
From: Mark Seneker
Sent: Tuesday, November 6, 2018 4:38 PM
To: Scott Smith
Subject: FW: Questions

See below for the Vanleigh answers. I'm still fuzzy on the frame setup "10" double stacked". But as they warranty the frame for three years I think it is a mute point. Especially as they are being built to Vanleigh specs.

Sent from [Mail](#) for Windows 10

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From: Freddie Swinney <f.swinney@vanleighrv.com>
Sent: Tuesday, November 6, 2018 6:23:09 AM
To: Mark Seneker
Subject: RE: Questions

Hi Mark,

Your answers are below in Red.

From: Mark Seneker <mseneker@hotmail.com>
Sent: Monday, November 5, 2018 5:01 PM
To: Freddie Swinney <f.swinney@vanleighrv.com>
Subject: RE: Questions

Please enjoy your evening and take as much time as you prefer getting back to me. There is no hurry in answering these questions. Frankly, I can't find a detailed technical walk-thru of the Vilano. Might have to make one once we buy ours 😊

Regarding the 2019 Vilano 320GK

- Are there any options available not listed on the 2018 MSRP Price Sheet, web site or brochures. Such as tire upgrades, disc brakes, metal cover for awning, or pin options? **Yes. We do have an unpublished options sheet that has 8k axle w/ 17.5 H rated 16 ply tire upgrade with or without Disc brakes, Slide toppers, aluminum awning cover upgrade, CPAP stand, and induction cook top. We don't have a pin box upgrade. We used to have the Flex air pin box as an upgrade, but there were very little customers that wanted it and we did away with it. Our Pin Box is a 1621 Pin box and a dealer can swap these out, but the rota flex pin box we use standard has been extremely well received by all of our customers and delivery drivers.**
- Frame details such as 10" or 12" main I-beam. And if 10", what was added to get the 16,000-pound rating? **We use a 10" double stack I beam frame with Z frame outriggers to add for extra weight support on our slides. We actually have our engineers send up our specs to Lippert to build to our standard. I have pasted our specs in this question so you can review.**

Description	Spec English	Spec Metric	Parameter
Depth	9.95	252.73	d
Weight	8 lb/ft	11.905	kg/M
Flange Width	2.69	68.326	b
Flange Thickness	0.182	4.623	tf
Web Thickness	0.141	3.581	tw
Fillet Radius	0.25	6.35	r

- I assume it's pre-plumbed for washer/dryer. On the outside of the trailer in the area of the washer/dryer closet there is what appears to be a cover. Is that for adding a vent later? For that matter, the same cover is on the utility side as well. **Yes we do prep all of our Vilanos for the washer/dryer. The panel you are seeing on the outside is an access panel to turn your water off and on in case you ever decide to install the washer and dryer. We also add a sticker inside the unit for the dealer to install the dryer vent which will be mounted on the exterior portion of the coach. The other panel that you are seeing on the opposite side is the access panel for your refrigerator.**
- Does the stated cargo capacity take into consideration any water in the fresh water tank? **The weights are based off dry weight with no water in any of the tanks. Water weighs 8.3333 lbs per gallon which will weigh 583.3 lbs with the fresh water full on all of the models except for the 375FL. It will weigh 449.99 lbs due to the tank size being 54 gallon vs 70 gallon on the other models. You will have to take that into consideration if you decide to fill your tanks. If you upgrade to 8k axles you will gain 2000 more lbs of carrying capacity.**
- Is the "attic" space vented? **No**
- What paint brand is used for the front cap? **BASF**
- What is the advantage of aluminum A/C boxes welded to the frame? I assume that has to do with the air conditioning. **The advantage is that we are using aluminum vs wood and we weld vs nailing or screwing into wood. This helps secure the A/Cs a lot better and adds better air flow for our ducting system. I always like to ask the competition or other sales people how many motorhomes use wood in their roof? NONE of them do.**
- What exactly are "protective wire looms?" I'd assume these are wire runs incased in areas where they might rub up against something? **You are correct. This is like having conduit all throughout your Coach.**
- What are dual copper water manifolds? I assume this is where the water lines come together like in a DRV fifth wheel. **You are correct again. This helps with water pressure and friction loss.**
- About what percentage of the Vilano trailers built exclude generator prep. We don't want a generator and see no reason for the prep unless it effects resale. **It doesn't affect the resale. Some customers like it just in case they ever decide to install a gen.**
- Is the furniture brand Franklin in he later model 2019's? That's a big one. Excellent brand. **Yes we started using Franklin in May.**
- My wife wants to know if you offer high-gloss finish for cabinets? **Yes we do. That is an option for all the Vilano floorplans.**

Thank you for your time. You have an awesome responsibility taking care of all us who are retiring with a product we can enjoy. I'm not so sure RV's are as much a luxury item anymore. They are becoming a life style choice. I'm retiring as a police detective and can tell you doing anything that improves the

quality of life for those we serve is very important. I feel the same way for those like yourself who are providing a product that can make or break a full time RV experience. **Thank you Mark for your questions. You failed to ask about our full time capabilities. We have R45 insulation in our roof and Floor and all of our compartments are heated with forced air duct from the 42000BTU suburban furnace. We also heat the underbelly and add 12V heating pads standard on all of your tanks. Our quality and solid wood craftsman ship throughout the coach is what attracts all of our clients. SO many motorhome DNA features like the spyder multiplex, all real wood cabinetry, facias, headers and valances, Straight line motorhome roof, soft touch vinyl ceiling, back lit hand rail, real glass tile backsplashes hand laid in grout, and the great 103" of ceiling height with 8ft slide boxes. I hope we can earn your business and if there are any other questions you have please feel free to reach out anytime.**

Mark Seneker

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From: Freddie Swinney <f.swinney@vanleighrv.com>
Sent: Monday, November 5, 2018 10:13:58 AM
To: Mark Seneker
Subject: RE: Questions

Ok thank you.

From: Mark Seneker <mseneker@hotmail.com>
Sent: Monday, November 5, 2018 9:16 AM
To: Freddie Swinney <f.swinney@vanleighrv.com>
Subject: RE: Questions

I have nearly finished the list and will email it to you as early as tomorrow morning.

Have a great day,

Sent from [Mail](#) for Windows 10

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From: Freddie Swinney <f.swinney@vanleighrv.com>
Sent: Monday, November 5, 2018 6:39:36 AM
To: Mark Seneker
Subject: RE: Questions

Hi again Mark,

Thank you for your kind words and I look forward to reviewing and answering your questions this morning.

From: Mark Seneker <mseneker@hotmail.com>
Sent: Sunday, November 4, 2018 8:13 PM
To: Freddie Swinney <f.swinney@vanleighrv.com>
Subject: RE: Questions

Mr. Swinney,

You have made my week! Thank you for the response on a Sunday just hours later. I passed along my compliments on the Facebook Owners page.

I'm preparing a blog post on our decision to purchase a Vilano, having been introduced to your fifth wheel by the General Manager at the Kansas RV Center a [couple years ago](#). Congratulations on your product. At the time, the General Manager considered it the worthy replacement for the Hitchhiker. That complement is the gold standard!

I'll get those questions to you during normal business hours.

Respectfully,

Mark Seneker

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From: Freddie Swinney <f.swinney@vanleighrv.com>
Sent: Sunday, November 4, 2018 5:59:47 PM
To: mseneker@hotmail.com
Subject: Questions

Hi Mark,

I am our National Sales Manager here at Vanleigh and I would like to answer the questions you have. Please email the list that you have to me and I'll answer everyone of them you have.

Freddie Swinney
National Sales Manager

VanleighRV