

Winning models now in stock at Southdowns



Andrew Ayling receives the award from Peter Vaughan, Editor of Which Motorhome Magazine

## Motorhome Awards 2012

**The Motorhome of the Year Awards, sponsored by the Caravan Club, were held at the Luton Hoo Hotel in January.**

Two of the leading motorhome magazines, MMM and Which Motorhome have come together to create a set of awards to recognise the best new campervans and motorhomes on sale in the UK.

The judges weighed up the features of every new motorhome that has been launched or significantly modified for 2012 and came up with a shortlist of winners and runners up that should suit most motorhomers needs.

**Knaus Sky Ti 650 MF Motorhome of the Year**  
**Knaus Sky Ti 650 MF Fixed Bed Motorhome of the Year**

The Knaus Sky Ti 650 MF, despite being a newcomer to the UK market for 2012, took the title overall Motorhome of the Year in this year's Motorhome Awards. According to the judges, "the Sky Ti sits firmly between the entry-level Van Ti and mid priced Sun Ti, so it's well equipped but competitively priced...you also get a lot for your money: a practical layout which offers few compromises, a sensible approach to storage and the right kit for the UK motorhomer". This motorhome's classic layout combined with an impressive specification and wide range of clever features impressed the judges who described the Sky Ti 650 MF as "practical stylish and solid".

This Knaus motorhome also took the award for Fixed-Bed Coachbuilt of the year because, according to the judges "We instantly took a liking to this van, as it seemed to have no compromises, looked stylish and was great value for money".

**Laika Kreos 7009 Luxury Motorhome of the Year**  
Now available as an A-class, the Laika Kreos 7009 caught the judge's attention with its "gleaming white sides and minimal graphics on the outside and rich wood furniture and smart upholstery on this inside". They liked the Kreos enough to award it the title of Luxury Motorhome of the Year, judging the specification of this slightly-less-than £80k motorhome to be "impressive" and liking the fact that the Laika also comes with an extensive list of additional options should you want that little bit of extra luxury. Notable among these optional extras was the built-in coffee machine that slides down out of an overhead locker with a flick of an electric switch. Twin rear single beds are high enough to allow for a spacious garage with large access steps that will suit most people.

Southdowns has both these award-winning motorhomes in stock now, as well as the runner up in the fixed bed category – the Burstner Ixeo it 700. Why not come and see us at our site in Portsmouth and find out exactly why the judges were so impressed with what these fantastic motorhomes have to offer.



Three websites in one!  
[www.southdownsmotorcaravans.co.uk](http://www.southdownsmotorcaravans.co.uk)

**If you're researching one of the motorhomes we sell using the internet, it won't take you long to find our website – and that's no accident.**

At Southdowns we take a pride in ensuring that our customers can find what they're looking for quickly and easily and can see what our business is all about in a few clicks. Our main website is easy to navigate, includes plenty of information about who we are and what we do and has all kinds of useful information about our staff, our motorhome centre and how to find us.

We believe we have the best dealer showroom website in the country – and plenty of you agree! Every single new and used vehicle we have in stock is listed and those listings are updated daily. We give you plenty of photographs of all our motorhomes – often as many as 50, so you can check

out all the important little details – as well as downloadable A4 Pdf spec sheets to help you make easy comparisons of fittings and features. Most of our customers come to us having already done their homework online – we try and make that as easy for you as possible.

Our website also features a great online shop. Forget trailing around camping showrooms – we have more than 15,000 products on sale from Fiamma, Gaslow, Dometic, Truma, Thetford, Omnistore and more. So next time you need a new bracket for your awning, go straight to [www.southdownsmotorcaravans.co.uk](http://www.southdownsmotorcaravans.co.uk) and get it delivered direct to your door. It's as easy as that!

## 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 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 Excel

**Concorde stock available for immediate delivery on show at Excel**

This Spring sees the launch of a new February Motorhome Caravan & Camping Show at London's ExCeL exhibition centre. The event will be the biggest motorhome, caravan and camping show to take place in London for more than five years and visitors will be able to take a closer look at some of Southdowns most exciting Concorde models. During the five days of the show, Southdowns will be showcasing the best selling Concorde Charisma 890M, the Carver 821L and a pair of Concorde Credos, one on an Iveco chassis and one on a Fiat chassis. The Concorde Charisma 890M is a large, luxurious A-class with a hi-spec interior and substantial king-size island bed. The Carver 821L is smaller but still with a very high specification and a versatile rear twin single or fixed double bed. Both models feature a spacious garage and the optional drop-down front bed and will be on show and available for immediate purchase and delivery. These and many of our other Concorde motorhomes will be making an appearance at this year's South of England shows, so look out for us and let Southdowns show you why these vehicles are generally regarded as the best you can buy.

the voice of Southdowns Motorhome Centre

# Voyage

Spring 2012

## Knaus makes a comeback for 2012



For the 2012 season, Knaus is offering two model ranges that have been completely redesigned. Both are built on the ever-popular Fiat chassis and feature a good selection of layouts to suit all tastes and budgets. The low profile Sky Ti is available with fixed twin, French or transverse double bed and a half-dinette and the 650MF model was overall winner at the 2012 Motorhome Awards.

Southdowns is delighted to announce that from the 2012 season, the renowned German Motorhome manufacturer Knaus is back in the UK and has chosen the Portsmouth-based dealer to represent them in the South of England.

Southdowns Motorhome Centre, which specialises in importing and selling high quality models from European manufacturers, now has a good selection of these well-appointed, low-profile motorhomes in stock.

The Sun Ti is even better, featuring an L-shaped lounge and a higher internal specification than its baby sister. Both Sun Ti and Sky Ti have the additional option of an island bed. These two ranges will be at the forefront of the re-introduction of Knaus Motorhomes into the UK so call in to the Southdowns Motorhome Centre and we will be happy to show you a selection of these award-winning models.



[www.southdownsmotorcaravans.co.uk](http://www.southdownsmotorcaravans.co.uk)

# Southdowns News

**bürstner**

More Bürstner motorhomes on their way



Test drive a Bailey



**Hobby**

Find yourself a Hobby



Award-winning Laika is top for luxury



Power solutions from our workshop

At Southdowns we are delighted to be able to offer our customers a comprehensive range of motorhome power solutions via our well-equipped Portsmouth-based workshop. Our team of skilled technicians is fully experienced in fitting solar panels and a variety of gas-based and traditional electrical systems.

Another innovative option is also available thanks to the clever people at EFOY. By using their Smart Fuel Cell technology you can power all the systems inside your motorhome anytime, anywhere quietly and effectively – by using alcohol – and not the kind you fancy at the end of a long day's driving!

Southdowns is one of the first UK installers of the alcohol-based EFOY system, which has recently won an iF Product Design Award recognising international product innovation. EFOY's fuel cells are lightweight, environmentally friendly and always available - regardless of the weather or the time of day – whenever you need electricity. See our website for more information and to book into our workshop.

## Meet our staff



### Sales Specialist

Andrew Wallis is the newest member of the Southdowns Sales team, joining us in December 2011. Andrew has a background in

both the motor trade and the leisure vehicle sector and deals with showroom visitors and telephone enquiries.



### Accessories Retail Manager

Hailing from South Africa, Mark Derbyshire took over responsibility for Southdowns' accessories retail operation from former manager

Stephen Mead in January. Mark will be serving customers and dealing with email and telephone enquiries for parts and accessories.



### Workshop Technician

Gary Carter joined the Southdowns workshop last summer. A skilled coachbuilder, Gary can turn his hand to any technical task and is responsible for

carrying out habitation checks on motorhomes that are brought in for servicing. With both motorhomes and caravans in the family, Gary is enjoying working on customers' vehicles.



## Stephen's off down under

**Southdowns' retail manager Stephen Mead is a familiar face for customers calling in at our Motorhome Centre in Portsmouth.**

Many of you will have spoken to Stephen on the phone or received emails from him as you try to track down that elusive spare part or new accessory for your motorhome. Sadly for us, after five years at Southdowns, Stephen has taken the decision to retire from his full-time position with us. He and his wife Sheila - who has worked alongside Stephen for the last five years helping run the shop on weekends - will be sadly missed by customers and staff alike. The good news is that after a well-earned break, visiting family in Australia, they will be back in the shop on a part-time basis, working on weekends from April onwards.

With a strong background in retail and years of experience in the leisure market, Stephen was responsible for setting up our retail operation when we moved to our current

premises in 2007. "During that time the business has changed enormously," says Stephen. "The volume of sales going through our tills has increased by around 400%, mainly as a result of customers coming to us via our website," he explains. "Web traffic is massive and increases all the time - it also means we get enquiries not only from the UK but from customers right across Europe," he adds. Not only has Stephen taken the shop from strength to strength but he has also been pivotal in building Southdowns' reputation for sourcing and delivering everything from bike racks to spare screws quickly and efficiently. No job has ever been too small or too difficult for Stephen who firmly believes that the customer is king and should be treated accordingly. Sheila has also played a vital role. Not only has she always given a friendly and professional service in the shop but she has also been Southdowns chief 'window dresser', ensuring our motorhomes are shown off to best advantage by adding all those little finishing touches that our customers like to see.

### Burstner

**Innovative designs**

**At Southdowns we just can't get enough of Burstner. We think we've the biggest selection of these great German-built motorhomes in the country – and there's more to come!**

We have ordered more than £2M worth of new stock this year because we know you love these exciting motorhomes too. The 2012 season models once again show this manufacturer's ability to come up with innovative designs that will no doubt find their way into other manufacturers' ranges in years to come.

Whether you are interested in the Elegance, Ixeo or Viseo models, we have plenty of choice across the whole Burstner range at our Portsmouth Motorhome Centre just waiting for you to come and take a look.

There really is something to suit all budgets and all tastes. Whether you are a couple or a big family we have a Burstner motorhome here for you.

### Bailey

**Tested to destruction**

**Leading UK caravan manufacturer Bailey is so confident in the quality of its new motorhomes, launched last autumn in Birmingham, that it has done more testing at the motor industry's proving ground at Millbrook than any other motorhome manufacturer.**

The new Approach SE range has been road tested to near-destruction in order to fine-tune the drive quality and ensure that its motorhomes can really take the pace.

Featuring Bailey's award-winning Alu-tech body shell with a ten-year integrity guarantee as well as smart, well designed interiors, these motorhomes are well worth a second look.

To prove our point, we are offering you the chance to drive one for yourself. Drop in to our Portsmouth Motorhome Centre or contact us to arrange a test drive.

### Hobby

**Caravan giant now manufacturing motorhomes**

**Hobby claims to be the world's largest manufacturer of caravans, producing over 100 models a day in their German factory. The company makes more than half of all caravans sold in Europe each year.**

With more than 40 years experience of caravan construction under its belt, the company is now manufacturing motorhomes to the same exacting standards. We are now offering a number of these beautifully crafted, reliable and keenly-priced motorhomes as we anticipate our customers will like them as much as we do.

We believe the Hobby range fits well with Southdowns' portfolio and is a complimentary addition to our comprehensive selection of high-quality European motorhomes.

Currently in stock we have a wide range of Hobby motorhomes including the new Hobby Siesta Exclusive T650AK GFM Limited Edition. This is a six-berth, 6.92m Coachbuilt motorhome with overcab bed, double dinette and transverse rear fixed bed

over the garage on a 2012 model FWD Ford Transit 350 chassis with 140PS diesel engine and six-speed manual transmission, plated at 3500Kg. This motorhome is extremely good value for money at just under £50k.

A similarly priced alternative, built on a 2012 model FWD Fiat Ducato Transit 350 chassis is the New Hobby Toskana D650 ESC Limited Edition. This 6.98m low-profile motorhome features up to four berths with twin single rear beds and half dinette. It has a 130PS diesel engine and 6-speed manual transmission and is plated at 3500Kg.

For great deals on Hobby motorhomes go to our website and click on the Hot! Hot! Hot! Hobby deals or call in and see us at our Motorhome Centre in Portsmouth