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Primo Trailer Sales Newsletter

Spring Is Coming!
March 2008

Dear Chris,



The days have gotten longer and even though there is a lot of snow still on the ground in Ottawa, Spring is around the corner!!!

Soon the warm weather will be here and the campers, motorcycles and summer cars will be taken out of storage for another year of fun.

The staff at Primo Trailer Sales have geared up for another great season. See you soon!

Aluminum Trailers Trailex, Aluma & Thule

A very hot segment of the trailer market is aluminum. Only a few years ago aluminum trailers were sold in Canada in very limited numbers. Traditionally, trailers have been built from steel but we are seeing an emergence of aluminum as a trailer construction material.



We have been stocking [Trailex lightweight open car trailers](#), [Trailex enclosed car trailers](#), [Trailex canoe & kayak trailers](#), [Aluma open & enclosed utility trailers](#) and [Thule SnoPro snowmobile trailers](#) and have been very pleasantly surprised at how they have been embraced by our clients.

Aluminum is lighter than steel which allows smaller vehicles to larger aluminum trailers compared with steel framed trailers. For example, a Trailex open car trailer, at 900#, is almost HALF the weight of a comparable steel trailer.

It is almost always less expensive to buy an aluminum trailer, which weighs less than a comparable steel trailer, than it is to upgrade, maintain, insure and operate a larger tow vehicle.

Aluminum doesn't rust and doesn't age as quickly as a steel trailer. After a few years a steel trailer will require a repaint while an

Spring Servicing RV Trailer & Utility Trailer Specials

Everyone is looking forward to spring and use of their trailer. As with most things mechanical, periodic maintenance is required. Wheel bearings should be repacked every 20000km or once a year. Wheel bearings fail when they are not properly lubricated, heat up and then seize. This will at a minimum ruin your day, may ruin your axle and could cause an accident. If your trailer has brakes they too should be inspected and serviced. In Ontario most tandem axle trailers (other than RV trailers) are required by law to undergo an annual [safety inspection](#). Primo Trailer Sales is currently offering [RV Trailer Service Specials](#) and [Utility Trailer Service Specials](#). Please contact the Primo Trailer Sales Service Department to [schedule service](#) for your trailer.



Weight Distribution Systems

How They Work

A [Weight-Distributing System](#) is composed of 5 major elements:

- 1) The hitch receiver on the tow vehicle.
- 2) The ball mount that fits into the receiver and holds the front of spring bar



aluminum trailer will keep looking great.

Aluminum trailers, perhaps because fewer are sold, command a premium in the used market. Consequently they tend to hold their value much better than a comparable steel trailer.

For your next trailer, consider aluminum.

\$USD vs. \$CDN

How It Affects The Trailer Business

The dramatic rise in value of the Canadian dollar over the past year affected many sectors of the Canadian economy, including the RV & trailer business.

Virtually all the major trailer manufacturers are located in the United States. Since we buy in US Dollars our cost has dropped significantly. The same trailer in 2008 is 20% less expensive than it was in 2007 and in some cases trailers are being sold for less now than **TEN** years ago.

Even though Canada Trailers is based in Canada, the cost of their trailers has also been reduced to reflect the lower cost in American sourced components such as axles.

The dramatic drop in the price of new trailers has had a negative impact on the value of trade-ins. Used trailer values have suffered but it is important to remember that when trading in your trailer for a new one, the only number that really matters is the **difference** between the price of the new trailer and your trade.



assembly.

3) The spring bar assembly. This is the heart of the system and creates the leverage necessary between the tow vehicle and trailer.

4) The snap-up brackets. The brackets are mounted on the tongue of the trailer and support the rear of the spring bars.

5) Sway control. This system can be of 2 types; either a standalone friction type system or a fully integrated cam type system. We will address sway control systems in our next installment.

The above components work together as a seamless system to provide a complete & worry free towing solution. Rather than merely supporting the trailer tongue weight (TW), weight distributing (WD) systems apply leverage between the towing vehicle and trailer causing the TW to be carried by all axles of the tow vehicle and trailer. The amount of leverage is determined by the adjustable angle of the ball mount in conjunction with the amount tension the spring bars create. Once the initial installation and adjustment of the system has been done by a qualified technician, the subsequent use and adjustment is very simple. Adjustment is simple because of the easy-to-operate snap-up brackets that allow spring bar tension to be adjusted by changing links in the support chains. This lets you adjust for various trailer tongue weights within the spring bar weight range by applying tension on the spring bars until the tow vehicle and trailer are level. When TW is distributed in this way, trailers with greater TWs can be towed, resulting in a more level ride that reduces stress on the rear of the tow vehicle and provides greater steering control and greater brake performance. **IMPORTANT NOTE** Please note however that a WD system does not increase the tow vehicle's tow rating!

New Product Vu Qube

The true power of the VuQube Satellite Antenna is its portability and simple one person set-up. The VuQube antenna is self contained in a weather resistant enclosure. It requires no assembly or installation,

just place the VuQube on the ground, in the back of your pick-up, on a picnic table or anywhere there is a clear view of the southern sky. Once positioned, run a single coaxial cable (provided with purchase) from the satellite receiver to the VuQube and use a wireless remote to move the motorized antenna dish inside the VuQube until you lock on to a signal.

Our Price: \$859

S & H: \$30



Towing Tip #2



In Ontario it is a requirement to have two safety chains, except on fifth-wheel trailers. The law also requires the following:

The chains must be run crosswise under the coupling. That way, should something in the connection fail, the trailer is limited as to how much it can sway and move in general, making it feasible to come to a safe stop.

Open style "s" hooks are not permitted. In other words, the safety chains must be securely clasped around the hitch.

The chains cannot be longer than necessary for making tight turns.

If you find it necessary to retrofit or replace the safety chains on your trailer, you may consider replacing the chains with a vinyl coated, self-coiling **safety cable** with a quick connect clevis hook. These cables meet all of the legal requirements and have the additional benefit of virtually eliminating the possibility of having the chains dragging on the ground. A number of manufacturers are now using cables rather than chains and we have retrofitted all of our [rental trailers](#) with safety cables.

Thank you for your business. See you soon.

Sincerely,



The entire team at Primo Trailer Sales



FREE spare tire & rim with all open and enclosed trailers purchased.

Enclosed trailers, dump trailers, landscaper trailers, canoe & kayak trailers, auto trailers, utility trailers eligible. Clearance and Sale items excluded.

This offer will not be advertised. Coupon must be printed and presented in person. Feel free to share with friends and family.

FREE

Offer Expires: April 30, 2008.

**\$500
FREE**

\$500 FREE parts and accessories credit when you purchase a new, 2008 or 2009 travel trailer, fifth wheel, toy hauler or park trailer.

Model year 2008 (Dakota, Edgewater, Leisure Travel Van, Pilgrim, Savoy, Sunset Creek, Wildcat, Wildwood) or 2009 (Weekend Warrior, Alumascap) only. Clearance and Sale items excluded.

This offer will not be advertised. Coupon must be printed and presented in person. Feel free to share with friends and family.

Offer Expires: April 30, 2008

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