



**The Bedford Group of  
RoSPA Advanced Drivers and Riders**

**Members Newsletter**

**July 2017**

Visit the BEDFORD RoSPA Group online at <http://www.roadabedford.org.uk>

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### July 2017 Meeting

#### Formula 1

Our speaker for July 2017 will be David Williams, past Williams General Manager, who will be talking of his experiences of managing the Formula 1 teams.

Please join us at

**8pm** on

**Tuesday 18 July 2017** in the

**Lecture Room, Bedford Athletic Stadium, Barkers Lane, Bedford MK41 9SB.**

Free parking is available at the stadium.

### To introduce myself

My name is Ian Wade, and I joined the Bedford RoSPA Group at the end of last year as an Associate Member. Stan Jones has taken me under his wing as my tutor -- although I'm not sure he realises yet the magnitude of the task he has taken on! For the first time in years I am beginning to enjoy motoring again. It's nice to be taught properly, even though I have had to undo many of the techniques I was taught in the late 1950s and the bad habits I have acquired since then.

It's a privilege to take over as Newsletter Editor. I will endeavour to make the Newsletter interesting to everyone in the Group, but, as with all editors, I can't do everything myself. I will very much welcome any suggestions for what can go in the Newsletter – just send me a brief email with your ideas and I will follow them up.

Thank you.

Ian Wade, [newsletter@roadabedford.org.uk](mailto:newsletter@roadabedford.org.uk)

## In-car dash cameras

I'm contemplating getting a dashcam for the car, but there seems to be a bewildering range of devices available. I would be interested to hear from anyone here of your experiences with the dashcam(s) you use.

Looking at the user reviews of various models on Amazon, there is a common thread when it comes to the backup battery. There are too many reports of battery failure after a very short time (sometimes just months or even weeks), presumably because of exposure to excessive heat behind the windscreen.

It seems to me the one occasion when you really need the backup battery is in the final seconds before a pedestrian wearing earplugs decides to crash into your vehicle. Not good!

Please take a couple of minutes to tell me of your experiences. Thanks.

Ian Wade, [newsletter@roada-bedford.org.uk](mailto:newsletter@roada-bedford.org.uk)

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## Motoring Jargon Buster

(courtesy Warranty Direct)

April 2017



Whilst the majority of car dealerships are very reputable and have high professional standards, there are some dealers who prioritise meeting sales targets over the individual needs of a customer. Sometimes, it's difficult for consumers not to feel baffled by the array of motoring terms and acronyms, predominantly only used by car salespeople.

To prepare you for the onslaught of potential motoring jargon you may potentially experience when buying a car, Warranty Direct has decoded key terms to put you on a level playing field with a dealer and ensure you come out with the right car, at no unnecessary extra expense.

## Terms

**A Wooden Duck:** This term would be used by salesman to colleagues and typically refers to a customer who does not haggle or negotiate. Whilst not necessarily derogatory, it could mean that a dealership is more focused on looking to sell to an 'easy target', rather than considering the individual needs of a customer.

**Whopper with Cheese:** Another one from the dealer when they're trying to dupe a customer. This is a deal that has an exorbitant profit. A salesperson using this sort of language should be avoided, as it shows they have no qualms with ripping off a buyer.

**Grinder:** Also used to describe a customer, but this time one that drives a hard bargain. This is when it takes a long time to negotiate a deal with a strong customer, intent on negotiating for a discounted price.

**FDSH:** This is a Full Dealer Service History. This is essentially the same as a Full Service History (FSH) but service stamps have been acquired by a registered dealer as opposed to the owner of the car.

**HPI check:** An important used vehicle check history which determines if a car is stolen, accident damaged, written off or clocked. If a car is listed as any of these things, then it is highly advisable not to buy! (Or if stolen, please do alert the police.)

**List price:** You may hear a salesman talking about a car's 'list price'. This is simply the cost of a car as it's driven off the forecourt. There may be room for manoeuvre or deals to be done on this price, so it is worth negotiating.

**NVH:** When discussing the quality of a car, its NVH may be discussed. This is referred to the vehicle's noise, vibration and harshness and is used as a subjective measure for the quality of vehicle

**Q-plate:** Registration plates starting with a Q mean a car was either not originally registered in the UK, it was built using off-the-shelf parts (e.g. a kit car), or its origins are unknown. A car's original number plate can be reapplied if the proper documentation for it is recovered.

**VIN:** This is the vehicle identification number – a unique number, normally 17 digits, given to each vehicle during manufacturing. This is to help track vehicles that are defective or have been written off, as number plates can be easily changed.

### Tactics

**Loss-leader advertising:** The dealership sells a couple of unwanted cars at an unrealistically low price to attract buyers, then sells them a pricier vehicle.

**Low balling:** The salesman tells the customer an unrealistically low price that they should aim to pay for a new car. When they come back because they could not get it for that price elsewhere, they are convinced to buy it for more.

**Cut and shut:** Readers beware! This is a car damaged in an accident which has been repaired by fusing one or more vehicles together. While a dealership should not be selling this type of car, if you are buying privately then this is something that you should watch out for as the vehicle may not reach recommended safety levels. Checking the car's VIN number, complete service history and MOT certificates can be the best ways of finding out if a car is 'cut and shut'.

**Limited-time deals:** The phrase 'for a limited time only' has entered popular usage – and for good reason: it's an effective sales tactic. Finance with 0% interest, discounted models and free extra equipment are often touted, creating a palpable sense of urgency. Be aware though, while the duration of such offers may well be limited, they occur so frequently that another one will come along sooner than you think.

**'Free' extras:** Be careful of free gifts the salesperson throws into a deal. They're only trying to slow down negotiations and make you pay a higher price for the actual car. Try to stay focused on getting the best possible value.

**Sucking back:** This refers to the technique of giving you a very low sum for your part-exchange car, and then compensating by giving you a fantastic price on your new one. Sales people hope the true profit will be hidden in the intricacies of the deal, and aim to make you think you've got an amazing deal.

The maze of buying a new car can be full of challenges and difficult decisions, but decoding what a salesperson is saying shouldn't be one of them. If you already know the tricks of the trade, you're far less likely to fall for them and more likely to get a good deal.

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### **Worn Tyre Danger**

A video from TyreSafe depicts the startling difference in braking distances between tyres just below the legal limit and those with full tread. The film has been devised to immerse viewers in the action so they can safely experience for themselves the lack of control provided by tyres with dangerously low tread depth.

The film builds to a dramatic climax as the test car careers through a purpose-built wall, out of control and unable to stop in time. Viewers can see for themselves how much further it has travelled before coming to a stop, compared with a car equipped with almost new tyres – a full 14m, practically a bus length.

Called *TyreSafe 360*, the film is best appreciated using a smart phone and virtual reality (VR) goggles, allowing viewers to simply turn their heads to get an all-round view of the action. It is available as an app from the Apple Store or Google Play, and once downloaded it does not require an internet connection as the footage is embedded.

Alternatively search for *TyreSafe 360 YouTube* on the web and use keyboard, mouse, touchpad or touchscreen to control the direction of viewing.

TyreSafe recommends drivers check their tyres at least once a month and before long journeys.

Watch the film – it's scary stuff indeed!

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### **Letters/Emails to the Newsletter Editor**

None yet, but looking forward to hearing from you!

Ian Wade, [newsletter@roada-bedford.org.uk](mailto:newsletter@roada-bedford.org.uk)

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### **Suggestions for Future Meetings**

Your committee is now considering the meetings programme for the rest of 2017.

Do you have any suggestions for meeting topics, speakers, visits to sites of interest etc? Do you enjoy round-table discussions?

Ideas, please, to Stan Jones,  
[secretary@roada-bedford.org.uk](mailto:secretary@roada-bedford.org.uk)

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### **September 2017 Meeting**

\*\*\* Tuesday 19 September 2017

Guest speaker: Andy Cahill, Regional Quality Manager of AADriveTech

<http://www.drivetech.co.uk/about/index.html>

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