

Subject: January 2023 Newsletter from Air Safe Hitches

January 2023

Newsletter

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- Next Webinar Jan 4, 2023, at 4:00PM has been cancelled

We all get the exact same 365 days. The only difference is what we do with them. I hope this year gives you confidence and courage, and that you soar to your dreams! Live your life to the fullest extent, happy New Year!

2022 Year In Rearview

by Josh Schukman

Posted December 13, 2022

Here're some of the coolest things we figured out about 2022 RV travel trends:

Revenge Travel Is Still Happening

Revenge travel happened big in 2021 and 2022. That's where we all took it out on 2020 lockdowns by going on all the trips we didn't take (and then some) during the pandemic. Here's what we're seeing on that front:

- **Double it.** RV rental bookings on our platform have doubled from January – April 2021 to January – April 2023. To us, this says that *revenge travel* hooked people into a love for RVing that's only growing.
- **37%.** Bookings for 2023 are up 37% from 2021 and up 8% from 2022.
- Positive Traveler Sentiment At All-Time High

- People are digging RV travel. We know this because **95%** of our reviewed RV rentals were rated 5 stars by our renters in 2022. That's compared to:
 - 93% in 2021
 - 92% in 2020

For us, this is incredibly gratifying because it signifies that peer-to-peer RV rental is truly becoming a top-quality way to vacate — able to compete with virtually any other vacation type.

RV Rental Supply Is At Its Highest Ever

We've seen **59%** more hosts (and RV rentals!) added to our platform since 2020. That translates into scads more options and available RV rental nights for you.

So if you want to roll around in anything ranging from a VW Westfalia Campervan to an Ultra-Lux Class A, there's bound to be something for you on Outdoorsy.

And 70% of our owners offer RV delivery as an add-on, making it easier than ever for you to roll in the rig of your dreams.

10 Most Popular RV Destinations From 2022

Urban locales with close proximity to things like national parks, monuments, and other outdoor attractions continue to top our list. People tend to rent RVs at these locations and then trek about these regions in search of adventure:

1. **Los Angeles-Long Beach-Anaheim, CA Metro Area**— The ocean, Joshua Tree National Park, and the Angeles National Forest are just a small sliver of the spots you can see when you rent a rig here.
2. **Phoenix-Mesa-Chandler, AZ Metro Area**— Whether you crave the red rocks of Sedona, the sunny days of Tucson, or easy access to all the Southwest, Phoenix is the place to launch an RV vacation.
3. **Denver-Aurora-Lakewood, CO Metro Area** — This one's an understatement... The Rocky Mountains, raging rivers, and epic hiking trails are just a few of the reasons people rent RVs like mad 'round here.
4. **San Diego-Chula Vista-Carlsbad, CA Metro Area** — Southern California is known for beautiful beaches and weather that's regularly 70s and sunny. The area also has some of the best food in the country — making it a popular RVing destination for decades.
5. **Seattle-Tacoma-Bellevue, WA Metro Area** —As a gateway to the Pacific Northwest, Seattle is a splendid jumping-off point for things like Mount Rainier, the Oregon Coast, and so so much more.
6. **Riverside-San Bernardino-Ontario, CA Metro Area** —As another gateway to Southern California, it's little wonder that this region made our list. Rent here for easy access to mountains, lakes, hikes, and skiing.
7. **Portland-Vancouver-Hillsboro, OR-WA Metro Area** — It's tough to beat this location if you want easy RVing access to spectacular points in Oregon, Washington, and Northern California.
8. **Dallas-Fort Worth-Arlington, TX Metro Area** — Texas is a perennially popular RVing state because it has so many fun sites on tap. Check out San Antonio for historic sites, great food, and a mild climate. Then there's South Padre

Island for awesome ocean camping. And Big Bend National Park is a must-see spot anytime you RV through South Texas.

9. **Salt Lake City, UT Metro Area** — SLC is a jumping-off point for places far and wide in the Southwest. You could check out Utah's Mighty 5, zip up to The Tetons in under six hours, or even head up to Idaho's Sawtooth Mountains — to name just a few.
10. **San Francisco-Oakland-Berkeley, CA Metro Area** — As another gateway to Northern California and the Oregon coast, this spot makes our list year after year as a top place to rent an RV.

The Most Affordable Cities To Rent An RV

We also crunched our numbers to see where you can get the most bang for your buck with an RV rental. Here are the places with the most affordable RV rentals for 2022:

- **Burlington, NC** — Centrally located, provides easy access to places like The Appalachian Trail and the NC Coast.
- **Baraboo, WI** — This centrally located spot in Wisconsin provides easy access to the Great Lakes, epic nature, and affordable adventures.
- **Adrian, MI** — Another centrally located spot that'll give you easy access to fun stuff in the upper midwest.
- **Charlottesville, VA** — Take in a splendid slice of history and natural wonders all from this one basecamp.
- **Cheyenne, WY** — Rent here for easy and affordable access to spots like the Medicine Bow-Routt National Forest.

Most Popular RV Rental Types In 2022

Based on the #vanlife trend, we kinda thought campervans would be our most popular RV rental pick.

And while people dig campervans, it turns out that travel trailers of all types and stripes are our most popular rentals. This might be because you can so easily have a travel trailer delivered and set up at your campsite.

Class C RVs nipped at the heels of travel trailers and came in a close second as our most popular RV rental type for 2022.

Top RV Rental Search Filters For 2022

Search filters are a terrific way to understand what RVing folk want most in the campers they rent.

We found these to be our most common search filters in 2022:

- *Pet-friendly RVs* (67% of guests use this search filter when looking for an RV rental!)
- *Festival-friendly RVs*
- *Rigs with AC*
- *Rigs with a toilet*
- Pet-friendly rigs are where it's at.

Average RV Rental Trip Length In 2022

The average RV trip length in 2022 was 5.8 days — close to the 5.9-day average we found in 2021 and a 6.2-day average trip length in 2020.

It looks like folks are planning longer trips in 2023 with **7 days** being the average booking length for 2023 trips that are currently on our books.

Average Total Trip Cost For 2022

Folks spent an average of \$1,270 for a rented RV trip in 2022. This compares to \$1,185 in 2021 and \$1,175 in 2020.

This means that RVing continues to be the most affordable, cost-saving vacation type. It generally beats out plane trips, hotel trips, cruise trips, and even train trips in terms of cost-effectiveness.

New Versus Repeat Renters In 2022

We found that 82% of our renters this year were first-time renters on Outdoorsy. This is compared to 86% from last year.

What this says to us is that RVing vacations are continuing to grow at a rapid pace.

Which Age Groups Are Renting RVs The Most?

35 to 44-year-olds represent our largest segment of renters by clocking in 32% of our bookings. 45 to 54-year-olds are next in line at 26% of our bookings.

Who Is Traveling In 2022?

On par with years past, couples travel seems to be our most popular because 61% of RV rental searches on our platform are for ‘sleeps two’ rigs.

This is followed up by folks searching for ‘sleep four’ rigs to accommodate a couple and 1-2 kiddos.

Looking Ahead To 2023 RV Travel Trends

With 2023 upon us, we can already see a few themes that’ll likely shape the year. Here’s what we’re seeing so far:

People Are Booking RVs Far In Advance

Renters are renting rigs an average of 232 days out for 2023. This is close to the 234-day-out average for 2022.

When revenge travel was in its early days in 2021, folks reserved their RV 278 days ahead of the vacay, on average.

Average Trip Length For Bookings In 2023

This is tracking around 7 days on average — a bump up from years past.

Average Trip Cost For Bookings In 2023

Because renters seem to be booking longer RV trips for 2023, this overall cost has gone up to \$1,813. That's compared to a \$1,270 average for 2022.

Nightly RV rental rates haven't necessarily gone up for 2023 but the length of trip has, resulting in an increased average trip cost.

Booking Growth 2023 Versus 2022

We're showing 8% more bookings for this period versus the exact same time period last year.

Last year at this time, we were showing a 27% year-over-year increase in bookings.

What that all means is that more and more people are continuing to get into RVing — something we love seeing.

If 2021 was the year of revenge travel, 2022 is the year of revenge-on-revenge travel. Scads of people in 2020, 2021, and 2022 discovered just how refreshing, restorative, and rejuvenating RV travel could be and they're sticking with it.

RVing is growing in popularity because it continues to be one of the most affordable, efficient, fun, and flexible ways to travel. Our 2022 year in rearview is looking exceedingly bright — and 2023 is looking even better.

Updated 2022 And New 2023 RV Shipment Forecast Released

Sep 1, 2022 RV Industry Association Staff

RV wholesale shipments are projected to reach 498,800 units by year-end 2022 and 419,000 units in 2023, according to the Fall 2022 issue of RV RoadSigns, the quarterly forecast prepared by ITR Economics for the RV Industry Association.

“This new forecast projects 2022 to be the second or third best year on record for RV shipments and projects 2023 to be in line with our 10-year average, which is considerably above our 20 and 30-year numbers,” said RV Industry Association President & CEO Craig Kirby. “For decades our industry has seen ebbs and flows, yet we’ve seen continuous overall shipment growth for more than 40 years as RVing remains a popular option for consumers who are looking for the freedom to travel while also controlling their costs.”

The new forecast projects 2022 RV shipments to range between 487,300 and 510,300 units with a most likely year-end total of 498,800 units, a (-16.9%) decline from the record 600,240 shipped in 2021. Looking to 2023, the forecast projects shipments to range between 409,000 to 429,000 units with a most likely year-end total of 419,000, a (-16%) decline from the projected 2022 total.

The softening economic backdrop, as measured by declines in ITR's system of leading indicators, is impacting the RV shipment forecast. Coupled with lower savings rates, elevated inflation, and higher interest rates, these factors are putting pressure on consumer budgets, leading some to reduce or postpone spending on discretionary items such as RVs. Record shipments in the first half of 2022 have allowed dealerships to replenish inventory and dealers are now managing through their inventory and planning out for 2023.

RV Trips for Beginners: Basic How-To's for a Smooth Vacation

By Brittany Goodrich

If you're about to set out on your first RV trip, you're probably nervous about getting everything right. You need to know how to rent the right RVs, what to get, how to find a place to camp, how to hook up your essentials, and so on. Not to mention, you also need to learn how to budget for your trip! RV trips for beginners don't need to be hard, though.

In fact, with the right knowledge, you can ensure your trip will go as well as it can! Below, we'll get into some of the top things you need to know to plan the perfect RV trip.

How to Rent an RV

Renting an RV serves as an easy and convenient way to see the country. When you rent an RV, you pay for each night you use it. Usually, renting an RV isn't any more expensive than renting a hotel room. But, with an RV, you get the added benefit that you can take it anywhere! So, it's perfect for people who want to see the country without making multiple reservations.

If you don't want to pay on a nightly basis, you should consider buying an RV. Many people consider buying an RV an unaffordable expenditure, but you can get one for as little as \$149 a month at Camping World.

To find your ideal RV, simply enter your zip code here and look at the RVs available in your area. You can filter them by cost, floor plan, and RV type. Through these specifications, you can find the RV that suits you and your family's needs the best. That way, you can have the best RV trips for beginners in comfort! Some RVs even qualify for home delivery, so you don't have to travel to pick it up!

What to Buy for Your RV

If you're planning RV trips for beginners, you need to know what you'll need to get for your RV.

First of all, you'll want to think about electricity. Without an electrical connection, you won't have the ability to take advantage of many of your RV's features.

With the Nature Power 440-Watt Complete Solar Kit, you'll get power no matter where you go. This set has solar panels, cables, and sturdy aluminum frames, perfect for mounting on the top of your RV. To put it together, all you need to do is secure it to your RV and follow the installation instructions. The plug-ins are easy to navigate, making the setup process easy!

Additionally, you'll need to purchase bedding and any furniture your RV needs. Before you buy, make sure you know the size of the mattress for which you're buying. Then, shop at Target for camping sheets!

Finding a Place to Camp

To plan the best RV trips for beginners, you need to consider whether or not the camping sites have RV hookups. Without the proper hookups, you won't be able to enjoy electricity, water, or sewage services.

To set up your RV, you'll need to know about the amp service available at the site. RVs often come equipped with outlets for multiple amps. The one you plug into will be the one that matches the amp service at the RV site. Remember to turn off your breakers before plugging in!

You'll also need to connect your hose to the available water faucets. Make sure you disinfect the faucet before completing the connection and use a water gauge to keep the water pressure at a level that's suitable for the RV. To set up your sewer line, simply clip one end of a sewer hose to your RV's sewage outlet and the other end to the sewage opening at the site. Always use gloves when completing this process.

Ready to Plan the Best RV Trips for Beginners?

Planning the best RV trips for beginners doesn't have to be difficult when you follow this advice. In fact, all you need to do now is figure out how you want to tailor this information to your specific situation!

What's New for Airstream Travel Trailers in Model Year 2023

Updates for the Model Year 2023 Airstream Travel Trailers are here. Learn about enhanced solar power, flexible battery choices, an improved media console, and more.

A few weeks ago, we kicked off model year updates with the announcement of the twin bed configuration for the International and Flying Cloud 23FB floor plans. More exciting news about the Airstream travel trailer lineup is being announced with performance enhancements and updates for all models — and yes — even more big news yet to come.

Let's not make changes, let's make only improvements.

- Wally Byam

What's New for Travel Trailer Model Year 2023?

Twin Beds Options for the International and Flying Cloud 23FB

The 23FB floor plan is the shortest Airstream that includes dual axles and is also the longest layout that comes in what we refer to as the narrow body style (8ft. exterior width) — making it unique amongst the Silver Bullet lineup. This small and “just right” floor plan is one of our most popular options and includes all of the features that make adventuring in an Airstream something to remember.

Did you catch the exciting model year announcement for the Airstream Touring Coach product lineup? The incredible E1 Package features a powerful Volta battery system that removes liquid propane (LP) from the equation and adds all-electric components powered by a massive 12.1 kilowatt-hour lithium battery pack.

Updates Across the Travel Trailer Lineup

Solar Panels and Batteries

As travelers and nomads rediscovered camping over the course of the pandemic and also explored the beauty of boondocking (camping without traditional RV hookups), the topic of solar power and batteries were consistently at the top of the list when speaking with customers because most of the campsites had been booked out months in advance. Boondocking and using more energy from the sun requires solar panels and batteries to hold that energy — the longer you want to stay, the more you'll likely need of both.

While not yet a full solar roof like you may have seen on the eStream Concept Travel Trailer, we're excited to announce the addition of enhanced solar performance as well as an additional panel with almost all Airstream travel trailers. We have also made the transition to 12-volt TVs across the travel trailer lineup (with the

exception of Classic). This type of TV is highly energy efficient while also freeing up an inverted circuit for other purposes when needed.

An Improved Solar Array and an Additional Panel

The model year upgrades in solar power include a shift to high-performance Merlin Solar where each solar array is 100 watts versus 90 watts per panels used in previous years (+10 watts per panel). With higher output and full potential wattage that exceeds the previous generation of solar panels, Merlin rigid panels are an upgrade that truly enhances the travel experience whether boondocking or traveling between campsites.

Rigid Panels from Merlin Solar:

- Superior performance in all light conditions
- Quicker to “wake up” and get to work
- High UV Resistance
- Parallel operation enables each panel to operate individually or collectively as a strong group — maximizing the collection of solar power in all lighting environments and situations
- Military-grade design, exceptional durability, and long-lasting
- Rigid, yet optimized to perform with the curved roof of the Airstream

The roof-mounted solar panels and front solar connection port work together to provide collaborative charging for your batteries which increases efficiency and decreases charging time.

Customer Choice of Batteries

New for model year 2023 is the option for customers to choose their own batteries at the dealership upon delivery (with the exception of Classic and Pottery Barn Special Edition). This update provides flexibility which enables each Airstreamer to choose the best battery chemistry for their specific need. Planning to stay at campgrounds that offer shore power? Lead acid or AGM batteries will be perfect. Looking to venture away from the grid and need more battery capacity? High-performance deep cycle lithium-ion batteries are your go-to (we recommend Battle Born Batteries). With this update, we’ve upgraded to a multi-stage auto-detecting power converter, making it seamless to drop-in different batteries (by chemistry) and doesn’t require any physical changes for the power system to adjust.

This customer-centric update is another example of collective feedback from customers and dealers alike. The battery flexibility is favorable, but knowing that fresh batteries that haven’t started their warranty yet is something we’re pleased to offer customers. While no longer included as part of the previously labeled solar package, your authorized dealer will work with you to determine the battery solution that works best for your adventures.

For the Classic and Pottery Barn Special Edition models, a 200Ah battery bank (2 - 100Ah lithium batteries) is still included from the Airstream factory.

Redesigned Media Console

The media console can be found in most overhead storage areas in the galley area. This cabinet has typically held the radio, USB ports, and Blu-Ray/DVD player. New for model year 2023 is the removal of the Blu-Ray/DVD player and an improved media console design that saves on space. An HDMI port enables customers to bring their own media or streaming device based on their preference (Apple TV, Chromecast, Fire TV, Roku, etc.). With a 110v outlet and USB ports conveniently located next to the HDMI port, you can power up your device, connect to Airstream Connected Wi-Fi, and start streaming your favorite show.

For models that include more than one television, the HDMI port plays the same media on both TVs and extends the option to attach an HDMI switch — making it possible to set up multiple streaming devices that can be selected with the tap of a button.

New All Electric Travel Trailers You Need to See

ByJ + M August 2022

You knew it was bound to happen. With EV cars now mainstream, new EV trucks and vans being announced monthly, EV semi-trucks in the works — all-electric travel trailers were bound to be in the pipeline.

Why Choose an All Electric Travel Trailer

There are two main reasons why these potential all electric trailer products and concepts are coming to market.

First, consumers are drawn to the idea of going off-grid with an all electric, sustainable rig. No gas powered generators would be needed. With the price of gasoline always in flux, all-electric travel trailers offer more stability and reliability. And even though generators have gotten quieter over the years, they are still noisy.

Going all electric also means no natural gas is needed to power cooking equipment like stoves and ovens. With electric appliances, you wouldn't need to refill on propane, which allows you stay off-grid longer.

The second reason is the appeal of new technology. People like toys and being early adopters. These futuristic all electric trailers represent the latest in technology.

For example, the Airstream all electric trailer concept, EStream, has its own engine and battery. You can unhitch it and self drive it into parking spots! It will also assist the towing vehicle by actively powering the trailer wheels when needed.

Years from now, this kind of EV innovation will revolutionize the RV market, bringing to life things we never thought possible.

Here is a list of exciting new all electric travel trailer concepts that have been announced, as well as new electric trailer designs actually coming to the market.

Airstream Estream New Travel Trailer

Airstream is a titan in the RV world, whose trailers have long been the envy of travelers. Airstream trailer designs are timeless, and they currently have a concept all electric trailer in the works.

What's interesting about the eStream trailer is that it features more than just a built in battery to power the trailer's living quarter functionality.

The large battery built into the frame also supplies power to the wheels, allowing this trailer to be self driven into tight spots when unhitched. Think of it like a giant remote controlled vehicle.

Airstream also claims that the powered wheels will assist the towing vehicle for smoother towing.

ERV Off Grid Camp Trailer With Solar

Two Australian companies, Retreat Caravan and OzXcorp, have collaborated to create the ERV. They're claiming to be the first fully-electric RV on the market starting in 2023.

With a fully installed solar array on the roof providing juice to a 14.3-kWh lithium ion battery, the ERV is designed for longer, off-grid trips and lifestyles

Lightship: Travel Trailer Built Like an EV

What happens when former Tesla employees start their own all electric RV company? Lightship is a new startup that has secured significant funding to develop their own RV. From the Lightship website:

We're taking a highly integrated, systems-engineering approach to design: building a travel trailer like an electric vehicle. That starts with a radical improvement to vehicle efficiency and aerodynamics beyond anything on the market. Our technology combines an electric vehicle powertrain with a residential-scale solar system to enable long road trips, whisper quiet power while camping and a stable source of backup power for your home and other electric vehicles.

So far, no specific designs have been released but it will be fun to watch they come up with.

Polydrops P17A: Off Grid TearDrop Trailer With Solar Power

For minimalist travelers, the teardrop travel trailer style is becoming extremely popular.

These trailers offer stronger, physical shelter compared to regular tent camping. And for EV owners, their smaller footprint and weight allow for greater range than large, heavy RVs.

Polydrops P17A offers an aerodynamic design combined with a full solar array to be self-sufficient for off grid travel. The indoor area is spacious for two adults and you can cook regular meals using their trunk kitchen.

The Perfect, All Electric Travel Trailer

All electric trailers for boondocking are still a relatively new segment in the camping and RV industry. But it's looking promising. Here's what we'd personally like to see in our perfect, all electric travel trailer of the future:

- Large enough for a family of 4 (2 adults and 2 children)
- Flexible layout
- Lightweight but strong materials (for EV driving range and towing considerations)
- Strong solar setup with battery — ability to create and store electricity for long term off grid travel
- Tow recharge capability — would be nice if the kinetic energy while being towed could be converted and stored in a battery that could then go back into the RV
- Aerodynamic design to help with towing range

- Reasonable initial cost but with lots of upgrades and options to add on (as needed)

AirSafeHitches.com

Why Use an Air Hitch?

AirSafe is committed to giving you the safest and most comfortable ride possible. We offer the largest selection of air hitches in the industry, including 5th wheel hitches, gooseneck hitches, and receiver hitches for trailer hitches for trucks.

Our hitches utilize the most innovative engineering and design available on the market today. With a fully height adjustable design, AirSafe hitches are easy to use and don't cause any headaches.

Air Safe Hitches also delivers the ultimate in safety.

With only 10% trailer inertia, our hitches make your vehicles sway a lot less. By evenly distributing the weight between the trailer and the tow vehicle, you will have more ability to brake and steer safely.

AirSafe Hitches are the safest way to tow anything, and they provide the most comfort of any ride. If that isn't enough to convince you, these hitches are also affordable. With AirSafe Hitches, you get safety, comfort, and savings all in one.

AirSafeHitches.com

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5th Wheel Hitches - Omni-Directional 4 air bag vs competitor 2 air bag system. A four-air bag hitch is designed to allow the hitch head to move on the air bags in any direction based on articulation from the trailer itself. The result of such continuous

motion results in a smooth ride and decrease chucking and surging forces form the trailer on the truck. In addition to the movement from the trailer, the 4-airbag hitch support 100% of the pin weight, increasing the effectiveness of the air springs. This results in a smooth and controlled motion for the trailer on the truck.

Receiver Hitches– If you want a smoother ride and the ultimate in control, then you need the advantage provided by Air Safe Hitches with the Receiver Hitch by AirSafe™. With an Air Safe Receiver Hitch you will get a 90% smoother ride than with a traditional hitch, which can save you money. Glide across the highways and roads avoiding the constant bouncing, which leads to a decrease in gas mileage and early wear and tear on your tires. Our Air Safe Receiver Hitches also reduce stress on your truck and trailer suspension and help eliminate breakages inside the trailer. Our design allows total air ride vs the Shocker Hitch with the hinged approach.

Gooseneck Hitches – Air Safe offers the industry’s largest selection of air hitches. Innovation and engineering insures you receive the safest and smoothest ride. “Enjoy the ride, arrive alive.” With AIRSAFE™ you stop the flow of shock flow between the tow vehicle to the trailer and greatly reduce the explosion of energy when these two forces meet. The patented AIRSAFE™ hitches are engineered so the connection to the trailer is separated from the connection to the tow vehicle by an industrial strength airbag. Air Safe Gooseneck Hitches by AIRSAFE™ are simply the best air product money can buy. They are engineered with you and your precious cargo in mind. Simply remove your existing gooseneck tube and coupler and replace it with the AIRSAFE™ system. Available in round and square necks.

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