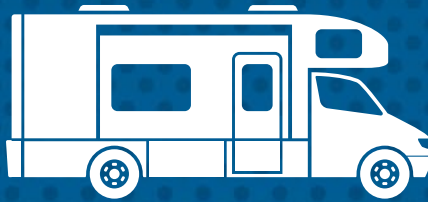




THE DEFINITIVE RV BUYER'S GUIDE





STARTING THE SEARCH FOR YOUR **NEW RV**

There's a style of RV for just about anyone, from the weekend warrior or extreme sports enthusiast to the young family escaping the city or retired couple heading out west for the first time. Options range from teardrops that can easily be hitched to a minivan for an impromptu weekend getaway to motorhomes more than capable of supporting extended adventures. Do you know where you fit and what to look for?

To help answer those questions, we'll offer guidance on the key factors every RV buyer needs to consider before signing on the dotted line. Let's get started by diving in to the most fundamental of these questions: towable or motorized?





TOWABLE RVS

Whether hitting the road a couple weekends a month with a travel trailer in tow or spending weeks at a time in a luxury fifth wheel, towable RV owners have some flexibility. Sure, they range in size and price. It's important to consider what's valuable to you when making your RV purchase and perhaps what you feel more comfortable maintaining and servicing. For example, towables don't have an engine to service compared to motorized units and eliminating the upfront cost of the engine could free up some budget for the potential addition of extra options to a towable unit.

The flexibility to detach the tow vehicle for day-trips or runs to the store is also appealing to many, which brings up another key consideration. Towable options range from a few hundred pounds to several tons, so before making an RV selection buyers need to understand the tow and hitch capabilities of the vehicle they plan to use. It's so important, in fact, that the first question a dealer will typically ask a prospective buyer when they step on the lot is about their tow vehicle.



TOWABLES	THE BASICS	SIZE (LENGTH IN FEET, WEIGHT IN LBS)	PERFECT FOR	PRICE RANGE
Camping trailers 	Small enough to be towed by most vehicles and stored easily. Simple to use and set up just about anywhere. Low maintenance.	Length: 8 - 25 Weight (unloaded): 1,000 - 2,500	Couples or small families, long weekends and spontaneous getaways	\$5,000 - \$22,000
Travel trailers 	Smaller models can be towed by crossovers, larger by pickup trucks or SUVs. Includes all the basic conveniences of home. Easily detached for use of tow vehicle while away.	Length: 10 - 40 Weight (unloaded): 1,600 - 12,000	Small families who like to spend more than just a couple days away and looking to explore beyond the camp ground.	\$8,000 - \$100,000
Fifth wheels 	Towable only by pickup trucks with in-bed hitching mechanisms. Elevated front end for bi-level floor plans. Provide the comforts and space for all types of travel. Easily detached for use of tow vehicle while away.	Length: 20 - 45 Weight (unloaded): 7,000 - 16,000	Those who want to take all the comforts of home—and some of the luxuries—on the road for extended periods of time	\$15,000 - \$160,000
Toy haulers 	Sleeping and cargo space in one. Rear fold-down ramp for easy loading and unloading of bikes, ATVs, jet skis, sporting goods, photography equipment, etc.	Length: 20 - 45 Weight (unloaded): 4,000 - 16,000	Couples and families who like to combine camping with activities that require extra storage space for equipment/gear	\$10,000 - \$175,000

*Measurements and prices reflect industry averages (not just Jayco units) and fluctuate year to year.



MOTORIZED RVS

Arriving at camp sparks a special kind of excitement. Arriving in a motorized RV makes it even better—fewer exotic parking maneuvers. Everyone can get down to having fun and making memories fast. Getting there is more comfortable too. When you make a pitstop, it is easy to move between the cab and the living area to grab a snack or use the bathroom without having to go out into the elements.

Newer buyers may not realize just how different driving a motorized RV is from their traditional vehicle; some measure up to three-times longer and many tons heavier than your everyday car. This makes ride and handling equipment that may be unfamiliar to the everyday driver very important to the motorized RV experience. Motorized RVs should have premium suspension systems—like on race cars—supported by features that distribute weight in turns and absorb road shock for a quiet, smooth-handling ride.

MOTORIZED	THE BASICS	LENGTH (FEET)	PERFECT FOR	PRICE RANGE
Class A 	Built on a specialized chassis with exceptional interior details and entertainment features. Combines all the comforts of home with affordable luxury.	21 – 44	All-seasons travel for weeks at a time (with special prep). Big families, empty nesters—pets too—travel, explore and unwind comfortably	\$60,000 - \$750,000
Class B 	They may look like a conversion van, but Class B amenities put a van to shame. Easy to drive.	15 – 22	Urban explorers, traveling to events or overnight trips	\$60,000 - \$130,000
Class C 	Built on an automotive chassis with a wide body and recognizable overhead bunk in the front.	21 – 38	Cross-country trips and towing a small vehicle to make runs in to town or more easily explore everything a new destination has to offer	\$40,000 - \$235,000

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DON'T BUY UNTIL YOU **READ THIS**

Just because you've settled on a type of RV, doesn't mean the search is over. There are several factors every RV buyer needs to consider before sealing the deal. Some may flat out surprise you. Some may seem more obvious. Either way, they should all be on your mind as the search for your dream RV continues.

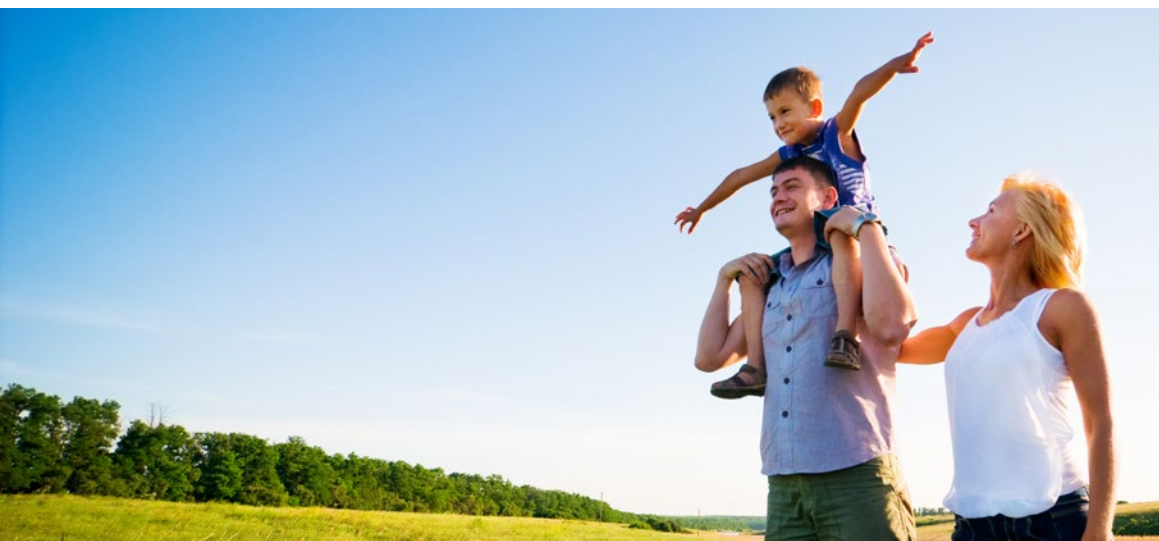


BUDGET FOR **NOW AND LATER**

Budgeting starts with a plan: determine when you want to travel and how much time you plan to spend in your unit. Do you plan to travel a couple weekends a year? Travel for longer periods of time and longer distances? What type of terrain do you plan to encounter and what environments do you plan to use your RV in? Once you have an idea of how you plan to use your RV, you will be more equipped to determine the type of RV that is right for you and makes sense in your budget.

Once this upfront investment is budgeted, you'll want to think about ongoing costs of RV travel. While studies have proven that RV vacations are less expensive than other types of vacations such as traveling by airplane and staying in a hotel, there are still costs associated with RVing to consider. Though gas prices are almost impossible to predict, miles per gallon is a good place to start. Other daily expenses like food, campsite fees, or entertainment are typically less expensive than other types of vacations.

Factoring savings along with some new expenses associated with RV ownership such as storage and maintenance help guide the investment and help you plan for the fun that's ahead.



MATCH YOUR RV TO YOUR DESTINATIONS

Warm-weather campers will want to consider window location for airflow as well as tinting for blocking bright sunlight. Central air is more common and a huge benefit for warmer locations. Options for additional air conditioning units is a plus depending on the size of the RV as well. Consider and inquire about the things you can't see, such as duct work that efficiently delivers conditioned air. Also, pay attention to what you hear – or don't hear – as you walk through the units. You don't want a noisy air conditioner or heating system keeping you up after a long day enjoying the outdoors. It's the hidden details that make the biggest difference.

For extreme-weather enthusiasts, hot or cold, insulation is important. Insulation and climate protective packages are available. Insulation not only helps with keeping a unit warm in cooler temperatures but will also help keep a unit cooler in warmer temperatures. Look for insulation in more than just the walls, documented climate testing results and units that have added insulation elements like reflective foil radiant barriers, especially in the underbelly and other areas that may seem easy to overlook.

If your favorite campsite is off the beaten path, you'll want to check the underbelly for a sealed barrier and the wheel wells for solid metal construction. These will help protect the RV's mechanics from debris, moisture, even rodents. Look also at the front cap. One without seams or multiple pieces is more resilient in rough weather or terrain.



ADDRESS MAINTENANCE COSTS AND RESALE VALUE **UP FRONT**

Avoiding headaches down the road and accelerated depreciation starts with buying an RV with sound construction—think the roof, chassis, underbelly, flooring, insulation, etc.—the stuff that doesn't necessarily catch your eye first. Key components like these form the foundation on which everything else relies.

The chassis, for example, should consist of an integrated frame with outriggers that aren't too far apart and extend outward far enough to support the full width of the body. Starting with a strong foundation is key for RV longevity.

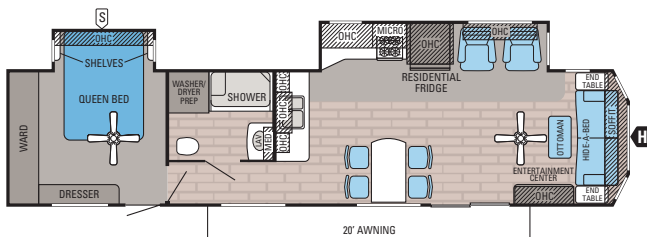
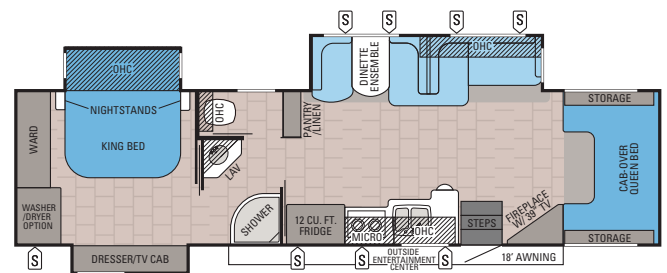
Also, take a look at the standard features and options available on the unit. Some manufacturers build plenty of standard features into the unit, giving you added value instead of making you add them on as options, one by one.

WHO HAS **YOUR BACK?**

Considering the rugged outdoors will often be your playground; a solid manufacturer's warranty agreement is worth its weight in gold. The industry standard is one year, but longer agreements are out there if you look. Also, read the fine print to make sure it really does cover everything it appears to on the surface, and to understand how the agreement is serviced. Some warranties farm out servicing to suppliers which can make claim fulfillment a hassle. Look for a warranty in which claims are handled by a single entity.

EXAMINE FLOORPLANS **CAREFULLY**

Some insider info for you: There's a saying in the business that floorplans sell RVs. While not entirely true, it speaks to the importance of choosing the right one. In order to provide buyers just the right combination of comfort and function for their unique needs, the very best RV makers offer several layouts for each model. Examine them closely and understand how, for example, having one feature may rule out having another.



Having an idea in mind while you shop of how you will use the space is very helpful. Extra storage, recliners or a dedicated dining space can make life on the road easier, but may sacrifice fundamental needs like sleeping space for the friends and family that join in on the fun. You may think you want the fancy island counter while you're shopping, but a couple years later when you're playing with the kids you don't want to find yourself saying, "I wish that island wasn't there."

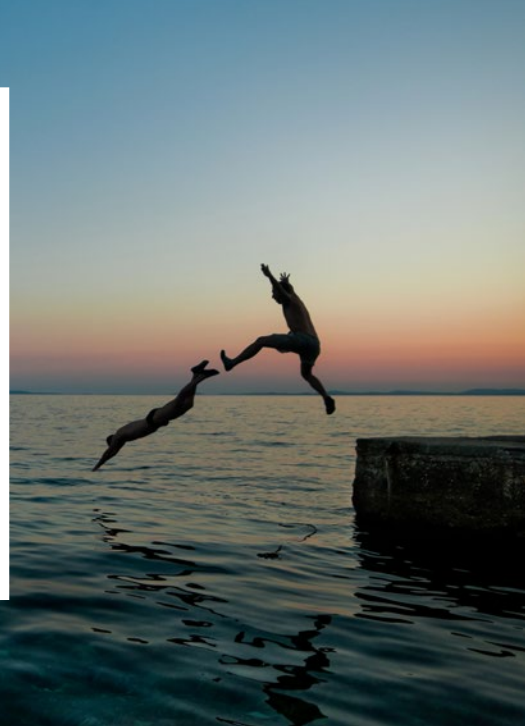
ESTABLISH **"WANTS"** AND **"NEEDS"**

Decisions on things like interior décor and options often come down to weighing "wants" vs. "needs." Leather seating, stain-resistant carpet, outdoor TVs or sinks, residential-level décor may all make you say, "I want that," but stay focused initially on the things that make you say, "We'll definitely need that."

Take into consideration how you actually plan to use your unit and how you like to camp. Love spending most of your time outdoors? Maybe you can forego extra bells and whistles on the inside of your RV, but look for outside kitchens or entertainment centers. Then again; if you have an antsy bunch who like plenty of options to keep everyone busy on a rainy day, extras on the inside might be the right choice. However you like to enjoy your RV, weigh your options based on your specific needs, not what looks "cool."

BE SAFE THE WHOLE TRIP

Airbags, lap safety belts throughout, additional safety markers, reverse lights and brake lights, reinforced hitching mechanisms, backup cameras and added features that help reduce sway are all critical to on-the-road safety. You'll want to consider what will give you peace of mind at the campsite as well. Think about other safety features like smoke, carbon monoxide and gas detectors as well as robust locking mechanisms and tinted windows.



SEE FOR YOURSELF

The Internet provides buyers lots of information. Manufacturer videos reveal construction tactics; forums can provide firsthand testimonials; elaborate technologies can be distilled down in to simple graphics; the list goes on and on. At Jayco.com, you can download full brochures and even explore interiors from end to end with the help of 360° virtual tour videos of various models. Use online manufacturer and dealer resources like these when making a purchase decision.

That said, subtle differences on paper—or on screen—can dramatically affect livability in real life. There's simply no better way to decide which RV is for you than to have a

guided "walk-around." It's so much easier to envision how the space will serve your needs by spending time in and around it. It's also the best way to judge the overall quality of a unit. Lean on the drawers a bit. Jump up and down in the shower. Lay down on the mattress. Examine how the cabinets work.

Your local dealer provides good opportunities to perform these kinds of tests, learn more about the brands and floorplans you're interested in and provide an industry insider's perspective. RV manufacturers have a dealer locator on their websites where you can find your closest dealers that carry the products in which you're interested.



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