



DISCOVERY RALLY HUGE SUCCESS IN PERRIS, CA

A group of Discovery motor home owners interested in forming an association to exchange information and enjoy camaraderie, found that many others feel the same way. What is thought to be the first Discovery motor home rally was held at the Camper Resorts of America Campground in Perris, California November 2nd through 5th.

Owners of 120 rigs from 30 states have signed up for the organization, tentatively named the Discovery Owners Association. Although it was

initially thought that perhaps 25 rigs might attend this rally, everyone was delighted to find that 58 motor homes showed, representing 13 states.

Jim Devine, (President), and his wife Dorothy, (Treasurer and Membership), did an excellent job of organizing the gathering held at a Coast to Coast park. What a thrilling sight to see row after row of Discovery rigs lined up in the California sunshine!

Use was made of the park clubhouse for all events. Each morning we met and chatted

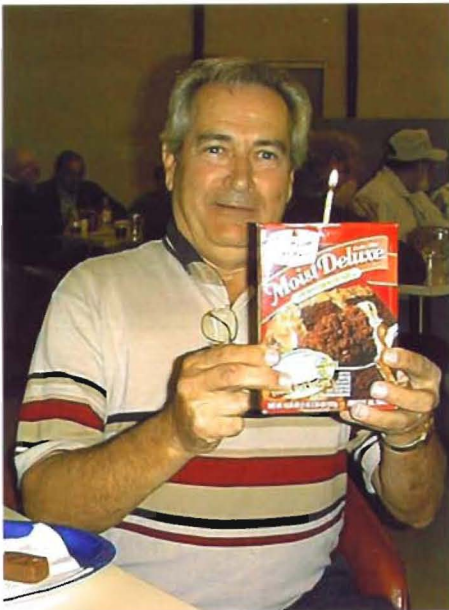
over coffee and doughnuts generously provided by Alliance Insurance.

FLEETWOOD TAKES CARE OF ITS OWN

Several Fleetwood service representatives were available Monday morning addressing and documenting any problems or concerns. Many repairs were done on our rigs courtesy of Fleetwood over the next couple of days. Happy owners expressed their gratitude for the eight friendly and competent service technicians. One member

Discovery owners getting to know each other at the welcome party hosted by Beaudry RV.





Loren Peterson proudly shows us his birthday "cake."

summed it up well as "what owning a Discovery by Fleetwood really means."

Most RVers seem to enjoy good food and we were no exception. We began to really get to know each other over a grand potluck dinner on Monday evening. Good-natured teasing and laughter filled the night air as we played a game for myriad prizes donated by generous vendors.

Tuesday morning our first scheduled seminar featured Jim Pourroy of Fleetwood. Jim's expertise was evident as he fielded questions at the well-attended meeting. This was the first of many times over the next few days that we appreciated how very helpful it was to be gathered as a group, with common interests and common needs.

GETTING TO KNOW EACH OTHER ...AND WHAT WE'VE DONE

Many of us gathered later that morning to share helpful ideas on storage and modifications (after all, we don't all have to

reinvent the wheel). Clever ideas abounded - see page 3 - and for days we scurried around to visit each other's rigs to view the possibilities.

Beaudry RV generously hosted a Welcome Party in the evening, offering wine, beer, and many tasty appetizers. Not many of us had to bother with dinner that night.

Wednesday brought with it a seminar on our Freightliner chassis, presented by Ron Anders, whose complete knowledge filled in all the gaps. So many questions arose that he generously met with us again later that afternoon to be sure all questions would be answered.

THE VISION OF FLEETWOOD

We felt privileged to be visited by Dave Wilbert, Marketing Manager for Fleetwood. Dave shared an insider's view of the development of our Discovery, the #1 selling diesel motor home, and the vision of what is to come. A sea of hands signaled our interest, as questions were both asked and answered. Our pride

as Discovery owners was evident, as well as our gratitude for the recognition of our association by Fleetwood.

Wednesday evening found us sharing a fabulous dessert potluck, followed again by a lively recreation hour. One thing - for sure - about Discovery owners is a love of a good time!

OUR ASSOCIATION MEETS

Having now jelled as a group, the association held a meeting Thursday morning, making decisions to move the organization forward.

Fleetwood was acknowledged for its very generous support and encouragement. To assist the association with reaching eligible members, Fleetwood will handle an initial mailing to all Discovery owners.

Beaudry RV was also acknowledged for its generous gifts for attendees, a large banner, and for sponsoring our Welcome Party and Farewell Dinner. In addition, everyone appreciated that they brought

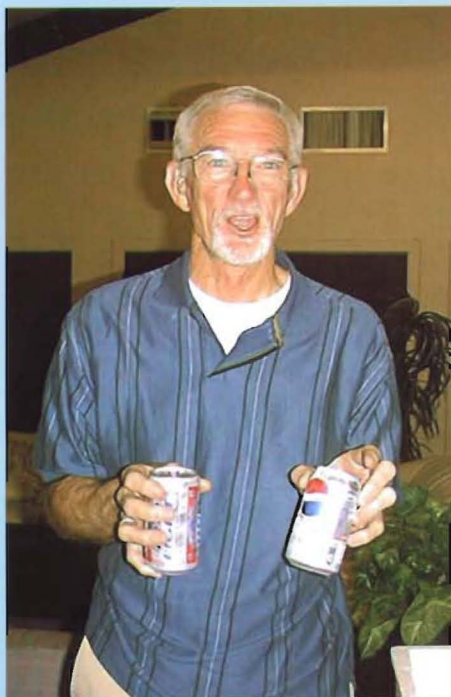
Volunteers helping with the welcome party are (left to right): Gerald Embry, Carolyn Little, Bill Little and Gisele Guay.





Discovery motor home owners appreciated the many opportunities to exchange ideas with fellow enthusiasts.

two '99 Discovery motor homes for our viewing. Several other dealers and vendors were also recognized for donating door prizes.

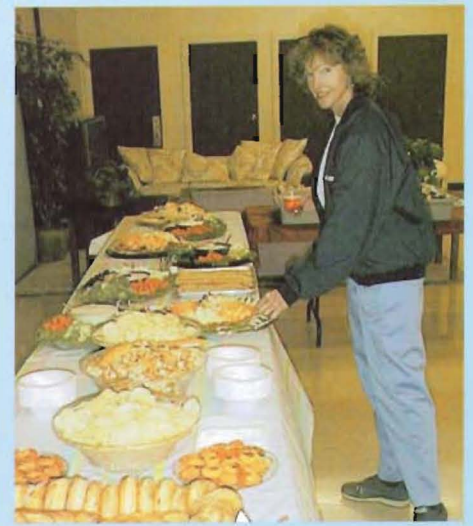


"Have a Pepsi, anyone?", asks President Jim Devine.

Our next rally will be held in Perry, Georgia on March 19-20, 1999. After such a high turnout here, we're optimistic for the same in Florida.

GROWING OUR ORGANIZATION

Jim Devine, President, articulated our expectation to serve as an umbrella organization with national membership. Foremost in our club's philosophy is to be an inclusive organization, enthusiastically welcoming all



Kathy Reardon contemplates the vast array of delicious appetizers.

interested Discovery motor home owners. Dues have been set at a moderate level to encourage membership.

KEEPING IN TOUCH

A quarterly newsletter will be created to help keep members informed on upcoming events and rallies, share information related to our coaches, and ideas

One of the things that the Discovery owners enjoyed was plenty of great food.





Discovery Express newsletter editor Lorrie Petersen asking club members for input.

from owners sharing the personal changes they've made. Stories and experiences are wanted and needed from members for the illumination and enjoyment of all.

John Yearian, General Service Manager/Field Service Engineer for Cummins, presented our final seminar Thursday afternoon. An excellent Q & A period followed a



Matt Schuster of Beaudry RV presents complimentary gifts to Dorothy Devine (Membership & Treasurer) and Jim Devine (President) for all rally attendees.

detailed presentation. We are delighted to receive some hard-to-get hand-outs as well.

Fond farewells "until we meet again," at the pre-rally before the FMCA Rally in Perry, Georgia,

were exchanged at a sumptuous Farewell Dinner. Our own Andre Guay, a professional chef, with assistance from his wife Gisele, provided a magnificent prime rib feast.

Everyone was excited to tour the 1999 Discovery motor homes displayed at the rally.

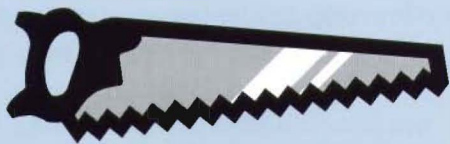


TIPS FOR DISCOVERY MOTOR HOME OWNERS

To improve access to the right hand closet, remove the door, flip the door, and re-hinge on the left-hand side. It will, as does the left-hand door, open from the right.

Add a second shelf to increase storage in the cabinet above the sink (often used for dishes, etc).

If you have the single refrigerator with the pantry shelves, improve access to the pantry by removing the shelves and substituting a pull-out unit of basket-shelves. To allow access, remove the door, flip, and re-hinge on the left.



Improve organization in basement bins by adding a shelf. A 4' x 8' sheet of 3/4" plywood, cut into quarters, fits perfectly. Lay on the structural supports in the bins.



If your front air hose access is too low for easy connection and disconnection, add an extension to it, relocating it higher, making it more accessible from the front opening. Install a hook to hang the 50' hose.

For photos and notes, screw a corkboard (small bulletin board) to the sink side of the door to the toilet.

For those "junk drawer items", hang clear plastic pocket organizers inside closet doors.



Convert your steering wheel to a table top using broom hanging clamps on the side close to the dash and a deeper support on the front to level the top.

Assist with exiting from the motor home by adding a long vertical handrail along the right hand side, anchored in the narrow area between the door and the window treatment.

Utilize storage under the sofa by removing the frontal piece and building three drawers.

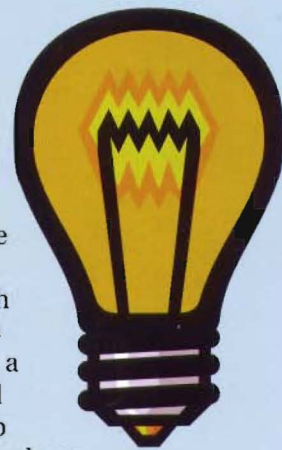
Replace the "bayonet" door closure on the bottom of the bathroom door (used when closed to the kitchen) with a cabinet magnet closure. It will effectively "grab", even when the coach is not level.

Since so many medicine cabinet items are short, add space by adding additional shelves. To keep items from falling out, install 1" Plexiglas "fences" at the front of each shelf.



To dry clothes in the motor home, purchase and install a retractable clothesline diagonally from the cabinet above the TV to the top of the cabinet above the bed, close to the ceiling.

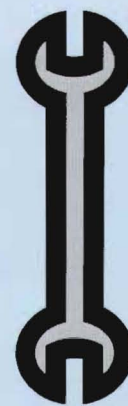
Store shoes vertically along the front outside base of the bed, beneath the mattress level. String a bungee cord between cup hooks, or purchase the pocket shoe keeper from Campers World, or build your own.



Store hats and other items in the empty space to the front of and accessed from the cabinets above the headboard.

Build and hang a shallow silverware drawer from the end of the table, with a "U" opening to provide for the table leg.

Add a removable extension to your kitchen counter, above the drawers on the left, using the same connective system that is used for the kitchen table. Support with a single leg, which folds flat for storage.



To ease access to the washer/dryer, split both doors and re-hinge to create bi-fold doors.

To increase storage use under the sink, add a shelf. Cut out around the pipe.

DISCOVERY IS AMERICA'S NUMBER ONE DIESEL RV. AGAIN!

From its very first year, Discovery has been the top-selling diesel motor home in the country. Which is only natural when you consider it's a coach that's everything you'd expect at a price you wouldn't.

TOP DIESEL RETAIL BRANDS

12.93%
Discovery

10.06%
Brand 2

7.65%
Brand 3

Source: Statistical Surverys (7/98)

FLEETWOOD RV

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