

Lance Leisure Times



Volume 4

Lance Camper leads the way in '93 with quality, reliability and value!

The big word to distinguish the 1993 Lance and Squire lineup is "refinement." We looked hard to find areas to improve America's #1 campers. Fact is, for over 28 years, Lance has built a tradition on constantly looking for ways to make the best even better.

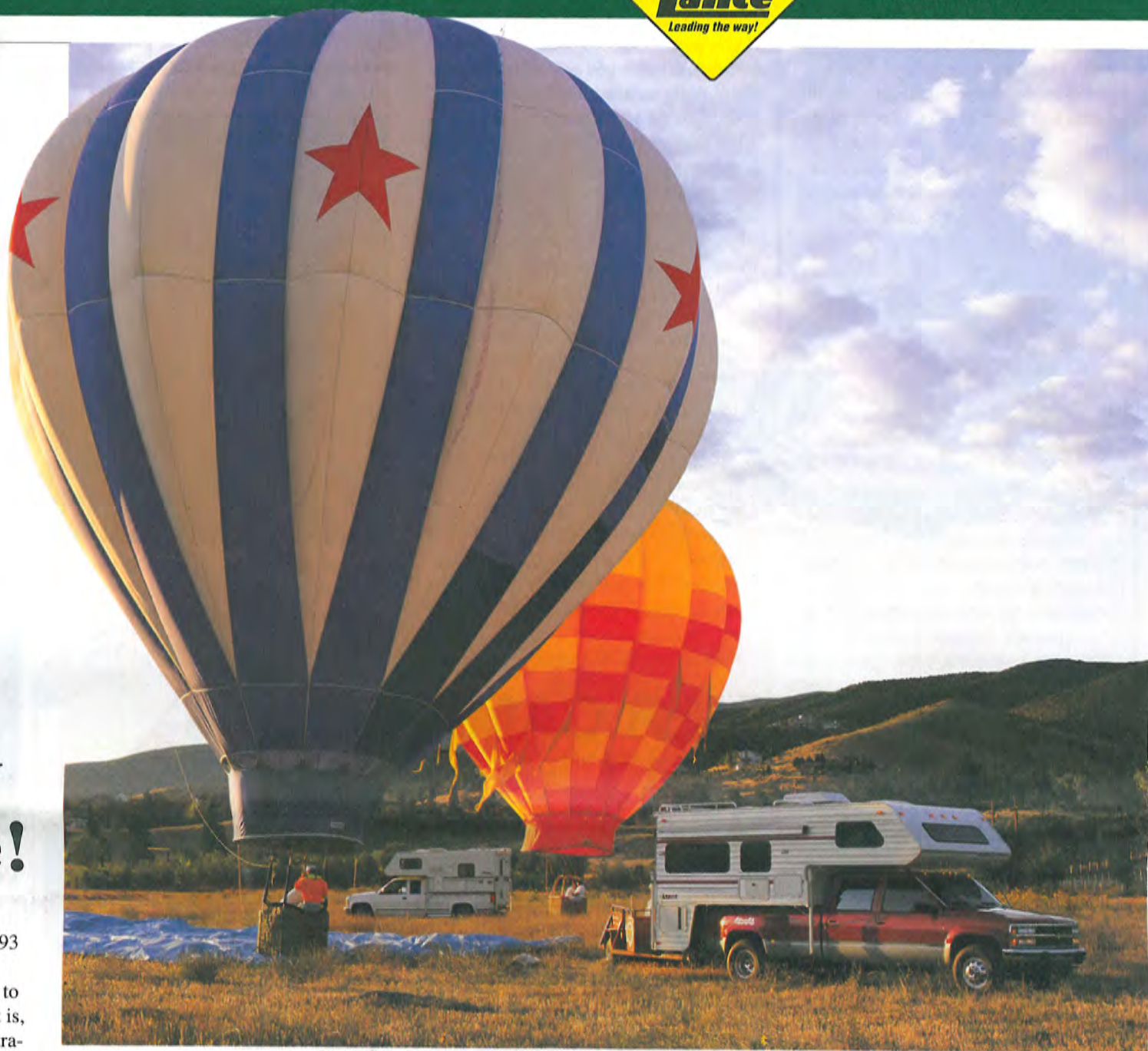
We saw a few design opportunities in the Lance 300, and our designers have made the most of them. For example, we've eliminated the typical U-shape dinette area .. and replaced it with a streamlined convertible sofa and removable table. A small change that actually results in more comfortable interior space; more room to relax in.

No doubt about it, the custom look is in! And so for '93, Lance designers have developed a tremendous range of color choices to make it easy to match the color of Lance and Squire campers to the latest model trucks.

Inside, you'll find even more refinements and touches. We've increased the size of the TV cabinet to accommodate a

larger 13" screen television. With our new, improved innerspring mattress in the bedroom, you'll sleep like a baby. For superior sound, we've added a compact disc player to our list of options. And, you can choose special Fome Cor® insulation to make extra sure you stay warm and snug during the cold weather, calm and cool during hot spells.

You'll find out a lot more about the '93 Lance and Squire campers, and how to make the most of them in this issue of *Lance Leisure Times*. So keep on reading and then make it a point to talk with your Lance dealer for complete details. In fact, why not do it today?



SquireLite available in two models. The long bed 150 and the short bed 150s.

New... *SQUIRELite*TM for full-size light-duty trucks.

Great news for long and shortbed full-size light-duty truck owners! Now, for the first time, there's a camper built just for you - new SquireLite. And best of all it's 100% Lance! Until now, you had to overload your truck or buy a simple shell to cover the bed. Or simply throw everything in the back, and hit the road. None of those options were really great. They didn't offer the ideal package of comfort, convenience and safety that work together to make for great weekends outdoors. Now Lance offers the ideal campers for full-size light-duty trucks. The two new Lance SquireLites.

From the ground up, these campers were engineered to meet the challenge. They are narrower and lower with a specially-designed floor plan to reduce weight, wind drag and expense.

But make no mistake, SquireLite campers aren't simply cut-down Lance campers. They combine intelligent use of advanced lightweight materials, a common sense approach to features and options, and the elimination of anything that really isn't going to help you make the most of your time outdoors. For the full story on new SquireLite, see the article in the center section of *Leisure Times*.

ALUMINUM OR "RUBBER" RV ROOFS? WHICH IS A BETTER WAY TO COVER UP

In recent years a new material has been introduced for use as a roof covering on recreational vehicles. It is referred to as a "rubber roof". It has some good qualities. Because it is white it reflects heat. It is flexible and soft so it forms to mild shape changes. The material has been used for less than ten years in RVs, so its life expectancy is questionable.

From a manufacturer's standpoint, a "rubber roof" offers advantages over aluminum. It is much easier to handle and certainly eliminates the risk of injury from sharp edges. With large trailers or motorhomes it is especially easy to apply in one piece. So why has Lance not switched from aluminum?



We have some very good reasons. Most important is that our system of a one-piece aluminum roof is a time proven,

virtually indestructible design and application. Out where people take our campers, it's possible to drag a tree branch over a roof. We feel it will be easy to snag a rubber roof and damage it.

You couldn't put bicycles, a barbecue or lawn chairs on a rubber roof without the chance of a cut. Of course you can patch it. If you were to see how easy it cuts with common scissors you would understand. Structurally, a rubber roof adds virtually nothing to the end product.

The aluminum roof covering that Lance uses is one piece and is not glued down because aluminum stretches and contracts with temperature. It is rolled over the edges of the sides and attached to the frame. Then the front and back metal overlap the roof. This is like putting a lid on a box, adding infinite strength to the entire camper. The aluminum will take much more abuse than the "rubber".

The aluminum roof has proven to be so indestructible that we think it will last indefinitely.

In fact, Alumax, the manufacturer of the material guarantees the material for 10 years. What is most

important to us is to deliver a reliable product that we trust will be ready to go when you are...for at least the next decade.

Lance lets you "rough" it in style and luxury!

Getting away from it all doesn't mean giving it all up...especially with Lance. With an incredible list of standard and optional features, you can have all the comforts of home. Here are some of the highlights:

Extended cabover queen bed. This is one of Lance's most popular options. It provides additional storage and closet space and allows sleeping lengthwise instead of crosswise. No more crawling



Six cubic foot double-door refrigerator. Plenty of room for keeping all your perishables fresh and frozen foods solid.

over someone in the middle of the night. It's available on most Lance and most Squire models.

Extended cabover twin beds. This configuration is made up with a center nightstand and two single beds. It has the same overhead storage as the extended cabover queen bed model. Available on all Lance models.

Fully automatic water heater. Available on all Lance models. No more bothersome trips outside to light the water heater...a simple flick of the switch and you're in business. The switch is conveniently located in the Lance monitor panel on the range hood.



Optional child restraint for overhead bunk. This Lance design exclusive is ideal for retaining small children while sleeping.

Microwave oven. The ultimate for the chef who wants to maximize his or her time in the outdoors. You can have it in Lance 880, 900, 980 and Squire 8000 models.



Cool-R-Caddy. This heavy-duty slide-out compartment, located beneath the dinette, is available on most Lance models. The molded compartment holds a cooler for picnics or just a place to store special cargo like hunting or fishing supplies. It's a Lance exclusive.



Roof rack and ladder. It enhances the camper's appearance and also provides access to the roof for storage, observation or maintenance. Also it provides emergency access from escape hatch.

Water purifier. This carbon canister filter unit removes most impurities as well as offensive taste and smell from treated water. Available on all Lance models.

Quality Music Systems now available. Lance models come with an AM/FM Cassette stereo system with two speakers. The same system is optional on Squire, but if you are a real music lover you might select the optional Kenwood matched AM/FM Cassette System or the AM/FM Compact Disc Player, both with 4 speakers. These quality sound units will certainly please the most critical ear.

COLD WEATHER CAMPING IS A BREEZE WITH A LANCE.



A full range of optional features help you have more winter comfort... and fun!

Lance Campers wants Lance owners to enjoy their camper all year long. Three options help make winter use easier and more comfortable.

Lance now offers a Fome-Cor® weather-barrier option over all areas where fiberglass insulation now exists in the camper. The sides, back and front will all be sheeted with Fome-Cor®, beneath

the outside aluminum skin. Fome-Cor® is a thin sheet of styrene closed-cell foam that has a water resistant cardboard laminated to both sides.

This material adds an additional point to the existing insulation rating without a significant increase in weight. This extra layer helps increase heating efficiency, providing more even and stable interior temperatures. It also reduces the consumption of propane and battery by making the furnace more efficient. Noise is also reduced.

The insulated, vinyl hatch cover helps keep cold air outside and reduces energy

use. It instantly snaps off in case the emergency exit is needed.

Lance offers a powerful 20,000 BTU optional furnace which will help shed an arctic chill when called for. The larger furnace means the fan runs for shorter periods conserving the 12-volt power of the battery.

And when storing the camper in sub-freezing weather, the optional hot water heater bypass means easier, safer winterizing of your camper.

These options, added to the Lance superior insulation, make it an ideal rig for winter camping and fun.

CAMPER? MOTORHOME? TRAILER?

If you're in the market for an RV, and you're trying to decide among a motorized, towable or truck camper, here are some practical considerations to keep in mind.

■ **Cost of ownership** — Insurance prices vary widely from state to state, but chances are your insurance will be higher on a motorhome than on a truck/camper combination. Most states do not require an annual license for a slide-in camper, but they do for vehicles on wheels.

Don't overlook storage costs. You can usually find space for your camper at home. Storage for a motorhome could be costly. A motorhome needs regular expensive service, to say nothing about deteriorating tires, hoses, belts and more...even when not being used.

If you already have invested in a truck, you are on your way to owning an RV. And when it's time to sell the

truck, you can do it without having to sell your Lance or Squire camper, which is built to last the life of several trucks.

■ **Versatility** — One major benefit of choosing a truck-and-camper combo over a motorhome is the variety of transportation and hauling chores a pick-up truck provides, not to mention comfortable everyday commuting.

Most states will not permit the towing of a boat, horse trailer, etc. behind a towed travel trailer or fifth wheel.

Factor in the 4-wheel drive truck with a Lance or Squire camper and you can go places you would never dream of going in a motorhome or a travel trailer.

■ **Getting around**—Once at the campground, it takes about 10 minutes to set up either a motorhome or truck camper. But with the Lance camper, you have the choice of removing the camper from the vehicle. It only takes about 20 minutes to set up the self-contained Lance on the ground. Now

you can use your truck for transportation.

■ **Fuel economy**—A truck and camper can get much better gas mileage than a larger, heavier motorhome and today's new trucks get excellent economy when used for transportation without the camper.

■ **Warranty**—Depending on the make you buy, there is an extensive warranty on the truck power train that can be honored at new car dealerships everywhere. Not so with most motorhomes. You could be stuck for days waiting for parts. You may be paying for them, as well.

■ **Handling**—When you drive a truck with a camper it's not much different than driving just a truck. With a motorhome or travel trailer it's a lot different! Parking can be a nightmare. Rounding corners can be difficult because of a much greater turning radius. Visibility is awkward.

■ **Space**—To be sure, a 25-foot motorhome or travel trailer will provide you the room to walk around and take all your household belongings with you. Only you can decide how important that is to your camping trips. Just remember that a Lance camper that sleeps five provides all the same conveniences in a lot more versatile package!

✓Check The Facts

COMPARISON CHART	MOTORIZED	TOWABLE	TRUCK CAMPER
Can Tow Something	YES	NO	YES
Can Use as 2nd Car	NO	YES	YES
License Fee & Tax	YES	YES	NO
Separate Insurance	YES	YES	NO
Chassis Maintenance	YES	YES	NO
Utility Use of Truck	NO	YES	YES

Camper Survival Means Keeping Water OUT!

There's simply nothing more important to the survival and long-term enjoyment of your camper than preventing water intrusion and damage.

If you don't keep the water and dampness out, any camper or RV will become damaged and require repair. The folks at Lance believe the key is keeping the water out in the first place. Four types of sealants are used to insure your Lance stays dry year after year.

First, there's a very tacky, stiff butyl tape used beneath the edges of the exterior roof panel. It is an excellent bonding agent as well as a sealant.



Next, all the corners and edges are sealed with a softer butyl material that is resilient and gap-filling. It has an excellent record for staying fresh for many years.

Then, beneath windows, vents, doors and other openings, Lance uses another type of water-resistant caulking that molds well and adheres to the ridged, aluminum skin.

Those first three materials alone would keep a Lance water tight for a long time, but to insure that these seals do not dry out or allow moisture to intrude, a clear silicone is applied everywhere there is caulk or penetration of the exterior skin.

Few manufacturers go to this extreme to preserve the life of their product. This extra effort makes Lance, Squire and SquireLite campers doubly secure in any type of climate.

Lance uses a one-piece aluminum panel that covers the entire roof. This is a time-proven, virtually indestructible design (which falls under the "if it ain't broke, why fix it" theory). The only overlapping seams are at the front and rear... more assurance of a water tight camper. Making our campers water tight is one of Lance's top priorities... and it shows in the thousands of older Lance campers still providing the "good times" to second-generation owners.

We've been doing this for more than 28 years and we know how to make a camper that will last.

GETTING HITCHED

What you need to know about camper hitch systems.

There are a variety of ways to hitch up a trailer to your truck and Lance camper combination. The method you select should have the capacity to handle the size and weight of your particular trailer and the length of your Lance camper.

For Lance campers that come standard without a rear camper bumper (Squire 3000 and 4000, SquireLites, and Lance 300) the trailer can attach to the truck using one of the following two methods.

The first way is to attach the trailer directly to a hitch ball mounted on the truck bumper. Bumpers rated for towing will have the maximum tongue and gross pulling weight stamped directly on the bumper where the hitch ball mounts. Always observe these ratings.

The second way is to attach the trailer to a frame-mounted receiver hitch on the truck. Receivers come in different classes or ratings. The highest rated receivers will allow tongue weights to 1200 lbs. and gross pulling weights to 12,000 lbs.

When mounted on the truck the receiver appears as a square tube under the truck bumper. A ball mount slides into the receiver and is held in place with a large pin. One advantage to a

receiver hitch is that ball mounts are available with different "drops." You can pick just the right combination for your needed amount of drop so that your trailer tows level behind you truck.

When towing trailers behind Lance campers that come standard with a rear camper bumper (Lance 480 through 980 and Squire 8000), some method of extending the hitch from the truck rearward to the camper bumper is necessary.

Again, the method you use will depend on the size and weight of the

trailer to be towed. There are essentially three methods of extending the hitch back to the camper bumper.

The first would be the use of Lance's optional Class 1 tow bar. The tow bar is a square hollow bar with a ball mount welded to one end and a hitch ball coupler bolted to the other. The coupler attaches to the hitch ball on your truck bumper with the other end fitted between two adjustable tabs on the camper bumper. This system can safely handle up to 200 lbs. of tongue weight

and 2,000 lbs. of gross trailer weight.

The second involves a truck-mounted receiver hitch and extension tube. The extension tube is made to fit between the receiver and the camper bumper.

The tube is mounted so the majority of the tongue weight from the trailer is distributed back to the receiver system on the truck and not the camper bumper.

With the camper in place, the extension appears as a square tube just below the camper bumper (see illustrations). A ball mount is then inserted into the extension tube the same way it would be inserted into the receiver itself.

This system when properly installed has been rated at up to 500 lbs. of tongue weight and 5,000 lbs. of gross trailer weight. The capacity is limited by the rating of the receiver, but may be de-rated with the extension unless equalized. This type of bar is usually fabricated at a shop that specializes in hitches and can bend the bar to match your particular combination of truck and camper. The Lance factory has a similar system available through its dealers.

For very heavy loads a solid steel extension bar in combination with a weight equalizing hitch can be used. This system allows towing up to 10,000 lbs. with a tongue weight of up to 1,000 lbs, depending on the receiver.

Always make sure to observe your truck's tow ratings and the advice of your local hitch professional. A little care in matching a hitch system to your truck, camper, and trailer package will give you many happy, safe and trouble-free towing miles.



Truck-mounted receiver with extension tube, used with longer campers



Class 1 tow bar. This bar attaches between the truck and camper bumpers.



Extension bar with weight-equalizing hitch for heavier loads.

CAMPER QUESTIONS?

We have answers!

Here are answers to some of the most often asked questions about campers.

Q Which camper line is best for me — Lance, or Squire or SquireLite?

A All are made with the same high-quality materials and engineering. Lance offers more amenities. Squire, and SquireLite, offer economy. See page 9 for more on the differences and similarities between the camper lines.



Q Can camper color stripes match truck colors?

A In most cases, yes. Lance offers many standard color combinations, but they can be combined for numerous other choices. And these are baked enamel finishes, not vinyl tape stripes. See the color chart to the right.



Q How difficult is it to load and unload a Lance camper?

A With our jack systems, it's easy. And yes, it is possible for one person to load and unload a Lance...although with two people it's considerably easier. See story on page 5.

Q Do I need dual rear wheels on my pick-up to carry a camper?

A Not usually, unless you plan to tow something really heavy. Dual wheels do add to stability, especially in high winds. For details on increasing the stability of your truck with a camper, see story, page 10, in this issue of Lance Leisure Times.

Q What size truck do I need?

A It depends on how you plan to use the truck. Lance has a camper model for all "full-size" trucks on the road today, whether it's 2- or 4-wheel drive, 1-ton, 3/4-ton or 1/2-ton. The key is the Gross Vehicle Weight Rating. All trucks are rated for weight. For more details on matching trucks and campers, see story on page 10.

Q Can I use a Lance in the winter when the weather is wet and cold?

A Absolutely! Lance campers are the best-constructed campers you can buy. They are well-insulated, heated efficiently and they don't leak. Ask your dealer about cold weather options.

Q Do I have to remove or adjust the truck bumper?

A No. Lance campers are designed to clear the standard truck bumper...and slide on or off without interference.

Q Can I use a bedliner?

A Most bedliners pose no problems and do not have to be removed before installing a Lance camper. All that really needs to be done for installation is to remove the tailgate. See page 5 for details on loading and unloading your Lance camper.

Q Do I need cabover stabilizers?

A Cabover stabilizers act as shock absorbers to improve the ride of the camper. They are not supports for the cabover. They dampen the motion of the camper as you drive. They are strictly for highway use, not for off-road.



Q Can people ride in the camper?

A There are no laws against it at this time. It is not as safe as riding in the truck. Some states require a visual or audible communication system between the driver and camper if used for passengers.

Q Can I tow my boat or horse trailer?

A Definitely. Lance, Squire or SquireLite campers are well-suited for towing. Of course, the capacity of your truck and hitch are important. See page 10.



Q Can I use the camper on the jacks?

A Yes. You can take it off the truck and lower it to the ground. For a long stay it is best to have it rest on blocks close to the ground.

Q Are Lance campers top heavy?

A Not when set up properly. Problems occur when the camper is not properly matched to the truck. Your Lance dealer can provide you with information to make the proper selection and installation.

Q Where can I go to see one?

A With over 50 Lance dealerships in 11 western states, and more dealers in other parts of the country, there's sure to be one in your area. Check the Yellow Pages or write to the address on the back cover of this special issue of Lance Leisure Times.

LANCE CAN MATCH YOUR PICKUP!

Looks aren't everything, but why not look your best, especially when you own a Lance—the classiest camper in the world!

Everyone admires a beautiful Lance, Squire, or SquireLite camper mounted on a nice truck, especially when they are color coordinated.

offering an extensive lineup of color combinations that complement virtually any late-model pick-up on the road today.

The main exterior is smooth, colonial white-baked enamel, after that it's up to you! Choose from an extensive array of color combinations outlined in the chart below.

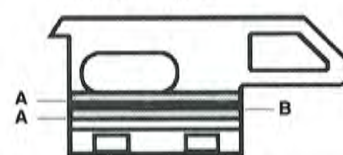
Nobody beats Lance when it comes to style, inside or out!



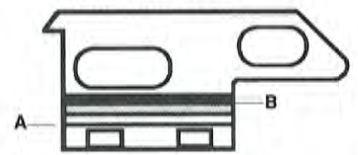
Lance insures that you have the best-looking, most stylish package around by

LANCE, SQUIRE AND SQUIRE LITE COLORS

Lance Camper



Squire/SquireLite



Standard stripe color combinations for Lance, Squire and SquireLite

Option Code	A	B
101	Beige	Spice Brown
105	Shadow Blue	Indigo Blue
140	Shadow Blue	Navy Blue
155	Metallic Silver	Black
160	Metallic Silver	Navy Blue
165	Metallic Silver	Scarlet Red
170	Metallic Silver	Burgundy
177	Metallic Silver	Dark Grey

Please note: Any "A" color can be combined with any "B" color

Optional stripe colors available.

A	B
Colonial White	Colonial White
Mocha Tan	Metallic Silver
	Mocha Tan
	Shadow Blue

CAMPER POWER:

How it works

Ever wonder where the power to operate your camper comes from? Well, it comes from a variety of sources.

The electrical system in your camper is attached to a power panel, which accepts both 12 and 110 volts. If the camper is plugged into household current, the built-in converter changes it to 12 volts. Your furnace fan, range hood, water pump and lights are all 12-volt appliances.

The power panel also distributes 110 volts to the refrigerator and to the 110 volt outlets so you can use virtually any household appliance. Additionally, the converter serves as a charger, keeping your camper battery fully-energized for the times you are not plugged into a 110-volt power supply.

When you are on the road, the alternator in the truck distributes power to both the truck battery and the camper battery,

assuming you have installed a battery in the battery compartment in your camper and have the camper cable plugged into the socket in the bed of your truck. The camper battery operates all the 12-volt appliances when the camper is not plugged into the 110-volt source.

In the larger Lance and Squire models, a propane-powered Onan generator may be ordered. Just push the button and in a few seconds you have power to operate your microwave or air conditioner or most any other 110-volt appliance, plus power your converter.

Propane is the fuel that powers the range-oven, the furnace, the water heater, the refrigerator, and if installed, the generator. When we say Lance campers are self-contained, that means you are equipped to go just about anywhere and take your power with you.



Optional 2500 watt ONAN® LPG generator.



Dual 7-gallon LPG tanks are optional.

How to properly match camper to truck...or truck to camper.

Making sure you have the right combination is easy once you have a few guidelines.

Probably no question is more confusing than "What type of truck do I need to carry a particular camper?" This is understandable because of all the confusing terms, like 3/4-ton, 1 ton, half ton, heavy duty, GVWR, etc.

Your Lance dealer is an expert on truck and camper combinations and he will be happy to give you some guidance. There are some basics that you should know before you head out shopping. Sales people at truck dealerships are often unfamiliar with campers and may unintentionally give you improper guidance.

Gross axle ratings and GVWR are posted by the driver's door. The total capacity of both axles is usually more than the GVWR. Having more capacity than you need is better than having less.

A 3/4 ton, 4x4, extended-cab truck with all the options may have 700 pounds less payload than a 3/4 ton, standard cab with a minimum of equipment. Look in the glove compartment where you will find a certificate listing all the equipment on the truck plus a guide to payload capacity.

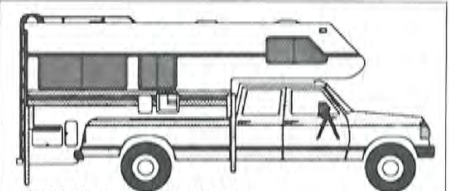
A heavy duty 3/4 ton truck seems to be popular as a first or second transportation vehicle...good for work, family and foul weather transportation, and an excellent tow vehicle. You will see many campers on these trucks. In some cases, larger campers will cause the entire package to exceed the recommended factory GVWR and never have a problem with either hauling or reliability.

Careful maintenance, good driving techniques and the proper support equipment have provided many people a lifetime of enjoyment without failure or damage.

The addition of Firestone Ride-Rite airbags, tires with more capacity and premium shocks, improve handling on most packages. Lance dealers can install the Ride Rites. These additions do not, however, change the GVWR of the truck... only the factory can do that.

The ideal truck is a matter of choice. One-ton, dual rear-wheel trucks are considered ideal if you are to have a fully-loaded 10- or 11-foot camper, especially if you are to tow horses or a large boat.

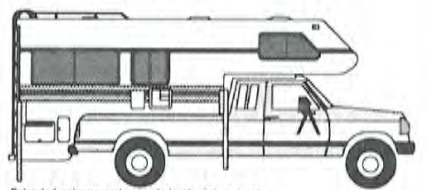
With the new SquireLite, many half-ton truck owners can now have the opportunity to own a Lance-built product. Here are illustrations to indicate the appearance of each style of camper with each style of truck.



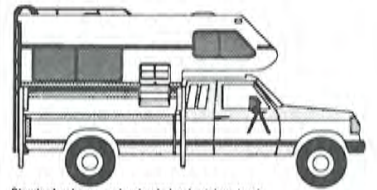
Extended cabover and crew cab pickup truck.



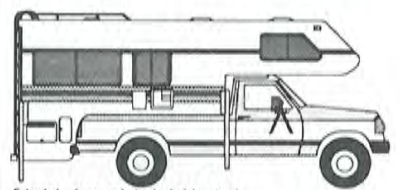
Standard cabover and crew cab pickup truck.



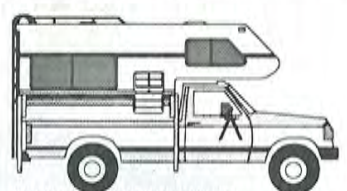
Extended cabover and extended cab pickup truck.



Standard cabover and extended cab pickup truck.



Extended cabover and standard pickup truck.



Standard cabover and standard pickup truck.



Understanding Gross Vehicle Weight Ratings

This term is sometimes confusing when you are trying to determine if the truck in question is adequate to carry the camper you would like. Heavy duty, payload, dry weight, cargo weight rating, center of gravity, towing capacity are all terms that are not always clearly defined.

The National Highway Traffic Safety Administration requires truck dealerships to provide a consumer information brochure on truck-camper loading.

Late model trucks have a certificate in the glove box stating the payload of that specific vehicle. The gross vehicle and axle ratings are posted on the the driver's door.

Here are some terms and definitions:

Cargo Weight Rating (CWR) — The value specified by the vehicle manufacturer as the cargo-carrying capacity of a vehicle in pounds, exclusive of (minus) the weight of occupants, computed as 150 pounds times the number of designated seating positions.

Center of Gravity (CG) — Point where the mass of a body is concentrated and if suspended at that point would balance front and rear.

Curb Weight — Weight of a vehicle without driver, passengers or cargo but including fuel, coolant and other items of standard equipment.

Gross Vehicle Weight Rating or "GVWR" — The value specified by the manufacturer as the loaded weight of a single vehicle.

Combined Gross Vehicle Weight Rating or "CGVWR" — The value specified by the manufacturer as the loaded weight of the vehicle and loaded trailer.

Gross Axle Weight Rating or "GAWR" — The value specified by the vehicle manufacturer as the load-carrying capacity of a single axle system measured at the tire-ground interfaces.

Payload Rating — is the maximum allowable load (including the weight of the driver and all occupants) that the vehicle can carry based on all factory-installed equipment on the vehicle.

LOADING AND UNLOADING YOUR LANCE. IT'S SIMPLY QUICK AND EASY!

Many people look at a truck and camper combination and assume they are difficult to separate. Actually, separating the camper from the truck is easy and just one of the important advantages of owning a Lance.

How do you separate them?

1. Find an area you like where the truck can pull out forward on relatively flat terrain. Remove the camper tie-downs and put in a safe place. Remove hitch extension and stabilizers if used. Disconnect 12-volt plug.

2. If the ground is soft, place four plywood squares under the four hydraulic jacks. Starting with any one of the jacks, release the screw (knob) at the top of the

cylinder. Unlatch the retainer clip at the bottom. Place the side of your foot on the jack leg, pushing it to the ground. Tighten the screw. Do all four the same way.

3. Insert the jack handle in the jack and crank it until you feel and see the leg put firm pressure on the ground. Do the same on all four jacks.

4. Start at the front, pump the two front jacks until the front is raised about four inches. Do the same on the rear. Repeat the procedure until the camper is clear of the bed of the truck by four inches. Disconnect the electrical cable that attaches the camper to the truck. Drive out until the truck is clear of the camper.

5. To lower the camper, always lower the rear first. A slight turn on the relief valve screw and the jack will lower. Lower the back about four inches...then the front four inches and so forth. This procedure works best with two people.

This entire procedure should be completed in less than 15 minutes...even if you do it yourself.

When it's time to load the camper, just do the reverse...it's that easy.

It is perfectly safe to use the camper supported on the jacks when lowered. It is recommended for long term storage that the camper be set on blocks.



Lance offers luxury features and fashionable style in a variety of floor plans.



Spacious and stylish Lance floor plans offer everything you need to ease on down the road in comfort and style.

Specifications

LANCE MODELS	300	480	880	900	980
Floor Length	8'6"	9'6"	10'9"	11'3"	11'3"
Width Overall	93"	93"	93"	93"	93"
Height (Interior)	6'6½"	6'6½"	6'6½"	6'6½"	6'6½"
Fresh Water Tank (Gal.)	33	33	33	40	40
Grey Water Tank (Gal.)	11	13	21	25	25
Black Water Tank (Gal.)	12	16	20	28	28
LPG Tanks (No./Gal.)	2/5	2/5	2/5	2/5	2/5
Optional LPG Tanks (No./Gal.)	N/A	N/A	2/7	2/7	2/7
Standard Cabover					
Dry Weight*	2201	2383	2588	2698	2670
Length Overall	15'5"	16'2"	17'5"	17'10"	17'10"
Center of Gravity	65"	56"	48"	47"	47"
Extended Cabover					
Dry Weight*	2321	2523	2728	2838	2810
Length Overall	16'4"	17'7"	18'10"	19'3"	19'3"
Center of Gravity	69"	60"	52"	51"	51"

* NOTE — Dry weights listed include all standard features. Optional equipment is additional.

A Word About Cabovers

All Lance models have the same standard cabover, equipped with a Serta innerspring queen mattress, color coordinated bed cover, headboard storage, two overhead storage cabinets, side storage cabinet, folding privacy curtain, digital alarm clock and a reading light console.

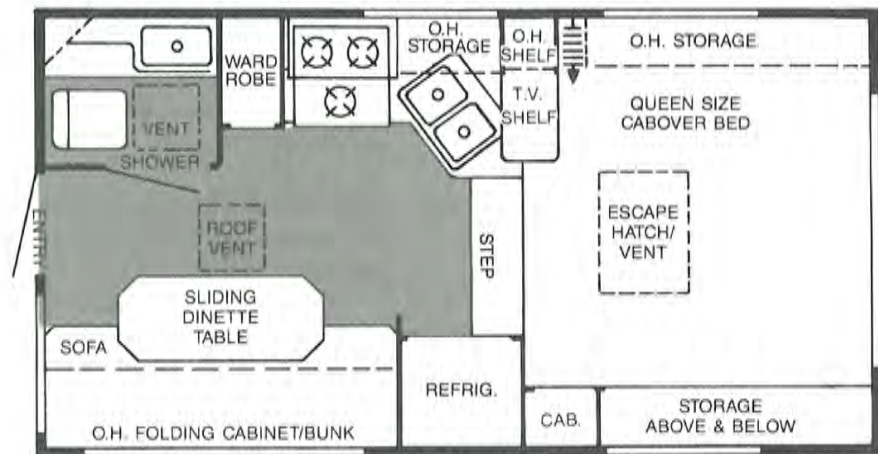
All* models in the Lance line are available with optional extended cabover queen or twin beds. The extended cabover queen bed option includes all of the above plus a lengthways bed arrangement, extra storage, a shirt closet, and swivel wall mounted lamps in place of the light console.

The optional twin bed cabover has similar equipment including a center night stand.

*Extended cabover on Model 300 is not recommended for standard cab trucks.

Lance 300 8' 6"

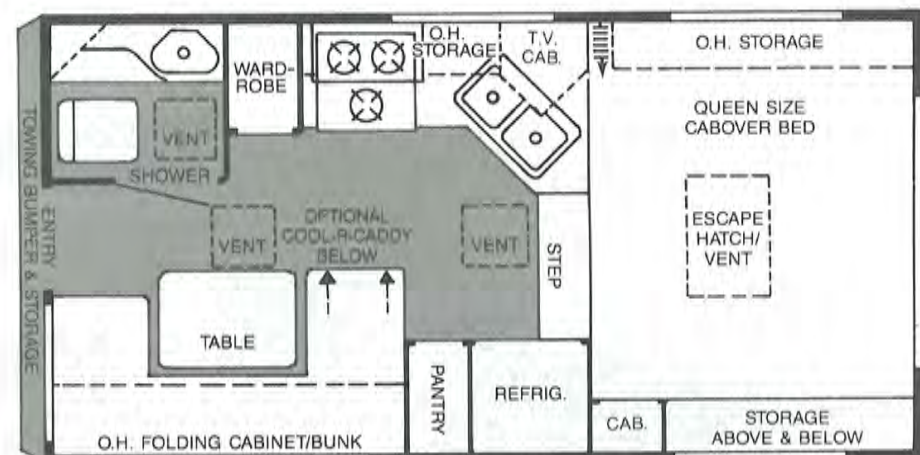
A compact self-contained camper loaded with big camper comforts and conveniences.



Shown with standard cabover queen bed.*

Lance 480 9' 6"

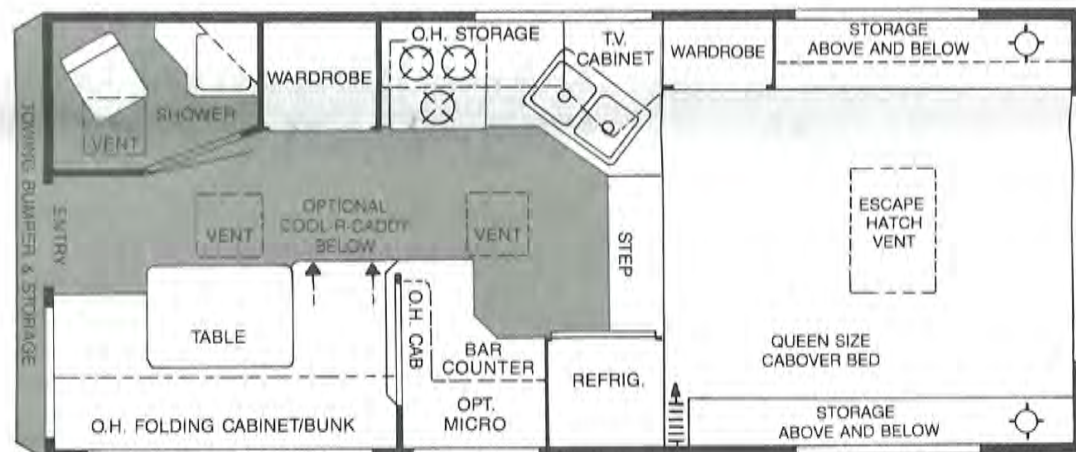
Compact floorplan sleeps five and boosts many standard features and options.



Shown with standard cabover queen bed.

Lance 880 10' 9"

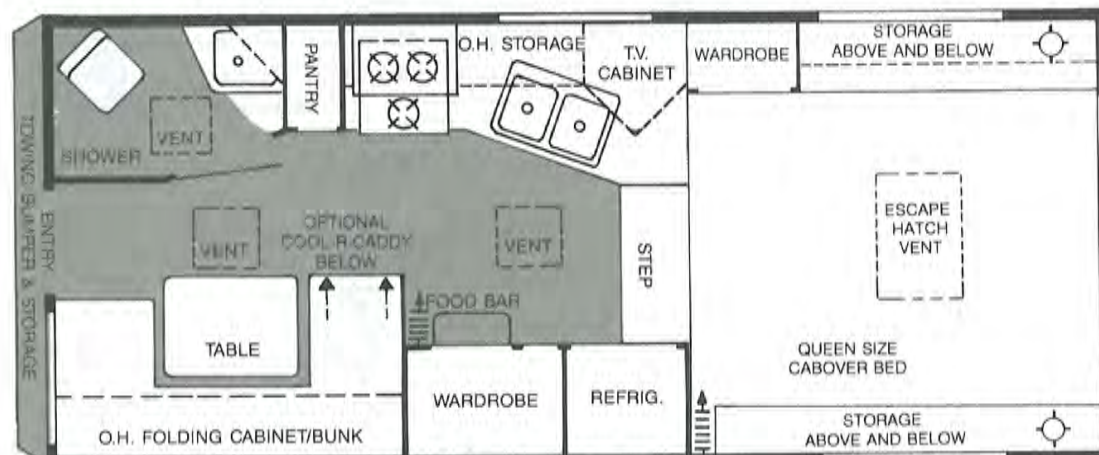
This new floor plan features large L-shaped kitchen with extra counter space and room for an optional microwave oven and generator.



Shown with optional extended cabover with queen bed.

Lance 900 11' 3"

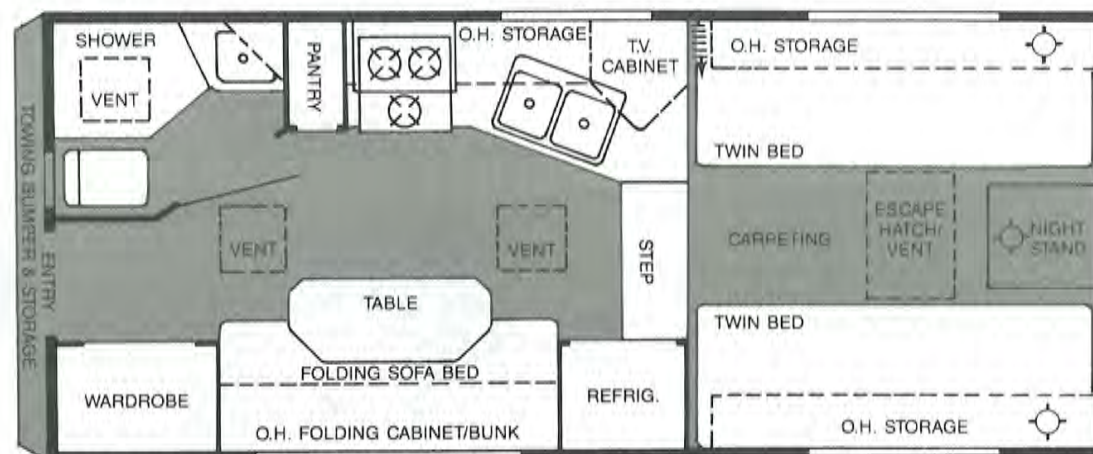
Popular floorplan features open kitchen, abundant storage and a U-shaped dinette.



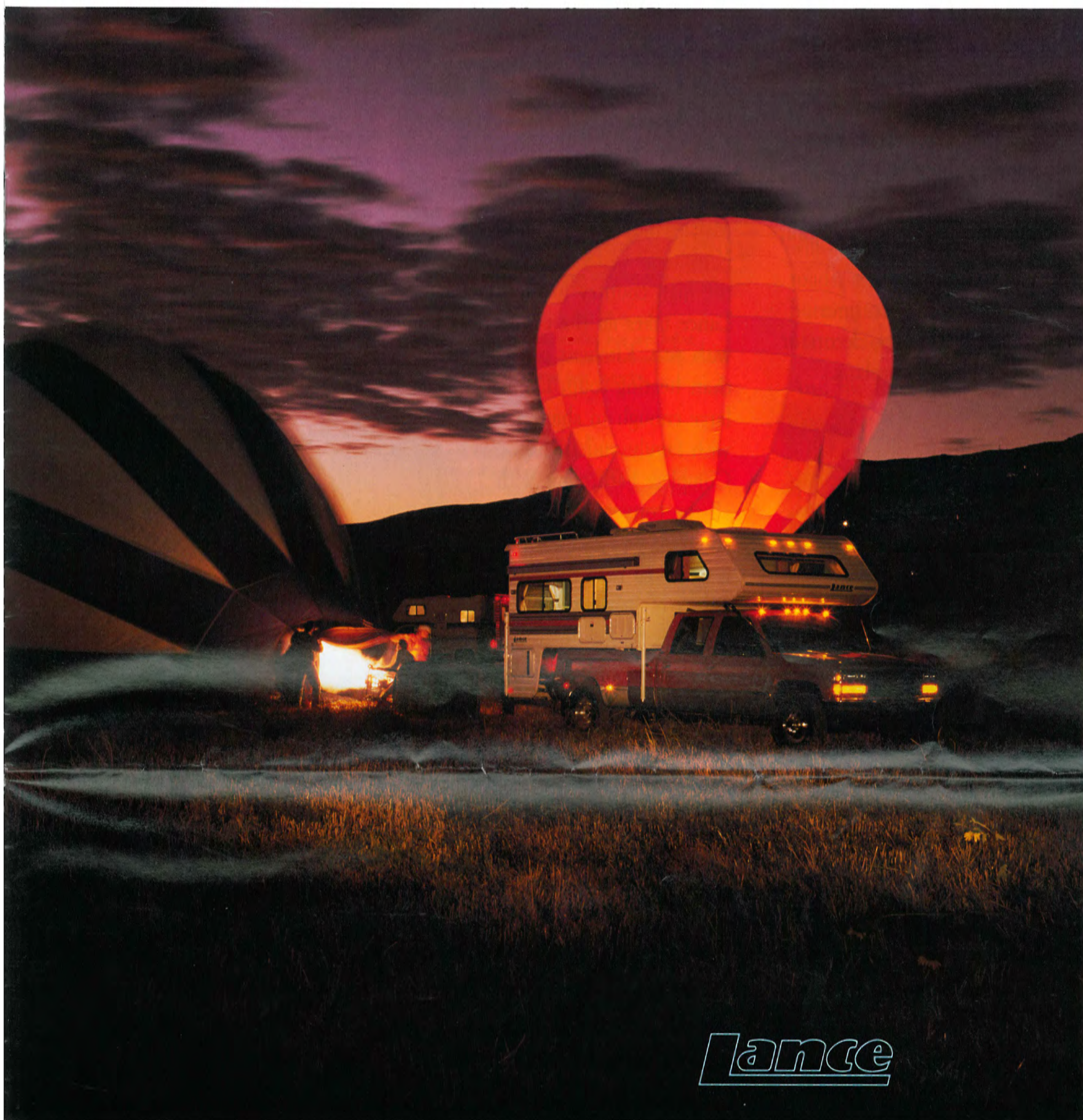
Shown with optional extended cabover with queen bed.

Lance 980 11' 3"

Spacious design has separate shower and deluxe comfortable side sofa bed that sleeps two.



Shown with optional extended cabover with twin beds.



Lance

Great Adventures Start Here.

There's no telling what you'll discover
soaring along an open road. But one thing's for sure,
Lance makes the most of any experience.
With unsurpassed quality. With unmatched value.
And with ultimate style.

Jack Cole

Jack Cole, President

The Lance Romance. If you liked Lance before, brace yourself for plenty of goose bumps. The '93 Lance models are nothing short of untouchable. They go beyond nice... they are spectacular. Improvements that didn't seem possible are now a reality. Everywhere you look, you'll see subtle changes, upgrades, design refinements and, most of all, Lance quality.

You'll see fine woods, luxurious upholstery, large cabinets, decorator colors and spacious floorplans.



By using a removable dinette table and a large sofa, the Lance 300 offers dramatically increased living space.

All the Lance models, from our improved 300 to the majestic 980, reflect thoughtful design refinements. Appliances are exactly where they are most convenient. Storage precisely where it's needed.

You'll find larger drawers, more storage, more headroom and more open space than ever.

All this is focused on one goal: to provide Lance owners with the best possible recreational experience for their precious "leisure times." That is what Lance is all about.

More than ever...comfort.

No matter where you take it...from the high country to the beaches... Lance takes all the comforts of home with you. Kitchens planned for more than heating soup. Dining areas large enough to share a meal with family and friends. Complete bathrooms with all the conveniences and complete privacy. When it's time to rest, there's plenty of room to let you stretch out for peaceful night's sleep. And there's ample room to just kick back, relax and read a good book.

Construction. Nobody builds a better camper, and nobody builds a camper better. For 27 years we have been perfecting our techniques.



Sweet dreams come true on queen or twin Serta™ mattresses with designer bedspreads in spacious extended cabover.



Exclusive high-output burner on our 3-burner range makes cooking much faster — even at high altitudes.

Perfection is what we strive for. Zero defects is our goal. Ask any Lance owner, ask any RV dealer, any RV authority, who builds the best campers.



They'll tell you Lance, and only Lance, gives you year 'round reliability. A Lance is built for a decade of fault-free performance.

Style. Lance Style. Is it possible to combine durability and fashion? Lance has done it. And we have never offered more stylish features: cushion fabrics in colors that are setting trends, coordinated bed covers, fashionable wall coverings in the kitchen, bath and dinette areas, all surrounded with rich oak paneling and exquisite matching oak cabinet doors. Today's Lance and Squire campers are far ahead in style.



The Lance 880 offers more space and functionality than ever before. You'll find everything you need conveniently placed right at your fingertips.

Lance kitchens, as in the Lance 880 pictured here, are a cook's dream. Bright fluorescent lighting, double stainless steel sinks with single handle faucet, deep drawers and abundant cabinets with convenient locations for both microwave and TV all make Lance kitchens feel like home.

Value. It's written all over Lance. More features, more quality components, more efficient storage, more comfort and more lasting beauty. Solid, sturdy construction that contributes to long life and our notably higher resale value.

But, there is another kind of value. Performance. Lance is a camper that will endure years and years of miles, roads, storms, children, fishing and hunting trips, vacations...you name it! Lance campers are built to take it all.

And the best doesn't always cost more. You'll be floored when you see just how reasonable our new Lance products are. More features, more quality, more camper, more Lance value.

We want you to enjoy Lance.



Every Squire Camper is a Lance at heart. Squire campers offer Lance design, construction, innovation and the Lance commitment to perfection. Squire is made with the same premium kiln-dried wood...assembled in the same way. Both use superior blanket insulation and feature foam-filled, sturdy, laminated floors. Squire is designed and built for extraordinary value without sacrificing quality.



The spacious Squire 4000 features a short overhang so you can easily tow without a special hitch extension.

Walk through any Squire model and you'll experience roomy, efficient, carefully thought-out floorplans with abundant cabinets and storage space. Squire makes the most of every inch of space.

Why do we build the Squire line of campers?

To meet your personal tastes, your recreational needs, and of course, your budget. Lance and Squire campers are comparable in many ways. Where they differ is in the approach to features, appliances and final touches.



Stunning new decorator fabrics and redesigned cushioning make the bright, open Squire interiors a perfectly homey haven for relaxing or dining.

For example, Lance has a deluxe glass oven door. Squire has an enameled door. The Lance range and the hot water heater both have piezo igniters, Squire does not. While an AM/FM stereo cassette and speakers are standard on Lance, they are optional on Squire. That approach is what makes Squire a fantastic value.



The Squire 8000 provides a versatile L-shaped counter with wide, deep drawers for extra storage, and room for optional microwave.

Right along with value, Squire gives you lots of Lance style and comfort. Your first look inside a Squire tells you Lance designers have been at work. There's ample counter space, large drawers, and lots of room for just plain comfort. In the kitchen you'll find a range with a high-output center front burner, a larger standard refrigerator, a systems monitor panel, and fluorescent lighting. The bedroom in a Squire has plenty of stretch-out room...and with the optional extended cabover bed you'll enjoy an extra measure of storage



Handy outside hot and cold shower is an exclusive option on all Lance and Squire models. Great for rinsing off after the beach or cleaning off the day's catch.





An optional pre-wired and fitted "generator-ready" compartment is available on larger Lance models and the Squire 8000.

alongside the bed and in overhead cabinets. Bathrooms are comfortable and private; bathrooms in larger Squire models feature a built-in heater duct for even more comfort when the weather turns cool. Squire delivers a lot of special touches, too: deluxe cabinet doors and hardware, color coordinated window shades and bed

cover, and cushions that are made for pure comfort...in fact, you'll find so many features and so much value in a Squire you'll think you're looking at a top of the line Lance! Put a Squire on the pick-up truck of your choice and you'll have one very versatile, very stylish and very economical RV for years to come.

You'll be amazed at how much importance we've placed on comfort and convenience in the Squire 8000 interiors. Rich fabrics, warm woods, and state-of-the-art appliances and operating systems puts the Squire 8000 miles ahead of any other camper in its price range.



Lightweight camper...

heavy-duty fun! Waterskiing in California. Mountain climbing in Montana. Skiing in Utah. Trail riding in Oregon. White river rafting in Colorado. Or just trail blazing your way across America.

Wherever you go, whatever you do in the great outdoors, the new lightweight SquireLite is built just for you. It's the first Lance specifically designed for short or long bed full size light-duty trucks. And it's the **only** lightweight camper that delivers the kind of comfort, convenience, superior construction, and solid value thousands of happy Lance owners have come to expect.

Take a good look at SquireLite. From the outside, the quality and styling speaks for itself. (It is, after all, made by Lance). The sides are covered with smooth, baked aluminum panels; the one-piece

aluminum roof will last a lifetime. Quality windows with sliding screens, locking storage compartments, laminated floors, roof rack and ladder, and four easy-to-manage jacks are just a few of the many features included in each SquireLite.

Inside a SquireLite is space...space planned for comfort and convenience. You'll rest easy on the queen size cabover bed (it has a 5" upholstered foam mattress!) You'll really appreciate how the roomy dinette easily converts into a bed. And you'll be amazed at how much storage space there is.

There's no shortage of amenities in a SquireLite. The two burner stove with a range hood is great for preparing breakfasts, lunches, dinners, snacks or just a pot of tea. The 3 cubic foot Dometic refrigerator holds plenty of groceries.



Along with Lance quality, you'll find a variety of features and spaciousness that's hard to believe in an eight foot camper.



The SquireLite compliments any leisure activity in a light-duty full-size truck.



The lightweight overhead storage net helps keep your gear secure.





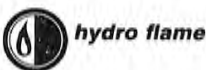
There's a 12,000 BTU thermostatically-controlled furnace, 18 gallon fresh water tank, full-length wardrobe, no-wax vinyl floor-covering...there are **so** many standard and optional features, you'll be amazed. The outside shower/hot-water heater is a popular option. Add the Porta-Potti toilet and sink holding tank and the SquireLite becomes self-contained. If you drive a light duty truck, long or short bed, you really ought to visit your Lance dealer soon. That's where you'll find both new SquireLite models... and a whole new way to have fun in the great outdoors.



STANDARD FEATURES		Lance				Squire			Squire-Lite			
		300 (8'6")	480 (9'6")	880 (10'9")	900 (11'3")	980 (11'3")	3000 (8'6")	4000 (9'4")	8000 (10'9")	150 (8'6")	150s (8'6")	
Exterior	Double Sealant Process Throughout	●	●	●	●	●	●	●	●	●	●	
	One Piece Aluminum Roof	●	●	●	●	●	●	●	●	●	●	
	Full Laminated Reinforced Roof — 1 7⁄8"	●	●	●	●	●						
	Reinforced Rear Roof Section Only — 1 7⁄8"						●	●	●	●	●	
	Roof Rack and Ladder	●	●	●	●	●	●	●	●	●	●	
	Laminated Insulated Floor/Cabover	●	●	●	●	●	●	●	●	●	●	
	Radius Safety Glass Sliding Windows	●	●	●	●	●	●	●	●	●	●	
	Solar Reflective Windows	●	●	●	●	●	●	●	●	●	●	
	Tinted Windows	●	●	●	●	●	●	●	●	●	●	
	Sliding Pass-Through Window		●	●	●	●	●	●	●	●	●	
	Locking Outside Storage Compartments		●	●	●	●	●	●	●	●	●	
	Large Corrosion Resistant LPG Compartment	●	●	●	●	●	●	●	●	●	●	
	5-Gallon LPG Tank									●	●	
	Dual 5-Gallon LPG Tanks	●	●	●	●	●	●	●	●			
	Dual 7-Gallon LPG Tanks			○	○	○			○			
	Visual LPG Gauge	●	●	●	●	●	●	●	●	●	●	
	Front Truck Bed Bumpers	●	●	●	●	●	●	●	●	●	●	
	Patio Lights (2)	●	●	●	●	●	○	○	○	○	○	
	Camper Mounted Bumper		●	●	●	●		○	○			
	Slide Out Bumper Storage Tray		●	●	●	●		○	○			
	Smooth Baked Enamel Exterior Surface	●	●	●	●	●	●	●	●	●	●	
	Reinforced Screen Door	●	●	●	●	●	●	●	●	●	●	
	4 Camper Jacks	●	●	●	●	●	●	●	●	●	●	
	Heating/Insulation											
	12,000 BTU Furnace w/Automatic Ignition										●	●
	16,000 BTU Furnace w/Automatic Ignition	●	●	●	●	●	●	●	●	●	○	○
	20,000 BTU Furnace w/Automatic Ignition	○	○	○	○	○	○	○	○	○		
Polystyrene Insulated Floor/Cabover	●	●	●	●	●	●	●	●	●	●	●	
Insulated Lower Body	●	●	●	●	●	●	●	●	●	●	●	
13⁄4" Fiberglass Insulated Walls	●	●	●	●	●	●	●	●	●	●	●	
Fully Insulated Roof	●	●	●	●	●	●	●	●	●	●	●	
Insulated Storage Compartment Doors		●	●	●	●	●	●	●	●	●	●	
Front Storm Window Over Bed	●	●	●	●	●	○	○	○				
Interior												
Valance w/Pull Shade at Door	●	●	●	●	●							
Pull-Down Shades in Dinette							●	●	●			
Mini Blinds in Dinette	●	●	●	●	●							
Mini Blinds over Galley	●	●	●	●	●	●	●	●	●	●	●	
Oak Framed Cabinet Doors							●	●	●			
Oak Raised Panel Doors	●	●	●	●	●							
Fingerlip Positive Cabinet Hardware	●	●	●	●	●							
Lined Cabinet Door Openings	●	●	●	●	●	●	●	●	●	●	●	
All Wooden Drawers, Metal Guides	●	●	●	●	●	●	●	●	●	●	●	
TV Cabinet or Shelf	●	●	●	●	●	●	●	●	●	●	●	
Aromatic Cedar in Wardrobe	●	●	●	●	●							
Built-In Full Length Mirror	●	●	●	●	●	●	●	●	●			
Automatic Wardrobe Lights	●	●	●	●	●							
AM/FM Cassette Stereo	●	●	●	●	●	○	○	○				
Overhead Storage w/Cargo Nets										●	●	
Plated Drapes/Valances										●	●	
Galley												
2-Burner Range										●	●	
3-Burner High Output Range/Oven	●	●	●	●	●	●	●	●	●			
Range Top Igniter/Glass Oven Door	●	●	●	●	●							
Folding Range Cover	●	●	●	●	●	○	○	○				
Range Hood										●	●	
Range Hood w/Light/Fan	●	●	●	●	●	●	●	●	●			
3-Ft. 2-Way Dometic Refrigerator										●	●	
4-Ft. 2-Way Dometic Refrigerator							●	●				
5-Ft. 2-Way Dometic Refrigerator							○	○	●			
5-Ft. 3-Way Dometic Refrigerator	●	●	●	●	●							
6-Ft. 2-Way Dometic Refrigerator									○			
6-Ft. 3-Way Dometic Refrigerator			○	○	○							
Single Stainless Steel Sink										●	●	
Double Stainless Steel Sink	●	●	●	●	●	●	●	●	●			
Single Lever Faucet										●	●	
Dual Valve Type Faucet	●						●	●	●	○	○	
Butcher Block Sink Cover	●	●	●	●	●	○	○	○				
6 Gallon Hot Water Heater							●	●	●	○	○	
6 Gallon Auto Relight Hot Water Heater	●	●	●	●	●							
Pantry with Adjustable Shelves		●		●	●		●					
Formica Counter Tops	●	●	●	●	●	●	●	●	●	●	●	
Oak Trimmed Counter Tops	●	●	●	●	●					●	●	
Dinette												
Convertible Dinette Bed w/Reversible Cushions		●	●	●			●	●	●	●	●	
Folding Sofa Bed with Pillows	●					●						
Carpeted, Dinette Step/Storage Area	●	●	●	●	●	●	●	●	●	●	●	
Lightweight Dinette Table	●	●	●	●	●	●	●	●	●	●	●	
Sliding Dinette Table Top	●	●	●	●	●							
Magazine Rack	●	●	●	●	●							
Sleeping Accommodations												
Queen-Size Bed 60" x 80"		●	●	●	●	●	●	●	●	●	●	
Twin Beds 34" x 78"	○	○	○	○	○							
Serta Innerspring Mattress	●	●	●	●	●		○	○	○	○	○	
Color-Coordinated Bed Spread							●	●	●	○	○	
Folding Privacy Curtain	●	●	●	●	●							
Cloth Privacy Curtain							●	●	●			
Bedroom Reading Lights	●	●	●	●	●		●					
Digital Alarm Clock	●	●	●	●	●							
Dinette/Sofa Converts into Bed										●	●	
Bunk Bed * /Overhead Storage	●	●	●	●	●	●	●	●	●			
Bathroom												
Toilet Room w/Storage										●	●	
Full Length Door Mounted Towel Rack	●	●	●	●	●		●	●	●			
Enclosed Toilet Paper/Storage Area												
Large Mirrored Medicine Cabinet	●	●	●	●	●		●	●	●			



This RVIA logo is assurance that the product that displays it is built to industry safety standards. RVIA member companies subscribe to regular inspections of products in production and finished to insure product safety. Always look for the RVIA seal.



Note: Dry weights listed include all standard equipment. Optional equipment is additional.

Due to continued research and engineering advances, manufacturer reserves the right to change specifications, design, price and equipment without notice. © 1992 Lance Campers.

[illegible]

● STANDARD ○ OPTION ○* NOT RECOMMENDED FOR STANDARD CAB TRUCKS

*To be used with child restraint system

[illegible]

Color Selector

GO WITH THE ORIGINAL!

Lance

Leading the way!

Lance

The Nation's Most Popular Camper

ALSO LANCE COMPACT FIFTH WHEELS

AZURE

HARVEST

MINT

SQUIRE

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COBALT

CAMEL

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The Family Campers

Lance Camper Mfg. Corp. 10234 Glenoaks Blvd.,
Pacoima, CA 91331-1689 (818) 897-3155 FAX (818) 890-1645

Squire and SquireLite campers are a unique blend of Lance quality and outstanding value in the most popular floor plans.

SQUIRE™

Squire floor plans are value- and feature-packed. And you'll find plenty of options to make it all very personally yours!

Specifications

SQUIRE MODELS	3000	4000	8000
Floor Length	8'6"	9'4"	10'9"
Width Overall	93"	93"	93"
Height (Interior)	6'6½"	6'6½"	6'6½"
Fresh Water Tank (Gal.)	33	33	33
Grey Water Tank (Gal.)	11	13	21
Black Water Tank (Gal.)	12	12	20
LPG Tanks (No./Gal.)	2/5	2/5	2/5
Optional LPG Tanks (No./Gal)	N/A	N/A	2/7
Standard Cabover			
Dry Weight*	1923	2133	2408
Length Overall	15'5"	16'3"	17'11"
Center of Gravity	64"	57"	48"
Extended Cabover			
Dry Weight*	1983	2193	2468
Length Overall	16'4"	17'2"	18'10"
Center of Gravity	67"	60"	51"

* NOTE — Dry weights listed include all standard features. Optional equipment is additional.

A Word About Cabovers

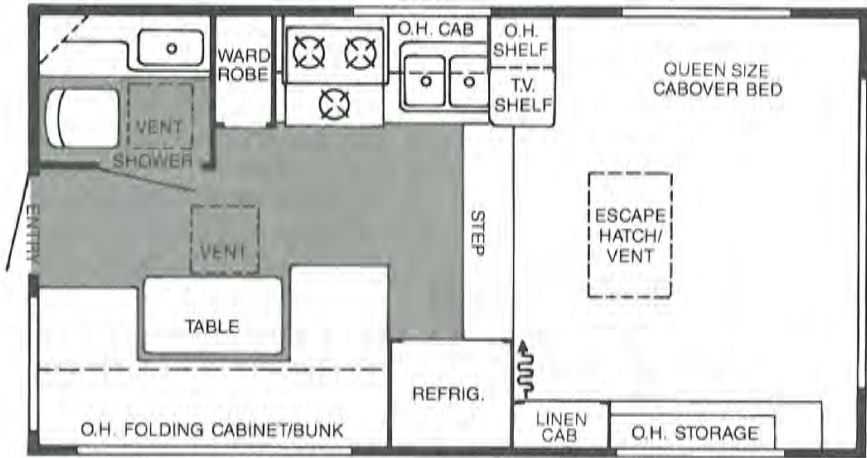
The Squire 3000,* 4000 and 8000 come with a bonus queen bed, headboard cabinet, overhead storage, storage cabinet with adjustable shelves, magazine rack, small item storage, dome light and a privacy curtain.

The Squire 3000, 4000 and the 8000 are available with an extended cabover queen bed which includes the lengthways bed, side storage, shirt closet, additional overhead storage and a center light console.

*Extended cabover on Model 3000 is not recommended for standard cab trucks.

Squire 3000 8' 6"

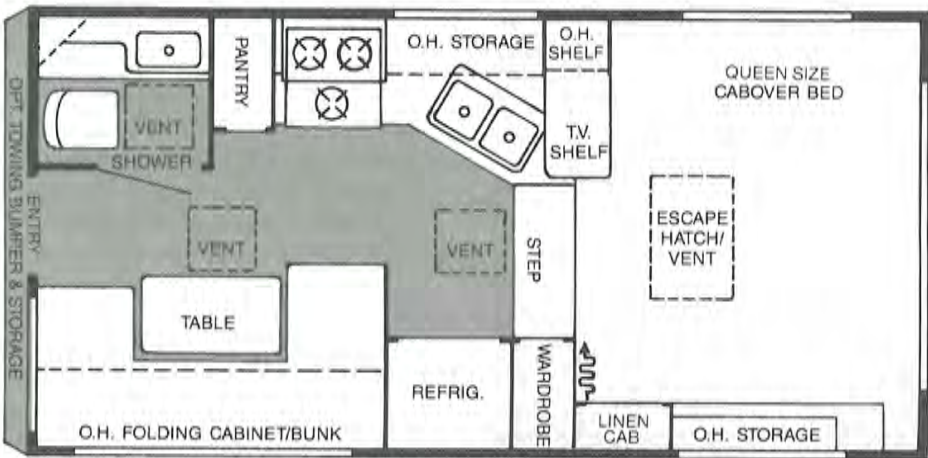
It's amazing how much we've built into the Squire 3000. Full galley, large bathroom shower, sink and full size mirrored medicine cabinet, and ample storage.



Shown with standard cabover queen bed.*

Squire 4000 9' 4"

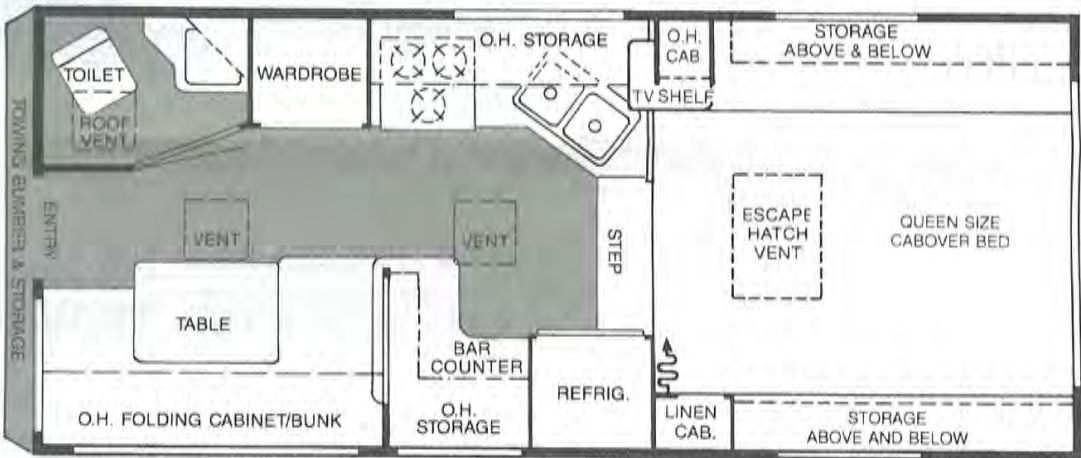
The best selling model offers comfort and value. Great companion when towing big loads.



Shown with standard cabover, queen bed.

Squire 8000 10' 9"

Designed from the ground up, the all-new floorplan is the ultimate in space usage, convenience, and value.



Shown with extended cabover, queen bed.

SQUIRELite

Lightweight. Durable. Spacious. Comfortable. And affordable. SquireLite campers are designed and built for optimal performance on light-duty full-size trucks.

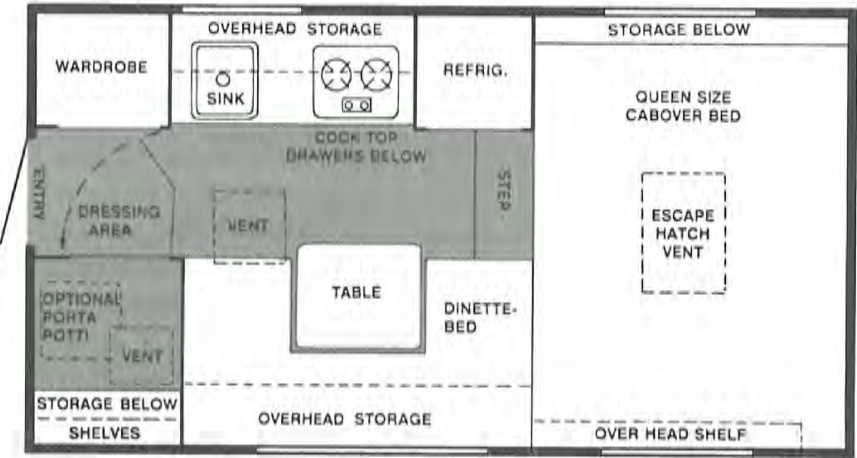
Specifications

SQUIRELITE MODELS	150	150s
Dry Weight*	1380	1420
Center of Gravity	60"	42"
Height (Interior)	75½"	75½"
Fresh Water Tank (Gal.)	18	18
Grey Water Tank (Gal.) (optional)	13	13
LPG Tank (Gal.)	5	5
Floor Length	8'6"	8'6"
Length Overall	14'4"	14'4"
Width (Exterior)	86"	86"
Sleeping Capacity	4	4

* NOTE — Dry weights listed include all standard features. Optional equipment is additional.

SquireLite 150 and 150s

One unique floor plan, specially designed to accommodate both 8-foot bed (SquireLite model 150) and short bed (SquireLite model 150s) light-duty trucks. Note the abundant amount of storage space, and large bathroom/dressing area for privacy. Two sleeping areas accommodate a wide variety of family outings to back-country hunting trips.



A thoughtful approach to buying a camper.

There's a lot to think about when buying a camper. Here's how to prioritize and evaluate what you think...and what you'll see.

The reason most people want and own a recreational vehicle is to help them enjoy the things they like doing most...camping, fishing, water sports, hunting, skiing, touring and lots more. And so, the ideal truck camper should meet individual needs and preferences, offer years of trouble-free performance and with reasonable care, retain its value.



While an RV like that may sound almost too good to be true, with good planning and shopping, a truck camper can be a sound investment which pays big dividends in terms of enjoyment.

Before you buy that recreational vehicle, consider what is important to you and be sure those features are part of the package. It's often wise to go beyond your first notions as far as size and features, but be cautious of placing a high value on features that are not functional, practical or are not proven to be reliable.

One system for evaluating similar products is to prioritize elements of importance. A good rule of thumb is to do that in this order: quality...floor plan...features...appearance...reputation of product...price...and how well the product retains its value.

The first four categories you can evaluate by sight. The rest take investigation. Know the company who manufactures the product and their reputation. Carefully review their literature for thoroughness. Often omission of details in the literature indicates a possible similar procedure in the manufacturing. Construction materials are important, but not nearly as important as how well the product is engineered and assembled and how much attention to details went into final finish and testing.

Leaks, inoperative systems, shoddy detailing can all be fixed in an RV, but these flaws detract from the pleasure and pride of ownership. Poor basic construction can plague an RV for its lifetime.

When researching products, ask people who own and use comparable RV's for their personal opinions about the product, the manufacturer and the dealer's performance. Would they buy the same product again?

Be wary of new products. These first-time units may have annoying problems in design, construction and quality. It may be difficult to find a dealer who will repair faulty manufacturing or defects that occur during the warranty period on "new" products if the dealer feels he may not be reimbursed by the manufacturer.

What's more, if the company goes out of business or stops manufacturing the product, the resale value of these RV's usually plummets. Resale value is almost always higher for RV's that have a history and a favorable reputation.

Look for important structural clues when you examine the camper. Bounce on the floor while it is on the jacks to see if it is rigid. Check cabinets for unfinished sills and raw wood inside. Are drawers real wood? Check for the number of lights and look at the circuit panel. Check quality of the windows, upholstery, mattress, refrigerator, latches, 110v outlets. Is there pre-wiring for air conditioning, microwave, TV antenna, stereo and speakers? Installing wires later is difficult. Are there leak-proof compartments for the battery and propane tanks? Check for double seals on outside seams and joints. Do outside doors have locks?

By this time you will have the general idea of the quality of the product you are dealing with. Things are not always what they appear to be until you look closely. Bargains usually turn out to be just the opposite. Put your trust in those products and companies which deserve it.

Lance has invested many hours of engineering to give you the safest product possible, and they back those long hours with numerous checks during assembly of each and every camper for maximum safety.

Features and options that make a difference.

Lance was the first to develop a one-piece rear camper bumper. Lance powder coats the bumper for years of long-lasting wear. They are standard on most Lance models. Other manufacturers consider them an option.

Included in the bumper system is a convenient folding step mounted right onto the bumper that neatly folds up when not in use. It makes getting in and out of the camper safer and easier for all members of the family. It's just another example of the kind of attention to detail that makes Lance the industry leader.

One of the really ingenious applications in recent years by Lance is the optional 2500 watt Onan LPG generator available on Lance 880, 900, 980 and Squire 8000. It is also available in our 24-foot fifth wheel.

This option makes Lance the ultimate self-contained unit, enabling owners to operate the air conditioner, microwave oven or other household appliance while on the road.

Since the Onan generator is propane-powered, installation does not require modifications to your truck's fuel system or use of gas cans. It operates from the camper's supply of propane. These same camper models can be equipped with a "generator ready" package making future installation less costly.

It really is the ultimate option for campers who like to have all the conveniences of home even in the most remote camping areas. And speaking of conveniences, the microwave oven option is tough to beat! It makes meals quick, easy and convenient.

But Lance doesn't stop there. Often on a long trip, nothing would be more relaxing than to kick back and enjoy a movie or a ballgame. Lance makes provisions for a television and video-player combination, with the optional Wineguard antenna system designed for RVs. The antenna has height and directional con-

trol from inside the camper.

If you're camping in a remote mountain region with no TV reception, you can pop a movie into the video player



and still have great entertainment!

The location of the TV/VCP allows for television viewing in either the cabover sleeping compartment or the dinette area. Enjoy a meal while you watch, or take in the late show in bed. (See which models



in the standard feature guide).

And if that isn't enough, Lance has cable hookup... a sure hit with the family now that many campgrounds are providing cable reception.

Of all the great innovations Lance has come up with over the years, the most popular is the extended cabover queen-size bed. Gone are the days of restless sleep in cramped quarters. Lance gives you a veritable master bedroom!

Lance is the company that first saw the wisdom, and comfort, in "turning" the bed the length of the cabover instead of "across." Not only did it create room for a bigger, more comfortable bed, but it also allows room for more cabinets and storage on the sides and above the bed!

Other benefits include easier access to get in and out of bed. Visually, the floorplan looks more open. By extending the cabover, it favorably moves the center of gravity forward. Lance models are also available with twin beds.



Of course there's much more to the story of Lance innovations for safety and comfort. See page 9 inside this special issue of *Lance Leisure Times* for more great options available on your Lance Squire, or SquireLite truck camper.

TIPS FOR A BETTER MARRIAGE... BETWEEN TRUCK AND CAMPER.

You may have a great truck and an outstanding Lance Camper, but if the two aren't married together properly your enjoyment will be diminished by an unstable ride. The following accessories help to improve the drivability, handling and safety of the entire package.

All the support equipment listed below is optional except for the front camper bumpers, the 12-volt connector and the camper jacks. Consult your Lance dealer for the proper setup for your new camper.

■ Connecting boot is an exclusive option created by Lance. It compresses between your truck and camper providing communication and a passageway. It allows for the complete use of both truck and camper windows.

■ Happijac® makes the safest and strongest camper anchors on the market. The chrome-plated, spring-loaded anchors absorb unexpected bounces. Their tiedowns and turnbuckles are proven to be stronger than any others available. And the tiedowns are designed to eliminate bulky, unsightly or dangerous protrusions.

■ Camper guides make loading to the center of the truck easy. They also secure the camper from sliding side-to-side.

■ Front camper bumpers reduce the risk of damage while loading the unit. They also keep the camper from rubbing the front of the truck bed while on the road.

■ Ride-Rite® Comfortaires by Firestone level the truck by helping to support the rear axle load. They also increase stability. Simply adjust the air pressure for different load conditions.

■ Cabover stabilizers absorb the bumps while driving on the open road. Stabilizer brackets securely attach cabover stabilizers to the truck.

■ Swingout brackets move the front jacks in an outward direction to avoid striking the fenders on trucks with dual rear wheels.

■ Mirror extensions make rearviewing past the camper possible and they fit most trucks that do not already have swing-out mirrors.

■ 12-volt molded connector is virtually maintenance free and greatly simplifies hookups. The water-tight receptacle mounts out of the way, high on the inside of the truck bed. The connecting cord is permanently mounted on the camper.

■ Camper jacks make removing and leveling your camper a breeze. Each jack has a capacity of handling 2,000 pounds.

The Big Difference Between Lance and Squire is you.

Why offer both Lance and Squire? The folks at Lance Campers know that different people have different needs. Each model Lance and Squire is designed to fill a specific need. What may be perfect for you may not appeal to another. The Lance line is more luxurious while the Squire line boasts fewer frills.

Both Lance and Squire use the same quality materials. Side-wall engineering and construction methods are identical. Both have thick, laminated and insulated floors. Both use fiberglass blanket insulation in the walls.

The lower body on Lance and Squire are now of laminated construction with rigid foam fill for added insulation.

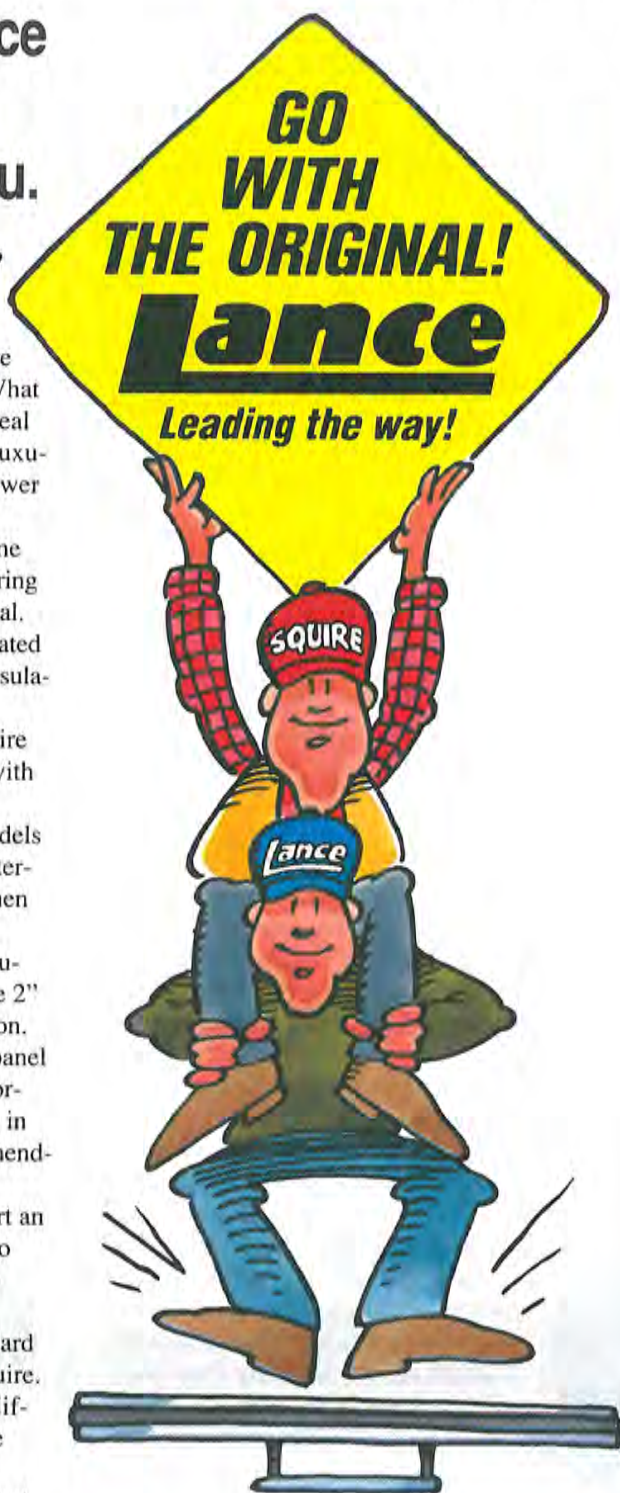
The roofs on all Lance camper models are foam-filled laminated panels, interlocked with aluminum "I" beams, then foam is added to reduce noise, and covered with a one-piece sheet of aluminum, warranted for 10 years. The 2" thick roof is sturdy enough to walk on.

The Squire roof uses a laminated panel in the rear and frame construction forward. It is designed to be walked on in the rear rack area, but is not recommended in forward area.

Both roofs are reinforced to support an air conditioner, even if you choose to add one later. They are both double-sealed to keep out moisture.

Many of the features that are standard on the Lance are optional on the Squire.

To the right is a list of the basic differences between Squire and Lance lines. Minor differences have been omitted. SquireLite is built somewhat differently. Standard and optional features can be found elsewhere in *Leisure Times*.



Comparing Lance and Squire side-by-side should help you decide which model is best for you.

Lance

SQUIRE

Triple Color Panels.....	Double Color Panels
Fully Laminated Roof	Laminated Rear Area
Insulated Storage Compartment Doors	Square Compartment Doors
White Entry Screen Door	Aluminum Entry Screen Door
Folding Entry Step	Optional
Sliding Sewer Hose Tray.....	Optional
Solar Reflective Windows.....	Tinted Windows
Radius Torque Window Option	Not Available
Opening Screens.....	Fixed Screens
White Painted Jacks	Silver/Black Jacks
Auto Relight Water Heater.....	Light with Match Water Heater
110v Patio Outlet.....	Not Available
Cable TV Hook-up.....	Not Available
Patio Lights	Optional
Three-Part Tail Lights	Two-Part Tail Lights
City/Fresh-Water Compartment.....	Separate Compartments
Separate Dead Bolt Lock.....	Combined Locks/Entry Latch
Front Storm Window.....	Optional
Solid Oak Cabinet Doors.....	Oak Framed Cabinet Doors
Positive Catch Latches	Friction Latches
Cedar Lined Wardrobe.....	Not Available
Oak Trimmed Counter/Table	Metal Edged
Automatic Wardrobe Lights.....	Not Available
Two Fluorescent Lights (10' & 11' model)	One Fluorescent Light
Digital Alarm Clock.....	Not Available
Sliding Dinette Table	Fixed Table
Additional Overhead Storage	Standard Overhead Storage
Built-In TV Compartment.....	TV Shelf
Integrated Monitor Panel.....	Separate Monitor Panel
Cool-R-Caddy Option	Not Available
Wood Sink Cover.....	Optional
Stainless Range Cover.....	Optional
Single Lever Faucet.....	Separate Hot and Cold
Power Exhaust Fan in Bath	Standard Vent
Deluxe Folding Divider.....	Curtain Divider
3 Way Refrigerator, 5 CuFt.....	2 Way Refrigerator, 4-5 CuFt
47"x72" Dinette Bed	39"x72" Dinette Bed
Foot Pedal Control Toilet.....	Hand Controls
Black Glass Oven Door.....	Painted
Oak Magazine Rack	Not Available
40 Gal Water in 900/980	33 Gal Water
AM/FM Cassette/ 2 Speakers.....	Optional
Kenwood Stereo Option	Not Available
Pull Shades In Bedroom.....	Curtains
Push Button Range Lighter	Manual Light Range Top
Deluxe Custom Upholstery	Custom Upholstery
Serta Inner Spring Mattress.....	Foam Mattress (Serta optional)
Two Swing-Out Reading Lights	Center-Mounted Light
Multicolor Bed Cover.....	Matching Bed Cover
12-Volt Convenience Outlet.....	Not Available
Entry Light Switch	Not Available

A CAMPER BUYER'S GUIDE TO A WISE INVESTMENT.

Smart camper buyers check for important differences. Here's a simple guide to what you might have overlooked.

Making the correct investment in a new recreational vehicle requires the purchaser to compare products from a comprehensive list of construction items and features, many of which are not often considered. A thorough comparison should help determine the best product to suit the need.

This sounds complicated, but is relatively simple. It just takes a little time, and in fact is quite educational. Most of all it helps make an important decision based on facts and common sense rather than emotion.

Everyone wants to have the most attractive product they can afford. In the case of a recreational vehicle, attractiveness is only one feature of many that should be considered. Most importantly, do not assume anything...check out everything.

A truck camper should be an investment that, with minimum maintenance, lasts 15 years or more. During that life span, the product should provide reliable service on a moment's notice with nothing more than a minor clean up.

Here is a camper buyer's check-list to help make the right decisions when buying a camper.

yes		no		
☐	☐			OUTSIDE
☐	☐	☐	☐	Is the color stripe baked enamel
☐	☐	☐	☐	Are window screws on inside (best) or outside
☐	☐	☐	☐	Is there a separate dead bolt lock
☐	☐	☐	☐	Is there a light by the back door
☐	☐	☐	☐	Are there patio lights
☐	☐	☐	☐	Do outside compartments have locks
☐	☐	☐	☐	Is there a sewer hose compartment
☐	☐	☐	☐	Is the refrigerator compartment insulated
☐	☐	☐	☐	Is the propane compartment molded (best) or metal
☐	☐	☐	☐	Are there two propane tanks
☐	☐	☐	☐	Is there a battery compartment
☐	☐	☐	☐	Are the tie down bolts welded closed
☐	☐	☐	☐	Are there 4 camper jacks
☐	☐	☐	☐	Is there a Saf-T-Vue window in the rear door
☐	☐	☐	☐	Is there reinforcing metal under the nose
☐	☐	☐	☐	Are there truck bed bumpers on the front
☐	☐	☐	☐	Does the hot water heater have an igniter
☐	☐	☐	☐	Are the dump valves convenient & neat
				INSIDE
☐	☐	☐	☐	Are cabinet openings plastic lined
☐	☐	☐	☐	Is cabinet paneling glued to the frame
☐	☐	☐	☐	Are cabinets screwed to the walls
☐	☐	☐	☐	Are cabinet center supports secure
☐	☐	☐	☐	Are wires under sink bundled neatly
☐	☐	☐	☐	Is water pump secured neatly
☐	☐	☐	☐	Does plumbing look professional
☐	☐	☐	☐	Check power panel for labelling
☐	☐	☐	☐	Is there an air conditioning breaker
☐	☐	☐	☐	Is there a built-in 110v charger
☐	☐	☐	☐	Is sink hardware plastic or metal
☐	☐	☐	☐	Is there a monitor panel
☐	☐	☐	☐	Are there convenient 110v outlets
☐	☐	☐	☐	Is there a 110/12v TV hook-up
☐	☐	☐	☐	Is there a cable hook-up to the outside
☐	☐	☐	☐	Does the floor feel solid
☐	☐	☐	☐	Do you have to ignite the range/oven with match
☐	☐	☐	☐	Does it have a range cover
☐	☐	☐	☐	Is there an alarm clock
☐	☐	☐	☐	Is there a stereo or built-in wiring
☐	☐	☐	☐	Is the refrigerator a 2-way or 3-way
☐	☐	☐	☐	Is it wired for a microwave
☐	☐	☐	☐	Is there a power range hood
☐	☐	☐	☐	Is there cedar in closet
☐	☐	☐	☐	Are cabinet shelves adjustable
☐	☐	☐	☐	Are drawers made of real wood
☐	☐	☐	☐	Are there locks on access doors
☐	☐	☐	☐	Is shower sealed everywhere
☐	☐	☐	☐	Is there a towel bar
☐	☐	☐	☐	Is there a bathroom power vent
☐	☐	☐	☐	Are there any fluorescent lights
☐	☐	☐	☐	Is there an innerspring mattress
☐	☐	☐	☐	Is there a bed cover
☐	☐	☐	☐	Are dinette cushions reversible
☐	☐	☐	☐	Is there a room divider
☐	☐	☐	☐	Is there an entry light switch

If you end-up with more "NO's" than "YES's" go back to Lance. Right away!

Pride:

The intangible built-in feature in every Lance product!

The one thing we at Lance want you to remember after you read this publication is: LANCE KNOWS MORE ABOUT BUILDING AND MATCHING AND USING A CAMPER THAN ANY OTHER COMPANY.

Perhaps we sound a little prideful. Prideful because we strive to do our best. That accounts for all the quality you'll find in a Lance camper.

You may see other products that look similar, and boast of a long list of standard features, or value, some with even a lower price. Upon thorough investigation you will see important differences and understand why for decades, serious camper buyers have turned to LANCE for value. Built-in value that starts from the ground up . . . from every premium piece of material. The bottom line is simple . . . nobody builds a better camper. A Lance is everything you expect and it will serve you for many years. Buy a Lance, and you're making an investment that will bring years of enjoyment . . . anytime...any weather . . . anywhere.

It's just good horse sense to own a Lance camper!



If you're a horse owner, you know there's really only one way to tow a horse trailer and that's with a truck.

You also know that when on the road, the best way to care for and protect your animals is to spend the night nearby. That leaves you with two options: (1) Find a reasonably smooth patch of ground and pitch your tent; or (2) Outfit your pick-up truck with a camper designed for towing and loaded with practical comforts.

Most people will immediately see the benefits to option (2). But, here's some further "hay" for thought:

The Squire model 4000 is especially designed for people who tow heavy loads. It's big enough for the whole family. It comes standard with a SAF-T-VUE® rear window and is designed to be used with your existing hitch system.

All our truck campers can travel with you and your horse trailer. The larger campers utilize the extended receiver or solid hitch bar.

Another outstanding advantage of having a Lance for horse owners is the ready water supply so important for caring for a horse. And with the new outside shower option offered

by Lance, you can easily cool your animals down after a long ride, or fill up a water bucket.

Elk hunters, who traditionally set up camp for days in the back country, should think seriously about owning a camper. Many elk hunters wouldn't dream of hunting without their horses. A camper could eliminate sleeping on the cold, hard ground after a long day on horseback.

But the bottom line for hunters or people who travel with their horses is the ability to be close to their horses in case of an emergency. All of which adds up to peace of mind.



ADD EXTRA STABILITY TO YOUR TRUCK AND CAMPER.

You've probably seen a truck and camper going down the road using all the lanes. They appear to be quite unstable, especially in the wind.

It's the kind of thing that happens when you put a 3,000 pound load on a truck that was designed to carry just 1,000 pounds. Stability and steering can go out the window, especially with old, tired trucks.

It's often a result of a lack of information and knowledge on the part of the owner. It should not be done.

Modern trucks are very stable when they are loaded to within the limits called for by the factory. The limits are established to provide owners with the recommended capacity of the vehicle. Most of the drive train components are matched, to make a vehicle comfortable, safe and efficient under any load up to its stated limit.

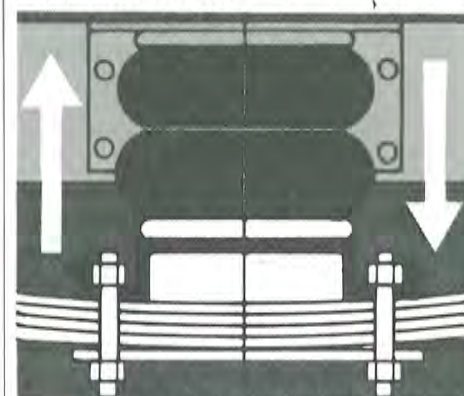
People often load their trucks close to or over the recommended Gross Vehicle Weight Rating (GVWR) without experiencing any adverse effects.

As an example, putting an 11-foot camper with fuel, water, gear and people on a 8,600-pound GVWR truck can bring the total load beyond the 8,600 pounds. There are a few things that can be done to increase stability and improve handling when carrying full loads.

Replacing the factory wheels and tires with wider rims and wider tires is one way. Both rims and tires must be rated to match at least the rating of the original equipment on the truck. Usually wider tires have a higher rating if they are the same ply.

Adding Firestone Ride-Rites® to your truck is an excellent way to add stability to the ride as well as balance the load. These specially developed air bags mount between the frame and rear springs. They help transfer some of the camper weight to the front axle, improve the ride and make steering

easier. When not carrying the camper, release the air and the truck will return to the normal position and ride. Quality shock absorbers also help with stability.



Firestone Ride-Rite®

New generator for Lance and Squire Campers.



Lance now offers the new Onan Microlite 2.5 LPG GenSet for our 10-foot and larger Lance and Squire campers.

This unique feature is capable of running our optional air conditioner, microwave or other appliances needing 110 volts. Low noise, low fuel consumption, vibration isolators, cross-flow cooling, and low-oil shut-down are just a few of the many features found on this versatile and dependable generator.

LANCE: AN RV FOR ALL SEASONS... AND REASONS

Summer, winter, spring or fall. You pick the time and place...Lance will take you in comfort and style. It's the all-season, all-terrain recreational vehicle! After all, Lance is about opening horizons, not limiting them.

That's one of the great pleasures of owning a Lance camper over any other type of recreational vehicle. With most RVs, motorhomes and trailers, you can enjoy them only at certain times of the year, when the weather is temperate and the roads clear.

With a Lance or Squire camper the sky is the limit—especially if your pick-up is equipped with four-wheel drive.

In the early spring, cure your cabin fever by packing up the family for a weekend of camping and fishing at your favorite trout stream.

Spring showers (that can often be spring gully-washers!) are not a worry for Lance owners. Lance double seals all windows, doors, vents and other openings where water might intrude, making it the most water-tight camper on the road.

Take advantage of the rain delay and stretch out in the luxurious cabover

queen-size bed for a nap, or pop a movie into the VCR for some family fun. Make some quick popcorn and you're all set!

As the summer heat rolls in, you find yourself day-dreaming at the office about cool mountain air or fresh ocean breezes. Come Friday, you load your Lance onto the pickup, hitch up the boat, and you're "outta here!"

For those real scorches in July and August, when even the water-skiers say "Uncle!", pull 'em inside your air-conditioned Lance for a sandwich break. There's plenty of room!

The cold drinks are always waiting in the Dometic refrigerator inside. When it's just too hot to sleep, you'll be glad you have that air conditioner.

Come fall, many an outdoor person's thoughts turn to salmon fishing and big game hunting; maybe for weekend jaunts or early hunting when deer and duck seasons kick into high gear. And if you have four-wheel drive, getting off the beaten path with your Lance or Squire is no problem.

Just a reminder, Lance campers are

designed to allow you to pull a horse trailer. Many hunters take their horses along to get back to the best hunting areas.

Wintertime is no time to store the Lance. There's hunting, ice fishing, skiing, snowmobiling, steelheading...get out and go. Your Lance is up to it with great insulation and a Hydroflame furnace. There's plenty of storage space for bulky winter clothing and ski equipment, and thanks to superior construction, Lances are built to withstand a heavy snowstorm.



When the skies clear and the powder is fresh, you'll be glad you didn't waste your hard-earned dollars on stuffy motel

rooms and restaurants. There's nothing better on a cold winter day than a home-cooked meal, especially in the outdoors. Lance's spacious galleys give you all the appliances and room needed



to whip up a meal that will surely warm the hearts and stomachs of your loved ones.

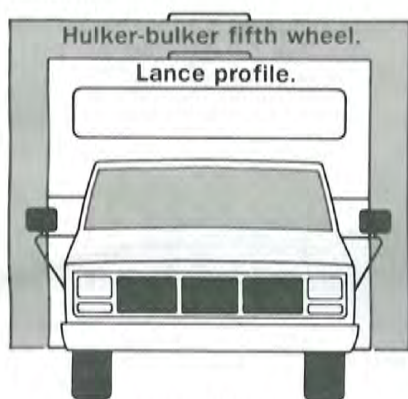
Every time of year is a Lance time of year. The only limit is your own imagination. Lance takes you there in style.

How much style and luxury can a compact RV have? You'll find the answer in the Lance Compact Fifth Wheels.

If a truck camper isn't exactly what you had in mind, but you still want an RV and the convenience and versatility of owning a pick-up truck, then Lance Fifth Wheel Trailers are made for you!

Lance Fifth Wheel Trailers offer everything you want in an RV, and they're perfect for light-duty and downsized pickup trucks.

Towing is a breeze thanks to Lance's superior aerodynamic design, narrow width and excellent weight distribution. The narrower width makes handling and visibility excellent for both full and compact trucks.



Slicker profile means improved fuel efficiency by minimizing wind resistance.

The Lance Fifth Wheel comes in two models—the 2400 and the 2200.

Each model is thoroughly engineered to be compact and economical without sacrificing comfort and convenience.

The 2400 is larger than the 2200, but both offer spacious living quarters, generous storage space and loads of conveniences.



On top of that, Lance interiors are delightfully appointed with decorator-designed, color-coordinated velour fabrics, oak-framed cabinet doors and flush-mounted trim on counter tops.

You also have a full-length mirror, digital alarm clock and pre-wiring for air conditioning, microwave, stereo radio, TV antenna, and cable TV.

There's more! With Lance Fifth Wheel Trailers you get your choice of queen or twin beds. Both give you room to stretch out and relax. Plus, the sleeping area offers loads of headroom, swivel wall lamps and a privacy curtain. There's even a TV shelf that allows you to watch TV in bed or in the living room.

These units are constructed with the same impeccable standards and materials as the famous Lance campers. Compare them to any other small fifth wheel and you'll see the difference.

The 2400 is a beautifully appointed 24-foot model that is designed with four separate areas—living room, galley/dinette, bedroom and full bathroom.

The 2400 has a remarkably spacious living room that features a large, panoramic window, a swivel, upholstered rocker and a flip-over lounge that converts to a bed.

Beside the living room is the 2400's full galley. You won't believe you're in a compact trailer! There's a 2-way Dometic refrigerator/freezer, 3-burner high-output range and oven and a double stainless-steel sink. Above is the power rangehood, monitor panel and two big

cabinets with room for a built-in microwave oven.

Across from the galley is a cozy dinette that easily converts to a bed. Alongside is a large sliding window.

In the rear is a full-width bathroom featuring a fresh-water toilet, tub/shower combination, a large wardrobe area and plenty of storage.

The Lance 2200 is 22 feet of unique design and marvelous style.

There's a swivel rocker and convertible sofa bed in the rear of the unit, which includes cheerful picture windows and a fold-away table for dining, games or what-have-you.

The full galley is situated in the middle of the 2200. It features a 2-way Dometic 5 cubic foot refrigerator, 3-burner high-output range/oven, power range hood with systems monitor panel, and double stainless-steel sinks.

Between the galley and the bedroom is the large bathroom that comes complete with a molded, fiberglass tub/shower, fresh water toilet, and a built-in mirrored medicine cabinet.

You need to see these trailers to believe them. For the name of your closest dealer who stocks Lance Fifth Wheels, call or write Lance at the number on page 12.



Lance design lets you handle tricky roads and campgrounds.

New high-output ranges standard with Lance & Squire

Innovative new 3-burner ranges give you "home cooking power."



Today, most campers are equipped with a 4-burner range or range/oven combination for cooking. Unfortunately, the 4-burner cooking appliance has two disadvantages. First, you can only use small pots or pans to use all 4 burners at the same time. (Consumer research shows very few ever do.) Second, regulatory

agencies specify the temperatures that surround the appliance if all burners are on at the same time. Tradition, plus the above stated reasons, have kept the burner size fairly small with output of 5,000 BTU. This compares to a typical home burner of 10,000 BTU.

These small burners account for the many complaints from RVers that it takes forever to boil water in their RV, making spaghetti and corn-on-the-cob impractical family meals. This phenomena becomes much worse at high altitudes where the air is much thinner and heat output becomes lower.

Atwood Mobile Products has introduced a new high-output Wedgewood range to solve this dilemma. This innovative 3-burner range features a burner with similar output to a home model, giving the consumer cooking abilities that were previously not possible.

In Lance models a deluxe version will have a glass front door and a push-button piezo lighter. The Squire model will have burners that can be lit with a match.

Once again, a new and better way is offered by Lance. Lance quality, value, and innovation...a combination that's hard to beat.

"Generator-Ready" Option Now Available.

Lance now offers a "generator-ready" option in three of its larger Lance models. It is also available in the new Squire 8000 and model 2400 fifth wheel.

This option prepares the camper with all the necessary wiring and plumbing and compartment preparations necessary to make a generator installation possible

sometime in the future. It will accommodate the new Onan 2.5 propane-powered model, capable of operating the air conditioner, microwave or other 110v appliances.

The compartment can be used for storage until you are ready to have the generator installed.



UNDERSTANDING CAMPER CONSTRUCTION

Knowing the ins-and-outs of how your camper is built is really important. It's the key to making a solid buy!

Although most campers look similar in shape, there are considerable differences in construction. Structural soundness is the key to the long life of a camper.

Construction quality is difficult to compare because it is mostly hidden. However, if you look carefully at what you can see, it would be safe to say that what is beneath the walls will be of similar quality.

There are two distinctively different methods of building campers... "wood-framed" and "laminated". There are also two exterior surfaces: aluminum-panels and fiberglass panels. If that was all you were told, you could imagine that an aluminum-framed camper with laminated walls and a fiberglass exterior would be superior. That is not necessarily true. There is much more that needs to be understood.

BASIC CAMPER CONSTRUCTION

Most manufacturers claim their products are laminated. For some companies lamination means running a bead of glue around the edge and stapling the top and bottom to the frame. There is a world of difference between that lamination and "Lance-type lamination".

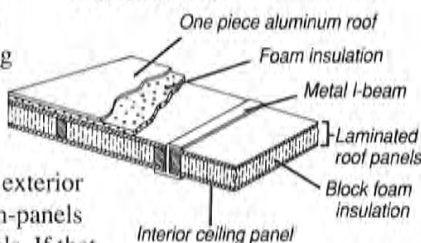
At Lance, we start with kiln-dried premium pine and fir. There are virtually no knots. Parts are precision cut from templates and guides, then assembled in jigs. Parts exposed to the outside are filled with rigid foam for strength and insulation. Premium wood glue is applied to all surfaces, including both sides of the rigid foam. Panels go in a vacuum or pressure press where bonding takes

place. They come out cured, absolutely straight, tight and incredibly strong. A good indication of strength is to bounce on the floor...you will feel and hear the difference.

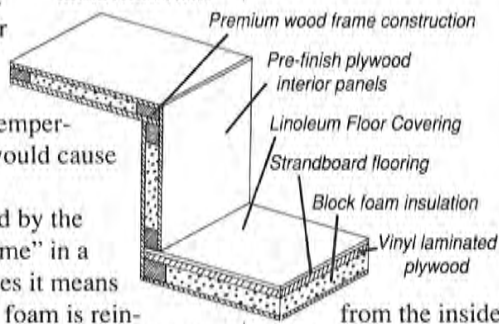
LAMINATED WALLS

There are two systems used for laminated sidewalls. One is with an aluminum frame, a rigid foam filler and a fiberglass outside surface. The other way is similar but with a wood frame. Both use a pressure-sensitive adhesive as the bonding agent. The inside wall, foam and the outside are all bonded

LAMINATED ROOF CONSTRUCTION



FLOOR/LOWER BODY CONSTRUCTION



together. Aluminum has not been popular for lamination because it stretches and contracts with temperature changes and would cause de-lamination.

Do not be confused by the term "aluminum frame" in a camper. In most cases it means the side wall's rigid foam is reinforced with an aluminum frame for support. The roof, floor, front and back are still made with wood frame as their basic material.

One problem with aluminum reinforced walls is insulation. The hollow tubes are conduits for cold air. There is little or no insulation at the location of these beams, allowing cold to penetrate. When it is cold outside and toasty inside, you can often tell where all the alu-

minum tubes are from the beads of sweat that form on the inside walls.

WOOD FRAMED CONSTRUCTION

Most camper manufacturers build with wood frames. It is readily available, extremely strong and flexible for its weight, and can be bonded or attached easily. Wood frames vary because of structural design, methods of attachment, size, quality of materials and skill of the craftsmen who build them.

LANCE CONSTRUCTION

Lance uses a 1" wood wall, as we have for almost three decades. We use many more wood frame members than most other manufacturers. They are strategically glued in place opposite interior cabinets and walls so they can be

screwed together with long screws from the outside before the skin is installed. This provides incredible strength. (With a laminated wall you can only attach

The interior cabinets are constructed with full frames, and of course glued together. The interior partitions are all laminated for strength. Both are screwed to the 1" thick wall. The thinner wall helps keep the weight down while the combination of cabinets, partitions and wall make a totally integrated, extremely strong package.

Some manufacturers use 2" walls; however you lose 2 inches of interior space and add more weight. Fewer studs or stringers leave more opportunity for skin wrinkles and leaks. Run your hand along any horizontal seam (called pittsburgs) and gently press. You can tell if there are horizontal studs supporting it.

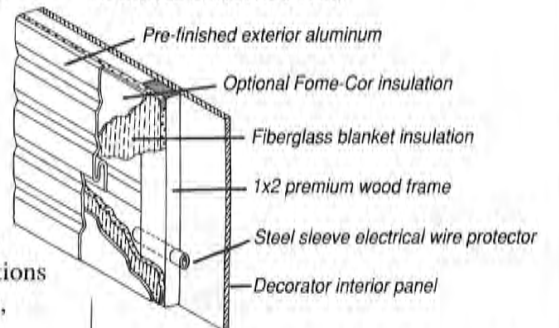
Insulation is important with Lance. When all the structure is complete, a blanket of insulation is draped over both sides, covering everything. The back and front of the camper are also packed, leaving no area without insulation. This is your assurance of comfortable living in any climate.

FIBERGLASS VS. ALUMINUM

There are two methods of fiberglass construction used in recreational vehicles. One is molded, similar to a boat. Many motorhomes use this material for the front, rear and trim pieces, however, it is relatively heavy. In sunny climates the gel coat or surface sometimes fades and discolors from the sun.

The fiberglass skin used in most campers is made up of machine-made panels that are trimmed to the needed shapes. These panels were first introduced as patio covers. If you look closely at the pattern in the material, you can see the fibers. The gel coat or plastic paint is very thin. In recent years this

SIDEWALL CONSTRUCTION



material has been improved to repel the sun's rays. Still, it does not have the endurance to exposure of the baked enamel finish of the aluminum panels.

What happens if you accidentally back into a tree stump? OOUUCH!! Fiberglass is difficult to repair. Sections can't be replaced like an aluminum-sided camper. It is practically impossible to patch without seeing where the work has been done. If it is hit rather hard it can cause delamination and that is major damage.

If it were aluminum-sided like Lance, the trim would be removed, exterior panels removed and replaced and it would look just like new. Minor dents would be repaired just like a car, without removal.

A word about color stripping. Factory baked enamel colored panels will stay bright and colorful for the life of the camper. Decorative vinyl striping has a much shorter life span. LANCE DOES IT BEST.

Tempered safety glass, sliding windows are solar reflective on Lance and tinted on Squire.

Optional Fome-Cor® insulation.

Kiln dried, premium grade Fir and Pine construction allows for one piece, extra thick blankets of insulation.

Directionally oriented strand board is used at critical points in the frame. It's as strong as steel!

Every exterior seam is sealed and waterproofed with advanced adhesives; over-sealing with silicone adds extra protection.

Beneath the aluminum skin is a steel nose guard that helps prevent minor damage.

Baked enamel colors on custom aluminum siding needs only minimal maintenance.

Steel reinforced corners add extra strength to the jack mounting area.

Vinyl-laminated lower body is waterproof and easy to keep clean.

Four special tie-down bolts and steel brackets insure an even distribution of "pull" to the camper's wall and wing areas.

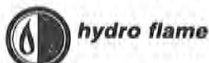


The Family Campers

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NO LANCE DEALER CLOSE TO YOU?

Lance is always searching for established RV dealers where we are not now represented. If you live in an area where there is not now a Lance dealer and you know of a reputable dealer in your area, please share our literature with him. Possibly it could be of benefit to everyone involved. Thank you.



Your Lance Dealer