



Newsletter: January 2014



New Concepts and 2014 Models Highlight Louisville

Great Reception for The Newest TrailManors. Plus Lots of Buzz About An Entirely New Idea.

TrailManor's booth at the RVIA Industry Show in Louisville, KY drew lots of traffic. We featured our 2014 models, plus an entirely new product for TrailManor—a truck camper based on the TrailManor idea of being able to raise and lower the camper top.

The new RISE truck camper features a hydraulic lift system so the camper can be lowered for travel, then raised with the touch of a button for easy, carefree camping.



"We saw a great opportunity to take our concept of lightweight trailers that offer easy travel and apply it to the truck camper market," said Cleo Eickhoff, Vice President of Marketing. The RISE lowers for more aerodynamic, efficient travel and easy negotiation of low tree limbs and other off-road impediments. Then, once at your destination, a touch of a button allows the

RISE's Hydra-Rise (patent pending) lift system to lift to full height, adding significant additional room and living space.

"We like to say, 'go low—live high,'" said Eickhoff.

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The World's Fastest Soccer Team—With TrailManor



You don't have to use a TrailManor just for camping. A TrailManor goes wherever you want—and makes a great place to hang out with friends and family.

It's even great for soccer moms.

That's the idea behind our newest video, "The World's Fastest Soccer Team," which shows how the versatile TrailManor design works to provide a perfect haven for a championship team to relax and rest between matches.

TrailManor Co-Director of Sales Michael Moran enlisted the help of a movie industry professional to shoot the short video, which highlights how easy it is to tow a TrailManor, set it up, and enjoy it for whatever you might choose.

Take a quick look at the video at <http://vimeo.com/80438230>.

Cleo's Column



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

It seems such a short time ago that we were concerned about our digital world moving from 1999 to 2000 but that was 14 years ago already. We hope your Christmas was wonderful and we wish you all the best for this current year. Bob & I have been hopping around TrailManor:

- We are at the beginning stages of manufacturing a new upright trailer—a dramatically improved version of the Elkmont (with a new name).
- We are completing the design on a truck camper, the RISE, that we debuted at the RVIA show in Louisville.
- We have patented our new WEDGE-LOK system for attaching truck campers to pickups.
- We have two new Co-Directors of Sales – Michael Moran and Toby Crews.
- We are getting close to starting up manufacturing in our Nebraska location.
- We are scheduled for RV Shows up through March.

That's a lot of news. Let me elaborate a bit.

During these past two years that Bob and I have owned TrailManor, we have received numerous requests to build upright trailers. But we wanted to address some challenges with the original design and improve the trailer before we started building uprights again. Now we believe we have the changes needed to restart an upright trailer line. You'll hear more about this in the very near future.

The RISE is a whole new product for TrailManor; it is a pick-up camper without the tie downs needed on regular pick-up campers because of our new bed locking system. The camper is named 'The RISE' because the roof has a hydraulic system that raises and lowers with the touch of a button—much like a TrailManor folding trailer.

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TrailManor Dealer Spotlight: MCD RV Center



MCD RV Center has a simple but unforgettable motto: Making Camping Dreams Come True.

MCD RV Center, located in West Yarmouth, MA have been an exclusive TrailManor Dealer since 1994—in fact, TrailManor was the product line the Cheyne family chose to represent after 10 years of selling campers.

“We wanted to represent a product that was easier to tow, easy to set-up, better for the environment, and safer to travel with. We decided on TrailManor,” said Debra Lowry, a Cheyne family member and owner. “TrailManor's low profile, light weight camper uses a specially designed construction that is extremely light but very strong. We found that the TrailManor offers the best mix of camper amenities and quality construction you can rely on.

“Our customers say: ‘This was the first trailer I ever towed that after a few

miles, I didn't even feel the camper behind me.”

MCD RV Center offers a service repair staff, complete parts and accessories show room, on-line parts catalog, and over 29 years of experience to address all your camping questions and concerns. Deric Cheyne (son of Dana, the original owner) and Debra have taken over running the family business and both are camping enthusiasts themselves.



Right now, MCD RV Center is gearing up for the Springfield RV, Camping and Outdoor Show, February 14-17, in Springfield, MA. Each year, MCD RV Center offers some of the best show specials of any TrailManor dealer. If you're in the area, it's worth checking them out.

You can also take a look at the dealership website at www.mcdcorp.com for detailed directions and inventory.

Tech Talk With Ed Lytle

Winterizing Your Trailer



There are outside low point drains on the off door side under the floor near the dump valves and forward

of the axle for the hot and cold water lines, fresh water tank and the hot water heater. After opening all faucets inside, the outside shower and removing sprayer heads, open all low point drains.

The gray water tank valve and the toilet valve must be opened to drain. You may want to add some RV type antifreeze to your sink and tub drains to fill the traps. Also, you can open the connections on either side of your water pump to drain any water that may be trapped there.

There is no need for RV antifreeze in the fresh water system. Also, make sure you drain the shower hoses and store the showerheads inside and if you have a screw on cap behind the spout on the kitchen faucet, you can remove it and store.

Note: Make sure the exterior switch to operate the water heater on electric is in the OFF position.

Option To Blow Out Lines

Attach a little plug (commonly called a Blowout Plug) to your RV's city water inlet. These plugs can be purchased from most RV stores (Example: www.campingworld.com will carry the Blow Plug.) Connect the other end of the Blow Plug to your air compressor. Set your air compressor to 30 psi, with a maximum air pressure of 50 psi, and start blowing air into the water inlet.

While your compressor is blowing air into your water lines, walk around your RV and open up water valves, one at a time, to blow the water out from the lines. When the water has been blown

out then close the valve and move on to the next water opening.

Don't forget the showerhead and the outside shower if you have one. Don't forget to open up both the hot water line and the cold water line. Once you have done each and every fixture in the rig, you should have most of the water out of your freshwater system. Remove the air source and bleed off any remaining pressure by opening a faucet.

Toilet Tech

We've had a number of questions about flushing the recirculating toilet and not hearing the familiar "whoosh" sound.

The lack of the whoosh may indicate that the valve at the bottom of the line is filling up.

That means when you open the valve, that line is already filled up from the closed exterior discharge valve. You can check this by adding water to the cleaned toilet with the inside valve closed and the exterior valve open and check if there is any water running out.

If there is, make sure the inside valve is fully closed or work it back and forth to see if it stops. If no water is running out and the toilet still has water in it, this may have been something stuck in the valve at some point.

If the inside valve continues to leak, this would indicate that a new valve is needed. These valves are not stocked here at the factory. You may be able to have this replaced at a local repair shop and they can order this valve directly from Thetford.

You may also want to check online for more information from Thetford, which offers a good library of tech and service information: www.thetford.com.

Louisville Show

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Once open, the RISE has 7 feet, three inches of headroom inside, so there's plenty of space and comfort. The RISE's insulated hardwall construction also offers the benefit of maintaining more constant temperatures in both hot and cold conditions.

In addition to the new truck camper, TrailManor has also introduced a new mounting system for truck beds that make installing the camper fast and easy.

The new patent-pending bed locking system uses special inserts that eliminate the need for turnbuckles that are time-consuming and could damage the truck bed.

And TrailManor is taking a cue from a wildly popular TV show centered around ducks. The company now offers a unique "Duck Blind" edition of its trailers that features special camouflage graphics and trim, making the trailers even more appealing to hunters and outdoorsmen.

The new graphic package is offered as an option and can be retrofitted to existing trailers. It is also available on TrailManor's new RISE truck camper.

"We continually listen to our owners and dealers, and the Duck Blind edition is based on feedback that they provided about new styling and uses for TrailManor trailers," said Eickhoff. "We want to make TrailManors as versatile as possible, and the Duck Blind edition gives our owners who are hunters another reason to take out their TrailManors for an adventure."

Watch for more soon on the new RISE truck camper and our Duck Blind graphics package.



Facts You May Not Know

It takes glass one million years to decompose, which means it never wears out and can be recycled an infinite amount of times!

Gold is the only metal that doesn't rust, even if it's buried in the ground for thousands of years.

Your tongue is the only muscle in your body that is attached at only one end .

If you stop getting thirsty, you need to drink more water. When a human body is dehydrated, its thirst mechanism shuts off.

Each year 2,000,000 smokers either quit smoking or die of tobacco-related diseases.

Zero is the only number that cannot be represented by Roman numerals.

Kites were used in the American Civil War to deliver letters and newspapers.

The song, Auld Lang Syne, is sung at the stroke of midnight in almost every English-speaking country in the world to bring in the new year.

Drinking water after eating reduces the acid in your mouth by 61 percent.

Peanut oil is used for cooking in submarines because it doesn't smoke unless it's heated above 450 degrees F.

The roar that we hear when we place a seashell next to our ear is not the ocean, but rather the sound of blood surging through the veins in the ear.

Nine out of every 10 living things live in the ocean.

The banana cannot reproduce itself. It can be propagated only by the hand of man.

Airports at higher altitudes require a longer airstrip due to lower air density

The University of Alaska spans four time zones.

The tooth is the only part of the human body that cannot heal itself.

In ancient Greece, tossing an apple to a girl was a traditional proposal of marriage. Catching it meant she accepted.

Warner Communications paid \$28 million for the copyright to the song "Happy Birthday."

Intelligent people have more zinc and copper in their hair.

A comet's tail always points away from the sun.

The Swine Flu vaccine in 1976 caused more death and illness than the disease it was intended to prevent.

Caffeine increases the power of aspirin and other painkillers, that is why it is found in some medicines.

The military salute is a motion that evolved from medieval times, when knights in armor raised their visors to reveal their identity.

If you get into the bottom of a well or a tall chimney and look up, you can see stars, even in the middle of the day.

When a person dies, hearing is the last sense to go. The first sense lost is sight.

In ancient times strangers shook hands to show that they were unarmed.

Strawberries are the only fruits whose seeds grow on the outside.

Avocados have the highest calories of any fruit at 167 calories per hundred Grams.

The moon moves about two inches away from the Earth each year.

Cleo's Corner (Cont. from Page 2)

When the roof is lowered, there is less wind resistant for more efficiency, plus the camper can be maneuvered under low hanging branches in hard-to-get-to areas; when open it is 7 feet, three inches floor to ceiling.

The RISE we showcased at the RVIA show had an extra feature—camouflage graphics. This "Duck Blind" model drew plenty of attention. We'll keep you posted on production.

We are excited to welcome Michael Moran and Toby Crews as new Co-Directors of Sales. They are seasoned RV experts and they have already made a significant impact with dealers and with new ideas to incorporate into our products. We're looking forward to their contributions. (You can see one idea—that you can use a TrailManor for more than just camping—in our newest video, "World's Fastest Soccer Team.")

Final renovations are being completed at the Nebraska facility and some of the Nebraska plant crew is now in training in Tennessee. We will manufacture the new upright trailer and The RISE in the Nebraska location. Manufacturing of the classic TrailManor folding campers will remain in Tennessee.

To those who will be attending the upcoming RV Shows, please stop by and see the new TrailManors and our dealers. And please don't forget to share your camping stories and photos with us.

You can post them directly to our Facebook page or email them to us to be included in our newsletter.

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