

TRAVATO WANNABEES BUYERS FAQ GUIDE

Many who join the Travato Owners (and Wannabees) Facebook group have never purchased an RV before and certainly not a Travato. This document has been created in an attempt to consolidate common questions and answers.

[NOTE: The author(s) of this document and the administrators of the FB group are not Winnebago employees nor employees of any selling dealer. Information regarding pricing, negotiating, etc., is based upon experiences of others but every purchase transaction will vary. Seasonal Timing, Supply and Demand, Dealer Size and/or Incentives, Location, Trade Ins, and Credit conditions can and will impact selling price. No representations are stated or implied by the author(s) of this document. The mention or non-mention of any particular dealership should not be construed as an endorsement or otherwise.]

WHICH MODEL SHOULD I PURCHASE? You should purchase the one that best suits your needs. At the time this is being written there are four models.

The **59G** has seating for 4 while driving, a fold up bed in the rear with toilet and shower on the opposite side, a dinette table area that converts to a second bed, a standard microwave oven and a 12v compressor fridge with separate freezer. Therefore, if your plans for using your Travato include: A Carrying large items inside without blocking the aisle you need to walk in; B Needing more than 2 seatbelts facing forward; C Needing separate sleeping and working/wake areas; D Needing an always available table set up or E. Needing beds for more than 2, then you should plan on getting a 59G.

The **59K** has forward facing seating for 2 while driving with 2 additional belts on the driver's side bed, the toilet and shower are in the rear, there are 2 beds across the aisle from each other with a "flex bed" setup that allows for converting to a full bed and/or opening a table in between, a convection microwave oven, and a 12v single door compressor fridge.

In March of 2018 WGO introduced the **59GL** and the **59KL**. These models include the Volta Pure 3 lithium energy 30 Amp system including a 3600 watt pure sine wave inverter, a 58v second alternator and an auto-start and high-idle control. There are some cabinetry changes associated with these models, the generator was deleted and the water tanks relocated. There are some reductions in tank capacities.

There are some minor operational differences between the models but they are otherwise pretty much the same. NOTE: There is a complimentary document showing Travato Year To Year Model Changes that you may want to review before purchasing something other than the current year Travato.

HOW MUCH SHOULD I EXPECT TO HAVE TO PAY? For 2014 – 2017 model years many group members indicated receiving discounts of 20% - 24% from MSRP (Manufacturers Suggested Retail Price) for a new current year model either factory

ordered or off the lot. At the beginning of the 2018 model year the base price for the Travato increased in the neighborhood of \$10K to a little over \$100K. Since this increase members are reporting discounts from 29% – 33%. NOTE: We are only talking about the base price of the vehicle with options and delivery charges. Dealer added charges, processing fees, and taxes vary greatly so the “out the door” price is impossible to do an apples to apples comparison using those amounts. Occasionally a group member will find a dealer who will sell to them at a discount greater than those stated. It happens, but it’s not what most people have reported being able to achieve. Let’s acknowledge that the selling dealer purchases each vehicle for a discount greater than that, but they do have expenses and are in business to make money so it is unreasonable to expect to purchase a new vehicle for “cost”. Typical factors impacting the discount you can get include the dealer’s pricing policies, location, seasonal factors, if a new vehicle is being ordered or if the purchase is off the lot and, if from the lot, how long it has been there. It’s impossible to have a discussion about the actual “price” you will pay or that someone else has paid because that is dependent on the stated price of the vehicle and any options, that’s why this has been a discussion about percentage discount from MSRP.

SHOULD I BUY FROM A LOCAL OR DISTANT DEALERSHIP? Many believe that there is an advantage in “buying local” to develop a positive relationship with the dealership most likely to maintain/service your vehicle. This may or may not come at a price as, if you shop multiple dealerships for your vehicle, you may be able to get a better “deal” out of town. Some have expressed concern that if you don’t purchase from a local dealer they won’t service your vehicle, but most have found that getting in for service is more a function of seasonal work load than any other factors. There are costs involved in going to where your new vehicle is to pick it up and bring it home, however, in some cases a distant dealer may offer travel incentives. For example, some travel great distances to purchase from Lichtsinn, the dealership located one mile from the WGO factory, in order to purchase from a knowledgeable party and have the vehicle mileage be 100 miles or less at delivery, ignoring the “buy local” arguments. It sounds like their prices are competitive but they are not always the best. Some express concerns about what will happen to the new Travato on the way to your local dealership. WGO uses a professional livery service and the drivers have strict rules to follow including not using any of the components of the van and not towing anything behind. If you buy out of your State or County, you may be faced with Vehicle Registration Fees or Taxes that are in addition to what you pay that Selling Dealer. As a result, your Local Purchase could be a better overall deal. A call to your Motor Vehicle Department might help clarify this. It’s also possible that the opposite could be true and the out of area deal could pencil better. There is no right answer to this Where To Buy question. You have to decide which factors matter most to you.

HOW DO I NEGOTIATE THE BEST DEAL? Knowledge is power in any negotiation. Do your homework. You found this document on the Internet. If you did

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that you can also find Travatos for sale at dealerships all over the country. Look at the pictures. Learn the model and year differences. Make a list of costs. In many cases the dealer ads include a copy of the “Invoice” showing MSRP for the vehicle and all options. The information about pricing and MSRP discount, above, is giving you an idea of what your ballpark price should be. Be prepared to make an offer and be prepared to walk away if the deal is not right for you. If you are going to finance your Travato check with your bank and/or credit union to determine what amount you qualify for and what rates you can get before you start shopping. Maybe your dealer can do better, maybe not. Find out what your “out the door” price is (including paperwork fees, taxes, prep and delivery charges, if any, etc.) so if you are comparing deals you are comparing apples to apples. If you have a trade in try to separate the two parts of the transaction i.e.: how much am I paying for the new vehicle and how much am I getting for my trade in.