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**We have been talking to dealers
and you told us you wanted more...**

We listened and created...

GLASS GUIDE

·CO·UK

HOW TO USE THIS GUIDE

FEBRUARY 2009

BAILEY

★ — ALL RETAIL VALUES ARE INCLUSIVE OF VAT— ★

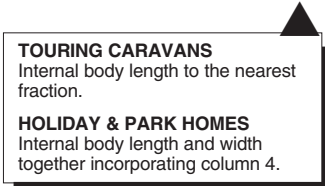
REGENCY	Type	Length (ft)	Weight (cwt)	Cost	Glass	Model	Glass
				New	Retail	Year	Trade
2B EK ct	442	14 $\frac{2}{3}$	19.1	13249	3500	1999	1725
2B CK ct	472	15 $\frac{1}{2}$	19.5	13760	3975	1999	2000
3B EW CK ct	523	17 $\frac{2}{3}$	21.4	14279	3850	1999	1925



**RANGE/MODEL
DESCRIPTION**

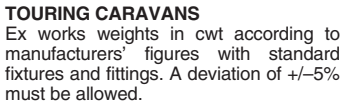


**ADDITIONAL
DESCRIPTION/
MODEL NUMBER**



TOURING CARAVANS
Internal body length to the nearest fraction.

HOLIDAY & PARK HOMES
Internal body length and width together incorporating column 4.



TOURING CARAVANS
Ex works weights in cwt according to manufacturers' figures with standard fixtures and fittings. A deviation of +/-5% must be allowed.

HOW TO USE THIS GUIDE

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REGENCY	Tvne	Length (ft)	Weight (cwt)	Cost New	Glass Retail	Model Year	Glass Trade
2B EK ct	442	14 $\frac{1}{3}$	19.1	13249	3500	1999	1725
2B CK ct	472	15 $\frac{1}{2}$	19.5	13760	3975	1999	2000
3B EW CK ct	523	17 $\frac{2}{3}$	21.4	14279	3850	1999	1925

COST NEW

The total cost for a standard specification Touring Caravan, Holiday or Park Home including VAT. For non-current models it is the last available price. An asterisk signifies a unit has not been constructed to British Standard specification for that year.

GLASS RETAIL

The basic retail or actual selling value inclusive of VAT. Glass Retail must be adjusted, at the dealers discretion, if the unit concerned does not conform to the definition of Guide Condition in the front of the Guide.

MODEL YEAR

Valuations are quoted by manufacturers' model years. New models are introduced on September 1st of the preceding year and as such is it logical that some caravans have been produced a year before their model year. Care must be taken in the description of such a unit to avoid infringing the 1968 Trade Descriptions Act.

GLASS TRADE

The basic trade value for cash when buying for stock. Glass Trade must be adjusted at the dealer's discretion, if the unit concerned does not conform to the definition of Guide Condition in the front of the Guide.

HOW THE GUIDE IS COMPILED

Glass's Information Services pioneered the analysis of used vehicle values in 1933 and has since built up unrivalled experience over the years. This expertise was first adapted and applied to the Caravan Industry in 1971 and Glass's Guide remain the forerunner in the market today. As the Caravan market has become more complex so the trades premier price guide has continued to step up and develop its sophisticated research process.

Today's best selling Guide still blends the old with the new; tried and trusted skills sharpened by many years in the business are added to state of the art computer assisted analysis. Prior to compiling the Guide, price and market information is collected on a national basis and analysed:-

PRICE INFORMATION

Auctions - These are a growing source of Touring Caravan trade stock. Auctions are visited and the major players contribute a breakdown of prices paid 'under the hammer'.

Advertised Prices - Taken from national and provincial press advertising by franchised and non-franchised dealers, operators and park owners. These are gathered daily from all over the UK.

Dealer Returns - Active dealers, operators and park owners with a broad geographical spread send in regular returns of actual buying and selling prices. Market trends and other pointers are also detailed.

Manufacturers - Those that sell direct or have factory sales sites assist with actual selling prices and general trends.

But this data is not simply fed into a computer and the quarter's valuations printed out. It is carefully weighed against the latest market information.

MARKET INFORMATION

Editors' Visits - Regular visits covering all areas and all sectors of the market to discuss the current and future trends in depth.

Stock Levels - Are the number of Tourers, Holiday Homes and Park Homes in circulation sufficient to meet demand?

Stock Mix - Is there a balanced spread of used units in line with demand?

Discounting - To what degree will changes in the level of discounting affect late used models?

Seasonal Changes - How strong are the seasonal influences? Luxury 2B Tourers tend to increase in popularity during late autumn whilst budget priced 4B Tourers are more popular during the summer months.

Economic Climate - Tourer and Holiday Home sales depend upon both the economic climate and the summer weather. Park Home sales rely upon the bricks and mortar housing industry.

New Caravans - Has the market changed? Model availability, launches, pricing, discounting, production and over supply can all have a major impact on used values.

Regional Factors - How is the market performing across the regions of UK? Strong local difficulties or surges can affect the national picture and must be taken into consideration.

The results of this market research are discussed at length by the Glass's editorial team who then gauge the prices for the months covered by that edition of the Guide.

NEW TOURING CARAVAN PRICES

Total price comprises the list price of the Touring Caravan and VAT but excludes delivery charge.

	Berths	Layout	Class Code	Length (m/ft)	Weight (Kg/cwt)	Total Price
ABBEY The Swift Group Ltd Dunswell Road Cottingham East Yorkshire HU16 4JX 01482 847332						
<i>No Longer Produced</i>						01/02/2009
Manufacturer Models						
GTS 215	2	CK/EW+Sh	3P4P	4.75/15.58	1180/23.60	13697
GTS 416	4	CK/EW+Sh/CD	LJFD	5.51/18.08	1345/26.90	14676
GTS 418	4	CK/EW/FEB	JPNV	5.51/18.08	1275/25.50	14676
GTS 420	4	CK/CW+Sh/FIB	M4XB	5.59/18.33	1275/25.50	14676
GTS 620	4	CK/EW+Sh/FB/TA	N74R	6.27/20.58	1465/29.30	16100
GTS 625	6	CK/EW/FEB/TA	Y7LK	6.27/20.58	1515/30.30	16633
Spectrum 215	2	CK/EW+Sh	WDMP	4.75/15.58	1215/24.30	15067
Spectrum 416	4	CK/EW+Sh/CD	RHXC	5.51/18.08	1365/27.30	16144
Spectrum 418	4	CK/EW/FEB	H3FY	5.51/18.08	1335/26.70	16144
Spectrum 535	4	CK/CW SH/FIB/TA	VTCL	6.27/20.58	1520/30.40	18884
Spectrum 540	4	CK/EW+Sh/FB/TA	HVQM	6.27/20.58	1520/30.40	18884
Vogue 2 460	2	CK/EW+Sh	RC8D	4.60/15.08	1100/22.00	12033
Vogue 2 470	4	CK/EW/FEB	GHBN	4.75/15.58	1110/22.20	12396
Vogue 2 520	4	CK/EW+Sh/CD	KR8G	5.43/17.83	1230/24.60	12944
Vogue 2 495	4	CK/EW/FEB	NJRJ	5.51/18.08	1250/25.00	13159
Vogue 2 610	4	CK/CW+Sh/FIB/TA	LTL7	6.27/20.58	1405/28.10	14632
Vogue 2 620	4	CK/EW+Sh/FB/TA	JBLM	6.27/20.58	1410/28.20	14632
Vogue 2 530	5	CK/CW+Sh/DD	FV9T	5.59/18.33	1245/24.90	13237
Vogue 2 540	6	CK/CW/Ebk	XGTX	5.51/18.08	1250/25.00	13394
Vogue 2 650	6	CK/CW+Sh/DD/TA	Y7KW	6.27/20.58	1460/29.20	15244
Dealer Specials						
Expression 470 (MJ)	2	CK/EW+Sh	6WJN	4.60/15.08	1115/22.30	12295
Expression 480 (MJ)	4	CK/EW/FEB	9CC7	4.75/15.58	1120/22.40	12695
Expression 520 (MJ)	4	CK/EW+Sh/CD	PBVH	5.43/17.83	1245/24.90	13195
Expression 540 (MJ)	4	CK/EW/FEB	V9DR	5.51/18.08	1265/25.30	13395
Expression 640 (MJ)	4	CK/EW+Sh/FB/TA	97GH	6.27/20.58	1420/28.40	14795
Expression 560 (MJ)	5	CK/CW+Sh/DD	KRYG	5.59/18.33	1255/25.10	13495
Expression 550 (MJ)	6	CK/CW/Ebk	JDMR	5.51/18.08	1255/25.10	13595
Expression 620 (MJ)	6	CK/CW+Sh/DD/TA	MT7B	6.27/20.58	1470/29.40	15395
Safari 460 (SL)	2	CK/EW+Sh	88KP	4.60/15.08	1115/22.30	12730
Safari 470 (SL)	4	CK/EW/FEB	TX6T	4.75/15.58	1120/22.40	13125
Safari 520 (SL)	4	CK/EW+Sh/CD	QX8W	5.43/17.83	1245/24.90	13685
Safari 495 (SL)	4	CK/EW/FEB	67DY	5.51/18.08	1265/25.30	13930
Safari 620 (SL)	4	CK/EW+Sh/FB/TA	VQTL	6.27/20.58	1425/28.50	15395
Safari 530 (SL)	5	CK/CW+Sh/DD	G9LQ	5.59/18.33	1255/25.10	13995
Safari 540 (SL)	6	CK/CW/Ebk	6MMT	5.51/18.08	1255/25.10	14150
ACE The Swift Group Ltd Dunswell Road Cottingham East Yorkshire HU16 4JX 01482 847332						
<i>No Longer Produced</i>						01/02/2009
Manufacturer Models						
Award Brightstar	2	CK/EW+Sh	6WKL	4.75/15.58	1180/23.60	13697
Award Firestar	4	CK/EW/FEB	NF8F	5.51/18.08	1275/25.50	14676
Award Morningstar	4	CK/EW+Sh/CD	XB3F	5.51/18.08	1345/26.90	14676
Award Tristar	4	CK/CW+Sh/FIB	HHGM	5.59/18.33	1275/25.50	14676
Award Sunstar	4	CK/EW+Sh/FB/TA	YR43	6.27/20.58	1465/29.30	16100

	Type	Length (ft)	Weight (cwt)	Cost New	Glass Retail	Model Year	Glass Trade
ELDDIS							
EBOR							
2B EK ct	350	12	14.5	7995	2175	1997	1125
4B EW ct	450	14½	17.2	8895	2350	1997	1225
2B CK ct	470	15	16.8	8795	2150	1997	1000
5B CK ct	510	16½	19.2	9494	3225	1997	1925

WISP (1988/96)

Note: With CD/SE pack, incl Hw & ct + £350							
2B EK	350/2	11½	12.9 13.6	7127 8145	1575 1725	1995 1996	400 510
4B CK	450 CT	14½	15.9 16.2	7882 9050	2300 2575	1995 1996	1100 1275
5B CK	510/5	16½	17.5 18.1	8526 9625	2500 2800	1995 1996	1375 1500

VOGUE

2B EK ct	Whirlwind	11½ 12	14.2 14.9	8565 8685	2400 2625	1997 1998	1225 1300
2B EK ct	Mistral	13½	15.6	8895	2450	1997	1200
2B EB ct	Hurricane	14½ 15	17.1 17.7	9195 9320	2300 2575	1997 1998	1075 1350
4B CK ct	Shamal	14½	16.9 17.3	9575 9710	3200 3400	1997 1998	1975 2175
5B CK ct	Tornado	15	17.7	9710	3375	1998	1825
4B CK ct	Slipstream	15½	17.1	9710	3375	1998	1825
4B EW ct	Typhoon	16½	18.7	9965 10100	2950 3300	1997 1998	1525 1750
5B CK ct	Cyclone	16½	19.1	10295 10435	3350 3700	1997 1998	1825 2100



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