

Dear Member,

I hope that you've been receiving the monthly emails sent to keep you updated with CaSSOA news and information relevant to you. Please check your junk folder to make sure you're not missing them!

As well as all the information in this newsletter, I wanted to remind you to check your website listing to ensure all your contact information is up to date. This is how potential customers will try and get in touch with you.

- To do this, head over to www.cassoa.co.uk and click on the LOGIN link in the top right corner.
- Enter your username (which is your email address) and password.
- Click "Lost Password" if you've forgotten, or need to reset your password.
- Once you've logged in, click My Account to view and edit your site details.

Keep your eyes peeled for the Annual Meeting date announcement. As with previous years, this will be held online at some point in November.

And finally, don't forget you can get in touch with CaSSOA committee members at any time with feedback or questions. Please visit www.cassoa.co.uk/member-home/committee/ for contact details.

Kind Regards,
Becci Bailey, CaSSOA Manager

Becci Bailey
CaSSOA Manager



Rebecca Marriott
CaSSOA Administrator



Member Benefits

Click to view the range of benefits available to you.

Secom Security

Do you need to protect your premises when you're not on site? Of course you do!

Secom Security provide Virtual Guard which detects events at your perimeters before a criminal has even had the chance to break in. Their dedicated monitoring centre will then be alerted to assess the threat, deciding whether escalation to you is required.

And don't worry, the motion sensor isn't activated by animals so there won't be any unnecessary activations,.

Find out more:
[Focus on Remote Guarding](#)



CaSSOA members get 10%
discount at Secom Security
Use code CASSOA

Free CRiS Checks for CaSSOA Members

CRiS is the National Register of UK touring caravan keepers, similar to the DVLA and is recognised by the regulatory bodies, insurance companies and government organisations such as the Driver and Vehicle Standards Agency (DVSA) and the Department for Transport (DFT).

As a CaSSOA member, if you have concerns about the ownership of a caravan or want to confirm who the registered owner of a caravan on your site is, you will now be able to get a CRiS check for free.

If you would like a free CRiS check for any caravan at your storage site, please contact Rebecca Marriott at CaSSOA - enquiries@cassoa.co.uk



Additional Revenue Opportunities

At CaSSOA one of our membership aims is to provide you with initiatives to earn additional revenue from commission opportunities that will cover the cost of your membership and survey fees.

Further information is available in the Member's area of the CaSSOA website or get in touch enquiries@cassoa.co.uk.



CaSSOA Caravan Insurance

CaSSOA caravan insurance is exclusively available for customers who store their caravan on CaSSOA storage sites and features inclusive legal expenses cover, and accidental damage and no excess as standard.

As a CaSSOA member you will be able to earn commission from each policy purchased by customers on your site.

To give you an idea of potential commissions for the first year, 20% commission on 10 new business customers would equate to around £264.

All you need to do is provide your customers with a leaflet about CaSSOA insurance!



Caravan & Motorhome Warranty

Engineer Aftercare Insurance and Warranty provide comprehensive aftercare insurance to caravan and motorhome owners.

We are excited to be able to offer this to your customers, which sits perfectly alongside CaSSOA insurance. Engineer Aftercare warranties are fully insured by an A rated insurer and have the option of adding break down cover.

As with CaSSOA insurance, if you tell your customers about Engineer Aftercare caravan and motorhome warranties, you can earn commission - £35-£50 for each warranty purchased. And, if the customer renews the commission is paid again for the life of the product.

All you need to do is provide your customers with a leaflet, or email with details of the warranty benefits. So long as you've registered with Engineer Aftercare, and your customer mentions your site when buying, you'll receive the commission.



HabCheck Habitation Checks

HabCheck habitation checks (AWS approved) for caravans and motorhomes with commission to earn. Supporting our members is our primary activity, and as such our ultimate aim is to provide initiatives that generate revenue for you which will more than cover your membership and survey fees.

That being said, we are very pleased to confirm our third commission earning partner, HabCheck.

HabCheck provide habitation checks for caravans and motorhomes. They only use AWS approved engineers, who will visit the customers vehicle at your storage site.

Not only is this offering beneficial to your customers, it can earn you between £17 and £26 for each habitation check sold.

So long as you've registered with HabCheck, all you need to do is provide your customers with a leaflet or email about HabCheck and you're all set to earn commission.

Contact us to get involved - enquiries@cassoa.co.uk

Bronze Accreditation Review

As the industry body for caravan storage and security, at CaSSOA we are continually striving to improve standards across the industry and championing high levels of maintenance and development.

As such, we've taken the decision to phase out Bronze accreditation. It is felt that the elements required to achieve Bronze no longer reflect the high standards of security which CaSSOA and our members stand for.

Bronze sites equate to a very small percentage of CaSSOA members, and having analysed our records, some of these may even achieve silver or gold on their next survey, due to improvements made since their last survey. Out of 460 members, there are currently only 9 Bronze.

In no way do we wish to remove Bronze members from CaSSOA, and will be working with these sites to improve and update security to achieve Silver or Gold. CaSSOA can offer advice and information, and put sites in touch with trusted suppliers. That said, by the end of 2022, Bronze accreditation will be withdrawn and replaced with "Ungraded". A minimum of 11 points will be required which equates with Silver accreditation.

At this stage, members do not need to do anything. We will be in contact in due course.



Storage Site Insurance

We are pleased to be working with Compass Insurance to offer CaSSOA members Business Insurance specifically designed for caravan storage sites.



CaSSOA recommends that members should have a minimum of £5m Public Liability Insurance.

For many businesses insurance is regarded as a 'grudge' purchase, no one buys it expecting to need to use it. Compass understand this and so aim to make the purchase as simple as possible.

Here are some useful hints and tips for when you're next looking at your insurance.

- Make sure all your buildings and infrastructure are covered and listed on your documents, too often we see claims declined because the damaged item or building wasn't explicitly listed.
- If you've got fences, gates, barriers and CCTV systems make sure they are insured.
- Think about how long it would take to recover from a major incident or loss, if it's months rather than weeks then Business Interruption cover might be a good area to consider.
- If there are people you employ in the business that are critical to your revenue then think about things like Key Person or Personal Accident cover for them.
- What do you use your vehicles and machinery for, if it goes on public highways then you'll need compulsory motor cover, if not then make sure you have cover to move caravans around your site.

So often people focus on price, and while that's obviously important for all businesses saving money by going with a cheaper less comprehensive product could cost you thousands in the event of a loss if you're not properly insured.

For more information on Compass please visit www.compassparks.co.uk, email enquiries@compass.co.uk or call 0344 274 0276.

[Click for more information.](#)