



Our Best Seller, The TrailManor 2720 Series.

How popular has the TrailManor 2720 been? It's the oldest model in our product line. It's a perennial best-seller. We've added floor-plans to this classic over the years.

And its design became the basis for the introduction of our 2922 and 3124 trailer series.

There's a lot to like about the TrailManor 2720. It's light and compact, but still roomy enough for people who virtually live inside their trailers. It works great for couples or families, and it's a fantastic value, considering everything that it offers.

You don't have to have a big tow vehi-

cle--you can tow any trailer in our 2720 Series with a properly equipped minivan, crossover, or SUV. They store easily in a standard size garage—even with the door closed. You can set up these units in just two minutes, and unlike a tent camper, you can even do it in the rain without everything inside getting wet.



In addition, you can choose from three different floor-plans—two beds, a slide out living room, or a slide out dinette. (We've even built a 2720 for Australia—completely reversed with the door on the other side.)

Learn more at www.trailmanor.com.

Replacement Parts News

TrailManor is now working through dealers to provide replacement parts, rather than having customers order from the factory. Order through your dealer, or through one of our stocking parts dealers throughout the country. For a parts catalog, visit trailmanor.com, then go to "Service" and click on "Parts."

Great Service Tips

Special Recipe For Cleaning Black Water Tanks:

Black Water Tanks hold the waste from the bathroom. Obviously they need to be cleaned periodically.

2 Cups "Sudsy" Ammonia
2 Tbs Dawn Dishwashing Detergent

1. Stir the above into 1 gallon warm water and put in tank.
2. Fill tank 2/3 full, and move unit for 30 minutes
3. Let stand for 72 hrs.
4. Move unit for 10 minutes then flush & drain.

Checking Power Usage

It is that time of the year when temps rise to the levels that cause stress on electrical appliances. You can check for low voltage with line testers which are very affordable.

It is very important not to "starve" your RV for power as damage will occur to your appliances as overload the wiring. Sometimes you might just switch appliances with dual energy sources like your refrigerator and water heater to LP gas. If your power cord is quite warm to the touch, YOUR RV IS STARVING FOR POWER!

Cleo's Column



By Cleo Eickhoff,
TrailManor VP of
Marketing and Co-
Owner

Since our last newsletter we've celebrated our country's Fourth of July Holiday and witnessed the Great Moon among many other events. And the summer's just getting started.

We'd like to join you 'out there' so we are asking you to share your camping pictures and your stories to include in our newsletter. Please email them to us at cleo@trailmanor.com or mail them to:

TrailManor Manufacturing Company
Attention: Cleo
P O Box 465
Jacksboro, TN 37757

More good news: We've listened as you've told us how difficult it is to reach someone at the Factory Service/Parts office and we want you to have better service available so we are rolling out the parts business to our dealers. We are publishing a parts catalog on our website (www.trailmanor.com). The catalog will include pictures and parts numbers of the most ordered parts and a list of dealers throughout the country that will be stocking and shipping parts.

FYI, if you are the owner of a TrailManor travel trailer you can be part of our Referral Reward Program. See the TrailBlazer Club's newsletter (The Tidings) for details. The TrailBlazers Club members have chapters throughout the U.S. You can find more information about them on our website under the 'owner's club' tab. They have a new president, Ralph Sherer. He is excited about all their upcoming events.

Until next month....safe traveling...
Cleo

TrailManor Dealer Spotlight: Custom RV, Ontario, CA



Custom RV partners Scott Eickhoff and Matt Thacker

One of our oldest and most successful dealers is located in beautiful Southern California.

In 1994, Custom RV was started in Anaheim as a business based on its name: it customized RVs for owners who wanted something special. Not long after the company was created, it decided to take on TrailManor.

It was a perfect match. SoCal loved TrailManor and Custom RV's ability to provide exceptional "hands-on" service to give owners a fantastic RV experience. Since it started selling TrailManor, Custom RV has since routinely been in the Top Three TrailManor dealerships in the nation.

Custom RV ultimately outgrew its Anaheim location and earlier this year, moved to a larger location in Ontario, CA, allowing it to give its customers even better product choices and better service.

But even as Custom RV has gotten bigger, the entire staff continues to work hard to maintain the small dealer

personal relationships they build with every customer. Custom RV partners Scott Eickhoff and Matt Thacker, along with their wives Natascha and Gena, get to know each customer—and their RVs—so they can suggest ideas that are still "custom" tailored to each individual's preferences.



Custom RV just held an Open House to celebrate its new location, drawing both new and old customers to the new store to get a look at the latest TrailManor has to offer. They got to see one of the largest in-stock collections of TrailManors in the nation, along with first looks at some new and unique TrailManor

features.

And quite a number of people drove home with new trailers, and are ready for fantastic new adventures, thanks to great people whose sole business purpose is to help their customers have some of the best experiences of their lives.

To learn more about this great dealership, visit Custom RV at www.customrvsales.com.

Tech Talk With Ed Lytle

Procedure to Sanitize A Fresh Water Tank



1. Turn the water heater off.
2. Dilute 1/4 cup of household bleach for each 15 gallons of tank capacity in a gallon of water.
3. Add the chlorine solution to the water tank. Never pour straight bleach into the RV water tank.
4. One faucet at a time, let the chlorinated water run through them for one or two minutes. You should be able to smell the chlorine. (Make sure you are using the water pump and not an external water supply.
5. Top off the water tank and let stand for at least three hours over night is better.
6. Completely drain the system by flushing the faucets for several minutes each. Open all plumbing drains and drain until the tank is empty.
7. Close all valves and faucets.
8. Fill water tank with fresh water.
9. Flush each faucet for several minutes each repeating until the tank is again empty. (Make sure you are using the water pump and not an external water supply.)
10. Fill the tank again. The water should now be safe to drink but if the chlorine odor is too strong you can repeat the fresh water flush.

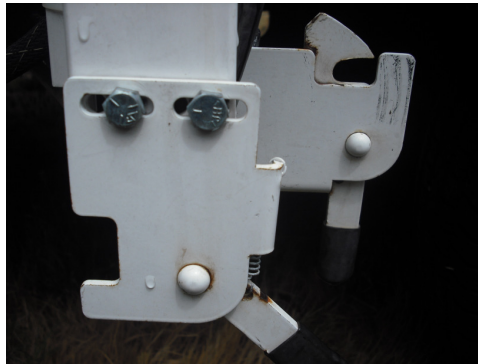
Tip Of The Month: Latch Magic

(Thanks to Dorie Dew for this great idea. If you have a tip you'd like to offer to other TrailManor owners, email cleo@trailmanor.com)

I'm a small woman. At my weight, I have jumped up and down on the foot stirrup like a crazed Banshee and still not been able to latch the TrailManor.

By accident, I discovered that the latch must be in the closed position in order to catch the incoming pin. This seems counterintuitive to me, but hey, I'm no physics genius. The fact is that when the latch is in the closed position, it takes very little effort to latch down. When it is in the open position, I find it nearly impossible to close the trailer.

See photos of the latch in the open and closed position.



Open Latch



Closed Latch

From A Woman's Point of View

A new column from Dorie Dew. Dorie owns a 2006 TrailManor 2720. Her home base is in Cloverdale, CA.



I was squatting next to the mechanic at the hitch between the car and TM. He was showing me the thin wire that acts as a last ditch safety line if the trailer brakes go out.

"This power cord is hanging down too low" he said. That was news to me. I knew that the power cord had to be plugged into the car when the trailer was hitched in order to activate the trailer brakes. And that the cord had to be pulled out when I was camping so that the electrical appliances didn't end up draining my car battery. But hanging down? It looked fine to me and I had never had a problem. "Ok. What do I do?" The man with the official "mechanic" shirt said I could use plastic ties to hold the cord up onto the hitch plate. He took several ties and threaded them through the hole in the side of the plate and then wrapped them around the cord tight. "That should do it."

The next day, I was driving down into Zion National Park from the east on the spectacular Highway 9. It was steep. And winding, with sharp hairpin turns. I was oohing and awing over the giant canyon walls on either side of me.

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Trades From Other Countries

By S. Allen Monello, D.P.A., Automotive Industry Center for Excellence, LLC

Recently I came across a situation with an RV dealer. The dealer took a trade from a Canadian resident. When the resident was crossing the border back into Canada after his trip (with his new RV), he was questioned by Customs and Border Protection (CBP) officials about the whereabouts of the vehicle in which he entered the U.S. When the Canadian advised CBP that he traded that vehicle for the one he was driving, it went downhill from there.

Here is the issue. A person may enter this country with a "personal use vehicle" that is intended for use as personal transportation by the nonresident during his or her visit to the U.S., for a period not to exceed one year. However, if the nonresident decides to sell the vehicle, the nonresident must formally "import" the vehicle through CBP. The vehicle must be in conformity with EPA and DOT requirements and a form CF 7501 must be completed.

Let's say the nonresident (in this case someone from Canada) didn't intent to trade the vehicle when he entered the country, but later decided to do so. It is at that point that he must go through this "import process" at the nearest CBP office. Customs and Border Protection Brokers are available for hire to assist with this process. If he intended to enter the country with the purpose of purchasing a new vehicle while in the U.S., the formal importation process would have occurred at the border.

As I learn more about this process, I will pass it on.

S. Allen Monello, D.P.A. is the owner of the Automotive Industry Center for Excellence, LLC (AICE). AICE is a regulatory consulting and training firm that assists the automotive industry with achieving and maintaining compliance with state and federal laws and assists dealerships with regulatory agency relations. Allen is available for onsite compliance reviews and risk assessments and may be reached by email at Allen@TheAICE.com or by telephone at (727) 623-9075.

A Woman's Point of View (continued from page 3)

I had downshifted and was going very slow, but noticed a change in the way the brakes felt. I glanced down at the trailer brake light underneath the steering wheel near the gas pedal. It wasn't on. Uh oh. I could slow down with my car brakes, but there were no trailer brakes. Not good. I was near the bottom, so I kept on driving until I found a campsite.

I got out and looked around. My power cord had dropped to the road. The cord splayed with colored red, white, black, yellow and green wire like a medical skeleton diagram. My trailer was bleeding! Call the ambulance! Except that there was no RV "911" at Zion. Or in Springdale, the town adjacent to this National Park. The closest RV mechanic was in Hurricane, at least 30 minutes away, and he wasn't open on weekends. Besides, how was I going to get the trailer to the mechanic without trailer brakes?!

Frantic phone calls and mounting anxiety followed. A friend suggested I could fix the cord myself. Me? Handle electrical wires? My brother doesn't trust me with a waffle iron. But I was in a pickle, so I needed to step up.

Turns out, it is rather simple. When the plug is unattached to a power source (the car), electrocuting myself is not a risk. All it took was a knife to cut and strip wires, some electrical tape, and "butt" (I didn't name them!) connectors—items you can find/scrounge from a hardware store, gas station or old guy with a truck full of junk about to explode onto the road.

I learned my lesson, though. I now carry a special wire cutting/stripping tool and extra butt connectors, along with lots of electrical tape. And by the way, I now have a bungee cord tying the power cord to the hitch plate. And I check before moving the TM just to make sure things are secure. Some binding ties just shouldn't be broken.

Giggles

Do you know why Washington, DC has more politicians than anywhere else in the country, and New Jersey has more toxic waste dumps than anywhere else in the country?

Because New Jersey got to pick first.

New Dealers

We are pleased to WELCOME two new dealers:

Hollander Auto Sales

Abbotsford BC

www.hollanderautosales.com

Scotts Trailer Sales

Tulsa, OK.

www.scottstrailersales.com



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