

Dear Elaine and Ralph,

Where do we begin with this testimonial, we have been overwhelmed by your professionalism, customer service, and good nature in every aspect of our dealings with you during the development of "Our Dream Camper". Having just paid a deposit with you guys, I would like to give you an insight into the last few years of our journey, before finally signing with Free Spirit.

Both Sonia and I have enjoyed "camping" together in the NT, since we first meet. My family would go camping nearly every weekend when I was a kid. Both these experiences involved throwing a tent, swag, BBQ and esky in the back of the car & heading off into the bush.

This all changed with the arrival of our two little princesses (aged 5 & 7). We moved on to "flip out" camper trailers, we owned two of these in succession. While these were comfortable, the setup / pack-up times made the whole camping experience seem like a task. It was at this point we started looking for the ultimate camper that would suit our needs. A camper that you could pull up at your favourite spot, unload the chairs, slide out the external kitchen, and let the kids go wild, while still enjoying that "camping" experience.

The search for this camper started in 2006; we bought the magazines and searched the web, looking for something compact, durable, and able to sleep a family of four. After a short time of searching we realised that no one produced anything like what we were looking for. There were plenty of layouts for two adults, but nothing that would comfortably fit the two kids in as well.

After approaching a couple of well known manufactures, and trying to convince them, to modify their existing layouts failed, we set to work on developing our own layout. Our search then focused on manufactures that would "custom build to your requirements". We almost got across the line with several "high end" competitors of Free spirit, but *something* always managed to stand in the way of producing exactly what we wanted.

Sonia and I both now know, why that "*something*" was always there.....so that the day would come when searching the web *again* on a Sunday morning with coffee in hand, looking for that elusive manufacturer, Google would bring the words Free Spirit to my screen.

That was only a month ago. From my initial phone call to Elaine, I had a "gut feel" that these guys might actually be able to make our dream come true. I emailed Elaine the sketches that we had drawn, and her reply email was "we need to get your dream caravan built ASAP". There have been quite a few emails back and forward since then; and late evening phone calls to Ralph as he has been working on our design. Ralph has now produced a computer generated 3D image of "Our Dream Camper". We were blown away when this email came through, what a great way to make sure you and your customer are both on the same page.

I have said to Sonia right from that very first Sunday, if I was going to build a camper, that's how I would go about it. The full aluminium shell, with the aluminium cabinetry frames, aluminium floor. You guys have gone a step further with the full aluminium chassis, what a fantastic innovation.

We wish you all the success you deserve with your business, and are looking forward to the day we hook our van up and hit road.

Thank you so so much,

Jaimie and Sonia Kinna  
Darwin NT