

Shop tour

VW Kampers

Many life-changing plans are discussed over a beer or three. VW Kampers is a case in point

Based just off the A23, just minutes from Brighton, an hour from London and on the doorstep to the West Country, VW Kampers has all of your VW Camper needs covered. Specialising in restorations, vehicle hire, sales and brand new Brazilian Type 2 Campers, they have every angle covered! With a 'try before you buy' policy and years of experience between them, VW Kampers believe they get customers into the VW Scene in style.

The company was launched just under a year ago by Ian Harris, whose Volkswagen roots lie deep, as Ian used to run a sideline hobby business alongside a full-time job for five years, after his love of VW Campers started when he bought his first Bay Window at 20 years of age.

As soon as Ian packed in his nine-to-five to start VWKampers.com, the firm grew so quickly he soon needed help. This is where Mike comes into the picture. Mike was based in Brighton and had a small workshop restoring Campers and was doing quite nicely. After a few beers in the local the pair realised they shared the same passion and thought it would be worth throwing a few quid into the pot to buy and restore some

Vans together. The rest, as they say, is history! "After only a month of being in partnership we had outgrown Mike's workshop and had Campers coming out of our ears! This is where the business took its biggest step," says Ian.

The problem they had was that VW Kampers Ltd not only restores Volkswagen's finest, it also imports regularly from California, converts the new Type 2 Brazilian Campers and has a large hire fleet of nearly ten classic and new Campers. ↻



When these two put their heads together, the result was a business success story



VW Kampers What's on offer

CAMP SITE

As well as all these hire Buses and more arriving from the states all the time VW Kampers have their own campsite



HIRE BUSES

Ready to hire or buy - another Brazilian fresh out of the VWKampers workshop



And with 20 Campers on site at any one time, space was the biggest issue.

"We didn't want to have a large unit in an industrial estate, we wanted to be in a picture-perfect setting where customers can come and take their time looking at the vehicles and the workshops," says Ian. "It also had to be children friendly and be able to host summer BBQs!"

"In a chance encounter we found Blacklands Farm - a campsite and a small industrial estate. Perfect! A VW Camper hire company with a beautiful campsite on its doorstep! Could it be any better?" asks Ian.

"We have a lovely hire area looking onto woodland, where children and dogs and can play while we show customers round the Campers for hire and for sale. We also have a large yard with our workshop. The beauty of what we do is that we do everything! Customers can look at UK Campers being restored as well as rust-free California imports. They can also look at the New Type 2 Brazilian Campers as we convert and hire them out. You can get a real idea of what type of Camper you would like! VW Kampers offers a try before you buy service - if you hire a Camper from VWKampers.com and then proceed to purchase one, your hire costs will be refunded in full."

Buy, borrow or build?

The guys at VWKampers.com also build Campers to order to the customer's spec, and they find very original Campers and restore them to how they would have been when they left the factory in the 70s

With Camper hire, they can do weekend, week, Europe and under-25's hire, and have recently expanded with the purchase of VWeekender.co.uk, offering great value for money and a cottage industry feel.

"Our aim is be able to educate our customers," says Mike. "We always allow an hour per customer per viewing and have the means to show them everything - they can take what they have learnt and seen and decide



VW Kampers' Mike and Ian: on the go since opening shop

Vintage VW paradise - whether you're into new Brazilians or old Germans



if a RHD UK-restored Camper is for them or if an original rust-free California import ticks their box. Or, if they want all the appeal but none of the upkeep, a new shiny Brazilian Bay may be the one!"

"All the Campers we sell are ready to go," says Ian. "Turn up and turn the key and enjoy! Nearly all of our customers are new to the VW scene and know they want a Camper but aren't too sure what they want! With a combined experience of ten years and covering every angle, our customers always feel they are getting an honest and open opinion."

Past, present and future

The guys at VW Kampers have built up a very good reputation already and they get a lot of recommendations from previous customers. Ian and Mike are real enthusiasts; they work hard and take pride in what they do. "Most of our customers we deal with for a long time, we build-up a real relationship with. We make sure our customers are always happy," says Mike.

So what are their plans for 2010?

"We plan to expand the business to on-line parts sales and we will also be taking on restorations for customers when we move into our larger warehouse. In the summer we will also be offering BBQs and open days as well a VW Camper Festival!"

So, if you're looking to get into the VW scene, want to hire a Camper or get some free friendly advice, give Ian or Mike a call on 01273 493032 or go to www.VWKampers.com.