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Updates from the FRVTA Board President

As we move into March, I want to take a moment to highlight the importance of ongoing education and training in our industry. Skilled technicians are the backbone of the RV business, and ensuring they have access to quality training is one of our top priorities... [read more...](#)

Florida's 2026 Elections are Officially Underway

by Andres Malave. While the legislative session doesn't begin until the first week of March, the 2026 election cycle is already in full swing. With major political shifts on the horizon and several key elections coming up, Florida voters have plenty to watch in the months ahead... [read more...](#)

Are You Fully Protected Against an Unfair & Deceptive Practices Claim?

by Ejola Cook. A favorite cause of action for consumer attorneys is to claim violations of Florida's Deceptive and Unfair Trade Practices Act. Part of the reason the attorneys love this statute is that a Dealer does not even have to break a law to be held liable. It also allows the plaintiff's attorney a right to legal fees... [read more...](#)

Creating Lifelong Customers

by Traeanne Reynolds. In the competitive RV dealership industry, cultivating lifelong customers is essential for sustained success. Implementing a customer-centric sales process not only enhances loyalty but also significantly reduces costs associated with acquiring new customers... [read more...](#)

Two-Day Dometic Technical Training in Tallahassee

ONLY 5 SPOTS LEFT! The two-day program will focus on the operation, common issues and accurate diagnosis of a wide range of Dometic products. This will include expanded hands-on training, technical discussions and troubleshooting in a modularized format. The full 2-day program will include Air Conditioners, Refrigerators, Furnaces, and Water Heaters.

Technicians will receive hours towards RVIA certification based off which modules they attend. The event is being held March 19-20 in the Tallahassee area. REGISTRATION MUST BE RECEIVED BY FRIDAY MARCH 7TH...

[register here...](#)

Two-Day Dometic Academy is Coming to Ft Lauderdale

The two-day training session will cover Air Conditioners and Water Heaters on Day One and Furnaces and Refrigerators on Day Two. The event is being held April 23-24 in the Ft Lauderdale area. Classes are limited to 20

participants so register asap. REGISTRATION MUST BE RECEIVED BY
FRIDAY MARCH 21ST... [register here...](#)

FRVTA Government Affairs Committee

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

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

Region 1 • No Meeting

Region 2 • Mar 19th • [Brio Italian Grille](#) • 3101 PGA Boulevard • Palm Beach Gardens

Region 3 • Mar 18th • [Sheraton Tampa Brandon](#) • 10221 Princess Palm • Tampa

Region 4 • No Meeting

Region 5 • No Meeting

Region 6 • No Meeting

Region 7 • Mar 25th • [Braised Onion](#) • 754 NE 25th Ave • Ocala

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

NEW MEMBERS

FIREFLY INTEGRATIONS

Mike Butler
1013 Elroy Dr
Middlebury, IN 46540-8550
PH: 574-825-4600
Website: www.fireflyint.com
Email: info@fireflyint.com
Supplier (S), Region 10

MODERN BUGGY RV

Earl Williams
19475 US Highway 12
Edwardsburg, MI 49112-9264
PH: 269-224-1126
Website: www.modernbuggyrv.com
Email: ctruex@mod-bug.com
Manufacturer (M), Region 10

TANK RANGERS

Gabriel Munoz
3205 Sky Court
Castle Hayne, NC 28429-5980
PH: 844-788-2657
Website: www.tankrangers.com
Email: info@tankrangers.com
Repair (R), Region 10

IVEE GROUP - Port St Joe RV Resort, Navarre Beach RV Resort & Panama City Beach RV Resort

Carrie Brown
1170 Peachtree St NE, St 1150
Atlanta, GA 30309-7649
Website: www.ivee.com
Email: cbrown@ivee.com
Campground (C), Region 5

NORTHPOINT COMMERCIAL FINANCE

Cameron Brown
1105 Lakewood Parkway, Ste 210
Alpharetta, GA 30009-7624
PH: 352-756-2597
Website: www.northpointcf.com
Email: info@northpointcf.com
Finance (F), Region 10

In Case You Missed It...

DMV Registration Changes

by Ejola Cook. Were you aware that in the Fall 2024 the Florida Department of Highway Safety and Motor Vehicles changed their rules on what forms of identification were acceptable for a customer to register a car, RV, or trailer in Florida... [read more...](#)

Legislative Update 2025.2

by Andres Malave. A lot has happened in Florida politics since our last update, and we're here to ensure you stay informed on the key issues that impact our industry and our state. Two special elections were held to fill vacancies in Florida's congressional delegation... [read more...](#)

40th Florida RV Supershow and Ft Myers RV Show Bring in Huge Crowds

by Dave Kelly. The Florida RV Trade Association (FRVTA) opened the 40th Annual 2025 Florida RV Supershow, Wednesday, January 15 to big crowds and they kept coming... [read more...](#)

Beneficial Ownership Information (BOI) Deadline

by Ejola Cook. Did you file your BOI report by January 1st? If you are reading this and thinking, what is a BOI and what did I miss? Well, you are not alone. Reporting companies must report on their beneficial ownership information electronically through the Financial Crimes Enforcement Network (FinCEN) website... [read more...](#)

Innovating Florida's RV Industry: Attracting Younger Travelers and Out-of-State Tourists

by Traeanne Reynolds. Florida's RV industry has long been a cornerstone of the state's travel and tourism sector, offering visitors an unparalleled way to experience the Sunshine State's beaches, parks, and attractions. However, with an increasingly diverse array of travel options available, the industry faces a critical challenge: how to remain competitive by appealing to younger travelers and Snowbirds or out-of-state tourists... [read more...](#)

Power of Attorney

by Ejola Cook. When it comes to forms there are a few things you'll want to get right from the beginning. You might be thinking to yourself, it's a form. You fill it out. How hard can it be? The answer might surprise you!... [read more...](#)

Nurturing Tomorrow's Technicians

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

Forms

by Ejola Cook. When it comes to forms there are a few things you'll want to get right from the beginning. You might be thinking to yourself, it's a form. You fill it out. How hard can it be? The answer might surprise you!... [read more...](#)

Employee Retention Impacts Owner Retention

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

Reaching Potential New RVers: Strategies for Success

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

Credit Card Surcharges and Convenience Fees

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

RVers Guide Available for Distribution or Online

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

New RVTI Program for Renewing RV Technician Certifications

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

Off-Site Sales

by Ejola Cook. By now you may know you can store a vehicle at an off-site location, but did you know you also have the ability to sell it off-site too? We have all seen them, the "tent sales" on local lots selling inventory away from the dealership. Although this process tends to be a little trickier than selling it off your regular lot, it can be done... [more info...](#)

Regional Meeting Policy Update

Per unanimous decision by the FRVTA Board of Directors, alcoholic beverages will

no longer be provided at the regional meetings. Any attendees who wish to have an adult beverage at the meetings will be responsible for payment.

Non-Refundable Deposits

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

Dealer Protection from Consumer Attorney Fees

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

Amended Park Reservation Law

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

RV Storage with an HOA

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

RV Technician Training Videos Added to FRVTA Library

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

Accepting Foreign Trades

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

Understanding Florida LP Gas Licensing

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



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