

☐ HAPPY NEW YEAR! ☐



BMW X3

Just £32,799



VW TIGUAN

JUST £17,299



MINI JCW

Just £16,599

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**NEW YEAR, NEW CAR? - WE'LL BUY YOUR OLD ONE!**

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**Happy New Year!**  
***Unless You Own A Tesla..***

As expected, prices fell slightly at the end of 2022. Used cars fell just over 1% but some Electric Vehicles (EVs) fell by over 7% in a single month!

The biggest fall came from the BMW i3, but overall Tesla owners face the biggest January Blues. The Model 3 was down by 6.8% in November alone (that's about £3,100) and over the last 3 months of the year fell a staggering 16% (that's almost £7000)! Some price guides are now showing a £10000 fall in just 4 months!

So what's going on? Well, quite a lot actually..

Firstly, there has been a return swing to reliability as a core concern for car users this winter, and it certainly hasn't helped that with the jump in electricity costs, running your EV using public devices can be more expensive than using a petrol car!

Secondly, those EV freebies are well and truly on the way out. Last year we lost the government subsidy on EV purchases and we now know that the road tax exemption for EVs is ending in

2025. From then there will be a flat rate of £165, with a £355 p.a. 'expensive car supplement' for models over £40,000 (sorry again Tesla owners).

In our opinion, Tesla is also struggling as its enigmatic owner (Elon Musk) focuses on Twitter and gathers negative attention there. Without their figurehead, Tesla loses some of that 'je ne sais quoi' that keeps it ahead of its rivals..

Having to wait 3 hours for your turn at a charging point at Tetbury Services over the festive period won't have cheered these owners up either!



[Click to Enlarge](#)

## How Much Do You Love Your Car?

### Did Your Car Get An Xmas Present?

Not as silly as it sounds, apparently 23% of us have bought a present for our car, everything from wiper blades to upgrades! A further 23% plan to get a Christmas gift for their car in the future.

We wonder what percentage don't even buy their wife a present?



### Have You Given Your Car A Name?

40% of us greet our car (or almost 70% of Londoners!) and 25% greet our car by their 'name'. Men are the most likely both to name and to greet their cars, though almost ¾ also admit to feelings of anger towards their beloved motor when it performs badly (see John Cleese in Fawlty Towers)!

Fords are the most likely brand to get a name, or 1st vehicles, with 61% of first time drivers naming their car. But where does the name come from? ..

*..Here were the top 5 recorded reasons:*

1. The name fits the car's "personality" (38%)
2. Because of the colour of the car (26%)



3. The car feels like a member of the household (26%)
4. Named after a favourite movie character (21%)
5. Named after a beloved family member (19%)

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## Following A Gritter Lorry

At some point, we'll all be that unfortunate car stuck directly behind a gritter lorry. So how should you drive in these circumstances?



- 1. Leave Extra Space** – That grit comes out at quite a speed and can cause expensive stone chips to your body work or windscreen.
  - 2. Watch Your Traction** – Ironically, the grit will increase your skid risk. The high concentration of grit left directly after spreading acts like marbles on the road, reducing your tyre contact with the road surface and reducing steering response and braking performance.
  - 3. Beware of Junctions** – That salt spray is driven by the engine, so when the gritter revs to pull away at the junction all that collected salt will be expelled with extra force!
  - 4. Heed Warning Lights** – Generally no warning lights means no spreading. That's your best opportunity to move away.
  - 5. Overtake Wide & Confidently** – If a safe overtaking opportunity arises, don't wait around. Pass safely but quickly as a short burst from the gritter won't be as bad for your paintwork as prolonged exposure.
- Bonus 6. Don't Swerve** – If you pass an oncoming gritter, don't swerve to avoid the spray. You'll get scattered anyway and swerving on the fresh grit will just increase your risk of skidding!

Buying a 4x4 from Elm Tree would help too! ☐

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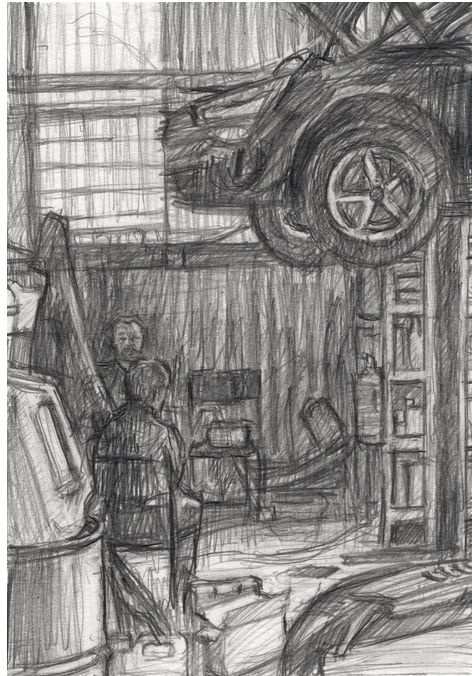
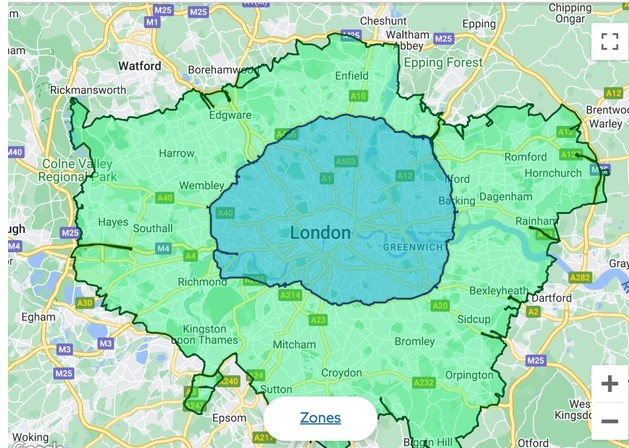
## London Driving - Not For Low Incomes..

From 29th August this year all London boroughs will be covered by London's ULEZ (Ultra Low Emissions Zone) charge. That's a pretty dramatic expansion given that it was expanded 18 times at the end of 2021 to cover the area inside the North & South circulars.

The scheme operates every day except Christmas day, with non-compliant vehicles being charged £12.50 a day and the penalty fee for non-payment rising to £160!

A scrappage scheme will be launched at the end of this month (30th) to help some Londoners upgrade their vehicles to meet the new requirements, or to take a lower grant rate and get adult-rate annual bus and tram passes.

In our opinion these scrappage schemes are a backward step with new vehicles having to be manufactured at considerable environmental cost to replace often still efficient vehicles with years of run time ahead of them. Not to mention that those cheaper part-exchanges are taken out of the system, meaning they're not available to people who need them, first time drivers for example.



***'Lunchbreak at Elm Tree Motors'  
by artist and long-time customer,  
Will Topley.***

*Sketched whilst waiting for his MOT  
- Thank you for sharing with us!  
(Click Image For His Instagram)*

# WE HOPE THAT YOU ALL HAD AN AMAZING CHRISTMAS AND WISH YOU A HAPPY NEW YEAR!

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