



TORQUE

THE SPRING EDITION

A NEW YEAR

"A new year and the start of a new decade brings a renewed sense of optimism and certainty about the future. With 2019 closing strongly, Jaguar Land Rover retail sales for December were 1.3% up on previous year; we look forward to an encouraging 2020.

We continue to invest as a retailer in our sites and in our people, to give you the very best service and experience as a Hatfields customer. I'm pleased to say our new dual branded site in Shrewsbury is progressing well, with the interior currently being fitted out, ready for our opening in April.

2020 welcomes the long awaited New Defender, which brings advanced technology and proper off-roading ability (more information inside). You'll be able to take a closer look at your local Hatfields retailer. Orders are being taken now, and it is already proving very popular amongst our customers.

Meanwhile our teams have an eye on 1st March for the launch of the new '20 Plate' and in this issue we've included some offers to whet your appetite.

We're also offering our customers the opportunity to get ahead of Road Tax increases in April. When you buy any new Land Rover before 1st April, you'll beat the rise of up to £960.

All the best for 2020 to you and your family and thank you once again for your continued custom. "

Gareth Williams
Managing Director



Don't wait for the next edition of our newsletter
Keep updated on all our news, what we're doing in your local community and offers by going to our Facebook page.

@hatfieldslandrover

INTRODUCING CRAIG PETTY

Get to know our Sales Director



Tell us a bit about yourself Craig.

I am from Shrewsbury and started work for Hatfields at just 15! I have been with the company for 20 years. I am married to Katie and have 2 fantastic girls. 5 years ago we moved near Chester to be closer to our other sites.

What was your best job and worst job?

The best job I have had is my current role. As Sales Director, I can make a real difference to our business, it's customers and my colleagues. My worst job, well I'm glad to say I've never had one, you make a job what it is.

Who would you invite to a dinner party?

Winston Churchill, as he would bring a brilliant bottle of champagne and stories. Ray Charles, because I love his music; along with Rob Brydon for his impressions and humour. Not forgetting Margot Robbie for her wit (honest), AP McCoy and Dame Judy Dench to keep us all in check!

What do you do in your spare time?

It's spent with family and friends. We are very sociable people and enjoy going out, we never seem to be at home. A Sunday roast at our local pub is always a good shout, and a chance to recharge the batteries.

What changes in the industry have you noticed over the past years?

They have been massive and mostly for the good. Buying a car is easier for the customer now, with the introduction of new technologies such as the ability to locate cars easily. And finally, vehicles have moved on massively with the introduction of electric cars. Certainly 20 years ago I didn't believe I would be seeing a fully electric Jaguar.

What are you most excited about in 2020?

What I am most excited about in 2020 is the opening of our New Hatfields Jaguar Land Rover site in Shrewsbury. The facility will be world class and one of the finest motor dealerships in Europe. It sees two great brands together under one roof, but more importantly two fantastic teams of experienced people who care about the job they do and the service they deliver.



NEW LAND ROVER DEFENDER

**AN ICON RE-IMAGINED.
NEW DEFENDER IS IN
A CATEGORY OF ITS OWN.**



DURABILITY

Featuring Land Rover's toughest materials yet and tested to its very limits. Defender has been designed for optimum durability.



CAPABILITY

Capable by nature. Defender can handle extreme terrains and confidently takes you from the urban jungle, to shifting sands and icy environments.



DESIGN

This is design with undoubted integrity. And unrivalled purpose. Nods to the past mixed with modern technology.



IN-CAR TECHNOLOGY

Equipped for 21st century adventures, our most intuitive technologies to date ensure convenience, connectivity and visibility.

DEFENDER IN ACTION



**CALL YOUR LOCAL HATFIELDS LAND ROVER
RETAILER TODAY TO BOOK A TEST DRIVE
OF THE NEW LAND ROVER DEFENDER**



LONG TIME SERVICE AWARDS

Gareth Williams MD of Hatfields recently presented long service awards to Technician Andy Smith and Warranty Administrator Ann Keaney, celebrating 20 and 30 years respectively at Hatfields Land Rover Shrewsbury.

Congratulations from us all!

RANGE ROVER VELAR

THE AVANT GARDE RANGE ROVER.



ABOVE & BEYOND



Get behind the wheel of the Range Rover Velar from only £599 a month 4.9% APR on PCP** and explore striking proportions, flush door handles and an integrated rear spoiler that improves aerodynamics.

Call or visit to book your test drive today.



19" STYLE 5046, 5 SPOKE, SATIN DARK GREY

REAR CAMERA

Range Rover Velar Diesel Estate 2.0 D180 R-Dynamic S Auto Representative Example**

On the Road Price	£53,020.00
Hatfields Deposit Contribution	£6,110.00
Customer Deposit	£2,999.00
Total Amount of Credit	£43,911.00
Purchase Fee (incl. in optional final payment)	£10.00
First Instalment	£599.27
47 Monthly Payments	£599.27
Final Payment	£21,619.00
Total Amount Payable	£59,492.96
Duration of Agreement	49 Months
Representative APR	4.9%
Interest Rate (Fixed)	4.9%

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 23.0-42.0 (12.3-6.7). NEDCeq CO₂ Emissions 270-152 g/km. The figures provided are as a result of official manufacturer's tests in accordance with EU legislation. For comparison purposes only. Real world figures may differ. CO₂ and fuel economy figures may vary according to factors such as driving styles, environmental conditions, load and accessories.

**Representative Example relates to a Range Rover Velar Diesel Estate 2.0 D180 R-Dynamic S Auto. 4.9% APR Representative available on Range Rover Velar registered between 1st February to 31st March 2020 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 14p + 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 8,000 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. All in car features should be used by drivers only when it is safe for them to do so. Drivers must ensure they are in full control of the vehicle at all times. Images for illustration purpose only and not of the actual vehicle.



MERCHANT TAYLORS'

Hatfields Land Rover Liverpool continues to hook up with Merchant Taylors' Schools Crosby this season.

Gareth Williams M.D. of Hatfields said "We believe it's vital to be engaged in the local community. We are thrilled to support the School and wish all teams every success for this season. Maybe there's a future International Rugby star amongst them."



HATFIELDS SUNDAY TIMES GRANT THORNTON TOP TRACK 250 AWARD

Phil Bennett, Head of Finance at Hatfields collected Hatfields' 'Sunday Times Grant Thornton Top Track 250'. Hatfields were 67 in this years awards announced in September.

Gareth Williams M.D. said "At Hatfields, we continue to grow with our investment in people and facilities and with the support of our loyal and valued customers. Thank you to our workforce and to you, our customers, for choosing Hatfields."

THE MIDLANDS NEWEST AND MOST REFINED JAGUAR LAND ROVER EXPERIENCE IS OPENING SOON IN SHREWSBURY

Work is well underway on our exciting new site in Shrewsbury, that is scheduled to open this April. Keep updated on our progress by visiting:

 @hatfieldslandrover



THERE'S A BUMP IN THE ROAD YOU MIGHT WANT TO AVOID

Buy a new Land Rover before 1st April 2020 and beat the road tax increase of up to £960.

Road tax is going up in April - but there's a clever way to outmanoeuvre it. Simply buy, or upgrade to, any new Land Rover registered before 1st April. Not only will you be beating the road tax increase, you'll also be able to drive away with a brand new Land Rover.

Contact us to discuss our latest exclusive offers on vehicles available for immediate delivery.

NEW RANGE ROVER EVOQUE

TIME TO MAKE A STATEMENT.



From only £499 a month 5.9% APR on PCP.* New Range Rover Evoque R-Dynamic is designed and built to add much more to contemporary city life. A strong dynamic attitude.

Call or visit to book your test drive today.



POWERFUL AND DISTINCTIVE LED HEADLIGHTS



CONNECT PRO

Range Rover Evoque Diesel Hatchback 2.0 D180 R-Dynamic S Auto Representative Example*

On the Road Price	£40,515.00
Hatfields Deposit Allowance	£1,385.00
Customer Deposit	£999.00
Total Amount of Credit	£38,131.00
Purchase Fee (incl. in optional final payment)	£10.00
First Installment	£499.26
47 Monthly Payments	£499.26
Final Payment	£21,189.00
Total Amount Payable	£47,537.48
Duration of Agreement	49 months
Representative APR	5.9%
Interest Rate (Fixed)	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 the New Range Rover Evoque range in mpg (l/100km): Combined 28.9 - 44.9 (9.8 - 6.3). NEDCeq CO₂ Emissions 191 - 142 g/km. The figures provided are as a result of official manufacturer's tests in accordance with EU legislation. For comparison purposes only. Real world figures may differ. CO₂ and fuel economy figures may vary according to factors such as driving styles, environmental conditions, load and accessories.

*Representative Example relates to a Range Rover Evoque Diesel Hatchback 2.0 D180 R-Dynamic S Auto. 5.9% APR Representative available on new Range Rover Evoque Diesel Hatchback 2.0 D180 R-Dynamic S Auto models registered between 1st February to 31st March 2020 at participating Retailers only. With Land Rover Freedom 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 14p + VAT will apply to each excess mile above the allowed 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 8,000 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. All in-car features should be used by drivers only when it is safe for them to do so. Drivers must ensure they are in full control of the vehicle at all times. Images for illustration purpose only and not of the actual vehicle, model shown Evoque HSE dynamic.

WHAT CAR?



LAND ROVER WINS HAT TRICK OF AWARDS AT WHAT CAR? AWARDS 2020

Land Rover has won three titles at the UK's most prestigious motoring awards evening; the 42nd running of the What Car? Car of the Year Awards.

- The Range Rover Evoque was awarded Best Family SUV, as the Range Rover Velar took Best Coupe SUV
- The all-new Land Rover Defender took home the Reader Award for most anticipated car of 2020 with more than double the votes of any other car
- The Discovery was also named Best Luxury SUV under £60,000

HATFIELDS IN THE COMMUNITY

Hatfields were delighted to present 'The Inspiring Youngster Award' to Sam Anthony at last years Heart of East Yorkshire Awards.

The judges picked Sam as the winner as they thought he was the definition of inspiring and said that he was mature beyond his years and had a fantastic attitude towards living with Dwarfism and promoting education around it.



NEW DISCOVERY SPORT

THE VERSATILE COMPACT SUV.



Get behind the wheel of the New Discovery Sport from only £479 a month 4.9% APR on PCP*** and discover our most versatile compact SUV to date.

Call or visit to book your test drive today.

Discovery Sport Diesel SW 2.0 D180 SE Auto Representative Example***

On the Road Price	£43,175.00
Hatfields Deposit Contribution	£5,520.00
Customer Deposit	£1,999.00
Total Amount of Credit	£35,656.00
Purchase Fee (incl in optional final payment)	£10.00
First Instalment	£479.08
47 Monthly Payments	£479.08
Final Payment	£17,954.00
Total Amount Payable	£48,468.84
Duration of Agreement	49 Months
Representative APR	4.9%
Interest Rate (Fixed)	4.9%

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 New Discovery Sport range in mpg (l/100km): Combined 28.3 - 47.8 (10.0 - 5.9). NEDCeQ CO₂ Emissions 185 - 140 g/km. The figures provided are as a result of official manufacturer's tests in accordance with EU legislation. For comparison purposes only. Real world figures may differ. CO₂ and fuel economy figures may vary according to factors such as driving styles, environmental conditions, load and accessories.

***Representative Example relates to a Discovery Sport Diesel SW 2.0 D180 SE Auto. 4.9% APR Representative available on Discovery Sport registered between 1st February to 31st March 2020 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 14p + 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 8,000 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. All in car features should be used by drivers only when it is safe for them to do so. Drivers must ensure they are in full control of the vehicle at all times. Images for illustration purpose only and not of the actual vehicle.



Your Hatfields peace of mind satisfaction guarantee



Choose your **APPROVED** used Land Rover

Search hundreds of models in stock and find your perfect car.



We'll move everything forward

A dedicated team member will handle your selected requests.



Test drive from our showroom or your home

Drive your car, whenever and wherever you choose.

Visit hatfields.co.uk to start your **APPROVED** used car search

Hatfields

SINCE 1922

Hatfields Land Rover Hull
01482 645 413

Hatfields Land Rover Liverpool
0151 559 3000

Hatfields Land Rover Pickering
01751 477 177

Hatfields Land Rover Shrewsbury
01743 450 045

hatfields.co.uk

@hatfieldslandrover