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Tested this week the NEW BMW X4



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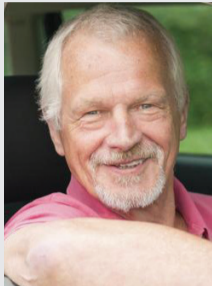
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Customer View

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Mike Jones
Harlow

Plush in the Slush

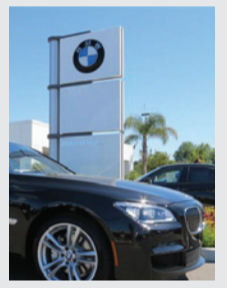


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Dealer View

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Peter Dalibar
Sales Manager



To see the video login to www.drivenvideo.com/x4

FIT FOUR PURPOSE?

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Ten Second Review

The BMW X4 does to the X3 what its bigger sibling the X6 did to the X5, namely take an SUV and put a sloping coupe-like roof on it. With all-wheel drive, a trio of brilliant diesel engines, class-leading efficiency and practicality that's not too far off an X3, the X4 is certain to be deservedly popular.

Background

If I had to pick one car that had the ability to surgically divide car enthusiasts into vehemently pro and anti camps, it wouldn't be the Nissan Juke, the Ferrari

FF, the Fiat Multipla or even the Chevy Volt. The car that seems to split opinion most cleanly is the BMW X6. There are those that feel it's something cool and different. Then there are those who think it takes the worst handling aspects of an SUV and pairs them with the worst packaging characteristics of a coupe.

Undeterred by commentators proclaiming the X6 to be the worst car BMW has launched in years, the Munich company has reprised the theme in a more manageably-sized package. The BMW X4 is to the X3 what the X6 is to the X5, namely a mechanically very similar model with a sloping rather than a square rear end. Clever marketing or something we really

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with a peak torque of 560Nm from as low as 1,500rpm. It will accelerate from zero to 62mph in a snappy 5.8 seconds. If this still seems a little tardy for you, there's always the xDrive35d which delivers 313PS and delivers a peak torque of 630Nm from between 1,500 and 2,500rpm. With its standard Launch Control, the X4 xDrive35d demolishes the sprint to 62mph in just 5.2 seconds and keeps accelerating to 153mph.

Steering system is fitted as standard and an xDrive status display makes a bid for what might be the most gratuitous use of graphics in a car with the three-dimensional display of the car's body roll and pitch.

Design and Build

Maybe I'm mellowing or maybe it just works better with a smaller body, but I don't find the X4 anything like as weird to behold as the X6. There's a cohesion to the shape, a purpose to its stance that escapes its bulky bigger sibling. It's certainly leagues better looking than, say, a 5 Series Gran Turismo and I can see this model proving popular with those who want a BMW but want something a bit less staid and suburban than an X3. That coupe-like



Driving Experience

The X4 features an all diesel line-up, with all models sending drive to all four wheels, so it's got

more than you'd get from much the same engine in an X3, so BMW is doing a bit to differentiate the X4 as a sportier op-

manual gearbox but can be specified with an eight-speed automatic transmission. Of course, for some a BMW is only wor-

This is fitted with the eight-speed Sport automatic transmission as standard, the engine outputting 258PS at 4,000rpm

BMW has tuned the suspension of the X4 to offer a more focused feel than that of the X3 and the intelligent xDrive all-wheel-drive system splits drive between the rear wheels continuously, plus as required, optimising traction, turn-in and directional stability. The Variable Sport

Driven - first for new cars

seats before dropping gently down towards the trailing edge of the boot lid. The swage line running along the flanks is split in two, the first section rising from the front wheel arches to the rear door handles, while the second part accentuates the rear wings.

The driver and front passenger sit 20mm lower and the rear passengers 28mm lower than in an X3, which helps lower the centre of gravity and delivers the impression of being better connected to the road. The rear bench seat features a continuously moulded side support normally only provided by two individual seats, but still offers space for three passengers. The X4 has a load capacity of between 500 and



1,400-litres, which is a bit down on the X3's 550/1,600-litre showing but not catastrophically so. The 40:20:40 split-folding rear seats and the standard-fit automatically opening tailgate make loading easy.

Market and model

Prices start at just over £36,500, which represents a step up of over £4,500 com-

pared to an equivalent X3. That's quite an ask, but BMW seems very confident it'll find buyers for the X4. From that xDrive20d SE model, it's then a hefty hike up to the xDrive30d xLine costing around £45,000 and the top of the range is currently marked by the xDrive35d M Sport which will see you pocket around £1,000 from £50,000. Throw

a few options at the car and you could easily be looking at a £60,000 vehicle. Still, it's not as if this Munich model needs a whole lot of extras. Even the SE trim gets an automatically opening tailgate, Variable Sport Steering, 18-inch light-alloy wheels, front and rear Park Distance Control, Performance Control and Xenon headlights. That's on

top of a Sport leather steering wheel, heated front seats and BMW's Business Media package. The xLine trim will run you another £1,500 and this includes an exclusive 18-inch light-alloy wheel, satin aluminium exterior trim, dark copper interior trim, sport seats and xLine leather upholstery. I can see that upgrade being very popular with X4 customers.

Then there's the M Sport trim which tacks an additional £3,000 onto the SE. This gets the M aerodynamic body kit, high-gloss shadow line trim exterior trim and 19-inch M Sport alloy wheels. M Sport suspension offers a firmer ride while you also get a bit of tinsel with M door sill finishers, Aluminium Hexa-

gon interior trim and some rather tasty sport seats.

Cost of Ownership

The most brain-bending thing about the BMW X4 is how a vehicle this big and this quick gets such brilliant fuel economy and emissions figures. It's as if the boffins in Munich have been able to bend, if not break, the laws of physics. Consider this. The 313PS X4 xDrive35d is the thirstiest model in the range. It's sledgehammer quick, getting to 62mph in just 5.3 seconds, yet

it returns better fuel economy than 150PS worth of Honda Accord diesel. Both have automatic gearboxes, the BMW gets 47.1mpg, the Honda 46.3mpg.

Choose the two-litre X4 xDrive20d and you can expect to see better than 52mpg with the manual gearbox and over 54 with the automatic. Emissions of 143g/km (138 auto) are commensurately impressive. Even the rapid xDrive30d emits just 156g/km and the xDrive35d a mere 1g/km more. Residual values are

also expected to hold firm.

Summary

The BMW X4 is a car that's easy to get a little bit anti towards. There is something rather unnecessary about its very existence, but that doesn't really change the fact that it's quite annoyingly competent. It's not even that much less practical than the wholly worthy BMW X3, ceding little in real world carrying capacity and, yes, even we'll admit it looks pretty good. The Bavarians haven't always hit

Facts at a glance

Car: BMW X4
Prices: £00,000 to £00,000
Insurance: Groups X - X
CO₂ Emissions: tba g/km
Performance: 0-60 0.0 secs

Fuel consumption: mpg
Standard safety features: ABS/ESP
Will it fit in your garage? Length/Width/Height mm
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Professor Mika Nabbert, Head of BMW Innovation, describes FIR technology as 'Mind-blowing, unbelievable!'

This technology comes complete with BMW AirNof: The latest in hair protection technology, ensuring drivers don't have to compromise between personal style and driving performance.

To request more information about the new optional feature available across the BMW range, email mika.nabbert@bmw.co.uk or call 0800 093 6161.





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Will it fit in your garage? Length/Width/Height mm 0000/0000/0000

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Biggest payload

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Lowest Emissions in Class

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Delivery Man

Mike Hill

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The AA Man

Dave Chalmers

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The Builder

Ben Smith

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The Plumber

Darren Jenkins

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GLEN SKERRITT'S CAR SALES

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Ford Focus 2011-14

Customer View

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Rachel Fredericks
Newcastle

Is it time to buy a used Ford Focus?



Dealer View

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Paul Peres
Sales Manager



To see the video login to www.drivenvideo.com/focus

FOCUS ON EXCELLENCE

The problem with setting a benchmark is that it's a tough trick to repeat. Jaguar could never quite reach the heights it achieved with the E-Type, Audi had the same problem trying to reprise the Quattro and Peugeot must have resigned itself to the fact that

ments were helped in many ways by the sheer ineptitude of stiffies like the Vauxhall Astra and the Nissan Almera that it was tasked to knock over.

As its rivals closed on it, each successive generation of Focuses has become more

brilliant used choice. Read on to find out why.

History

The Focus was originally launched way back in 1998, revolutionising the way the family hatches drove, making itself a fixture at the top of the UK sales charts in the

credit crunch, this model made way for version three, which hit dealers in March of 2011.

Upon launch, the range comprised five door hatches and estates. The engine line-up opened with the 105SP 1.6 Ti-VCT petrol engine, with a punchier 125PS version also offered. The 150PS 1.6-litre EcoBoost powerplant was the quickest petrol engine you could initially get. Diesel units comprised the 95 and 115PS versions of the 1.6-litre TDCi and 140 or 163PS versions of the 2.0-litre TDCi lump. The latter was the only model to be offered with the option of the 2.0-litre PowerShift twin clutch transmission.

The range quickly filled out with a clever three cylinder 1.0-litre EcoBoost petrol variant, then with the hot hatch 250PS 2.0-litre ST model which arrived in March 2012, quickly followed by an estate version. A Zetec S trim level arrived at the end of 2012 and by the start of 2014, Ford announced one million sales of the third generation Focus in Europe alone. The Focus ST was Europe's best-selling hot

hatch and the Focus badge had become the biggest selling nameplate around the world. The updated facelift version of this car was announced in summer 2014.

What you get

All MK3 Focus models get a front end that looks a good deal more aggressive than its rather low-key MK2 predecessor, with gaping triangular front air intakes that look as if they should grace an RS model. Closer inspection reveals them to be mere plastic blanking plates but between them is what Ford dubs its dynamic shutter grille which can close at speed to improve aerodynamics. The rear lights are an intricate design that integrate with the fuel filler cap on the right side of the car. These also contrast with the less extrovert rear window treatment. The estate version is extremely well proportioned, with a mini-Mondeo silhouette.

The interior is a massive step forward in terms of materials quality and fit and finish from its already solid predecessor. Some commentators have claimed that the Focus

has targeted the Volkswagen Golf, but the interior is a far more extrovert design than you'll find in any Wolfsburg vehicle. The centre console looks busy but it's fairly easy to figure everything out quickly and the Sony stereo is a very classy touch. The estate is well worth hunting down. The load bay measures 476-litres to the parcel shelf and if you drop the rear seats you get up to 1502-litres of available space. Unlike in the hatchback version, there's no full-size spare wheel option available, Ford offering only a slim space saver spare for estate buyers.

What you pay

The cutover point between Mk 2 and Mk 3 Focus models stands at around £8,000, this sum netting you a tidy 11-plated 1.6-litre Zetec. Despite some niggles over fuel economy, the 1.0-litre cars have proven popular and these can be found from around £9,000 in Edge trim. You'll pay not much more than £8,000 for diesels too, the sheer number of ex-fleeters meaning that bargains can be found. That can net you a Zetec showing a higher



every hot hatch it ever built would be judged to be some way short of its 205 GTi. Ford's unassailable high is probably the first generation Focus. Yes, it was a genuinely great car, but its achieve-

ment was rather cruelly, not as highly regarded. The third generation car is a case in point. It's a genuinely talented all-rounder but no longer is it the default pick in its class. It's nevertheless a quite

process. The second generation version arrived in 2004, upping the quality, offering more space and toning down the wacky interior styling that had dated quite badly. After seeing Ford through the

Driven - used car model guide

than average 65,000 miles.

Looking for something a bit sportier? The Focus ST is available from around £15,000, with estate models commanding a premium of around £500.

What to Look For

The Focus has forged an excellent reputation for reliability with only the odd glitch preventing it from reaching top honours. Test clutches to make sure they're not at the end of their travel and ensure that all belt servicing has been performed on the nose. The ST will require a bit more of a once over. Check for cremated front tyres, accident damage and performance modifications that could invalidate the warranty.

Replacement Parts

(approx prices based on a 2012 Focus ST 2.0-litre) An exchange starter motor retails at around £225 while a windscreen will set you back around £320. Expect to pay £400 for an exchange alternator while front brake pads cost £125. An entire head-

lamp pod will relieve you of £400.

On the Road

Comfort and refinement

windscreen pillars are bulkier than is ideal. One thing all engine choices have in common is a 'torque vectoring' system. This works by nipping at

and accurate, if trading a little something in ultimate feedback. Ride quality and refinement are massively improved over its predecessor.

2.5-litre turbo five but where the old car made 320Nm, the EcoBoost engine can muster 360Nm. Less weight, more power and better aerodynam-

der engine sound just as exciting as the old five pot unit.

Overall

The third-generation Ford Focus is a car that rewards a little research beforehand. The diesels are uniformly good, and get better the more power they develop. The ST is a class act in the GTi sector but buy with care. The 1.0-litre petrol engine is a technical wonder that's somewhat marred by so-so real world economy. Our pick would be 2.0-litre diesel hatches and estates, or the Zetec-S and ST sports models. There's a lot of used stock available, so you can afford to be picky and brutal when negotiating on price. Go hard or go home.

The 1.0-litre petrol engine is a technical wonder that's somewhat marred by so-so real world economy. Our pick would be 2.0-litre diesel hatches and estates, or the Zetec-S and ST sports models. There's a lot of used stock available, so you can afford to be picky and brutal when negotiating on price. Go hard or go home.



were the key criteria when designing this chassis and the engineers have certainly succeeded in that task. Drop into the driver's seat and you'll initially notice that it's lower set than the previous car, while the sharply-raked

the brake of the inside front wheel as you turn into a corner, helping to reduce understeer. You might well notice it drag the car into the apex on wet roads if you're pressing hard. The electric power steering system is very quick

The ST is a real gem. The headline figure is that peak power has been raised from the old ST's 222bhp figure to a rather beefier 247bhp. You'll probably expect the torque from a 2.0-litre turbo four to be inferior to that of a

ics inevitably translate into better performance and the 2.0-litre ST will launch to 60mph in less than six seconds. What's perhaps more interesting than the raw figures is the work that's gone into making this four-cylin-

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Driven - auto response

Customer testimony...

by Dave King



David Craig's Range Rover Sport

Dealer View

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Joseph Meadham
Jaquar Land Rover Sales Manager



What made me buy the car?

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What's it like to drive?

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Would I buy another?

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Driven - first for used cars

Used Car model guide

by Steve Ghosley



Customer View

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George Humphreys
Weymouth

2011-2014 Ford Focus

FOCUS ON EXCELLENCE

The problem with setting a benchmark is that it's a tough trick to repeat. Jaguar could never quite reach the heights it achieved with the E-Type, Audi had the same problem trying to reprise the Quattro and Peugeot must have resigned itself to the fact that every hot hatch it ever built would be judged to be some way short of its 205 GTi. Ford's unassailable high is probably the first generation Focus. Yes, it was a genuinely great car, but its achievements were helped in many ways by the sheer ineptitude of stiffies like the Vauxhall Astra and the Nissan Almera that it was tasked to knock over.

As its rivals closed on it, each successive generation

of Focuses has become more talented yet, rather cruelly, not as highly regarded. The third generation car is a case in point. It's a genuinely talented all-rounder but no longer is it the default pick in its class. It's nevertheless a quite brilliant used choice. Read on to find out why.

History

The Focus was originally launched way back in 1998, revolutionising the way the family hatches drove, making itself a fixture at the top of the UK sales charts in the process. The second generation version arrived in 2004, upping the quality, offering more space and toning down the wacky interior styling that had dated quite badly. After seeing Ford through the cred-

it crunch, this model made way for version three, which

offered. The 150PS 1.6-litre EcoBoost powerplant was



hit dealers in March of 2011.

Upon launch, the range comprised five door hatches and estates. The engine line-up opened with the 105SP 1.6 Ti-VCT petrol engine, with a punchier 125PS version also

the quickest petrol engine you could initially get. Diesel units comprised the 95 and 115PS versions of the 1.6-litre TDCi and 140 or 163PS versions of the 2.0-litre TDCi lump. The latter was the only model to be offered with the

Dealer View

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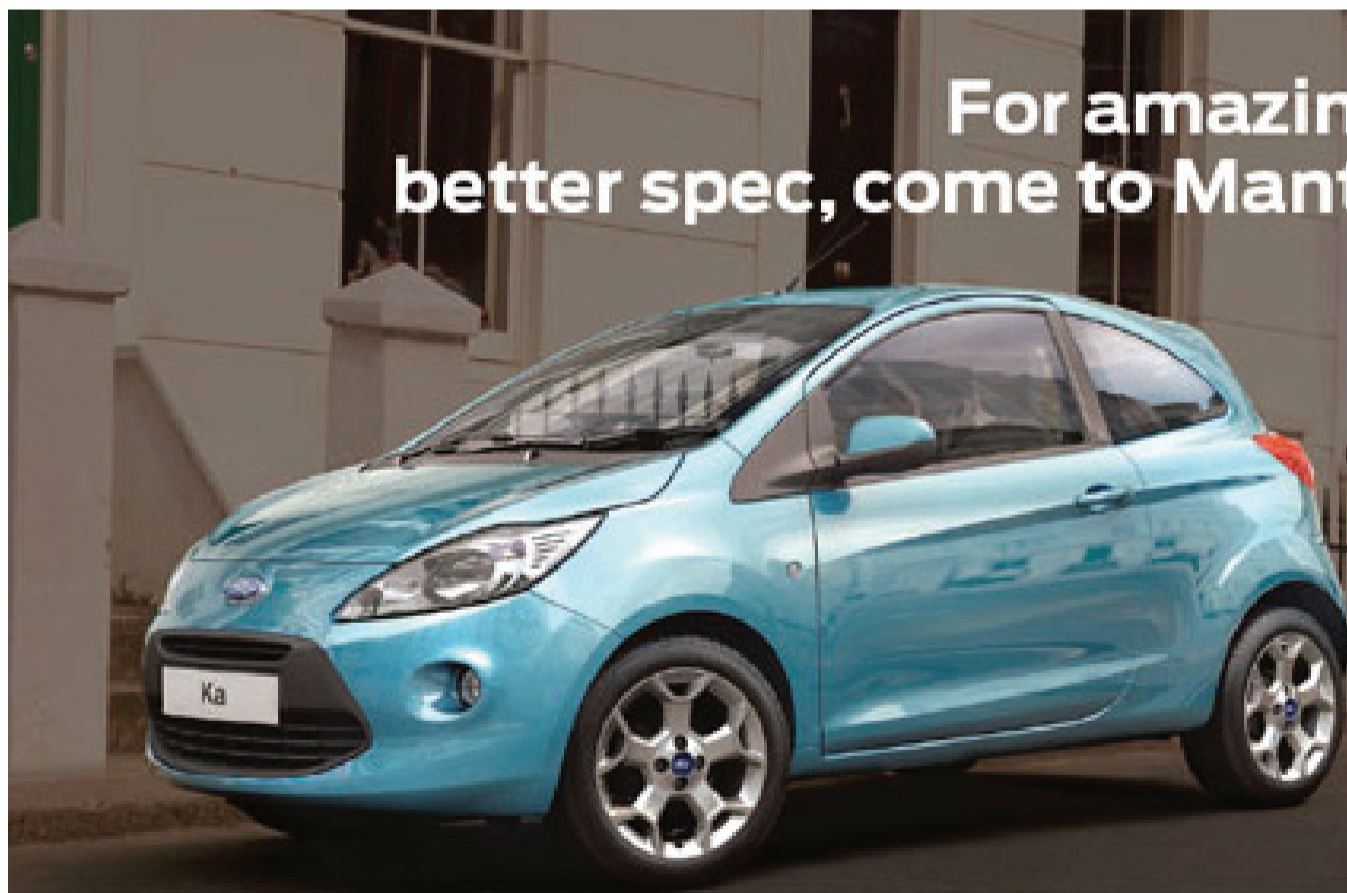
Paul Peres
Sales Manager



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Customer View

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Amy Hanson Reading

BMW 3 Series Touring

Estate of the art?

Style takes precedence over space in BMW's 3 Series Touring but June Neary still finds it surprisingly practical...

TOUR OPERATOR

The BMW 3 Series Touring is back for those who don't pack light. Andy Enright has a first glimpse.

Ten Second Review

The fifth generation of BMW's 3 Series Touring holds no great surprises to those who understand the narrative of this model. It's not the most accomplished load lugger in its class but it's the best drive and offers the most efficiency. That'll be

enough to clinch the deal for most who just hanker after a 3 Series with a hatchback.

Background

Conventional wisdom dictates that estate cars are designed for people who can't fit all the paraphernalia of modern life inside a conventional saloon or hatchback model. You'd certainly imagine that an estate would require a lot more space than the saloon on which it

is based in order to justify its own existence but, particularly in the compact executive sector where BMW's 3 Series Touring competes, it isn't always that straightforward. It will be a surprise for most people to learn that many compact executive estate cars are only fractionally roomier than their saloon equivalents and some even have less space out back. Estate buyers in this sector are also asked to pay around



£1,300 more for the privilege. That's extra money for extra space. How much extra space? With



the rear seats in place just 15 litres over the saloon. Or around three per cent extra. You don't, in other words, buy

this car for its luggage cramming talents. You buy it because you want the capability in hand

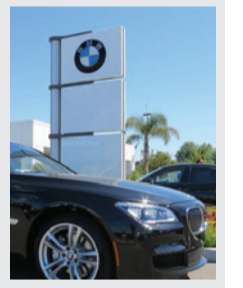
Driving Experience

The well-versed themes of the 3 Series are present and correct in this latest generation Touring. The car in question is rear wheel drive, it features a very meticulously balanced weight distribution, and, as a result, BMW is keen to position this Touring as the best model to drive in its class. What has changed in recent years is a clearer focus on efficiency and this generation Touring cam-

Dealer View

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Peter Dalibar Sales Manager



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Driven - dealer of the Week

New Car Dealer of the Week...

by Dave King



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New Car Dealer Round-up

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Lifestyle Ford

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Driven - dealer of the Week

Used Car Dealer of the Week...

by Dave King



The Quality Car Company of Tonbridge Family Favourite

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Used Car Dealer Round-up

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Affordable Mid-Rangers

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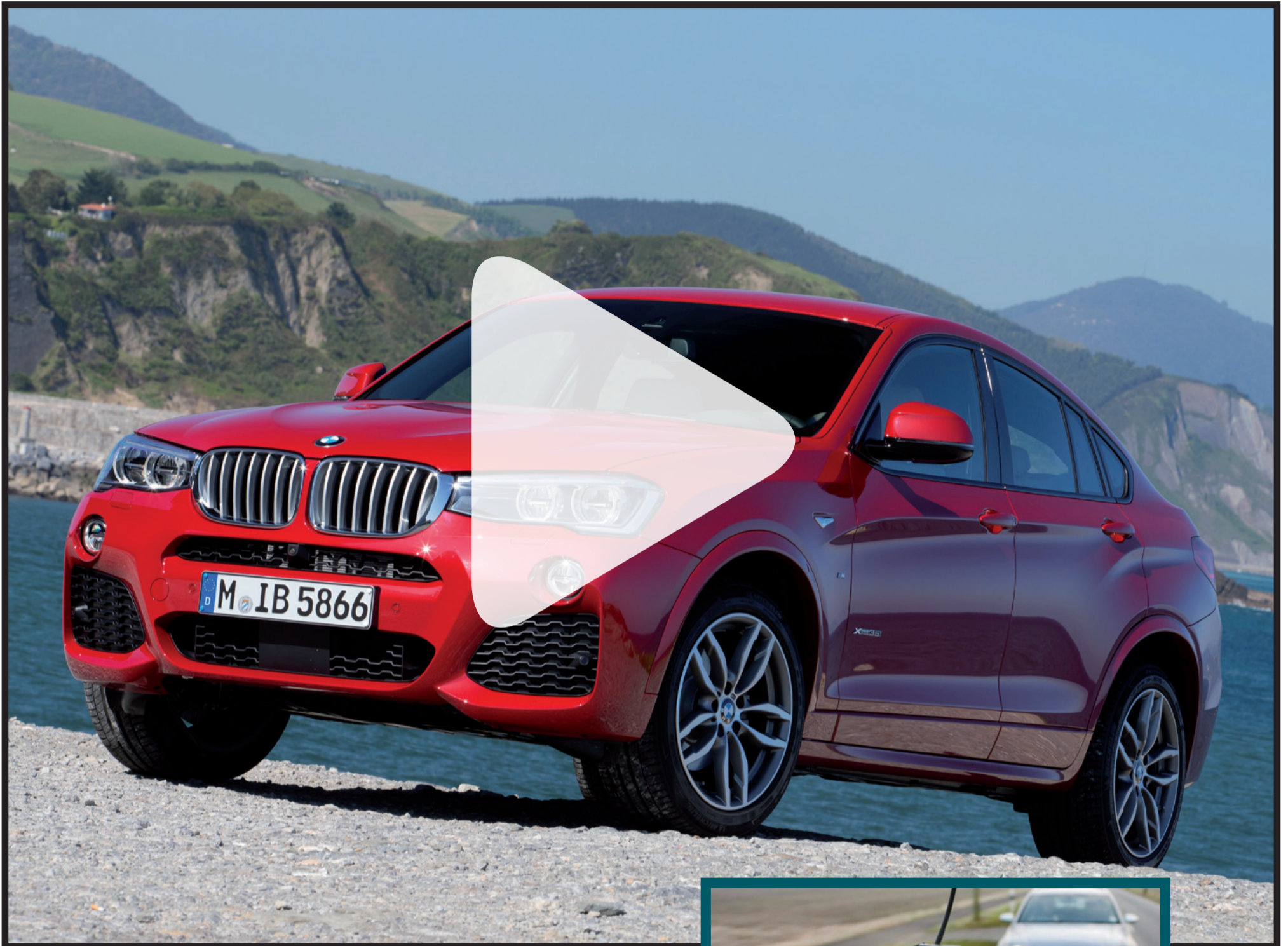
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