Late in 2012, TrailManor rolled out an entirely new trailer platform, our 2922 Series, which took the super-popular floorplans of our best-selling 2720 models and added an important feature that TrailManor enthusiasts had been asking for—a king-sized bed.

The 2922 series also fits a perfect slot in our product lineup because it is small enough to fit into a normal-sized garage with the door closed, if the trailer includes our swing hitch option. So you get all the great TrailManor benefits—easy towing, easy setup, easy storage, and easy living.

That’s one of the reasons both dealers and owners have embraced the new trailers, and why they’re a big part of our sales. The 29-foot trailers are offered in configurations including front and rear beds; a front slide out model with sofabe; and a front slide out model with a dinette. That makes the 2922 an option for retired couples on long adventures who want a trailer with an ideal living configuration, or for families who need to sleep a lot of children and still have a full kitchen and great amenities for keeping everyone comfortable for great family vacation memories.

To learn more and see all the 2922 floorplans, visit www.trailmanor.com.

Look For TrailManor On TV in June

This month, don’t missing seeing TrailManor featured on two national television shows, Rollin’ On TV and Motorhead Garage. The Rollin’ On TV segment aired in early June, and is still available online at www.rollinontv.com.

The Rollin’ On show included video shot at the plant the plant, plus video shot at a local state park. In addition to this segment, Rollin’ On TV has scheduled a second segment on TrailManor—this time a camping trip with Jeff Johnson, long-time editor of Trailer Life who now works for Rollin’ On TV. We’ll keep you posted on dates for the new segment once it’s completed.

The TrailManor segment on Motorhead Garage is scheduled to air Thursday, June 13, 2013 @ 5PM and Sunday, June 16, 2013 @ 1PM. There may be additional bonus segments shown, and once the show airs, we’ll also post a link on our Facebook page so you can watch it at your convenience.

To see when Motorhead Garage airs in your area, visit this link: www.masterstvshows.com.
Cleo’s Column

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

Well, here is what we have been waiting for – the lazy hazy days of SUMMER! The season for traveling and camping and it is the perfect time to build memories.

It is a time when we can fish, hike, bike or just plain camp. And those long evenings around a campfire – well, it is hard to duplicate those anywhere else.

Some ideas for camping: A friend of ours made an ideal ‘pan’ for cooking over the campfire; he used an old Maytag ringer washing machine lid. It works perfectly and he can cook a bunch of food in it. Some other friends brought a bocce ball game they purchased at a camping supply store; it is a game for all ages and it is a lot of fun. There is usually a card game or a sing-a-long and once in a while there is a costume party around the campground. There are so many different things to do. It would be fun to hear what you do while you are out camping.

But, back at TrailManor – we have been very busy. Our production staff has been working overtime to keep up with orders for new trailers. Statistical Surveys, Inc. (SSI) reports that RV sales are continuing to move upward and we are happy that TrailManor’s sales verify that report.

In this newsletter we are excited to introduce Dorie Dew, a retired college professor who owns a TrailManor unit. She is going to write a column for our newsletters to share (from a woman’s prospective) what she has learned about her unit and about camping.

We hope your summer will be filled with wonderful memories in your TrailManor.

Cleo’s Column

Dealer Profile: The Car Show Inc. RV Center

The first TrailManor that David Unruh ever bought was for himself. He never imagined that his Colorado Springs independent auto dealership, The Car Show, would become the nation’s largest TrailManor dealer.

At the start, David was simply tired of the hassles of a tent camper. He and his wife, Kate, owned a tent camper that they called their “fight trailer” – it wouldn’t go up or down without somebody winding up bleeding and mad. They loved camping, but the trailer had to go. They began investigating other possibilities, but couldn’t seem to find a good fit. They’d just about given up, when David’s father happened to pick up a copy of Trailer Life magazine while waiting in a tire store in Oklahoma. He called David to tell him the search was over; he’d found the trailer they were looking for.

David and Kate were intrigued. As luck would have it, TrailManor was actively in search of a dealer for the state of Colorado at the same time. One thing led to another, and before they knew it, they had four TrailManors on the ground at their dealership and they were wondering what they’d gotten themselves into! That first year, they sold 49 TrailManors, the most ever sold by one dealership in TrailManor’s history.

Since then, he’s been the top dealer 16 of the last 17 years, with nearly 1400 sold, including new and used.

“Honestly, I had no earthly idea that we could sell so many,” David said. “We’d never been in the RV business. But the product is unique and it fits a perfect niche in the marketplace. After all these years, there’s still nothing to compare to a TrailManor.” The Unruhs still enjoy camping in their TrailManor (3124KB) as often as they can, occasionally joining up with the local TrailBlazers (TrailManor club), as well as the national “Jubilees.”

“The folks who’ve purchased from us have become much more than customers to us,” says Kate. “They’re wonderful people and it’s always great to have them drop by, whether they’re in for service or just a visit!”

Since becoming a TrailManor dealer, the Unruhs have moved their dealership to a bigger location, and have taken on additional lines of RVs through the years. In a location where most consider the camping season to be quite short, they continue to be successful, both in state and out of state.

And for good reason. The Car Show RV Center takes amazing care of its customers.

When a customer buys a new TrailManor, the staff at the dealership spends a good part of the day with the new owner, going over every aspect of trailer operation, striving to help them feel ready to head directly to a campground. The dealership service department is also superb, and over the years, TrailManor has continually sought out input and ideas from David and his crew as they incorporate new features into the latest TrailManor models.

In addition to being TrailManor’s top dealer, The Car Show, Inc. was chosen as the “Quality Dealer of the Year” by the Colorado Independent Auto Dealers’ Association (CIADA) for 2003 – 2004.

Learn more about the great people at The Car Show Inc. RV Center by visiting the company’s website: www.thecarshowinc.com.
Over the years, we have been asked many times about moving the TrailManor camper with the tops open. The answer is always that the TrailManor camper is designed to be towed, pushed or otherwise moved around only when closed. When the TrailManor is open, the lift arms, corner locking bars and the flaps are the only support for the tops—moving the camper can overload these supporting parts and may cause damage to them and possibly the upper walls.

Now there may be times that you can move the camper when open and it would not cause much stress to these parts. If you are on a level site with a smooth surface like your driveway or concrete pad, you can move the TrailManor to change its position using the tongue jack with the wheel. You may need help with some guiding pressure (on the lower walls or lift arms) but for any turning, you should only do this with the tongue jack.

There have been TrailManor owners that have hooked their tow vehicle to an open TrailManor and towed it short distances on level ground, possibly to a dump station or a nearby site. This action may not cause much stress to the tops. But with any turning of the camper, you may not have the clearance needed, because the open top is near the front of the coupler, which may be close to the rear of the tow vehicle. This could cause serious damage and is not recommended.

**Tech Talk: With Ed Lytle**

**Need To Order Parts Or Have Your Trailer Serviced? TrailManor Now Accepts Credit Cards**

The TrailManor factory now accepts credit cards for parts orders and service work. This simplifies the ordering process and speeds up delivery.

If you need parts for your TrailManor, check with your TrailManor Dealer, or call the factory at 423.563.6685. We'll be happy to take care of you.

And if you need to have your trailer serviced, call and schedule an appointment. The TrailManor factory is located north of Knoxville, TN, just off I-75 (Exit 134, Jacksboro) so it's often convenient for TrailManor owners to come by.

**Plant Tours Available, Too**

Want to see how TrailManors are made? Then schedule a plant tour. We gladly welcome visitors, and we’re delighted to show TrailManor owners and prospective owners how our unique trailers are constructed.

It’s a great learning experience for us, too. We practice continuous improvement, always working with and listening to our dealers and owners, for ways to make a great trailer even better.

Tours are scheduled daily. Call 423.563.6685 and we’ll happily welcome you.

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**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.

As a typical woman, I was never taught to do mechanical chores—I’ve never changed oil or a flat tire, explored the electrical box outside my home, fixed a plumbing problem—these were tasks for men.

So, when I decided to buy a recreational vehicle after a divorce, friends and family were skeptical. “Can you even drive the thing without crashing?” That was the first question. Other questions and comments were less polite.

Luckily, I have a stubborn streak. I was determined to go on the road and wasn’t going to let my single status or gender get in the way of my dreams. My priorities were simple. First, I didn’t want my traveling to be a major contributor to global warming. Reasonable gas mileage was important. A gas-guzzling four-mile-to-the-gallon rig was not an option. Also, my new home on wheels had to be affordable. That ruled out a traveling luxury liner.

Next, I wanted to feel safe. A hard body seemed more secure against unwanted intruders of the two and four footed variety. That ruled out soft-sided tent material. The added bonus was that hard bodies expand the travel season to include greater climate variations. I wanted to potentially travel in Spring, the heat of Summer, Fall and perhaps even a mild Winter.

Finally, my dream rig had to withstand my less-than-athletic physical capabilities. Despite my best intentions and the Surgeon General’s recommendations, I

*Continued on Page Four*
Did I read that sign right?

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<td>Toilet out of order. Please use floor below.</td>
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<tr>
<td>Police Begin Campaign to Run Down Jaywalkers (Now that’s taking things a bit far!)</td>
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<tr>
<td>If Strike Isn’t Settled Quickly, It May Last Awhile (Ya think?)</td>
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<tr>
<td>Cold Wave Linked to Temperatures (Who would have thought!)</td>
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<tr>
<td>Red Tape Holds Up New Bridges (You mean there’s something stronger than duct tape?)</td>
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<tr>
<td>Man Struck By Lightning: Faces Battery Charge (He probably IS the battery charge!)</td>
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And the winner is....

Typhoon Rips Through Cemetery; Hundreds Dead

(Did I read that right?)

A Woman’s Point of View (cont.)

don’t get to the gym at least 3 days a week. I needed a rig that I could set up and down with relative ease and minimal strength.

I am happy to say I found the perfect solution in the TrailManor. I have been traveling for over a year now. Many things have gone wrong, especially in the beginning. Every day, I learn something new about my travel trailer and about being on the road. My cat, Kobe, travels with me. Sometimes I bring friends along too. Kobe and friends find it amusing to watch me make mistakes. Some of my mistakes are really dumb. And some mistakes I insist could have been made by even the most mechanically-minded and seasoned male traveler.

I will share all of my experiences with you, dear readers, in subsequent issues of this newsletter. You be the judge.