# Thinking of buying a second-hand caravan?



## Your easy guide towards choosing a second-hand caravan

- Choosing and buying a second-hand caravan
- Types of second-hand caravan available
- How to buy
- What to avoid



## Choosing and buying a second-hand caravan

If you're thinking of buying a second-hand caravan there'll be loads of questions you'd like answered. Well, we at The Caravan Club want to help you, so we've compiled here some of the basics such as what to look for ...and what to avoid.



Considering buying a second-hand caravan is quite a big step, with a commitment to invest a fair amount of money.

And, if you've no experience of buying second-hand caravans, things like "What type of caravan should I buy?" and "How old should it be?" may seem like almost unanswerable questions. This leaflet probably won't tell you absolutely everything you've ever wanted to know about second-hand caravans, but we are sure it will point you in the right direction.

You can also find more detailed help on The Caravan Club website www.caravanclub.co.uk.

So, let's get you started now on your first step to secondhand caravan purchase and an enjoyable future of trouble-free touring...

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## What's so great about second-hand caravans?

• Apart from the obvious savings – There are many reasons to buy second hand. To find out about all the benefits – see page 3.

#### Where should I start looking?

• There are many places you can go to find the right second-hand caravan for you – We'll guide you through all of them from dealers to auction houses on pages 3-4.

#### When should I buy?

• This is dictated by the deliveries of new stock to dealers – Our handy chart shows the ideal time during the year to purchase second-hand models, just take a look at page 5.

#### Choosing the make and model

• There's plenty to choose from – When you're investing a fair amount of money you'll want to make sure you choose the right caravan for you. It'll all depend upon your personal preferences, the size of your family and what specification you require. For information on the different makes and models – see pages 5-6.

#### How old to buy

• Most caravans have a practical life of about 14 years – For information on working out the age of a caravan and when particular design improvements were made, we'll tell you what you need to know on page 7.

## How will I know if the caravan is stolen?

• Things to look out for – On page 8 we go through all the tell-tale signs of a stolen caravan and the details of helpful organizations that can help you too.

#### Is it watertight?

• What to check – Does everything work? On page 9 there's a diagram showing the possible areas of water ingress occurrence and lots of information on how to detect it. On page 10 there's details of everything else to look for to ensure you're buying a sound caravan. If you want a handy checklist, to take with you when you go to view a second-hand caravan, we've prepared one for you on pages 12-13.

#### How to pay

• Details of deposits and what to expect when you buy – page 11.

## What's so great about second-hand caravans?

For many the choice to buy second-hand is made by budget constraints but there are actually many good reasons to buy second-hand. A second-hand caravan will hold its value far better than a new one and if minor wear or tear occurs, as it often does if you have pets or children, it's far less significant.

There's a very wide choice of styles and specifications out there, and you shouldn't have a problem finding one to suit you at your local dealer. The delivery delays that can occur with new models are almost eradicated and there's no need to travel all the way to a franchised dealer to buy.

You don't have to totally ignore the new models out there though. You might well enjoy having a look at some, it's a great way to get initial ideas and inspiration.



## Where should I start looking?

#### **Dealers**

There are many great benefits to buying a second-hand caravan from a dealer. You are more likely to be offered a warranty with a dealer; it's just worth checking the expiry date and the small print for any exclusions or restrictions. Whether you plan to take advantage of a warranty or not, it's always worth asking if one is available. If a dealer does not offer a warranty it may indicate a problem with the caravan.

It's good to know the law offers greater protection to an individual purchasing from a dealer. Understanding your rights as a buyer is invaluable and the key things to know



are: that the caravan's condition must be as described by the seller; it must be fit for its purpose and it must be of satisfactory quality. It's worth noting that the latter point doesn't apply to defects specifically brought to the purchaser's attention, or to defects that ought to have been revealed by any examination made. Goods are of satisfactory quality if they meet the standard that a reasonable person would regard as satisfactory, taking into account the description of the goods, the price, age and all other relevant circumstances.

Consumer Legislation which came in during 2003 gives additional rights to purchasers, The 'Sale of Consumer Goods Regulations' allow purchasers to request repair or replacement of any item which is not of satisfactory quality. It also gives new powers to the courts to order the seller to replace or repair defective goods. Most importantly, the new regulations introduce an assumption that any defects found within 6 months of the sale must have been present at the time of sale, unless the seller can prove otherwise.

Your caravan should have been given a thorough check before it left the dealer's premises to ensure all brakes, road lights, appliances etc are working and safe. It's best to double check all the paper work on these examinations because once you've got your caravan on the road, its roadworthiness becomes your responsibility.

#### Go to caravanclub.co.uk/practical for courses and DVDs

#### **Private Sale**

The benefits of buying privately are primarily in the costs, compared to dealers, and you can pick up some real bargains. However, it will mean you'll have to do a lot more research and checks on the caravan you're considering. 'Buyer beware' applies in this situation and it's a very good idea to make a thorough inspection of the caravan and associated documents before agreeing to buy. Preparing a checklist before you purchase a caravan is a great way to remember all the important areas to cover (you'll find a handy example at the back of this leaflet).



If the seller has no service records, then you should have the caravan serviced before you take it on the road. A service costs from about £165 but, if problems are found, the price can rise considerably, so it's worth weighing them up in comparison to dealer prices. Although the caravan must be as described by the seller, it is for buyers to satisfy themselves they are buying what they think they are buying. If possible, take a friend along who can independently verify the answers given to your questions and the provision of any receipts or documents relating to the servicing and history of your chosen caravan.

#### Manufacturers

Manufacturers may not be your first port of call when it comes to choosing a second-hand caravan but it's worth keeping an eye on them. Occasionally refurbished models are available directly from the manufacturers of the most up-market models.

#### **Auction**

Some excellent bargains can be found through auctions. Although caravans are not generally sold through auctions on a large scale, you can find details in Yellow Pages under 'Car Auctioneers'. You might also want to check your local auction houses or the larger companies such as BCA for specialist sales. You just need to be confident in what you're looking for in order to reduce your risk of buying an unsuitable caravan.

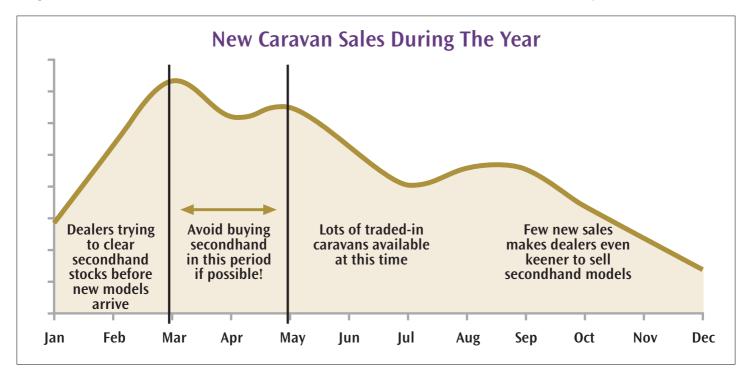
#### **Overseas for private import**

You may find your ideal second-hand caravan is available overseas. If you're planning to import a second-hand caravan just double check that it meets the legal requirements for use in the UK. You might also want to ensure that spares and servicing are available and insuring it won't pose a problem.



## When should I buy?

This is a very valid question particularly if you are planning to buy from a dealer. During March, April and May staff at dealers are usually working flat-out, coping with newly delivered caravans. Throughout the months preceding this period the dealers are desperately trying to clear their stock to make space for these new deliveries and the associated trade-ins resulting from new sales. This 'dead' period for sales, around Christmas and the New Year, can be the perfect time to grab a bargain. Alternatively once the rush of new caravan deliveries is over, dealers' forecourts may be full of traded-in caravans, many of which will have had only one owner. You'll probably find a good choice, and with fewer new sales to make, the salesman might be more willing to do you a good deal on a used caravan. An additional benefit is that you will find it much easier to book the caravan in for a service outside the March to May 'season' - the time when large numbers of one year old caravans need a service to maintain their warranty.



## **Choosing the make and model**

When you're investing a fair amount of money in a second-hand caravan you'll want to make sure it's the right one for you. Clearly personal preference will be a large informing factor to your decision, but you'll also have to consider availability, budget, servicing and spare-parts availability. It's also worth keeping in mind that anything too unusual could pose problems if you ever want to resell it at a later date. If the layout, style or finish is unconventional, it may be a bargain to buy, but that might be because other caravanners don't find it very desirable. Here we've broken down the main points to consider when choosing the make and model of your second-hand caravan.



#### **Mid-range**

If you stick to the mass-market, mid-range makes and models, there is obviously more choice available. Similarly spare parts will be easier to find because so many of these caravans exist, particularly if the manufacturer is still making them. If you buy a popular mid-range make and model of caravan the resale value should hold well too, making it easier for you to upgrade if and when you want. This of course means that the price to buy it second-hand might be a bit more.

#### Manufacturers

If you fancy an up-market model of caravan they can make excellent second-hand buys, they tend to be built to last and kitted-out with all mod cons. Unfortunately quality and image come at a price – they may cost as much as a new caravan from a standard manufacturer and demand often exceeds supply. You may need to be prepared to travel and act quickly to avoid disappointment.

#### Continental

Continental-manufactured caravans, though not very common, may offer a wider range of styles and are often high quality. The important things to check are: if spares are readily available, if features like mains wiring are to UK specifications and if seat cushions comply with UK fire safety regulations.

A previous owner may have completed a DIY conversion so it's worth checking the caravan against any paperwork to make sure it all matches. If the door is on the 'wrong' side, this is not usually a problem, just take care when exiting the caravan at the roadside!

#### **Specifications**

Specifications have generally become more comprehensive over the past few years. Unless you're looking at the oldest and cheapest caravans, you should normally find a hot water system with shower, cassette toilet, oven, fridge, heater and mains electrics. If these facilities are missing, you might be able to negotiate on the price. Although you can add these features to a basic model, you might want to check the likely costs of buying and installing them before you buy your caravan.

DIY additions can obviously vary quite a lot in quality

and execution so you'd be right to view them with a degree of scepticism. Go for a caravan with design features that will make it easy to live with. Smooth body panels are easier to clean than textured ones, and a generous user payload allows greater flexibility for personal items.

It's worth checking and asking yourself questions such as: Are the water and waste connections easy to get to? How easy is the bed to make up? Are there enough work surfaces in the kitchen area, and enough cupboards?

Don't be afraid to try things out for yourself, like settingup the bed. Or, if you really feel uncomfortable doing it yourself, ask the seller to demonstrate; after all they are there to help.



#### Size

Bigger does not necessarily mean better! It's important you choose the right caravan for your needs. It's worth thinking about where you are going to store your caravan because this may dictate to some degree the size you'll want. Think about how you'll feel manoeuvring and towing it.

How many of you will be using the caravan at any one time? 2 berth caravans are a popular choice when bought new and are great for couples, but, if you've a family or friends joining you in the 'van, you might want more sleeping room. Adding an awning or separate sleeping tent for extra accommodation can solve this problem but it's not necessarily ideal.

## How old to buy and working out the age of a caravan

You'll be able to find out the age of a caravan by checking the serial number, usually found on the chassis or chassis plate. The caravan or chassis manufacturer will be able to identify the year and model of the caravan from the number. If the plate is missing, or the manufacturer is no longer in business, the caravan's handbook should give you a clue to the age, but make sure it is the correct booklet for the model.

Most caravans have a practical life of about 14 years, if they're looked after, so you might want to choose a second-hand caravan that is well within that age. In order to get the best specification, modern styling and all mod-cons you should try to buy 'as new as possible'. Of course the younger the caravan is, the more expensive it's likely to be.

If you intend to buy an older caravan, take some time to do a little research on the availability of spare parts and check the condition of the caravan very thoroughly. For very old or obscure makes, find out if there is an owner's club that can help you to find parts, give advice and information. The following table gives a few key dates when particular design improvements were made. British Standards are generally advisory, rather than obligatory, but most manufacturers adopt them within a year of their publication.

In 1992, the National Caravan Council (NCC) set up the Caravan Registration and Identification Scheme (CRiS). All caravans made by manufacturers recognised by the NCC have a 17 digit Vehicle Identity Number (the 'CRiS' number) stamped directly onto the caravan's chassis and also etched onto the caravan's windows. The owners are also supplied with a CRiS registration document (similar in style to car documents). You can verify the caravan's age by telephoning the CRiS enquiry service (see following section). It is now possible for you to register pre-1992 caravans under the same scheme. For further information contact CRiS. (See the CRiS section for contact details).

#### BASIC DESIGN AS A GUIDE TO CARAVAN AGE

- 1960's &
   Caravans of this age are a specialist area, and advice is best obtained from: The Historic Caravan Club 01215 615742 Period & Classic Caravan Club 01223 248187
  - British Standard (BS 4626) introduced for caravans, covering construction, space, ventilation and safety.
    - Heavy painted steel chassis with coil spring and shock absorber suspension.
    - Provision of enclosed gas bottle locker.
    - Rear fog lamp required from October 1979.
    - 12V lighting added, sometimes still with gas lamps as well.
    - Acrylic windows adopted in 1978, quickly followed by double glazed units (glass windows phased out

       almost impossible to get replacements now).
    - Introduction of floor insulation.
    - 'Coachbuilt' body construction (aluminium and plywood covering a wooden frame) robust, but often heavy.
- Early 1980's 'Sandwich' body construction (thin metal and plywood sheets bonded to an insulating core material) initially for floors, then for the rest of the body, giving lighter structure. Caravans from this transitional period can suffer structural problems.

- Lightweight steel or aluminium chassis introduced
- Mid 1980's Wedge-shaped fronts become popular
   Separate gas lockers discontinued (absorbed into main body)
  - Auto-reverse braking systems mandatory from April 1989
  - BS 6765 Part 3 standard for interior 12V wiring
- Mid 1990's Revised codes of practice for sealing caravans (still room for improvement!)
  - BS 4626 replaced by a range of European standards for caravans manufactured from 1999 model year onwards, covering further improvements to safety, durability, electrical installations and ventilation.
     Conforming caravans are marked with a badge containing the NCC logo (illustrated right) and the standard number 'EN 1648' below it.
- Major revision of gas system, with adoption of European Standard 'EN1949' for 2004 model year caravans. Identifiable by gas regulator being fixed to the caravan, rather than the top of the gas cylinder.

#### Go to caravanclub.co.uk/outfit-match for a free outfit matching service

1982

1989

1998

1970's

## How will I know if the caravan is stolen?



#### Things to look out for

There are a few checks you can make which might indicate the caravan is stolen. Keep your eye out for any signs of damage around the hitch or on the wheel rims/tyres. This may indicate a security device has been forcibly removed. Ask the seller to show you any receipts or documents relating to ownership or servicing etc. You should be especially cautious of large, twin-axled caravans sold cheaply – these are favourites with the caravan thieves. In general, you'd be right to be suspicious if you have to view the caravan away from the seller's house or premises, particularly if it is not in an authorised storage compound. If the seller is reluctant to arrange a suitable time for you to view the caravan it could indicate that it's stolen too.



#### **CRis Enquiry Service**

This is a great service that provides a central point for checking the status of a caravan before purchase. The service is available between 8 am and 8 pm Monday to Friday, 8 am to 5 pm Saturday and from 10 am to 5 pm on Sunday and costs  $\pounds14.95$  (tel: 01722 411430).



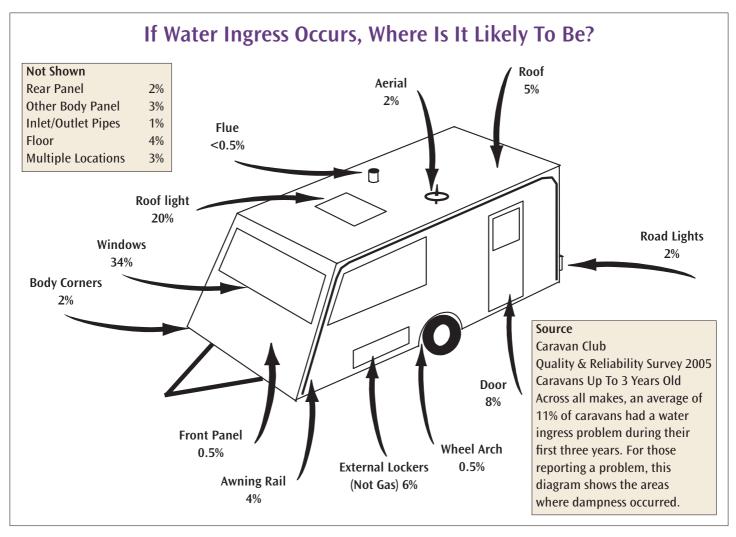
A CRiS check can not only identify a caravan reported as having been stolen, but can identify the age of the newer models of caravan (as mentioned previously) and also whether there are any outstanding HP payments on pre -1992 caravans. It is worth checking that the details of the CRiS registration document match those of the caravan you're looking at. Similarly, you'd be right to be sceptical of any UK caravan built after 1992 without an obvious CRiS identification. Unfortunately a full CRiS check is not possible on pre-1992 caravans, so just ensure that the seller can provide you with enough evidence that they are the legitimate owner, particularly if the caravan has no chassis plate. It's worth noting that without adequate identification, The Caravan Club cannot insure your caravan.

#### **Theftcheck**

The Caravan Club has set-up 'Theftcheck', one of the largest computerised caravan registers in the UK. Since its launch in 1988, it has been a huge success and has assisted in the recovery of many caravans. If you contact the Theftcheck Service (tel: 01342 336885) with your caravan make, model, year and serial number, we can run the details through the database to see if there's a match. Unfortunately even if your chosen caravan is not on the list, we can't guarantee that it has not been stolen; the owner simply may not have reported the theft to the Club. Nevertheless it is a useful check to make and once you've bought your caravan it's worth registering it straight away. Registration is free for members of The Caravan Club.

## Is it watertight?

One of the worse things that can happen to a caravan is water penetration of the structure. This can cause extensive damage to the caravan walls, floor and roof and may not be noticeable to the casual observer, and it is very expensive to put right.



Ideally you should arm yourself with a moisture meter or damp detector; these can be purchased from DIY stores and cost around £20. Although not as sophisticated as the devices used by caravan dealers, a damp meter will give you a general indication of damp problems, and improve your credibility as a serious purchaser with the dealer. You may be in a stronger bargaining position, should you suspect any problems. If there is any objection to you using a meter, ask yourself what is being concealed. Most caravan dealers should be quite happy to run their professional damp meter over any caravan you are interested in buying (if there is nothing to hide!).

Checking the interior thoroughly is invaluable. Look under the sink and by any pump to ensure no joints have leaked onto shelving. Inspect the mattresses and cushions, particularly underneath, for damp and staining. Check inside cupboards, bed lockers etc too, and anywhere with a corresponding outside seal on the caravan. Just remember water will work its way downward. Mismatching veneer or paper, or any obvious attempt at re-covering the wall should be a clue. Lightly press any suspect areas, as softness may well indicate rot. Use your nose too – if it smells mouldy, it probably is!

It's best to ask for evidence of how long the previous owner has had the caravan. If it is only a year or so, be a little suspicious. It has been known for an unscrupulous owner to sell a caravan where a damp problem has been diagnosed after the first service, rather than pay for the necessary repairs.

## **Does everything work?**

It is often not practical to check every system in a caravan prior to purchase, but wherever possible, check that all features are intact and functional. Problems with the 'mechanics' ie chassis, brakes, suspension and hitch are thankfully quite rare.

Items like doors and door locks frequently cause problems, however. Make sure you try these out several times – you do not want the lock to break leaving your caravan full of unprotected belongings on your first trip away. Cupboard doors cause an unreasonable amount of trouble for such simple items. Hinges and catches

## Additional checks

Check underneath the caravan for corrosion, the condition of springs/dampers (where fitted) and brake linkages. The tyre treads may look fine, but do the tyres look old? Five years is the maximum safe life, whatever the mileage. Sidewalls generally fail before the treads are worn. Check for cracks in the grooves as well as sidewalls. The tyres should be the right size for the wheel rims and a matching pair, suitable for the maximum weight and speed of the caravan. Higher speeds are permissible abroad and you might be touring overseas.



Lower the corner steadies to ensure they operate easily, are well maintained and not bent through misuse. Ask to take the caravan for a trial run and note its behaviour on the road, in particular that the overrun brakes work smoothly. An overrun brake is one that

operates on the wheels of the caravan when tension on the drawbar is released, such as when you decelerate or apply the brakes of your car.

Also, ensure that the caravan is level, viewed from the front when halted and check that the handbrake works effectively. The caravan handbook is invaluable so ask to see it when you're making your checks and before you frequently fail, which are small problems, but extremely annoying.

Most areas of the water and waste system are prone to trouble. Check that the taps work, the pump runs, that the sinks and shower drain without leaking, and that the interconnecting pipes are clean and in good condition. Examine the awning rail for damage or signs of separation from the wall – this is not only a problem when fitting the awning, but also is a possible source of water ingress.

take the caravan on the road. A missing handbook can be a real inconvenience because it gives you all the information about where the fuses are, how the heating system works, what the tyre pressures should be etc etc.

It's very reassuring if the caravan has a pack containing the handbook, instructions for individual appliances, purchase details, CRiS registration details and service history with it. It's a good sign of a conscientious previous owner and hopefully a cared-for caravan as a result.



## How to pay

Some dealers may require a deposit if you are asking them to secure a caravan. This is a reasonable request but make sure you really have chosen the right model before you do this, and pay the smallest deposit they will accept. If you change your mind later, you are unlikely to get your deposit back. If you are asked to sign a contract, remember this is legally binding, so it's best to double check the small print. Most private sellers will require cash, and may accept a building society cheque or bankers' draft. If you're paying by cheque, expect the seller to hang onto the caravan until the cheque has cleared. If they will not accept a cheque under these conditions, ask yourself why. Whether buying privately or from a dealer, always ask for a receipt and make sure this gives the seller's name and address, date, make, model and year of caravan, the amount paid, and is signed by the seller. If extras like an awning, service or warranty are included, these should also be detailed on the receipt.

## Don't wait... have a go!

Having found and purchased your second-hand caravan, try it out as soon as possible, perhaps with a weekend away not too far from home. Any lingering problems should then show up, and can be quickly addressed without disrupting a major holiday.

Remember to complete and return the change of ownership details if your caravan is CRiS registered. This will make it easier to sell on at a future date, and if you're unfortunate enough to have it stolen you'll significantly increase the chances of your caravan being recovered.





Go to caravanclub.co.uk/leaflets for other technical leaflets

## Checklist

Make & Model:	
1.00	
Age:	
Asking Price: £	
Seller's Details:	

ITEM	COMMENT	
Identification	• Caravan make, model and age suitable and as described	
Ownership	<ul> <li>Phone CRIS and/or Theftcheck to confirm ownership CRIS 01722 411430 Theftcheck 01342 336885</li> </ul>	
Documentation	<ul> <li>Service history</li> <li>Handbook</li> <li>CRIS registrations details</li> <li>Other relevant paperwork</li> </ul>	
Size & Weight	• Weight, length and width of caravan suitable for your car.	
Interior	• Style, layout and condition of the interior acceptable.	
Chassis	<ul> <li>Rust on galvanized chassis? – look for breaches in the galvanized process where rust may occur eg drilled holes. ('White rust' is unsightly but not harmful).</li> <li>Look for stress cracks:</li> </ul>	
	<ul> <li>i) where the coupling head bolts to the A-frame</li> <li>ii) where the A-frame joins the main chassis members</li> <li>iii) where the axle mounts to the chassis</li> <li>Look for bends or bulges - chassis may have been grounded, eg on a ferry ramp</li> <li>Check corner steadies operate smoothly and are not bent</li> <li>Check jockey wheel winds smoothly up and down and the thread is not damaged.</li> </ul>	
Tyres & Wheels	<ul> <li>Age of tyres - if over five years old they will need to be replaced.</li> <li>Check spare-wheel tyre matches other tyres.</li> <li>Look for stress cracks around wheel holes, or dents in wheel rim from kerb damage.</li> </ul>	
Brakes	<ul> <li>Check service history for maintenance and adjustment; if not available, have a detailed inspection carried out before or immediately after purchase.</li> <li>Check handbrake is effective.</li> <li>Check overrun damper is sound by pushing the hitch back towards the caravan body. A firm push to compress indicates a healthy damper.</li> </ul>	
Coupling	• Check the coupling action is smooth and parts are well lubricated.	
Road Lights	<ul> <li>Check for water in the light covers and signs of green mould.</li> <li>Check the 7 pin cables and plugs are clean and free from damage.</li> <li>Connect up to your vehicle and test lights if possible.</li> </ul>	

ITEM	COMMENT	
Bodywork	<ul> <li>Check for accident damage or new panels - may be more visible from a distance</li> <li>Check sides of caravan run straight and do not bow in or out.</li> <li>Check seams for signs of the mastic drying out or cracking. If one section looks chalky or dry, chances are all the mastic has suffered a similar fate.</li> <li>Look for signs of stress cracking or cracking on plastic panels. A degree of surface crazing is acceptable but cracks will need attention.</li> <li>Give grab handles a tug to make sure they are secure.</li> <li>Check the inside with a damp meter if available or rely on eyes, nose and touch to detect damp.</li> <li>Walk up and down the whole floor. If it feels bouncy, floor delamination may</li> </ul>	
	<ul> <li>Walk up and down the whole hoor. In the teels boundy, noor detaining that whole hoor is boundy, noor detaining that hop be a problem.</li> <li>Try to see the roof - standing water or staining around openings may lead to damp problems.</li> </ul>	
Electrics	• The 12v system can only be checked if a battery is installed, or if you connect to your car battery. A seller should not object if you are a genuine purchaser. Mains installation - is there an inspection certificate? If not, the installation should be checked over by a qualified electrician. If buying from a dealer, ask for this as part of the deal.	
LPG System	<ul> <li>Look for signs of perishing of the LPG hose and if in doubt, replace before using the caravan. In any case, hoses should be replaced every three years.</li> <li>Inspect copper piping for signs of damage.</li> <li>Check the appliances are working if possible (requires the attachment of an LPG cylinder and appropriate regulator).</li> <li>Always have the caravan system checked over by a competent person before use.</li> </ul>	
Water System	<ul> <li>Check the function of taps, pump, shower etc.</li> <li>Is the pipework clean and undamaged?</li> <li>Look for leaks, and check drains work properly.</li> </ul>	

#### Notes: \_\_\_\_

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