

MASON-DIXON



Discoverys

THE MASON-DIXON HERALD

August 2009

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PRESIDENT'S REPORT

Well, Alice and I are on the road on our way to the DOAI National Rally in Colorado. We had a little problem with the inverter and had to have it replaced. When the inverter started to act up, I had no idea what was going on, but we had no electric to our front television or the microwave. Of course we called Toni Calzone for help, who else. Toni led me through some diagnostics, but it didn't help, so we made arrangements to get it replaced.

Had we already had our Camp Discovery, I would not have had to call Toni and bothered her, I would have been able to go to the manual and CD to find out what to do.

I just hope as many of the Mason-Dixons as possible are able to attend Camp Discovery. The cost of the rally will be less than one repair, that's for sure. Toni is working very hard to put together the best seminars and technical information possible. THANK YOU TONI.

Camp Discovery is going to need help from the members of the Mason-Dixons. We are going to need people for registration, clothing sales, and a few other jobs. If you are attending, please let us know that you will help.

Oh well, this will be the shortest article I have written, lucky you.

Safe travels

TREASURERS REPORT

As of July 30, 2009 we have \$3,434.47 in the Mason-Dixon Discoverys account.

FLEETWOOD INFORMATION

I received information on the Fleetwood status and have attached the letter to the end of the newsletter

MASON-DIXON CLOTHING

The hats, shirts and sweatshirts look great. Toni Calzone has everything. If you want something, you can contact Toni at antonia.calzone@verizon.net and arrange to get it, but remember to send your payment to our Treasurer, Alice Ricciardi.

DISCOVERY FOR SALE



2008 Fleetwood Discovery 40X Reduced Price: \$149,500.00

Location: Harbor Creek, PA

Contact: Frank Gerlach; 814.490.3334; fishtales06@yahoo.com

Sticker price when purchased \$237,930 was selling for \$160,000 now \$149,500

2008 Discovery 40X, 41 feet long, 3 slides, 8,300 miles, 350 HP Cummins Diesel, 8K diesel generator with auto start, 3 flat-screen HD TVs, Surround sound, Outdoor entertainment center, Satellite, Sirius, Oven with 3 top burners, Double-Sided Norcold 4 door Refrigerator with ice maker, Central vacuum, Washer/Dryer, Select Comfort Queen Air Bed, Side and rear cameras, solar panel, rear rock guard, washer/dryer, water heater with 16 gal output dsi, ul hide-a-bed with air mattress, dual a/c w/heat pump w/solar, front mask clear, ultra pass seat w/ft rest, spot light w/remote control, exterior - stone, interior - cognac (brown)/Windsor, floor plan D/6 for 40X. All owners' manuals

Transferable Good Sam Warranty available, Just serviced, Factory service continues to be available. Garaged, Non-smokers, Full tank of fuel. in Erie Pennsylvania area –Harborcreek. Selling due to illness in family

Pictures and add details may be viewed at
http://www.rvusa.com/rvinventory_item.aspx?id=97664

detailed brochure for unit is at http://media.rvusa.com/library/Fleetwood2008_discovery_b.pdf

PRAYER LIST

Diane Gerlach
Julie Barefoot
Butch Mauck

Charles Smith
Lee Barefoot

BIRTHDAYS & ANNIVERSARIES

AUGUST

BIRTHDAYS

1 Glen Camp
17 Susan Fleming
20 Peggy Shuping
22 Julie Barefoot
28 Paul Hart

ANNIVERSARIES

10 Dan & Ann Fletcher
10 Dennis & Kristy Green
15 Arlie & Barbara Graybeal
25 Paul & Cecily Hart

SEPTEMBER

BIRTHDAYS

3 Pete Pizzano
4 Dennis Green
9 Marion Davis
10 Frank Cason
11 Elizabeth Deal
14 Lalia Nuzzolo
15 Diane Gerlach
18 Louise Mauck
23 Ronald Keibler

ANNIVERSARIES

7 Marshall & Louise Mauck
10 Leon & Susan Fleming
12 Glenn & Gail Camp
15 Jack & Darleen Torbert

HUMOR FOR THE MONTH

DAFFY-NISIONS

ADULT: A person who has stopped growing at both ends and is now growing in the middle.

BEAUTY PARLOR: A place where women curl up and dye.

COMMITTEE: A body that keeps minutes and wastes hours

INFLATION: Cutting money in half without damaging the paper.

TOMORROW: One of the greatest labor saving devices of today.

UPCOMING RALLIES

October - November

Larry and Mary Anne Weinberg, Marshall and Becky Godwin and Debbie and Robert Fowlkes will host a fall rally in the Williamsburg, VA area. The dates will be sent out as soon as it is finalized.

Look on the Mason-Dixon chapter section of the DOAI website for updated rally information. The website will be updated as information becomes available.

January 31, to February 5 2010

SE Area Rally at Lazy Days in Seffner, FL. This is to be hosted by the Mason-Dixons. A registration form is attached and you can register on line at the DOAI Site



OWNERS ASSOCIATION
DOAI Camp Discovery
 January 31 to February 5, 2010



2010 SouthEast Regional DOAI Rally
CAMP DISCOVERY

Lazydays RallyPark, Seffner, FL

Arrive: January 31 – Depart: February 5, 2010
campdiscovery2010.blogspot.com

REGISTRATION FORM

Please PRINT legibly or TYPE all information as you want it to appear on your name badge
Information will also be used to update the membership database

Pilot's Last Name _____ First Name _____
 Co-Pilot's Last Name _____ First Name _____
 Street _____ City, State, ZIP+4 Code _____
 Home Phone _____ Cell Phone _____ Other _____
 Email _____
 Emergency Contact _____ Emergency Phone/s _____
 DOAI # _____ DOAI Region Affiliation _____
 Need handicap parking? Yes _____ No _____ First Major Rally? Yes _____ No _____
 Are You? DOAI Officer/Chairman _____ Chapter Officer _____ Chapter _____
 Guest/s Name, City, State _____

REGISTRATION:

- \$285.00 per coach with two adults (January 31 – February 5, 2010) includes 1 CD/ Manual \$ _____
- \$250.00 per coach with one adult (January 31 – February 5, 2010) includes 1 CD/1 Manual \$ _____
- \$ 35.00 each additional person/child same coach (January 31 – February 5, 2010) x __ person/s = \$ _____
- \$120.00 for 2 if staying off site two adults (January 31 – February 5, 2010) includes 1 CD/ Manual \$ _____
- \$ 85.00 for 1 if staying off site one adult (January 31 – February 5, 2010) includes 1 CD/1 Manual \$ _____
- \$20.00 DOAI membership (if not already a DOAI member) \$ _____

FOR ALL INFORMATION INCLUDING CONTACTS, REQUESTS FOR VOLUNTEERS FOR THE RALLY AND SEMINARS, UPDATES, SEMINAR LISTINGS, CDS, HANDOUTS ETC GOTO:

campdiscovery2010.blogspot.com

EARLY ARRIVALS or LATE DEPARTURES CONTACT: Lazydays RallyPark: 800.350.6731

TO ATTEND AN ADDITIONAL RALLY AT LAZYDAYS THE WEEK BEFORE:

FMA EASTERN AREA RALLY DATES: January 26 – January 31, 2010 see website

<http://www.fleetwoodmotorhomeassoc.org/>

MAKE CHECK PAYABLE TO: DOAI CAMP DISCOVERY . Check Enclosed/Total\$ _____

MAIL CHECK AND REGISTRATION FORM TO:

Helen Blackwell, Registrar, 4473 Hobby Horse Ct., Mechanicsville, VA, 23111
 Questions? Contact Helen at 804.356.9351, 804.779.2668 or helenZblackwell@aol.com

REGISTRATIONS MUST BE RECEIVED BY December 30, 2009

Cancellation Policy:

Full refund for cancellation may be made up to December 30, 2009
 (no CD/seminar manual will be mailed with a full refund)
 NO REFUNDS after December 31, 2009 (CD/seminar manual will be mailed)

****** COPY FORM FOR YOUR RECORDS ******

You will receive a confirmation of your registration via email

Court OK's Bonuses/Severance for Fleetwood Execs

Posted By [RV Business](#) On July 16, 2009 @ 4:52 pm In [Breaking News](#) | [No Comments](#)

The U.S. Bankruptcy Court will allow Riverside, Calif.-based Fleetwood Enterprises Inc. to pay key executives a total of \$873,669 in incentives and bonuses and \$571,508 worth of severance payments, after lawyers with the company, the U.S. trustee and the attorney representing unsecured creditors in the case supported the plan's approval.

Executives who have been promised incentive bonuses ranging from \$232,000 to \$51,450 include Andrew M. Griffiths, senior vice president and chief accounting officer; Leonard J. McGill, senior vice president, general counsel and secretary; James F. Smith, vice president and operations controller; Paul C. Eskritt, president of the RV division; Charles E. Lott, president of the housing division; and Michael B. Shearin, senior vice president human resources, according to the Riverside *Press-Enterprise*.

The bonuses are based on the senior executives' ability to complete a reorganization plan that is confirmed by the court by Oct. 30. The bonus amount decreases the longer it takes. In court filings Fleetwood also said incentives were offered to keep key personnel with the company rather than risk they would leave for work elsewhere during reorganization.

Five other executives would also be eligible for bonuses. Another 32 employees would be eligible for severance.

Elden Smith, Fleetwood's CEO, agreed to cut his salary from \$873,000 annually to \$60,000 to compensate for some cost of the incentives.

Hamid Rafatjoo, a lawyer representing the committee of creditors in the case, said he took issue with an earlier proposal with a larger amount of bonuses but was happy with the plan approved by the court Wednesday.

"People did in fact work late in the night and into weekends," he told Judge Meredith Jury, adding that they did so in an effort to get higher bids for the company's RV division, to no avail.

"They do deserve combat pay for dealing with that RV buyer," he said, referring to American Industrial Partners. The New York equity firm bid \$53 million for the RV division. The deal hasn't closed.

Jury agreed, saying an "enormous amount of work" has been done by Fleetwood to attempt to get multiple bidders for its assets.

"To have one bidder is probably lucky," she said, considering the economy and state of the RV industry.

At the same hearing, Fleetwood informed the judge that a deal to sell its Douglas, Ga., plant had fallen through because the buyer couldn't get financing.



- ♦ [City, State Cooperate to Seal AIP RV Purchase \(0\)](#)
- ♦ [Fleetwood, El Monte RV Provide Vehicles for NBC Show \(0\)](#)
- ♦ [More than 1,000 Apply for Jobs at Fleetwood RV Inc. \(0\)](#)
- ♦ [Fleetwood's \\$33.2M Motorized Asset Sale to AIP Final \(1\)](#)
- ♦ [Oregon OEM Makes Big Moves in Northwest Market \(0\)](#)
- ♦ [Fleetwood Owners Give Boost to Hoosier City \(0\)](#)
- ♦ [Fleetwood Rally Brings Motorhomes Back 'Home' \(0\)](#)
- ♦ [RVIA Lauds Potential of NBC's 'Great American Road Trip' \(0\)](#)

7/22/2009

RV Business » Court OK's Bonuses/Se...

- [Fleetwood's Smith Looks for 'Smooth Transition' to AIP \(0\)](#)
- [Update: Judge OK's Fleetwood RV Division Sale \(0\)](#)

Article printed from RV Business: <http://www.rvbusiness.com>

URL to article: <http://www.rvbusiness.com/2009/07/court-oks-bonusesseverance-for-fleetwood-execs/>

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Workers Say Fleetwood Rehiring at Indiana RV Plant

Posted By [RV Business](#) On July 17, 2009 @ 8:48 am In [Uncategorized](#) | [No Comments](#)

Employees at the Fleetwood RV manufacturing plant in Decatur, Ind., say the company has asked them to re-apply for their jobs.

Company officials say they "will not confirm, or deny" the move, according the *Indiana News Center*, a central Indiana news aggregator.

A U.S. bankruptcy court gave Fleetwood the green light to sell \$53 million in motorhome assets to New York City-based American Industrial Partners.

That purchase includes two manufacturing facilities, two service centers and Fleetwood's "Gold Shield" supply unit, all located in Decatur.

Fleetwood spokesmen were unavailable for comment to *RVBusiness*.



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Wall Street: Time Not Yet Right to Buy RV Stocks

Posted By [RV Business](#) On July 16, 2009 @ 2:41 pm In [Uncategorized](#) | [No Comments](#)

Wall Street analysts maintained their somewhat neutral stance toward investing in the RV industry in the client newsletters they sent out following this week's release of the May retail RV registration figures from Statistical Surveys Inc. (SSI).

SSI reported that May Class A registrations fell 51% to 928 units while Class C registrations dropped 52% to 781 units. Class A diesel registrations fell 42% and Class A gas registrations fell 50%.

"Retail continues to outpace wholesale as dealers reduce motorhome inventory levels and manufacturers slow production. Conditions remain difficult, but we should see declines moderate as consumer confidence improves and comps become easier," said Craig Kennison of Robert W. Baird Co.

The seasonally adjusted annual rate of retail registrations for May was 17,600 units, down from 23,800 units in April, he noted.

"While registrations were again down significantly, retail has remained higher than wholesale each of the past 13 months, suggesting inventory continues to come out of the channel," he said.

Meanwhile, Kathryn Thompson of Thompson Research Group said in part, "May's retail sales deterioration is consistent with dealer feedback that motorhome sales remain extremely challenging. As we have discussed in previous notes, we believe that Thor, Winnebago and Drew Industries will be the eventual survivors from this steep downturn. That said, Thor's financial strength has enabled it to prosper relatively better than other competitors in the current environment."

TRG recommended a "hold" position on these three publicly traded stocks.



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Newsroom: Press Release

American Industrial Partners Completes Acquisition of Fleetwood Motorized Recreational Vehicle Business, Including the Goldshield Fiberglass Supply Business

07-17-09

American Industrial Partners Capital Fund IV, L.P. ("AIP") has completed the acquisition of the motorized recreational vehicle business ("Fleetwood RV" or the "Company") of Fleetwood Enterprises, Inc. The transaction was an asset purchase pursuant to a 363 bankruptcy sale process and included the Goldshield Fiberglass fabrication business. Fleetwood RV is one of North America's leading manufacturers of Class A and Class C motorized recreational vehicles and has established one of the industry's broadest and most respected distribution channels and product lines. Fleetwood RV will be jointly run by Chuck Wilkinson, CEO and John Draheim, President.

Following company meetings with all associates in Decatur, Chuck Wilkinson, CEO of Fleetwood RV stated, "Our veteran workforce is enthusiastic and excited to return to their jobs building the best coaches in the industry." John Draheim, President of Fleetwood RV, added, "We are confident that the new company can capitalize on the strength of the Fleetwood RV Brand and strong relationships with the distribution channel that have been developed over the past 60 years."

"AIP builds and invests in great American headquartered businesses and we believe Fleetwood RV represents an attractive investment opportunity. We are pleased to be partners with Chuck, John and all the talented associates at Fleetwood RV. We respect the long and successful history of the Company and greatly value the relationships that Fleetwood RV has with its dealers, customers, suppliers and associates and look forward to continuing and improving those relationships over time." said Dino Cusumano, Partner at AIP. Mr Cusumano further commented that "The Company's headquarters and manufacturing operations will be in Decatur Indiana. We would like to thank the City of Decatur and the State of Indiana for their significant support during this process." Paul Bamatter, Partner at AIP, commented that "Fleetwood RV will be organized as a separate standalone company within our portfolio of companies. Fleetwood RV will have one of the best balance sheets in the industry with no third party debt and a significant cash balance at close."

Chuck Wilkinson said "We look forward to partnering with the American Industrial Partners team and have charted a going forward operating agenda focused on developing new and leading products, further improving our quality and service levels and our cost position."

John Draheim noted that "Our customers and dealers have been extremely loyal to us over the years and we expect to repay that loyalty by ensuring that they are afforded innovative products built with exceptional quality, all at affordable prices. Our near-term outlook has turned positive as our dealer inventories have bottomed and retail sales have accelerated in the past few months."

About American Industrial Partners

American Industrial Partners was founded in 1989 and is a private equity firm that makes control equity investments in mid-sized industrial companies that can benefit from the firm's systematic approach to implementing strategic and operational improvements. It is investing its fourth fund which recently closed with \$405.5 million of committed capital. For more information, visit www.aipartners.com or American Industrial Partners can be reached at 212-627-2360.

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