



## media release

9 July 2007

### Recent changes to superannuation a boon for the Caravanning industry

The Caravanning industry is continuing to grow with more baby boomers than ever before wanting to see Australia.

Retirees want to travel at their own pace and Caravanning is still the most economical way of seeing their own country.

Ben Yates, CEO Caravan, RV & Accommodation Industry of Australia (CRVA), believes that there is a direct connection between these numbers and the changes to Superannuation rules outlined in the latest Federal budget.

“Older Australians have worked hard for their Super and the new rules not only provide taxation benefits but for the first time put the cost of a caravan or a motor home within the reach of more people.” Mr Yates said.

Feedback from within the caravanning industry right around the country supports his view.

Colin Tobin, Dealer Principal of Canterbury Caravans in Bayswater, Victoria said, “In the 36 years I’ve been in business I’ve never seen it so busy.”

“The feedback that I’m getting from customers is that the decisions they are making now are a direct result of changes to superannuation regulations”,

“We have already recorded an increase in sales in the first part of this month by 65-75%. The traffic flow of potential customers looking to buy after the 1<sup>st</sup> July has also increased by the same amount.” Mr Tobin said.

In April the NSW Caravanning and Camping Show recorded its highest number of paying customers.

Many visitors to the show told exhibitor David Carrick Principal Jayco, Sydney that they had been advised by their Financial Counsellors not to do anything until after July 1.

After July 1 this advice was reflected in David’s business. “Recently a customer came in wanting to update his motor home. He paid \$115,000 for the latest model last year. It had only covered 3,000 miles but this year’s model had many new features and the super changes meant that he could

afford the upgrade. Other customers have also made similar enquiries”, he said.

According to the results of the 2006 Census we are living longer, with higher incomes and it is clearly the self funded retirees who have responded so positively to the recent changes to superannuation regulations.

Mark Glencross, Dealer Principal City Caravan Centre in Loganholme, Queensland said, “Our biggest problem is keeping up with the demand for product. We are seeing an increase in a new segment of the market, customers who had not considered caravanning previously.”

With the latest changes to superannuation, there has never been a better time to see Australia for people 60 and above.

**ENDS: For further information, interviews or images contact:**