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National
December 2013
Month, Quarter, and Year to Date

All Rec. Vehicles
Trailer Registration Report

Point of Delivery
PURCHASER LEVEL

BEST DATA. GUARANTEED.

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Section (1-A-1) [Consolidated National - All Rec. Vehicles] - Top 45 Manufacturers Ranked by Ytd Retail Sales as of: Dec 2013

| Rank | Manufacturer | 2013 | | | | | | 2012 | | | | | | YTD Percent of Change | |
|------|----------------------|------|-------|-------|-------|-------|-------|------|-------|-------|-------|-------|-------|-----------------------|-----------|
| | | Dec | M-%St | Qtr | Q-%St | Ytd | Y-%St | Dec | M-%St | Qtr | Q-%St | Ytd | Y-%St | Unit | Mkt Share |
| 1 | THOR INDUSTRIES INC | 2898 | 36.4% | 12628 | 36.2% | 77565 | 35.9% | 2723 | 37.1% | 11526 | 38.3% | 69078 | 37.0% | 12.3% | -2.9% |
| 2 | FOREST RIVER GROUP. | 2514 | 31.5% | 11553 | 33.1% | 75236 | 34.8% | 2326 | 31.7% | 9444 | 31.4% | 60929 | 32.6% | 23.5% | 6.7% |
| 3 | JAYCO INC | 728 | 9.1% | 3588 | 10.3% | 24579 | 11.4% | 707 | 9.6% | 3113 | 10.3% | 21965 | 11.8% | 11.9% | -3.3% |
| 4 | K-Z INC | 191 | 2.4% | 869 | 2.5% | 6035 | 2.8% | 186 | 2.5% | 773 | 2.6% | 5594 | 3.0% | 7.9% | -6.7% |
| 5 | GULFSTREAM COACH | 98 | 1.2% | 496 | 1.4% | 3309 | 1.5% | 82 | 1.1% | 407 | 1.4% | 3463 | 1.9% | -4.4% | -17.4% |
| 6 | DRV / CRUISER RV LLC | 139 | 1.7% | 557 | 1.6% | 3095 | 1.4% | 117 | 1.6% | 443 | 1.5% | 2706 | 1.4% | 14.4% | -1.1% |
| 7 | SKYLINE CORP | 79 | 1.0% | 422 | 1.2% | 3063 | 1.4% | 111 | 1.5% | 520 | 1.7% | 3486 | 1.9% | -12.1% | -24.0% |
| 8 | OPEN RANGE RV CO | 138 | 1.7% | 548 | 1.6% | 3008 | 1.4% | 126 | 1.7% | 520 | 1.7% | 2485 | 1.3% | 21.0% | 4.6% |
| 9 | WINNEBAGO IND | 70 | 0.9% | 363 | 1.0% | 1944 | 0.9% | 66 | 0.9% | 317 | 1.1% | 1567 | 0.8% | 24.1% | 7.2% |
| 10 | ECLIPSE RV | 105 | 1.3% | 344 | 1.0% | 1771 | 0.8% | 102 | 1.4% | 340 | 1.1% | 1538 | 0.8% | 15.1% | -0.5% |
| 11 | AMERICAN SURPLUS/MFG | 181 | 2.3% | 484 | 1.4% | 1547 | 0.7% | 247 | 3.4% | 576 | 1.9% | 1616 | 0.9% | -4.3% | -17.2% |
| 12 | MONACO RV | 51 | 0.6% | 204 | 0.6% | 1413 | 0.7% | 44 | 0.6% | 183 | 0.6% | 1305 | 0.7% | 8.3% | -6.4% |
| 13 | LANCE CAMPER | 85 | 1.1% | 284 | 0.8% | 1354 | 0.6% | 49 | 0.7% | 161 | 0.5% | 817 | 0.4% | 65.7% | 43.3% |
| 14 | NORTHWOOD MANUFACTUR | 72 | 0.9% | 275 | 0.8% | 1308 | 0.6% | 47 | 0.6% | 180 | 0.6% | 1061 | 0.6% | 23.3% | 6.6% |
| 15 | EVERGREEN RV | 80 | 1.0% | 273 | 0.8% | 1087 | 0.5% | 38 | 0.5% | 124 | 0.4% | 586 | 0.3% | 85.5% | 60.4% |
| 16 | OUTDOORS RV MFG | 46 | 0.6% | 171 | 0.5% | 951 | 0.4% | 29 | 0.4% | 147 | 0.5% | 914 | 0.5% | 4.0% | -10.1% |
| 17 | COLUMBIA NORTHWE | 31 | 0.4% | 151 | 0.4% | 934 | 0.4% | 27 | 0.4% | 132 | 0.4% | 810 | 0.4% | 15.3% | -0.3% |
| 18 | PLEASANT VLY TEARDRP | 40 | 0.5% | 146 | 0.4% | 915 | 0.4% | 41 | 0.6% | 146 | 0.5% | 749 | 0.4% | 22.2% | 5.6% |
| 19 | PACIFIC COACHWORKS | 45 | 0.6% | 168 | 0.5% | 835 | 0.4% | 42 | 0.6% | 139 | 0.5% | 551 | 0.3% | 51.5% | 31.0% |
| 20 | GRAND DESIGN RV | 112 | 1.4% | 350 | 1.0% | 762 | 0.4% | | | | 0.0% | | | n/a | n/a |
| 21 | CASITA ENTRP | 45 | 0.6% | 123 | 0.4% | 571 | 0.3% | 32 | 0.4% | 104 | 0.3% | 558 | 0.3% | 2.3% | -11.5% |
| 22 | RIVERSIDE RV | 26 | 0.3% | 115 | 0.3% | 488 | 0.2% | 6 | 0.1% | 26 | 0.1% | 133 | 0.1% | 266.9% | 217.2% |
| 23 | EVELANDS MFG INC | 22 | 0.3% | 73 | 0.2% | 340 | 0.2% | 9 | 0.1% | 44 | 0.1% | 256 | 0.1% | 32.8% | 14.8% |
| 24 | RECREATION BY DESIGN | 6 | 0.1% | 64 | 0.2% | 286 | 0.1% | 7 | 0.1% | 53 | 0.2% | 299 | 0.2% | -4.3% | -17.3% |
| 25 | KROPF MFG CO INC | 8 | 0.1% | 62 | 0.2% | 234 | 0.1% | 11 | 0.1% | 49 | 0.2% | 223 | 0.1% | 4.9% | -9.3% |
| 26 | CHALET RV MFG | 6 | 0.1% | 29 | 0.1% | 185 | 0.1% | 12 | 0.2% | 33 | 0.1% | 148 | 0.1% | 25.0% | 8.1% |
| 27 | ECHO MFG | 3 | 0.0% | 22 | 0.1% | 146 | 0.1% | 3 | 0.0% | 9 | 0.0% | 53 | 0.0% | 175.5% | 138.1% |
| 28 | RIVERSIDE TRAVEL TRL | 2 | 0.0% | 14 | 0.0% | 140 | 0.1% | 4 | 0.1% | 17 | 0.1% | 211 | 0.1% | -33.6% | -42.6% |
| 29 | TRAILMANOR | 8 | 0.1% | 15 | 0.0% | 127 | 0.1% | 3 | 0.0% | 15 | 0.0% | 125 | 0.1% | 1.6% | -12.2% |
| 30 | PETERSON IND IC | 6 | 0.1% | 28 | 0.1% | 125 | 0.1% | 7 | 0.1% | 32 | 0.1% | 134 | 0.1% | -6.7% | -19.4% |
| 31 | H L ENTERPRISE | 5 | 0.1% | 26 | 0.1% | 123 | 0.1% | 9 | 0.1% | 24 | 0.1% | 140 | 0.1% | -12.1% | -24.1% |
| 32 | TRAVEL LITE INC | 2 | 0.0% | 16 | 0.0% | 101 | 0.0% | 3 | 0.0% | 17 | 0.1% | 64 | 0.0% | 57.8% | 36.4% |
| 33 | FAIRMONT HMS IN | 3 | 0.0% | 22 | 0.1% | 97 | 0.0% | 6 | 0.1% | 15 | 0.0% | 94 | 0.1% | 3.2% | -10.8% |
| 34 | LIFETIME PRODUCTS | 1 | 0.0% | 3 | 0.0% | 94 | 0.0% | | | | 0.0% | 7 | 0.0% | 1242.9% | 1060.9% |
| 35 | SUNSET PARK & RV INC | 1 | 0.0% | 17 | 0.0% | 93 | 0.0% | | | 12 | 0.0% | 105 | 0.1% | -11.4% | -23.4% |
| 36 | AUGUSTA RV | 5 | 0.1% | 22 | 0.1% | 92 | 0.0% | | | | 0.0% | 1 | 0.0% | 9100.0% | 7853.1% |
| 37 | KADDY KRUISER RV | 5 | 0.1% | 12 | 0.0% | 92 | 0.0% | 3 | 0.0% | 10 | 0.0% | 84 | 0.0% | 9.5% | -5.3% |
| 38 | CHARIOT EAGLE INC | 7 | 0.1% | 23 | 0.1% | 91 | 0.0% | 7 | 0.1% | 23 | 0.1% | 99 | 0.1% | -8.1% | -20.5% |
| 39 | LAKOTA TRAILERS INC | 2 | 0.0% | 16 | 0.0% | 87 | 0.0% | 5 | 0.1% | 15 | 0.0% | 76 | 0.0% | 14.5% | -1.0% |
| 40 | ESCAPE TRAILER IND | 3 | 0.0% | 17 | 0.0% | 86 | 0.0% | 6 | 0.1% | 15 | 0.0% | 58 | 0.0% | 48.3% | 28.2% |
| 41 | PALM HARBOR HMS | | | 3 | 0.0% | 85 | 0.0% | 1 | 0.0% | 3 | 0.0% | 12 | 0.0% | 608.3% | 512.3% |
| 42 | WOODLAND PARK | 3 | 0.0% | 22 | 0.1% | 83 | 0.0% | 1 | 0.0% | 12 | 0.0% | 54 | 0.0% | 53.7% | 32.9% |
| 43 | CAVCO IND INC | 7 | 0.1% | 16 | 0.0% | 81 | 0.0% | 6 | 0.1% | 16 | 0.1% | 90 | 0.0% | -10.0% | -22.2% |
| 44 | DNA ENTERPRISES INC | 3 | 0.0% | 16 | 0.0% | 80 | 0.0% | 2 | 0.0% | 19 | 0.1% | 84 | 0.0% | -4.8% | -17.7% |
| 45 | CARSON TRAILER INC | 4 | 0.1% | 22 | 0.1% | 69 | 0.0% | 4 | 0.1% | 11 | 0.0% | 58 | 0.0% | 19.0% | 2.8% |

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|--|-------------|-----------------|--------------|-----------------|--------------|-----------------|--------------|-----------------|--------------|-----------------|---------------|
| Total Retail Sales for: Dec2013 | 7970 | 1st-2013 | 40713 | 2nd-2013 | 73923 | 3rd-2013 | 66670 | 4th-2013 | 34925 | Ytd-2013 | 216231 |
| Total Retail Sales for: Dec2012 | 7343 | 1st-2012 | 36218 | 2nd-2012 | 65354 | 3rd-2012 | 55247 | 4th-2012 | 30106 | Ytd-2012 | 186925 |
| Unit % of Change | 8.5% | | 12.4% | | 13.1% | | 20.7% | | 16.0% | | 15.7% |