



THE 4 THINGS

*RV Shoppers Must
Know Before Purchasing
a New RV*



Buying a brand new RV is one of the biggest purchases you'll make, so it should come as no surprise that choosing the right one for you is no small decision. Maybe you'll be joining the 1.3 million Americans who live in their motorhome full-time, or perhaps you're more of a weekender. No matter the case, electing to spend quality time with the ones you love while discovering this great country of ours is an exciting step that will lead you on countless adventures, helping to create a lifetime of memories you'll cherish forever.

Just like modern automobiles, today's RVs are a long way from the coaches of old. Many come designed and equipped to feel like home, because for many,

their coach is home. To hit the open road with minimal setbacks, you need to feel confident that you have the information required to select and acquire a quality motorcoach. Whether you are considering the interior accommodations, features and technology or the amount of available storage, engine power - even the quality of the paint finish - it all matters, but the process of deciding what's right for you doesn't have to be overwhelming.

So whether you are new to the RV lifestyle or a seasoned veteran, this guide can help you navigate the most important aspects of making your dream of owning an all-new recreational vehicle a reality.

1 Selecting an RV is a Big Decision – *Do Your Research*

When it comes to researching your new RV purchase, the last thing you want to be is hasty. It is important to take your time while considering your budget, wants and needs, future travel plans and any other items you feel are important in making your decision, such as safety, quality and reliability.

RV SHOWS

RV shows are a great place to begin exploring what's out there. These events allow you to explore several different RV makes and models while providing you with an opportunity to speak with dealer and manufacturer representatives, as well as other owners and shoppers in an ideal setting where your questions can be answered. You'll also be able to compare layouts and features side-by-side.

Aside from dealers and manufacturers, individuals representing virtually every aspect of the RV lifestyle are present at most events, so you can discover a wealth

of knowledge that goes beyond your purchase decision. Not sure how to find a show or event in your area? Websites such as gorving.com or newmarcorp.com/resources/show-schedule can locate shows happening in your area.

MANUFACTURERS

Even if you are not leaning toward a particular manufacturer, information provided by the companies that build recreational vehicles can be helpful in familiarizing yourself with the latest and greatest models being offered by each coach builder, as well as the principles and values that guide each organization. If possible, visit the manufacturers you are considering, as many offer tours of their facilities. Manufacturer websites and brochures are also helpful for familiarizing yourself with all the options in the RV industry. Just as it is essential to find a reputable dealer, it is equally important to make sure a manufacturer you are considering stands behind its products.

THE INTERNET

Of course, there are plenty of ways to do your homework online using sites like rvguide.com. Sites like these provide news on the latest and greatest in RVing along with reviews on many of the newest models. Internet forums are a great way to obtain honest feedback from current owners and learn from their experiences.

PUBLICATIONS

Print publications are still a great place to find reviews and other helpful insights when searching for a new RV. Magazines such as RV Magazine and RV.com can shed some more light on a coach you're considering.

TIPS FOR SELECTING YOUR NEXT RV

- Take notes on each coach you see, focusing on likes and dislikes.
- Do not accept that what you want is not available, because it probably is.
- Do not underestimate the importance of selecting the right floor plan for your needs.
- Remember that what is important to someone else may not be important to you.
- When exploring a coach that interests you, interact with the unit as much as you can – sit in the seats, test several features and walk around the interior as if you were already living inside, making sure there is enough room for you and your travel companions.
- Examine the overall fit and finish of every RV you view, paying special attention to the quality of the materials used.
- Choosing the right options is important. You may think you can get by with less, but foregoing useful components can leave you without the items you really need to enjoy life's highway.
- If a certain level of privacy is important to you, keep that in mind while touring a particular model.

2 The Differences Between *Gas, Diesel* and *Luxury Diesel RVs*

One of the primary decisions involved in selecting a new RV is determining the type of motorhome you need. While many shoppers consider either a gas or diesel-powered coach, some prefer the added comfort and technology a luxury diesel RV provides. There is no right or wrong option, just advantages and disadvantages worth considering.

GAS VS. DIESEL: COST

Motorhomes fueled by gasoline are often the choice of first-time RV buyers or RVers who don't live in their coaches full-time as they are less expensive than most diesel offerings. Gas models will usually not offer the same level of features and technology as their diesel counterparts, although some manufacturers build high-end gas motorcoaches with amenities that rival many of the mid-level diesel units.

Full-time RVers, especially retirees who plan to spend a considerable amount of



time exploring from coast to coast, tend to be better served by diesel or luxury diesel motorhomes. What's more, diesel and luxury diesel coaches almost always retain their value longer than gas RVs.

Because most luxury diesel RVs look and feel just like the nicest of homes, they are also the most expensive. Manufacturers equip their luxury diesel coaches with the latest and greatest features and technology they have to offer, so whether or not the increased price tag is worth it depends on what you want from your new motorhome.

GAS VS. DIESEL: *EFFICIENCY*

Despite the fact that diesel fuel is more expensive than gasoline, it's no secret that diesel coaches are much more fuel efficient than gas-powered models. This is due in large part to the fact that diesel has a greater energy value than gasoline, delivering up to 10 percent better fuel economy by volume.

If you are planning to rack up big miles on your motorcoach or treat it as your year-round residence, you'd be wise to at least consider a diesel-powered option. But if you intend to use your RV for the occasional vacation or are still trying to decide if the RV lifestyle is right for you, a gas-powered coach may be a better fit.

GAS VS. DIESEL: *INTERIOR COMFORT*

Quality RV manufacturers craft comfortable, well-appointed interiors for both their gas and diesel-powered models. Depending on the brand, some gas-powered motorhomes can look like luxury diesel coaches on the inside. Still, gas motorcoaches typically offer less comfort and technology than diesel and luxury diesel RVs. It all comes down to what you and your travel partner consider most important to enjoying your home on the road.

LUXURY DIESEL RVS

For starters, luxury diesel RVs are diesel-powered coaches equipped with increased horsepower, a heightened level of features and technology, and high-end furniture, cabinetry and fixtures.

If you're a retiree, someone who is planning to live in their motorhome full time, or just want the best that industry has to offer, you may be best suited by a luxury diesel coach. The following are the biggest differentiators associated with luxury diesel RVs.

Most luxury diesel motorhomes feature a custom chassis built specifically for the unit it will support. This increases reliability, comfort, stability and weight capacity. Luxury diesel RVs almost always offer a more powerful engine as well. Combine both of these advantages and you have a coach that can tow more than any other



3 Not All RV Manufacturers *Are Created Equal*

Once you are able to determine what you want in an RV, you can begin to research the manufacturers and decide which company you will trust to build the gorgeous new coach you deserve. Here are a handful of questions you should ask when it comes to the people building your dream machine:

IS THE MANUFACTURER RUN BY JUST BUSINESSPEOPLE? OR RV PEOPLE WHO KNOW HOW TO RUN A BUSINESS?

The difference between a run-of-the-mill RV and an RV filled with innovative and useful features built with an attention to detail and exceptional quality is all about the operation. If your RV is designed and built by people that love RVs themselves, you're much more likely to purchase a product that is everything you want: stylish, comfortable, reliable and packed full of standard features others call extras.

Class-leading RVs are the result of companies that identify their customers because of the passion they share for the RV lifestyle and the understanding they have for what qualifies as a truly great recreational vehicle.

DO THEY CARE ABOUT INNOVATION?

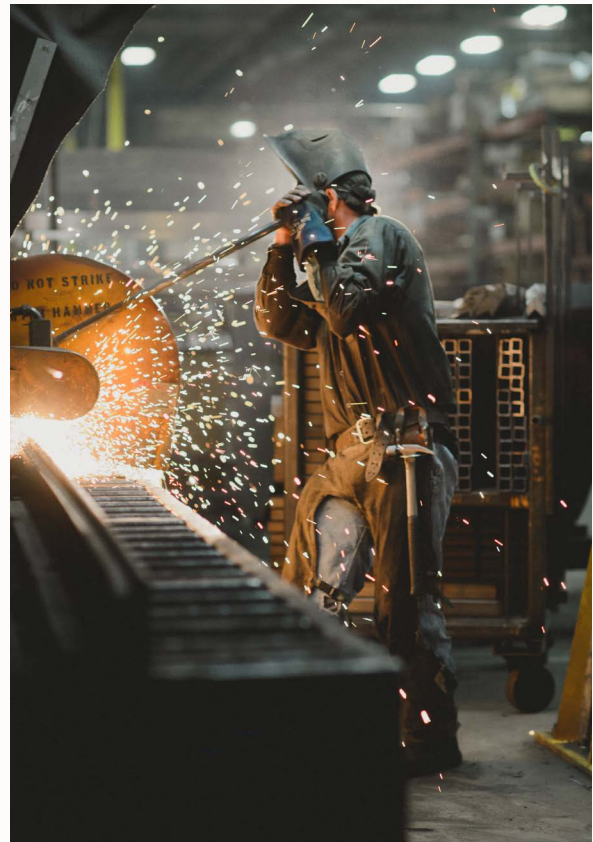
Some RV manufacturers take pride in finding out what their consumers care about, what they like and don't like about their current coach, and what they'd love to have in their next one. Other RV makers rest on their laurels, re-packaging the same tired products year after year. How can you tell the difference? Look at what each manufacturer has done lately - what features and breakthroughs have they introduced to the market in recent years? How are they making an effort to improve from one year to the next? If you struggle to find answers, that particular company probably shouldn't be building your new motorcoach.

WHERE DO THEIR VALUES LIE?

Does the manufacturer you're considering for the construction of your new RV talk only about their products? Or do they take the time to explain how and why they have your best interests in mind? A great coach is the result of a large group of great people, driven to be the very best through honesty, accountability and a desire to treat customers like family, both before and after a motorhome has been delivered.

DO THEY MAKE AN EFFORT TO DEVELOP RELATIONSHIPS WITH THEIR CUSTOMERS?

With some RV builders, you're unlikely to speak with anyone on the team unless you're contacting them with a complaint. This isn't the way lasting relationships are fostered. A motorhome is no small purchase, and the best manufacturers are run by those who understand what it takes to create a lifelong customer. A connection like this is the result of a total dedication to transparency, integrity and responsiveness. If you have a problem, those who assembled your motorhome



have a problem that must be handled with honesty and an emphasis on making things right, right away. If you get the feeling that one of the manufacturers you're considering might not react this way, move on.

4 Take Your Time *When Taking Delivery*

Whether your brand-new motorhome was found on the lot or had to be ordered from the factory, it is essential that you plan to take some time examining your RV before you drive off on any trips or adventures. Take the time to make sure everything on your new coach is in working order and all of your questions have been answered. You'll be glad you did. Here is some helpful advice on what to do before you finish taking delivery:

- Do not schedule pick up on a day before the dealer will be closed. This way, if fixes need to be made, you won't be waiting several days. This is especially important if you're taking delivery far from home.
- Make sure you receive all documentation and owner's materials, as well as serial and model numbers related to your RV's warranties.
- Test everything. If you're unsure of how to operate something, do not hesitate to consult with your sales associate.
- Do not leave the dealership until all of your questions have been answered to your satisfaction. A quality dealership will make sure you leave knowing everything you need to know to enjoy your new RV.
- Don't skip the test drive. Make sure you are fully comfortable with how your new coach handles out on the road. New questions will almost certainly arise during your time behind the wheel.
- For a complete checklist you can print and take with you to the dealership, go online and search "RV Delivery Checklist."



Whether you're just beginning to consider the purchase of a new RV or are anxiously awaiting taking delivery of your new motorcoach, remember to take your time and enjoy the opportunity to learn. An informed purchase is almost always a wise one. The more you know, the more confident you'll be throughout the entire buying process and the better you'll feel once you're out on the road enjoying your shiny new motorhome.

ABOUT NEWMAR

We love RVs. And we build them for people who love the RV lifestyle. That's why for over 50 years, the Newmar mission has been to create recreational vehicles that are unlike any others. We hold ourselves to a higher standard of craftsmanship. We infuse a deeper level of pride into our work. We continually push ourselves to innovate and lead. That's what makes Newmar different. Impeccable RV beauty, durability, comfort and affordability. Those are just a few of the qualities that create The Newmar Difference™.

