



10561-172 Street, Edmonton, Alberta T5S 1P1

Tel: (780) 455-8562 Toll: 1-888-858-8787 Fax: (780) 453-3927

E-Mail: karen@rvda-alberta.org Website: www.rvda-alberta.org

RV Careers Website: www.rvcareers.ca

RVDA of Alberta Membership Benefits

**Revised
August 1, 2022**

Your membership in the Recreation Vehicle Dealers Association of Alberta includes the benefits listed below:

- Membership not only in Alberta, but also in the RVDA of Canada
- Paid Registration to the Annual General Meeting & Convention (\$175.00)
- Priority booking and discounted rates for small booth rentals for RV Shows
- Training and Educational Courses, plus funding up to \$1000 per member for Spader training
- \$500.00 Paul Sinclair Bursary after successful completion of RV Service Technician program that are employed by a member of the RVDA of Alberta
- \$1,000.00 in Art Dack Bursary to a student in each Period of the RV Service Technician program that are employed by a member of the RVDA of Alberta (SAIT chooses recipient)
- \$1,000.00 to one Top Apprentice after successful completion of RV Service Technician program that are employed by a member of the RVDA of Alberta
- \$1,000.00 in Gene Skog Bursary (paid by SAIT) to one Period 1 RV Service Technician that are employed by a member of the RVDA of Alberta
- Mileage Subsidy for all Apprentice Technicians in training at SAIT (Must be Pre-Approved)
- \$250.00 Fuel Gift Card for Apprentice Technicians in training at SAIT who are employed by a member of the RVDA of Alberta
- \$250.00 Grocery Gift Card for Apprentice Technicians in training at SAIT who are employed by a member of the RVDA of Alberta
- 10% off Discount at Mark's Work Warehouse to all RVDA of Alberta Members (Distributed Jan-Feb by the RVDA of Canada)
- \$5,000.00 Grant Program for Campgrounds that are members of the Parks and Campground Owners' Association of Alberta; with PCOAA matching the grant with \$5,000.00
- Alberta Hotel & Lodging Association Electricity and Gas programs partnered with Enmax and Gas Alberta Energy
- Newsletters (in conjunction with RVDA of Canada)
- Monthly Newsletter from our Association
- Promote and share member's successes through social media: Facebook, Twitter, Instagram
- Annual Golf Tournament
- Surveys
- Government/Industry Liaison
- Membership Rosters (Alberta, Canada)
- Technician Recruitment Program through the RV career website www.rvcareers.ca
- Member access to the RV career website www.rvcareers.ca to be used as an employee recruitment tool
- Membership rate through Federated Insurance for Errors and Omissions insurance (required under Insurance Act Section 465)
- Website exposure through both the RVDA of Alberta and the RVDA of Canada
- Membership rate through Federated Insurance for Consignment bond required by A.M.V.I.C.
- Dealer Tie-In Program Agreement (Go RVing Canada & RVDA of Canada) – **PROFESSIONAL FULL- SERVICE DEALERSHIP MEMBERS (PFSD) ONLY**

As a valued member, we hope that you are enjoying the many benefits offered with your membership. To ensure the continued growth of our association, we encourage you to act as a *good will ambassador* and recommend membership with the RVDA of Alberta to other RV related business within your community. If you are aware of a business that would benefit from being a member of the RVDA of Alberta, please advise the Association office staff.



List of RVDA of Canada Programs and Benefits

The RVDA of Canada is here to assist in the improvement of all involved in the recreation vehicle industry. Any programs, activities or government lobbying that the association may become involved in are introduced and developed by its members, for its members. Involvement is encouraged from all members. If you have any questions regarding the RVDA, what it does or what it can do for you, please contact one of the provincial or regional RVDA offices or the RVDA of Canada.

1. Communication:

- o annual *National Membership Directory*
- o annual RV Magazine, *The RV Compass*
- o bimonthly Newsletter
- o biweekly eBulletin / Stolen RV Report
- o "New Member" information packages
- o email, fax and mail-outs of programs and members benefits
- o RVDA of Canada website, including member web listings and "Members Only" area access

2. RVDA of Canada Endorsements:

- o Chemical Protection/Glass Etched Anti-Theft with iA-SAL
- o Creditor Insurance with iA-SAL
- o Employee Group Benefit Program with Federated Insurance
- o Wells Fargo Commercial Distribution Finance (CDF)
- o Baseline Processing Inc.
 - MasterCard (from 1.44% electronic)
 - VISA (from 1.42% electronic)
- o Property & Casualty Insurance Program with Federated Insurance
- o Providing portable Wi-fi Products with Stealth Enterprises
- o Online marketing and advertising solutions with ReachLocal
- o SAL Protection Plan (SPP) Extended Warranty Program with iA-SAL
- o Spader 20 Groups with Spader Companies
- o PURIFIED Systems, ® is an innovative subscription-like, health protection service
- o KYCS(Keep Your Community Safe), offers long range Bluetooth identification technology
- o Cambridge Global Payments, , a FLEETCOR company, is a leading provider of integrated cross-border payment services and hedging solutions

3. Other general member benefits:

- o Articles accepted for newsletter (non-advertorial)
- o Calendar of Events
- o Canada Night Dinner at RVIA's National RV Trade Show
- o Canadian Anti-Spam Legislation Compliance Guidelines
- o Catalogue of educational and promotional materials available to members
- o Discount programs with:

▪ Acklands-Grainger	▪ UPS courier service	▪ Petro-Canada
▪ Choice Hotels	▪ First Reference (HR resources)	▪ MemberDeals
▪ Dale Carnegie Training programs	▪ Imago (promotional products)	
▪ Wholesale International Couriers	▪ Dale Carnegie Training	
▪ FedEx Express courier service	▪ Marks (WorkWearhouse)	

- o Events that raise the public profile of RVDAs and the RV industry (e.g. participation in Skills Canada Competitions)
- o Promotion of provincial and regional RVDA events
- o Research of programs and technologies of benefit to the RV industry
- o *Association Advantage*: unique coverages, services & preferred pricing, with Federated Insurance
- o RVDA of Canada window decals

4. Dealer benefits:

- o "Buy Local" campaign: website at www.buylocalrv.ca and brochure
- o charter member in Go RVing Canada coalition for the promotion of the RV lifestyle, including:
 - Go RVing Canada Dealer Tie-in Program, featuring RV marketing programs and resources
 - placement on the Go RVing Canada website – enhanced for above Tie-in Program participants
 - RV video footage available for promotional projects (TV quality)
 - *Marketing Advantage Program* with a library of Canadian RVing images; printable posters and other promotional material – free to Tie-in Program participants
- o Cross-border Shopping comparison sheet

- dealer recognition and promotion
 - National Dealer of the Year Award
 - RV Show National Best Bulk Space Award
- *Definition of an RV Dealership* – for dealer, industry partner and consumer awareness
- model Dealer Agreement
- *Pre-owned RV Certification Program* – now with 90-day Coach-Net Roadside Assistance
- representation on the board of the RV Educational Council / Mike Molino RV Learning Center
- *RV Dealers International Convention / Expo*
- *RVDA of Canada Code of Ethics*
- RVDA of Canada Strategic Plan for the benefit of members and the RV industry
- stolen RV reports and database

5. Government advocacy on RV issues:

- to rectify any legal or policy concern of the RV industry
- to be in a position to proactively negotiate and give “expert” input on issues before they become policy or legislation
- includes member resources such as tips for grassroots advocacy and an Election Kit as needed

6. Education enhancement and staff recruitment programs:

- access to industry publications such as the RVDA of America’s *RV Executive Today* and to the *RV Technician Today* online resource
- discount rates on approximately 50 select industry publications and RV dealership manuals covering general dealer operations, Sales, Rentals, Service, AfterMarket, and F & I Departments
- *Education Toolkit – a Catalogue of Courses and Resources*
- national training initiatives (e.g. RVIA’s Trouble Shooter Clinics)
- preferred access to Mike Molino RV Learning Center resources and training, including Certification Programs for RV Technician, RV Service Manager, RV Service Advisor / Writer, RV Parts Personnel (Managers, Specialists), and Warranty Administrator
- privacy policy information and guidelines
- *RV Careers Reference Guide* (Human Resources program)
- RVCareers.ca website for member job postings and recruitment of personnel to the RV industry
- RVDA of Canada RV Technician Bursaries

A catalogue of available publications and materials, including most order forms, can be requested from the national office or downloaded at the “Member Services/RVDA Bookstore” link on the member side of www.rvda.ca. Contact the national office for a reminder of your User ID and password.

7. Regular contact (including some memberships) and joint efforts with other associations and organizations in Canada and the United States that are affiliated with recreation vehicle industry such as:

- Canadian Camping & RV Council (CCRVC)
- Canadian Council of Motor Transport Administrators (CCMTA) – member
- Canadian Recreational Vehicle Association (CRVA)
- Canadian Standards Association (CSA)
- Canadian Tourism Commission (CTC)
- Recreation Vehicle Aftermarket Association (RVAA)
- Recreation Vehicle Dealers Association (RVDA) of America
- Recreation Vehicle Industry Association (RVIA)
- Tourism Industry Association of Canada (TIAC)

8. Statistics and Other Industry Data:

- annual *National RV Industry Payroll Survey*
- annual participation in the *Dealer Satisfaction Index (DSI) Survey*
- collection and documentation of other relevant information
- compilation and distribution of national legislation standards by province
- monitoring and evaluation of industry data such as RV shipments
- monthly national RV sales statistics summary and a discount on more detailed, customized reports
- quarterly and annual economic reviews
- study on the Economic Impact of the RV Industry

9. Specific Committees:

- | | |
|--|--|
| ○ Awards | ○ Past Presidents’ Advisory |
| ○ Education & Human Resources | ○ Member Services |
| ○ RV Dealers International Convention / Expo | ○ RV Education Foundation (Mike Molino RV Learning Center) |
| ○ Funding | |
| ○ Marketing Intelligence | |

**Partial list of publications, training and promotional material
available to members at a substantial discount**

General Dealer Operations:

How to Value an RV Dealership
Go RVing Dealer Promotion Package
Turning Your Sales Force into Sales Consultants
The Personality Qualities of a Top RV Salesperson
Improve Sales by Rebuilding or Renovating Your Dealership
RV Dealers Safety Guide
Reduce Turnover to Sell More (*aka Customer Retention through Employee Retention*)
Winterizing Your Dealership: *How to (Profitably) Get Through Those Winter Doldrums*

Rental Operations Materials:

RV Rental Operations Manual
How to Operate a Successful RV Rental Program Using Consigned Vehicles

Sales Training Materials:

The Selling Cycle *by Jan Kelly*

AfterMarket & Service Publications:

RV Service Management Guide (*aka The Flat Rate Guide*)
RV Damage Repair Estimator
RV Weight & Tire Safety Handbook
Increasing Customer Satisfaction
Merchandising Manuals ("AfterMarket Series" – 4 volume set on CD)
RVIA Technician Training Textbooks

Other Training

Online RV Technician Training Programs
Mike Molino RV Learning Center **Learning Guides** for Service, Parts and Warranty personnel

RVDA of Canada

Suite 145 – 11331 Coppersmith Way, Richmond, BC V7A 5J9

Tel: 604.718.6325

Fax: 604.204.0154

Email: info@rvda.ca

www.rvda.ca | www.RVCareers.ca | www.buylocalRV.ca

RVDA Member Discount Programs / Benefits



Discounts on hotel rooms

– access to Choice Hotels [program](#) discounts of 15-20% at over 325 hotels in Canada & 6,300 hotels worldwide, & some complimentary services at select hotels. Aeroplan or Choice Privileges points can be earned. Book travel be online, on your mobile device or via a toll-free number.



Discounts on select courier services worldwide

Exclusive discounts up to 35% off select FedEx services when shipping within Canada, to the US, or internationally.

If you have a FedEx account, simply enroll in this program through the dedicated FedEx webpage that can be found at the member link. If not, see the member benefit page for a link to do so. View FedEx services at www.fedex.ca.



Discounts and offers for top attractions, shows and other entertainment!

Now you'll have access to exclusive discounts, special offers and access to preferred seating and tickets to top attractions, theme parks, shows, sporting events, movie tickets, hotels and much more. Be sure to visit often as new products and discounts are constantly being added!



Discounts on tools and Equipment

An array of products at very competitive prices in over a dozen Maintenance, Repair & Operations (MRO) categories, with two discount structures – based on national volume and on catalogue prices. Inventory at each branch location is tailored specifically to the local market. For a complete list of products available, a credit application form to sign up for an account, & a contact for complete details on this program, click [here](#).



Petro-Canada SuperPass Credit Card Discount

With use of the Petro-Canada SuperPass credit card, members of Explorer RV Club & RVDA of Canada can realize significant savings, convenience, control & security.

Click [here](#) for an information / application form & contact information,



Discounts on 3 payroll & employment compliance resources

– an exclusive 20% discount on 3 of their publications: Human Resources PolicyPro, Human Resources Advisor and HR infodesk; & free trials of information services. The constantly-updated information will help you understand employer obligations & legal requirements, & stay updated with Canadian federal, provincial & territorial employment legislation.



Substantial savings on UPS services

Preferred pricing with UPS for Canada-wide, USA and other destinations for expedited and standard services via Wholesale International Couriers and Freight Forwarders through UPS' website. Visit the member link above for contact information to set up an account.



Discounts on promotional products

Volume-based preferred pricing on a wide range of promotional products in over 700 categories. Imago Marketing is able to distribute to all locations across Canada Visit the member link above for the member code. For more information, contact Jessie Lo at jlo@imagomarketing.com or 604.304.6246.



Discounts on Dale Carnegie Training programs

10% discount off local pricing for any Dale Carnegie Training program. Contact your local training office for class details / dates, or find an office near you. Download & present this offer to them to qualify for the discount.



Marks: Discounts (in-store) on select workwear

10% discount on the numerous items listed on our member program card, including work clothing, gloves, belts, winter and safety accessories and CSA-Approved Footwear. Show your card at the check-out counter

RVDA of Canada Endorsements



CREDITOR INSURANCE / WARRANTY / APPEARANCE PROTECTION / ANTI-THEFT

iA Dealer Services supplies innovative after-market products to the RV market. An industry leader since 1963, iA-SAL's RVDA- endorsed products include:

- Creditors' Group Insurance: Life, Disability & Critical Illness
- Extended Warranty Program (SPP: SAL Protection Plan)
- Diamond-Kote Appearance Protection Products
- Silent Sentinel Anti-Theft Etch Program

Check your member directory, or member listings at www.rvda.ca, for your provincial contact.

Website: www.iadealerservices.ca



GROUP EMPLOYEE BENEFITS

Federated Insurance

Federated Insurance provides customizable Group Employee Benefit coverage.

Contact:

Western Canada: Wayne Budge at 1-800-665-1934

Eastern Canada: Mauro Di Tullio at 1-800-361-0790

Website: www.federated.ca



PROPERTY & CASUALTY INSURANCE

Federated Insurance Federated Insurance Company of Canada provides direct underwriting of Property and Casualty Insurance for RV dealerships. In addition, the Inventory Floor Plan Advantage is available from Federated Insurance for Commercial Distribution Finance (CDF) customers.

Burnaby, BC – 1-800-939-7788

Calgary, AB – 1-800-342-9157

London, ON – 1-800-461-3117

Mississauga, ON – 1-800-387-5953

Edmonton, AB – 1-800-661-8617

Winnipeg, MB – 1-800-665-1934

Regina / Saskatoon, SK – 1-866-291-0523

Laval, QC & Atlantic Region – 1-800-361-0790

Website: www.federated.ca

The Wells Fargo logo, consisting of the words 'WELLS FARGO' in a bold, orange, sans-serif font, set against a dark red square background.

Wells Fargo Commercial Distribution Finance (CDF) is a global inventory financing solutions provider with more than 45 years of expertise in the RV industry. Wells Fargo CDF delivers inventory financing solutions, service, and intelligence through in-depth expertise and a commitment to customers.

Contact: Ed Ristau

1290 Central Parkway W, Ste. 1100, Mississauga, ON, L5C 4R3

Tel: (204)255-5965; Cell: (204) 430-6410; www.wellsfargo.com/cdf



Baseline Processing provides payment solutions and expertise to more than 1,000 merchants across North America. Their commitment to Cost-Plus pricing means **complete transparency and significant savings for merchants of all sizes**. No teaser rates. No hidden fees. No cancellation fees. Just Baseline's exceptional service and dedication to building long-term relationships.

Contact : Tom Bremner : (604) 606-7950 www.baselineprocessing.com



DT Tire and Atlas Tire Wholesale are prominent figures in Canada's independent tire distribution market. They offer services exclusively to dealers and with more than 25 warehouses across Canada, they are able to service a broad area and ensure several deliveries daily.

DT Tire and Atlas Tire Wholesale are committed to offering services tailored to their clients' unique needs. They are an efficient provider with customized solutions.

Contact: Riley Johnson: (250) 859-2177

Website: <http://dttire.ca/>



The Stealth Wi-Fi system is a powerful receiver operating on its own private network. This means an end to net traffic, using Wi-Fi hotspots on your mobile device and expensive data overages, all while providing a service with an 80% stronger signal over using a cellular device to get online. To discuss the program please contact: Brad Morrison at 416-902-1218

Web Site: <http://www.stealthalarmscanada.com/promos/2016/5/25/stealth-wi-fi-portable-wi-fi-units>



PURIFYD® is an innovative subscription-like, health protection service that will eliminate, on an ongoing basis, the biological pathogen and environmental contaminant buildup that occurs in confined spaces like recreation vehicles.

Contact : Stephen Dunn at (604) 230-5175

Website : www.getpurifyd.com/



ReachLocal, a global company, is an online marketing and advertising solution provider for small, medium, and large businesses, creating advertising to consumers in local markets. It provides internet and mobile internet marketing solutions to business clients.

Contact: Frank Kendic at (416) 380-2900 x 106 M:(647) 969-7077

Website: www.reachlocal.com/ca/en



Cambridge Global Payments, a FLEETCOR company, is a leading provider of integrated cross-border payment services and hedging solutions. As a trusted partner for more than 25 years, Cambridge delivers innovative solutions designed to mitigate foreign exchange exposure and address unique business needs.

Contact : Aaron Young at (647) 642-8355

Website : www.cambridgefx.com/home/



RVDA/Spader 20 Groups, managed by the Spader Companies, help dealers improve management skills, learn best practices and apply them to your dealership while utilizing detailed proprietary reports and hard intelligence on group and industry trends.

Call: 1.800.772.3377 (US and Canada)

info@spader.com | <https://spader.com/>



KYCS(Keep Your Community Safe), offers long range Bluetooth identification technology that aids in the recovery of stolen or missing high value assets, such as RVs and trailers. The company's flagship solution includes Bluetooth devices (KYCS Pro & GLOBAL iFind) sold exclusively at dealerships. With seamless installation, the KYCS Pro/GLOBAL iFind device is covertly hidden in RVs & trailers and paired with the free KYCS smartphone app. Participating dealers get a KYCS Zone installed at the dealership which helps to enhance the network.

Contact: Jason Lyall at (289) 230-1833, Email: jlyall@tractag.global

Website: <http://www.kycs.ca/>