



New models from Bürstner



For 2013, Southdowns is stocking two new model ranges from German manufacturer Bürstner: the Grand Panorama and the new Brevio, which is designed for everyday use as well as for travelling further afield.

Bürstner's Grand Panorama literally opens up new horizons. Unusual in an A-Class, this premium motorhome features an electric drop-down bed that comes down over the lounge, giving you more headroom in the cab area, as well as allowing you to enjoy the view from the enormous wrap around glass roof/windscreen. This model has four floor plans in lengths ranging from 8.42 to 9 metres. Standard features include an AL-KO wide-track, low-frame chassis, ABS, cruise control, alloy rims, a leather steering wheel, and pilot seats as well as automatic air conditioning in the cab.

We are stocking two models, the Grand Panorama i915 with twin single beds over the rear garage and the Grand Panorama i920 with a fixed rear queen island bed over the rear garage. Both have an L-shaped living area with the central table and central drop down bed topped off by the huge panoramic window.

In contrast, the new compact Brevio series succeeds in packing a huge number of functional features into a comfortable interior that is only 5.99m long. With more than 570 kilograms of loading capacity and allowing for a towing weight of 2,000 kg, as well as providing practical living space it is also ideal for sports boat or horse trailers. The t 600 and t 640 floor plans are available for 2013 from

Southdowns models sweep the board at motorhome awards



Bailey Approach SE 760



Laika



Swift Bolero 630



This year's Motorhome of the Year Awards, sponsored by Practical Motorhome magazine were held at (where?) in September and the list of winners reads like a Who's Who of the Southdowns Stocklist!

We're delighted that the manufacturers on which we stake our reputation are proving to the industry – and to our customers – that they are the best in the business. This year's awards feature 11 categories for motorhomes and one for accessories and most of the motorhomes we keep in stock got a mention. Best for Innovation was the Hobby Van Exclusive 60KL; Swift took the award for Best Coachbuilt for Two with its Bolero 630EW; one of our perennial favourites, the Laika Kreos 7009 won Best Luxury Van over 3500kg and Bailey and Knaus took Best Family Motorhome and Best Luxury Van under 3500kg respectively. Read on for more on some of these fantastic models.



There's never been a better time to buy a Bailey. These British built motorhomes are at the top of their game, with the beautifully appointed and well-priced Bailey Approach SE 760 taking Best Family Motorhome in this year's Practical Motorhome Motorhome of the Year Awards. The 760's "combination of roomy interior, superb manufactured quality and focus on passenger safety" really turned the judge's heads. Practical Motorhome describes the Bailey as "something special in the motorhome market".

At Southdowns we love these motorhomes too – and we're particularly impressed that they are being produced by a manufacturer who has only been in the market for a couple of years. Traditionally a caravan manufacturer, Bailey has already won 10% of market share with its new range of motorhomes and we think this is down to one simple fact – they're really good!

Bailey uses its innovative Alu-Tech construction system on all its models and the company's exceptionally rigorous vehicle testing programme make for a safe, solid build. Nor do the extra-wide, comfortable and attractive interiors disappoint. Bailey's 2013 models are out now and, as an added bonus, 2012 prices have been held on the new models. This keen pricing policy can't last, so if you're in the market for a new motorhome, make it a Bailey.



Having already won MMM's Motorhome of the Year Award, Knaus has also taken the top spot at Practical Motorhome's Motorhome of the Year Awards, winning Best Luxury Van under 3500 kg with the Knaus Sky Ti 650MF. This stylish low-profile motorhome offers a range of innovative and practical features that caught the judges eye. External features that put the Knaus in a class of its own include a service box that keeps the fresh water tank, drain valves and mains hook-up point all in one place. The compartment is heated and lockable for extra security. Inside, a comfy cabin features captain-style seats and a forward facing rear sofa with two belted travel seats that have the option of automotive-type head restraints. These gained top marks for innovation. The lounge is a low-profile

classic, seating six if the cab seats are turned around. The kitchen features a designer sink, a three-burner in-line hob and generous storage. A cleverly designed bathroom with bench-style loo and a good sized fixed rear double bed make this a must-buy according to Practical Motorhome. Our verdict: take a virtual tour of the Knaus on our website and see for yourself what the German manufacturer has to offer.



This year's Motorhome and Caravan Show at the Birmingham NEC takes place from 16-21 October and Southdowns will be there with a range of models from Italian manufacturer Laika. We've said it before but we still think these are some of the best designed European motorhomes on the market today and definitely worth a second look. The Laika brand was re-launched in the UK at last year's NEC show where the new A-class models were very well received. We think these well-constructed and cleverly designed vehicles are a top class product at a great price and we're not the only ones. As well as being judged Luxury Motorhome of the Year at the 2012 MMM Motorhome Awards, Laika Kreos 7009 with twin rear single beds won Best Luxury Van over 3500kg in Practical Motorhome's September 2012 awards. Come and check out the Laika models on Stand ??? at the NEC and find out what all the fuss is about.



Getting to know Globecar

The van conversion market has been growing steadily in recent years and due to increasing customer demand, in 2013 Southdowns will be broadening its model offering with Europe's premier van converters, Globecar. We already have a relationship with the manufacturer as Globecar now build the Concorde Compact on behalf of the German company and for the forthcoming season we will be stocking a much broader range of their vehicles.

The appeal of these economical vehicles is in their size and flexibility: you can use a van conversion as your main vehicle without worrying about storage, parking or cab height and they are still spacious enough to comfortably accommodate the whole family.

Globecar's low level D-line vans come in an extensive range of models: 2-berth and 4-berth models are available with transverse rear beds, bunks and fixed

double French beds. Practical and well thought out layouts and storage solutions have plenty to offer for the sophisticated traveller who values innovative design as well as reliability.

The high level H-line range is built in smaller numbers in the same factory that produces the Concorde compact. Interiors are elegant and finished in Rosewood and the curved and contoured GRP roof provides a light and spacious living area. Awarded Promobil's 'motorhome of the year' for ten years running, the Concorde Compact is part of this range and features a cleverly designed kitchen and rear bathroom as well as a full dinette with four-seater lounge which can be converted into a second double bed all in just 5.40m length. If you're looking for a smaller vehicle that is as easy to drive around town as on the motorway – Globecar could be for you.



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Voyage

the voice of Southdowns Motorhome Centre
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It's all online at Southdowns

Our customers always vote with their feet – or in this case their fingers – as proved by the number of you now using the Southdowns Online Shop for all those accessories and odd little bits and pieces that you can't always find elsewhere. Thanks to you, our online presence goes from strength to strength and we're delighted to announce that alongside our established brands like Fiamma, Gaslow and Dometic, we are now stocking products from Truma and Thetford. One of our strong points is the vast range of spare parts we can source for you. So next time you need a fridge catch, water fill cap, or a new hose, you know where to look first.

And it's not just our online retail presence that keeps us ahead of the game – we think our virtual showroom is the best in the business. With layered navigation that allows you to find what you're looking for in just a couple of clicks and every single new and used vehicle we have in stock listed, we are confident that our online presence is best in class. New, used and even factory available vehicles – they're all there for you to browse at your leisure with plenty of photographs as well as downloadable A4 Pdf spec sheets to help you make easy comparisons of fittings and features. So why not go to www.southdownsmotorcaravans.co.uk and see how easy it is for yourself.

Concorde set to charm UK with Charisma III

Launched in Germany last year, Southdowns is delighted to be bringing the Concorde Charisma III to the UK for the first time in 2013.



Concorde's original three models – the 850L with twin single beds, 900LS with twin single beds and extended bedroom, and the 900M with Queen island bed – are now joined by the 900MD with a new layout for Concorde – the central washstand bathroom. Concorde has also added the 'Smart garage' Charisma III to the range. Ever popular with the older classic Charisma, in this model a smart car can be parked under the fixed rear queen island bed. The back of the vehicle lifts to hide the car, inside.

Sales have taken off for the Charisma III in its second year on the market and, according to Concorde it is now proving even more popular than the original Charisma classic. The 900MD layout proved popular in Dusseldorf in August and the Smart Garage model will be on show in Stuttgart in February 2013.

The exterior of the third generation Charisma has been given a radical facelift and a range of innovative interior features have been introduced including an optional large panoramic rooflight that means a lighter brighter interior.

Visit us on Stand ??? at the Motorhome and Caravan Show in Birmingham where you can take a look at the new Charisma III 900 featuring a large bedroom with twin single beds and full-width premium bathroom. This is set to be one of Concorde's most popular models yet – we promise you won't be disappointed.



www.southdownsmotorcaravans.co.uk

Southdown's NEWS

Collecting your Concorde?

A summer of celebrations

Meet our staff



Workshop Technician
Nathan Leather joined Southdown's in May 2012. He is already making his presence felt as part of the workshop team, doing habitation checks and general installation work.



Aftersales Specialist
Ryan Vevers has been recently promoted, working on the service desk. In his new role, Ryan is responsible for manning the services line and booking vehicles into the workshop.



Workshop Technician
Portugese-South African Hugo Antonio has been in the UK for nearly 20 years and has recently added his electrical and technical skills to the Southdown's workshop team. Previously a self-employed electrician, Hugo does habitation checks, damp checks and particularly electrical work.



Phil Packer pays tribute to Southdown's

Iraq war veteran Phil Packer MBE has paid tribute to Southdown's Principal Michael Ayling as he raises money for charity via his British Inspiration Trust

"Michael supported me on both my London Marathons and the Three Peaks Challenge for Sport Relief with a motorhome which I used as a support vehicle or somewhere to sleep," said Phil. "Michael gifted his own time or provided a driver. His support and generosity were crucial to all three of these challenges. As well as being a super supporter of all my endeavours, Michael has remained a great friend of my family and I am indebted to this selfless and sincere gentleman who continues to help me on my journey."

While slowly recovering and re-gaining the ability to walk after serious spinal injuries which left him partially paralysed in 2008, the former army Major has undertaken a series of gruelling physical challenges and

has raised an astonishing £1 million-plus for charity.

In 2009, he rowed the English Channel with adventurer and author Alastair Humphreys and he spent a fortnight walking the London Marathon on crutches. Phil then flew out to the USA and hauled himself up El Capitan with a support team of some of the country's best climbers. Beating his £1m target, Phil raised more than £1.3m for charity in 2009. His efforts have gained him national recognition and he was awarded the MBE in The Queen's Birthday Honours List.

In 2010, to continue his physical challenges and inspire young people, he climbed the Three Peaks in 72 hours for Sport Relief with BBC Presenter, Kate Silverton and was joined on Mount Snowdon by Sir Steve Redgrave and Sir Clive Woodward. In April, Phil went on to smash his 14-day London Marathon time and completed the Virgin London Marathon in 26 hours for 26 charities, walking each mile with a young person from each of the charities.



Phil during his marathon trek



Southdown's sponsors future engineers



When St Mary's Primary School in Clymping, West Sussex organised a charity event to celebrate the London 2012 Olympics and raise money for their school, they approached Southdown's for sponsorship.

In June, four teams raced 60 miles - the distance to the Olympic stadium from the school - around Ford Airfield in Greenpower goblin electric cars. A team from the Greenpower Education Trust which inspires young people to become engineers, supplied the school with cars for the event.

Southdown's was delighted to join other local businesses, friends and family in helping the school raise an impressive £2000 towards an outdoor classroom. As Green team Captain Toby put it: "St Mary's is a small school but we like to do big things!"



Never driven a large vehicle in Europe? Seasoned driver Quinton Hylands offers his tips for a safe trip.

If you are planning to buy a Concorde from Southdown's, unless you plan to collect it from the factory in Asbach, Germany yourself, the chances are that it will be driven back to our motorhome centre in Portsmouth by Southdown's driver and general assistant Quinton Hylands. Transporting our top-of-the-range motorhomes, some at a hefty 10m long, by low loader is not an option for all but the smallest motorhomes. So picking up a Concorde means a flight to Germany and a long drive home for Quinton, taking care not to prang that pristine new motorhome en route!

Once at the factory, there's the handover to be dealt with - ensuring that the motorhome is ready for delivery and exactly meets the customer's specification. The vehicle is also inspected and road tested before we take possession from the factory. Some customers are keen to have their vehicle handed over to them in person so Quinton will fly out with them, sometimes arranging to collect another vehicle at the same time and help them through the handover process. This is usually

straightforward but just occasionally an issue needs to be dealt with by a member of Southdown's staff. Quinton often drives back to the UK with the customer to ensure everything progresses smoothly but even if he is doing some of the driving he always suggests the new owner drives his or her new Concorde out of the factory. "It's a special moment," he says "and one that people should savour, after all a new motorhome is a major purchase."

Quinton is now a familiar face at Concorde and often chats to German customers



Quinton Hylands - a familiar face at Concorde

waiting to pick up their vehicles. On a recent trip he was happy to find that the Southdown's brand is familiar in Germany too, when another Concorde customer recognised the logo on his shirt and said "Ah Southdown's, we use your website" - maybe a German language version is on the cards!

Quinton has driven many vehicles through Europe. His first task is to fuel up and make sure he's got the all-important high visibility vest, first aid kit and breathalyser test kit on board - you can't drive legally in Europe without them. Quinton also advises anyone driving long distances to pack a good selection of cable-ties - useful in all kinds of situations. All Concordes come fitted with the obligatory warning light and triangle in case of a breakdown but Quinton has only needed to use these once when collecting a motorhome - when an issue with a chassis warning light

At Southdown's we know how to have a good time - and this summer was no exception.

With Unipart offering a cash prize for the best dressed showroom, to celebrate Her Majesty the Queen's Diamond Jubilee in June, it was time to get the bunting out. Southdown's staff threw themselves into the task of decorating the motorhome centre with flags and flowers in every corner. Customers were suitably impressed and so was the man from Unipart, who declared Southdown's the winner and handed over a



cheque for £250 With not only the Jubilee but the Olympics and Paralympics to celebrate, what better to spend the money on than a new barbeque that all the staff can enjoy. With two South Africans with a taste for outdoor cuisine on the staff, we haven't looked back and the barbeque is becoming a regular feature of life at Southdown's. With plenty of patio heaters to choose from in our online shop - the cold-weather BBQ could easily become the hit of the winter!

caused a delay en route. Then there's the question of the route back to the port - do you go via Brussels or Antwerp? Quinton favours Antwerp. "The Brussels ring road is a nightmare," he says. But he has a strong suspicion that whichever route you choose you'll wish you'd picked the other one!

Then there's the Eurotunnel to contend with - what's that like in a 10m vehicle? Surprisingly easy, says Quinton who has done it so many times he's never fazed. His tip for anyone doing the crossing for the first time is to book in advance and leave yourself plenty of time.

Of course there is always the ferry alternative but the tunnel has the advantage. The tunnel has the advantage of crossings every 30 minutes and a two-hour window either side to allow for traffic. "If you are driving a very large vehicle, boarding takes concentration but the secret is to take your time - and tell the staff you're driving a Concorde. They will allow a little more space as the mirrors can cause problems with the folding doors" he says. Ultimately, Quinton's best advice when driving in Europe echoes Corporal Jones' famous catchphrase - Don't panic!

Reliable internet on the move



Now that a fast broadband connection is a must-have at home, our customers have been asking why there isn't a way of getting a reliable internet connection while they're on the road?

Well, now there is - with a little help from the Southdown's workshop. Technician Carl Smith, our in-house audio visual specialist, is now installing satellite internet in motorhomes, providing you with a dependable wireless connection. This clever bit of gadgetry means you can contact the office more easily while you are away - if you really want to! Carl is also now fitting the new App radios, which work with an Android phone or iPhone, so if you want to change your Facebook status or catch up with the latest downloads on Youtube while you're on the move - you can! And if all you really want is Radio 4 with great reception - Carl can fit a high quality DAB radio in your cab. So give us a call at our Motorhome Centre in Portsmouth and we'll talk you through the options.

