



Siberian and Malayan Motorhome Coaches

Case Study **Provan** **Industries,** **LLC**

Offering exceptional versatility and quality, Tiger Adventure Vehicles make a statement wherever they roam. Most importantly, they offer the freedom to explore and enjoy an unparalleled overland lifestyle.

Provan Industries, LLC, originally established in Colorado in 1986, is a manufacturer of class C 4x4 motorhomes for both on-road camping and off-road overland adventures.

The Company sells its vehicles under the Tiger Adventure Vehicles brand name, known best for its Bengal CX model which has achieved near legendary status within the industry for its capabilities and longevity.

The Company is located and has primary manufacturing, in West Columbia, SC. Provan Industries, LLC is a privately held company.

**For additional information,
visit www.tigervehicles.com**



Challenge

Our organization recognized the need for a new product line which could fully demonstrate our capabilities as organization to produce top-notch motorhomes for off-road use.



“During our initial discussions in 2010 it became clear that this was going to be a new challenge for FITTS. However, they proposed a solution to our problem and demonstrated their ability to solve it.”

Mark Guild

President, Provan Industries, LLC

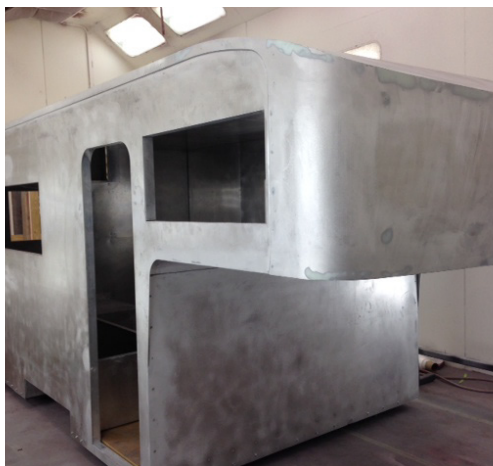


Customers indicated the need for an updated look to our product line, a more robust method for mounting the coach to the chassis, better insulation, increased durability, among other items.

Our current model was reasonably accepted in the marketplace, but not considered to be in the same category as some other manufacturers of very durable off-road motorhomes.



Solution



After careful consideration, it was determined that an aluminum coach shell would work best for the new model(s). Aluminum is durable and strong.

We found that FITTS possessed the design and manufacturing capability to produce the required product.

We worked with their design team to create a 3D design, which was then conveyed to a series of routers adept at creating precision cuts and tight tolerances. As a result, we were able to outsource the production of the entire coach shell to FITTS.

The resulting product solved many of the customer requirements, including strength, durability, upgraded design, improved insulation, etc.



Results

Our company has realized the following benefits as a result of sourcing from FITTS

- Leveraging their capital assets to produce a coach body more sophisticated than what we could do in house.
- Launch an entirely new motorhome platform capable of supporting multiple models (the Siberian, Malayan HT, Malayan LT) which bring instant credibility to the Tiger brand due to the high levels of sophistication and fit/finish.
- Outsourcing the fabrication of the coach body has allowed us to better utilize our production crew to focus on our core competencies, one of which is to finish out coach bodies to produce high-end off-road RVs.
- Created significantly buzz in the industry upon launching the new products; the unique use of aluminum and modern, spartan design allow even a smaller brand like Tiger to stay competitive and remain a unique player in the off-road RV industry.

“The unique aesthetic and construction of the aluminum coaches has helped differentiate our Malayan and Siberian vehicles in a crowded, competitive industry.”

Mark Guild

Knowing that The Fitts Company had no prior experience manufacturing motorhomes, this had to be viewed as a risk. What made you comfortable making the decision to partner with them?

During our initial discussions in 2010 it became clear that this was going to be a new challenge for FITTS. However, they proposed a solution to our problem and demonstrated their ability to solve it. Their expertise in designing and building with aluminum removed all doubt once they educated us on the benefits of aluminum fabrication. At that point we realized that there were significantly fewer risks than we originally thought and we got really excited about this.

So the initial idea was not to use aluminum for construction? Can you expand on that?

We came into this thinking the motorhome coach should be built out of composite, or fiberglass. That process requires a mold being built and then the product is made from the mold. When FITTS recommended the product to be fabricated with aluminum, we were not initially sold on the idea. They educated us on why they don't work with fiberglass and explained any change to the product requires a new mold, which is expensive and slow. The beauty of designing in 3D modeling with aluminum is that changes can be created quickly and cost effectively. Our products are now very versatile and this is a big benefit for our customers and us.

Understanding that versatility is important, have you been making changes and evolving your product?

Absolutely. As with any new, very sophisticated product, there are growing pains and adjustments needed in design and production methods. Fortunately, we have customers that are willing to give us feedback, and we have worked with FITTS to make changes where needed. During the initial design phase, and throughout subsequent revisions, we have worked with FITTS to improve the models. Our products have evolved and I believe they are some of the best in the market.

This sounds like a great partnership and has been a success for both companies. Would you agree?

It is a great partnership. The Fitts Company possesses advanced design and manufacturing capabilities. They have invested in assets, which can be leveraged to produce a myriad of products. Partnering with them allows us to offer our customers sophisticated products without our having to invest in the capital equipment ourselves. Our businesses are located within close proximity, so it also benefits us in lead times and reduces shipping costs to move products between our businesses. This enables us to deliver a superior motorhome at a competitive price to our customer – and that is what matters most.

In addition to the off-road motorhome vehicles for consumers, Provan and Fitts have also teamed up to develop disaster relief vehicles for two top 10 banks in the US. Do you foresee future commercial applications and new markets to enter?

That is a very interesting question because we have already manufactured a couple of units for commercial applications. One was with disaster relief with BB&T Bank and the other was for Envisioneering, Inc., a Department of Defense sub-contractor. I believe in the future we can further develop vehicles for a variety of applications, including television broadcasting, mobile medical treatment, mobile banking, and federal, state, and military use.



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About The Fitts Company

The Fitts Company is a nationally acclaimed solution based manufacturing company delivering innovative designs and products for a diverse client base across multiple industries.

Our team is comprised of highly experienced individuals that enable our capabilities of consulting, design, manufacturing, implementation, and maintenance services. We manufacture a diverse range of products that includes interior/exterior signage, ATM & self-service enhancements, modular buildings, branch/store transformation and automotive solutions.



Discovery

Research
Consulting
Best Practice
Laser Scanning



Design

Product Design
Value Engineering
Renderings
3D Modeling
Shop Drawings



Manufacturing

Prototyping
Fabrication
Integration
Quality Assurance



Implementation

Project Management
Site Surveys
Permitting
Installation



Maintenance

Repair
Refurbishment
Inspection/Cleaning
Painting

Our Solutions



INTERIOR
SIGNAGE



EXTERIOR
SIGNAGE



SELF-SERVICE
ENHANCEMENTS



MODULAR
BUILDINGS



BRANCH/STORE
TRANSFORMATION



AUTOMOTIVE

For more information, please visit thefittscompany.com