

HATFIELDS TORQUE

THE WINTER EDITION



ABOVE & BEYOND

HELLO,

I'd like to take this opportunity to say thank you for your continued custom. It really is appreciated.

At a time of perceived uncertainty and changes at Jaguar Land Rover, 2019 will see Hatfields continue to invest, as a retailer and a local employer. I'm proud to say that building work on a brand new Jaguar Land Rover site in Shrewsbury will be starting imminently. The new 'arch concept' showroom will be the very latest in cutting edge showroom design. We will keep you updated as we make progress.

It's also pleasing to see Jaguar Land Rover generated strong December retail sales growth in North America (21.4%), Europe (7.6%) and the UK (7.8%), outperforming the industry in each of these markets - a significant accomplishment in today's challenging conditions.

The all new Range Rover Evoque, which was previewed in November, is also featured inside. It is the new generation of our most capable and refined compact luxury SUV, designed for modern city living. You'll be able to take a closer look at your local retailer in February. Orders are being taken now and it is already proving popular amongst customers.

March will also see the new 19 plate, so we have taken the opportunity to put together some outstanding offers for you – it really is a good time to buy if you are thinking of upgrading your Land Rover.

Best wishes,

Gareth Williams
Managing Director



INTRODUCING...

Iain Towler

Head of Business at Land Rover Hull

As part of our ongoing development of Heads of Business across the group, Iain has transferred from Hatfields Jaguar Hull to Hatfields Land Rover Hull.

Q1 - Tell us a bit about yourself

I have three beautiful children and live in Hull.

Q2 - What was your best and worst job?

Best job...having the opportunity as Head of Business with Hatfields to represent two iconic brands in the Hull area.
Worst job...working night shifts as stock controller for a pizza factory whilst saving up to buy a motorcycle.

Q3 - What is the most exciting thing you've ever done?

Completing a solo parachute jump for charity and I must add the most enjoyable was travelling around the French Riviera by train with my three children.

Q4 - How do you like to spend your free time?

If I'm not working, my free time is mostly taken up with family activities. I always manage to get conned into playing Super Mario Party and always lose.

Q5 - In your opinion what has been the most dramatic change over the past five years within the industry?

The industry is constantly evolving and the pace of change over the last five years has been the fastest that I can remember, so I would say it's the introduction of new powertrains and the electrification of our vehicles. These truly are exciting times in the industry.

Q6 - What's important to you at the Hull facility?

Having a team that is passionate about our iconic brand and all that we represent as a family run business. That means delivering outstanding levels of customer care and always going that extra mile to make each one of our valued customers feel special at all times.



£9 MILLION HATFIELDS FLAGSHIP FACILITY IN SHREWSBURY GETS THE GO-AHEAD

Our £9 million Jaguar Land Rover showroom will be built on the outskirts of Shrewsbury after planning permission was finally granted, creating up to 30 new jobs.

Two years on from when we first earmarked the site, the application sailed through a Shropshire Council planning meeting recently.

The proposed new facility will bring the two current showrooms under one roof near Emstrey Island.

Managing Director, Gareth Williams, said: *"Our new Jaguar Land Rover showroom is going to be a real standout building in the community and up to 30 new jobs will also be created immediately; it's set to have class-leading customer and staff areas, a stylish, luxurious atmosphere and plenty of parking. It's a great opportunity for us to grow the business, give the latest Jaguar Land Rover models the premium setting they deserve and our customers the most refined Jaguar Land Rover experience in Shropshire and beyond."*





INTRODUCING THE NEW RANGE ROVER EVOQUE

A FINE BALANCE OF
TECHNOLOGY AND LUXURY

The continuation of our design philosophy. With its distinctive coupé-like silhouette, Range Rover Evoque is a compelling successor to the vehicle that captured hearts all over the world.

Range Rover Evoque's intuitive and innovative optional technologies include Touch Pro Duo, Interactive Driver Display, Head-up Display and Meridian Audio™.

On and off-road handling, combined with its all-weather capability, guarantees that this compact SUV delivers a confident and assured drive, no matter the conditions.

Exacting attention to detail has always been fundamental to the interior of our vehicles. Uncluttered surfaces and carefully curated premium materials come together to create a sophisticated and desirable cabin.



LUXURY INTERIOR



SUSTAINABLE MATERIALS



DRY CAPACITY OF 1,156 LITRES



INNOVATIVE TECHNOLOGIES

FOR FURTHER INFORMATION CONTACT YOUR LOCAL HATFIELDS RETAILER



A MORE ADVANCED USED CAR SEARCH

We've completely changed and updated the used car area of the Hatfields website. You'll find more search categories, images and detail on the hundreds of used cars available.

All designed to make it quicker and easier for you to find the used car that is right for you.

- Improved number of search categories
- Increased images and detail for every car
- 'Save your search' feature
- Suggested similar cars you might like

Visit hatfields.co.uk to begin your search.



JLR APPROVED WINS SECOND CONSECUTIVE WHAT CAR? AWARD

Jaguar Land Rover 'Approved Used Programme' has won 'Best Used Car Scheme' at the WhatCar? Used Car Awards for the second year running.

WhatCar? judges deemed the Approved scheme's two-year warranty, two-year road side assistance and 165-point mechanical check on used models with up to 100,000 miles or up to five years old, the most comprehensive package on the market.

Jaguar Land Rover's double award-winning Approved scheme is complemented by two additional WhatCar? Used Car wins for the Jaguar F-TYPE and Range Rover Sport.



HATFIELDS DOES BAKE OFF

Congratulations to Daniel our Trainee Sales Executive for making this amazing giant coffee flavoured cake, needless to say he won our Macmillan Bake Off held at Hatfields Land Rover in Liverpool.



BIRTHDAY SURPRISE

Amanda collected her new Range Rover Sport from Tom Brearley at Hatfields Land Rover Shrewsbury on her birthday. And the team made a fuss of her. Happy Birthday Amanda!



VELAR WINS SUNDAY TIMES AWARD

Range Rover Velar won Sunday Times SUV/Crossover of the Year 2018 award. "The Velar sacrifices none of the off-road ability you'd expect of a full-blooded Land Rover".



CONGRATULATIONS PAUL HEAVENS

Paul Heavens, Workshop Manager, recently received his 15 year long service award from Gareth Williams M.D. at Hatfields Land Rover Shrewsbury.

DISCOVERY SPORT

ADVENTURE.
IT'S IN OUR DNA.



Discovery Sport Landmark Edition from £399 a month plus deposit and optional final payment.

Wherever you drive, Discovery Sport Landmark Edition looks right at home. Available in Yulong White, Corris Grey and Narvik Black. Landmark Edition features a Carpathian Grey contrast roof, a distinctive bumper design with Graphite Atlas grille and fender vents.

Call or visit to book your test drive today.

Key features include:

- 19" 5 split-spoke 'Style 521' alloy wheels
- Dark satin brushed aluminium trim finisher
- Panoramic carpathian grey contrast roof
- Front and rear parking aids

Discovery Sport Diesel SW 2.0 TD4 180 Landmark Edition 5dr Auto Representative Example*	
On the Road Price	£39,990.00
Hatfields Deposit Allowance	£3,743.50
Customer Deposit	£2,999.00
Total Amount of Credit	£33,247.50
Purchase Fee (incl. in optional final payment)	£10.00
First Installment	£399.00
47 Monthly Payments	£399.00
Final Payment	£20,429.00
Total Amount Payable	£39,591.00
Duration of Agreement	49 months
Representative APR	5.9%

Hatfields is a trading style of Warrington Garages Ltd who is acting as a credit broker and not a lender.

Official WLTP Fuel Consumption for the Discovery Sport range in mpg (l/100km): Combined TEH – TEL*24.8-41.6 (11.4-6.8). Official NEDC Equivalent (NEDCeq) CO₂ Emissions 208-149 g/km. The CO₂ figures provided are NEDCeq calculated from official manufacturer's WLTP tests in accordance with EU legislation. For comparison purposes only. Real world figures may differ. CO₂ and fuel economy figures will vary according to wheel fitment, seat configuration, and optional extras fitted. NEDCeq are figures calculated using a Government formula from WLTP figures equivalent to what they would have been under the old NEDC test. The correct tax treatment can then be applied. *TEH (Test Energy High) and TEL (Test Energy Low) figures are shown as a range under WLTP testing measures. TEH refers to the highest/least economical figures (with the heaviest set of options). TEL refers to the lowest/most economical figures (with the lightest set of options). WLTP legislation dictates that where there is <5g CO₂ variance between TEL and TEH, only the TEH is declared.

*Important Information. Representative Example relates to Land Rover Discovery Sport Landmark Edition. 5.9% APR Representative available on Discovery Sport models registered between 1st January and 31st March 2019 at participating Retailers only. With Land Rover Personal Contract Purchase you have the option at the end of the agreement to: (1) return the vehicle and not pay the Optional Final Payment. If the vehicle has exceeded the maximum agreed mileage a charge per excess mile will apply. In this example, 14p + VAT per excess mile up to 4,999 or for excess mileage of 5,000 or more, a charge of 28p + VAT will apply to each excess mile above the maximum agreed mileage. If the vehicle is in good condition (fair wear and tear accepted) and has not exceeded the maximum agreed mileage you will have nothing further to pay; (2) pay the Optional Final Payment to own the vehicle or (3) part exchange the vehicle subject to settlement of your existing credit agreement; new credit agreements are subject to status. Representative Example is based upon an annual mileage of 6,000 miles. Credit is subject to status and only available to UK residents, aged 18 and over. This credit offer is only available through Black Horse Limited trading as Land Rover Financial Services, St William House, Tresillian Terrace, Cardiff CF10 5BH. We can introduce you to Land Rover Financial Services to provide funding for your vehicle. We may receive commission or other benefits for introducing you to the lender. Images for illustrative purposes only.

RANGE ROVER VELAR

LISTEN TO
YOUR INSTINCTS.



Range Rover Velar from £499 a month plus deposit and optional final payment.

The Range Rover Velar is the first of its kind: its design cues are compelling and effortless, its technologies are advanced and its Land Rover capability is supreme. This is a vehicle that will take you anywhere and everywhere with consummate ease.

Call or visit to book your test drive today.

Key features include:

- 20" 10 spoke 'Style 1032' with Satin Dark Grey finish
- 10-way seats with driver memory and heated front
- Navigation Pro
- Park Pack

Range Rover Velar D180 R-Dynamic SE Auto 19.5MY Representative Example**	
On the Road Price	£55,495.00
Hatfields Deposit Allowance	£3,000.00
Customer Deposit	£9,925.00
Total Amount of Credit	£42,570.00
Purchase Fee (incl. in optional final payment)	£10.00
First Installment	£499.00
35 Monthly Payments	£499.00
Final Payment	£31,160.00
Total Amount Payable	£62,049.00
Duration of Agreement	37 months
Representative APR	5.9%

Hatfields is a trading style of Warrington Garages Ltd who is acting as a credit broker and not a lender.

Official WLTP Fuel Consumption for the Range Rover Velar range in mpg (l/100km): Combined TEH – TEL* 26.1-42.1 (10.8-6.7). Official NEDC Equivalent (NEDCeq) CO₂ Emissions 185-152 g/km. The CO₂ figures provided are NEDCeq calculated from official manufacturer's WLTP tests in accordance with EU legislation. For comparison purposes only. Real world figures may differ. CO₂ and fuel economy figures will vary according to wheel fitment, seat configuration, and optional extras fitted. NEDCeq are figures calculated using a Government formula from WLTP figures equivalent to what they would have been under the old NEDC test. The correct tax treatment can then be applied. *TEH (Test Energy High) and TEL (Test Energy Low) figures are shown as a range under WLTP testing measures. TEH refers to the highest/least economical figures (with the heaviest set of options). TEL refers to the lowest/most economical figures (with the lightest set of options). WLTP legislation dictates that where there is <5g CO₂ variance between TEL and TEH, only the TEH is declared.

**Important Information. Representative Example relates to Range Rover Velar D180 R-Dynamic SE Auto 19.5MY. 5.9% APR Representative available on Range Rover Velar models registered between 1st January and 31st March 2019 at participating Retailers only. With Land Rover Personal Contract Purchase you have the option at the end of the agreement to: (1) return the vehicle and not pay the Optional Final Payment. If the vehicle has exceeded the maximum agreed mileage a charge per excess mile will apply. In this example, 14p + VAT per excess mile up to 4,999 or for excess mileage of 5,000 or more, a charge of 28p + VAT will apply to each excess mile above the maximum agreed mileage. If the vehicle is in good condition (fair wear and tear accepted) and has not exceeded the maximum agreed mileage you will have nothing further to pay; (2) pay the Optional Final Payment to own the vehicle or (3) part exchange the vehicle subject to settlement of your existing credit agreement; new credit agreements are subject to status. Representative Example is based upon an annual mileage of 10,000 miles. Credit is subject to status and only available to UK residents, aged 18 and over. This credit offer is only available through Black Horse Limited trading as Land Rover Financial Services, St William House, Tresillian Terrace, Cardiff CF10 5BH. We can introduce you to Land Rover Financial Services to provide funding for your vehicle. We may receive commission or other benefits for introducing you to the lender. Images for illustrative purposes only.

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