

Pursuit Sales Training

*2022



SCAN HERE

To see available
Standards, Options
and Features!

Pursuit

BY COACHMEN

Interior Decors



Chocolate Cherry



White Velvet

INTERIOR DÉCOR COLOR SELECTIONS



Ozark



Cumberland

Pursuit

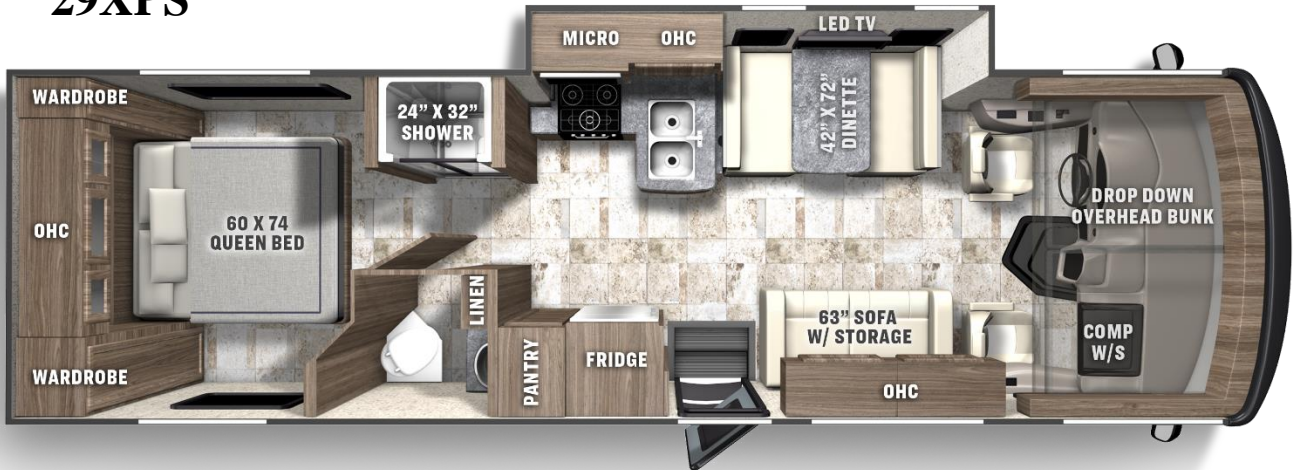
BY COACHMEN

Floorplans

27XPS



29XPS

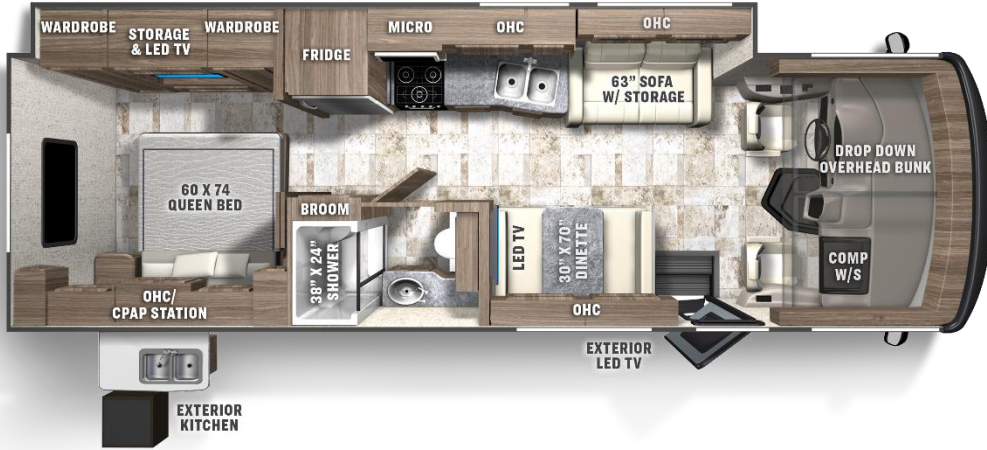


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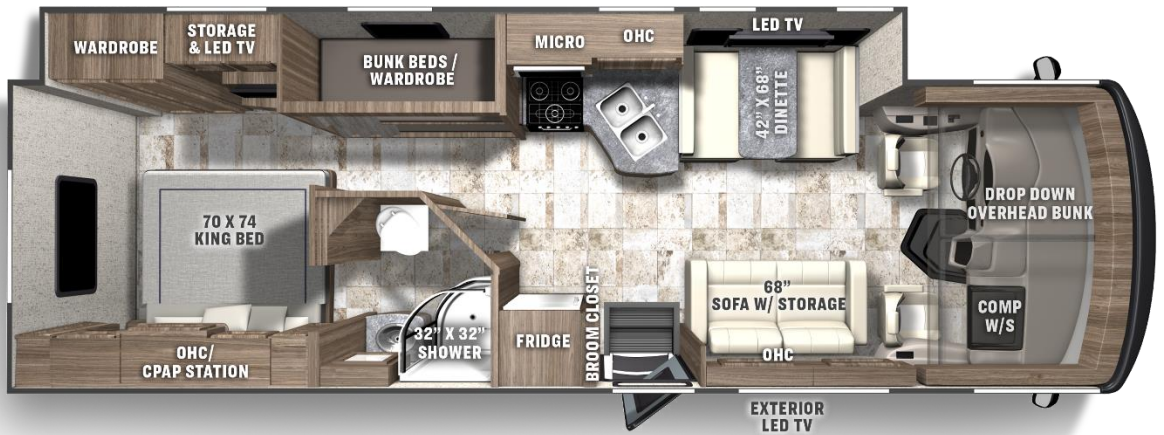
BY COACHMEN

Floorplans

29SS



31BH



31TS



PURSUIT SPECIFICATIONS

CLASS A GAS	27XPS	29XPS	29SS	31BH	31TS
FORD ENGINE V-8 7.3L 3-VALVE	350 HP/468 TRQ	350 HP/468 TRQ	350 HP/468 TRQ	350 HP/468 TRQ	350 HP/468 TRQ
WHEEL BASE	178"	190"	190"	190"	208"
GVWR	16,000 lbs	16,000 lbs	18,000 lbs	18,000 lbs	18,000 lbs
GCWR	23,000 lbs	23,000 lbs	23,000 lbs	23,000 lbs	23,000 lbs
GAWR FRONT	6,500 lbs	6,500 lbs	7,000 lbs	7,000 lbs	7,000 lbs
GAWR REAR	11,000 lbs	11,000 lbs	12,000 lbs	12,000 lbs	12,000 lbs
FUEL CAPACITY	80 gal	80 gal	80 gal	80 gal	80 gal
LP GAS CAPACITY	20 gal	20 gal	20 gal	20 gal	20 gal
FURNACE (BTUs)	30,000	30,000	30,000	30,000	30,000
EXTERIOR LENGTH (w/o Ladder)	29' 0"	31' 0"	30' 3"	31' 9"	33' 0"
EXTERIOR HEIGHT (w/A/C)	12'	12'	12'	12'	12'
EXTERIOR WIDTH	102"	102"	102"	102"	102"
FRESH WATER	50 gal	50 gal	50 gal	50 gal	50 gal
GREY WATER	31 gal	31 gal	35 gal	38 gal	38 gal
BLACK WATER	31 gal	31 gal	35 gal	38 gal	38 gal
WATER HEATER	6 gal	6 gal	6 gal	6 gal	6 gal
AWNING SIZE	16'	16'	20'	20'	17'

Floor

5-Layer Laminated Construction

1. Galvanized steel underbelly

- Coated with Zinc Oxide to prevent metal from rusting and is harder to scratch
- Helps keep rodents and other pests from gaining access to interior

2. 1½” Welded tubular steel framing

- Stronger than aluminum (aluminum is a low density metal and when used in structures it is more prone to vibrations and bending compared to steel)

3. 1½” High compression block foam insulation

- Increases R-Value and insulation of motorhome. Thicker block foam than many other manufacturers providing better insulated RVs

4. ½” floor decking

- 2 layers of ¼” decking with staggered seams
- Staggering seams prevents dead spots and air gaps since no seams run through entirety of floor

5. Linoleum (SHAW Flooring)

- Slip Resistant
- Stain Resistant
- Cold Crack Resistant
- Resistant to Mold and Mildew

Sidewalls

5-Layer Laminated Construction

1. Fiberglass exterior skin

- Fiberglass
- 1 Year warranty

2. Azdel composite substrate backer

- 50% lighter than wood
- Made in the USA
- Impervious to water, rot, or mold damage
- 3X the insulation value of wood

3. 1½” High compression foam insulation

- Increases R-Value and insulation of motorhome.
Thicker foam than many other manufacturers providing better insulated RVs

4. 1½” aluminum framing with electroplated galvanized steel backing

- Aluminum framing around door and windows
- Electroplated galvanized steel backing provides anchoring for cabinets and other heavy objects hung from interior of the sidewall

5. Interior décor wallboard

- Residential looking

Azdel Composite Panels - Key Features

Weight Matters™



50% Lighter Than
Wood for Lighter RVs

Let It Rain™



Impervious to Water:
No Rot, Mold or
Water Damage

from Sweats to Chills™



3X the Insulation
Value of Wood



Odorless,
Formaldehyde Free



Sound & Energy
Absorbing for
Quieter RVs



Impact & Puncture
Resistant: Stronger
Sidewalls Help
Prevent Damage

Pursuit

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Roof

5-Layer Laminated Construction

1. Interior wallboard

2. Rigid polystyrene foam insulation

- Virtually impervious to moisture
- Provides great insulation properties

3. Aluminum rafters

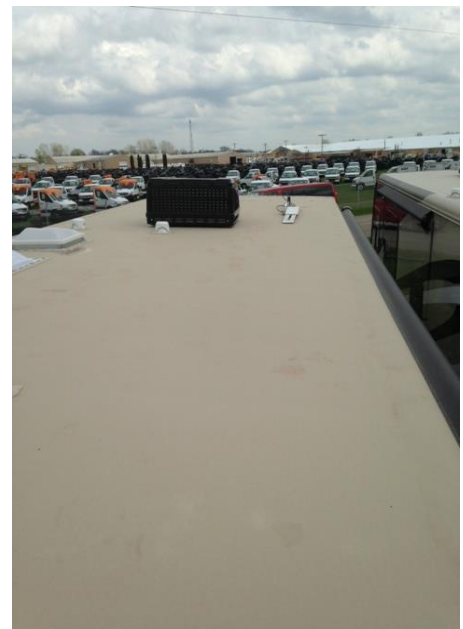
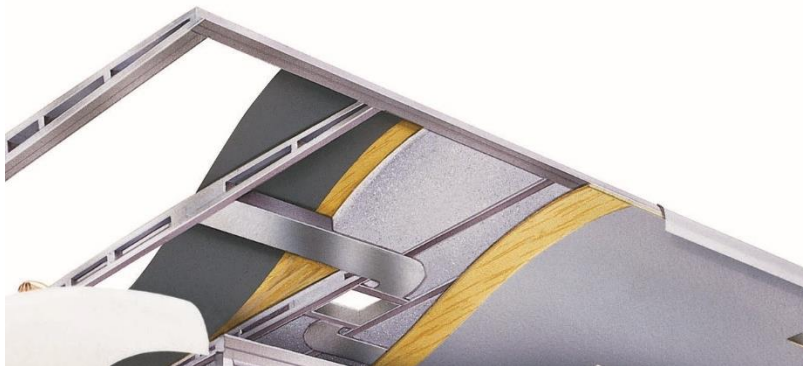
- Crowned for controlled water run off
- Can withstand considerable amounts of weight
- Impervious to water damage

4. Plywood roof decking

- Strengthens roof

5. One piece TPO DiFlex III roof

- Lightweight 36% lighter than competitive membranes
- TPO stands for Thermoplastic Polyolefin
- No seams run down the middle
- Long lasting
- 20 Year Warranty on skin



Pursuit

BY COACHMEN

CoolStream Ducting

The Pursuit comes equipped with either a single 15,000 BTU AC or dual 15,000 BTU ACs depending on the floor plan. Each Air Conditioner is equipped with a heat pump.

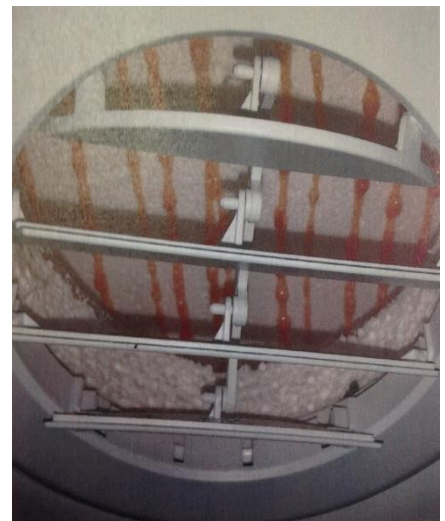
The Pursuit has CoolStream® residential ducting. This is an air conditioning system that is ducted through the crowned, vacuum-bonded roof. The system is insulated ductwork with an antibacterial coating that resist mold and mildew build-up. Radius corners provide maximum efficiency

Other Motorhome manufacturers utilize molded block Styrofoam duct-work for their airflow. Styrofoam is comprised of thousands of miniscule circular beads that have microscopic pores. Over time, those pores will accumulate dust particles. Air conditioning is nothing more than displacing moisture from the inside of the coach and transferring it to the outside which means moisture flowing freely through the coach and interacting with dirt and dust. Over time, this can have an adverse affect, especially for customers that are very sensitive to allergies.



Coachmen Ducting

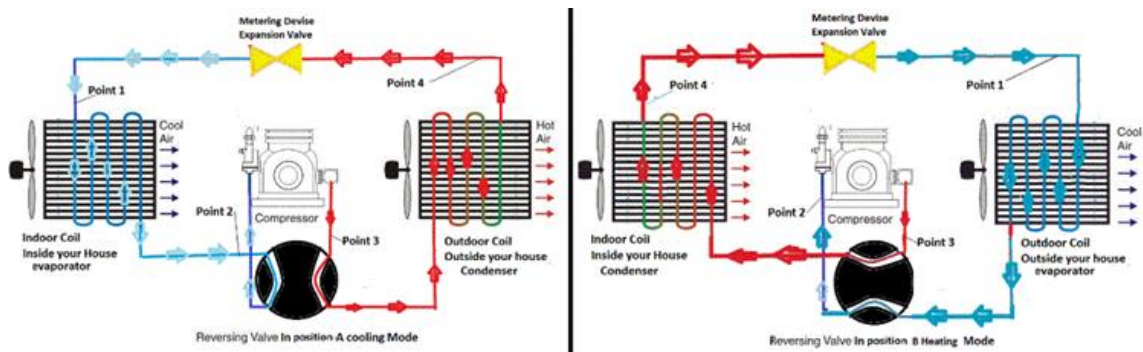
Vs.



Competition Ducting

HOW DOES A HEAT PUMP OPERATE?

- These are two diagrams side by side of how the two systems function:
 - Air Conditioner as a **cooling** unit on the left
 - Air Conditioner as a **heating** unit on the right
- Notice the compressor drawing in both the cooling and heating modes



The reversing valve Rotates 90°. This changes the direction of the flow of the refrigerant. It goes in the opposite direction and this is the reverse of the cooling cycle. Instead of absorbing heat from inside the motorhome it absorbs heat from the air outside the motorhome and transfers that heat to the interior. Now the indoor coil has become Condenser and the outdoor coil has become Evaporator

Notice that the heat isn't generated by a gas furnace. It is just moved (or pumped) from the outside air to inside the motorhome. This is why the Heat Pump is so popular in moderate climates. It also functions effectively in colder climates when the outside temperature is 38° to 40° or warmer. You don't need to operate the furnace when the weather cools off. Because of the reversing valve you can use the same electric system as both an air conditioner and a heater!

Pursuit

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Ford Chassis / Powertrain

The Pursuit is built on a Ford Chassis

- Ford 7.3L **2-Valve Triton** V8 gas engine
 - 350 Horsepower & 468 lbs.-ft. of torque
- Front and Rear 4-Wheel anti-lock disc brakes
- **6-Speed Automatic** Double Overdrive Transmission
 - 3-5% better gas mileage than 5-speed transmission
 - Lower RPMs = quieter in cockpit

Upgrades from the V10 to V8 Ford Chassis

- ABS Breaking (Helps stop sooner)
- Upgraded springs (Helps improve ride)
- Hill Start Assist (Prevents rolling backwards on steep hills)
- New instrument cluster / updated wheel and column (Increase look)
- 9% more HP; 2% more Torque than the V10
- **Premium Sachs Twin Tube Front and Rear shock absorbers**
 - Road jolts and shocks are reduced even further by the addition of front and rear variable-rate jounce bumpers
 - The Sach Twin Tube shock absorbers are found on Rolls Royce, Mercedes Benz, and Maserati.
- **Robust Steering and 50 degree wheel cut (19.5" Tires)**
- Coachmen orders chassis from Ford with **longer wheelbases** than the competition
 - Longer wheelbase causes more weight to exist between axles and less overhang resulting in smoother ride
 - Great Carrying capacity



Pursuit

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Determining the Towing Capacity

Every Pursuit motorhome has a tow hitch rated at either 5,000 lb. or 8,000 lb. That **DOES NOT** mean it can tow 5,000 lbs. or 8,000 lbs. The tow capacity of a **fully loaded** motorhome is determined by subtracting the Gross Vehicle Weight Rating (GVWR) from the Gross Combined Weight Rating (GCWR).

Example: 18,000 lb. GVWR and 23,000 lb. GCWR has a capacity of 5,000 lbs.

So, how much weight beyond this rating can a motorhome tow?

Load the motorhome as it will be used and have it weighed. The difference between the actual weight and the GVWR will determine how much more the motorhome may safely tow.

Regardless of the hitch rating, always calculate the safe tow capacity of the motorhome, **NEVER exceeding the Hitch Rating, the Gross Vehicle Weight Rating (GVWR) or the Gross Combined Weight Rating (GCWR).**

	Hitch Rating(lbs.)	GCWR (lbs.)	GVWR (lbs.)	OCCC (lbs.) (Approx.)	Avg. Weight of People and Items in RV (lbs.) (Approx.)	Tow Capacity (lbs.) (Approx.)
Pursuit						
29XPS	8,000	23,000	16,000	2,000	1000	8000
29SS/31BH	5,000	23,000	18,000	2,000	1500	5500
31TS	5,000	23,000	18,000	1,500	1500	5000
27XPS	8,000	23,000	16,000	2,500	1500	8000

Pursuit

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Exterior Features



Class A vs Class C windshield

- The Pursuit has a Class A windshield. Other manufacturers use a Class C windshield
- When a Class C windshield is used there is overall less visibility for the driver and passenger because a smaller windshield



Sight-Rite-Dash

- Dash is angled 20 degrees
- Allowing for Greater eyesight



Pursuit

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Exterior Features

Outside Kitchen

- An outside kitchen is standard on the Pursuit 29SS
- It comes with the following:
 - Refrigerator
 - Gas hook up
 - Macerator pump (drains exterior sink)
 - Exterior propane quick connect



Pursuit

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Exterior Features

Magnetic Catches for exterior baggage doors

- The magnetic latches make it easy to open and close exterior baggage doors
- Don't have to mess around with latches
- Easier to use, lower maintenance, will last longer



Pursuit

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Exterior Features



Power Step

- Lightweight, heavy-duty motor
- Weatherproof components
- Stylish aluminum treads
- LED lighting
- Smoother operation
- Firmer, more stable step



Side View and Rear View Camera (N/A 27XPS / 29XPS)

- Blinker activated color cameras
- Infrared Cameras allowing visibility even at night
- Back up camera will pick up sound when coach is in reverse
- Side view cameras are placed by wheel well eliminating lower blind spot



Heated Holding Tanks

Areas in the exterior storage where tanks and other plumbing is located has forced heat from the furnace. (31TS)

- 27XPS, 29XPS, 29SS, 31BH have 12V heat pads

NPS Generator

KEY FEATURES AND BENEFITS OF OUR GENERATORS:

- PARTNERED WITH AND POWERED BY **YAMAHA**
- 3 YEAR/ 2,000 HOUR WARRANTY
- UP TO 50% MORE FUEL EFFICIENT THAN THE COMPETITION WITH **eco**
- PURE SINE WAVE INVERTER TECHNOLOGY
- ON DEMAND VARIABLE SPEED POWER
- INTEGRATED PULL START
- REMOTE START W/ KEY FOB
- ADVANCED ALL NEW COOLING SYSTEM
- LARGEST NETWORK OF SERVICE LOCATIONS IN THE INDUSTRY

FROM ALL OF US AT **NEXT-GEN POWER SYSTEMS**, WE WOULD LIKE TO THANK YOU FOR YOUR SUPPORT. WE PRIDE OURSELVES ON CUSTOMER SERVICE AND BELIEVE IN EXCEEDING CUSTOMER EXPECTATIONS IN EVERY WAY POSSIBLE. PLEASE DON'T HESITATE TO CALL, WE ARE HERE FOR YOU AND ONLY BECAUSE OF YOU. WE HOPE YOU ENJOY YOUR NEW GENERATOR, HAPPY CAMPING!!!

NPS

powered by  **YAMAHA**

N.P.S. COMPANY, LLC WWW.NPSRVPOWER.COM

WESTERN HQ: 268 W. STATE STREET SUITE B. HURRICANE UT 84737

EASTERN HQ: 3416 COUNTY ROAD 6 UNIT 2, ELKHART, IN 46514

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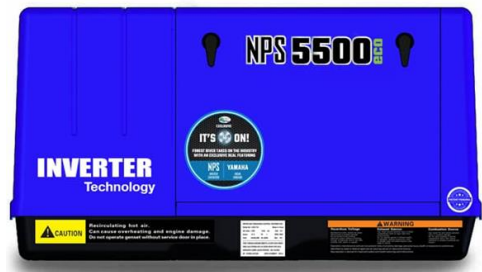
NPS Generator

Inverter Technology

Our generators are unlike anything that has ever been released on the market. The biggest single differentiator is the use of Inverter Technology on our unit. Our proprietary inverter uses a 5% pure sine wave that allows for cleaner, more efficient, stable power. This is the first time inverter technology will be available for RV onboard power generation. A generator with an inverter still produces AC electricity, just like a conventional generator. However, a rectifier is used to convert the AC electricity to DC power, and the DC power is “cleaned” and “smoothed” out by capacitors. In the final step giving this technology its name, the DC power is then converted back into clean AC power, resulting in consistent, reliable, “clean” power!

Why Purchase Inverter Technology

Inverter technology is widely recognized for offering cleaner, more stable power. In the electronic age, this couldn't be more important as many new electronic devices are using microprocessors, which are sensitive to the type of power used. When using unclean power, you run the risk of damaging the device or facing user errors/malfunctions. Your laptop, phones, gaming consoles, blue-ray players, and now kitchen devices will benefit substantially from the use of inverter technology. The result is more efficient power use and cleaner power!



NPS GENERATOR

The Pursuit has a NPS 4500 or 5500 generator, depending on the floorplan, that is powered by Yamaha. It has a 3-year / 2000-hour warranty, integrated pull start, remote start with key fob and the largest network of service locations in the industry.

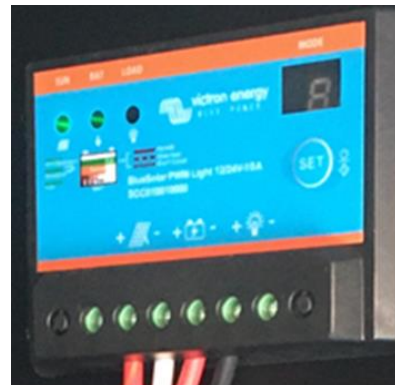
Pursuit

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Exterior Features

100 Watt Solar panel is standard on every Pursuit Roof

- Provides 8-10 amps of power per hour
- Will help trickle charge your house batteries
- **Bulk Charge**, battery voltage has not yet reached boost voltage and 100% of available solar power is used to charge the battery
- **Boost Charge**, when the battery has recharged to the boost voltage set point, constant – current regulation is used to prevent heating and excessive battery gassing.
- **Float Charge**, after the battery is fully charged in Boost voltage stage, the controller reduces the battery voltage to Float voltage set point. When the battery is fully recharged, there will be no more chemical reactions and all the charge current transmits into heat and gas at this time.



Pursuit

BY COACHMEN

Interior Features



Drop Down Bunk

- Holds up to 250 lbs.
- Mattress pad is included
- **Manual Drop Down Bunk**



Computer Desk

- Allows for the passenger to navigate and work while traveling down the road
- Includes USB port, 12V outlet and 110V outlet



Dream Dinette and Storage

- Each Pursuit has a dream dinette that allows passengers to get in and out of the dinette without hitting a table leg. It also converts into a bed easier.
- Access to storage in the dinette is easy with swing doors.

Pursuit

BY COACHMEN

Interior Features



Self Closing Drawer Guides

- Drawers will not shut violently decreasing chance of damage
- Drawers lock stronger when closed and decrease the chance of flying open while in transit
- High end feature found only in the Pursuit at this price point

Upgraded Furniture

- Furniture foam package was updated by 25% making it more comfortable and longer lasting
- Vinyl was upgraded that will last longer
- Piping and stitching give higher end look

Pursuit

BY COACHMEN

Interior Features



Stainless Steel Sink

- The Pursuit comes with a stainless steel sink
- The sink is much larger and makes cooking and cleaning up much easier

Thermofoil Countertops

- The countertops in the Pursuit are Thermofoil
- Thermofoil is a seamless laminate counter top that is stain resistant. It is very durable and contains no T-molding

Tile Backsplash

- Most manufactures use wallpaper or don't use a backsplash
- The Pursuit has a real tile backsplash that increases the look and protects your wallboard from splashes

Pursuit

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Interior Features



Bedroom TV has Hidden Storage

- The Pursuit has a TV in the bedroom (29SS, 31BH, 31TS)
- The TV opens up for additional storage behind
- Great place for valuables and other items



Coach Pap Station

- The C-Pap station allows C-PAPs and other devices to be plugged into an outlet in the cabinet above the bed and run the supply hose through the bottom of the cabinet



Layered Cabinets / Designer Headboard

- The layered cabinets provide additional storage in the bedroom
- Reading lights are located under the cabinets
- 110V outlets are on both sides of the bed

Pursuit

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Interior Features



Batteries are located under the steps

- (2) 12 Volt House Batteries are standard on the 29SS, 31TS, 31BH
- Located under the steps make them easily accessible
- Batteries are protected from road decay
- 27XPS, 29XPS has (1) 12 Volt House Battery



Standard Heat pumps

- 15,000 BTU A/C's with Heat Pumps are Standard on every AC in the Pursuit
- A Heat Pump will heat the motorhome without having to run the L/P furnace
- Provides heat for motorhome when the outside ambient temperature is above 25°

Press Power button (1) on the front panel or remote control to power on your new **Connexx ETV**.

Follow the Setup Wizard instructions on your TV.

Press the Source button (2) repeatedly to select your desired audio and/or video source.

Control audio Zones A and B status and Volume levels from the ETV front panel.

- Press the Virtual Sound button (6) to toggle through *Zone A: ON/OFF ~ Zone A Volume ~ Zone B: ON/OFF ~ Zone B Volume.*
- Use the Arrow buttons (3) to select Zone ON/OFF and Volume levels.

Control audio Zones A and B status and Volume levels with remote control.

- Press the red Volume control (7) to adjust level for Zone A.
- Switch Zone A ON and OFF with the red A button (8).
- Switch Zone B ON and OFF with the green B button (10) and adjust its volume level with the green Volume control (9).

Bluetooth®

- Press Source button (2) to select Bluetooth®.
- Press the Pairing button (4) to connect to a Bluetooth® compatible audio device. Follow pairing instructions on your device.
- Navigate your selections with Next/Previous buttons (12).
- Play/Pause selections with Play button (5).



FM Radio

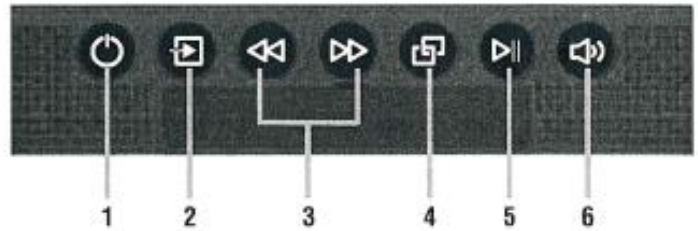
- Press Source button (2) to select FM Radio.
- Press Arrow buttons (3) or TUNE+ and TUNE- buttons (13) to seek up and down radio stations. Press the Arrow buttons (14) on the remote control for fine tuning.
- Press the SET button (15) and one of the 0-9 numeric buttons (16) to preset your radio station. Then press just one of the 0-9 buttons (16) to recall your desired radio station preset.

Zone B Source Menu

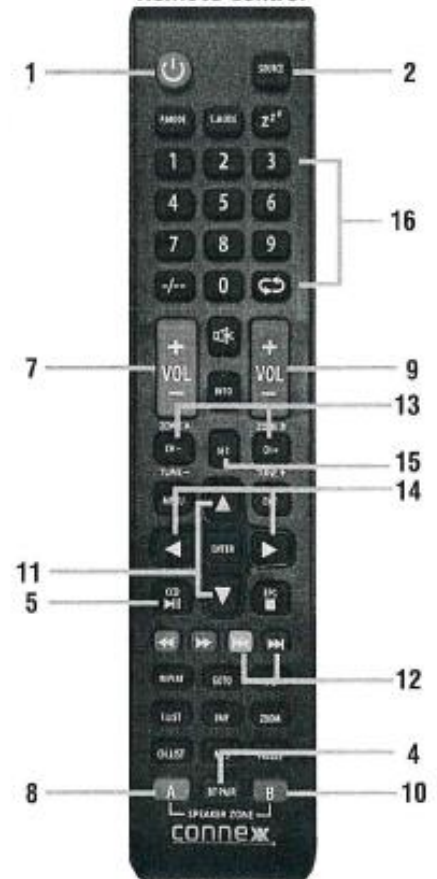
- Use this Menu to select Zone B Source – TV All (same as Zone A), Bluetooth® or FM.
- Press and briefly hold the green B button (10) or Virtual Sound button (6) to access the Zone B Source menu.
- Press the Up and Down buttons (11) or the Arrow buttons (3) to choose the active source for Zone B.



Front Panel



Remote Control



Pursuit

BY COACHMEN



KING Jack – digital HDTV antenna system



Wider reception range

- Less directional than traditional RV antennas to provide broader reception coverage

Greatly improved UHF reception

- Superior reception of UHF signals where over 80% of new DTV channels are broadcast, also offers great reception of remaining VHF channels

Fixed height- 8.5" tall

- No need to crank up, can't forget to crank down
- Not affected by ice or snow build-up on roof
- Lower than A/C unit or satellite dish
- Compatible with mobile DTV reception

Environmentally protected

- No periodic lubrication of roof mounted components
- No exposed coaxial cables or connectors

2 year parts, 1 year labor warranty

Adjustable for different roof thicknesses

- 1" to 8" roofs without any cutting or gluing

Compact, aerodynamic design

- 70% smaller and lighter than Batwing antennas

In order to get Radio or TV reception your booster must be turned on at your control monitor panel

Pursuit

BY COACHMEN

SELECT SUPPLIERS HAVE WARRANTIES THAT ARE HANDLED DIRECTLY BY THEIR SERVICE PROFESSIONALS. THE FOLLOWING IS A GUIDELINE OF THE PARTNERS WE UTILIZE:

COMPONENT	SUPPLIER'S LIMITED WARRANTY:
COACHMEN	1 YEAR
NPS GENERATOR	3 YEARS
Shaw Floor	3 YEARS
APPLIANCES	1 YEAR
SOLAR SHADES	1 YEAR
LIPPERT SLIDE	1 YEAR
LIPPERT HYDRAULIC JACKS	1 YEAR
TREAD LITE POWER STEP	1 YEAR
GE AIR CONDITIONER	2 YEARS
ATWOOD FURNACE	2 YEARS
ATWOOD WATER HEATER	2 YEARS
TPO DiFlex III ROOF SKIN	20 YEARS
Fiberglass Side Walls	1 YEARS
WILLIAMSBURG DRIVER AND PASSENGER SEATS	2 YEARS
TELEVISIONS	1 YEAR
FORD PPOWERTRAIN	5 YEAR or 60,000 MILES/96,560 Kilometers
FORD CHASSIS	3 YEAR or 36,000 MILES/57,936 Kilometers

Coachmen Digital Owner's Manual



Coachmen

ACCESS YOUR OWNER'S MANUAL ON OUR WEBSITE OR MOBILE APP!

Customer Satisfaction is our #1 Priority. With that in mind, we have created an *interactive owner's manual* to enhance your ownership experience.

YOUR INTERACTIVE OWNER'S MANUAL FEATURES INCLUDE:

- A Convenient Means to Get Information About Your Product... Immediately
- Access the Entire Owner's Manual & Much More... Anywhere, Anytime
- How-to Videos & Comprehensive Individual Component Manuals
- Live Search Box & Favorites Settings for Quick Reference
- View it Off-line After the Initial Download
- Product Warranty Information



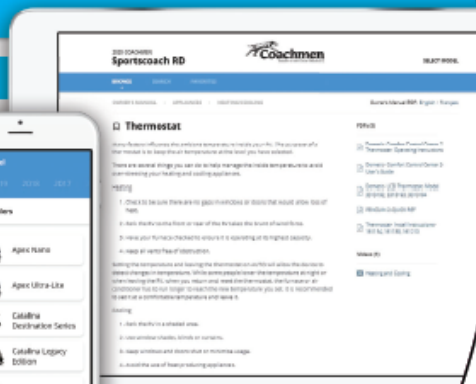
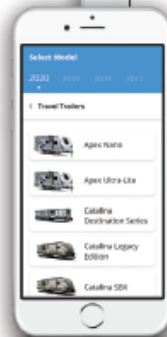
MOBILE
You are on-the-go. Your owner's manuals should be too.



DYNAMIC
Instant updating means your manual is always current.



LIVE SEARCH
The information you're looking for, right at your fingertips.



ACCESS YOUR OWNER'S MANUAL TWO WAYS:

Online at www.coachmenrv.com/owners or by downloading the *Coachmen RV Owner's Guide App* from Google Play or App Store on your mobile device.



Owner's Manuals & Product Warranty also available via:
Forest River Owner's Relations
423 N. Main St., Middlebury, IN 46540
www.coachmenrv.com/owners
(574) 825-7000

Pursuit

BY COACHMEN

Coachmen History

The first Coachmen RV products were manufactured in a 5,000 square foot plant in downtown Middlebury, Indiana, by Coachmen Industries, a company founded by three brothers: Tom, Keith and Claude Corson.

Coachmen's first year of production totaled 12 travel trailers, a single truck camper and 80 truck caps. Since then, over three quarters of a million Coachmen recreational vehicles have been produced and sold.

In December of 2008, Coachmen RV became a proud brand of Forest River, Inc., a Berkshire Hathaway company.

Today - Coachmen RV, a division of Forest River, Inc., is headquartered in Middlebury, Indiana, with our primary manufacturing facilities occupying over 220 acres with more than 23 acres under roof serving as dedicated manufacturing facilities for Coachmen branded Class A Motorhomes, Class C Motorhomes, Fifth Wheels and Travel Trailers. Our Camping Trailers are manufactured in our Centerville, Michigan, manufacturing facilities occupying 90 acres.

A Brand You Can Trust!

Coachmen RV products have been on North American roads and in North American campgrounds since 1964.

With over five decades of building Recreational Vehicles and over 600,000 RVs built and sold we know how to design and build a reliable RV with exceptional value, dependable design, practical innovation and the comforts and features you desire.