



Europe's caravanning boom continues nonstop

European sales of caravans and motor caravans reached record highs in 2003

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European sales of caravans and motor caravans in 2003 topped the already strong sales registered in 2002, according to figures released by the European Caravan Federation (ECF). The European caravanning market has registered growth over the past three years. Turnover in 2003 was the highest in ten years. European caravan sales have now broken sales records for seven consecutive years.

The European caravanning industry registered sales of 118,661 caravans in 2003, which represents 4 percent growth over the prior year. In 2003, caravan sales exceeded 60,000 by a substantial margin for the first time ever. A total of 64,844 vehicles rolled out of dealers' showrooms in 2003, up 7 percent over 2002. This sales growth was mainly driven by activity in the Scandinavian and British markets. German caravan producers benefited from this trend, since approximately 63 percent of all German caravans and 42 percent of all German motor caravans were exported in 2003.

The most robust growth was recorded by the British caravan industry, which registered sales of 31,700 caravans in 2003, an increase of 13 percent over the previous year. This makes Great Britain the undisputed sales leader in the European caravan market. Sales in the British market increased by nearly 25 percent, to 7,468 units.

Substantial increases in caravan sales ranging from 4 to 20 percent were also registered in the Danish, Finnish, Swedish and Norwegian markets, with 16,939 new caravans rolling out of Scandinavia dealers' showrooms in 2003.

Motor caravan sales rose by approximately 16 to 30 percent in Scandinavia, albeit at an overall low level. 4,579 new caravans found new owners in Scandinavia in 2003.

Germany remains the European market leader for motor caravan sales with 17,802 units sold in 2003. France was close behind however, registering a 9 percent sales increase, to 17,387 units.

For further information about caravanning, please visit our web site: www.civd.de