing program in place for more than 10 years and has gradually developed it, growing its market share. Now that we are building a dedicated sales team through TD Financing Services, we look forward to providing better service and support, not readily available through other lenders. This segment of our business is unique and we feel deserves a dedicated group of

people to focus on it. We look forward to having a team in place by the end of the year, working with dealers to help build their business.

DEALER NEWS: Within the RV Dealer financing service framework, TD Financing Services has been gaining momentum over the last year; what do you attribute this to?

Craig Haynes: We have spent the last several years gaining momentum – we have a flexible program that encompasses various RV Dealers needs – it's competitive and easy to use. Plus, with the support of a sales team available to provide advice and support, we've been able to work more closely with dealers.

DEALER NEWS: What does your product team expect to see in 2011 and beyond as far as the economy in general is concerned?

Craig Haynes: We think that the market and economy in the RV industry is rebounding. The strong Canadian currency should help dealers, and provide Canadians better than ever pricing, helping to propel the market forward. I believe that manufacturers will continue to make RV's affordable, and we expect that the market will be strong in the future. We expect interest rates to stay low based on historical

“Market leadership can only be attained after an organization becomes **DEDICATED** to that market”

levels further increasing affordability for consumers.

DEALER NEWS: What Makes TD Financing Services programs different from other lending institutions from the perspective of the Canadian RV Dealers?

Craig Haynes: The dedicated sales team we are building is both internal and external, so support is readily available to each of our RV dealer partners. Our external sales consultants are available to work with dealers in-store, while our

internal sales force is available to answer questions or review transaction details on the phone. In addition, we recently announced enhanced hours, and are open 7 days per week. In a further effort to offer best in class service we operate three funding shifts during the peak season to expedite the process and keep our dealers cash flow moving.

DEALER NEWS: What are your plans to grow your dealer financing service programs and what advice do you have for the RV Dealer for the 2011 season and beyond.

Craig Haynes: Most RVs today are financed in one way or another. My advice would be to embrace finance as both a tool and a profit centre. Our programs are uniquely designed to help dealers sell more units and drive up profits on the units that they are already selling. Our plan is to continue to work with dealers to help them close more sales. We are dedicated to forming lasting business partnerships with RV dealers from coast to coast, and as a financial services provider we see our role as not just a service provider, but also a valued advisor. ✦

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1-888-743-9378
www.campkins.com

New Glasgow, NS
STONE SUPERIOR
HOME LTD
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www.stonesrv.com

Sept-Îles, QC
ROULOTTES RT
(418) 962-3031
www.roulottesrt.com

Atlas Trailer Coach Products

Serving the Canadian RV industry since 1971

RV Lifestyle DEALER NEWS had the pleasure of visiting the 15th Annual Niagara Fall Festival, where Atlas Trailer Coach Products celebrated its 40th Anniversary.

A record number of Canadian RV dealers and suppliers were in attendance at the beautiful Niagara Fallsview Convention Centre to view the largest parts and accessories trade show in Canada. The show featured displays from all of the major RV sup-

pliers, as well as a full schedule of seminars spanning a full range of topics of interest to RV dealers and service techs. Experts from each supplier were on hand to provide in-depth information on their products.

The 15th annual Niagara Fall Festival trade show provided an excellent opportunity for dealers to purchase their parts and accessories, and take advantage of the pre-season booking savings.

This show has built a reputation for its hospitality, and dealers from all across Canada enjoyed the facilities at the Sheraton, and at the show venue at the Niagara Fallsview. Following the show, guests were treated to an evening of entertainment and fine dining in the

magical Greg Frewin Dinner Theatre – it was an evening to remember, and an opportunity to renew friendships and meet RV dealers from all parts of Canada.

It was wonderful to see how Atlas has grown as a family business, dedicated to helping families enjoy the RV Lifestyle. A leader in the Canadian RV warehouse distribution sector since its incorporation in 1970, Atlas now has 3rd generation family members active in the business.

Every year, the Atlas Fall Festival gets bigger and better. Why not mark your calendars to attend the 16th Annual Buying Show in Niagara Falls, Ontario, November 15-16, 2011. 🍁





ATLAS

Trailer Coach Products



“ Staying in business for forty years doesn’t just come by chance; it takes focus and hard work. You learn to appreciate our valued customers, work with a dedicated staff, top suppliers and build relationships ”

SAYS GARRY BEWERNICK, PRESIDENT.



RV lifestyle CANADIAN HOSPITALITY NIGHT

SAL GROUP-Industrial Alliance Pacific Insurance and Financial Services Inc. (IAP) returning as Title Sponsor, Hospitality Night in Louisville.



SAL GROUP, a division of Industrial Alliance Pacific Insurance and Financial Services Inc. continues its long-term support and remains the presenting sponsors of this year's event.

Kevin Calladine, National Business Development Manager, SAL Group said he is excited that the company is continuing its commitment to RV Lifestyle's Canadian Hospitality Night and is looking forward to fostering longstanding relationships with the RV dealer body. "The Canadian Cocktail party gives us an opportunity to continue our role as a title sponsor and to show the dealers our ongoing support. The success of Canadian RV industry is important to us, and we appreciate the confidence and trust that dealers have in our quality products and services. It gives us a chance to thank them for their partnership, which we intend to grow for many years to come,"

Calladine explained.

"The generosity and relaxed atmosphere of the Canadian cocktail party is what the dealers look forward to after a long day of walking the show. We look forward to celebrating our mutual achievements and to continue working closely with our dealer partners in an effort to maximize their business potential. We are also eager to engage in business development opportunities with other dealers who want to expand their business accomplishments", said Trevor Smolski, SAL Group's Regional Manager for Alberta.

As SAL GROUP – IAP returns as the title sponsor, we celebrate their 16 years of helping us present the RV Lifestyle Magazine Canadian Hospitality Night. SAL GROUP – IAP partners in the event with third year co-sponsor RBC Royal Bank.

George Steinsky, National Sales

Director, Indirect Lending at RBC Royal Bank is pleased to continue sponsoring the Canadian Night. "We're proud of our support of the RV industry through this event, sponsorship of the RVDA and, most importantly, our record as a consistent lender with committed industry experts." Dave Stefanuk, RBC's most recognized RV specialist, shares George's enthusiasm. "We work hard to help our dealers at every show and behind the scenes with approvals and funding, and it's great to get together with everyone at this annual event."

The popular Louisville event will take place on Tuesday, November 29, 2011 in Ballroom A at the conveniently located Crowne Plaza/Airport Hotel (formerly the Executive Inn) – right in front of the Louisville Expo/Fair grounds. For directions to the venue please go to www.cplouisville.com. 🍁



RBC Royal Bank® Let us help CREATE your dream.

A team of Industry Experts, offering Innovative Client Solutions, and On Site Financing.



1

1. Co Sponsor RBC Royal Bank's Western Canada RV Sales Specialist Dave Stefanuk



2

2. Pleasure Ways Terry Ruple with Darren Gelowitz/Village RV, Regina



5

3. Thunder Bay's Woody's Trailer World Ltd Tom and Sharon Woodbeck, with Christie RV/ Sault Ste. Marie Dave Christie



3

4. (L-R) Rob Williamson, LMG, Leonore Hamm Executive VP RVDA of Cda, Sherry Denesha, Executive Dir. Go Rving, Jeff Redman, Bucars RV Airdrie

5. Welcoming the Crowd Co-Sponsor RBC Royal Bank VP Indirect Lending George Steinsky

6. (L-R) House Smart, Fred Benninger, Guelph, ON with Jean-Luc Dupuis, Pierre Belanger, Alain Roy and Greg Brazeau, Earlton RV.

7. (L-R) Garth and Terry Bromley, Transcona RV Sales, Winnipeg, MB



4



6



7



Title Sponsors: (L-R) Nick Bradbury, Fixed Operations Specialist, SAL BC; Robert Thompson, Business Development Manager, SAL Ontario; Trevor Smolski, Regional Manager, SAL Alberta; Mike Brooks, Fixed Operations Specialist, SAL Prairies; Mark St. Laurent, Business Development Manager, SAL Prairies; Vicki Yan, Marketing Manager, SAL Group; Aiden Craig, District Marketing Representative, SAL Atlantic; Véronique Leblanc, Prélóc Administrations; Michel Rousseau, Prélóc Administrations; Maryse Leclerc, Prélóc Administrations; Brian Thomson, Fixed Operations Specialist, SAL Alberta.

Making It Easier For Ontario RV Drivers To Enjoy Summer

McGuinty
Government
Saving RV
Owners Time and
Money



Starting July 1, drivers can tow recreational vehicles (RVs) if they have a full class G licence. This will make it easier for Ontarians to travel this summer and save RV owners about \$200 in initial licence costs.

Until now, Ontario drivers have needed a class A licence to tow RVs that weigh more than 4,600 kg. With this change, Ontarians can tow and operate RVs with a full class G licence as long as:

- The combined weight of the motor vehicle and RV is not more than the current 11,000 kg limit
- The RV is attached to the motor vehicle by a fifth wheel hook-up
- Only one vehicle is being towed
- The RV meets Transport Canada manufacturing standards
- The RV is being towed for personal use only.

These changes will make it easier for Ontarians to travel with RVs, support the province’s RV industry and promote tourism, while keeping our roads the safest in North America.

QUICK FACTS

- Drivers must have a full G licence, not a G1 or G2.
- This change aligns Ontario with driver’s licence requirements for RVs in 41 U.S. states and six Canadian provinces and territories.
- This change for towed RVs is also consistent with the current require-

ments for operators of motor homes.

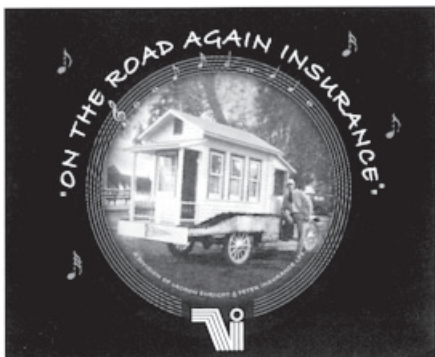
- The Ontario Recreation Vehicle Dealers Association will provide mandatory orientation and training to the purchasers and owners of large, towed recreational vehicles through all RV dealers in Ontario, to further support road safety.
- The number of fatalities from motor vehicle collisions in Ontario was the lowest ever recorded, according to the most recent statistics.

For more information contact the Ontario Ministry of Transportation at ontario.ca/transportation 🍁

Comment for the ministry of transport license change piece in Dealer News:

“ This is the **BEST THING** to happen to the RV industry in Ontario in many years. Economically, it opens up a whole new wave of **SALES** and **MARKETING OPPORTUNITIES** in the province. The Ontario Recreation Vehicle Dealers Association and its 221 members are delighted with this change as it will **IMPROVE THE RV EXPERIENCE** both at home, in Ontario, and wherever Ontario residents travel with their RVs ”

LARRY BOYD,
EXECUTIVE VICE-PRESIDENT,
ONTARIO RECREATION VEHICLE DEALERS ASSOCIATION.



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INDUSTRY EVENTS 2011

2011

SEPTEMBER

September 12 – 13, 2011 (*trade days*)
September 14 – 18, 2011 (*public days*)

PENNSYLVANIA RV AND CAMPING SHOW

Giant Center, Hershey, Pennsylvania
Contact: (888) 303-2887
www.largestRVshow.com

September 22-25, 2011

SNOWBIRD RV SHOW & SALE

Tradex Building, Abbotsford, BC
Contact: Amanda Henschell
(604) 870-4678 (870-GORV)
www.rvshowsbc.ca

OCTOBER

October 3 – 7, 2011

RV DEALERS INTERNATIONAL CONVENTION/EXPO

Rio All-Suite Hotel & Casino
Las Vegas, Nevada
Contact: (703) 591-7130

October 15-16, 2011

YEAR-END RV SHOW & SALES

Lansdowne Park – Ottawa Civic Centre
Contact: (877) 817-9500

October 14-16, 2011

TORONTO FALL RV SHOW

Congress Centre
Contact: (888) 331-8885

NOVEMBER

November 29 - Dec. 1, 2011

49TH ANNUAL NATIONAL RV TRADE SHOW

Kentucky Exposition Center
Louisville, Kentucky
Contact: (703) 620-6003

2012

JANUARY

January 19-22, 2012

TORONTO RV SHOW

Congress Center
Contact: (888) 331-8885
www.rvshowtoronto.ca

January 26-29, 2012

43RD ANNUAL CALGARY RV EXPOSITION & SALE

BMO Center
Contact: (888) 858-8787
www.rvda-alberta.org/rvshows.asp/

January 26-29, 2012

HALIFAX RV SHOW

Exhibition Park
Contact: (888) 454-7469
www.arvda.ca

FEBRUARY

February 2-5, 2012

EARLYBIRD RV SHOW & SALE

Tradex Building, Abbotsford, BC
Contact: Amanda Henschell
(604) 870-4678 (870-GORV)
www.rvshowsbc.ca

February 3-5, 2012

HAMILTON RV & CAMPING SHOW

Careport Center
Contact: (888) 331-8885;
www.rvshowhamilton.ca

February 9-12, 2012

32ND ANNUAL EDMONTON RV EXPOSITION AND SALE

Expo Center
Contact: (888) 858-8787
www.rvda-alberta.org/rvshows.asp

MARCH

March 1-4, 2012

TORONTO INTERNATIONAL CENTER RV SHOW

International Center
Toronto, Ontario
Contact: (888) 331-8885
www.torontointernationalrvshow.ca

March 1-5, 2012

RED DEER RV SHOW

Westerner Park
Red Deer, Alberta
Contact: (800) 242-2593

March 2-4, 2012

MONCTON RV SHOW

Coliseum Complex
Moncton, New Brunswick
Contact: (888) 454-7469
www.arvda.ca

March 2-4, 2012

RED DEER RV SHOW

Red Deer, AB
Contact: 800-242-2593

March 8-11, 2012

CENTRAL ALBERTA RV SHOW & SALE

Westerner Park
Red Deer, Alberta
Contact: (403) 356-9399

March 8-11, 2012

MANITOBA RV SHOW AND SALE

Winnipeg Convention Center
Contact: (204) 452-1227

March 8-12, 2012

MONTREAL RV SHOW

Olympic Stadium
Contact: (514) 338-1471
www.salonvr.com

March TBD

THE CHILLIWACK HUMDINGER RV SHOW & SALE

Chilliwack Heritage Park Facility,
Chilliwack, BC • 1-877-662-7233
chilliwackrvshow@telus.net
www.chilliwackrvshow.com

March 29 - April 1, 2012

QUEBEC CITY RV SHOW

Centre de foires
Contact: (514) 338-1471
www.salonvr.com

March 30 - April 1, 2012

KITCHENER RV SHOW

Kitchener Memorial Auditorium (The Aud)
Contact: (888) 331-8885
www.rvshowkitchener.ca

SEPTEMBER

September 27-30, 2012

SNOWBIRD RV SHOW & SALE

Tradex Building, Abbotsford, BC
Contact: Amanda Henschell
(604) 870-4678 (870-GORV)
www.rvshowsbc.ca

OCTOBER

October 26-28, 2012

TORONTO FALL RV SHOW

Congress Center
Contact: (888) 331-8885
www.torontofallrvshow.ca

ATLAS

Trailer Coach Products

16th Annual Anniversary Buying Show



Niagara Falls

November 15 - 16, 2011

Mark your calendar

Watch for more details



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