



WELCOME TO THE EARTHROAMER FAMILY!

- LTi-030** *Richard & Marianne*
- LTi-031** *Eric & Jeneye*
- LTi-032** *David & Shauna*
- LTi-033** *Kyle*
- LTi-034** *Philip*
- LTS-150** *Brad*
- LTS-151** *Michael*
- LTi-002** *Lee & Tiffany*

THE ROAMING TIMES

QUARTERLY NEWSLETTER



LETTER FROM THE CEO

Welcome to our all-new quarterly EarthRoamer Newsletter! EarthRoamer would not be the company that we are today without our amazing owners and this newsletter will be a way for you to keep up to date on the company, our products, your owner benefits, and much more! The road this past year and a half has been bumpy and full of surprises at every turn, but team EarthRoamer has been up to the challenge. Through our factory being shut down for a full month in April 2020 due to COVID-19, as well as continuous supply chain challenges caused by everything from supplier plant shutdowns to ships stuck in the Suez Canal to a deep freeze in Texas, EarthRoamer has not only survived – we thrived. 2020 marked the production launch of our all-new, carbon fiber bodied LTI. LTI's huge success contributed to 2020 being the best year yet, and 2021 is on track to be even better. Our current order backlog is the largest it has ever been, with us currently booking orders for fourth quarter 2022. Our PreRoamed EarthRoamer sales are strong, both in sales prices, as well as the time it takes to sell, frequently before they are listed on our website!







With a large backlog and a strong team, for 2021 our big focus has been, and will continue to be, on improving the overall EarthRoamer ownership experience. This includes not only continuously improving the quality and functionality of EarthRoamer XV's, but also ensuring that owners understand, in detail, how their EarthRoamer functions

and how to maximize their enjoyment and adventures using their EarthRoamer. In order to meet these objectives, we have made several recent key hires. In July 2021, we hired on Scot Allen as our new Chief Operations Officer, overseeing production, engineering, supply chain, and service. Scot's primary objectives include mentoring and developing operations managers, increasing production to meet demand, and continuously improving the quality of our vehicles. To learn more about Scot's background and his position at EarthRoamer, check out "The Team" section of this quarter's newsletter. In addition to Scot, earlier this year we hired Phillip Wortham to fill a newly created position as Customer Experience Manager. Phillip's mission as customer experience manager is to ensure that customers have the best possible overall experience with their EarthRoamer Xpedition Vehicle. This includes everything from our delivery process, continuing knowledge resources, as well as leading groups of owners on EarthRoamer Adventures. These adventures combine fun and education to best utilize your EarthRoamers and meet new EarthRoamer owners. See the "EarthRoamer Adventures" section of this quarter's newsletter to learn more about this year's scheduled trips!

We hope you enjoy this newsletter and we appreciate any feedback that you have for the team. Please email info@earthroamer.com with any suggestions on content that you would like to see.

Roam safely!
Bill Swails, Founder & CEO

UPCOMING EVENTS

AUG 22ND FULL MOON	AUG 27TH – 29TH OVERLAND EXPO MOUNTAIN WEST LOVELAND, CO	SEPT 20TH FULL MOON 	SEPT 22ND FIRST DAY OF FALL 	SEPT 24TH – 26TH OVERLAND EXPO WEST FLAGSTAFF, AZ
SEPT 27TH – OCT 2ND OWNERS' RALLY GLEN CANYON, UT 	OCT 20TH FULL MOON 	NOV 2ND – 5TH SEMA SHOW LAS VEGAS, NV	NOV 9TH – 12TH MOAB ADVENTURE 	NOV 18TH – 19TH LUNAR ECLIPSE 



SERVICE SUGGESTS



Happy summer to all the Roamers out there! This has been an incredibly exciting season with more trucks out having adventures than any year before. Here in the service department, we have already worked with many of you this year on upgrades, post-trip repairs, and scheduled maintenance to keep all the roamers on the road. As the summer progresses and you continue to get more days out exploring, we encourage you to start thinking ahead to the winter months and the plans for your roamer. Whether you will be putting your vehicle into a long winter hibernation, or you will be out chasing powder days on the slopes, the service department is ready to schedule for overall inspections, repairs, maintenance, or even upgrades. Winter is a great time to plan any larger upgrades, as our service team has the extra availability to prepare and tackle the larger tasks!



SOME UPGRADES TO CONSIDER ARE:

- Newest CradlePoint Internet, capable of 5G with higher speeds and stronger antennas
- Replacing aging rubber coolant lines with new Silicone Coolant Lines
- Adding accessories, such as HAM Radio, driving cameras, etc.
- Adding Frame Reinforcements (only for pre-2017 trucks)
- Doubling the battery capacity (for LT models with only 2x existing batteries)
- Replacing diesel cooktops with Induction Cooktops
- Centramatic Wheel Balancers

Please give us a call at 303-833-7330 if you have any questions about possible services or upgrades we can provide for your truck, as well as any scheduling requests. See you out on the trail!



EARTHROAMER PET OF THE MONTH

Meet Sylvie, proud pup of LTi #007. Sylvie is a Double Doodle, ½ Labradoodle and ½ Golden Doodle. Sylvie joined us on our Flaming Gorge Adventure, and had a great time playing with the other dogs doing zoomies around the campground!



NOMINATE YOUR PET BY EMAILING A PHOTO AND DETAILS TO INFO@EARTHROAMER.COM



ADVENTURES & RALLY



We know that EarthRoamer owners have a strong desire to get off the beaten path and enjoy the great outdoors in ways that are difficult to witness without an EarthRoamer. Additionally, what's better than spending this time with other EarthRoamer owners, making new friends and creating lasting memories all at the same time?

GRAND MESA 2021 ADVENTURE

We just wrapped up our 2nd EarthRoamer Adventure for 2021 at Grand Mesa, Colorado. In between tasting fantastic wines at Colterris Winery and Jack Rabbit Hill Farms, we were treated to absolutely stunning scenery at over 10,000 feet, on top of the largest flat-topped mountain in the world. One of the best parts about our adventures and rallies that we can't really put in a flyer or email, are the lifelong friendships that are made around the campfire.



2021 OWNERS RALLY

The 2021 Owners Rally will be September 27th -October 2nd near Goosenecks State Park in southern Utah. This years rally will be 5 days and 4 nights; we will have one base camp and do sightseeing outings and 4wd adventures each day. The rallies are a ton of fun, and a great way to meet like-minded adventurers. We have had a lot of interest in rally this year, so we are expecting a great turn out. **For booking and more information, click here!**



2021 MOAB ADVENTURE

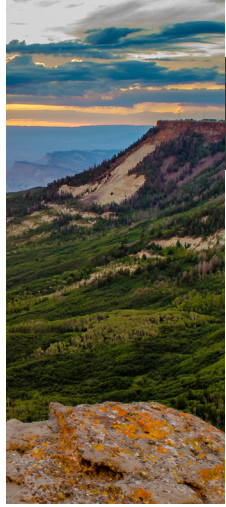
Moab, Utah, is an adventure mecca, attracting millions of visitors from around the world to its spectacular red rock formations and incredible scenery. Surrounded by Arches and Canyonlands National Parks, this desert hub is the perfect playground for an EarthRoamer. While the town is overflowing with tourists in the peak months, come November, the temperatures cool and the crowds thin out. Even if you have never visited Moab, you have probably heard stories of the White Rim Trail, the Shafer Switchbacks, Hurrah Pass, Dead Horse Point, and countless other iconic trails and landmarks this area is home to. Our adventure will take us to several of these "bucket list" destinations, and we will see an exciting mix of mellow scenic byways as well as stimulating off-road trails that will challenge you and your EarthRoamer! We could spend weeks exploring all that Moab has to offer, but we will pack as much adventure as possible into 4 days and 3 nights. **To top off this amazing trip, we are offering a special discount; book by Friday, August 9th and your cost for 2 adults is only \$3000; after August 9th price will increase to \$4000. This event promises to sell out quickly; click here to book your spot today!**



LEARN MORE AND SIGN UP FOR YOUR NEXT ADVENTURE AT [EARTHROAMER.COM/ADVENTURE2021](https://earthroamer.com/adventure2021)



CAMPING CORNER



WHERE CAN I TAKE MY EARTHROAMER?

One of the most common questions we get, is “where can I camp in my EarthRoamer?” In the wake of the Covid-19 pandemic, more and more people are heading to remote areas for an escape. The increase in outdoor adventure has made it significantly more challenging to find a secluded spot to camp! In an effort to help overcome the uncertainty of finding a spectacular spot to spend the night in your EarthRoamer, we are compiling a list of go-to camping spots; and we would love your help! If you have a favorite spot to share, simply email info@earthroamer.com with a picture, GPS coordinates, and a brief description of your spot, and we will add it to our list. To reward you for sharing this coveted information, each valid submission will be entered into a drawing for custom EarthRoamer adventure gear! Your secret spot may be tucked away in a remote forest, or it may be on the back 40 of your ranch; any fun and unique ER friendly spot will work! Rest assured, we will only be sharing your secret spot with other EarthRoamer owners. We look forward to sharing this information with you in the near future.



COOL SPOT!

It doesn't get much better than finding a spectacular campsite right on a lake to park your EarthRoamer. Check out this fantastic spot we found at the Flaming Gorge National Recreation Area! GPS Coordinates 41.12148, -109.52490 or simply [CLICK HERE!](#)



TECH TALK “HOUSTON, WE HAVE A PROBLEM”

One of the best things about being an EarthRoamer owner is your ability to escape the crowds and explore the backcountry where others can't, or simply won't go. You know your ER is ready for anything, but are you? Just as the Boy Scout motto says, being prepared is the first rule of adventure, and if you're anything like me, you get a sense of satisfaction when you realize you have no cell service and you haven't seen a person for miles. But being out of service and miles from civilization can be a challenge when it comes to emergencies. Along with a first aid kit and food and water, every adventure should include an off-grid communication device in the event of an emergency.

There are 2 primary categories when it comes to emergency communication devices: Satellite Communicators and Personal Locator Beacons. Both rely on a network of satellites, and each has its strengths and weaknesses.

Personal Locator Beacons, or PLB's, are the most basic emergency tool. A PLB sends an SOS with your position and information via satellite to the nearest authorities. That may be law enforcement, search and rescue, or the Coast Guard, depending on your location. Activating the beacon is as simple as raising an antenna and pushing a button. PLB's are generally less expensive than satellite communicators, and don't require a subscription. The downside: PLB's typically operate off a non-rechargeable battery, which needs to be replaced by the manufacturer when expired. The ACR MicroFix I use has a battery life of 5 years before initial use. Additionally, your communication is one way; there is no confirmation your signal was received, and you have no ability to receive messages from the authorities.



There are a variety of Satellite Communicators on the market; I have been using a Garmin InReach Explorer+ for the past several years. These devices typically have a higher price point and require a monthly or annual subscription to keep them active. Most allow for 2-way communication; authorities can confirm your SOS and let you know help is on the way. Another feature I like about the Explorer+ is you can send custom non-emergency messages. This is handy when you are out of service and want to let your loved ones know you are safe. The Explorer+ also features GPS navigation and tracking which comes in very handy.



Whether you choose a simple PLB, or you admire the features of a Satellite Communicator, it's a great idea to have one of these tools on your next adventure.

Phillip Wortham
Customer Experience Manager



THE TEAM



SCOT ALLEN JOINS EARTHROAMER AS CHIEF OPERATING OFFICER

EarthRoamer is proud to welcome Scot Allen as our new Chief Operating Officer effective July 6th, 2021.

Scot had a decorated military career including combat operations in Somalia as a helicopter pilot where he was awarded the *Air Medal with Valor* for his heroism. In addition, Scot is an Eagle Scout and a Scoutmaster with the Boy Scouts of America.



As a Masters graduate from Cambridge University in Manufacturing Leadership, as well as a Bachelors of Science graduate from West Point with a concentration in Management Studies and Engineering, Scot comes to EarthRoamer with almost 30 years of manufacturing experience, including over 20 years in aerospace and yacht manufacturing. Most recently, Scot was the President and Chief Operating Officer at AdamWorks, Inc. where he grew revenues over 300% and EBIT over 500% in 3 years. Products included The Blue Origin Space Capsule and other military aerospace composite structures. His previous experience at Hatteras Yachts and Adam Aircraft have given him the skills and expertise needed to excel in his new role at EarthRoamer.

"Scot's extensive manufacturing experience in composite aircraft production and luxury yacht building combined with an educational background that includes a West Point Engineering Degree and a Masters of Manufacturing Leadership Degree from Cambridge University, uniquely qualifies him to lead the next stage of EarthRoamer's growth. In Scot's capable hands, I am confident that EarthRoamer will continue to advance its leadership position in the luxury camper and overland travel marketplace." -Bill Swails, EarthRoamer Founder and CEO.

"I am humbled to join the world class team at EarthRoamer due to the caliber of the people and the product. The workforce's passion, pride, and craftsmanship are evident throughout the company and on display in every vehicle. The design, engineering, and testing behind each product ensure the perfect marriage between luxury camping and overlanding functionality and capability, or what I call the perfect combination of Beauty and the Beast. I am excited to start contributing to the legacy of EarthRoamer, the global leader in Xpedition Vehicles, and ensuring our customers' experiences exceed their expectations," Scot stated.

CUSTOMER EXPERIENCE MANAGER PHILLIP WORTHAM

In March of 2021, Phillip started working as customer experience manager primarily focused on vehicle deliveries, as well as planning and guiding adventures and rallies. Phillip grew up in rural Oklahoma, just outside of Tulsa, surrounded by thousands of acres of forest. He spent most of his childhood exploring and fishing the countless ponds and lakes of Osage county. He moved to Colorado shortly after college and spent most of his career in the hospitality industry, enjoying the outdoors in his free time. After his daughter "left the nest", he decided to follow his passion for the outdoors, and landed at EarthRoamer in the service and PreRoamed departments where he has gained knowledge and experience with these unique vehicles. When he's not in the office, you will find him exploring the mountains on 2 or 4 wheels, usually with his trusty companion Joey, a 6-year-old Rhodesian Ridgeback. Phillip and the rest of the EarthRoamer team are incredibly excited to share these upcoming adventures with you, and we can't wait to see you on the trail!



ENTER TO WIN!

Submit your favorite Camping Spot, EarthRoamer Photo or Roamer Recipe that you want to share to info@earthroamer.com and be automatically entered to win great prizes like shown below!





ROAMING RECIPES



Whether you are cooking for yourself, your family, or the entire campground, these are a few tried and true recipes that we have cooked in our EarthRoamers that we want to share with the Roam Squad! These recipes can be altered to be cooked inside on your induction or diesel cooktop, on your exterior kitchen propane grill or Traeger, or on a campfire!

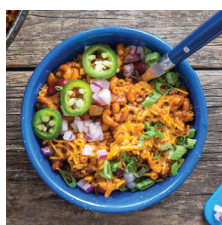


**BREAKFAST
HASH**
8 SERVINGS AND
LEFTOVERS CAN
EASILY BE REHEATED

- ¼ cup butter, cubed
- 2 packages (20oz each) refrigerated shredded hash brown potatoes
- 1 package (7oz) frozen fully cooked breakfast sausage links, thawed and cut into ½ pieces
- 12 large eggs, lightly beaten
- 1 cup shredded cheese
- Salt and pepper to taste
- Your favorite toppings

1 In a deep 12-inch cast-iron (use on grill, Traeger, or campfire) or a skillet (use on induction or diesel cooktop), melt butter. Add the potatoes, sausage, and your favorite toppings (onions, peppers, mushrooms, etc.). Cook uncovered until potatoes are lightly browned, 15 – 20 minutes, turning once.

2 Push potato mixture to the sides of the pan. Pour eggs into center of pan. Cook and stir until eggs are completely set. Season with salt and pepper. (Recipe alternate: cook eggs separately to leave over easy and serve over the potato mixture). Stir eggs and potato mixture together, take off heat and top with shredded cheese.



CHILI-MAC
2 SERVINGS

- 1 tablespoon butter or oil
- 1 onion (optional)
- 1/2lb ground beef
- 2 tbsp. tomato paste
- 2 tbsp. chili powder
- 1 tbsp. cumin
- 1 tsp. smoked paprika
- 1 tsp. sea salt
- 2 cloves garlic
- 8oz. elbow noodles
- 1 (14.5oz) can kidney beans
- 1 ½ cup beef broth
- ½ cup shredded cheddar cheese

1 In a large pot with lid, heat the oil or melt butter. Add the onion and saute 3-5 minutes.

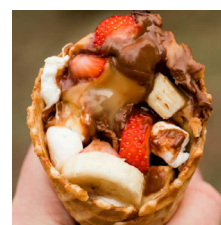
2 Add ground beef, tomato paste, chili powder, cumin, smoked paprika, and salt (pro tip: mix all seasonings together before you leave for the trip).

3 Stir until meat is browned, add the garlic and saute for 30-60 seconds.

4 Add the noodles, kidney beans, and broth and stir.

5 Cover and cook for 6-7 minutes (or until noodles are al dente).

6 Remove the lid and stir in cheese. Top with your favorite toppings (recommendations: jalapenos, green onions, more cheese!)



**CONE
SMORES**
1 SERVING

- Waffle cones
- Mini marshmallows
- Chocolate chips
- Graham cracker pieces
- Toppings (strawberries, bananas, peanut butter cups, rolos, coconut, nuts, etc.)

1 Layer waffle cones with toppings and wrap in foil (make sure to put lots of mini marshmallows as they will make sure everything sticks together).

2 Put on the grill, Traeger, or campfire for 5-7 minutes or until everything is melted and warm!

