

ROVER

PRODUCT PORTFOLIO

ROVER 200 SERIES

SPECIFICATION

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ROVER

200

SERIES

SPECIFICATION

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ROVER 200



Engine	214	216
Capacity (cc)	1990	1990
	1950	1900
No. of cylinders	4	4
PS (DIN)	95	116
at 5500	6200	6900
Torque (kg ft)	93	104
at 4500	4500	5200
Compression ratio	9.1	9.1



Gear Ratios	214	216	216
			Auto
1st	3.67	3.29	2.79
2nd	2.04	1.89	1.56
3rd	1.33	1.29	1.07
4th	1.04	0.97	0.79
5th	0.84	0.77	-
Reverse	3.56	3.15	1.94
Final Drive	3.97	4.47	4.24
mph at 1000 rpm at top	79.8	79.4	26.2



Suspension	On All Models	
Front	Independent	MacPherson strut and coil springs With anti-roll bar
Rear	Independent	Double wishbone with coil springs Anti-roll bar fitted to 2150N only

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Tires	214	216
Type	Radial	Radial
Size	175-65 TR 14	175-65 HR 14



Steering	214	216
Type	Rack & Pinion	Rack & Pinion
Turn lock to lock	4	4
Turning circle kerb to kerb (m)	9.578	9.578
	10.2	10.2
Power steering	Optional	Optional



Electrics	214	216
Battery (Ah)	45	45
Alternator (Amp)	45	45



Brakes	214	216
Front Type	Disc	Ventilated Disc
Size	9.4mm	10.3mm
	20mm	20.2mm
Rear Type	Drum	Disc
Size	9.4mm	9.4mm
	20mm	20mm
Anti lock brakes	Option	Option

214 model has ventilated front disc and solid rear disc when anti lock brakes are specified

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Dimensions	On All Models	
Exterior Length	1500mm	1.22m
Width	68.5mm	1.04m
Wheel (narrow)	58.5mm	1.68m
Height	48.7mm	1.40m
Wheelbase	205.0mm	2.55m
Track front	95.0mm	1.40m
rear	97.5mm	1.47m
Front overhang	12.1mm	55.0mm
Interior legroom max front	47.8mm	100.2mm
rear	55.0mm	100.0mm
Shoulder room front	54.4mm	97.5mm
rear	57.4mm	95.0mm
Shoulder room		
front	55.5mm	150.0mm
rear	55.2mm	151.0mm
Footspace	12.4mm	0.152mm
Trunkspace	42.7mm	1.209mm
Trunkspace length	50.0mm	151.0mm
Width between wheel centres	95.0mm	100.0mm
Trunkspace all height	20.0mm	100.0mm

*Deduct 102mm (2mm) when viewed from

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Weights	214SL 16v	214SLi 16v	214GN 16v	216GN 16v
Kerb weight	2271bs	2315bs	2340bs	2301bs*
GW	3410bs	3400bs	3410bs	3404bs*
Towing weight	2205bs	2205bs	2205bs	2205bs†
Kerb rack load	105bs	105bs	105bs	105bs
Kerb weight	1050kg	1050kg	1050kg	1000kg*
GW	1550kg	1550kg	1550kg	1500kg*
Towing weight	1000kg	1000kg	1000kg	1000kg†
Kerb rack load	75kg	75kg	75kg	75kg

*for auto model add 40bs (20kg)

†for auto model 1102bs (500kg) unless of order fitted



Performance	214	214 catalys†	216 man	216 auto
0-60 mph (secs)	11.1	11.5	9.2	10.8
0-100 mph in 4th gear (secs)	9.8	9.9	8.2	-
max speed (mph)	100	107	120	110

Source: Rover Cars



Economy*	214	214 catalys†	216 man	216 auto
Urban	32.6	33.1	29.5	29.3
Constant 50mph	53.5	52.8	43.6	45.4
Constant 70mph	42.4	41.0	32.9	32.8
Composite average	41.7	41.7	35.5	34.8

*Official fuel consumption figures

WALKROUND POSITION 1

feature summary

All Models

BRAKES

front disc brakes
rear drum brakes
servo assistance
audible pad wear warning

Rover 216GN 16v
additional changes
ventilated front discs
solid rear discs

BUMPERS

self-coloured moulded bumpers
integral front spoiler

CORROSION PROTECTION

front mudflaps and front wheelarch
liners
zinc coated panels
phosphate pre-treatment
wax treatment

EXTERIOR TRIM

two-tone paint (grey lower body)
neutral bodywide moulding
claret moulding insert
rear door charter panel badge
black A post capping
black B/C post
black door window surrounds
black door mirrors
body colour door handles and grille

LAMPS

sealed halogen headlamps

LOCKS

childproof rear door locks

MIRRORS

two-door mirrors

PAINT

phosphate pre-treatment
cathodic electro paint
chip-resistant paint and anti-chip
sealant
lead free paint

SUSPENSION

front: MacPherson struts with
anti-roll bar
rear: double wishbone

Rover 216 GW 16v
additional changes
rear anti-roll bar

WHEELS TYRES

14" x 5" steel wheels
175-65 x 14 tyres
full diameter cover (Style 1)

Rover 214SL 16v
additional changes
full diameter cover (Style 2)

Rover 216GN 16v
additional changes
HR road tyres

WINDOWS GLASS

thick glazed laminated windscreen
Rover 214SL 16v
additional changes
green tinted glass and windscreen
stackboard

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WALKROUND POSITION E

feature summary

Rover 2149i/9Li/9N 16w	Low maintenance battery
95PS 16-valve 4 cylinder twin-cam	5-speed manual gearbox
1.4 litre engine	Self-adjusting clutch
Unleaded tolerance	Front wheel drive
Programmed ignition	Rover 2166N 16w (only)
Single point fuel injection	SC90C 110PS 16-valve 1.6 engine
Electric fan and thermostat	Multi-point fuel injection
Hydraulic tappets	

WALKROUND POSITION 2

feature summary

Rover 2148i/5Li/5N 16w	TRIM
BODY	Grey tailgate applique
Towing eyes	Fully-trimmed boot
	Boot light
BOOT	Rover 2166N 16w
60/40 split folding rear seat squab	additions/changes
Rear parcel shelf	Small body colour rear spoiler
GLAZING	
Flush-glassed rear screen	

WALKROUND POSITION 3

feature summary

Rover 2148i 16w	Rear centre armrest
LAMPS	Fully adjustable rear head rests
Front door operated courtesy lamp	SEAT BELTS
Rover 2148Li 16w	2 inertia reel and central rear seat belts
additions/changes	Recessed seat belt buckles
Rear door operated courtesy lamp	TRIM
SEATS	Full moulded door casings
60/40 split folding rear squab	Bright sill tread strips
Rover 2146N 16w	Carpeted rear parcel shelf
additions/changes	
Sun back map pockets	

WALKROUND POSITION 4

feature summary

All Models

ASHTRAYS

Front and rear ashtray

Rover 2148Li 16w

additions/changes

Front illuminated ashtray

CARPET

Car pile carpet

CONSOLE

Long centre console with rear ashtray

CONTROLS

Height adjustment steering wheel

Soft feel 3-spoke steering wheel

Fluxi push-in steering wheel centre

Twin volume stalks

Two speed wipers with fluxi wipe and intermittent wipe

Intermittent rear wash/wipe

Remote control tailgate release

Remote control fuel flap release

Twin windrose levers

Cigar lighter

Driver's left footrest

Handbrake cover and grip

Twin internally adjustable door mirrors

Rover 2148Li 16w

additions/changes

Electric/heated door mirrors

Central door locking

Glass manual sunroof

Rover 2146N 16w

additions/changes

Electric sunroof

Electric front windows

HEADLINING

Moulded headlining

3 grab handles

HEATING AND VENTILATION

4 face level vents

Side demist ducts

Air blend heater

Re-circulation control

4 speed fan

IN-CAR ENTERTAINMENT

4 speakers

R 570 ICE

— electronic time display

— per-set station buttons

— automatic

— integral fader/loadness controls

— security code

Rover 2146N 16w

additions/changes

R 670 with Auto-reverse and integral

door tweeters

INTERIOR TRIM

Full moulded door casings

Hockey stick door armrests

Clash door inserts

Carpet kick strips

Moulded gear knob and PVC gater

Height 60 tread strips

Fascia shelf mat

Moulded A, B/C, D/E post covers

WALKROUND POSITION 4

feature summary

All Models

INSTRUMENTS

Tachometer
Speedometer
Trip odometer
Fuel/temperature gauges
LCD digital clock
Rover 214GS 16v
additions/changes
Instrument panel thermostat

LAMPS

Illuminated switchgear
Illuminated heater controls
Illuminated cigar lighter
Illuminated glovebox
Central courtesy lamp
Front door courtesy switches

Rover 214SL 16v

additions/changes
Courtesy lamp delay
Ignition lock illumination
Ashtray illumination

LOCKS

Single key locking

Rover 214SL 16v

additions/changes
Central door locking

SEATS

Sports style front seats
Reclining front seats
Cloth seat backs and borders
Fully adjustable front head restraints
Zenith seat trim

Rover 214GS 16v

additions/changes
Front trim (doors and seats)
Driver/front passenger
lumbar adjust
Driver height adjustment

SEAT BELTS

Inertia reel front belts
Height adjustable front seat belts
Seat attached buckle
Concealed seat belt reels

STORAGE

Glovebox
Facia shelf (with map)
Facia coin tray
Front door bins
Driver's side rear coat hook

SUNVISORS

Two sunvisors
Passenger vanity mirror

WARNING LAMPS

Tailgate open
Handbrake on/low fluid

Rover 216GS 16v

additions/changes
'check engine'

OPTIONAL LUXURY PACK

For discerning drivers requiring still higher levels of specification, there is an optional luxury pack available on GS models. This consists of a top quality rich leather seat trim, electric rear windows and power-assisted steering.

OPTIONAL SPORTS PACK

Drivers wishing to emphasize the sporty character of their Rover GS can choose the optional sports pack, featuring alloy wheels, power-assisted steering, and the top-of-the-range 8001 in-car entertainment system.



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	ROVER 2148 16v	VW Golf 1.6 CL
ENGINE		
Capacity (cc)	1390	1595
Cylinders	4	4
Minimum power (PS) at rpm	95 6250	76 5000
Maximum torque (lb-ft) at rpm	91 4000	92 2500
Fuel system	TBI	Carb
Forward gears	5	4 + 1
DIMENSIONS		
Length	138.10ins	138.1ins
Width	58.4ins	58.5ins
Height	48.7ins	48.6ins
GENERAL		
Turning circle	33.7ft	34.4ft
Towing weight (cwt)	19.6	19.7
Boot space (cu ft)	12.4	12.1
Luggage (cu ft)	42.7	40.6
Fuel tank (gal)	12.1	12.0
PERFORMANCE		
0-60mph (secs)	11.1	11.9
Maximum speed (mph)	106	102
Source	Rover	Autoweb
FUEL ECONOMY		
City	32.6	32.5
Constant 56mph	55.5	52.3
Constant 75mph	42.4	40.4
Composite average	41.7	41.1

ROVER 2148 16v	VW Golf 1.6 CL
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Common Features

3 Door Hatchback	Folded Seat From Backward
Unlocked Steering	Front Seat Height Adj. Side
Automatic Shocks	Two Small Door Awns
Washer Headlights	Steering With L/R
Reversing Camera	Soft Foot Rest Steering Wheel
Heated Front Windows	4 Speakers
Remote Central Door Wlock	Electronic Tune/Display Radio
Driving Rear View Mirror	BMW (AV) Stereo FM
Intermittent Wipe	Optical Stereo Cassette
Intermittent Rear Wash/Wipe	Clock
Fabric Seat Fabric	Clutch Gear Trim
Reclining Seats	

Rover Advantages

Grey Lower Body Panels
Medium Bodywork Moulding
Full Wheel Cover
Front Mudflap
Flux wings
Fabric Seat Backs/Sides
Fully Adjustable Head Rest
60/40 Split Folding Rear Seat
Capelet Side Mirrors
Long Centre Console
Shoulder Light
Tachometer
Height Adjustable Steering Wheel
Remote Boot Release
Remote Fuel Filler Release
Lights on Wiping Buffer
Automatic Facility on Radio
Loadsense Control
Security Code/Beats
Rear Camera

Golf Advantages

Programmable Wash/Wipe
Heated Washers
Height Adjustable Driver's Seat
Auto Reverse Cassette

	ROVER	VW
	214GSi 16v	Golf 1.8 GL
ENGINE		
Capacity (lit.)	1396	1781
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	97 5200
Maximum torque (lb.ft.) at rpm	91 4000	107 5400
Fuel system	TBI	Carb
Forward gears	5	4+2
DIMENSIONS		
Length	138.10ins	138.31ins
Width	58.6ins	58.6ins
Height	48.7ins	48.8ins
GENERAL		
Turning circle	33.7ft	34.4ft
Towing weight (cwt)	19.0	23.0
Boot space (cu.ft.)	12.4	12.1
Luggage (cu.ft.)	42.7	40.4
Fuel tank (gal)	11.1	12.0
PERFORMANCE		
0-60mph (secs.)	11.3	9.8
Maximum speed (mph)	106	113
Source	Rover	Wolfr Car ¹
FUEL ECONOMY		
1/15mi	52.6	50.7
Constant 70mph	55.5	47.9
Constant 77mph	42.4	50.7
Composite average	41.7	50.2

ROVER	VW
214GSi 16v	Golf 1.8 GL

Common Features

3 Door Hatchback	Powering Seats	Left-Hand Drive Steering Wheel
Unleaded Fuelled	Height Adjustment Driver's Seat	6 Speakers
Automatic Clutch	60/40 Split Folding Rear Seat	Electric Tonneau Cover
3 Speed Gearbox	Folded Seat Covers Backrest	MW Car Stereo CD
Full Wheel Drive	Front Side Air Sides	Integrated Driver's Console
Halogen Headlights	Club Door Inserts	Auto-Reverse
2 Integrated Rearview Mirrors	Two Small Door Mirrors	
Heated Rear Window	Courtesy Light Driver	
Tinted Glass	Half-width Fridge Shelf	
Dipping Rear View Mirror	Glovebox With Lid	
Intermittent Wiper	Glovebox Light	
Intermittent Rear Wiper/Wash	Facemeter	
Reheat Seat Facing	Signal Disc	

Rover Advantages

Low Profile Tyres (150R)
Grey Green Body Finish
Medium Body-side Moulding
Front Muffler
Front Screen Shieldboard
Electric/Heated Driver's Door Mirror
Flick wiper
Fabric Seat Backs/Sides
Lumbar Adjustment - Front Seat
Seat Back Pockets
Fully Adjustable Front and Rear Head Rest
Rear Seat Armrest
Seat-Washed Door and Fridge Inserts
Carpeted Rear Floor
Electric Operation Glass Slides/10 Speed
Long Centre Console
Height Adjusting Steering
Electric Washers Front
Removes Rear Fuel Filler Release
Central Locking
Ignition Keyless Start/Stop
Lights on Waving Beamer
Aerodynamic Family
Loadless Control

Rover Advantages cont.

Security Cabnet Hatch
Roof Carrier

Golf Advantages

Programmable Wash/Wipe
Heated Washers
Glovebox Lock

	ROVER	VOLVO
	2145 16v	340 1.4 GL
ENGINE		
Capacity (cu.)	1396	1397
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	70 5500
Maximum torque (lb-ft) at rpm	91 4000	80 3400
Fuel system	TBI	Carb
Forward gears	5	5
DIMENSIONS		
Length	138.10ins	148.20ins
Width	58.60ins	58.00ins
Height	48.70ins	48.70ins
GENERAL		
Turning circle	55.7ft	30.2ft
Towing weight (cwt)	19.0	16.5
Boot space (cu.ft)	12.4	13.4
Loadspace (cu.ft)	42.7	42.0
Fuel tank (gal)	12.1	9.9
PERFORMANCE		
0-60mph (secs)	11.1	13.6
Maximum speed (mph)	106	93
Source	Rover	Volvo Car
FUEL ECONOMY		
Urban	32.6	31.4
Constant 50mph	53.5	49.6
Constant 75mph	42.4	38.7
Composite average	41.7	39.2

ROVER	VOLVO	
2145 16v	340 1.4 GL	
Common Features		
3 Door Hatchback	Revolving Seats	BMW L4 Diesel TM
Immovaliser	Polished Steel Centre Console	Integral Stereo Cassette
Automatic Clutch	Carpet Kick Mats	Roof Carrier
3 Speed Gearbox	Two Door Bins	
Medium Duty Side Mounting	Long Centre Console	
Full Wheel Covers	Half width Luggage Shelf	
Washer Headlights	Glovebox With Lid	
Reversing Lamps	Glovebox Light	
Heated Rear Window	Exhaustor	
Remote Central Door Mirror	Digital Clock	
Depress Rear View Mirror	Soft feel Rev Steering Wheel	
Fabric Seat Facing	4 Speakers	
Fabric Seat Backs/Seat	Electronic Tune Display Radio	

Rover Advantages
Lower Profile (55in H/D)
Grey Lower Body Feature
Front Mullion
Tick wiper
Intermittent Wiper
Intermittent Rear Wiper/Wipe
Fully Adjustable Head Rest
60/40 Split Folding Rear Seat
Front Seat Height Adj. Dial
Carpet Door Inlets
Digital Clock
Height Adjustable Steering Wheel
Remote Boot Release
Remote Fuel Tap Release
Lights on Warning Buzzer
Automatic Facility on Radio
Loadlock Control
Security Coded Radio

Volvo Advantages
Tinted Glass
Washing Wash/Wipe
Heated Front Seat
Rear Seat Armrest
Lumbar Adjustment
Rear Head Rests
Central Door Locking

	ROVER 214SL 16V	VOLVO 540 1.7 GLE
ENGINE		
Capacity (cc)	1996	1721
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	81 5400
Maximum torque (lb-ft) at rpm	91 4000	90 3000
Fuel system	TBI	Carb
Forward gears	5	5
DIMENSIONS		
Length	146.10ins	148.20ins
Width	58.6ins	58.5ins
Height	48.7ins	48.7ins
GENERAL		
Turning circle	35.7ft	30.2ft
Towing weight (cwt)	19.6	16.7
Boot space (cu ft)	32.4	15.4
Luggage space (cu ft)	42.7	42.0
Fuel tank (gal)	12.1	9.8
PERFORMANCE		
0-60mph (secs)	11.1	15.4
Maximum speed (mph)	106	99
Source	Rover	Autocar
FUEL ECONOMY		
Urban	32.6	30.4
Constant 50mph	53.5	52.3
Constant 75mph	42.4	38.7
Composite average	41.7	39.5

ROVER 214SL 16V	VOLVO 540 1.7 GLE
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Common Features

3 Door Hatchback	Fabric Seat Backs/Sides	ABS (R) (Optional)
Unloaded Tailcoat	Full Adjustable Head Rest	Integral Stereo Cassette
Automatic Clutch	Carpet Kick strips	
3 Speed Gearbox	Two Door Bins	
Medium Body-side Moulding	Glass Side/RR Mirror	
Full Wheel Covers	Half width Fabric Seat	
Hinged Headlights	Gloves With Lid	
2 Integral Parking Lights	Shower Light	
Heated Rear Window	Tachometer	
Tinted Glass	GR Seat Box Steering Wheel	
Slipping Rear View Mirror	Central Locking	
Flux caps	4 Speakers	
Fabric Facings	Electronic Tune/Display Radio	

Rover Advantages

Lowest Profile Type (57")
 Day-Locker Body Feature
 Front Mullage
 Front Screen Washboard
 Electric Heated Rear Mirror
 Hornboard Wipe
 Interchange Rear Wash/Wipe
 Reclining Seats
 60/40 Split Folding Rear Seat
 Folded Seat From Sideward
 Front Belt Height Adj. Side
 60/40 Split Seats
 Rear Waked Seat Inverts
 Courtesy Light Delay
 Long Center Console
 Rear Waked Fabric Inverts
 Digital Clock
 Height Adjustable Steering Wheel
 Remote Door Release
 Remote Fuel Filler Release
 3-Point Airlock Humidity
 Lights-on Warning Buzzer
 Lockless Central
 Security Coded Radio

Volvo Advantages

Cushion
 Lumbar Adjustment
 Rear Seat Armrest
 Heated Front Seat
 Electric Front Windows

	ROVER 216GSI 16v	VOLVO 360 GLE
ENGINE		
Capacity (cc)	1990	1986
Cylinders	4	4
Maximum power (PS) at rpm	116 6500	104 5700
Maximum torque (lb ft) at rpm	104 5200	116 4200
Fuel system	MPJ	Carb
Forward gears	5	5
DIMENSIONS		
Length	150.10ins	148.20ins
Width	58.5ins	58.5ins
Height	48.7ins	48.7ins
GENERAL		
Turning circle	33.7ft	40.2ft
Towing weight (gross)	19.0	18.6
Boot space (cu ft)	12.4	13.4
Luggage space (cu ft)	42.7	42.0
Fuel tank (gal)	12.1	12.5
PERFORMANCE		
0-60 (secs)	9.2	10.5
Maximum speed (mph)	120	103
Source	Rover	Volvo Car
FUEL ECONOMY		
Urban	29.3	30.1
Constant Mph	43.6	51.4
Constant Throgh	52.9	49.8
Composite average	35.5	39.1

ROVER 216GSI 16v	VOLVO 360 GLE
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Common Features

3 Door Hatchback	Reclining Seats	Electronic Tune Display Radio
Unlocked Steering	Lumbar Adjustment Front Seat	MP3/CD/Steer FM
Automatic Clutch	Carpet Kick Mats	Integral Stereo Cassette
3 Speed Lockbox	Seat Door Bins	Roof Carrier
Medium Bodykit Mounting	Black Side/Tail Spoiler	
Full Wheel Covers	Hill with Traction Control	
Halogen Headlights	Climate With 1st	
3 Integral Parking Lights	Climate Light	
Heated Rear Window	Tachometer	
Tinted Glass	16" Six Rim Steering Wheel	
Spaying Rear View Mirror	Electric Front Windows	
Tick wiper	Central Locking	
Fabric Seat Backs/Sides	8 Speakers	

Rover Advantages

Low Profile Tyres (155R)
 Only Lower Body Features
 Smart Sponges
 Front Mulligan
 Front Screen Shield
 Electric Heated Door Mirror
 Interlocked Wipe
 Interlocked Rear Wiper/Wipe
 Smart Fajing
 Height Adjustment Drivers Seat
 Seat Back Pockets
 Full Adjustable Head Rest
 Rear Seat Armrest
 60-40 Split Folding Rear Seat
 Folded Seat Forms Bulkhead
 Full Adjustable Rear Head Rest
 Front Seat Height Ad. Side
 Cloth Door Inserts
 Rear Window Door Inserts
 Courtesy Light Sides
 Electric Sunroof Operation
 Long Centre Console
 Rear Window Tinted Inserts
 Digital Clock

Rover Advantages cont.

Height Adjustable Steering
 Removable Roof Racks
 Removable Fuel Tank
 Sports Appraise Suspension
 Lights on Warning Buzzer
 Automatic Facility on Radio
 Radio Receiver Cassette
 Lockless Control
 Security Control Radio

Volvo Advantages

Quadrant
 Heated Front Seat

	ROVER	FIAT
	2148i 16v	Tempo 1.4 DGT
ENGINE		
Capacity (cu l)	1996	1572
Cylinders	4	4
Maximum power (PS) at 1200	95	72
	6250	6000
Maximum torque (lb.ft.) at 1200	91	78
	4000	2900
Fuel system	TiE	Carb
Forward gears	5	5
DIMENSIONS		
Length	156.10ins	150.0ins
Width	58.6ins	58.7ins
Height	48.7ins	48.10ins
GENERAL		
Turning circle	35.7ft	33.6ft
Towing weight (cwt)	19.0	21.0
Boot space (cu.ft.)	12.4	12.4
Luggage (cu.ft.)	42.7	38.9
Fuel tank (gal)	12.1	12.1
PERFORMANCE		
0-60mph (secs)	11.1	15.1
Maximum speed (mph)	116	99
Source	Rover	Autocar
FUEL ECONOMY		
Urban	52.6	53.2
Constant 56mph	53.5	54.3
Constant 75mph	42.4	39.8
Composite average	41.7	42.1

ROVER	FIAT
2148i 16v	Tempo 1.4 DGT

Common Features

5 Door Hatchback	5th Gear Inertia	Integral Stereo Cassette
Steering Wheel	Two Small Door Mirrors	Red Carpet
Automatic Clutch	Long Centre Console	Fabric Seat Facing
3 Speed Gearbox	Roll-over Protection	
Full Wheel Covers	Stainless Steel Grill	
Washer Headlights	Stainless Light	
Powering Lamps	Tachometer	
Power Rear Window	Digital Clock	
Remote Control Door Mirror	Soft Roll-Over Steering Wheel	
80:20 Split Folding Rear Seat	Height Adjustable Steering Wheel	
Folded Seat Trims Sublimed	4 Speakers	
Front Roll-Over Protection	MP3/CD Stereo FM	

Rover Advantages

Low profile, Type 0370
 One Level Body Feature
 Medium Dutygrade Building
 Front W/Inlet
 Opening Rear Side Mirror
 Dick-wire
 Intermittent Wipe
 Intermittent Rear Wash/Wipe
 Fabric Seat Backs/Slats
 Folding Seals
 Fully Adjustable Rear Seat
 Carpet Area 40sq
 Remote Start Release
 Remote Fuel Tap Release
 Lights-on Warning System
 Adventure Facility or Radio
 Launchers Control
 Security Control Panel

Fiat Advantages

Tinted Glass
 Quotometer
 Digital Instruments
 Central Door Locking
 Electric Front Windows

	ROVER 214SLI 16v	FIAT Toro 1.6 DGT SX
ENGINE		
Capacity (cc)	1396	1580
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	84 6000
Maximum torque (lb-ft) at rpm	91 4000	96 2900
Fuel system	TBI	Carb
Forward gears	5	5
DIMENSIONS		
Length	150.14ins	150.0ins
Width	58.6ins	58.7ins
Height	48.7ins	48.30ins
GENERAL		
Turning circle	51.7ft	55.8ft
Towing weight (Lwt)	19.6	21.6
Bootpace (cu ft)	12.4	12.4
Luggage (cu ft)	42.7	48.9
Fuel tank (gal)	12.1	12.3
PERFORMANCE		
0-60mph (secs)	11.3	11.3
Maximum speed (mph)	106	106
Source	Rover	Autocar
FUEL ECONOMY		
Urban	52.6	50.4
Constant Speed	55.5	53.3
Constant Thru	42.4	50.2
Composite average	41.7	50.8

ROVER 214SLI 16v	FIAT Toro 1.6 DGT SX
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Common Features

5 Door Hatchback	Full Adjustable Rear Seat	Height Adjustable Steering
Onboard Tachometer	Split Folding Rear Seat	Central Locking
Automatic Clutch	Front Rest Height Adj. Side	4 Speakers
5 Speed Gearbox	Dark Door Inserts	Electronic Tune Change Radio
Full Wheel Covers	Two Small Sun Bls	MP3/W/ Stereo FM
Relays Headlight	Glass Side/FR Sunroof	Integral Stereo Cassettes
2 Integrl Parking Light	Long Centre Console	Rear Carpet
Heated Rear Window	High width Cruise Shift	
Green Tinted Glass	Quartzes With 1st	
Electric Heated Driver	Quartzes Light	
Passenger Door Mirror	Tachometer	
Fabric Footing	Digital Clock	
Washing Sials	Lock And Key Steering Wheel	

Rover Advantages

Grey Lower Body Finish
Medium Density Wooling
Front Wheelcaps
Front Screen Washband
Dipping Rear View Mirror
Flux caps
Intermittent Wipe
Intermittent Rear Wash/Wipe
Fabric Seat Backed Seats
Over Wash Door Inserts
Carpet Kick stops
Courtesy Light Sials
Over Wash Door Inserts
Remote Door Release
Remote Fuel Tap Release
Ignition Keyless Illumination
Lights on Warning Panel
Anti-Lock Facility on Radio
Loadline Control
Security Coded Radio

Fiat Advantages

Headlamp Wash/Wipe
Height Adjustable Driver's Seat
Heated Driver's Seat
Economic
Digital Instruments
Electric Front Windows

	ROVER	PEUGEOT
	214N 16V	309 1.6 GL
ENGINE		
Capacity (cc)	1596	1580
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	80 5600
Maximum torque (lb-ft) at rpm	91 4000	97 2800
Fuel system	TBI	Carb
Forward gears	5	5
DIMENSIONS		
Length	156.10ins	150.3ins
Width	58.1ins	58.4ins
Height	48.7ins	48.1ins
GENERAL		
Turning circle	31.78	30.18
Towing weight (cwt)	29.6	15.8
Boot space (cu ft)	12.4	10.4
Luggage (cu ft)	42.7	38.8
Fuel tank (gal)	12.1	12.1
PERFORMANCE		
0-60mph (secs)	11.1	12.9
Maximum speed (mph)	106	90
Source	Rover	Autocar
FUEL ECONOMY		
Urban	32.6	32.1
Constant 50mph	53.5	53.3
Constant 75mph	42.4	41.5
Composite average	41.7	41.2

ROVER	PEUGEOT
214N 16V	309 1.6 GL

Common Features

3 Door Hatchback	Folded Seat Front Bulkhead
Unlimited Tolerant	Dark Door Trims
Medium Inboard Steering	Two Small Door Bags
Full Wheel Cover	Onionlike ABS Ltd
Neopren Headlights	Self-Deflating Steering Wheel
Reversing Lamp	Remote Fuel Tap Release
Heated Rear Window	8 Speakers
Remote Control Door Mirror	Electronic Turn/Signal Radio
Floating Rear View Mirror	MP3 CD Stereo FM
Intermittent Wipe	Integral Stereo Cassette
Fabric Seat Fabric	Radio Cassette
Reclining Seat	
Full Adjustable Head Rest	

Rover Advantages

Automatic Clutch
Grey Lower Body Finish
Front Mullings
Wind wiper
Interior Mirror Rear View/Mirror
Fabric Seat Back/Sides
60/40 Split Folding Rear Seat
Front Seat Height Adjuster
Cassette Rack (optional)
Living Centre Console
Hill-hold Assist Switch
Onionlight
Tachometer
Digital Clock
Height Adjustable Steering Wheel
Remote Start Release
Lights on Warning Buzzer
Automatic Facility on Radio
Lockdown Control
Security Alarm Radio

Peugeot Advantages

Manual Powerlight Lockers
Glass Sunrains
Central Door Locking

	ROVER 214SU 16V	PEUGEOT 309 1.6 GR
ENGINE		
Capacity (cc)	1796	1580
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	80 5600
Maximum torque (lb-ft) at rpm	81 4000	97 2800
Fuel system	TBI	Carb
Forward gears	5	5
DIMENSIONS		
Length	150.10ins	138.30ins
Width	58.0ins	58.4ins
Height	48.7ins	48.0ins
GENERAL		
Turning circle	35.7ft	30.1ft
Towing weight (cwt)	19.6	15.8
Boot space (cu ft)	12.4	10.4
Luggage (cu ft)	4.7	3.8
Fuel tank (gal)	12.1	12.1
PERFORMANCE		
0-60mph (sec)	11.1	12.9
Maximum speed (mph)	100	96
Source	Rover	Autocar
FUEL ECONOMY		
Urban	32.6	32.1
Country 50mph	55.5	58.3
Country 70mph	42.4	41.5
Composite average	41.7	41.2

ROVER 214SU 16V	PEUGEOT 309 1.6 GR
Common Features	
3 Door Hatchback	3 Door Hatchback
Unbeatable Value for Money	Unbeatable Value for Money
3 Speed Gearbox	3 Speed Gearbox
Medium Body-on-Chassis Mounting	Medium Body-on-Chassis Mounting
Fuel Wheel Cover	Fuel Wheel Cover
Halogen Headlights	Halogen Headlights
3 Integrated Rearview Mirrors	3 Integrated Rearview Mirrors
Heated Rear Window	Heated Rear Window
Electric Driver's Side Mirror	Electric Driver's Side Mirror
Dipping Rear View Mirror	Dipping Rear View Mirror
Interlocked Wiper	Interlocked Wiper
Reclining Seats	Reclining Seats
Full Adjustable Head Rests	Full Adjustable Head Rests
Trunk Seal Foam Reinforcement	Trunk Seal Foam Reinforcement
Cloth Door Inserts	Cloth Door Inserts
Steak, Glass, Oil Seals	Steak, Glass, Oil Seals
Long Centre Console	Long Centre Console
Hall with Floor Seal	Hall with Floor Seal
Overhead Wiper Lot	Overhead Wiper Lot
Shaver Light	Shaver Light
Tachometer	Tachometer
Digital Clock	Digital Clock
Self-Set Rear Steering Wheel	Self-Set Rear Steering Wheel
Removable Fuel Tap Window	Removable Fuel Tap Window
4 Speakers	4 Speakers
Electronic Tune/Change Radio	Electronic Tune/Change Radio
ABS/ASD System, IM	ABS/ASD System, IM
Integral Stereo Cassette	Integral Stereo Cassette
Roof Carrier	Roof Carrier
Tinted Glass	Tinted Glass
Two Door Seal	Two Door Seal
Centre Locking	Centre Locking

Rover Advantages

Automatic Clutch
Grey Lower Body Finish
Front Mullion
Front Screen Dashboard
Flux wiper
Interlocked Rear Wiper/Wipe
Fabric Seat Back Sides
60/40 Split Folding Rear Seat
Four Seat Height Adjusters
Shy-Wake Door Inset
Carpet Kick-Strip
Covering Light Sides
Steer-Adjust Floor Inset
Height Adjustable Steering Wheel
Removable Headrest
Spill-Resistant Sunscreen
Lights-on Warning Buzzer
Automatic Locks on Radio
Loadless Clutch
Security Locked Radio

Peugeot Advantages

Small Rear Spoiler
Manual Headlight Leveler
Removable Driver's Side Mirror
Luggage Adjustment - Three Ties
Split Folding Rear Seat
Front/Rear Courtesy Lights
Electric Windows - Front

	ROVER	PEUGEOT
	214GS 16v	309 1.6 SR
ENGINE		
Capacity (cc)	1596	1580
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	115 6250
Maximum torque (lb-ft) at rpm	91 4000	98 4000
Fuel system	TiH	MPJ
Forward gears	5	5
DIMENSIONS		
Length	138.10ins	138.5ins
Width	58.0ins	58.0ins
Height	48.7ins	48.7ins
GENERAL		
Turning circle	33.7ft	36.1ft
Towing weight (max)	19.0	15.8
Boot space (cu.ft)	12.4	10.4
Luggage (cu.ft)	42.7	38.6
Fuel tank (gal)	12.1	12.1
PERFORMANCE		
0-60mph (secs)	11.1	9.9
Maximum speed (mph)	106	113
Source	Rover	What Car?
FUEL ECONOMY		
Urban	32.6	30.7
Constant 50mph	55.5	48.7
Constant 70mph	42.4	37.2
Composite average	41.7	38.5

ROVER	PEUGEOT
214GS 16v	309 1.6 SR

Common Features

1 Door Hatchback	Fabric Seat Backs/Sides	Electric Windows - Front
Unlocked Terminal	Reclining Seats	Remote Fuel Tap Release
Automatic Clutch	Full Adjustable Head Rests	Central Locking
3 Speed Gearbox	Folded Seat Fronts/Backrest	4 Speakers
Washers/Brake Mounting	Dark Tone Interiors	Lockdown/Tone/Storage Trunk
Washjet Headlights	Two Door Bins	MP3/CD Stereo (UK)
2 High/Low Reversing Lights	Long Lifetime Candles	Automatic Tachits
Washed Rear Window	Half width Passes Seat	Integral Stereo Cassette
Tinted Glass	Shower With Lid	Auto Release
Two Heat Shield's Door Mover	Shower Light	Roof Carrier
Dipping Rear View Mirror	Tachometer	
Intermittent Wipe	Signal Clack	
Valet Seat Straps	Soft Top Rear Steering Wheel	

Rover Advantages

Low Profile Tires (SS20)
 Day-Lower Bulb Feature
 Front Mulligan
 Front Lower Shieldboard
 Flick-eyes
 Intermittent Rear Wipe/Wipe
 Height Adjustable Driver's Seat
 Lumber Adjustment - Front Seats
 Seat Back Pockets
 Rear Seat Adjuster
 60/40 Split Folding Rear Seat
 Fully Adjustable Rear Head Rest
 Front Belt Height Adj. Strap
 Rear Window Door and Fauxle Inserts
 Cargo-Aid Straps
 Courtesy Light Delay
 Glass Side/FX Sunroof
 Electric Sunroof Operator
 Height Adjustable Steering Wheel
 Remote Boot Release
 Ignition Keyhole Illumination
 Lights on Warning Buzzer
 Loadless Control
 Security Global Radio

Peugeot Advantages

Seat-Back Spoiler
 Alloy Wheels
 Manual Headlight Leveller
 Shockbond Map Lights
 Oil Pressure Gauge
 Oil Temperature Gauge
 Remote Control Central Locking

	ROVER	ASTRA
	2145i 16v	1.6i
ENGINE		
Capacity (cc)	1596	1596
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	82 5400
Maximum torque (lb-ft) at rpm	91 4000	96 2000
Fuel system	TBI	Catb
Forward gears	5	5
DIMENSIONS		
Length	130.10ins	126.10ins
Width	58.0ins	58.0ins
Height	48.7ins	48.7ins
GENERAL		
Turning circle	35.7ft	32.2ft
Towing weight (cwt)	19.6	19.7
Boot space (cu ft)	12.4	13.8
Luggage space (cu ft)	42.7	55.3
Fuel tank (gal)	12.1	11.4
PERFORMANCE		
0-60mph (secs)	11.1	11.8
Maximum speed (mph)	106	104
Source	Rover	What Car?
FUEL ECONOMY		
Urban	32.6	35.2
Constant 56mph	53.5	57.6
Constant 75mph	42.4	42.8
Composite average	41.7	45.5

ROVER	ASTRA
2145i 16v	1.6i
Common Features	
5 Rear Vestibles	Intermittent Door Wash Wipe
Insulated Trunk	Fabric Seat Springs
Automatic Clutch	Necking Seats
5 Speed Gearbox	BD/AC Self Filling Fuel Tank
Medium Duty Working	Fitted Seat Frame Support
Fat Wheel Cover	Fuel Jet Height Adj. Slide
Hangers Headlights	Soft Door Inserts
Reversing Lamps	Two Door Bins
Heated Rear Window	Long Centre Console
Remote Control Door Wipe	HIFI with Cassette Deck
Dipping Rear View Mirror	Clothes With Lid
Flare wings	Greenway Light
Intermittent Wipe	Soft Seat For Steering Wheel
	Lights on Warning Alarm
	4 Speakers
	Electronic Tune/Change Radio
	BMW/Chorus FM
	Automatic Facility on Radio
	Integral Stereo Cassette
	Lockman Control
	Roof Carpet

Rover Advantages
Low Profile Tyres (155R)
Grey Lower Body Features
Front Mudflaps
Fabric Seat Bunks/Slots
Full Adjustable Head Rest
Cassette Rack (Hatch)
Tachometer
Digital Clock
Height Adjustable Steering Wheel
Remote Mail Release
Remote Fuel Tap Release
Security Coded Radio

Astra Advantages
Programmed Wash/Wipe
Roof Bin Height Adj. Slide
Door Side '1st Seater'
Trunk Storage Bin
Automatic on Radio
Cassette Storage Bin

	ROVER	ASTRA
	2145L 16v	1.6 GL
ENGINE		
Capacity (cc)	1796	1796
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	92 5600
Maximum torque (D.K.) at rpm	91 4000	95 2000
Fuel system	TBI	Carb
Forward gears	5	5
DIMENSIONS		
Length	1.81 1066	1.80 1044
Width	58 666	58 666
Height	48 766	48 766
GENERAL		
Turning circle	9.578	9.220
Towing weight (GWC)	19.6	19.7
Boot space (cu.ft)	12.4	13.8
Luggage (cu.ft)	41.7	35.5
Fuel tank (gal.)	12.1	13.4
PERFORMANCE		
0-60mph sec	11.1	11.8
Maximum speed (mph)	106	104
Source	Rover	What Car?
FUEL ECONOMY		
Urban	52.6	53.2
Constant 50mph	55.5	57.6
Constant 70mph	42.4	42.8
Composite average	41.7	43.3

ROVER	ASTRA
2145L 16v	1.6 GL

Common Features

5 Door Hatchback	Intercombed Wiper	Central Locking
Unlimited Tolerant	Intermittent Rear Wiper/Wash	4 Speakers
Automatic Clutch	Reversing Gear	Electronic Tune/Station Radio
3 Speed Gearbox	Fully Adjustable Full Head Rest	MP3/CD/Steering FM
Medium Duty/High Mounting	60/40 Split Folding Rear Seat	Anti-Lock Brakes
Full Wheel Cover	Folded Seat Frame Backrest	Integral Driver's Cassette
Halogen Headlights	Front Seat Height Adj. Slits	Luggage Control
7 Integral Reversing Lamps	Courtesy Light Slides	Security Cabler Radio
Heated Rear Window	Glass Side/Tail Sunroof	Roof Carrier
Tinted Glass	Long Centre Console	Door Bins
Front Screen Shaded	Glovebox With Lid	Adjustable Steering Wheel
Hot/Heat/Cool Mirrors	Glovebox Light	Lights in Mirror
Dipping Rear View Mirror	Tachometer	
Pink Wipe	Soft Top Rear Steering Wheel	

Rover Advantages

Low Profile Tires (55TR)
Grey Lower Body Features
Fuel Wastegate
Fabric Seat Sacks/Slits
Rear Window Door Inverts
Catalytic Risk Strips
MP3 with Tunes Shelf
Rear Window Fabric Inverts
Digital Clock
Remote Start Release
Removal Fuel Tap Release
Ignition Keyhole Remover

Astra Advantages

Programmable Wash/Wax
Height Adjustable Driver's Seat
Rear Seat Height Adj. Slits
Two Directional Map Lights
Electric Windows Front
Auto Reverse Cassette

	ROVER	ASTRA
	216GS 16v	1.8 SR1
ENGINE		
Capacity (cu l)	1596	1796
Cylinders	4	4
Maximum power (PS) at rpm	136 6500	112 5600
Maximum torque (ft.lb.) at rpm	104 5200	136 4000
Fuel system	MPJ	MPJ
Forward gears	5	5
DIMENSIONS		
Length	138.10ins	138.10ins
Width	58.0ins	58.0ins
Height	48.7ins	48.7ins
GENERAL		
Turning circle	85.7ft	52.2ft
Turning weight (cwt)	19.6	19.7
Boot space (cu.ft.)	12.4	13.8
Luggage (cu.ft.)	42.7	55.3
Fuel tank (gal.)	12.1	11.4
PERFORMANCE		
0-60mph (secs.)	9.2	8.4
Maximum speed (mph)	120	119
Source	Rover	Astra
FUEL ECONOMY		
Urban	29.3	27.4
Constant 50mph	43.6	50.4
Constant 75mph	32.9	39.4
Composite average	35.5	36.0

ROVER	ASTRA
216GS 16v	1.8 SR1

Common Features

3 Door Hatchback	Intermittent Rear Wash/Wipe	Lights-on Warning Buzzer
Steered Towbar	Height Adjusting Driver's Seat	4 Speakers
Automatic Clutch	Dark Day Mirrors	Electronic Tune/Display Radio
3 Speed Gearbox	Two Small Door Bags	800 CW/Drive FM
Medium Body-side Moulding	Country Light Delay	Adventure Facility on Radio
Seat Rear Spoiler	Glass Side/Tail Sunroof	Integral Stereo Controls
Fuel Wheel Cover	Long Centre Console	Auto Reverse
Halogen Headlights	Hill-hold Facia Shelf	Loadless Control
Locked Discs	Glovebox With Lid	Security Coded Radio
Front Driver Sideboard	Glovebox Light	Rear Carpet
On/Head Door Mirror	Tachometer	
Dipping Rear View Mirror	Lock and Key Steering Wheel	
Tick wiper	Electric Windows - Front	
Intermittent Wipe	Central Locking	

Rover Advantages

Grey Lower Body Features
Front Mattress
Velvet Seat Pivots
Fabric Seat Backs/Slats
Lumber Adjustment Front Seat
Seat Back pockets
Full Adjustable Rear Seats
Rear Seat Armrest
Full Adjustable Rear Head Rests
Rear Window Door Inserts
Carpet Kick Plates
Electric Sunroof Operation
Rear Window Facia Inserts
Digital Clock
Height Adjustable Steering
Parade Seat Release
Remote Fuel Filler Release
Ignition Keyhole Receptor

Astra Advantages

Low Profile Tyres (2000)
Headlamps Washers
Directional Map Light

	ROVER 2148i 16v	ESCORT 1.6i
ENGINE		
Capacity (cc)	1796	1597
Cylinders	4	4
Maximum power (PS) at rpm	95 6250	86 5600
Maximum torque (lb-ft) at rpm	91 4100	98 4800
Fuel system	TBI	Carb
Forward gears	5	5
DIMENSIONS		
Length	138.10mm	138.20mm
Width	58.6mm	58.5mm
Height	48.7mm	48.6mm
GENERAL		
Turning circle	35.7ft	35B.2mm
Towing weight (w/o)	31.6	37.7
Boot space (cu ft)	32.4	32.7
Luggage (cu ft)	42.7	37.1
Fuel tank (gal)	12.1	10.6
PERFORMANCE		
0-60 (sec)	11.1	10.0
Maximum speed (mph)	106	110
Source	Rover	Autocar
FUEL ECONOMY		
Urban	32.6	34.0
Constant 50mph	53.5	55.4
Constant 75mph	42.4	40.9
Composite average	41.7	43.0

ROVER 2148i 16v	ESCORT 1.6i
Common Features	
3-Door Hatchback	Fabric Seat Fabric Rollback
Brakeless Turnoff	2-Door Hatchback
3-Speed Gearbox	Two-Door Hatchback
Full Wheel Cover	Full-width Fabric Seat
Halogen Headlights	Glovebox With Lid
Reversing Lamp	Soft Foot Box
Remote Control Door Mirror	4 Speakers
Dipping Rear View Mirror	Electric Tint/Display Radio
Intermittent Wiper	WMC 4-Door TR
Fabric Seat Facing	Integral Stereo Cassette
Reversing Gear	Loadless Control
Full Adjustable Rear View	Security Alarm Radio
1248i Soft Folding Rear Seat	Rear Carpet
	Automatic Clutch

Rover Advantages

Low Profile Type 2570i
 Grey Lower Body Feature
 Medium-Polyurethane Seating
 Front Mattress
 Flick wiper
 1248i Soft Folding Rear View
 Fabric Seat Backrest
 Front Seat Height Adjustment Slide
 Carpet Kick Strips
 Long Carbs Console
 Glovebox Light
 Telematic
 Digital Clock
 Height Adjustable Steering Wheel
 Remote Fuel Release
 Remote Fuel Flap Release
 Light-on Warning System
 Adaptive Facility on Radio

Escort Advantages

Heated Rear Window Trim
 Glass Side & 4th Seater
 Integral Rear Screen Aerial
 Tape Noise Protection
 Release/Fabric Seating
 Cassette Storage Compartment

	ROVER 214SD 16v	ESCORT 1.6 GL
ENGINE		
Capacity (cc)	1596	1547
Cylinders	4	4
Maximum power (PS) at 4000	99	96
Maximum torque (R.F.) at 4000	4250	5600
Maximum torque (R.F.) at 4000	91	98
Maximum torque (R.F.) at 4000	4000	4000
Fuel system	TDi	Carb
Forward gears	5	5
DIMENSIONS		
Length	1.90.10mm	1.90.20mm
Width	58.6mm	58.7mm
Height	48.7mm	48.7mm
GENERAL		
Turning circle	35.7m	35.2m
Towing weight (twt)	19.0	17.7
Boot space (cu.ft)	12.4	12.7
Loadspace (cu.ft)	42.7	37.1
Fuel tank (gal)	12.5	10.6
PERFORMANCE		
0-60mph (secs)	11.1	10.0
Maximum speed (mph)	106	110
Source	Rover	Astonair
FUEL ECONOMY		
Urban	52.6	54.0
Constant 50mph	55.5	55.4
Constant 75mph	42.4	40.9
Composite average	41.7	43.0

ROVER 214SD 16v	ESCORT 1.6 GL
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Common Features

5 Bow Hatchback	Yellow Seat Fabric Bullhead	Integral Stereo Cassette
Overhead Tailcoat	Door Door Inserts	Lockable Centre
Automatic Clutch	Two Door Wipe	Security Central Lock
3 Speed Gearbox	Glass Slider/Tilt Sunroof	Steel Carpet
Full Wheel Drive	Hall with Fabric Shelf	Centre Locking
Halogen Headlights	Shower With Lid	
3 Integrated Rearwing Lights	Shower Light	
Two/Three Door Side Mirror	Car Wash	
Display Rear View Mirror	Digital Clock	
Intermittent Wipe	Soft-Feel Sun Steering Wheel	
Fabric Tacking	4 Speakers	
Washing Seats	Electrom. Tilt/Depth Seats	
Full Air, Full Head Rest	MUSIC System FM	
60/40 Split Folding Rear Seat		

Rover Advantages

Low Profile Tyres (127R)
 Grey Lower Body Finish
 Medium Body Side Moulding
 Front Mullion
 Washed Rear Window
 Fluid Service Dashboard
 Thick-wipe
 Intermittent Rear Wiper
 Fabric Seat Backs/Slats
 Front Seat Height Adjustment
 Rear Walnut Door Inserts
 Carpet Kick-Mats
 Courtesy Light Delay
 Long Centre Console
 Rear Walnut Fabric Inserts
 Height Adjustable Steering
 Removable Boot Window
 Removable Fuel Filler Release
 Integral Pedals Bottomplate
 Lights on Wiper Switch
 Automatic Facility on Radio

Escort Advantages

Washed Rear Window Trim
 Rear Seat Armrest
 Electric Front Windows
 Integral Rear Screen Arm
 Tape Noise Reduction
 Balanced Traction Control
 Cassette Storage Compartment

	ROVER	ESCORT
	2166SE 16v	1.6 Ghia
ENGINE		
Capacity (cc)	1796	1707
Cylinders	6	4
Maximum power (PS) at rpm	95 6250	80 5600
Maximum torque (lb-ft) at rpm	91 4000	98 4000
Fuel system	TBI	Carb
Forward gears	5	5
DIMENSIONS		
Length	170.18ins	170.2ins
Width	58.9ins	58.5ins
Height	48.7ins	48.6ins
GENERAL		
Turning circle	45.7ft	35.2ft
Towing weight (lbs)	1900	1770
Boot space (cu ft)	12.6	12.7
Luggage (cu ft)	62.7	57.1
Fuel tank (gal)	12.1	10.6
PERFORMANCE		
0-60mph (secs)	11.3	10.0
Maximum speed (mph)	106	110
Source	Rover	Autoweb
FUEL ECONOMY		
Urban	32.6	34.0
Constant 55mph	55.5	55.4
Constant 75mph	42.4	40.9
Composite average	41.7	43.0

ROVER	ESCORT
2166SE 16v	1.6 Ghia

Common Features

5 Door Hatchback	90/90 Split Folding Rear Seat	Electric Turn-Steering Ratio
Automatic Brake	Folding Seat Front Bulkhead	MP3/W/CD/AM
3 Speed Gearbox	Slack Door Switch	Wingless Stereo Cassette
Full Wheel Drive	Two Door Bins	Auto Reverse Cassette
Winged Headlights	Glass Side/Tail Sunroof	Lockless Central
3 Winged Rearwing Lights	Half width Fabric Seat	Security Locked Radio
Tinted Glass	Ground Wire Cut	Steel Cages
Two Feet Drivers Door Mirror	Ground Light	
Rearview View Mirror	Tachometer	
Intermittent Wiper	Digital Clock	
Wet Wipers	Left and Right Steering Wheel	
Washing Jets	Electric Windows Front	
Full Adjustable Head Rest	Locks on Luggage	
Rear Seat Adjust	4 Speakers	

Rover Advantages

Low Profile Tyres (155R)
 Grey Lower Body Finish
 Medium Intake Muffler
 Front Mullage
 Front Screen Dashboard
 Thick mat
 Integrated Rear Wash Wipe
 Fabric Seat Belts/Seat
 Height Adjust Driver's Seat
 Lumbar Adjust Front Seat
 Seat Back Pockets
 Full Adjustable Full Rear Headrest
 Front Seat Height Adj Slide
 Rear Window Door and Centre Locks
 Carpet Kick Mat
 Courtesy Light Door
 Electric Sunroof Operation
 Long Centre Console
 Height Adjustable Steering
 Reverse Rear Mirrors
 Reverse Hand Tap Release
 Ignition Keyless Start/Stop
 Lights on Warning Buzzer
 Audible Facility on Radio

Escort Advantages

Heated Rear Window Tint
 Integral Rear Screen Aerial
 Two Rear Windows
 Chrome Metal Switch
 Battery/Fuel Indicator
 Separate Radio/Traffic Control
 Cassette Storage Compartment
 Power Antenna



CONTACTS

CONTACTS

NOTES

CUSTOMER CONTACT RECORD

Why go into detail when most customers know what they want?

Even when the customer is quite positive about the make and model that he wants, obtaining full and detailed information is vital for three reasons:

1. It helps you to check that the car really does satisfy the customer's needs.
2. Matching product benefits to needs helps you to close.
3. It takes the time to discuss his requirements, so it is selling 'sovereign' and building the feeling of obligation.

ASK OPEN QUESTIONS FOR INFORMATION

Obtaining information depends so much on how you ask so what you ask.

Open Questions get people talking, by starting with How? What? Where? Who? Why? and When? For example, the question "What kind of business mileage do you do?" is likely to get a more informative response than "Do you do a high business mileage?", which would attract either a Yes or a No.

ASK CLOSED QUESTIONS FOR CONFIRMATION

Once you have unlocked the door to the information you need, make sure that you interpret it correctly.

Concentrate on what the customer says, and how he says it. An uncertain tone of voice could mean that you need to probe further.

Then check your understanding — by asking the customer to confirm the facts through the use of Closed Questions.

Be ready to re-qualify.

The more that customer agrees to your questions, the more committed he is going to the sale. If he disagrees, then you need to ask 'Why?' and re-qualify him. There is obviously some information which you will need to know.

USE 'FRIENDLY INVESTIGATION' NOT INTERROGATION

Obviously your questions should not sound like a cross-examination — qualification is never a process of 'friendly investigation'.

And of course the more you can relax the customer and get him talking about his lifestyle, needs and interests, the more likely he is to volunteer the facts without any prompting from you.

ROVERCUSTOMER CONTACT RECORD

Name _____

Address _____

Telephone Number _____

Model Interested in _____ New Used Current Car _____ Company Private

Change Date of Current Car _____ / _____ / _____

Finance Outstanding YES NO & _____

Annual Mileage _____ Who else will drive? _____

Regular Passengers YES NO Number _____Children YES NO Pets YES NO

Sports/leisure _____

Major Requirements _____

Performance Economy Versatility Spaciousness Luxury Carrying Likes of Current Car _____
_____Dislikes _____
_____Other Cars Considered _____

Test Drive Appointment _____

Follow-up Date _____ / _____ / _____

CUSTOMER CONTACT RECORD 807 74

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