

Southdowns 'charity van' back on the road again this summer



Lands End to John O'Groats!

The Southdowns 'charity van' was back on the road this summer supporting two epic bike trips

Eagle eyed passers-by might have spotted the Southdowns charity van earlier this year as it hit the road from Lands End to John O'Groats to support two different cycling teams aiming to raise cash for four deserving causes.

Keen cyclists Chris Waters and Damon Pearce were the first to ride the 900-plus miles from Lands End to John O' Groats, aiming to raise £4000 for Help for Heroes. The two cyclists were closely followed by Chris's mum

Linda and her friend Elaine Pawson in a Laika motorhome on loan from Southdowns. All have strong connections to the Armed forces.

"We were lucky to get the donation of the motor home from Southdowns... and thank goodness we did, as we would not have been able to do this without the Laika," says Elaine. "I have always wanted to drive one of these vans around Europe and I must say this one did not disappoint". During the mammoth bike ride, the team had 14 stops in total ranging from four pub car parks, four camp sites, two industrial lorry parks, two hill stops, one Forest Park and one village location

And there and back again...

A few weeks later, the Southdowns Laika was heading for John O' Groats again, this time with four-man Team LeLog who raised £15,000 for the Wooden Spoon children's charity, the Christchurch Earthquake Appeal and the Back-Up Trust

Andrew Haines, Duncan Elley and Neil Porter (all from Etesian Capital Partners) and Mark Holroyd (from Specsavers) financed the trip themselves with all funds raised being split evenly between the three organisations. According to Andrew, who is the son of Southdowns financial controller Jeanette, the Laika was the perfect vehicle for a touring trip, comfortable to drive and with plenty of storage space for those all-important spare bike parts. "With the charity logo on the van we were constantly attracting attention," he says. "People regularly came over and gave us cash".

This is the fourth time Southdowns has helped raise money for deserving causes. In 2009 Southdowns provided a support vehicle in the form of a £200,000 Concorde Cruiser 890L for injured Iraqi war veteran Major Phil Packer, as he successfully completed the London Marathon and raised more than £1 million for Help for Heroes. In March 2010, Phil took on the Three Peaks Challenge for Sport Relief together with a team that included BBC newsreader Kate Silverton. Southdowns once again rose to the challenge, providing the Concorde for support, together with a driver to man the wheel and provide back-up for the team.

The Best Gets Better www.southdownsmotorcaravans.co.uk



At Southdowns we are committed to constantly improving our customers' buying experience

Enhancing our online presence is a key part of our drive for excellence. We believe our website is already one of the best in the business and has just got even better thanks to the addition of some great new features. Visitors to the site can now find more vehicle details than ever before. Navigation has been improved, enabling customers to add multiple search criteria and search stock vehicles as well as motorhomes available for factory order. Our online accessories website, launched last year, also goes from strength to strength with more products constantly added, more product details and even more offers. Don't miss out – go to www.southdownsmotorcaravans.co.uk today to see what's new.



We want your motorhome

Help us find high quality pre-owned vehicles

Due to continued successful sales throughout 2011, we urgently need to replenish our stock of pre-owned motorhomes. We will pay top prices for any make or model of motorhome and are particularly keen to buy used models from manufacturers we represent and other top quality European motorhomes. We regularly travel nationwide to select our stock. We can also settle finance and have cash waiting for your quality motorhome.

No fuss finance



For most of our customers, buying a new or used motorhome is a major purchase but our comprehensive range of finance options could help you drive away the best vehicle in your price range. Motorhome finance is simple to arrange and we offer competitively priced options from Black Horse Finance over periods of up to a staggering 10 years. Speak to our finance specialist on 02392 706286 today.



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Concorde at NEC

Concorde Stock available for immediate delivery on show at NEC

Visitors to the Motorhome and Caravan Show 2011 at Birmingham's NEC from 11-16 October can take a closer look at some of Southdowns most exciting Concorde models – all in stock now and available for immediate delivery.

We will be at the show with five stunning motorhomes. From Concorde's biggest selling Charisma range will be an 840L with twin single beds and an 890M with island king size bed. Both these A-class motorhomes are 4-berth and right-hand drive. We will also be showing one of the Charisma's smaller sisters, the hi-spec Concorde Caver A-Class together with two coachbuilt motorhomes, the Concorde Cruiser Daily 891RL with rear lounge layout and a Concorde Action 863ST featuring rear bunks and additional lounge area.



Come and see us in Hall 9 on stand 127 and we will be delighted to show you around what we believe are the best built and most innovative luxury motorhomes on the market today.

Voyage

the voice of Southdowns Motorhome Centre
Autumn 2011

Laika re-launch with new A-class



We will be showing two new Kreos A-class motorhomes – a 7009 with twin rear single beds and a 7012 with large island bed. We have also been very impressed with the new 5009 and 5010 models, which were among the best we saw at last year's European trade shows – and will be offering a low profile Kreos 5010 with electric over-garage double bed at the show. Also from Laika's low profile X-range will be an X595 and an X718R with French bed.

At Southdowns we believe that Laika make some of the best looking and most highly-engineered motorhomes on the market, so we are delighted that the manufacturer will be re-launching the brand in the UK with its new flagship A-class range at the NEC in October.

The Italian manufacturer has a top class product at a great price and to underline our faith in these well constructed, cleverly designed vehicles we will be offering a selection of our favourite models on the Southdowns Laika stand at the 2011 Motorhome and Caravan Show at the NEC from October 11-16.

To find out what Laika has to offer, come and see us on NEC Hall 9 Stand 117. We think you will be seriously impressed by the quality build and beautifully designed interiors of these great motorhomes.



www.southdownsmotorcaravans.co.uk

Southdowns News



Brand new range of motorhomes from Bailey

Concorde Exciting new models from Concorde and Bürstner



Relaunch of Knaus motorhomes

Meet our staff



Sales Specialist
Bringing a touch of glamour to our sales team is Trudy Chambers who joined Southdowns earlier this year. Trudy has a wealth of sales experience and is responsible for dealing with both telephone enquiries and walk-in customers



Online Marketing Assistant
With a background in sales and computer software development Shaun Jakeway brings marketing and IT skills to his role at Southdowns. Shaun works closely with the retail shop staff, fulfilling online orders as they come in, dealing with the stock database and updating the website.



Workshop Technician
Having worked in the motor trade for 30 years, last year Peter Guy sold his garage business in Fareham and now plays a key role as part of the Southdowns workshop team. He is responsible for doing habitation and damp checks and ensuring that all our sold vehicles are ready for collection by customers.



Southdowns is constantly growing to meet the needs of our expanding customer base and that means new staff and new services

For Autumn 2011, we are delighted to announce the further expansion of our workshop, which will mean we can offer customers a faster turnaround on their vehicles for both servicing and habitation checks as winter approaches. We now have three qualified gas technicians and expect to have five by the end of this year. We have always been proud to have the facility for specialist TV and satellite systems installation so give us a call to discuss your requirements no matter how big or small they may be.

As well as expanding our workshop team, we are also aiming to improve the after sales service that customers can expect when they buy a vehicle from Southdowns. Ryan Vevers, who has been



with Southdowns since he was a schoolboy has been promoted to the aftersales service team and is now available to customers on a dedicated telephone line to make bookings and cost the fitting of accessories and other add-on services.

We are sorry to announce that one of Southdowns most familiar faces, that of Retail Manager Stephen Mead, will no longer be seen in our shop so frequently as he is retiring from day-to-day management in the Spring. Stephen and his wife Sheila, who also works in the shop part-time, have been instrumental in the success of both our Portsmouth-based and online retail business and we are all grateful for the contribution they have made to the growth of our business. Stephen will continue to work part-time and we are now actively seeking a new retail manager. If you are interested in this exciting and challenging role please contact our General Manager, Andrew Ayling.



Leading caravan manufacturer Bailey is launching its first motorhomes this autumn, showcasing its new coachbuilt and low-profile Approach SE range at the Motorhome & Caravan Show in Birmingham in October

Southdowns will be stocking the new motorhomes this winter and we are convinced that you will be as impressed as we are with the quality and pricing of these vehicles. Bailey has a 60-year track record of manufacturing well constructed, highly insulated and keenly priced caravans and their motorhomes are expected to live up to their reputation for high quality products.

The new Approach SE range features Bailey's award-winning Alu-tech construction system, which boasts the Grade III Classification of Thermal Insulation designed to keep vehicles warm in winter and cool in summer. The Alu-tech body shell is engineered to ensure it stays both weatherproof and structurally sound. An interlocking aluminium framework cuts the number of external joints and fixing points by 90%, preventing water ingress.

Bailey is so confident of the durability of its motorhome construction that it is offering a ten-year bodyshell integrity guarantee.

To prove how good its new motorhomes really are, Bailey



has done more testing at the motor industry's proving ground at Millbrook than any other motorhome manufacturer in order to really fine-tune the drive quality.

In conjunction with dealers, Bailey is now inviting customers to test drive its new models and sample their quality for themselves. You can see the three new models in the Bailey Approach SE range for yourself at the NEC from 11-16 October or at the Southdowns Motorhome Centre later this year.

Go to our website at www.southdownsmotorcaravans.co.uk for more information on this exciting new vehicle range.



Concorde New models for 2012

Look out for the exciting new models from Concorde launched at Caravan Salon in Dusseldorf in August and coming to Southdowns in 2012

The ever-popular Charisma range has been given an extra Wow! factor with the launch of the Charisma 3. This is a modern take on an old favourite, with new design features in both technology and styling. Charisma 3 models are only available in left-hand drive. They are being built on the same Iveco Daily, Eurocargo and MAN chassis as the current Charisma range which has been rebranded as the Charisma Classic and is still in production.

For all you Liner lovers out there, the Liner Plus from Concorde is a must-see with more bespoke options than ever before. The Liner Plus offers even more to those who want to create their personal motorhome and comes with a price tag to match. For anyone not looking for an off-the peg vehicle, the Liner Plus offers the chance to buy what we think is the best motorhome on the market made by the best manufacturer of luxury motorhomes in Europe.



Bürstner New models now in stock

We have more Burstner stock in our showroom and on order this season than ever before – proving the popularity of these desirable, reliable motorhomes which offer excellent quality at a competitive price

The class-leading Ixeo range has been updated for 2012, with new floorplans added to the Ixeo, Ixeo Time and Ixeo Plus motorhomes. Burstner's flagship Elegance range sees two new models for 2012 plus new interior finish options available for existing layouts. All Burstner vehicles now feature a face-lifted Ducato chassis and new Fiat engines that meet Euro5 emissions requirements. We are all particularly excited about the new 3.0L 177PS engine which we believe will be a big hit with British motorhome buyers.

At Southdowns we are proud of the strength of our working relationship with Burstner. This has been further demonstrated this autumn as we host Burstner intern Judith Dreher who will be working with staff and customers at our Portsmouth-based Motorhome Centre for the next four months.



Knaus High quality in low profile

After a number of years, multi-award winning German manufacturer Knaus, is making a welcome return to the UK with two new ranges of well designed, technically advanced, high quality motorhomes

Southdowns is one of two UK dealers leading the re-launch. We will be showcasing the low profile Sun Ti and Sky Ti motorhomes on our stand at the new National Caravan Council (NCC) Show at London's Excel in spring 2012. Knaus has gone from strength to strength in Germany since new Dutch investors took over the company a few years ago and we are confident that the new motorhomes, which have been specifically tailored for the UK market, will prove popular with UK motorhome buyers. With input from experienced UK dealers, Knaus has fine-tuned the Sun Ti and Sky Ti ranges to appeal to a British customer base. All models include an option for electric heating for those chilly late summer evenings, an oven with a grill to cater for us bacon-loving Brits, a high-spec cab with carpets and sunroof and the all-important TV bracket. Knaus is also demonstrating its commitment to the UK market by offering British customers price protection via a Sterling price list, so prices don't change in line with short-term currency fluctuations. We think you will be surprised and impressed by the new Knaus motorhomes, so come and see them on our Stand at Excel in February 2012, or check out the new models on the Southdowns website

ExCel Spring Show for London 2012

A new Motorhome Caravan and Camping Show will be launched in London next spring

The new event, organised by the caravan and motorhome industry's exhibition company NCC Events will be held from 14-19 February 2012 at ExCel.

This eagerly anticipated new show, run by the industry for the industry and its customers is aimed at the thousands of campers, caravanners and motorhomers living in the South/South East of the country and will be the first to be held in London since the much lamented demise of the Earl's Court show more than five years ago.