



Over the course of 2019, as well as being busy with the day to day administration and marketing of CaSSOA, a Brand Ambassador programme has been launched giving new and existing members direct access to knowledge and expertise should they require it.

In addition to this, supplier recommendations are now available to members, so whether you need new fencing, an updated CCTV system, or an IT upgrade, its likely there'll be a supplier one of our members has used and can recommend. Visit the members area on the CaSSOA website to view this.

Site re-surveys have been progressing well, with 70 surveys completed over the course of 2019. 13 of these were new members.

Whilst there won't be an Annual Meeting this year, I would like to take this opportunity to reassure you that development work is ongoing, the organisation remains healthy and our work within the caravan industry continues.

Best Regards,  
Becci Bailey, CaSSOA Administrator

## ABLOY

### **CaSSOA is pleased to welcome a new Corporate Supporter, Abloy.**

Abloy UK are the UK's leading experts on high quality locking systems and functionality. Their product range includes electric locking, cylinder, padlocks, door operators and more.

Of particular interest to CaSSOA members is the new CLIQ Connect solution. This key system integrates electronic and mechanical technology to deliver a locking system that can allow for flexible control of keys, access rights and audit trails. Individual keys within this system can be programmed with individual access rights to allow for staff and customers. The duration of access rights can also be set specifically.

The CLIQ Connect system can be easily controlled remotely by an administrator, meaning that if a key is lost and needs to be cancelled to prevent unauthorised access, it can be deactivated anywhere at any time.

CLIQ CONNECT is an easy-to-use electro-mechanical key system. It uses Bluetooth 4.0 technology, enabling users to update keys wirelessly with a smartphone. The connectivity provides a real time audit trail on non-wired products such as padlocks and cam locks, and access rights can be granted to the user 'on-site'. [here](#).

For more information about this system, [click to download](#) the product brochure. To view the full Abloy range, please click [here](#) or visit [www.abloy.co.uk](http://www.abloy.co.uk).



## MEMBER SPOTLIGHT

In this issue we'd like to introduce Linda and Richard Reader who run their farm and caravan storage business in Devon.

**Site Name:** Headon Farm Caravan Site & Storage

**Location:** Holsworthy, Devon

**How long have you been in operation?**

Since 2002 – 17 years

**Have you always been in caravan storage?**

No, we diversified on our Farm following Foot and Mouth.

**What has been the biggest change in the caravan storage industry since you started?** We store many more motorhomes than we did at the start.

**What do you find most challenging about caravan storage?**

Obtaining planning consents from our local council.

**What do you like most about caravan storage?**

Meeting people, some of our clients have been with us since we started and many have become friends. We have even been invited to a clients wedding!

**What do you like to do in your spare time?** Explore the beautiful north Cornwall coast and meet up with friends.



If you'd like to feature in our next member spotlight please email your details to [enquiries@cassoa.co.uk](mailto:enquiries@cassoa.co.uk).

## CaSSOA BRAND AMBASSADORS

A big thank you to all those who volunteered to offer advice and guidance to new and existing members of CaSSOA.

CaSSOA Brand Ambassadors will be a point of contact for new and existing CaSSOA members offering advice. Whether this is opening a new storage site, deciding on the best use of space, working out access procedures, or avoiding potential pitfalls, all members can benefit greatly from their experience and knowledge.

If you would like to get in touch with one of our Ambassadors, or would like to volunteer to offer your time, please get in touch.

Contact Becci Bailey, CaSSOA Administrator, on 0843 216 5802 or email [enquiries@cassoa.co.uk](mailto:enquiries@cassoa.co.uk).





**Caravan Storage Manager** has been developing and expanding over the last year.

You may be familiar with our core program; **Caravan Storage Manager** allows you to store all your customer & storage details

in one secure place. You can create invoices, statements and contracts as well as creating invoices and emails in bulk. Save time, increase efficiency.

Our highly anticipated new module **SecureSite**, demonstrated at last years Annual Meeting, is now running in two storage sites across the UK. Offering the future to caravan theft prevention - Know exactly which caravans are on/off site at any time, ensure storage that is being taken off site is being taken off only by the owner, Receive text alerts, alarms or lockdowns. Tailored to you and your site.

Extend your **Caravan Storage Manager** by adding Xero Integration or/and Net2 Integration to give you more control and freedom over your site.



Request a demo: Visit [storagemanager.co.uk](http://storagemanager.co.uk) or call: **01642 701975** for more information.



Europe's largest diversification event for farmers and rural land owners returns to **Birmingham** at the **NEC** for it's seventh edition on **November 6th & 7th**.

[The Farm Business Innovation Show](#) is the biggest event which provides farmers, estate owners

and entrepreneurs with advice and resources they need to grow, diversify and evolve their rural business. The two days will be jam-packed with inspiration, insight and innovation.



This year's event will welcome over **17,000 visitors** and over **550 exhibitors**. You will also have the chance to attend **250 seminars** and **expert-led panel debates** covering a multitude of topics, all coming to create an unmissable event. You don't want to miss out on the hundreds of ideas that will develop new income streams through land and rural business, the show is not one to be missed!



The show has pulled together some of the most forward-thinking business minds in the industry to share their ideas, knowledge and insights along with real-life case studies, in order to help over visits to start, grow or improve their rural business.

The seminars will **inspire, educate and motivate visitors**, featuring **world class speakers, practical 1-2-1 advice** and over **550 suppliers** who can give expert insights into the opportunities and numbers needed to diversify.

Your [FREE ticket](#) will also give you access to the events adjoining shows: [Country House Business Innovation](#), [Holiday Park & Resort Innovation](#), [Family Attraction Expo](#) and brand new to 2019, [The Leisure F&B Expo](#).

Make sure to visit the [website](#) to secure your [FREE ticket](#).