

Winter Maintenance & Ideas for Increasing Bookings

The winter months are the perfect time to get maintenance and upgrades done when you tend to have bigger gaps in your booking diaries.

Maintenance

It's vital to keep on top of campervan maintenance to make sure your bookings are hassle free with breakdowns and breakages and also to ensure your campervan reflects what is shown in the photos.

- **Bodywork** – now is a great time to sort out those scratches/dents/rust you didn't have time to do in the summer
- **MOT & Servicing** – It's better to get this done whilst it's quiet just in case your van needs extra work
- **Mechanical issues fixed** – Got any warning lights on know that something will need doing (e.g. brakes) get them done now whilst it's quiet.
- **Upholstery and curtains** – Put them all through a wash or replace as needed (as a guide we would expect these to need replacing every 5 years or so)
- **Scatter cushions** - clean or replace (guide - replace every other year or as needed)
- **Woodwork** - fix any damage and re-sand and oil. Make sure any wood worktops get a good sand and oil to keep them looking their best.
- **Reseal sinks and showers** – check to make sure if any sealant needs replacing
- **Any dodgy door mechanisms or locks** - fix/replace (side sliding doors locks tend to need replacing the most as they get the most use)
- **Internal paintwork** - touch up/redo (This should ideally be done every 6 months but every 12 as a minimum to keep things looking fresh in a small space)
- **Extras** – check through it all and fix or replace as needed (guide – we find that bedding/towels need to be replaced every 1-2 years)
- **Crockery/cutlery /cooking equipment** - replace if needed

If you have some big gaps in your booking diaries in the winter months make sure you do the following to make sure your vans don't end up with damage:

- **Drain water & waste tanks and taps** – to make sure nothing freezes causing damage to pipework
- **Regularly start the engine** – to make sure your starter battery doesn't go flat
- **Take the van out for a drive regularly** – to prevent anything ceasing
- **Turn any kill electrical kill switches off** – to prevent your batteries draining from any small draws from electrical items in the van
- **Turn off the fridge and clean**
- **Ventilate the van regularly**- to prevent any damp and condensation problems.
- **Empty and disinfect any toilets** – need we say more?!

How to Encourage Winter Bookings

- **Heating** – If you don't have heating consider installing it. It is unlikely you will ever do really well between October-March without heating.
- **Toilets & showers** – Lots of campsites close down during the low season so hirers will likely be looking for vans with a toilet and shower. These can be a pop up to keep things simple and you can charge extra for them.
- **All terrain tyres** – It might give hirers confidence to go to popular areas like the lakes, Scotland and Wales in the winter if your van has all terrain tyres on.
- **Consider lowering min nights** – Weekend bookings are much more common in the winter – maybe consider lowering your minimum nights to 2 or 3 (if you have higher than this)
- **Send us your winter photos!** Have you got any photos of your van out in the winter? Send them over to our marketing team (marketing@quirkycampers.co.uk) and they maybe able to use them on social media to drum up interest in your van

Ideas for general upgrades

These are ideas to get more bookings in general. You often have more time in the winter to get these done with more gaps in the diary:

Please note – significant changes may mean you can increase your base rate so please let us know what you are planning so we can advise.

- Reupholster front seats with snazzy design
- Add additional belted seats – e.g. flip down seats (you can source flip down seats in a variety of colours from Phoenix Seating)
- Add a kids bed – e.g. hammock across front seats