



Primo Trailer Sales Newsletter

Mid-Summer
July 2008

Dear Chris,



August is coming up fast and school will be starting soon. Now is the time to relax and enjoy all that summer in Canada has to offer.

Fuel Efficiency Becoming Key Feature in RVs

RV Business
Wednesday, July
30, 2008

Although recreational vehicle manufacturers have been striving for greater fuel



efficiency for half a decade, the movement seriously began gathering steam over the last two or three years as the nation's average gasoline price rocketed from a little more than \$2 to north of \$4 a gallon. While there is no hard data, Kevin Broom, spokesman for the Recreational Vehicle Industry Association (RVIA), told the Press-Enterprise, Riverside, Calif., that he's noticed two changes toward fuel economy. According to Broom, motorhome manufacturers are increasingly working with the Class C Dodge Sprinter chassis extensively used by [Leisure Travel Vans](#), rather than the larger, thirstier Class A choices. And makers of travel trailers have been using different materials that reduce their weight, allowing for a smaller tow vehicle while also putting less strain on a bigger engine. Fleetwood Enterprises Inc., based in Riverside, like many builders in the industry is moving toward higher fuel efficiency on three fronts: Use of lighter materials, looking for more fuel-efficient engines and adopting more aerodynamic shapes. Luc van Herle, product marketing manager for motorhomes, said that coaches of all sizes will be lighter and more fuel-efficient in the future. And for customers willing to give up some space but who want all the amenities they've become

MaxxAir Vent Cover More Trailer Ventilation With Improved Design

It doesn't take more than a few years of near-constant sunlight to turn the typical trailer vent cover into a brittle piece of plastic. The new MAXXAIR II vent cover from MAXXAIR Vent Corp. not only provides protection but improves air flow and permits the vent to be opened "rain or shine."

 [New Maxxair Vent Cover from Primo Trailer Sales](#)

The one-piece aerodynamic design is claimed to provide more vent area than any other vent cover, and features side louvers for better cross-ventilation.

Made of high-density polyethylene for maximum UV protection, the new unit mounts in the same holes as the original MAXXAIR vent cover, and is available in the same colors (white, almond, smoke, champagne, silver and black).

New Brake Controller The Husky Siberian

Husky Towing Products introduces a new brake controller to its line of brake control products. The next generation [Siberian](#) has all of the basic function of Husky's Excursion controller



used to in a motorhome, manufacturers will be "challenged to make the most efficient use of space we can," van Herle said.

The boating and aircraft industries have provided examples for motorhome makers, according to van Herle.

The No. 1 priority is getting the weight of the products down, said Bob Rogers, product marketing manager for Fleetwood travel trailers. Most trailer frames have been switched from wood to aluminum, which is lighter but just as durable, he said.

Aerodynamics are also on the minds of Fleetwood's travel trailer engineers, who have narrowed some models to 7 feet in width - narrower than the tow vehicle, and therefore less prone to wind resistance.

The Press-Enterprise reported that Perris, Calif.-based MVP RV Inc. also hopped on the lightweight trailer bandwagon with a new Coast travel trailer that it says weighs about 1,000 pounds less than similar-sized models. The company was formed after management with Thor California Inc. bought out the firm from parent Thor Industries Inc.

Van Herle noted that one option passenger vehicle owners have had for several years is a hybrid drivetrain, with an electric motor that augments a gasoline engine. He said it's unlikely Fleetwood will take that approach soon, because the start-and-stop driving that recharges hybrid batteries doesn't fit with the way motorhomes are used.

Fuel-cell technology is more likely for the RV industry, and that technology probably will be used for power generation before it's used to move the vehicle, he said.

Spotlight on Canada Trailers

Canada Trailers Manufacturing Limited is a multinational company with related companies in



Canada, USA and Mexico. Its parent company was established in 1989 and specialized in custom manufacturing for the automotive sector and continues to service the auto companies of North America. Canada Trailers was established in 1997 and has since grown exponentially since its inception. With a vast product line and a dealer network across Canada, Canada Trailers has quickly become nationally recognized by dealers and customers alike.

....Canada Trailers strives to provide customers with a Canadian made product that can compete in price and exceed in quality of imported units. Customer suggestions are always welcome and are often implemented in product changes to provide the most user-friendly and highest quality product. Canada Trailers highly suggests shopping their competition to see the differences in quality first hand.

Numerous Canada Trailers models are in stock at

but takes braking control to the next level with enhanced features and a sleek new styling. The new features include User Presets, exclusive Pressure Sensitive Manual Braking, Enhanced Display graphics, and Soft-touch Controls. The User Preset feature allows drivers to save their brake controller settings (Load Level and Output Gain) to one of four memory positions. The preset function is particularly convenient when: (1) the vehicle/trailer has multiple operators who prefer slightly different settings; (2) the operator has multiple trailers; (3) the operator tows a trailer that requires different settings when it is loaded/unloaded; (4) the operator encounters any combination of these scenarios.

The exclusive Pressure Sensitive Switch for manual trailer brake activation replaces the manual sliding lever common to other controllers. It allows the operator more finite control over the power being applied to the trailer brakes. The harder the button is pushed, the more power is applied.

An Enhanced Display Panel has been designed to support the Siberian's advanced functions. Four green LED lights indicate the operator's preset selections while a segmented LED shows the pressure being applied by the manual braking switch.

Two Soft-touch Controls replace a rotary knob to control Output Gain adjustments for Gain Increase (+) and for Gain Decrease (-).

The sleek compact styling of the Siberian makes it easily mounted to more locations inside the vehicle. It sports an integrated harness connector within its case for added plug-and-play convenience. A mating harness is also supplied with the controller, as are a custom slide-in mounting bracket, hardware and easy-to-follow installation instructions. A 30-amp circuit breaker (purchased separately), may be required for some vehicles.

Inherent to the new Siberian controller are technologies that made Husky's original Excursion popular among trailer operators, including patented dual-axis accelerometer technology, which continually recognizes varying road terrain changes and senses the vehicle's rate of deceleration to apply the correct amount of braking force at precise intervals for a smooth and seamless stop.

"Husky Towing Products is committed to continually providing innovative products to our customers," says Bryan Fletcher, Senior VP, Husky Towing Products. "With our new Siberian brake controller we feel that we have a product that represents trailer braking at its finest." Designed for light- to heavy-duty applications (one to four axle trailers) with 2, 4, 6 or 8 brake systems, the Siberian features four easily adjustable power level settings. Each level increases the initial power curve to the trailer brakes, making the controller fully adjustable for progressively heavier loads.

The new Siberian also incorporates polarity protection, which means that the control will not be destroyed in the event the power and ground wires are connected backwards. The unit creates

Primo Trailer Sales.

no output interference with vehicle electrical systems, cruise control systems or anti-lock brakes. The new Siberian is backed by a limited lifetime warranty.

New! 2007 Crossroads Cruiser CF32BL 5th Wheel w/3 Slides & Bunks



Cross over to an experience that gives you everything you need to hit the road with the best overall quality - and nothing less. Transition to lightweight, all-aluminum construction that offers you more half-ton towing options. Evolve to hung walls and a seamless roof equal to the solid protection of your own home. Advance to comfortable on-road living that you never thought was possible. Progress to knowing this travel home will last as long as your heart's content, each year, each season. Live on the road with confidence.

Clearance: \$33,400 including freight & prep. Sales taxes and licencing additional.
(GST & Ontario Sales Tax Included, \$0 down, 7.5%, 60 month term, 180 month amortization)

List Price: \$47,900

Stock #3553

2008 Pace Aerosport 8.5x24 Enclosed Car Trailer



The Pace American AeroSport Series is the trailer of choice when looking to improve fuel economy with an aerodynamic V-nose that also maximizes interior volume.

The combined V-nose and flat top roof design cuts through the wind better than a conventional flat front trailer and makes towing easy and safe. Unlike flat-front trailers, AeroSport adds cargo area over the frame leading to the trailer hitch, allowing for additional front space

without increasing overall length.

Sale: \$8,850 including Freight & Prep. Sales Taxes & Licencing Additional.

Save Thousands

Stock #3891 7000# GVWR. Includes Auto Hauler Pkg.

All other [enclosed car trailers in stock](#) must go! [Contact Us](#) for more info.

Clearance!!! 2007 Pilgrim 303BHSS Travel Trailer w/Bunk Beds

2007 Pilgrim
303BHSS

Pilgrim brand trailers by Pilgrim International, provides standard features that are normally only offered on manufacturer's products that cost thousands of dollars more. Many of our standard features are sold as options or not even available from competitors within our price range.

Clearance: \$23,800 including freight & prep. Sales taxes and licencing additional.

Monthly Payment: \$256/mo.

(GST & Ontario Sales Taxes Included, \$0 down, 7.5%, 60 month term, 180 month amortization)

List Price: \$28,500

Stock #3756

Pace Hammer Hydraulic Dump Trailer - One Only. Priced to Clear!

Pace Hammer Dump Trailer

Hammer trailers, like their name, are made to take a beating on the job site and keep performing day after day. We start with the highest quality materials and "design in" the kind of strength and reliability you demand throughout the construction process. Add in Pace's unmatched customer support after the sale, nationwide parts and service and brand name resale value and you've got a product that's

second to none.

Clearance: \$5,950 including freight & prep. Sales taxes and licencing additional.

List Price: \$8,785

Stock #3701 [Contact Us](#) for more information.

HR610TA3 w/Battery 10,000# GVWR

Towing Tip #6



Here are top tips to stay safe provided by the Canada Safety Council.

1. The first thing to do: Check that your tow vehicle, trailer, and all related equipment comply with the towing and RV road laws of each province or state you will be traveling through.
2. Before you tow or haul, make sure your vehicle is properly equipped for the job. Check your owner's manual or if in doubt contact your vehicle dealer. Check that your rear view mirrors give a clear view of the road behind.
3. You need more space to stop or pass. Leave plenty of distance between yourself and the vehicle ahead. Keep your distance - a car six metres long pulling a six-metre trailer should have at least six seconds following distance in ideal conditions. For conditions that are less than ideal, increase the following distance. Pull over where possible to let faster vehicles pass.
4. Load your tow vehicle and trailer for optimum road stability:
 - To help the tow vehicle absorb the weight of the trailer, do not put heavy items in the trunk or back seat.
 - When packing the trailer, load about 60 per cent of the weight toward the front and 40 per cent toward the rear.
 - Place heaviest items nearest to the floor to create a low center of gravity.
5. High speed and downhill travel are the two main causes of instability on the road. To minimize instability:
 - Anticipate downhill grades. Slow up before starting the descent and use a lower gear to keep from overworking the brakes.
 - Use a lower gear on uphill pulls as well to get more power at less cost to your vehicle.

Thank you for your business and continued support.

Sincerely,



The entire team at Primo Trailer Sales



Thule Bike Racks Save 10%

Offer Expires: August 31, 2008

Thule is the name in vehicle racks and Primo Trailer Sales is Ottawa's west end Thule dealer. We have a variety of Thule bike racks in stock. Anything we don't have, we can order for delivery in a few days.

This offer will not be advertised. Coupon must be presented in person at time of purchase. Feel free to share with family and friends by forwarding this newsletter.

For more information please [Contact Us](#) or call Andrew in Parts at 613-596-9696.

Sit back. Way back! Faulkner lawn recliners provide the deep comfort everyone is looking for in folding furniture.



Faulkner Zero Gravity Recliners

Save \$15

Now From \$124.99
Regularly From \$139.99

Offer Expires: August 31, 2008

Faulkner lawn chairs are engineered with comfort in mind, with a unique high-tension elastic cord system that provides flexible support. The ergonomically contoured armrests follow every move of the seat, while Faulkner's patio chairs have an easy-to-use lever lock system that allows for quick selection of a reclining position that best suits the user, from sitting-up to the zero-gravity position. The padded headrest is removable and adjustable, and the fabric covering Faulkner patio recliners are designed for comfort with the padded designer fabric. Holding these folding lawn chairs together is an aesthetically pleasing frame made from sturdy powder-coated steel tubing that folds compactly for storage or travel. Faulkner patio chairs are covered by a 2 year warranty.

Many physicians and health care professionals recommend the Zero Gravity reclining position provided by the Faulkner folding recliner. The Zero Gravity position is reached when the legs are elevated above the heart. The zero gravity position also reduces spinal pressure, muscle tension and stress, lower back pressure, and improves blood circulation. The Faulkner pool chair also has an ergonomic padded headrest that can serve as lumbar support and comes with a Velcro system to adjust and maintain the tension of its elastic band.

Standard and XL version (taller & slightly wider) available in various colors. Padded or mesh fabric.

This offer will not be advertised. Coupon must be presented in person at time of purchase. Feel free to share with family and friends by forwarding this newsletter.

[Forward email](#)

✉ [SafeUnsubscribe®](#)

This email was sent to cmilosek@primotrailersales.com by support@primotrailersales.com.
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

Email Marketing by



Primo Trailer Sales | 995 Moodie Dr. S. | Ottawa | Ontario | K2R 1H4 | Canada