

How To Order A Brand-New Caravan

Freedom Of Choice

ALL caravans must be purchased from us, but customers can choose any caravan they like, as long as it isn't a really cheap model (occasionally manufacturers offer a very basic entry level caravan).

Pricing

The final (sited and ready to use) caravan price is calculated as follows:

- The standard model is sold at the manufacturer's recommended retail price.
- Optional extras (central heating, galvanised chassis etc) are quoted for on top.
- We add a charge to cover our caravan (transport, siting, mains connections, stands, steps, gas installation etc) and pitch preparation costs. This may vary, depending on the pitch and work required, but is usually £6,000.

Caravan Sizes

All caravans on our park are sited six metres away from each other in order to comply with our site licence (fire distance regulations).

Unfortunately, we cannot rely on the manufacturer's stated model size because caravans are generally longer than they are described (it isn't unusual for a "28x12" model to be over 29' long)!

When a pitch is advertised, we show the maximum caravan length and width that it can legally accommodate and customers must choose a model that makes the most of the size available without exceeding these dimensions.

To do this, they must consult the external dimensions chart in the manufacturer's brochure to select a suitable model. There will be various lengths displayed, but the one which is applicable is the body length including bay window; ie the tow bar, guttering and roof overhang are not relevant.

Buying Tips

Before choosing a caravan, customers should give some thought about how many bedrooms are required. Most models have a make-up double bed in the lounge, which is okay for the occasional visitor but not ideal on a regular basis (it restricts use of the kitchen and social area for other occupants).

- One-bedroom caravans sleep four people (double bedroom and make-up bed). They are ideal for a couple, but are not popular when it comes to resale.
- Two-bedroom caravans sleep six people (double bedroom, twin bedroom and make-up bed). They are very popular and are available in almost all model sizes.
- Three-bedroom caravans sleep eight people (double bedroom, two twin bedrooms and make-up bed). They are only available in models that are more than 35' long.

As there are so many models and sizes available, the easiest way for customers to narrow down the search is to view the price lists first. That way they can easily identify which caravans suit the pitch size and their budget.

Start Looking

Please visit our website www.sthermans.co.uk and follow the instructions below to find your perfect model.

Step 1: Find Out Which Pitches Are Currently Available

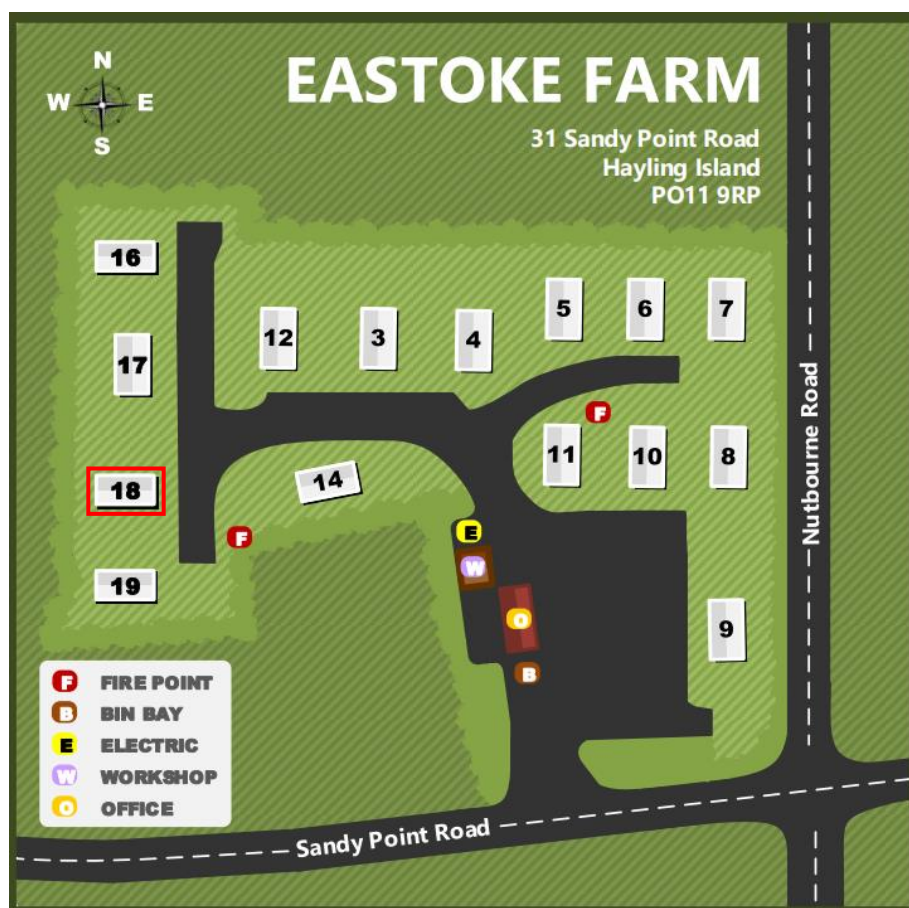
- Click "Holiday" on the main menu.
- Click "Vacant Pitches" on the sub-menu.

Park & Pitch	Maximum Body Length & Width
Caravelle 8	CARAVAN ON ORDER (STOCK)
Caravelle 9	* 29'0 (8.84m) x 14'0 (4.27m) *
Eastoke Farm 18	* 30'0 (9.14m) x 12'0 (3.66m) *

[EXAMPLE SCENARIO: a prospective customer discovers that Pitches 9 Caravelle and 18 Eastoke Farm are available and decides to check them out]

Step 2: Choose A Suitable Pitch

- Click "Holiday" on the main menu.
- Click "Holiday Parks" on the sub-menu to see a general summary of all of our parks.
- Click the individual park name to see more detailed information.
- Scroll down to "View Park Layout Plan".
- Click either "View On Screen (JPG)" or "Print Or Download (PDF)".



[They like Pitch 18 Eastoke Farm and begin to investigate potential caravans]

Step 3: Find Out What Caravans Are Currently In Production

- Click "Holiday" on the main menu.
- Click "Resources" on the sub-menu.
- Scroll down to "Caravan Manufacturers".
- Click on the manufacturer name to visit their website, or use the links provided to view their current brochure and price list.

[They know that the pitch can take any model up to 30'0 (9.14m) long and 12'0 (3.66m) wide, so limit their search to 28x12 models on the manufacturers' price lists]

Step 4: Choose An Affordable Model

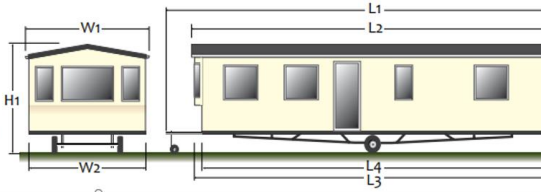
Europa caravans		Retail				2021 Model Price List			
		Issued: 02/09/2020				Note: Option prices are inclusive of 5% VAT			
Model	Price	20% VAT	5% VAT	Total	CENTRAL HEATING	PRE-GALV CHASSIS	FULL GALVANISED CHASSIS	ELECTRIC PANEL HEATERS IN BEDROOMS AND SHOWER	
CYPRESS 12ft									
24'x12' 2 BED	£22,107.87	£507.72	£978.46	£23,594.06	£1,513.24	£360.00	£620.00	£463.24	
26'x12' 2 BED	£22,869.58	£524.67	£1,012.31	£24,406.56	£1,513.24	£400.00	£680.00	£463.24	
28'x12' 2 BED	£23,604.78	£541.62	£1,044.83	£25,191.24	£1,513.24	£450.00	£775.00	£463.24	

[Their budget is £34,000 so, after deducting our £6,000 caravan and pitch preparation costs, find they can afford a 2021 Europa Cypress 28x12-2 with central heating and galvanised chassis options]

Step 5: Make Sure That It Will Fit Legally On The Pitch

- Open the manufacturer's brochure and find the external dimensions chart.
- Find the caravan model and check the dimensions for "body length including bay" and "width at floor level" (the code and description for these will vary from manufacturer to manufacturer).

L1 Overall length including detachable towbar
L2 Overall length excluding detachable towbar
L3 Body length including bay
L4 Body length at floor level
L4 Body length at floor level
W1 Overall width including gutters and down pipes
W2 Width at floor level
H1 Overall height



	L1	L2	L3	L4	W1	W2	H1
Cypress 12							
24 x 12 2 Bed	8.34m (27'4")	7.74m (25'5")	7.62m (25'0")	7.44m (24'5")	3.89m (12'9")	3.66m (12'0")	3.40m (11'2")
26 x 12 2 Bed	8.98m (29'6")	8.38m (27'6")	8.27m (27'2")	8.08m (26'6")	3.89m (12'9")	3.66m (12'0")	3.40m (11'2")
28 x 12 2 Bed	9.66m (31'8")	9.06m (29'9")	8.94m (29'4")	8.76m (28'9")	3.89m (12'9")	3.66m (12'0")	3.40m (11'2")

[They confirm that the length and width of the 2021 Europa Cypress 28x12-2 are within the maximum dimensions available on the pitch]

Step 6: Place An Order

This must be done in writing, so please email us confirming the park, pitch, model and extras chosen (if you are unsure about any of the costs, we are happy to provide a quote before you commit).

We will require a £1,000 deposit before placing the order and this is non-refundable because we will be committed to the purchase from that point onwards.

You won't have to pay us the balance due until the caravan is sited, connected and ready for your use. A pro-rata pitch fee will also be payable from that date.