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SERVICE DIRECTORY 18, 19



ON THE COVER: *November brings beautiful displays of fall foliage and vibrant colors.*

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Nations RV & Marine owners Julie & Tony Zare. Photography by Robbie Mathis

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"We are a unicorn in this industry, being that we are in sales, service, repair, and collision. That is a combination that you do not find," begins Tony Zare, co-owner of Nations RV and Marine, at 7657 Highway 7 in Lyles.

"We have an RV division, and we have a marine division," elaborates Julie Zare, his wife and fellow co-owner. "On the RV side, we have a service center and collision center where we take care of all makes and models—from horse trailers to travel trailers to entertainment coaches. We do preventative maintenance, and then if they have body damage and need paint and fiberglass work, we take care of that, too. We also do insurance repairs on these units, not to mention full restorations. Or if you want, we can build out a food truck. We're very versatile."

The other side of the business is broad-based, too.

"We also have the marine division where we service houseboats and cruisers," adds Julie. "We don't do engine work, but we do body work and preventative maintenance, plus structural repairs, painting, and interior renovations." Nations RV also handles storage for clients—both boats and RVs—and they sell used RV's, boats, and jet skis.

Predictably, the couple says that their location in Lyles is ideal for their business, as they are located a mere 20 minutes from 65 South, eight minutes from 840, and seven minutes from I-40. Highway 100 is yet another main road that people with campers frequently travel.

"We also offer mobile service," adds Tony, before noting that their service area extends out 60 miles in any direction. "Typically,

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< FROM PAGE 8

RV owners call (for mobile service) when they need basic service done, like their AC is not working or their hot water heater isn't working or if they have a water leak."

Then there are the "cool projects," as Julie puts it, that keep the work as interesting as can be.

"We converted Miranda Lambert's Airstream into a traveling bar, and Taylor Swift's merchandise company brought us an 18-wheeler, and we made a merchandise trailer out of it," she says.

"We also designed and fabricated a medical bus for the Red Cross last year," notes Tony.

Yet it's the expansion plans for the business that have the couple most excited.

"We just purchased the 8.5 acres adjacent to this property, and we're going to be building a new facility. We also plan to add camp sites for people who are coming to us from long distance," relates Tony. "We have a lot of customers who come to us from Alabama, Kentucky, and East Tennessee that need their units worked on. Most of them don't have the ability to leave them here, so we are going to have camp sites where they can stay until it is their turn to get worked on."

Another service they plan to add is what they are calling RV Valet Service.

"Customers will be able to drop their units off after they get back from a trip, and we will drain their tanks and wash the unit. Or when they are getting ready to go on a trip, we will pull their unit out of storage, prep it and wash it, fill it with water, and make sure the propane tanks are all ready to go," he adds.



Photography by Robbie Mathis

In the midst of all the work, the Herring's still try to get away and enjoy a little leisure time whenever they can. Sometimes that means getting away on their 20 x 93 Sumerset houseboat; other times it means hitting the road in their 40-foot Newmar Dutch Star RV.

But the Bellevue, Tennessee natives—who employ 14 people, mostly from Dickson and Lyles—can hardly imagine living or working anywhere else.

"This is our home," concludes Julie. "We have watched Middle Tennessee grow to what it has become today."

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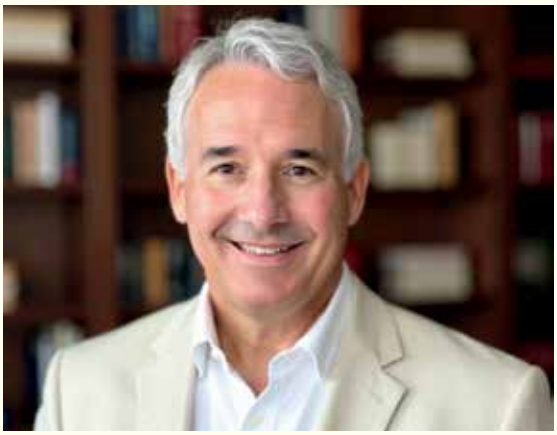
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