



RVDA of Alberta Monthly E-Newsletter

10561-172 Street Edmonton, Alberta T5S 1P1 www.rvda-alberta.org 780-455-8562

October 2017 RVDA of Alberta E-Newsletter

Please enjoy this edition of the RVDA of Alberta's Monthly E-Newsletter. If you have any questions or concerns, please reply to [Carrie Nelson](#) or call 780-455-8562.

The RVDA of Alberta is on Facebook and Twitter so please feel free to follow us on Facebook and tweet events and pictures as we will retweet to support our members.



In this Edition:

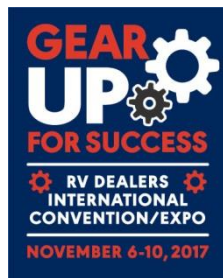
- 1) Industry Events
 - a) RV Dealers International Convention/EXPO
 - b) RVDA of Alberta Annual General Meeting
 - c) Calgary and Edmonton RV EXPO & Sale

- 2) Education and Training
 - a) SAIT Apprenticeship Training Schedule 2017-2018
 - b) Motor Dealers' Association of Alberta – SAIT Training
 - c) Spader Training
 - d) Toronto Trouble Shooter Clinic
 - e) Bursary Recipients

- 3) Association Information
 - a) Stolen RV Report Information
 - b) Federated Insurance Article "Burglary Prevention"

Industry Events:

RV Dealers International Convention/EXPO:



RVDA of Canada is pleased to announce that Bank of America Merrill Lynch is a Bronze Partner for the 2017 RV Dealers International Convention/EXPO. Registration for the RV Dealers International Convention/EXPO has begun! The event will be held in Las Vegas, NV on November 6th – 10th. Chris Helder will be the keynote speaker for the convention. For registration and more information please visit their website [RV Dealers International Convention/EXPO](#).

RVDA of Alberta Annual General Meeting:

This year's RVDA of Alberta's AGM will be in beautiful Canmore, Alberta at the [Coast Canmore Hotel & Conference Centre](#) on October 2nd. On Sunday, October 1st a golf tournament is scheduled at [Canmore Golf & Curling Club](#).

We are pleased to announce that our keynote speaker this year is Charmaine Hammond with her presentation on "Teamwork by Design". She is an expert in communication, conflict resolution and building teams that work together better. Her first career was in the correctional system...she was a Correctional Officer and had her full share of communication challenges, conflict and tough situations (and likely a few really interesting stories that she'll share). It was this career and the experiences that led her to what she does today helping teams communicate for success.

A HUGE "**THANK YOU**" to all of our sponsors for their continued support for this year's AGM. We truly appreciate your continued support otherwise Association events would not be as successful as they are!

ATB Financial, Carefree RV Ltd., Dalton Timmis Insurance, Federated Insurance, First Canadian Group of Companies, GES, Go RV & Marine Ltd., iA-SAL, Northpoint Commercial Finance, NTP-Stag Canada, RBC Retail Dealer Finance, SAIT Polytechnic, Scotiabank Western Dealer Finance Centre, TD Auto Finance, Wells Fargo Commercial Distribution Finance, Western RV Country Ltd.

Calgary / Edmonton RV EXPO & Sale:

The 49th Calgary RV EXPO & Sale is on January 25th-28th and the 38th Edmonton RV EXPO & Sale is on February 8th-11th. If you are interested in showcasing your business at the RV shows and would like to purchase small booth space please contact the office at (780) 455-8562.



Education Training:

SAIT Apprenticeship Training Schedule:

For the SAIT 2017-2018 Recreation Vehicle Service Technician Apprentice Training Schedule please click on the links: [Apprenticeship and Industry Training Schedule](#) or www.sait.ca.

For employer and apprenticeship financial assistance programs [Click Here](#).

Motor Dealers' Association of Alberta - Fall Training Schedule:

The [Motor Dealers' Association of Alberta](#) has opened their doors for their training programs that they currently have at SAIT in Calgary to our members. For registration, please contact the Motor Dealers' Association of Alberta directly at (780) 465-8854 or info@mdaalberta.com. Registration deadline is on October 2nd.

- a) Time Management (SAIT Main Campus) – October 17th, 2017
- b) Conflict Negotiation (SAIT Main Campus) – October 18th, 2017
- c) Mental Toughness (SAIT Main Campus) – November 14th & 15th, 2017

Spader Training Schedule:

RVDA of Alberta is pleased to announce that in conjunction with [Spader Business Management](#) two training workshops in Alberta are scheduled this fall and winter for our Association members. RVDA of Alberta will reimburse \$1000 to dealer members that attend and completes either of the below listed workshops. A dealer can send 4 people, receive \$4,000 in rebates and the 4th attendee can attend for **FREE!** The dealer can also mix and match workshops or send the attendees to all the same workshop.

[Service Writer Workshop](#) will be held in Calgary on November 14th -16th at the [Clarion Hotel](#). Room rate is \$99.00 and the cut-off date for this rate is October 16th, 2017. Please follow the link for further information and to [register](#).

[Parts & Accessories Management Workshop](#) will be held in Edmonton on December 5th -7th at the [Sandman West](#). Room rate is \$101.00 and the cut-off for this rate is November 4th, 2017. Please follow the link for further information or to [register](#).

Toronto Trouble Shooter Clinic:



Toronto Trouble Shooter Clinic will be held from December 11th – 15th, 2017. There are three different schedules to choose from. All the schedules run from Monday to Friday. Schedule B is very popular at the

moment. Review all the schedules and determine which schedules are most suitable for your technicians and [Register](#) before the clinic is full! There is a maximum of 15 students per class. If you have any questions, please contact [Anita Lien](#) at RVDA of Canada at (604) 718-6306.

Bursary Recipients:

Paul Sinclair:

Congratulations to the Paul Sinclair bursary recipients: Daryl Plaza – Woody’s RV World, Phillip Morris - CARS RV & Marine, Trevor Charlier – Arrkann Trailer & RV Centre, Donald Coolen – Arrkann Trailer & RV Centre, Lee Woodrow – Tee Pee Trade & RV Centre and Clifford Wiebe – Happy Trails RV Inc.

Art Dack:

Congratulations to the Art Dack bursary recipients: Michael Nehoda – Rangeland RV & Trailer Sales, Stephen Wales – Guarantee RV Centre, Daryl Plaza – Woody’s RV World and Russel Hagan – Guarantee RV Centre

Gene Skog:

Congratulations to the Gene Skog bursary recipient: Adam Inskip – Fraserway RV

NTP – Stag Canada:

Congratulations to the NTP-Stag Canada bursary recipients: Daryl Plaza – Woody’s RV World, Kyle Synnot – Canadian Leisure RV, Nolan Abramson – Prairie Sky RV and Rick Anderson – Arrkann Trailer & RV Centre





Association Information:

Stolen RV Report Information:

If you were a victim of a stolen RV, RVDA of Canada and RVDA of Alberta like to get this information out to the members as soon as possible in case the perpetrator(s) are trying to sell/trade the unit or have it serviced. A copy of the 2017 [Stolen RV's List](#) is for our members to use in their offices at their discretion. If you have become a victim of theft and require a copy of the Stolen RV Report Form, please contact [Carrie Nelson](#) or (780) 455-8562/1-888-858-8787 as soon as possible. All members must fill out this form so we can have the correct information to notify the members.

Burglary Prevention

by **Alex Callahan, DIRECTOR, CLIENT STRATEGY & BUSINESS DEVELOPMENT**

| www.federated.ca



Alex Callahan
DIRECTOR, CLIENT STRATEGY &
BUSINESS DEVELOPMENT

In 2004 there were 1.3 million burglaries in Canada or one every 24 seconds.

Burglary and theft prevention is a necessary part of your loss prevention program. The level of complexity will depend on the characteristics of your area and the theft attractiveness of your stock and equipment.

Whether a thief is a smash and grab artist or a professional, the resulting building damage and property loss can be significant. It is always better to avoid a burglary than deal with its after affects.

The following are some areas to consider when designing your burglary prevention program and will help minimize break-ins.

Building design and materials:

An effective burglar protection program needs to consider the building design and how the various components of a building need to work together to prevent burglaries. The weakest points of all buildings are the doors and windows. These need to be protected.

When constructing a building, the burglary potential should be considered in the design and materials chosen. You should take into consideration the theft attractiveness of the contents. Limit the number of doors and windows. Entry points should be located in a manner that discourages burglary.

Building materials are a key component of burglary prevention. For example, pre-cast concrete walls offer considerably better protection than metal clad walls. The likelihood of a thief entering the building through a solid concrete wall is remote in comparison to a metal clad wall.

Doors:

Doors are favorite access points for thieves as they can be easy to open. Some key

things to consider include:

- All exterior doors should be provided with double cylinder deadbolt locks with at least a one-inch throw.
- Side and rear doors should be provided with supplemental protection such as an iron gate or iron bolts.
- Overhead doors should be secured with padlocks.
- Overhead door windows should be protected with metal bars or mesh.
- Outward swinging doors should have hinges with non-removable pins.
- Perimeter doors should be of substantial construction.
- Side and rear doors should be of solid-wood or steel construction and installed in reinforced steel frames.
- Hollow-core wood doors or panel doors should be replaced or be reinforced on the inside with sheet metal.
- Glass panels on side and rear doors should be replaced. All glass panel doors should be protected with burglar resistance film or metal bars.
- All doors should be illuminated from above and the light fixtures protected from breakage.

Note: Locking devices must comply with the local building code requirements and must be unlocked when the building is occupied as per the local legislation.

Windows:

- Windows should be protected from the inside with metal bars attached to the frame.
- Burglar resistance or security film can be installed on the windows.

Exterior Protection:

- Install exterior lighting to eliminate dark areas and discourage thieves.
- Eliminate plants or other hiding areas around doors and windows.
- Install fence compounds to protect open lots.

Burglar alarms:

Burglar alarms provide additional protection and compliment the physical security of a building. Statistics show installing burglar alarm systems reduces the likelihood of a break-in by 67%. For additional information, please see the Burglar Alarm System bulletin located on the Federated Insurance web site.

At Federated Insurance, we believe Loss Prevention is a critical component of your Risk Management Program.

For more information, contact our Loss Prevention Department at 1-800-665-1934, or visit our website at www.federated.com.



MISSION STATEMENT

RVDA of Alberta is a group of independent businesses that promotes the growth, quality and awareness of the RV Industry and RV Lifestyle. We provide leadership, education, training and support to our members and Industry partners to help them exceed consumer expectations.

VISION STATEMENT

Our vision is to enhance current services, opportunities, quality, awareness and influence future growth within the RV Industry and Lifestyle.