



RV SNAPPAD

101 BRAND GUIDE



SNAPPAD PRODUCT LINES

There are many different kinds of leveling systems and jack feet in the RV industry. To date, we have made products that work with four of the major systems in the luxury 5th wheel, Class A and Class C end of the market: Lippert/LCI, Equalizer, Power Gear, HWH, Atwood 10" (Note; Power Gear is now owned by Lippert).

Here is how our current products line up with these systems:

- **SnapPad XTRA** (for 9" round jacks) → LCI Level Up® & Ground Control® systems (as well as Rieco Titan 'Speedy'® 5th wheel electric landing gear and E&P® leveling systems.)
- **SnapPad PRIME** (for 10" round jacks) → Power Gear® & Kwikiee® Level Best systems
- **SnapPad HiWay** (for 8", 10", and 11.5" round jacks) → HWH® leveling systems & Atwood leveling systems (10" round)
- **SnapPad EQ** (for 10", 12" round jacks, and 10" octagon jacks) → Equalizer® leveling systems and Atwood® systems (10" round version)
- **SnapPad BF** (for 7" and 10" square and octagon jacks) → Bigfoot® Hydraulic systems.

Please see our Product Catalog for more information.

Each product line has different packages, meaning combinations of pads. SnapPad XTRA, for example, has packages of four and six pads, because leveling configurations differ depending on the rig model, make, size, etc.

Things get more complicated in the HiWay and EQ lines, because these systems can feature different combinations of sizes and shapes of feet. HWH, for instance, can have setups featuring:

Front Feet	Back Feet
Two 8"	Two 8"
Two 8"	Two 10"
Two 8"	Two 11.5"
Two 10"	Two 11.5"



SNAPPAD PRODUCT LINES CONT.

Equalizer is similarly complicated due to their mix of sizes (7", 10", 12") and shapes (round and octagonal).

We currently have a large and growing masterlist of compatible rigs and SnapPad product lines which we share with our reseller and dealer partners, but in the end it is essential to check the RV's leveling system type and configuration prior to buying SnapPads. **Due to the wide variance in the industry, the only way to be sure an RVer is getting the right SnapPads is to visually confirm the system and, if needed, measure the jacks prior to purchase.**

SnapPad XTRA is our best seller. It is common to many 5th wheels and some Class A's, so there are more rigs out in the wild with these systems. In addition, it has been on the market the longest amongst all of our product lines.

We may continue to add different sizes (like a 12" pad for LCI systems) or leveling system specific SnapPads (say, for Bigfoot levelers) in the near future, depending on customer demand.

FREQUENTLY ASKED QUESTIONS

Here are some common questions and concerns you might encounter when trying to sell SnapPad, as well as some recommended responses.

Q: "WHAT ARE THESE THINGS?"

A: "Permanent jack pads. You install them once and they stay on your rig for good. No more crawling under your RV to set up!"

Q: "HOW DO THEY WORK?"

A: "You simply line them up with your jack feet, use your leveling system to lower the jacks into them, and then snap them into place. We recommend installing SnapPads with a helper if possible. Or see if your dealer will install them for you."

Q: "WILL THEY FALL OFF?"

A: "No. Depending on the version, it takes over 1,300 foot-pounds of pressure (basically the weight of your RV) to install them. We also had them shake-tested by a third party to over 50 G's (50 times the force of gravity.) The only way they fall off is they are damaged in some way or physically scraped off."





FREQUENTLY ASKED QUESTIONS

Q: “OKAY, BUT WHAT IF ONE COMES OFF OR SOMETHING GOES WRONG?”

A: “SnapPads have a two-year warranty. If they fail or you lose one at any point in those two years we’ll send you another pad for free.”

Q: “GREAT! AND THIS WON’T MESS UP MY LEVELING SYSTEM?”

A: “No. Your jacks are made to withstand thousands of pounds of pressure for both the extend and retract functions. We have sold thousands of SnapPads without any reports of leveling system problems, and many of our first customers have already bought another set for a new rig. In fact, Our EQ products are approved by Equalizer Leveling systems.”

Q: “WHAT ABOUT WATER AND RUST PROBLEMS?”

A: “SnapPads come with built in water drainage, including water channels and a center bolt hole. Your jacks will likely encounter far less water with SnapPads installed on them than if they were just left out to the elements.”



Q: “HOW MUCH DO SNAPPADS ADD TO MY JACK’S CLEARANCE AND SIZE?”

A: “SnapPads add about 1-inch of thickness to your landing feet, which shouldn’t cause clearance issues under your rig unless you bottom out somewhere. If a site you’re at is very uneven, you may need to add blocks under the SnapPads to properly align your rig, however.”

Q: “WHAT ABOUT MUD? DO THESE GET STUCK OR CAN THEY GET SUCKED OFF BY WET GROUND?”

A: “Probably not. You’d have to be badly stuck in some very tough mud for that to happen. We have never heard of a SnapPad being sucked off by mud. However, they do tend to decrease the amount your rig will sink into soggy or wet earth.”

Q: “CAN THESE BE TAKEN OFF IF THEY HAVE TO BE?”

A: “Yes. With enough physical force, SnapPads can be removed**. Kind of like removing a tire from a rim. You can also remove the jack foot with the SnapPad attached by accessing the bolt through the bottom of the pad. Strong physical contact with the ground while traveling will also remove them, so it’s best to check your SnapPads if your rig bottoms out for any reason.”

****Please keep in mind that removing SnapPads after they have been installed voids the warranty.**



SNAPPAD SALES TIPS

1.) GET THEM IN FRONT OF CUSTOMERS

SnapPads tend to elicit a strong response from RVers when they can see and handle them up close and personal. In fact, we have experienced “feeding frenzies” at RV rallies, where we have sold out inventory almost immediately due to the demand we encountered. For instance, at a recent Tiffin rally we sold over 90 sets in just 3 ½ days.

As result, setting up a highly visible and interactive display will help sell SnapPads. When people can see, feel, and hold them, their interest level tends to go up.

2.) PUT THEM “IN CONTEXT”

We’ve seen that RVers will understand the function and value of SnapPads much better if they are put “in context” through visual cues, videos, or clever displays. For example, try having a display rig on the showroom floor with SnapPads installed (and functional so you can demonstrate them by operating the leveling system).

3.) PROVIDE REVIEWS OR CUSTOMER USE CASES

RVers tend to trust other RVers more than marketing content or salesmen. Adding in glowing customer reviews or “SnapPad success stories” can help “seal the deal” with someone who is on the fence.

4.) KNOW THE PRODUCT FEATURES AND BENEFITS SO YOU CAN ANSWER CUSTOMER QUESTIONS QUICKLY AND EASILY

People are naturally skeptical of anything new. If you can respond to common questions and concerns with ease, it will reduce their anxiety or doubts. For more information, visit the FAQ section on our website.

5.) ADD SNAPPAD INSTALLATION SERVICES AS AN ADDITIONAL UP-SELL

Although installing SnapPads is relatively easy, we have found a huge demand for installation services when selling at rallies. Once your service department is familiar with SnapPads, they should be able to install them in about 15 minutes. SnapPad installation can therefore become an easy source of incremental revenue, or they can act as a “throw in” bonus to seal the deal (“Buy this rig today and we’ll install SnapPads for free.”)





RV SNAPPAD KEY FEATURES & BENEFITS

The main benefit of RV SnapPad is clearly the permanence. However, we have engineered a number of additional features that help make them the best leveling product on the market (in our not-so-humble opinion):

- They are relatively easy to install. Snap them on in a few minutes with your RVs leveling system and they stay on for good.
- They won't fall off. It takes over 1,300 foot pounds of pressure to install a SnapPad onto a jack foot. We have each version of SnapPad scientifically shake tested to up to 50 Gs (50 times the force of gravity) to ensure normal road travel won't cause them to fall off.
- SnapPads are made from highly durable recycled tire rubber and high strength binder compressed in a 100+ ton press at over 350 degrees. Meaning they won't melt, burn, crack, freeze, or degrade from UV exposure. Their durability has been lab tested between 120 degrees and -20 degree F.
- SnapPads expand the footprint of an RV by anywhere from 40% to 316%, depending on the leveling system. That means more stability and less sinking on almost any terrain, including grass, mud, gravel, sand, etc.
- The rubber material conforms and grips to different terrains and absorbs vibrations more effectively than the typical plastic solutions. In fact, the second most commonly cited benefit to adding SnapPads is "my rig feels more stable".
- We have also made all SnapPads with built-in water drainage, to avoid excess water standing on top (or inside) the pad once it is installed. We also encourage our customers to coat their jacks in some sort of extra protectant layer like Flex Seal before installing their pads for bonus protection (a good up-sell opportunity).
- Not only does SnapPads project your personal property from depressions and rust marks (Driveways etc..) it protects RV parks asphalt as well, and why not protect your landing feet on your RIG from getting bent or damaged in anyway.
- Finally, SnapPads are good for America. Being made from recycled tire crumb means they keep tires out of landfills. 100% American material, built, packaged and shipped by American's.



COMPANY HISTORY

The first version of RV SnapPad was launched in September of 2015, but our story actually started over 25 years ago. Our Founder and president, Gordon Wilson, successfully created and launched one of the first ever commercial leveling products in the RV industry way back in 1992.

In fact, that company is still alive today and selling Gordon's product.

With Origen RV Accessories, Mr. Wilson wanted to change the way people leveled their RVs again, so he teamed up with his sons to start a new company, aimed at bringing a permanent jack pad solution to the industry.

In partnership with our manufacturer, South Bend Modern Molding, we have successfully introduced five different SnapPad product lines and counting since 2015, with more on the way. The response from RVers has been tremendous - we have gathered thousands of five-star reviews through our online store, and many of our first SnapPad customers have already come back to buy their second and third sets.

We are a small, family-run company with head offices up in Western Canada. However, all of our SnapPads are made and shipped in Indiana, the heart of RV country.

COMPANY PRINCIPLES

Our principles at Origen RV Accessories are pretty simple: make the best possible product and provide the best possible customer service. We don't only want people to buy our products, we want them to like us and trust that we're doing everything we can to improve their RV experience. Our moonshot goal for the company is for SnapPads to become the industry standard for jack pads.

Ideally we seek to partner with other brands and dealerships who have a similar perspective on quality and service.





WARRANTY FULFILLMENT AND DEALER AGREEMENT POINTS

As previously mentioned, we offer a two year manufacturers warranty. This means should a pad have any factory defects, fail within the two year time frame or inexplicably go missing we will replace them free of charge. If a customer admits to have scraped one or multiple units off over uneven terrain, that does not fall under the warranty terms and they are required to purchase a replacement.

DEALER / RESELLER WARRANTY PROCESS

Any SnapPad products sold on your premises / e-commerce should be offered with the same warranty we offer. Should a customer experience an issue, please replace their pad with one from your inventory.

You can fill out the form below to or head to rvsnappad.com/pages/general-warranty and we'll replace the pad with you next order or ship it out individually depending on the circumstance.

Should you have any questions on the validity of the warranty request, please contact Barb at info@rvsnappad.com or call **1-866-923-9538** for clarification.

Required information for warranty replacement includes:

- Date of Purchase
- Customer Name
- RV Year/Make/Model
- Receipt or Order #
- Picture of Damaged Pad

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