

REINES RV CENTER, USA'S TOP QUALITY RV DEALER OF THE YEAR, CELEBRATING 60TH YEAR IN BUSINESS

March 29, 2006

RVDA's Top Quality Dealer of the year Award for 2005, presented by the national recreational vehicle dealers association, was won by Reines RV Center located at 10850 Balls Ford Road in Manassas, VA. Lindsey Reines, the company's president, was given the award at the RVDA annual meeting on September 29, 2005. Lindsey helms a business that began sixty years ago when his father, "Dusty" Reines started Motor Co. with \$50. From the small rented space on the side of a gas station on Wisconsin Ave. in the Georgetown section of Washington, D. C., the family business has grown into Reines RV Center, a 10 acre site of the art RV dealership in Manassas, VA.

"My father and late brother, Richard, would be very pleased that the dealership they worked so hard to establish continues to grow and prosper," Lindsey said.

After serving in the Navy during W.W.II, "Dusty" Reines started a used car business, renting space in Georgetown, DC on the side of a gas station. Soon he was able to rent a second location on Wisconsin Ave. in Bethesda, MD. In the 1950's, business was good enough that "Dusty" was able to purchase property in Arlington, VA and move Reines Motor Co. to 1840 Wilson Blvd. In the 1960s he bought a few travel trailers to sell and was so pleased that he decided to shift the business from used cars to recreational vehicles. At his young son Richard's suggestion, they changed the name to Reines Motor and Trailer Co.

Richard and his younger brother Lindsey loved going there as children and when they were old enough, they began working with their father. By the early 1980s the company had outgrown the small lot on Wilson Blvd. and in 1982, Reines Motor and Trailer Co. moved into a former automobile dealership on Lee Highway near Fairfax, VA.

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When “Dusty” Reines retired in 1982, Richard became president and Lindsey became vice-president. They expanded the dealership and revised the name to Reines RV Center. Reines RV Center was well known throughout the industry as a pioneer in the recreational vehicle business. As a child, Richard had even designed some travel trailers that were manufactured in Tennessee and sold around the country.

After some 15 years in Fairfax, VA, Reines RV Center had outgrown the facility. Richard and Lindsey found a spot for a new larger location just off of Route 66 on Balls Ford Road in Manassas, VA. They designed a state of the art facility on ten acres of property and moved the dealership there in the summer of 1998. It was the realization of their dream.

After taking Reines RV Center from a “mom and pop” company with three employees to a successful RV dealership in a large, innovative facility, Richard was diagnosed with cancer later that year and passed away in March, 1999. Lindsey was left to carry on the Reines family legacy.

From 1946 to 2006, Reines RV Center has survived and prospered despite many hardships and economic downturns, including gas shortages. As the nation’s Top Quality Dealer of the Year, it is a fine example of a small family business that achieved success through hard work and enthusiasm!

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