

# 62 is the Number for New Cars

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**September is a special month because it's when new car registration plates come out. Many motorists will have been impatiently counting the days and thousands of orders for '62' plate cars will have been made over the last few weeks.**

Buying new is convenient; you order exactly the car you want, in the colour you want, with the added features that you need. Dealerships are keen to do business and to make life easy for you. A new motor doesn't have a questionable history and negotiating the best deal can save you cash, or secure you some equipment, so it's worth pursuing.

## Top 5 haggling tips

1. Know what your part-exchange is worth and haggle up the price, but dealers will pay 'trade' prices, which will be less than you'll get by selling privately
2. It can be easier to haggle at the end of the month when sales staff are close to their sales target, or before the number plate changes in September and March
3. Ask for extra equipment, such as alloy wheels or even mats and mudflaps
4. If you're taking out finance, dealers may be more willing to offer discounts as they can offset the commission they'll get from the finance lender against money off or extra equipment
5. Check if a new model is about to come out – dealers will be keen to shift older stock

**With that in mind, here's a quick look at what might suit you when you next visit a new car showroom.**

MINI Countryman Cooper D ALL4



The Countryman ALL4 is a 'crossover' - a front-wheel drive car in normal circumstances, but when wheel slip on the front wheels is detected, drive to the rear wheels is engaged.

Many drivers want the best of both worlds, with normal saloon-like driving responses as well as the added convenience of soft off-road ability and the interior flexibility to

cope with busy, modern family life.

The MINI Countryman appears to tick all the boxes and certainly shows that practicality and versatility do not bring limitations on the pleasure that can be derived from driving.

Priced from around £19,875

Family: Renault Laguna Sport Tourer



The Laguna Sport Tourer displays assertive new front-end styling that immediately distinguishes it from its predecessor.

Under the skin, important changes have been made too, with revisions to a range of powertrains that deliver lower emissions and better fuel economy.

Inside, it's all very plush and the seat design allows for good passenger comfort with a high level of lateral support.

The Laguna is big enough for the kids, it'll swallow all the shopping and it's more than happy to eat up the motorways miles.

Priced from around: £23,605

New Driver: Citroën C4 Exclusive HDi 150



The C4 is powered by a range of refined and efficient powerplants - three petrol engines and four HDi diesel units.

Looks-wise, the C4's distinctive profile and balanced proportions give a clear impression of strength and stability.

Inside, the quality of the new C4's interior finish is apparent from the soft-touch material and generous amounts of chrome around the dials and vents.

This is a car created to deliver a satisfying, easy-to-drive experience as well as long-term durability.

Priced from around £15,595

Luxury: BMW 6 Series Convertible



The BMW 6 Series Convertible is instantly recognisable thanks to its long sweeping bonnet and the unique fins of the soft-top.

It is available with two petrol engines: the 650i and 640i. Both offer unique character from their respective V8 and inline six-cylinder engines through the use of turbocharger technology.

The standard eight-speed sport automatic gearbox on both models offers the perfect balance of strong, sprinting performance, refined cruising and low speed efficiency.

This is a car that should not be dismissed if a sophisticated four-seater soft-top is what you are in the market for.

Priced from around £65,680

Basic: New Kia Picanto



Kia's smallest car offers good enough performance, with low fuel consumption and CO2 emissions, along with stylish looks.

The five-door car is available with 1.0 and 1.25-litre petrol engines and comes with four trim grades, badged 1, 1 Air, 2 and 3.

Standard features include: electric front

windows, CD player, trip computer and an immobiliser.

Kia has undergone a design metamorphosis in recent years. The latest Picanto highlights this and reinforces the brand's reputation as a manufacturer of reasonably priced, economical, safe, cars.

Priced from around £7,995