

RVAA HQ BULLETIN

Bulletin # 5 – June 27, 2008

For Members of the Recreational Vehicle Aftermarket Association

EARLY BIRD CONFERENCE & GOLF REGISTRATION DEADLINE JUNE 30, 2008

Please note the “early bird” deadline for attending the RVAA Executive Conference in St. Louis, August 5-8, 2008 is approaching and is June 30, 2008. Members can save \$50 per registrant on conference registration as well as spouse program and golf outing participation. For all the forms necessary to register for this year’s event, click on <http://www.rvaahq.com/conf.html>

CONFERENCE: FINAL CALL FOR JIM BARKER “PERSON OF THE YEAR” NOMINATIONS

Attached with this issue of the RVAHQ Bulletin is a one-page document which members can use to complete and email back to RVAA with their nominations for RVAA’s Jim Barker “Person of the Year” Award. The deadline for submitting your nomination is today - Friday, June 27, 2008. Please see the document for information on the criteria for selecting a winner and instructions on how to submit your nomination. For a list of previous RVAA Jim Barker “Person of the Year” winners, please click on <http://www.rvaahq.com/vault/awards.pdf>

CONFERENCE: PRESCHEDULING TO TAKE PLACE JULY 3-6

The RVAA Office will be completing preschedules July 3-6, 2008. The double-matching process conducted at association headquarters will yield your preschedule match results and prescheduled meetings with those suppliers/distributors with whom you have matched requests. These preschedules will be emailed to attending RVAA member companies on JULY 7, 2008. Please note that you will have until the beginning of the conference August 5, 2008 to occupy the remainder of your available slots on your schedule through phone scheduling. Again, as a reminder, an onsite appointment scheduling session will NOT be held during this year’s conference- so all appointments

must be pre-booked either through the prescheduling match or telephone match process.

CONFERENCE: REMINDER – SUPPLIER/DISTRIBUTOR APPOINTMENT SESSION AGENDAS

As noted in conference registration materials, the RVAA Conference Committee has developed a supplier/distributor meeting agenda to be utilized in conjunction with this year's event. Although the use of this agenda is not mandatory, it has been developed to make meetings between suppliers and distributors as efficient as possible, and the use of this agenda is strongly encourage for all RVAA members. You can find the agenda by clicking <http://www.rvaahq.com/conf/08appt.pdf>

A series of questions and answers on the agenda can be found by clicking <http://www.rvaahq.com/conf/08apptagenda.pdf>

CONFERENCE: EASY PRINT CONFERENCE REGISTRATION BOOKLET AVAILABLE AT RVAAHQ.COM

A shortened version of the RVAA registration in an easily printed format has been published in pdf format in the conferences section of the RVAA website. This booklet can be downloaded or printed as a reference in advance of the conference. The book can be found here <http://www.rvaahq.com/conf/08ezprint.pdf>

CONFERENCE: RVAA TO PLAY STONEWOLF GOLF CLUB AUGUST 5

RVAA will take over the Jack Nicklaus-designed Stonewolf Golf Club for its 2008 Golf Outing August 5, 2008. For a complete rundown on the course, take a look at the article located at <http://www.rvaahq.com/conf/08golf.pdf>

NEWS: HOW LONG SHOULD MANUFACTURERS RETAIN PARTS?

The question of how long manufacturers should retain parts has been debated endlessly, and it rarely seems to result in any kind of definitive answer. RVAA recently poses the question to RVIA and received some interesting feedback indicating a good

policy for manufacturers is to retain parts for ten years. For more information, click here <http://www.rvaahq.com/news/08parts.pdf>

COMMUNICATIONS: FOUR NEW POSTINGS – RVAA MEMBER FORUM

RVAA's Member Forum in the "Communications" section of RVAAHQ is a great way for members to post new product alerts, company changes or announcements, or to ask a question of the general membership. Four new postings have been placed on the forum. To view them, click <http://www.rvaahq.com/comm.html>

MEMBER BENEFITS: RVAA BOOKSTORE – DISTRIBUTOR LEAN OPERATIONS MANUAL

RVAA Members can receive a special membership discount on the recently published "Lean Operations in Wholesale Distribution." The NAW guide is especially timely in today's challenging economic conditions, and RVAA members can pay a special "affiliated member" rate for the publication just for being a member of RVAA. For more information on the book, click on <http://www.rvaahq.com/benefits/books.pdf>

MEMBER BENEFITS: ADVERTISING SPACE AVAILABLE FOR AUGUST ISSUE OF RV EXECUTIVE

RVAA has two quarter-page openings in its special advertising section in the July issue of RVDA's "RV Executive Today" Magazine. As part of RVAA's effort to provide monthly aftermarket information in each issue of this magazine, our association has been awarded a special quarter-page advertising rate of \$300 for our members only. If you have thought about advertising in RV Exec, now is the time!! Take a moment to review the information on the program at <http://www.rvaahq.com/benefits/rates.pdf>. If you would like to advertise, please call as soon as possible to Susan Charter at RVDA at 703.591.7130.

RVAA NEWS: VIEW FROM HQ – A CONFERENCE EVOLVING

Since the move of the Conference from October to August in 2006, RVAA has continued to refine and add features to the program to address areas of concern and needs as seen in the event's nearly 40-year history. For information on these upgrades

and details about what can be expected in 2008, click on <http://www.rvaahq.com/news/08view.pdf>

RVAA NEWS: "ARCHIVES" SECTION ADDED TO WWW.RVAAHQ.COM

The association has added an archives section to the rvaahq.com website which will house past information about previous Executive Conferences, previous RVAAHQ Bulletins, news stories, archived member information and past Member Forum postings. To view our archive section, click on <http://www.rvaahq.com/archive.html> Take a moment to click on conferences to review conference photos and descriptions from our 2006 and 2007 events. More conferences will be archived in this area in the months to come.

CONFERENCE: MANY THANKS TO RVAA'S 2008 CONFERENCE & GOLF SPONSORS

RVAA wishes to thank the following companies for helping to sponsor RVAA's 2008 Executive Conference and Golf Outing. To date, the following sponsorships have been received at the RVAA office (our sponsors will be featured on our www.rvaahq.com website beginning July 1, 2008):

2008 CONFERENCE SPONSORSHIP:

DIAMOND Sponsors: Blue Ox, Cequent Performance Products, Demco-Dethmers Mfg.
PLATINUM Sponsors: Colibert Enterprises, Inc., Stag-Parkway, Inc. **GOLD Sponsors:** Atwood Mobile Products, Camco Manufacturing, Coast Distribution System, Danzy Distributors Ltd., Dicor Corporation, Hayes Brake Controller Company, Marshall Products, NTP Distribution, Thetford/Norcold, Woodalls. **SILVER Sponsors:** Cequent Towing Products, Parallax Power Supply, Phoenix Products, Inc., Prime Products, RVLI, Sigma Wire Products, Suburban Mfg. Co., Valterra Products, Inc., Winegard Company **BRONZE Sponsors:** Aim Wholesale, Inc., BAL RV Products, Classic Accessories, Inc., Leisure Time Marketing – Electronics, Long & Tullier, Inc., Progressive Dynamics, Prest-O-Fit, Teknor Apex Company, Walex Products Company, Inc.

Golf Sponsorship

Tournament Co-Sponsor: Atlas Trailer Coach Products; **Gift Sponsor:** Dicor Products; **Beat the Pro Sponsor:** Hayes Brake Controller Company; **Putting Contest:** Kwiikee Products; **Hole Sponsors:** Aim Wholesale, Inc., Atwood Mobile Products, Bell Industries, Carter Distributing, Inc., Kwiikee Products, Marshall Products, Parallax Power Supply, Suburban Mfg., Winegard Company

Thank You for reading the RVAHQ BULLETIN and for your membership in the Recreational Vehicle Aftermarket Association!