

**WE ARE  
PRO CLASS**

volume 1 issue 1

# **NORTHWOOD CONNECTION**



1<sup>st</sup> Quarter 2022  
Editor - Clint Williams

## **Northwood Charges into 2022!**

### Inside This Issue

- 1 Northwood Message
- 1 Tech News
- 2 RV Lifestyle
- 3 Sales Staff Spotlight
- 4 Northwood Employee Spotlight
- 4 Upcoming Events

The past 24 months in the RV Business have been a roller coaster of a ride. Although we have had our challenges, it has been great to have dedicated dealers, employees, and customers to help smooth out the track. With this support, Northwood is excited to charge into 2022!

Even by conservative estimates 2022 looks to be another record year for our industry. As we start to see our supply chain strengthen and a steadier workforce, we expect to provide more high-quality Northwood products in 2022. The Northwood priorities remain the same, build the highest quality RVs in the world.

Thank you to all our dealers that we have worked closely with during this uncertain time. Thank you to all our dedicated employees that show up everyday and build a product that we are proud to put our name on. Thank you to all the Northwood owners who continue to tell their friends about the great experience they have in their Northwood Travel Trailer, 5<sup>th</sup> Wheel, Toyhauler, or Truck Camper. Let's have an outstanding 2022!

Donald E. Cochran Jr  
Chief Sales Officer

## **Tech News – OEM Charging Components**

Charging capabilities and battery types are among the most common questions we receive here at Northwood Manufacturing. There have been significant upgrades over the past several years in both areas, as a manufacturer we continue to update original equipment in order to continue providing the most user friendly RV possible.

Our charge controllers are built and distributed by Progressive Dynamics; there are two main types. Desert Fox toy haulers, Arctic Fox fifth wheels, travel trailers, and truck campers use a stand alone 9200 Series "Charge Wizard" to control battery charging while plugged into shore power or using a generator. These vary in size, larger models use a higher amp rating compared to smaller ones. They're designed to correctly charge standard lead acid and AGM batteries, they stop charging at 13.6-8 volts. A lithium specific model is available through your dealer to properly charge lithium, they top out at 14.6 volts. The last volt represents almost 30% of your batteries usable amp hours.

Nash travel trailers, Fox Mountain fifth wheels, and Wolf Creek truck campers use a PD4060 that has the charging unit built into the power center. These allow the user to select standard or lithium batteries. They are very convenient because nothing needs to be changed to accommodate battery type.

As RV's gain momentum on a national level we see these topics as a possibility to grow. Technology has made huge advances in electronics; there are more choices in battery charging and types than ever before. Look for our next Northwood Connection where we will go into more detail on solar charging as it pertains to battery types and charge maintenance.

Submitted by Rob Miller – DSM/Sales Administrator



## RV Lifestyle

Like many others, I spend my winters as a snowbird down in Arizona. When October comes the resort starts to fill up with the license plates from the northern states and Canada. The vast majority are returning to renew the friendships they left the year before. Every day, you get to watch the residents roll in and set up their campsites, which they will call home for the next 6 months. Of course, it's my job as a good neighbor to keep an eye on them to make sure they're getting their rigs backed in right. These resorts are like small communities where everyone has a similar interest and it's all about the socialization. Some resorts may have restrictions on the type of RV you may have, but where I'm at this winter, all RV's are welcome. Walking through the resort, you'll come across everything from truck campers to diesel motor homes. But no matter how big or small, these RV's are simply an extension of the owner's lifestyle and it gives them all they need in order to thrive for months on the road. While living full time in an RV can prove to be challenging, with some good organization skills and planning you can find plenty of room in the large amounts of cabinetry and storage space in the Arctic Fox 5<sup>th</sup> wheels for your everyday needs. As with all the Northwood brands, we never skimp on storage space and utilize both the inside and outside of the RV to maximize wherever we can. If you've ever camped in a park where you need to share the facilities with others, you will understand how great it is to have your own private accommodations with you wherever you may end up.

The activities are endless. In the morning there is a continual flow of walkers, some with their dogs and others just trying to get some early exercise in. If you're not a walker, you might be getting ready to attend one of the water aerobics or daily pickleball games, which are always a big turnout. The sand dunes are close by, so there are always some headed out to do some off-roading in their 4x4's. Had a chance to do that with a friend of mine, and thoroughly enjoyed it. If you're more into the relaxed life, you can grab a beverage from the cabana bar, lounge by the pool, and enjoy some conversation with the others. The truth is, there is always something you can be doing, even if it just relaxing. While the activities are enjoyable and the people are great, there's nothing better than to spend time in your home away from home knowing you have all the amenities you need right there. When traveling the country, and meeting new friends, there's no better way to enjoy this lifestyle than in an Arctic Fox fifth wheel.

Submitted by Scott Richgruber  
District Sales Manager, Southwest Region



## Sales Staff Spotlight

### Steve Piner, Winner's Sierra RV in Colfax, CA

A little over 20 years ago, Steve decided to make a career change and went to work as a salesman at Winner's Sierra RV. Since that time, he has taken on many roles at the dealership, including sales manager, but he has remained in the sales capacity as well.

In 2014, he decided it would be best to bring on an additional line to compliment what they already had. The desire was to find a small manufacturer, that built a high-quality product, would be easy to work with, and give them the personal service not usually found with the other manufacturers. For all of these reasons he decided to bring on the Northwood product. Since then, he has seen the value in selling the Northwood brand and has eliminated the other lines.

When not working and promoting our products, Steve loves hunting, fishing and tending to his horses.



### Jeremy Braughton, Nelsons RVs in Boise, ID

Jeremy has been in the RV industry since Nov 17, 2018, when he started with Nelsons RVs. In 2021 Jeremy sold 35 Northwood products and was the #1 Salesman in his Region for the Camping World Network.

Jeremy believes in the value of the Northwood product line and states "I absolutely believe Northwood is hands down the best company and they have the best products in the market. Northwood makes it very easy to sell their products with the quality of work they deliver." When Jeremy is not selling RVs he enjoys spending as much time as he can with his family up at their cabin in Crouch ID.



## Northwood Employee Spotlight

In 1993 Ron Nash pursued his dream, building a high quality RV that could withstand all 4 seasons no matter if you are traveling on black top, gravel, or dirt. Not just any RV, but one that he could sell to friends, family, and even himself! With Ron's vision and the help of a select few close friends they were able to start Northwood Manufacturing. People came and went but in the end there were a handful of people who helped start production in 1993 that are still here today.

Among the 9 employees that started with Northwood Manufacturing, Keith Williams is one of few that remain with the company. Throughout his years working for Northwood, he worked in multiple positions and locations. Starting with the company in 1993 he was responsible for ordering tools, constructing and helping design the trailers, including the very first Nash Travel Trailers, the 24A and 19B. He continued to work his way up as the company expanded into multiple facilities to help the efficiency, quality and quantity of RV's produced.

From 1997 to 2009 Keith was the production manager of line 1 where we build our Nash and Arctic Fox Travel Trailers. In 2009 Ron Nash had health issues which opened up a key position within the company to oversee all production, because of Keith's hard work and dedication he took over to ensure that Ron Nash's vision remained within the company no matter how the RV industry changed. To this day Keith remains the Director of Production, which now includes 5 different production facilities; Lamination Plant, Chassis Plant, Line 1 (Travel Trailers & Toy Haulers), Line 2 (Travel Trailers, Fifth Wheels & Toy Haulers), and Line 3 (Truck Campers).

It's safe to say that Keith's dedication to the company has helped tremendously over the last 29 years to put us where we are today; building the best, True 4-season RV in the market, and one of very few manufacturers that's still family owned.

Submitted by Colby Lankford – District Sales Manager Northwest and Alberta

## Upcoming Events

**Getting ready for Spring Camping, the RV Show schedule is in full swing. With limited inventory dealers are focusing more and more on preselling incoming units and taking orders for future production.**

<u>Rep</u>			<u>Northwood</u>
Salem RV Show	Feb 10 <sup>th</sup> – 13 <sup>th</sup>	Salem, OR	Colby Lankford
Seattle RV Show	Feb 17 <sup>th</sup> – 20 <sup>th</sup>	Seattle, WA	Clint Williams
Early Bird RV Show and Sale	Feb 17 <sup>th</sup> – 20 <sup>th</sup>	Abbotsford, BC	Doug Karr
Colorado RV Sports and Travel Show	March 3 <sup>rd</sup> – 6 <sup>th</sup>	Denver, CO	Clint Williams
Portland Metro RV Dealers Show	March 10 <sup>th</sup> – 13 <sup>th</sup>	Portland, OR	Clint Williams
MRVDA Show	March 17 <sup>th</sup> – 20 <sup>th</sup>	Minneapolis, MN	Clint Williams
Daily Sentinel RV Show	March 31 <sup>st</sup> – April 3 <sup>rd</sup>	Grand Junction, CO	Clint Williams

