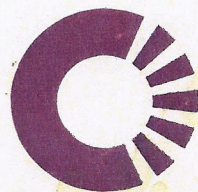
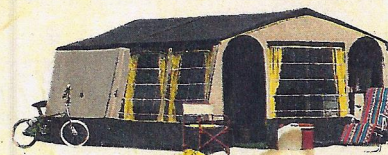
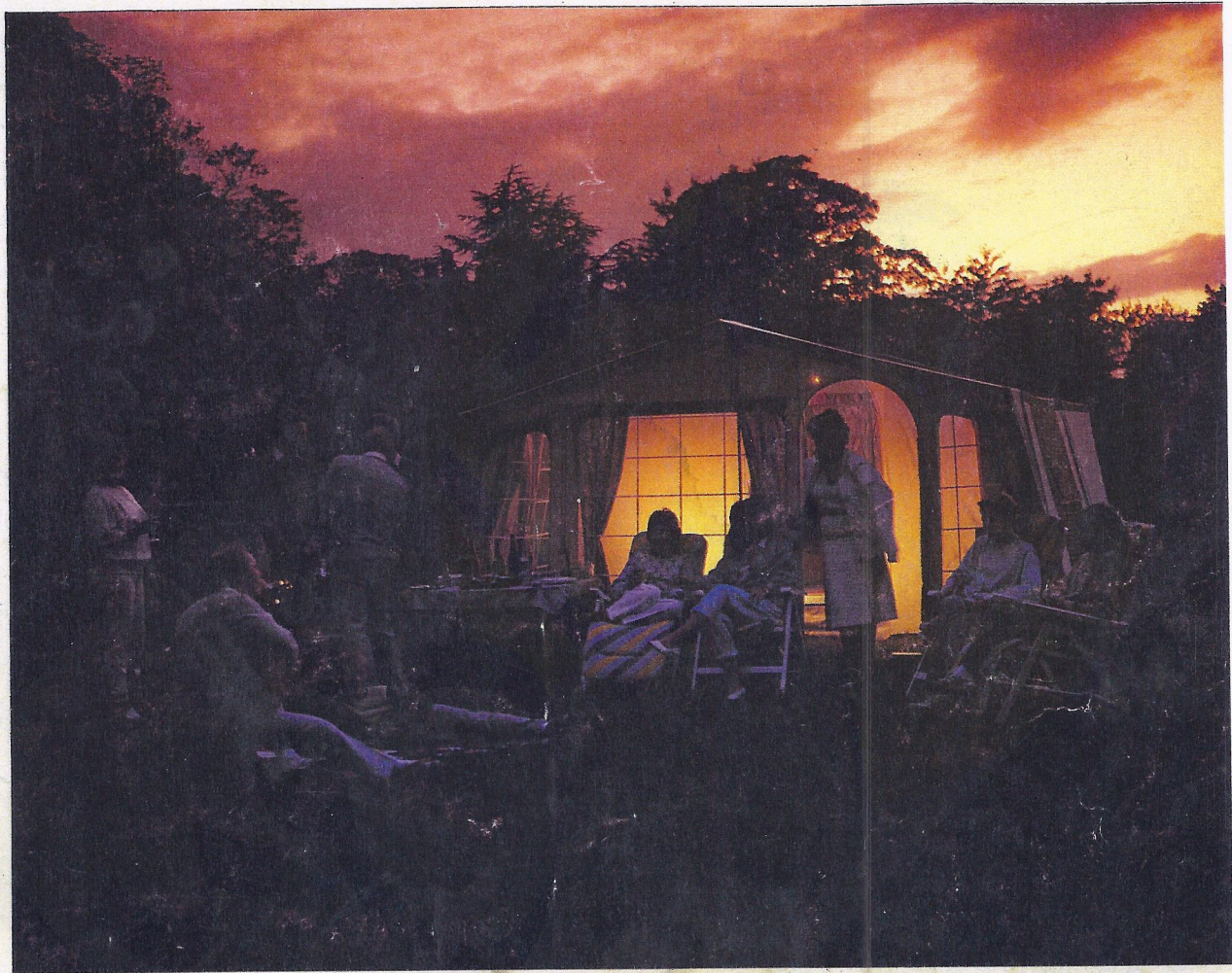


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WELCOME TO CONWAY

CONWAY have been producing trailer tents since 1968 and I felt it was time that all our past and present customers and hopefully new customers knew a little more about Conway. I hope you will find this Conway supplement informative and interesting.

I personally have worked for Conway since 1969 and can honestly say I have enjoyed every single minute of my time. It isn't really a job: it's a way of life. I have seen the company grow from producing as few as 150 trailer tents a year to the same quantity produced in a week.

Thanks must go to my wife, Carole, for persevering all these years living with a workaholic. But how can you really call it working when you help to produce a product that gives pleasure, holidays and friendship to so many people from all walks of life?

For me, camping is a real leveller. Anyone can do it. To get away any time you wish and anywhere you want to go has tremendous advantages.

My children are now ready to fly the nest but I shall never forget the pleasures we have had camping since they were in nappies.

Carole and I are still enthusiastic campers and have had very many special weekends and holidays visiting the most beautiful parts of our country and Europe.

I must admit it. We have tried package holidays – four times, to Spain, Portugal, the Balearic islands and the Canaries. But somehow we didn't really get to know the area we stayed in and at the end we always left with an empty feeling.

Many of the people here at Conway are campers themselves. They regularly use the trailer tents and folding campers that are produced, ensuring that the products are thoroughly tested before being put on the market.

The Conway Owners' Club, formed in 1989 by owners of Conway units, is another source of communication between Conway and the end user, again ensuring that the products are continually being updated for the benefit of all.

Conway's manufacturing base has always been at Appley Bridge near Wigan in the county of Lancashire. It is set upon a hill overlooking the picturesque Douglas Valley where the Leeds-Liverpool canal and the river Douglas meander their



way through the Lancashire countryside.

Altogether 85 enthusiastic and dedicated people work for the company and I take this opportunity of thanking every one of them for their tremendous efforts in manufacturing what I believe to be a first class product.

David J. Lowe
Managing Director

MILESTONES

IT is 23 years since the first Conway trailer tent rolled off the production line. Called the Roadmaster; it was based on a model developed in Holland. This was a hard top unit with the lid hinging over to create the central floor with a further hinged section creating the left side bedroom. A similar unit is still being manufactured today, in what was East Germany, and is called the Alpine Cruiser.

There have been many more milestones since that day in 1968...

1970...

Enter a redesigned Roadmaster called the Conway Cruiser, much lighter in weight and more streamlined.

1971...

The French company Compagne Generale Industriale, known to everyone as Cabanon, started producing Conway's canvases and still do to this day.

1973...

The first soft top: beds well off the ground to give a practical four berth family unit and a price of £255. The name chosen was the Campa.

1975...

Saw the arrival of the lift-off kitchen unit which is still being used today. The camping press say it is the best around. The Conway Classique was introduced.

1978...

Up until now, all Conway units had been symmetrical in shape. The arrival of the non-symmetrical Conway Corsica changed all that.

Conway's French operation was formed, under the name Kingway. Kingway sell Conways in France, Belgium, Switzerland, Austria, Italy and Spain, while Conway market its products in the UK, Holland, Germany and Ireland.

1980...

Privately owned Conway



Above and below: the modern face of Conway camping.

Trailers Ltd was taken over by the James Halstead Group plc of Whitefield near Manchester, who are still the owners today. The group consists of four companies; James Halstead Ltd, manufacturers of vinyl floor coverings; Belstaff International Ltd, Stoke-on-Trent, Staffs, who make waterproof clothing; Drizabone, Brisbane, Australia, also manufacturers of waterproof clothing including the famous Aussie stockman's-horseman's coat; and of course Conway.

A new design of cabin frame was introduced, improving the erecting system. That frame design is still being used today. Conway USA Inc was formed and assembly of trailer tents started in Elkhart, Indiana. The Cottage Camper was introduced. A link with Jayco, USA, manufacturers of folding campers, was established and the first Conway Jayco folding campers imported into the UK. The Corniche was introduced.

1982...

Saw the introduction of the

green and beige Corniche with its unusual tent design enabling it to be used for overnight stops, weekends, or the full family holiday; probably the best selling trailer tent throughout Europe.

Imports of American Jaycos ceased and Conway's own manufacture of folding campers, the Tardis and Laser, started.

1985...

The Camargue and Carlton were developed and, after 13 years, the name Campa was dropped and Colt adopted. The Cruiser soft top folding camper was introduced with its unusual Connaumatic slide-out erecting system.

The Glidalong range of trailers were introduced and are now sold throughout the year to many different industries and local authorities.

1986...

The Challenger folding camper was introduced, designed specifically for the regular

camper and therefore completing a full range of Conway folding campers.

1987...

Saw Conway move into fashionable and modern tent designs for their trailer tents with greys being the predominant colour trimmed with yellows, reds and blues, a move that was followed by the whole of the tent and trailer tent industry throughout Europe the following year.

Conway was awarded the Golden Boot Award by the Outdoor Writers' Guild for its professionalism, innovativeness and general contribution to the broader interest of the camping and outdoor pursuits industry.

1988...

The launching of a range of portable accommodation security units—office, mess, stores, toilets and showers—under the label Rhino.

The burgundy collection of folding campers was designed; the Tardis dropped and the Cardinal and Cardinal Clubman introduced alongside the Cruiser and Challenger. The Eurochallenger was designed based on the Challenger folding camper body but with a fully pegged out trailer tent.

1989...

The Conway Owners' Club was formed and its inaugural rally held at Torksey Lock, Lincolnshire.

1990...

The first year that a Conway trailer tent model name didn't start with a C: the Royale and Miami were introduced, the Royale being lengthened and redesigned to offer longer and wider beds. A new chassis was designed to enable a fridge box to be carried.

1991...

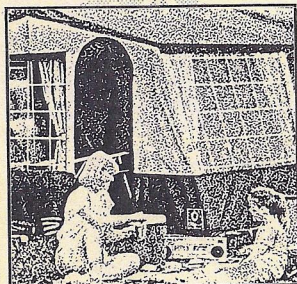
The Havana is introduced and the Rio replaces the Miami, with all models having longer beds and the new chassis design.

The Cruiser and Challenger are given a facelift.



BARRETTS
OF FECKENHAM

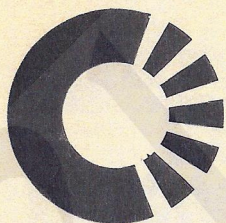
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WHY go camping? What is it that draws millions to camp sites all over the Continent? Whether pitching with a lightweight tent or a sophisticated folding camper equipped with all mod cons; staying at a site close to home or exploring the far-flung shores of the Mediterranean; backpacking alone in solitary splendour or going en masse, taking the family, friends and relatives too; the answer is likely to be one and the same in every case.

It's known as the F Factor. That is as in Fun, Freedom, Flexibility, Family and Friends. That makes five F Factors in all but in fact there is a sixth main reason for going camping, which could be summed up in the word: Fivers. In other words, what you get for your 'ecus' – value for money.

Put the focus on the F Factor and what do you find...

Freedom comes from having the opportunity to come and go as and when you please. There are more than 5,000 camp sites in Britain; tens of thousands on the Continent and still more, many, many more, farther afield. They are yours for the asking.

Flexibility comes in being free to change your mind if you

decide for whatever reason while camping that you wish to move on and pitch in pastures new. A further feature of this F Factor is the convenience of not being bound by the clock for meal times, bedtimes or virtually any times.

Fivers in their tens if not their hundreds are what you save by going camping for your holidays and weekend breaks compared with other types of leisure accommodation. Value for money comes without you even realising it. Having your own camping gear, of whatever sort, means you are ready equipped to go away for a fortnight in the summer; take a week away in the spring; enjoy bank holidays under canvas in the country; and to sample some seashores for the occasional weekend or four. Which brings us to...

Factor four: the family. Youngsters take to camping like iron filings to a magnet. No need to worry about Junior spilling his drinks or upsetting his dinner plate onto the carpet because in the great outdoors your Axminster is shag pile grass or wipe-clean plastic groundsheet.

Friends (and friendship) make up factor five. Even if you don't take any with you on your

trips, rest assured that you will make plenty on site. There is nothing like rubbing shoulders while scrubbing dirty dishes at the washing up sinks for striking up an acquaintanceship. That is not to mention the enduring delights of camping rallies and club meets which open up once you have joined the brotherhood of one canvas.

Finally the best one of all, the Fun factor. It's what going camping is all about and follows on from factors one to five like a tan follows sunbathing.

But there is even more to the lure of the lifestyle under canvas. Like being close to nature; and enjoying the healthy outdoor life, with all that means in terms of fresh air, healthy appetites and bracing physical exercise. Not least it means simply being able to get away from it all. Away from the hurly burly of normal, routine everyday life with all its pressures, stresses and tensions. What better way of indulging your interests in outdoor pursuits and other activities, whatever they may be?

There are fewer frontiers for the camper; simply more flexibility, freedom and fun. – Philip Pond





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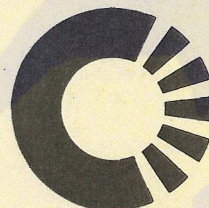
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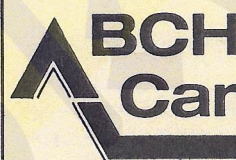


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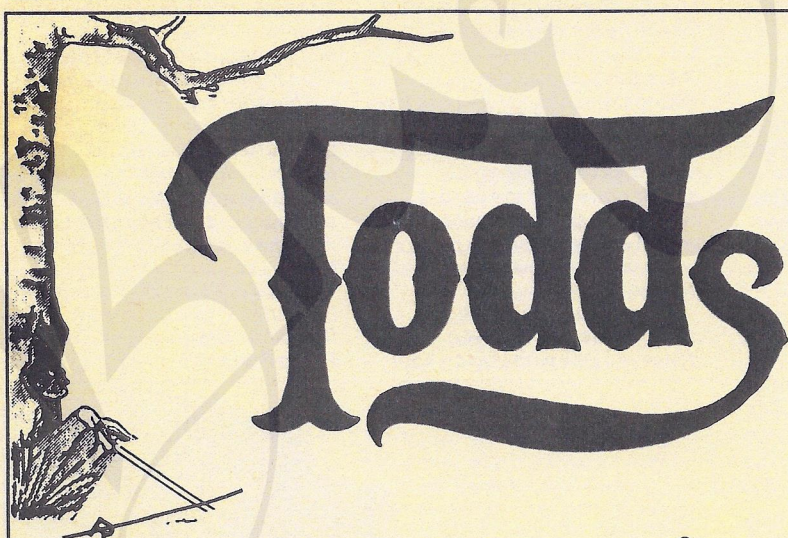
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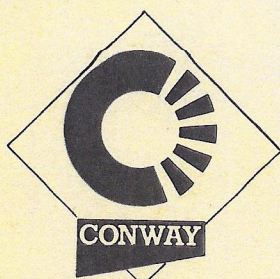
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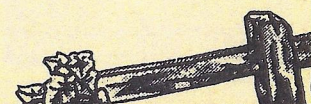
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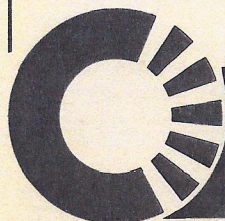
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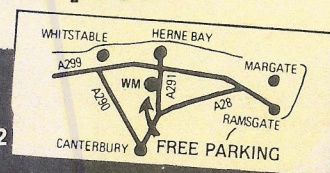
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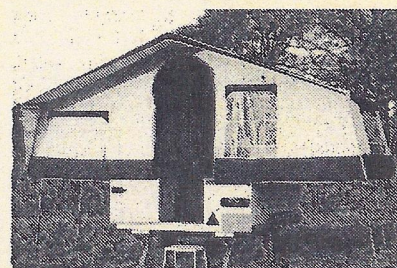
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CAMPING IN THE 21st CENTURY

In no time at all, we shall be into the 21st century: 2001 and all that will be upon us. What does the millenium hold for campers in general and trailer tenters in particular . . ?

ARTHUR C. Clarke, author of 2001 – A Space Odyssey and 'inventor' of the telecommunication satellite is on record as saying that the only problem with making predictions is that people only remember the ones you got wrong. It was much safer, he said, to look at what is happening now, embellish it a bit and call it the future. If I take that route, dear reader, you will be convinced that I really do have a crystal ball.

It takes no more than a casual

glance at my crystal ball to predict a rosy future for camping. Oh, caravanning will do well in the next decade, but it is camping which is going to see the big expansion, the massive leap forward.

The reason is obvious – well it is to me. The public are getting fed up with the traditional package holiday. Lager louts go to Lanzarote, and one newly built concrete hotel overlooking a polluted beach looks much like any other hotel anywhere in the world. But camping, and

caravanning, are different. Nice people go camping. Heavens, the Queen even has a camp site in the grounds of her holiday home at Sandringham. And with tent or caravan you really can see what the country looks like, explore the places that Intasun hadn't even heard of, meet the people, eat their food.

But I don't think that this expansion is going to be fully shared by our caravanning cousins. In recent years we have all become aware of our environment. We've come to

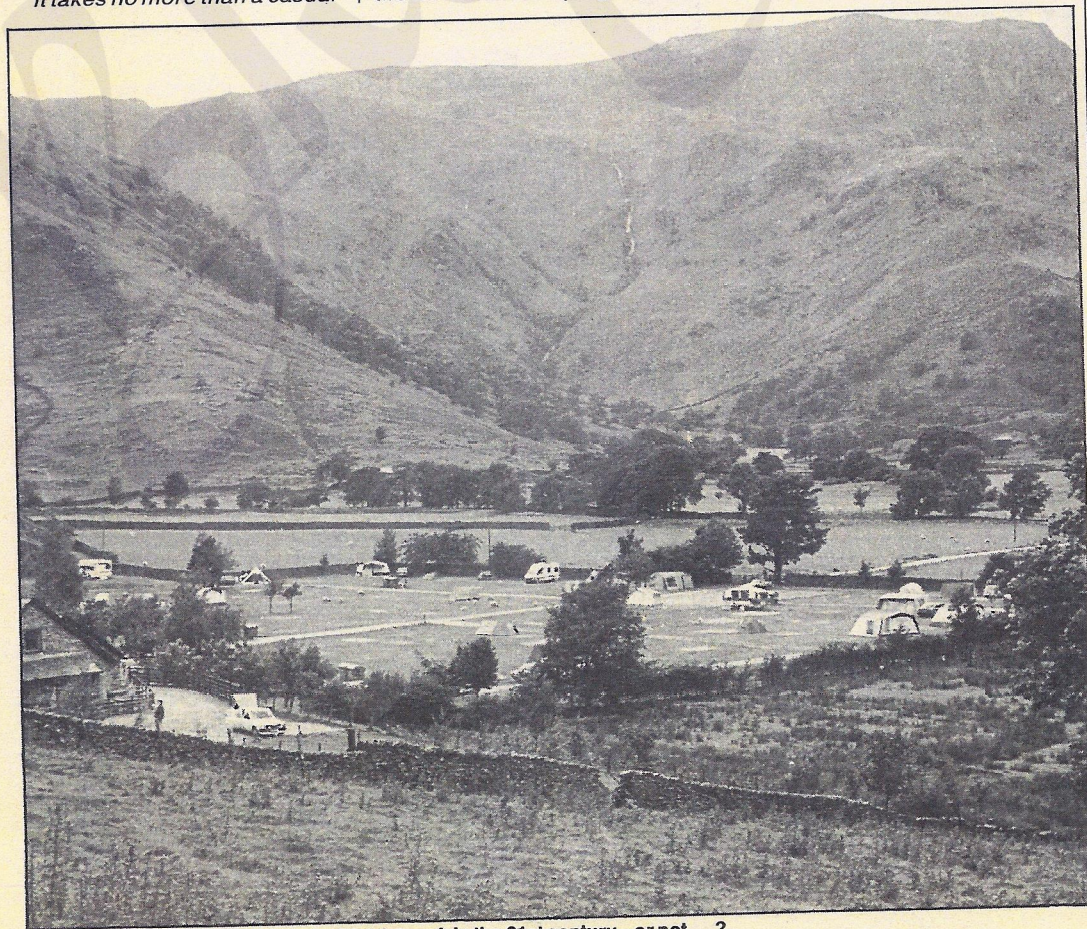
realise that we can't just burn up petrol like there is no tomorrow – or there will be no tomorrow. A caravan is, and must always remain, fuel inefficient. It costs fuel to tow a caravan – perhaps it's antisocial, wasteful. But towing a trailer, or carrying a tent in the car boot shows a concern for our environment, our future.

Camping also accords to another mood, another fashion. Perhaps it is a reaction to the high tech lives we now live which is making minimalism fashionable. We hanker after real vegetables, under-cooked rather than boiled to death. We yearn for simple clothes made of natural fabrics. We care for our fellow earth dwellers. Camping accords with that mood. We stay, we leave, but we leave nothing behind us but the country we came to admire and enjoy.

That minimalist movement will also be seen in the camp site of the future. There will be more sites, because we won't want to use those places that just try and squeeze more and more in, but I doubt if there will be many with full scale supermarkets, fast food outlets (you can't call them restaurants) discos and wine bars.

The site of the future looks a lot like Sandringham. All the essential services, beautifully designed and managed, at ease with their surroundings. And since we are talking about Sandringham, is it risky to suggest that the success of that site will serve as a spur to other country house owners to build similar sites in their gardens?

Look a little closer and you'll see that the shape of tomorrow's trailer tent and tent won't be much different to today's. Why should it? The present shape is the result of a century of 'in the field'



Will some sites look like this Lake District park in the 21st century – or not . . ?

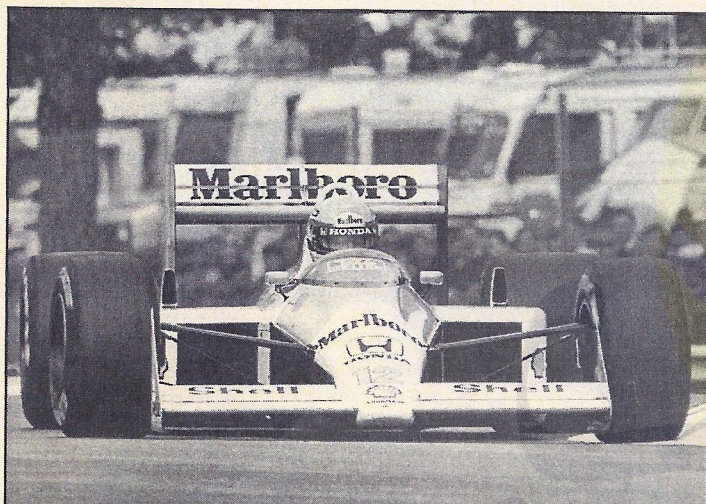
development. Anyone who tries to be different ends up with something which may look pretty, but isn't practical.

It'll take a closer look to see what a further decade of development will produce.

First of all the traditional chassis should have disappeared, and about time too. The death knell of the

which will be controlling the car's suspension also control the way the trailer behaves.

Undoubtably the biggest advance is going to be in materials. Canvas is slowly being phased out in favour of rot proof, rip proof synthetics. But the materials of the future are light years in advance of the crude canvas substitutes of today. In Israel they have a



Carbon fibre and Kevlar, as used in Formula One racing cars, could replace steel in 21st century trailers.

separate chassis was announced back in the 1930's when Citroen showed the illogicality in cars of having a separate load bearing chassis and floor, when one structure could do both jobs.

Hopefully manufacturers will recognise that they don't have to use metal, and will take the major jump towards using carbon fibre and Kevlar to produce a strong, lightweight, virtually indestructible structure under which the air flows without hindrance. If these synthetic laminates are strong enough to protect a Formula One driver from a 180mph accident, then they are certainly strong enough to build the bottom half of a camping trailer or trailer tent.

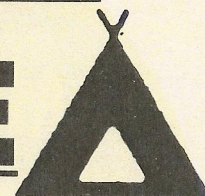
Perhaps at the same time the designers would like to take the opportunity of dumping the well developed, but basically crude, rubber in compression suspension system which almost all trailers (and caravans) are saddled with. In my happiest dreams I imagine a reactive suspension system - Lotus, Mercedes and Citroen have them working now - which allows the suspension to absorb whatever the road surface throws up but doesn't permit body lean round corners. Perhaps the designers would go further and let the computer

coated synthetic which is totally water permeable in one direction. That means any moisture we create inside our tents or trailer tents from cooking or body heat would pass through as though there was nothing there. At the same time it is virtually impervious to anything passing the other way. Water won't pass through it. Even a blowtorch has little effect on the outside for a minute or so. At the same time it is rot proof, rip proof and so easy to work that they are using it to make suits for firemen.

There is one area of the future I've deliberately left to last - the influence of electronic technology on the campers of 2001. I've already got, fitted and working reliably, a solar powered extraction fan and will shortly be fitting an air conditioning system which weighs less than 2lb and consumes a third of an amp per hour. In ten years' time they will be old hat. Does it take much imagination to think of a future where solar power - not bright sunlight, just ordinary daylight - supplies almost all our power needs? Lighting, air conditioning, heating, radio, anti-theft all running off free solar power. Of course, if I'm wrong I'm sure you'll remember to write and tell me, won't you...

Michael Cazalet

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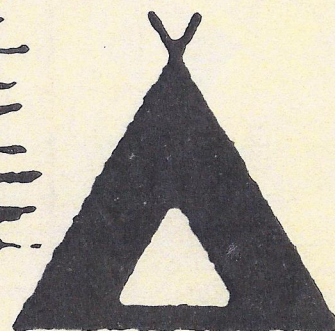
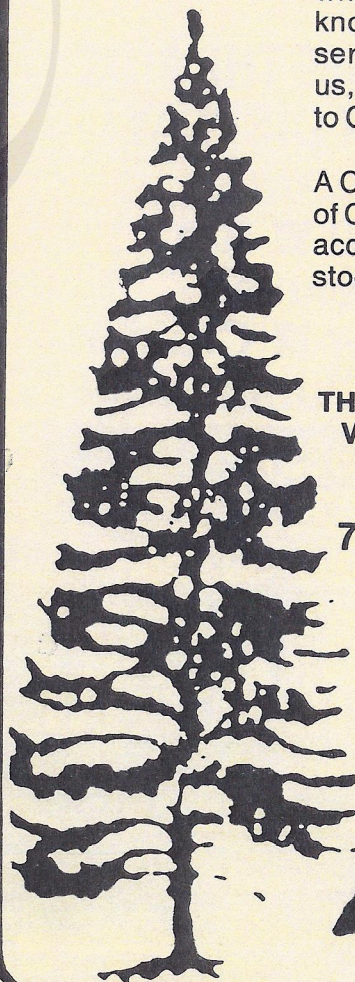
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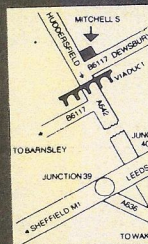


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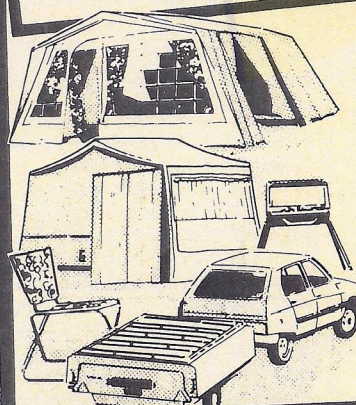


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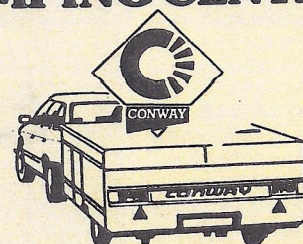
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COME AND JOIN US

THIS is a new and exciting venture. The original seed of an idea was planted back in 1988 when Paul and Maggie Bains, after long and careful consideration, decided to start the Conway Owners' Club.

They had bought their first Conway folding camper secondhand and were delighted with it. Neither had been involved in such a venture previously and sought guidance from another such club. The advice which they received was invaluable and they set about following that advice.

First they contacted the managing director of Conway, David Lowe, and advertised at their local dealers for any interested parties to contact them. From the people who showed an interest and enthusiasm, a committee was formed, which incidentally has just entered its second year in office.

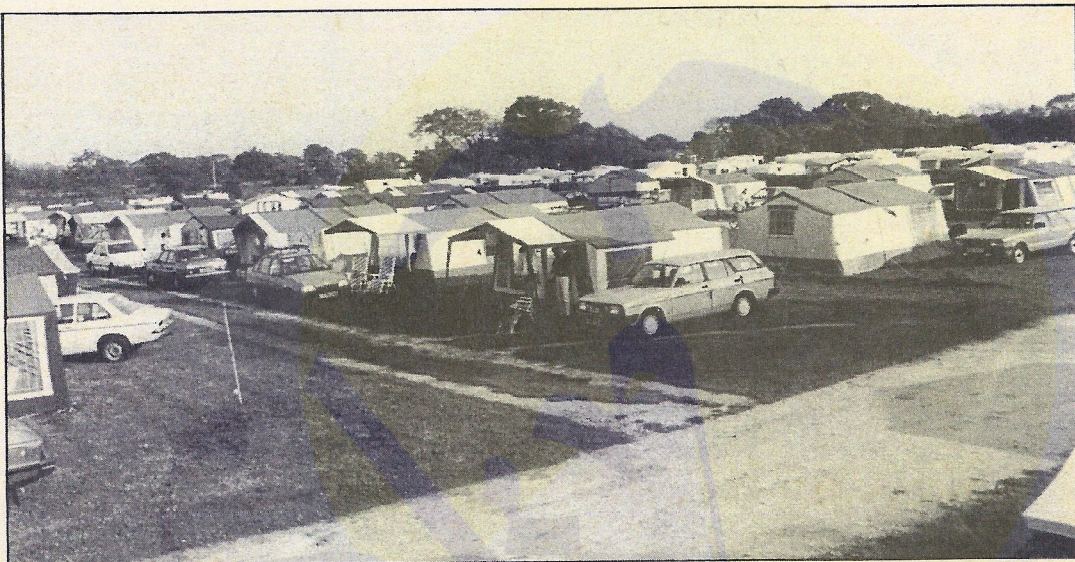
In February 1989 a meeting was held with David Lowe. This cemented the foundations of the Club. With David Lowe's advice, guidance and support, Maggie and Paul were spurred into action.

The inaugural meeting of the Club was held in September 1989 in Torksey Lock, Lincolnshire. The structure of the Club was decided on, as were formal items such as rules and regulations.

The first rally was in Lancashire, and 72 units were present for a busy and informative weekend. This had to be the largest display of Conway canvas in one place at the same time ever. There was an excellent factory tour built into the itinerary which the members thoroughly enjoyed.

The newly formed club managed to pack another three rallies into the remainder of the 1990 season, one of which was a week long holiday rally in Exeter, Devon, ending in Nottingham with a busy AGM weekend.

Today, the Owners' Club goes from strength to strength. Plans for a bank holiday weekend meeting at Hardwick Park in Oxford will be closely followed by a weekend at Springwood Park, Kelso, in Scotland. Other planned venues include a week-long holiday rally at Lordine Court in East Sussex. Committee members and



Owners' Club personnel are involved in taking up to 25 units to Normandy in France for a two-week rally. The committee realise that this is very adventurous for their early years but hope that it will prove to be a great success. Concluding every season is the AGM in September which always includes the ever popular factory tour.

This is just a brief outline of a typical, busy year but there are many other exciting reasons for wanting to become a member of the Conway Owners' Club. They offer a 10 per cent discount to members insuring their units through the Club with a leading insurance company. Many members find that they save

most of their membership fees on this offer alone. They produce a quarterly newsletter, totally produced by the committee members and packed with interesting features, funny stories, competitions, sales, members' letters and many other interesting articles.

It was in 1990 that the first sites guide was produced – entirely from members' own recommendations. This is given to all new members along with other free gifts when they join.

The Club also accepts associate members to cater for the people who have relatives or friends who camp but do not own a Conway. The aim is to promote friendship.

The emphasis is very much placed on the family atmosphere, choosing sites with good facilities and plenty of opportunities for the children to play and be occupied. When the committee negotiate with a site for a rally, they agree a price for the unit with no hidden extras. As the Club has members nationwide, there is widespread opportunity to check out sites in different areas for suitability for trailer tents and folding campers.

Members are extremely safety conscious and carry, to all their rallies, a comprehensive first aid kit and full size fire extinguisher. Should the unthinkable happen, they are well prepared.

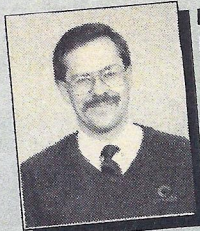
This is a well equipped and organised club which is run on a highly motivated and professional basis by six dedicated people. They have put a tremendous amount of determination, effort and endless hours of work to get this venture off the ground and their efforts are being rewarded by a steadily growing membership from all over the country and from all walks of life.

As a keen member, I know that Paul and Maggie would wish me to print an open invitation to contact them on 0772 315568 or to write to them at 354, Leyland Road, Penwortham, Preston, Lancashire, PR1 9SU. They will be happy to answer any of your questions. Why not get in touch? Then you too can come and join us. –
Allen Taylor



At Conway we have discovered that producing the best products means employing the best people.

Everyone at Conway from the Managing Director to the craftsmen on the shop floor is dedicated to providing the highest quality product and an unequalled level of customer service.



Bob Housden is Conway's Manufacturing Director, a post he has held since 1982.

Bob is a graduate Mechanical Engineer and has a background in production, engineering and management with a number of major engineering companies prior to joining Conway.

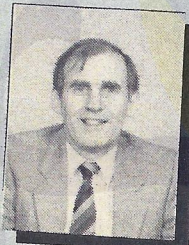
Bob enjoys working for Conway because "it gets close to its customers, is small enough to care, and is big enough to do things right".

He must believe this is true because he and his family are regular campers and proud owners of a Conway Cruiser - now there's confidence in the product!

Eddie Lyon is Conway's Sales Administrator - a post he has held since 1983.

Eddie is well qualified and brings previous experience of administration and financial systems from banking and automotive industries to Conway and is responsible for the internal sales administration and transport.

Eddie enjoys working for Conway because "the job offers full involvement in all aspects of serving the customer".



Ken Parsons is Conway's Sales Manager, responsible for all camping products - a post he has held since 1986.

Ken has extensive knowledge and experience of camping and camping retailing, having previously owned and run his own camping retail outlet.

Ken also has experience of engineering, having been a Sales Engineer in the oil industry for many years prior to starting his own business.

Ken, who is a keen camper, enjoys working for Conway because "the product is the best, and it's great to be associated with the best, what more could a Sales Manager want."

Kevin McLoughlin is Conway's After Sales Administrator, a position he has held since 1987.

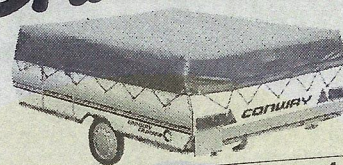
Kevin brings a wealth of experience to the Conway team, in all aspects of camping and is well qualified to provide superb service and advice to Conway's customers.

Kevin's experience covers many years in camping retailing and prior to joining Conway he was Manager of a retail outlet for a major camping retailer, selling both Conway and other camping products. As a result of this he is a mine of information relating to Conway trailer tents old and new.

Kevin enjoys working for Conway because "the team of people at Conway always ensure customer after sales is the best on offer".



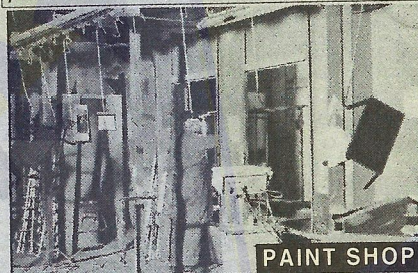
CONWAY CAMPING



From the drawing board to your driveway... How Conway combine top quality materials and highly skilled personnel, to produce the finest trailer tents available, anywhere.

5

But not a paint shop you would maybe expect, because it is not wet paint that goes on here, no it's a special polyester powder paint sprayed electrostatically and then baked in a continuous oven at 200C to transform soft powder to a tough durable paint finish, not quite magic but very close.



PAINT SHOP

INSPECTION STN. After the body and chassis have been assembled and the kitchen fitted, all units pass through a cleaning and inspection area where the quality of assembly, lights, running gear and fittings are checked to ensure high standards are maintained.

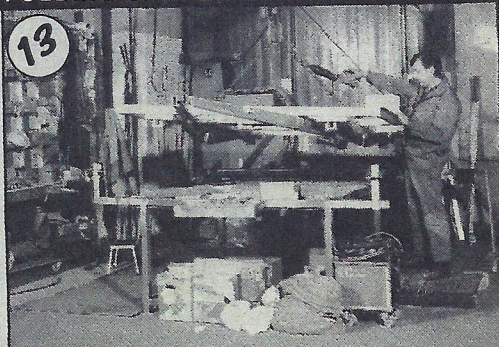
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Kevin Mc Loughlin, Customer Services Administrator, can be seen checking a component used on a Conway trailer tent.

FOLDING CAMPER CHASSIS ASSEMBLY

13

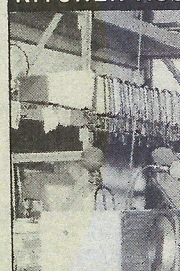


In the same way as on Conway the chassis is assembled on a specially designed jig by skilled workers. The chassis shown is fully manufactured by Conway and to Conway's

.....Conway's Model Drawing Office Ke Sales Manager dis with Chief Draugh



KITCHEN ASS



Precisely manufac components come after welding and p marry up with the l quality stainless st and grill units to pr kitchen which give touch of luxury to a camping location.

10



FI

14

Equipped
s- Conway
specifications
by Lawton...

DEVELOPMENT DEPT. It all starts here, where skilled engineers turn specifications and drawings into that first off prototype and where production jigs and tooling are manufactured to allow productions to start.

After the jigs and tools are complete the raw metal starts its journey to the customer.

PRESS SHOP

WELDING SHOP

4

A Conway chassis takes shape under the hands of one of Conway's skilled welders.

By using special jigs the components from the press shop are fabricated to provide the foundation of all Conway trailer tents. The robust and specially designed chassis is manufactured from the highest quality steels and welding materials.

All Conway's current products are fully detailed and computerised to allow control of manufacture and specifications, and give excellent customer after sales information.

All metal components start here and are cut, punched and formed to exacting engineering standards to ensure repeatability and control of quality at the earliest stage of production.

CHASSIS ASSEMBLY

7

BODY ASSEMBLY

8

The body is assembled on another specially designed elevative jig to give control of size and fitting of the body components to the chassis.

Conway continue the control of manufacture by using special elevative jigs to ensure all chassis and running gear components are assembled to provide a safe foundation for the road going trailer tent. Here Bob Housden, Conway's Manufacturing Director, checks the fitting of a braked axle, an optional extra becoming more and more popular with higher towing speeds and loads now offered.

12

TRANSPORT

The last stage, despatch to a Conway dealer, all shrink wrapped and loaded onto one of Conway's specially designed delivery vehicles.

Eddie Lyon, Conway's Sales Administrator, has a last word with the driver to see all is well with another delivery of Conway trailer tents.

The end of the line, and all units are checked again to ensure the trailer tent is of the highest standard of finish and ready for despatch to one of Conway's specialist dealers.

11

FINAL INSPECTION

To make sure it stays in good condition every unit is shrink wrapped in a plastic cover to keep transit dust & dirt off.

15

ROOF FITTING

ASSEMBLY

body builders assemble
y of a Conway Cruiser.

16

FITTING OUT

Even the kitchen sink, and the fridge goes into a Conway Clubman giving it the highest standard of



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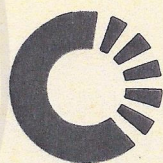
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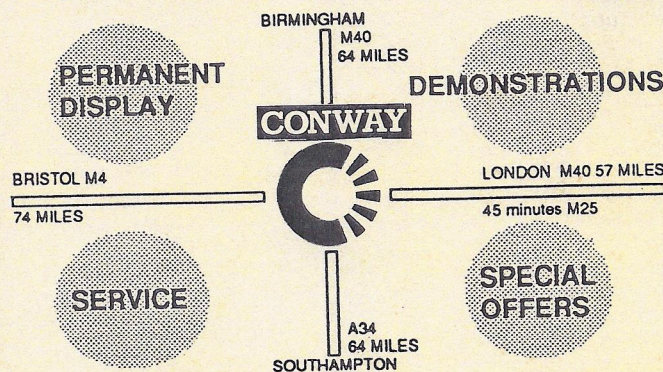
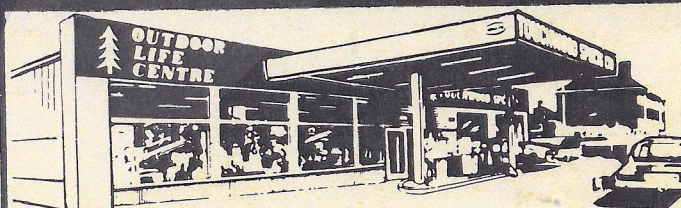
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CHILDS PLAY

We bought a copy of **CAMPING & WALKING** while on holiday in the Peak District one year. We hadn't seen the magazine before and found it both interesting and useful. On seeing the competition, we thought we knew the answers, so we filled in the entry form. We have completed competition entries before but often failed to send them off. In this case, the prizes looked particularly attractive as we had been considering replacing our existing trailer tent and this spurred us into entering.

Our tent had given good service over many years both in Britain and on the continent but in the cool, wet weather of that May, our well travelled trailer tent was rather draughty. Also, the effort involved in erecting and packing up the tent dissuaded us from moving on to another site as we might otherwise have wished.

We were therefore specially delighted to learn that we had won the prize. We had been planning to holiday in the Cardigan and Aberystwyth area, so we were able to substitute our new prize for the old tent.

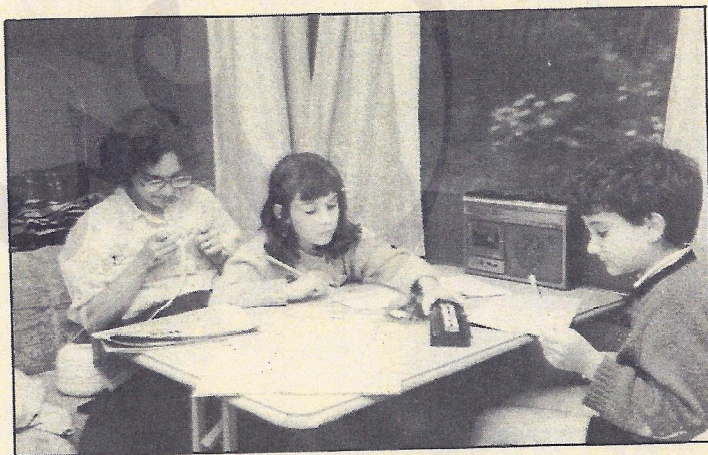
The first thing we noted about the Conway Cardinal Clubman was its excellent provision for storage and, as the camper could be easily and quickly erected, much of our equipment could be stowed in it. We found that the trailer felt very stable under all conditions – more so than our previous, much smaller and lighter, trailer. Despite having had little previous experience, towing the big trailer proved to be no problem at all except when manoeuvring in very confined spaces. It did seem a pity, though, that the Clubman was just an inch or so too high for us to be able to see over the top of it with the Vauxhall Cavalier's internal rear view mirror.

Our first port of call was the Camping and Caravanning Club site at Cross Inn near Newquay. The first lesson we learned here was that an extension cable for the auxiliary socket would have given us more flexibility in deciding where to position the trailer tent, as without it, the car had to be in the normal towing position if the lights were to work. Not only would this have enabled us to have the best view, but the trailer needed to

Whatever happened to prizes after they have been won? In this article previously published in **CAMPING & WALKING** magazine, David and Kathryn Childs, who won a Conway Cardinal Clubman in a competition in that magazine, describe what they got up to with their prize.



Above: prizewinners at play along with their prize.



Clubman comfort: Mum sticks to her knitting while Childs play.

be level so that the fridge would work – which was the second lesson!

Erecting the camper was – literally – child's play, Peter and Helen participating with such enthusiasm there was little left for Mum and Dad to do – a novel experience. Both erecting and stowing the trailer proved to be quick and easy, even in heavy rain (as we were to discover). The weather was rather autumnal for August, but the outfit kept out the draughts to provide a very cosy and spacious home-from-home, even without a canopy or awning on the front. Conway had obviously given a lot of thought to the design; the only thing we missed was a convenient place to hang wet coats.

We hadn't been to this part of Wales before but found it to be

quiet and picturesque, with a long and beautiful coastline. There were many good places to walk, though three of the four public rights of way nearest to the camp site, as shown on the current Ordnance Survey Landranger map, were obstructed by sheep fences, locked gates, 'keep out' signs, deep mud and thick undergrowth. The perceived lack of interest in maintaining footpaths was the one disappointing aspect in an otherwise very hospitable area. It certainly made us appreciate the excellent work done by the Chiltern Society in marking the footpaths at home in Buckinghamshire.

After a few enjoyable days at Cross Inn, we moved up the coast to Borth. On arriving at the Riverside site at Landre, we were surprised by the

immediate interest shown by the site owner, Mr Geoff Groves, in our Clubman. It turned out that he and his wife, Connie, had only just taken over the site and previously he had been involved in developing the design for the Clubman's exterior paintwork.

We were particularly impressed by the vast sandy beaches in this area, especially the Ynyslas nature reserve just north of Borth. Unfortunately, the weather wasn't suitable for sunbathing (that could be the understatement of the year!), so we didn't take as much advantage of the beaches as any of us, and especially the children, would have wished. Aberystwyth was a very pleasant town, delightfully unlike so many seaside resorts. We took the opportunity of travelling up to Devils Bridge on British Rail's Vale of Rheidol narrow gauge railway which was excellent use of one of our days there. It seemed a pity that we were the only passengers making use of the intermediate halts – though the Mynach Falls at Devil's Bridge were spectacular and well worth seeing, the place was full of tourists, whereas a little way down the line not only was the scenery almost as good, but there were many footpaths and no other people!

After a few days we moved again and to Bangor-is-y-coed. Doubtless there were many fine views to be had on the way, but we didn't see them due to the persistent heavy rain. On arrival, however, the sun shone and our canvas, which had been very wet, dried within an hour or so. From Bangor we visited Chester and Llangollen.

On our way home we spent two nights with Kathryn's sister and her family. We had a difficult time manoeuvring the Clubman into their narrow drive, but having succeeded, their toddler was very taken with it. We expect we shall share the Clubman with them in the future. It was certainly very useful to be able to use the camper to sleep in while staying with them as the house is a little too cramped to accommodate us all in comfort and we could never have put our old trailer tent on their small lawn.

Inevitably, when we got home and the children went back to school, the sun shined. So the following weekend we escaped with the Clubman to the Camping and Caravanning Club site at Grafham. We hadn't used our old tent at all for weekends away, but with the Clubman we can now do this easily.

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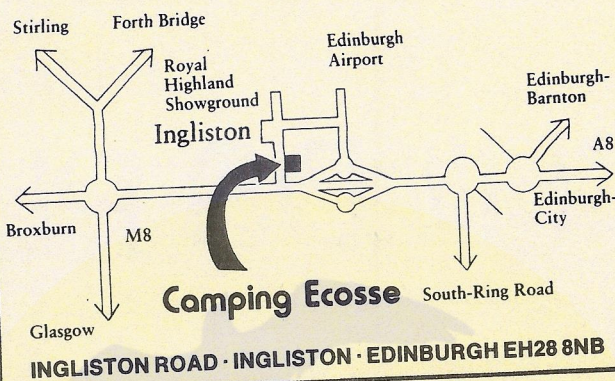
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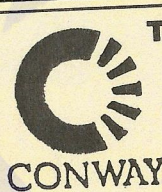
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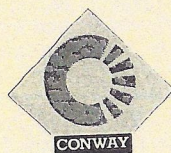
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FAR AFIELD

HOLIDAYS in our family are snatched when events allow, almost always at the last minute. There's no planning – it's get up and go.

A few years ago we decided that in an ideal world we should have a second home, perhaps a cottage in France, to dash to from our home in Kent whenever our free time allowed.

The problem was the old one – hard cash. Even at pre-boom French property prices we were in no position to buy and so we decided to think about compromising with a caravan.

But as we toured the showrooms we became profoundly depressed. They might be luxurious. They might be quick and easy to set up. But caravans were, for us, too obtrusive to store, too cramped inside, miserable to tow and, shall we say, just a shade over the top.

It was not until we stumbled on the Conway stand at Earls Court that we found our answer. It was, of course, the Conway Cardinal, a sort of halfway house between caravan and trailer tent.

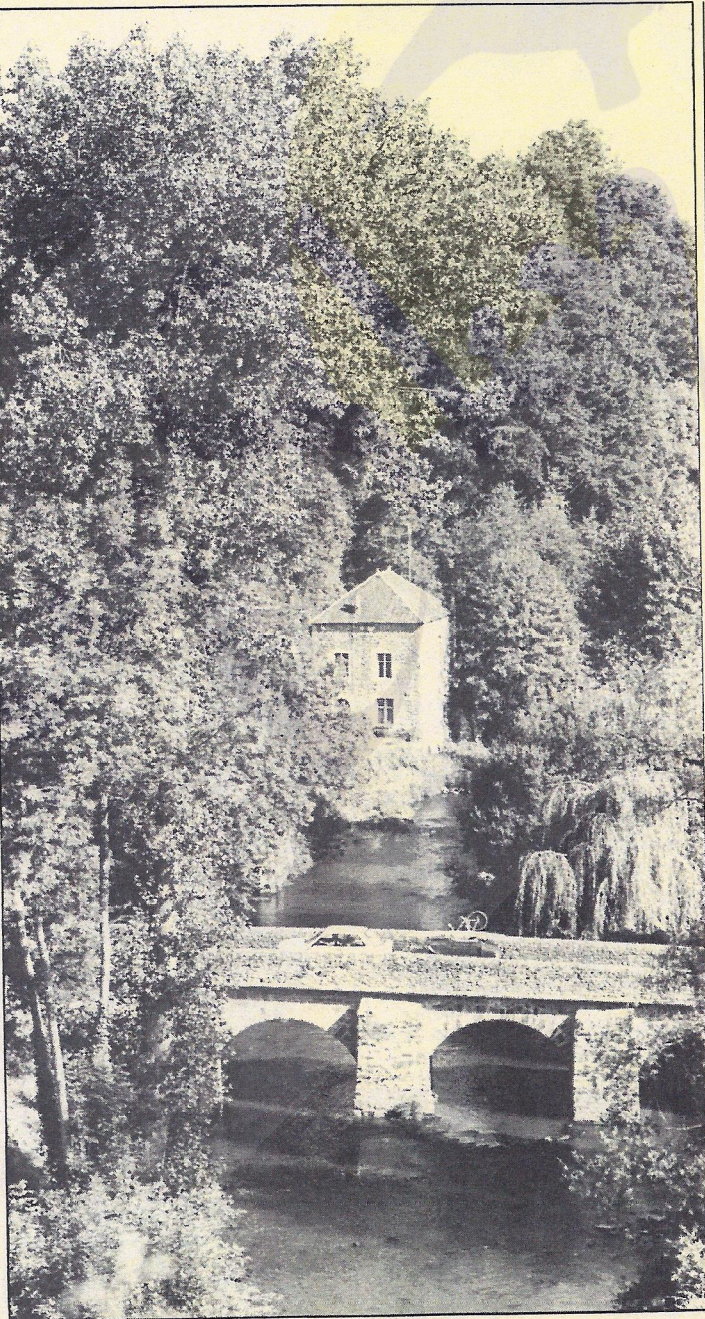
Quite honestly, it has changed our lives.

In the three years since then we have travelled thousands of miles around Europe with the Conway clamped to the towbar of our Peugeot 405. We've been right through Spain, to Italy, on the German autobahn, into the Alps, through Holland, Belgium and the whole of France.

And – I write this as a consumer with no commercial link with Conway – we have been delighted as the camper has assumed the role of our mobile country cottage which we can hitch up at will and meander off with like Romanies until we find that 'ideal' holiday spot.

Sometimes it is in a pine forest on the edge of a beach in Tuscany; sometimes beside a lake in Switzerland. Last year it was in a glade in woods in Southern Brittany. We have only one rule. If we don't like the spot, we up sticks and move on.

Setting up the camper is my husband's speciality and, despite an early attempt to wrap it in mystique, it is simple



handle so the roof goes up, pull out the two huge double bunks, push in some supporting struts, slot in the door, pull four zips and some bits of elastic and you're home.

Once inside you fold up the wardrobe, swing over the combined cooker and sink unit, clip the Arabian Nights-style

We reckon we can be up and running for an overnight stop from arrival at a site to kettle-on (more often wine opened and poured) in 15 minutes. If we decide to stay and put up the full awning with zip-on toilet tent-cum-wardrobe then the whole thing takes just over an hour. But by then you've doubled your

On arrival at sites we often attract a gathering of interested people of all sorts of nationalities but mainly caravanners who are keen to see what it is like when Pandora's box is opened. Inevitably they are amazed that the Conway is so spacious inside – and impressed by the size of the two sleeping compartments which, during daytime, can be curtained off and left made up. Eyes come out on stalks when we show them the built-in fridge, the cooker and grill and the under-floor gas central heating.

Caravanners' first question is always: 'How does it tow?' And our answer is: 'faultlessly'. The joys of towing a neat trailer rather than a cumbersome, wind-sensitive caravan are never lost.

The key to good towing is, of course, good loading. In our camper, quite apart from all our clothes, sleeping bags and a wide variety of basic provisions in the large cupboards, we carry a fair array of equipment. There is a table, four chairs, three surfboards, a barbecue, the awning and groundsheets, a portable loo, water containers and electric cable.

In the early days we practised loading it all in to give a towweight of between 75 and 80lb. This keeps the camper rock steady at speeds of up to 70mph and now loading has become second nature.

On site we transfer all the surplus equipment into a neat zip-up storage tent, known as 'the shed', which hangs beneath one of the bunks.

For us, holidays mean freedom, no airports and no hotel disappointments.

This year it may be northern Spain but there's a family lobby for a look at the newly-free Eastern bloc, perhaps Hungary or Czechoslovakia. And when winter comes again, we'll pop our cottage back into the garage until we get that last-minute urge to move it somewhere else again.

● Chris Burkett and her husband, Peter, are freelance journalists writing for a range of publications including the Daily

AT YOUR SERVICE

THE mere fact that Conway have been selling their products consistently over the past 23 years is a direct consequence of the very individual manner of the Conway approach to its customers. What makes Conway so different is their in-built attitude to customer service and in particular, the fact that they look after their customers for the full duration of the product's life.

It all starts when a potential customer first looks at the Conway range. There are models to meet all individual requirements whether it is a two-berth for overnight stops or an upmarket deluxe 6/8 berth for luxury camping in Europe.

Quite often the first time a Conway customer sees the product is at one of the national or regional exhibitions at which the company regularly exhibits. Shows at Earls Court, Bristol, Belfast and Birmingham and north of the border in Glasgow regularly feature the latest Conway models and are staffed by Conway's technical staff as well as local dealer staff.

Initial interest in the product at these shows is normally then followed up by a visit to the local Conway dealer of which there are many, strategically located throughout the length and breadth of Britain and thus

ensuring that customers do not have to travel too far to view the products.

The many years of manufacturing quality trailer tents and folding campers has enabled Conway to build the finest dealer network in the UK, offering, by far, the most complete service to the buying public. It is a feature of the loyalty to the product that the majority of Conway dealers have been associated with the company for many, many years. Their wealth of knowledge, not only on current models but on older models too, provides an invaluable service when deciding which Conway model will be most suited to a specific family situation.

Unique to Conway, all dealers attend regular product knowledge courses that are run at the Conway factory at Appley Bridge. The quality of Conway's dealer service has become synonymous with the quality of the product itself.

Naturally, the dealer premises are the best place to be given a full demonstration of the unit to be purchased since experienced staff can run through the erection procedure to make sure the customer is confident with his purchase.

As a result, Conway can claim to have the most well informed

dealer network in the UK, offering a full range of services, whether for purchasing new units or simply seeking aftersales service advice. In turn, dealers keep Conway informed of all units sold to enable updating of customer registers at head office and allow swift action/response should it be required in the case of a product recall.

The sale of the product, however, is only the beginning of a long relationship between Conway and the customer. As has already been mentioned, the Conway Owners' Club is now a well established operation and a constant source of regular informative

information. Throughout the life of a Conway trailer tent or folding camper, information is regularly updated on product specification, product updates and on any matter relating to the Conway products.

Individuality is a feature of the Conway range in so far as there are a wide range of approved accessories available from the dealer to personalise any model to individual requirements.

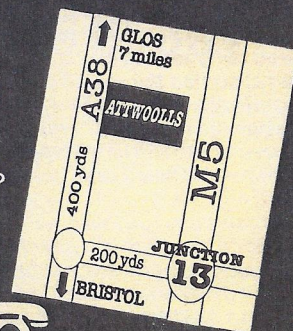
From this point, a Conway user is only limited by their imagination. Overnight stops, weekend stays, three week European touring holidays are part of the Conway way of life. These are not merely hollow words, since the company regularly receives correspondence from users, both new and old, recalling their tales and experiences.

Overleaf are several different views of camping, and in particular camping with Conway, to show what we mean. All will probably bring back memories of personal experiences with a Conway. — Ken Parsons.

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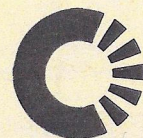
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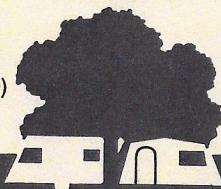
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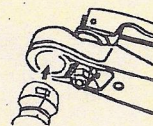
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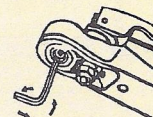
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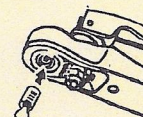
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BUYER BEWARE!

A PROSPECTIVE buyer of a secondhand trailer tent or folding camper may find it unusual for a major manufacturer of new units to offer advice on the purchase of used models. However, a bad first buy resulting in a disastrous family holiday for novice campers is a serious setback in our attempts to improve the image, appeal and enjoyment of the camping way of life.

The first pointer to help the used model buyer must be a reputable dealer who will have examined the unit, with a practiced eye, before he has accepted it onto his premises. This is not to say that bargains are not to be found in private hands but then it is a case of buyer beware.

The better dealer will offer advice on such things as quality, availability of spares and suitability for intended use, with other makes and models for comparison erected nearby. In many cases he will have new models from the same stable as the used model, a sure sign of the reliability of the product and continuation of after sales service.

The exterior canvas has a three fold purpose. Firstly it must provide a pleasing, modern, attractive appearance.

Secondly it features zip on/off sections, roll up walls, stable doors, etc – these will dictate the ease and practicality of use and space available inside for you and your family. But its main purpose is to replace your bricks and mortar home for a few vital, all too brief weeks per year, which means it will have to cope with all types of weather conditions. Therefore, the waterproofing ability of the canvas must be effective and other than viewing used models in the rain or testing at home using a hose pipe you will not know this is so before use on site.

A faded canvas does not mean a leaking canvas but it will obviously benefit from a fresh coating of proofing liquid and a dealer will advise on types available and methods of



Beware disreputable dealers: they are not always quite so easily identifiable as here. . !

application.

Mildew is the main enemy of canvas, curtains, inner tents and mattresses. This destructive fungi or mould caused by a failure to dry out damp materials completely will wreak havoc if left to its own devices. The experienced dealer will have already looked for the sight and smell of this deadly destroyer. You overlook it at your peril.

When you get down to the mechanical parts of trailers you will find that used models are mainly valued on visual appearances rather than age and it is remarkable how a reasonably priced but rather down at heel trailer unit can be transformed by the average DIY man with a wire brush and a tin of paint.

Obtaining spare parts can be a big problem particularly for imported models with no current UK main agent, models over 10 years old, or where the manufacturer is no longer in existence. While you examine the body panels, chassis, floor, roof and running gear, keep an eye open for the chassis plate. Most manufacturers fit one showing the company name, address, model type and/or serial number, which can even identify the year of manufacture. Any potential problem or doubt

in obtaining spare parts should obviously be reflected in the asking price.

You may be lucky and find that the original erection instructions and users' handbook are still with the used model, although the dealer or the manufacturer should anyway be able to supply copies of these upon request. Remember to quote model, type and serial number if known. This is particularly important in the case of folding campers where semi-automatic winch lifting, sliding or folding systems are employed to make life easier. The correct procedure must be followed to avoid damaging the mechanism, trailer or canvas.

The dealer should be expected to demonstrate the correct opening/closing sequence on any used model you purchase with or without instructions.

Finally, but the most important feature of all, SAFETY. The dealer selling used models is your safeguard against potential hazards caused by either fair wear and tear, rough or incorrect use or the horrendous 'bodge it' job done by previous owners. The dealer is well aware of the four main areas of danger.

1. The 12v wiring and appliances – high currents (or

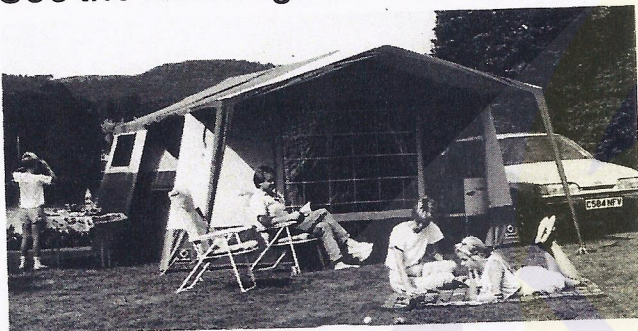
flow) of power can become a fire hazard in badly routed, damaged cables or bad/loose connections.

2. The 240v wiring and appliances – the invisible killer cannot be treated lightly now that more and more trailer units and campsites are offering this convenient source of power. Avoid installations unless tested fully and regularly.
3. LPG (liquid petroleum gas) – it's a highly compressed liquid giving off a gas which requires the correct regulation of outlet pressure, safe and secure pipework, leak free connections and appliances such as cookers, heaters and fridges used only as intended and recommended.
4. Towing – the dealer should ensure that the towing vehicle can tow the trailer both safely and legally.

The family that has safely experienced and enjoyed the freedom that camping provides whilst being restrained by a tight budget will almost certainly return to purchase a new unit one day. That is a satisfying return for a major manufacturer for advice offered, good customer service and product reliability. – **Kevin McLoughlin**

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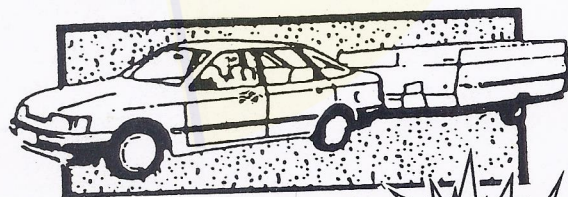
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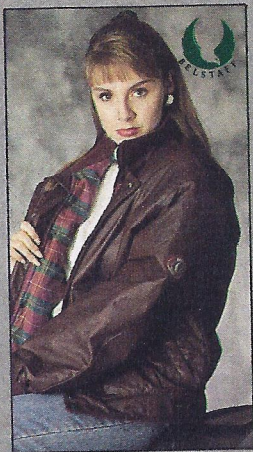
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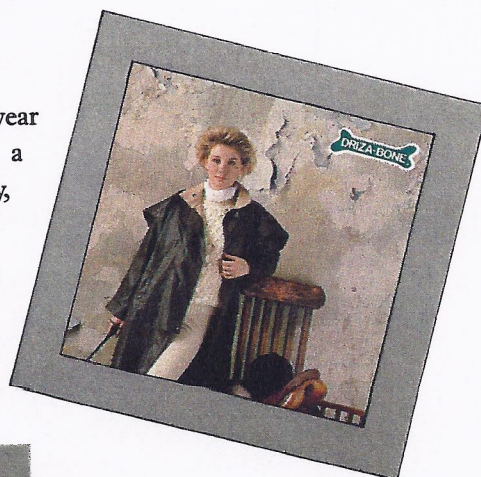
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