

New appointments at Derek Slack Motors



Our new Sales Executive, **Phillip Jackson**, joined the company just before we left Cumberland Road. Phillip has most recently been involved in selling the SEAT range but has been in the motor trade most of his working life and brings a wealth of knowledge on Volkswagen Group vehicles.

Graeme Scurrah joins our Parts Department from the local Range Rover dealership, introducing a wealth of expertise and experience gained from working in some of the biggest Parts Departments in Teesside garages.



Our new Apprentice Technician is **Chris Buckton** who joined the company last year and is progressing extremely well. In fact, he is fast becoming a whizz on our VAS5051 fault-finding computer.

Recently promoted to the newly created position of Car Sales Co-ordinator is **Phillip Cross**. This is a much-deserved promotion for Phillip who joined the company back in 1995 as a salesman. He is now responsible for all the company's new car ordering/stocking and administration and is still our Motability specialist.



WHO'S WHO at Derek Slack Motors



Derek Slack



Tony Slack

Derek Slack Managing Director
Tony Slack Dealer Principal
Mark Hall Sales Manager
Craig Parry Aftersales Manager
Phillip Cross Car Sales Co-ordinator
Farquhar Muir Sales Executive
Phillip Jackson Sales Executive
Ian Pattinson Service Reception
Steve Parkin Parts
Graeme Scurrah Parts
Chris Hartley Workshop Controller
Graeme May Workshop Technician
Colin Leatherland Workshop Technician
Malcolm Smith Workshop Technician
Chris Buckton Trainee Technician
Steve Barnett PDI Control / Valet
John Heavide Valet / Driver
Linda Slack Accounts
Linda Geldart Accounts

HOURS OF BUSINESS

Sales
 Mon - Fri 9.00 - 6.00
 Saturday 9.00 - 5.00
 Sunday 11.00 - 4.00

Aftersales
 Mon - Fri 8.00 - 5.30
 Saturday 9.00 - 1.00



Derek Slack Motors
 Prospect Place
 A66 Cargo Fleet
 Middlesbrough
 TS3 8AR
01642 256100

Email: info@derekslackmotors.co.uk
New Parts Hotline
01642 256101
 for Steve or Graeme

Images used in this brochure are for illustration purposes only. Prices and product information correct at time of going to press. The Motability Company (01843) 548337.

Crash! Bang! Whallop!



No more reversing into unseen objects with **Rear Parking Sensors**, supplied and fitted from only **£199.00 (inc VAT)**.

These acoustic parking distance control sensors measure the distance from the rear of your car to any obstacle audibly whenever reverse gear is selected and they fit neatly and discreetly into the rear bumper.

WIN A FABULOUS WEEKEND FOR TWO IN PRAGUE*

Simply complete your details below and bring this entry along to our Launch Event on Wednesday 25th February from 7.30pm

Name (Mr/Mrs/Ms) _____
 Address _____
 Daytime tel no _____
 Current car _____ Registration _____

* No proof of purchase necessary. Prize cannot be exchanged for cash. Insurance not included. Terms & Conditions apply. Competition is not open to employees/families of employees of Derek Slack Motors Ltd or of Skoda (UK).

Czech it out!



Derek Slack Motors

Spring 2004

News and developments from your favourite Skoda retailer **01642 256100**



Evening settles on the ultra-modern Derek Slack Motors premises at Cargo Fleet on the A66

Official Launch Event!

A date for your diary and a chance to win a weekend in Prague



Now that we are truly up-and-running at the new premises we thought it was time for us to have a grand opening celebration where we can let our hair down and show people around at leisure.

We would like to invite customers old and new for a celebratory drink, some entertainment and the opportunity in our free prize draw to win a fantastic weekend trip for two people to the fabulous city of Prague in the Czech Republic.

The evening will begin at 7.30pm on Wednesday 25th February and at 9.00pm the winning entry will be drawn by the Mayor of Middlesbrough, Councillor Mallon, in our new showroom.

You have to be in it to win it so bring along your completed entry on the night to be in with a chance of winning!

New plates March 1st

Order your fabulous, brand new Fabia, Octavia or Superb now!

NU04 FAB

www.derekslackmotors.co.uk

Free prize draw!



See back page

The Škoda vRS Range.



Model shown is Fabia vRS 1.9 TDI PD £11,990 on-rd



Model shown is Octavia vRS 1.9 TDI £13,535 on-rd

The Škoda Fabia vRS and Octavia vRS.

9/10 Škoda owners would definitely recommend their car to a friend.

Results from an independent survey published in September 2003, found that 90% of Octavia owners and 80% of Fabia owners would definitely recommend their car to a friend. Unfortunately the Superb was not included in this survey.

Official fuel consumption for the Škoda range in mpg (litres/100km) urban 18.1 (15.6) - 49.6 (15.7); extra-urban 28.2 (10.4) - 58.9 (4.9); combined 27.2 (10.4) - 41.4 (6.8). CO2 emissions 134 - 290.

Bigger and better Octavia to benefit from new engines and higher specification

Two higher-power turbodiesel engines have been enlisted to deliver added value in the Octavia range. Other good news is that the new Ambiente SE models are raising the level of standard specification.

The acclaimed 130bhp TDI PD engine is another option on the Octavia which is now available in the new Ambiente SE trim while the 1.9 TDI 90bhp engine replaces the 68bhp unit previously offered in the Classic.

The entry-level diesel therefore becomes an even better proposition and is outstanding value at £11,870 on-the-road. There is also significant improvement in fuel efficiency in both cases, making them even more cost-efficient.

Highly commended

Judges in the 2004 Used Car Buyer awards cited the low running costs, high quality and reliability of the Octavia 1.9 TDI 110bhp when they named the model 'Highly Commended' in the diesel car section.

Meanwhile, the new Octavia Ambiente SE models - with 16" alloys, metallic paint, cruise control and multi-function steering wheel - have not only raised the benchmark of the class but should also impact positively on their residual values.

The new models come with around £1,000 of additional equipment and the range starts with the 102bhp 1.6 engine and offers a choice of manual or automatic versions with the 90bhp TDI engine. However, the 130bhp model will probably prove most attractive to company drivers at just £14,890 on-the-road.

Environmental information: Octavia 1.9 TDI PD Ambiente SE
 Fuel consumption 52 mpg Combined. CO2 emissions 146 g/km

Superb continues to evolve



Two welcome new additions to the Superb range will be available from March.

The TDI Automatic - previously limited to 2.5 V6 Elegance trim level - is now available in the more affordable Classic and Comfort trim levels. This means that the Superb Classic 1.9 TDI Automatic is now available at a frugal £17,485 on-the-road.

The new Superb 2.5 V6 TDI 160bhp also joins the elite group of executive cars that have complied with the strict Euro IV emissions standards a full year before they become mandatory. As a result, the engine bypasses the 3% diesel surcharge incurred by UK company car drivers.

These changes are yet further reasons why the Škoda Superb is well worth a look.

3 years 0% APR finance available on the Škoda Fabia, Octavia and Superb!



9/10 Škoda owners would definitely recommend their car to a friend.

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*Recommended retail cash price for the Fabia Comfort 1.1 90bhp Hatch is £8,640, £12,040 for the Octavia Ambiente SE 1.9 TDI 110bhp and £14,255 for the Superb Classic 2.0 110bhp On the Road. 12 months fixed term finance, first registration fee, delivery to dealer and number plates. Available to retail customers only. **Maximum savings depend on the amount of finance. 0% APR. Guarantees and conditions may be required. Finance is subject to status, available to the over 18s in the UK only. Written quotations available on request. Licensed credit broker. Available for registrations between 24 January 2004 and 31st March 2004. Offer applies to the UK mainland and Northern Ireland only. V6 Fabia, except Classic, 1.7 TDI Hatch, Classic, 2.0 TDI Hatch, 1.9 TDI PD 130bhp Hatch and Estate. All Octavia, except Ambiente SE. Hatch models, Classic, Hatch and Estate models and Elegance. 1.9 TDI PD 130bhp Hatch and Estate. Official fuel consumption for the Škoda range in mpg (litres/100km) urban 18.1 (15.6) - 49.6 (15.7); extra-urban 28.2 (10.4) - 58.9 (4.9); combined 27.2 (10.4) - 41.4 (6.8). CO2 emissions (g/km) 134 - 290.

The awards keep on coming ... New Fabia vRS wins 'Diesel Car of the Year'



The Association of Scottish Motoring Writers - which includes some of Britain's most critical automotive journalists - has voted the new Fabia vRS supermini hatchback 'Diesel Car of the Year'.

Buyers of the vRS are equally enthusiastic. In fact, so much so that demand is outstripping immediate supply so place your order now! The wait will certainly be worthwhile.

Stunning performance

Featuring the 1.9-litre turbocharged diesel engine with Pumpe Düse (PD) technology, the vRS delivers 130bhp and a stunning

310Nm of torque. This equates to stunning performance and a top speed of 127mph with unexpected combined economy of 55.4mpg and CO2 emissions of only 138g/km.

The Fabia vRS only went on sale in the autumn but already in the Used Car Buyer 2004 awards it has scooped 'Best Supermini'. The judges were most impressed with the vehicle's quality, ride, handling, interior space and carrying capacity and cited its extremely high residual value.

If you want stunning performance, build quality and miserly running costs place your order today.

High praise indeed!

Fabia scoops 'Best Supermini 2004' award



In the recent Used Car Buyer awards the Škoda Fabia drove away with the 'Best Supermini 2004' title in what is a hotly contested category.

The Fabia really does feel much more expensive than it is and it is this quality which influenced the judges' vote. Bear in mind also that buyers traditionally want quality without the cost so there is little wonder that the Fabia came out on top!

Beneath its modern exterior are the same proven underpinnings as in Volkswagen's Polo so the ride and handling are exceptional and the suspension excellent. Combine this with a range of superb engines which include the frugal 1.9 TDI diesel, the punchy 115bhp 2.0-litre and the very capable 16v 1.4-litre variant.

The interior is measured and refined with quality fabrics and low key plastics with generous space for four adults and boot space for two large suitcases.

Good looking

Not only does the Fabia look good, it also feels good and drives like a much bigger car. Fuel consumption is low - amazingly so in the 1.9 TDI - and the 1.2 starts at the lowest insurance Group 1. The final vote-winner is the fact that unlike the Škoda models of old which suffered cruel depreciation, the models of the recent past have benefited from the manufacturer's reputation for reliability and quality which has impacted favourably on residual values.

If you are in the market for the best used supermini, look no further. Come along to see our extensive range and witness at first hand why the Fabia is a winner.

Your chance to WIN A WEEKEND FOR TWO IN PRAGUE*

Whether you've heard it described as 'City of a Hundred Spires', 'Paris of the East' or 'The Golden City', Prague is quite simply one of the most beautiful and intimate cities in the world.

Stunningly atmospheric, it has something to appeal to all tastes, simple to sophisticated. From sipping a coffee in Wenceslas Square, strolling through the tiny cobbled streets, taking a cruise on the River Vltava or casting a critical eye on some of the world's finest art - its serenity will captivate you.

And Derek Slack Motors is giving you the chance to win a free weekend for two in this beautiful location as part of their new premises launch promotion.

All you have to do is complete the entry form on the back page of this newsletter and bring it along to our launch event on the evening of 25 February 2004 from 7.30pm.

All completed forms will be placed in our prize draw and the Mayor of Middlesbrough, Councillor Mallon, will draw the winning entry.

Good luck and we look forward to welcoming you on the night!

* No proof of purchase necessary. Prize cannot be exchanged for cash. Insurance not included. Terms & Conditions apply. Competition is not open to employees/families of employees of Derek Slack Motors Ltd or of Skoda (UK).