



# Ralliart revival



Clockwise from left:  
Concept Sportback,  
Lancer Evo IX, Colt CZT.

DIGITAL IMAGE:  
Chris Harris

## On the eve of 380, Mitsubishi rallies behind a reborn fast-car franchise

By MARTON PETTENDY

**JUST** two weeks out from the most important new-model launch it has ever held, a tense Mitsubishi Motors Australia has revealed how crucial its all-new 380 sedan is to Australia's fourth-largest car-maker.

But senior Mitsubishi Australia officials have also stressed next month's Magna replacement is just the beginning of an entire model range renewal over the next two years.

Central to its future as an automotive manufacturer is a plan to rejuvenate its stagnant Ralliart franchise, which will be expanded to include everything from next month's new Lancer Evo IX sedan to two hot new Colt turbos and, possibly, a two-door Pajero and turbocharged AWD 380 sedan.

Speaking at last week's launch of the MY2006 Lancer 2.4 and Evo IX sedans, Mitsubishi Australia's executive vice-president of sales and marketing, Masaharu Iwata, was blunt about the importance of 380's success.

"The 380 is extremely important because the fate of Tonsley Park depends on it," he said.

Mr Iwata said the annual sales forecast for the US-market Galant-based 380 was 30,000 plus 2000 for New Zealand – which at 50 per cent of capacity represents breakeven point for the factory.

But the Mitsubishi sales chief was upbeat about the company's future, and hopes a revitalised Ralliart model range and Ralliart dealer network – which is expected to expand from 18 to an eventual 30 or more – will lift the brand's image in Australia.

"Now we can ask for new products instead of just getting hand-me-downs," he said, confirming that two hot new turbocharged Colt variants will join an expanded Ralliart stable within 12 months.

Mitsubishi Australia has struggled to source a lower-specified three-door Colt light car to create a sub-\$15,000 entrant below the current \$18,990 entry price of the Colt LS CVT five-door.

However, the Colt line-up will be bolstered in mid-2006 by a pair of turbocharged, Ralliart-badged Colts – including the funky new Colt Coupe-Cabriolet (based on the CZ2 Cabrio concept) and either a European-sourced three-door (based on the CZ3 concept) or a yet-to-appear Japanese-spec five-door.

While the hot new Colts will be priced above \$30,000 and should rival the likes of Peugeot's 206CC/GTI and Holden's forthcoming Tigra, an upgraded Euro 3 emissions-compliant Colt will be launched before then in November.

Continued next page

### FRANKFURT 4WD STARS



ML 63 AMG



Audi Q7

PAGES 8-9

**carsales. cars sold.**

**carsales.com.au**  
Australia's No.1 Auto Website



## Ralliart revival

Continued from previous page

Around the same time a luxury-spec Grandis will be introduced to bring Mitsubishi's people-mover range in line with Honda's successful Odyssey range, while an all-new Triton ute will arrive in the second quarter of 2006.

Late next year Mitsubishi will release redesigned versions of both its compact Outlander and mid-sized Pajero SUVs, with the latter expected to feature a new V6 and common-rail turbo-diesel technology – as well as spawning a 3.8-litre MIVEC V6-equipped short-wheelbase two-door derivative.

Manual-only and featuring off-road kit such as Hella driving lights, the Ralliart-badged off-roader could mark the return of a SWB Pajero for the first time in 10 years.

Though unconfirmed for Australia, Mr Iwata said such a model would need to find at least 1000 homes a year to be viable.

He was less forthcoming about the possibility of a Ralliart-badged 380 sedan, but was openly excited by the prospect and did not rule out the possibility of all-wheel drive returning to Mitsubishi's large-car arsenal.

"The 380 will be at the peak of its ability – any more power and we'd have to go to AWD," he said. "AWD is not in the plan (for 380), but of course Mitsubishi has the technology ... and we have turbo technology too.

"But first 380 must be successful. We'll see how well it goes before we re-evaluate."

Mitsubishi Motors Corporation recently revealed a 10kg-lighter, five per cent more powerful version of its 2.4 MIVEC engine (125kW/226Nm), which will power the next-generation Outlander and Lancer.

The latter will be previewed at next month's Frankfurt motor show as the Concept Sportback, which reveals the styling direction of Mitsubishi's next Evo – which is likely to be preceded in Australia by a revised "Evo 9.5" model.

If the next-generation Lancer hatch is released here, it will arrive in 2008. Before then, the current CH Lancer will receive a significant midlife cosmetic facelift.

**Lancer Evo IV, MIVEC – pages 10-11**



US Galant

## Profit, not market share, will feed Adelaide families

By MARTON PETTENDY

**MITSUBISHI** Australia's sales and marketing chief Masaharu Iwata has vowed to sacrifice market share to ensure its new 380 is profitable.

"Profitability is more important than market share, especially in our current economic situation," he told GoAuto last week. "I see the workers every day and market share won't feed their families."

Mr Iwata was also adamant the 380 would not be discounted.

"Once we set the RRP we will stick to it and this will give confidence to the private buyer," he said.

"We have to be very careful in determining the right price – if we're not successful I haven't done my job and Tonsley Park would be at risk.

"We won't lose money on a single car and there should be a comfortable balance between private and fleet sales."

Mr Iwata, who has worked with the Mitsubishi Corporation since 1977 and before his secondment Down Under was representing Mitsubishi's interests on the Proton board in Malaysia, took over the Australian sales and marketing role almost 12 months ago.

One of his first tasks was to embark on a nationwide tour of Mitsubishi dealerships to investigate Magna's failure.

"The first thing I noticed was the impression that Magna was not a great new car but a great used car," he said.

"I asked myself: How can this be? So I went around the country listening to what dealers and customers had to say. That's how I understood what MMAL was about.

"My assessment of Magna is resentment for not replacing it (sooner) and for indiscriminate price reductions.

"I don't have a panacea, no way, (but) for us to be successful our dealers have to be successful.

"I listen to the dealers because they are closer to the customer," he said.

Mitsubishi's 380, which is based on the US Galant and in Australia will comprise five sedan variants but no wagon option, remains on track for its national media launch in Sydney over September 8-9, the culmination of a slow-release launch campaign.

### WHAT'S COMING:

Lancer Evo IX sedan	Mid-Sept
MY06 Lancer sedan/wagon	Mid-Sept
Colt engine upgrade	November
Revised Grandis range	Late-2005
New Triton	2nd qtr 2006
Ralliart Colt turbo 5D	Mid-2006
Ralliart Colt CC turbo	Mid-2006
New Pajero	Sept 2006
New Outlander	Late-2006
Ralliart SWB Pajero 5D	2007
Ralliart 380 sedan	2007
New Lancer sedan/hatch	2008

# UNITS<sup>TM</sup>

## Future Proof your Profits



Dealer Management Systems

Peter Thatcher +61 3 9349 3062

pthatcher@auto-it.com.au

www.unitssoftware.com.au



# Triton laid bare!

## Photo leak forces Mitsubishi to the front foot with its curvaceous new ute

By NEIL McDONALD and  
MARTON PETTENDY

**LEAKED** images of Mitsubishi's redesigned Triton utility have forced the company to reveal official photos and details of the all-new workhorse well ahead of its arrival here towards the middle of next year.

Photos were leaked out of Mitsubishi Motors Thailand, where the truck is being built, early last week – but head office was quick to counter by revealing photos and details of the utility.

The Triton sports utility, known as the L200 in Asia, wears a completely new body that was previewed earlier this year during the Paris-Dakar Rally as the Mitsubishi Truck Evolution.

It also owes much of its design inspiration to the 2002 Pajero Evo 2+2 concept and the Pajero Evolution racer, with its almost identical sharp lines, evocative Mitsubishi "Mount Fuji" grille and firm on-road stance.

Mitsubishi's designers approached the pick-up concept with a fresh outlook, turning the bland, rear-box utility section into a bold, curving styling feature.

Apart from petrol engines, two new turbo-diesel engine options – 2.5-litre and 3.2-litre common-rail units – are tipped to be offered.

The 3.2-litre engine is new for the ute and is an upgraded version of the one already in use in



the Pajero. As with the current range, the new truck offers a choice of single or double cabs, two or four-wheel drive, and manual or automatic transmissions.

The newcomer is bigger inside than the current model and boasts a significantly more up-market cabin. Mitsubishi is expected to offer three versions at launch – a single cab, club cab (larger single) and double cab.

The Triton will be publicly unveiled at the Bologna motor show in December.

The current Triton range starts from \$18,990 with the popular sporty GLX-R model, introduced in March, costing \$36,990.

The range has been available with a 2.4-litre four and 3.0-litre V6 petrol engine, as well as a 2.8-litre turbo-diesel.

Mitsubishi's rugged one-tonner commercial has proven itself to be a reliable performer in both 2WD and 4WD form since the first-generation MK was first released here in 1996.

Last year, Triton found 6813 homes and though 4WD Triton sales (3613) trailed 4x4 ute segment leaders like Toyota's HiLux, Holden's Rodeo, Nissan's Navara, Toyota's LandCruiser and Ford's Courier by a significant margin, Mitsubishi's 4x4 commercial was more popular than 4WDs like Nissan's Patrol, Mazda's Bravo, Ford's F250/350, Holden's Crewman, Land Rover's Defender and Suzuki's Carry.

In the two-wheel drive ute segment, Triton (3195) trailed car-based utes like Commodore and Falcon ute, and dedicated workhorses like HiLux, Rodeo and Bravo, but out-sold Courier, Proton's Jumbuck, Navara and F250/350.

## Regional Operations Manager

- **State of the art race facilities creating the ultimate Australian Performance road cars**
- **Multi state responsibility**
- **Excellent salary package including company car**

This unique and dynamic automotive performance manufacturer brings together two of the greatest names in performance motoring. This exciting combination is focused on one clear goal – to produce ultimate Australian performance road vehicles. An exhilarating opportunity now exists for an experienced Regional Operations Manager to drive the development and performance of Dealers across a number of states.

With the freedom to work autonomously, prioritising, planning and time management will be the key note to your success. Implementing and driving marketing initiatives to increase brand awareness and sales will be the core focus of your position. Developing effective and trusting relationships with your assigned geographic grouping of dealers will ensure open communication and thus compliance to Vehicle dealer operating principles.

Determined and results focused, you will enjoy motivating others and thrive on the responsibility and challenge of building and developing your region's businesses. The combination of superior communication skills and genuine disposition will help you succeed in all arenas. Paramount to your success is your strong drive for results and, of course, a passion for cars! Previous automotive experience in a sales/marketing role is essential as is tertiary qualifications.

Apply in confidence to Cain Schmidt via e-mail on [swa@swacorp.com.au](mailto:swa@swacorp.com.au) (Word format), quoting reference 1979 in the e-mail subject line. Alternatively phone on 03 9525 0066 fax to (03) 9525 0088 or mail your detailed resume.



**SWA Corporate Human Resources Pty. Ltd.**  
LEVEL 7, 71 QUEENS RD, MELBOURNE, VICTORIA 3004  
VISIT OUR WEBSITE AT [WWW.SWACORP.COM.AU](http://WWW.SWACORP.COM.AU)

# Get used to it

By NEIL McDONALD

**WORRIED** about high petrol prices? Well, get used to it.

That is the message from the RACV as rising global demand for petrol and supply shortages push Australian fuel to \$1.30 a litre at the petrol pump.

The motoring organisation believes high fuel prices are here to stay until the end of the year, and according to government relations manager David Cummings, they could remain high for at least for the next 12 months.

This has prompted the RACV to renew its call for the state and federal governments to adjust GST legislation to remove that portion of the GST being charged on the fuel excise.

"It's an absolute disgrace, we all know that," Mr Cummings said, describing the anomaly as a tax on a tax.

He claimed that if governments removed it, the price of fuel would drop by more than three cents a litre. However, governments were collecting more than \$300 million a year with the extra GST, he said.

Mr Cummings said he was a "voice in the wilderness" about the anomaly as he is one of the few agitators for the situation to be resolved.

"There has been a little bit of pressure brought to bear to try and shut me up," he said. "The Federal Government doesn't like this sort of attention."

High petrol prices are also having a direct impact on buyer habits and alternative fuels.

"It will take some time before we find a trend,



David Cummings

but we do know that LPG conversions have increased by 25 per cent this year," he said.

"I will (also) be very surprised that small-car sales didn't increase, particularly next year."

According to VFACTS industry figures, light-car and small-car sales now represent 30 per cent of overall sales. Ford Australia spokesman Edward Finn said demand for the dedicated-gas Falcon had increased 40 per cent this year over 2004.

In year-to-date terms, Ford has sold 4310 dedicated-LPG Falcons, up from 2992 last year. However, it makes up a small portion of overall Falcon sales, with more than 31,100 sold YTD.

Ford is not the only car-maker offering LPG. Toyota and Mitsubishi have units available and Holden is believed to be working on an LPG version of its VE Commodore due next year and Mitsubishi is believed to have a dedicated LPG 380 up its sleeve.

Despite the growing popularity of alternate fuels, Mr Cummings does not subscribe to the doomsayers who believe oil supplies are running out.

"I don't believe that," he said. "If you talk to the oil industry their gut feeling is that Iraq has twice the amount of oil that's been found."



## District Manager, Field Operations

Sydney based with substantial domestic travel

Excellent package and career opportunities

The Harley-Davidson Motor Company is establishing a subsidiary company in Australia to take on responsibility for the local importation and distribution of Harley-Davidson and Buell motorcycles and parts and accessories. The Company is seeking to recruit a District Manager, Field Operations based in Sydney for immediate commencement.

The District Manager will be responsible for developing and maintaining the performance of Harley-Davidson dealers and for the attainment of the Company's wholesale and retail activities. Additional responsibilities include monitoring existing dealers compliance with sales and service agreements, administering the sale of new motor cycles and related products and providing dealers with sales and business management direction.

Reporting to the Managing Director you will ideally have gained similar experience in motor cycle or automotive industries or in a dealer management role in similar industries.

You will have strong sales, interpersonal, organisational and relationship building skills combined with excellent verbal and written communication skills with an ability to get things done.

To discuss this unique and challenging opportunity in confidence contact Ross Geddes or email/fax your resume quoting Ref No. COU114.

In association with Courland Automotive Practice.

**GEDDES PARKER & PARTNERS PTY LTD**

Level 18, 99 Walker Street, North Sydney NSW 2060 Tel: (02) 9957 4276 Fax: (02) 9954 3159

Email: [opportunities@gpandp.com.au](mailto:opportunities@gpandp.com.au)

GP  
&P

# Consumer crunch

## ACCC ruling on crash repairs is unfair: VACC

By NEIL McDONALD

**THE** Victorian Automobile Chamber of Commerce (VACC) has condemned an Australian Competition and Consumer Commission (ACCC) decision, arguing it denies car owners the choice to select their own smash repairer.

The VACC claimed the ACCC's finding in favour of the Insurance Australia Group (IAG) "was yet another example of big business given a green light to manoeuvre itself out of reach of the spirit of Trade Practices legislation relating to competitive practices".

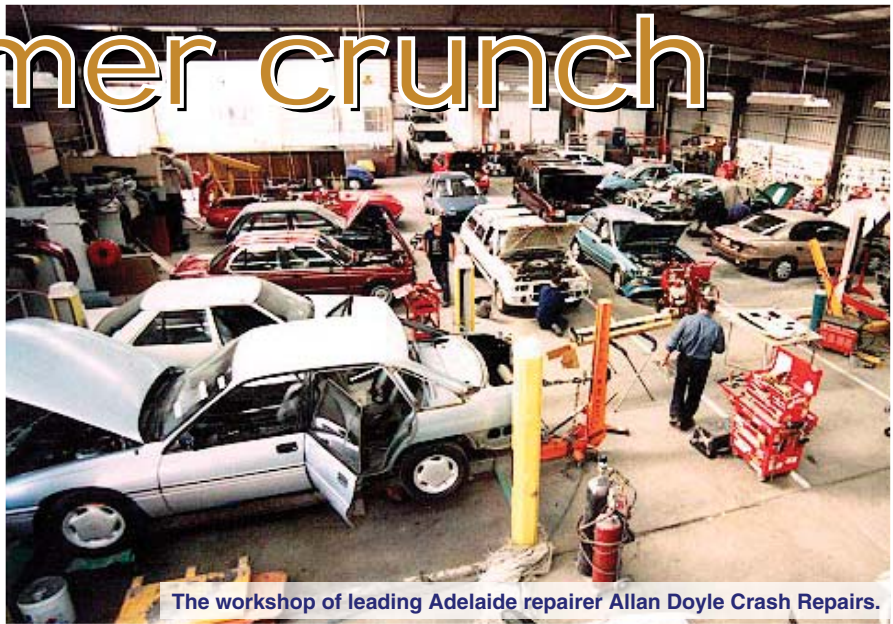
Commission chairman Graeme Samuel said the IAG had notified the commission of arrangements relating to offering comprehensive motor vehicle insurance policies to consumers under its Standard Policies and Choice of Repairer Policies.

"Under the scheme, customers wanting to have the choice of repairer are required to pay a higher premium than those who choose a standard policy and allow the insurer to determine the repairer," he said.

That higher premium was \$70 a year.

The ACCC accepted IAG's submission that the arrangement allowed it to more efficiently price its motor vehicle insurance products, a point disputed by the VACC.

The VACC's executive director, David Purchase, said by structuring premiums to punish



The workshop of leading Adelaide repairer Allan Doyle Crash Repairs.

consumers who wished to exercise choice of repairer for smash repairs to their vehicle, the IAG had found a "get out" for its business practice of denying choice.

In its January response to a draft report into the relationship between the smash repair and car insurance industry, the VACC suggested that if the IAG was serious about offering choice "it would charge for the choice option after the accident and not before".

"To charge the consumer \$70 a year knowing full-well that statistically the average consumer has an accident every seven-to-nine years, is purely a mechanism to deter consumers from taking that option and needlessly generating increased revenue," the VACC said.

Consumers could read a lot into higher premium policies for those consumers wishing to exercise choice of repairer, he said.

"It shows them – beyond doubt – that insurers are cutting corners to drive costs down when choice is denied," he said.

The IAG is one of the country's leading general insurance groups. It owns brands like NRMA Insurance, SGIO, SGIC, CGU and Swann Insurance and has a strategic alliance with the RACV in Victoria.

In the past, the VACC has criticised the IAG's disproportionately large market share and influence over the car insurance sector, particularly in Victoria and NSW.



## Service Operations Area Representative

Sydney based with substantial domestic travel

Excellent package and career opportunities

The Harley-Davidson Motor Company is establishing a subsidiary company in Australia to take on responsibility for the local importation and distribution of Harley-Davidson and Buell motorcycles and parts and accessories. The Company is seeking to recruit a Service Operations Area Representative for immediate commencement.

The Service Operations Area Representative will work closely with Harley-Davidson dealers assisting them towards improving profitability, proficiency, capacity and customer satisfaction levels of their service and related parts operations.

The Service Operations Area Representative will assist dealers with service operations training, parts and merchandising programs, assisting dealers and service professionals to measure, interpret, disseminate and act on service data.

Reporting to the Managing Director you will have gained service/parts operations experience in motor vehicle/motor cycle dealerships or with manufacturers/importers. You will have strong written and verbal communication skills, excellent interpersonal and relationship building skills combined with the ability to get things done.

To discuss this unique and challenging opportunity in confidence contact Ross Geddes or email/fax your resume quoting Ref No. COU113.

In association with Courland Automotive Practice.

**GEDDES PARKER & PARTNERS PTY LTD**

Level 18, 99 Walker Street, North Sydney NSW 2060 Tel: (02) 9957 4276 Fax: (02) 9954 3159

Email: [opportunities@gpandp.com.au](mailto:opportunities@gpandp.com.au)

GP  
&P



# 'Too conservative'

**The focus is back on Falcon as Ford boss vows to arrest decline - and to stave off the VE onslaught**



By NEIL McDONALD

**WILL** Ford Australia's forthcoming BF Falcon, with its revised engines and six-speed automatic transmission, be enough to hold off the onslaught from Holden's new-generation VE Commodore?

Ford Australia president Tom Gorman thinks so.

The Blue Oval brand's large sedan has slumped 20 per cent this year - it is down 7800 sales year-to-date, due in part to the all-conquering Territory - however Mr Gorman said the BF Falcon had the goods to keep customers coming back for more until an all-new model arrives in 2007.

Its direct rival, the VE Commodore, arrives mid-2006.

Mr Gorman admitted to GoAuto last week that the shift from large sedans to 4WDs had "been a challenge for us".

"Some of that is that we have clearly decided that we didn't want to throw as much money at the marketplace as some of our competitors have, and we've tried to stay out of that battle a little bit, and perhaps we've been a little too conservative," he said.

He said "tactical actions" designed to refocus on the Falcon, through sales and marketing activities and at a dealer level, would be instituted later this

year "which I think we'll be successful with".

Mr Gorman was confident the mechanical revisions to the Falcon and the SY Territory series, delivered under the codename "copperhead", would generate enough interest among consumers to sustain the brand.

The fact that the new ZF six-speed automatic will be limited to top-end models also means Ford has an ace up its sleeve - perhaps introducing it to lower-series cars - when the VE Commodore arrives.

Yet Mr Gorman admitted that although the Territory was a runaway success, Ford would have to modulate its marketing efforts to "make sure we're not forgetting about the Falcon".

He said people had "substituted" from Falcon into Territory but that this had not stolen sales from the brand because the Territory acted as a strong incentive to prevent consumers defecting to another marque.

Ford Australia's overall sales have softened just 0.6 per cent this year YTD, but it is Falcon that has executives worried.

Conversely, Territory sales have gone from strength to strength.

It enjoys a 15.3 per cent share of the total SUV segment and exports to South Africa and New Zealand have taken off.

More than 28,000 have been sold in Australia since its launch and, according to Mr Gorman, the order bank is rich with high-end Ghia models.

He also insisted that the large-car segment still constituted an important piece of the overall market, despite a shift in consumer preferences.

"Falcon and Commodore make up essentially 80 per cent of that segment size," Mr Gorman said. "Back in 1996, it was 30 per cent of the marketplace. In a 600,000 industry, it was about 180,000 pieces.

"This year in year-to-date terms it is running at 16 per cent of say a million-unit industry - about 160,000 pieces.

"So even though the demand is very large it's one of the top four segments - it is, in fact, the fourth-largest segment on a year-to-date basis."

From a high in 1996 of 30.6 per cent, the large-car segment has shrunk to just 19 per cent last year, according to Ford Australia's own figures.

So far this year the large-car segment has accounted for 16.1 per cent of the total market.

Mr Gorman attributed the shift partly to a change in buyer habits, which has been accelerated in recent months as consumers switch to smaller, more fuel-efficient cars because of rising fuel prices.



Tom Gorman



**NOTHING ELSE CAN PROTECT YOUR ENGINE BETTER THAN MOBIL 1.**

**THERE ARE MORE THAN 20 PATENTS ON ITS SUPERSYN™ ANTI-WEAR TECHNOLOGY.**



**Mobil** Command Performance

© 2004 Exxon Mobil Corporation. Mobil, Mobil 1 and The Flying Horse device are Trademarks of Exxon Mobil Corporation or one of its subsidiaries. McCann MPVL000110-Q



# You little bottler!

**Focus demand takes off – but Ford faces bottlenecks in Africa and Holden's Korean twins**



Tom Gorman with Focus LX

By NEIL McDONALD

**SUPPLY** bottlenecks in South Africa are holding up deliveries of the Focus small car, as Ford Australia president Tom Gorman admits the company under-estimated demand for the vehicle.

"We're doing all the right things, it's just a matter now of getting cars out of South Africa and that has a lot to do with the strength of demand for the car in other markets," he told GoAuto last week.

"But we're working closely with them to increase their capacity and improve availability to us.

"The demand is there but we still have to break some of the supply bottlenecks with South Africa as we go into the New Year."

Mr Gorman ruled-out sourcing cars from Europe to make up the difference.

"The problem with that is jerking our dealers

back and forth," he said. "If we were to go to Europe and get supply, would you do that on a temporary basis or a permanent basis? We want to work with South Africa as a source and we have very good plans going forward."

Mr Gorman said the company did "undercall" the rapid growth of the small-car segment to some degree, contributed in part by rising fuel prices and lower, more competitive prices.

"If we get to a point of doing 1300 or 1400 Focuses a month that's not enough for us," he said. "We need to be aiming our targets quite a bit higher than that.

"At the launch of Focus in this market I was talking about a 30 or 40 per cent sales uplift, which would be roughly 1300 or 1400 a month.

"I think we can do a lot more, not only because it's a great car but the segmentation is clearly moving to small cars."

Ford has notched up 1900 sales since the new Focus went on sale in June with a YTD total of more than 5600.

It is viewing with interest Holden's decision to source Korean-built products to replace the

European-sourced Barina light car and Polish-built (previous generation) TS Astra, particularly as the new Holdens should undercut Fiesta and Focus by a significant margin.

Mr Gorman said being effective in the light-car and small-car segments required a "cost-competitive" approach but was unsure what Holden's manoeuvre would mean in terms of quality or customer acceptance of the former Daewoo (Kalos and Lacetti) products.

"I really can't comment on that until it's in the marketplace. And I also don't know where they're going to price things and what their cost-base will be," he said.

"But clearly a new competitor that has the potential to have a low cost base and be more aggressive in the market place is something I wish we didn't have to face."

To offset Holden's low-cost Korean rivals, Ford plans to place greater emphasis on the Fiesta and Focus's German engineering heritage as a point of difference.

When the Focus is more firmly entrenched, the Broadmeadows-based company has a further option of following Holden's lead with the new Astra in offering model variants such as a coupe-convertible.

Mr Gorman has also not ruled out a possible diesel-engine Focus, or wagon and sports models.



Holden Viva

## The rest of the world is coming to Melbourne sooner than you think.

The 2006 Melbourne International Motor Show will be held from February 9-19 (due to the Commonwealth Games). So now you don't have to wait so long.

MELBOURNE  
INTERNATIONAL  
MOTOR SHOW



FEB 9-19



# ML muscle

## Super-quick AMG off-roader set for Frankfurt show debut

By NEIL McDONALD

**MERCEDES-BENZ** has thrown down the gauntlet to other high-performance 4WD manufacturers with its blistering ML 63, which is set to debut at next month's Frankfurt motor show ahead of an Australian arrival in 2006.

To rival vehicles the calibre of BMW's X5 4.8iS, the new Range Rover Sport, VW's Touareg V10 and, of course, the Porsche Cayenne turbo, the ML 63 is endowed with what Mercedes-Benz claims is the world's most powerful volume-production normally aspirated V8 available.

The quad-cam, 32-valve 6.2-litre V8 develops 375kW at 6800rpm and 630Nm at 5200rpm, providing a claimed 5.0 second 0-100km/h acceleration time and an electronically limited top speed of 250km/h.

Not surprisingly, power and torque are increased significantly over the previous 255kW/510Nm ML 55 AMG, with the 63 version generating 46 per cent more power and 23 per cent more torque.

The ML 63 uses the proven 7G-tronic automatic transmission under the AMG Speedshift name, which offers three specific shift modes to make the most of the engine's performance characteristics.



Like the rest of the M-class range, the ML 63 uses permanent four-wheel drive but in keeping with the car's sports-oriented performance, power is distributed to the front and rear axles on a 40:60 basis via a specially strengthened drivetrain.

Mercedes claims the all-aluminium engine uses motor racing technology, including a particularly rigid bedplate design.

The V8 is hand-built, uses different bore centres to other Benz V8 engines and has variable valve timing and a variable intake manifold.

The car's suspension is a reworked version of the Mercedes Airmatic system, comprising AMG-specific damper struts and a specially configured adaptive damping system.

It incorporates a ride-height control that lowers the vehicle at high speeds to improve stability and help lower wind resistance.

The ML 63 uses

five-spoke 19-inch alloy wheels shod with 295/45 R19 tyres.

To distinguish it from its siblings, the ML 63 adopts an AMG body kit, AMG grille, flared guards, tinted rear lights and stainless steel running boards with rubber studs.

There is also a rorty AMG sports exhaust system with twin chrome-plated tailpipes

As you would expect of a range-topper, the car is trimmed appropriately in AMG livery.

There are heated, leather-trimmed AMG sports seats with a multi-contour function, AMG sports steering wheel with gearshift buttons, AMG door sills and stainless steel sports pedals with rubber studs.

The instrument cluster also features AMG-specific lettering and red needles.

Standard safety features include the Mercedes preventive occupant protection system Pre-Safe, crash-responsive Neck-Pro front head restraints, adaptive two-stage airbags for the driver and front passenger, front sidebags, curtain airbags and belt pre-tensioners and belt-force limiters for all seats.

When the ML 55 AMG was launched in 2001 it had a price tag of \$139,900, so expect the new-generation ML63 to be in a similar six-digit league.

## GIVE YOUR BUSINESS A COMPLETE OIL CHANGE.

Frustrated at having to deal with loads of different workshop suppliers? Well, Caltex has the solution - we've streamlined the process for you. To meet all your business requirements, we can provide you with a complete range of Fuel, Fuel Card and Lubricant products. So if your business is ready for a change, call Paul Goonan on 0402 894 417.



# Q7 comes out

**At last, Audi comes clean with pics and details of its 4WD wagon**

By MARTON PETTENDY

AUDI has released pictures and full details of its production-ready Q7 six months after the slow-release media campaign of its vital new luxury 4WD began.

The Q7, due to arrive in Australia around the time of the Australian International Motor Show in Sydney in October 2006, has finally appeared in its entirety less than two weeks ahead of its official debut at the Frankfurt motor show.

Its September 15 global public premiere will be the culmination of a Ford Territory-style drip-feed pre-launch campaign that began in earnest with a brief appearance at the piazza of the Audi Forum in Ingolstadt in late February, but stretches back to its first showing as the Pikes Peak concept at Detroit in 2003.

Earlier this year, the German manufacturer revealed shots of a Q7 development mule during testing, and this month it issued interior images.

Local Audi officials also revealed to GoAuto that the Q7 would be launched here with 4.2-litre V8 petrol and 3.0-litre V6 turbo-diesel engines – both with a six-speed auto and quattro all-wheel drive as standard, along with the availability of seven seats.

Now Audi has revealed the Q7's vital statistics including a 3002mm wheelbase that dwarfs VW's Touareg, BMW's X5 and the forthcoming second-



generation M-class from Mercedes-Benz.

Similarly, at 5086mm in length, Q7 is more than 300mm longer than the new ML, as well as the widest in its class at 1983mm and almost as low as Touareg at 1737mm.

Of course, Audi claims the Q7's interior is "incomparably spacious", offering the greatest legroom in its class and no fewer than 28 seating and loading configurations.

Unlike its major German rivals, the Q7 seats up to seven occupants in three rows, with the centre-row positions sliding fore/aft individually.

Both the second and third row of seats also folds flat to provide a total of 2035 litres of cargo space, while 775 litres are available when configured as a five-seater.

Audi claims these are best-in-class figures, with the X5 swallowing just 465 litres of luggage, or 1550 litres with the rear seats stowed.

## How Q7 compares (mm)

	Length	Height	Width	W'base
Q7	5086	1737	1983	3002
X5	4667	1872	1715	2820
Touareg	4754	1726	1925	2855
M-class	4780	1815	1911	2915

Vital new engine details include confirmation that the Q7 will employ a new 4.2-litre V8 with FSI direct petrol injection to deliver 257kW/440Nm, while an updated 3.0-litre TDI V6 (with latest-generation common-rail piezo inline injection) will offer 171kW and 500Nm of torque – similar to the X5's persuasive turbo-diesel.

As expected, power is transferred via a standard six-speed Tiptronic automatic to a quattro AWD system, which like the RS4 performance flagship, employs the latest-generation Torsen differential with a standard torque split of 40/60 per cent front/rear.

Audi has confirmed the Q7 will use aluminium double-wishbone suspension all-round, with either standard steel springs or optional adaptive air suspension. The latter will extend the Q7's 180mm of ground clearance in standard trim to 205mm in off-road mode and a lofty 240mm in lift mode.

Eighteen-inch alloy wheels with 235/60-section tyres (V8: 255/55) will be standard, with 19-inch or even 20-inch hoops available as options.

**FULL STORY: [CLICK HERE](#)**



## Your Cars, Your choice...

[carsales.com.au](http://carsales.com.au)

[drive.com.au](http://drive.com.au)

[CarPoint](http://CarPoint.com.au)

**WHEELS DEALS**  
AUSTRALIA'S WHEELS MARKETPLACE MAGAZINE

**TradingPost**

**CARSguide**

The Autoline Classifieds

**ASWN**  
[www.aswn.com.au](http://www.aswn.com.au)

**Sunshine Coast Cars**  
Free online classifieds. All local vehicles

[cartrade.com.au](http://cartrade.com.au)  
Buy & Sell & Find It

**MTA**  
Deal with someone you can trust

**DUTTON DIRECT**

## Online Manager, Make it easy.

"Did you miss us at AADA? Don't worry, Call us now..."

**Dealer Solutions**



**1300 66 11 33**  
[www.dealersolutions.com.au](http://www.dealersolutions.com.au)

# Hot value

## Look out Subaru! Evo IX hits town – and looks hard to beat

By MARTON PETTENDY

FANS of road-going rallycar clones rejoice, for the legendary Evolution nameplate goes on sale as a full-time member of the Mitsubishi family within a month.

Lighter, more powerful, quicker, more refined, dynamically superior, better equipped and packing a high-tech new security tracking system, the new-look Evo IX sedan will be available in unlimited numbers at the unexpectedly low price of \$56,789.

That's just \$150 more than the Evo's fiercest traditional rival in Subaru's Impreza STi and about \$5000 less than its unhomologated, limited-edition Evo VIII predecessor – 100 examples of which were made available from June 2004 at \$61,990.

Importantly, the sub-\$57,000 sticker price puts the first full-time Evo under the luxury car tax threshold.

As such, Mitsubishi is confident Evo IX will be as successful as Subaru's popular STi by selling between 40 and 50 per month or around 500 examples annually.

Apart from a cleaner, more frugal, more



flexible and more powerful new engine and six-speed manual (see below), Evo IX benefits from new inverted MacPherson front struts, a slightly lower ride height, Sports ABS with EBD, 200 extra spot-welds, double-sealed weather strips and extra dash soundproofing.

A new underfloor aero package is claimed to increase stability and brake cooling by reducing lift to near-negative up front and actually creating downforce at the rear.

New Enkei 17x8.0-inch five double-spoke alloys are each 150g lighter (the \$3700 Bilstein/BBS Performance Pack wheels are 1.1kg lighter again), while Super AYC further improves on Evo's active yaw control system by splitting torque left to right and employing planetary, rather than bevel, gears.

Evo IX employs the same electronically controlled active centre differential with standard 50/50 torque split and switchable tarmac/gravel/snow modes, and the same 320/300mm front/rear brake discs with four/twin-piston front/rear Brembo callipers.

Evo IX's revised look comprises a

### PRICING:

2006 Lancer Evolution IX sedan	\$56,789
Bilstein/BBS Performance Pack	\$3700
Metallic/pearlescent paint	\$300

new mesh grille with floating triple-diamond logo, new bumpers, darker headlights, new wheels and an aggressive rear air diffuser.

Evo IX is equally new inside, where there is a new dashboard with carbon-look trim, titanium-look console highlights, climate control, six-CD/six-speaker audio, aluminium pedal covers and leather-bolstered Alcantara sports seats (leather was formerly optional).

Along with a new, locally developed telematics-based tracking system dubbed Diamond Trac, which mounts discreetly on the A-pillar and provides 24/7 call centre service and remote disabling technology, Evo IX comes with Mitsubishi's five-year bumper-to-bumper warranty/roadside assist and 10-year drivetrain warranty.

Throw in microdot vehicle identification and what Mitsubishi calls "a holistic Evo experience" – via a full Evo accessories range, merchandise, Ralliart and Evo owners' club website access and forthcoming drive days – and the new Evo represents outstanding performance car value.

## Acceleration times tumble as Evo's new 2.0-litre turbo flexes its muscle

LAUNCHED at Phillip Island last week, the Evo IX sedan gains substantial updates over the Ralliart Evo VIII.

Powered by an upgraded, MIVEC-equipped and Euro4 emissions-compliant version of Mitsubishi's 2.0-litre 4G63 turbocharged and intercooled inline four-cylinder, Evo IX produces 206kW at 6000rpm and 355Nm of torque from 3000rpm.

That's up 11kW on Evo VIII (195kW/355Nm), but down 18Nm on its Evo VI forebear (206kW/373Nm) launched here in May 2001.

The new MIVEC engine features a three-jet intercooler (previously two-jet), a revised turbo with extended diffuser, longer sparkplugs, a two-piece oil ring (was three), a quieter rocker cover and bell housing



cover, higher-flow fuel pump, stronger timing belt and a larger catalytic converter.

Mated to a six-speed manual transmission (previously five-speed) and the same short 4.583:1 final drive ratio, the result is more mid-range driveability thanks to MIVEC, with 80-120km/h acceleration dropping from nine

seconds to just 6.6 in fourth gear.

Improved top-end power from reduced reciprocating mass and a harder-punching turbo – as well as a 60kg kerb weight reduction from 1470kg to 1410kg thanks to a 4kg-lighter aluminium roof and side intrusion bars plus lighter wheels – have reduced Evo's 0-100km/h acceleration time by almost half a second, from 6.1 to 5.7 seconds.

Mitsubishi claims Evo has the best power-to-weight figure in its class at 146kW per tonne (206kW/1410kg), compared with Evo VIII's 133kW/tonne (195kW/1470kg) and the STi at 132kW/tonne (195kW/1475kg).

Despite the extra performance, average fuel consumption drops from 10.9 to 10L/100km.

– MARTON PETTENDY

# 2.4 delivers much more

## New engine for Lancer makes it the most powerful in class

By MARTON PETTENDY

**MITSUBISHI** Australia has ushered in a model year 2006 upgrade for its small Lancer sedan and wagon range, headlined by a cleaner and significantly more powerful MIVEC engine.

On sale from mid-September, the MY2006 Lancer range has also been streamlined and re-equipped to make it more attractive to fleet customers.

The biggest news is the addition of the same 4G65 2.4-litre MIVEC variable valve timing-equipped four-cylinder engine used in the Grandis people-mover and the Outlander small 4WD.

Offering 115kW of power at 5750rpm and 220Nm of torque from 3500rpm, the new engine is 25 per cent more powerful and delivers 27 per cent more torque than the 2.0-litre engine it will replace, making the MY2006 Lancer the most powerful sedan in its class.

Apart from its larger capacity and the benefits of MIVEC inlet valve timing, the new engine includes a larger bore, shorter block, new pistons and rings, a new crankshaft and new balance shaft.

The new 2.4 MIVEC range opens at \$20,990 for the Lancer ES manual sedan – just \$1000 more than the current ES 2.0-litre sedan, which will continue on sale at its \$19,990 price point.

Mitsubishi Australia will order extra numbers of 2.0 ES Lancers until the end of 2005, after which its 92kW/173Nm engine will cease to meet Australia's stricter Euro 3 emissions standards.

Lancer's new MIVEC engine therefore remains optional in the entry-level ES variant but is standard on luxury-spec LS and sports-spec VR-X variants. The former Exceed flagship has been discontinued.

For MY2006, the entry-level ES 2.0 sedan adds a chrome-rimmed grille, monotone black interior



trim, cruise control and a driver's vanity mirror as standard.

Apart from its more powerful new MIVEC engine, for the extra \$1000 over its 2.0 ES sibling the base 2.4 Lancer gains larger 276mm ventilated front brake discs, 262mm solid rear brake discs (instead of drums), ABS brakes with EBD, 15-inch wheels, four power windows (instead of

cruise control, power windows and passenger airbag, and offers a less-powerful 1.8-litre engine.

The company also claims the ES 2.4 sedan is better equipped and more powerful than all its small sedan rivals, including the identically priced Ford Focus CL, which lacks ABS/EBD, cruise control, power (rear) windows and mirrors and the 2.4 Lancer's performance.

In fact, with 28 per cent more power than Nissan's 1.8 Pulsar, 25 per cent more power than Holden's 1.8 Astra Classic sedan, 15 per cent more power than the Corolla 1.8 sedan and 11 per cent more power than the 2.3 Mazda3, it is bettered only by the almost-\$30,000 Corolla Sportivo for power output.

Mitsubishi also insists its five-/10-year warranty, Lancer's reputation for reliability, its lower 9.4L/100km fuel consumption and the fact the new 2.4 Lancer is down just 2kW on the 2.4-litre engine that powers the 140kg-heavier and \$5500 more expensive Camry – 50 per cent of which are sold to fleets – make the revised Lancer more attractive than ever to fleet customers.

Mitsubishi admits that in the absence of a hatch, Lancer will continue to compete in 50 per cent of the small-car segment but hopes to increase sales by an average of 200 per month to around 1200 a month.

**For drive impressions of the MY06 Lancer range and Evo IX, go to [www.goauto.com.au](http://www.goauto.com.au) from this afternoon.**

### PRICING:

ES sedan 2.0	\$19,990
ES sedan 2.4	\$20,990
ES sedan 2.0 (a)	\$21,990
ES sedan 2.4 (a)	\$23,490
ES wagon 2.4	\$23,490
LS sedan 2.4	\$24,490
ES wagon 2.4 (a)	\$25,990
LS sedan 2.4 (a)	\$26,990
VR-X sedan 2.4	\$28,990
VR-X sedan 2.4 (a)	\$31,490
VR-X wagon 2.4	\$31,490
VR-X wagon 2.4 (a)	\$33,990

and a titanium-look centre console panel.

VR-X variants add to this an Evo-inspired mesh grille with floating triple-diamond logo, new sports front seats, aluminium sports pedal plates, silver mesh binnacle surround and a 60/40 split-fold rear seat.

In terms of rivals, Mitsubishi argues ES 2.4 sedan is \$1200 more expensive than the least expensive version of Toyota's segment-leading Corolla, which lacks the base 2.4 Lancer's ABS,

## PARTS AND AUTOMOTIVE PROFIT SPECIALIST

- ✓ Assess and increase your Spare Parts **PROFIT** and **GROWTH** potential
- ✓ Implement **K.P.I.'s** to improve **PERFORMANCE** and **MAXIMISE** return
- ✓ Reduce **\$\$** in parts inventory and **IMPROVE** stock variety
- ✓ **MANUFACTURER STANDARDS** - attain, maintain, excel
- ✓ Develop a **CULTURE** of **SUCCESS** throughout your Spare Parts Dept

**With 20 years Spare Parts experience in growth and profit generation – WE CAN PROFESSIONALISE YOUR PARTS & ACCESSORY DEPARTMENT**

# FISHER

CONSULTING

PO Box 1253 Carlton Vic 3053  
**M** 0417 884 957  
**Ph/Fax** 1300 884 959  
[eng@fisherconsulting.com.au](mailto:eng@fisherconsulting.com.au)  
[www.fisherconsulting.com.au](http://www.fisherconsulting.com.au)

# Street CReD

## Mercedes-sourced diesel adds extra dimension to Grand Cherokee

By TIM BRITTEN

**THERE** is little point having a four-wheel drive model line-up these days without at least one diesel-engine version in the range.

Mercedes-Benz, for example, developed no less than three turbo-diesels for its new ML range – there are two V6s, in 2.8-litre and 3.0-litre capacities, and, down the road, a 4.0-litre bi-turbo V8.

The Benz V6s form an interesting backdrop to the Jeep Grand Cherokee CRD launched in Australia this week with an all-new, Mercedes-sourced 3.0-litre V6.

Following the petrol-engine versions introduced last month, the diesel-powered Jeep succeeds the previous 2.7-litre five-cylinder inline CRD turbo-diesel and offers a power increase of 33 per cent, while torque goes up by 28 per cent.

Diesel sophistication doesn't come much higher than in this new engine. It is fed by a Bosch common-rail, direct-injection fuel supply system and a variable-geometry turbocharger, while its architecture mimics the latest petrol-engine design trends with all-alloy construction, twin camshafts per cylinder bank, four-valve cylinder heads and a counter-rotating balance shaft.

The 72-degree, long-stroke V6's all-alloy construction means it weighs in at just 208kg, consigning thoughts of heavy, primitive and clunky diesels to the history books. And it's clean, being compliant with Euro 4 emission regulations.

This is due to the clean-burning fuel delivery and cylinder head design, as well as the adoption



of twin diesel catalytic converters placed optimally to ensure fast light-up and minimise initial exhaust belching when the engine is started cold.

The Grand Cherokee's turbo-diesel winds out an impressive 160kW (at 4000rpm) as well as the expected mountain of torque – in this case, 510Nm at a barely-spinning 1600rpm.

This means it will accelerate from zero to 100km/h in a mere 9.0 seconds – half a second faster than the 4.7-litre petrol V8 version of the new Grand Cherokee.

Just as importantly, the efficient oil-burner means the almost-2.2-tonne Grand Cherokee has fuel consumption figures that any regular full-size petrol-engined car would be proud of. The CRD's combined ADR 81/01 figure of 10.2L/100km is almost good enough to banish thoughts about the resource-wasting wantonness of large 4WDs.

The downside is that the CRD is priced \$2600 above the 4.7-litre equivalent.

The CRD is available with one transmission – a sequential five-speed auto.

Consistent with Jeep's traditional off-road credibility, the CRD also gets the topline Quadra-Drive II dual-range, full-time 4WD system otherwise only seen in the 5.7-litre version of the new Grand Cherokee (4.7-litre models get the less

sophisticated Quadra-Trac II). It also gets limited-slip front and rear differentials.

The suspension is the same all-coil, independent front/live rear axle combination seen

in the petrol-engined Grand Cherokees. It also uses the same electronic safety systems including stability control, traction control, ABS brakes with electronic brake-force distribution and Jeep's Electronic Rollover

Mitigation System.

The CRD is available in either Laredo or Limited form, the latter sitting mid-way between the V8 engines on price.

This means the CRD Laredo comes with standard gear including multi-stage driver and front passenger airbags, full-length curtain airbags, power front seats (eight ways for the driver, four ways for the passenger), 60/40 split-fold rear seat, an "Electronic Vehicle Information Centre", air-conditioning, a tyre-pressure monitoring system, 17-inch alloy wheels and roof rails.

The Limited adds dual-zone climate-control, leather trim, auto-dimming rearview mirror, rain-sensing wipers, rear park assist, heated front seats and a 276-watt Boston Acoustics six-speaker sound system with a six-stack CD.

**For drive impressions, go to [www.goauto.com.au](http://www.goauto.com.au) in the coming days.**

### PRICING:

Laredo 4.7-litre V8	\$56,490
Laredo 3.0-litre CRD V6	\$59,090
Limited 4.7-litre V8	\$66,490
Limited 3.0-litre CRD V6	\$69,090
Limited 5.7-litre Hemi V8	\$71,990



## QUALITY CONTROL/PRODUCTION MANAGER – SYDNEY

*An experienced hands-on Quality Control Manager with proven QS9000 experience is required for our automotive mat manufacturing and distribution facility in Arndell Park, Blacktown NSW. Full control of the company's existing Quality system is expected. You must have advanced skills in Word, Excel and Project. Experience with sketch drawing such as Illustrator would help, as would the knowledge of AutoCAD or a similar CAD program.*

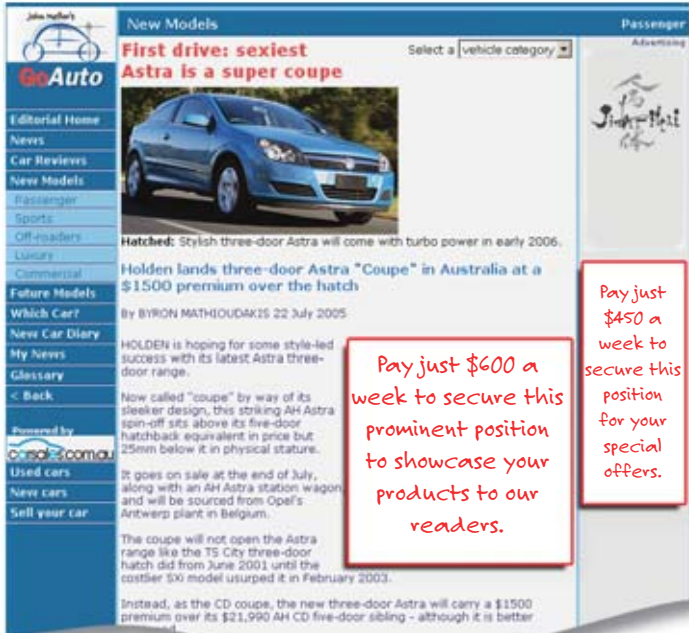
*Future responsibilities would encompass the overall Production Management and planning within the company. Training will be provided for candidates who may not quite meet the current criteria but have some experience and show potential and enthusiasm.*

**Join our young and enthusiastic team now!**

**Please forward resume to Terry Lawlor at:  
[tlawlor@vcamats.com.au](mailto:tlawlor@vcamats.com.au)**



# “A dollar (spent) on the Internet is worth a hundred on TV”



- Peter Weedfald, senior vice president of sales and marketing for Samsung Electronics addressing a recent cable TV conference in Philadelphia.

**GoAuto serves about 60,000 stories a week to readers researching cars online.**

For details contact Steve Butcher on [sbutcher@mellor.net](mailto:sbutcher@mellor.net) or 0419 562 110



The technologies we're perfecting in racing today are for the cars of tomorrow. When your future depends on creating and applying the most advanced automotive technologies, you learn to move very quickly. At Delphi, we're on the fast track.

**V8 Supercars – it's hot, it's fast, it's brutal. In other words, conditions are perfect.**

**DELPHI**  
Driving Tomorrow's Technology



# Lights, camera, action!



650i Coupe

BMW Australia is set to upgrade its V8-engine offerings and introduce variable intensity headlight technology in the 5 Series and 6 Series model ranges.

To debut at the Australian International Motor Show in Sydney in October, the revised 5 Series V8 range will comprise a 540i and 550i while the 6 Series will offer a 650i.

Priced from \$133,500, the 540i will be powered by a 225 kW/390Nm 4.0-litre V8 while the \$160,000 550i gains the 270kW/490Nm 4.8-litre V8 shared with other BMW variants.

The \$201,000 650i Coupe and \$217,400 650i Convertible also gain the 4.8.

These vehicles, and the MY 2006 7 Series and M5 also due for release around November, will all feature BMW's new "high-beam assist" system, which automatically sets the bi-Xenon headlights to the optimum range and brightness depending on other traffic movements.

A sensor at the front of the car detects any oncoming exterior light source, allowing the car to switch between high and low beam for the best level of illumination.

In a further high-tech lighting move, BMW Australia will next year introduce night vision technology on its 6 and 7 Series.

Night vision uses a thermal imaging camera to detect pedestrians, animals or any objects emitting heat up to 300m ahead of the vehicle, displaying an image on the iDrive screen.

BMW AG claims the two safety innovations were developed following research showing the inherent dangers posed by poorly lit roads or busy highways.

It quotes German road safety research showing approximately 50 per cent of serious accidents were caused as a result of the driver not having enough information about the road ahead to take avoiding action.

## UP CLOSE on PERSONNEL brought to you by Motor Staff



### CORDES QUILTS, ZETSCHKE IN

AS EXPECTED, the incoming DaimlerChrysler chairman and chief executive, Dieter Zetsche, will also replace Eckhard Cordes as the head of the Mercedes Car Group.



The DCX board **Dieter Zetsche** made the announcement last week, confirming that Dr Cordes will leave the company "at his own request" on August 31, after 29 years of service.

It has been widely reported that Dr Cordes resigned when the company chose Dr Zetsche last month to replace Juergen Schrempp as the next DCX chief.

The current head of the Chrysler Group, Dr Zetsche will officially take over the Mercedes reins on September 1 and will

have a free hand to shape the luxury car brand as he sees fit.

When he takes over from Juergen Schrempp on January 1, 2006, he will have more power than any head of the company since Daimler-Benz chairman Edzard Reuter – the man who turned Mercedes into a separate division in 1989.

It is unknown how long Dr Zetsche intends to remain in the top position at Mercedes, but the move indicates that he does not want an outsider running the business.

Thomas LaSorda will become the head of Chrysler, while Eric Ridenour will succeed Mr LaSorda as chief operating officer of the Chrysler Group.

Meantime, *Associated Press* reports that an investigation into DCX share trading is underway in Germany after allegations that illegal trading took place just before Juergen Schrempp's July 28 announcement that he would leave the company and be replaced by Dr Zetsche.

### ABAQUS DOWN UNDER

INTERNATIONAL engineering software firm, ABAQUS, has opened an Australian office and appointed Gerd Diegelmann as general manager.

With automotive clients including Ford, GM Powertrain, Honda and Delphi, ABAQUS says it made the move Down Under in response to strong Australian sales growth.

It provides a range of solutions in automotive engineering that enable clients to evaluate and optimise performance and reliability aspects of their designs and manufacturing processes. It addresses issues such as engine durability, transmission performance, seal integrity, component design, powertrain bending, and noise and vibration, to name a few.

**If you have any car industry personnel announcements, please email them to [tmartin@mellor.net](mailto:tmartin@mellor.net).**

## looking to advance your career?

For help advancing your  
Motor Industry Career, please contact us today

- Professional Career Advice
- Australia's No1 Industry Website
- Largest Selection of Vacancies
- Unsurpassed Industry Contacts
- Friendly & Ethical Service
- Expert Resume Preparation
- Personality & Skills Matching
- Discreet Marketing to Employers

Sydney • Melbourne • Brisbane • Adelaide • Perth

Australia's No1  
Motor Industry Specialist



**motor staff**  
sales-service-parts-admin



Phone: 1300 666 562 Web: [www.motorstaff.com.au](http://www.motorstaff.com.au) Email: [careers@motorstaff.com.au](mailto:careers@motorstaff.com.au)

## GoAuto latest road test

# Suzuki Swift S five-door hatch

**TWENTY** years ago Suzuki was at the forefront of the emerging baby-car class in Australia with the original Swift. Base models were pretty cheap and cheerful but it was the cracking GTi from 1986 that caught the imagination. In its 74kW 1.3-litre twin-cam second-generation SF guise from 1989, it provided plenty of thrills for legions of hot-hatch fans. Now the MkIII Swift is here, sporting real style, substance and value after five years of what must have been one of the dullest babies in memory, the sleep-inducing Ignis. And even the base model will rekindle GTi memories. **ROAD TEST: [CLICK HERE](#)**



### SHOW REVISIONS

THE Melbourne International Motor Show will be held on February 9-19 next year to avoid a clash with the Commonwealth Games, which will be staged in Melbourne from March 15-26.

Brisbane has revised its dates as a result, running from March 3-12, and Adelaide will run from April 5-9. While the countdown is on for the 2005 Australian International Motor Show in Sydney, starting on October 14, next year the Sydney event will be held from Oct 26 to Nov 5.

### AZURE RETURNS

BENTLEY announced at the Pebble Beach Concours d'Elegance in California last weekend that its Arnage-based four-seater convertible unveiled at the Los Angeles auto show in January will be called the Azure.

On sale here in the second half of 2006, the luxury convertible loses its project name of Arnage Drophead Coupe in favour of the title of its (1995-2003) predecessor.

### FAMILY ALLOWANCE

TOYOTA Australia has slashed the recommended retail price of its Tarago and Avensis Verso people-movers.

For Tarago, the base GLi now starts from \$45,490 (down \$5110), GLX from \$51,240 (down \$5350) and Ultima from \$64,990 (down \$5870). Similar-scale reductions were also made with Avensis, which now starts from \$36,990 (down \$4610) for the baseline GLX. Avensis Ultima is priced from \$41,740 (down \$4680).

Equipment and specification on all Tarago and Avensis models is unchanged.

Toyota has also shaved \$500 off the RRP of its Kluger CV Sport Limited Edition 4WD. It now starts from \$44,490.

## LAUNCH PAD

### AUGUST:

Jeep Grand Cherokee CRD variant  
Kia Rio sedan/hatch redesign  
Mazda6 sedan/hatch facelift  
Mitsubishi Lancer Evo IX sedan  
Mitsubishi Lancer engine upgrade  
Suzuki Grand Vitara 4WD redesign  
Toyota LandCruiser 4WD facelift

**New model diary: [CLICK HERE](#)**

### CLS 350 HERE

MERCEDES-BENZ has introduced the entry CLS 350 to its luxury four-door coupe stable, following the launch of the CLS 500 and CLS 55 AMG in June.

As expected, pricing starts below \$140,000 – \$137,900 – and Mercedes reports it has taken more than 30 orders for the vehicle, which is powered by a 200kW/350Nm V6 mated to the 7G-tronic seven-speed automatic transmission.

The CLS 350's arrival also heralds the first Australian application of Benz's crash-responsive head restraints, known as NECK-PRO.



CLS 350

### C3 BONUS

CITROEN Australia has made heated leather seats worth a claimed \$2500 a standard-issue item to its C3 small car.

The French cowhide is available on the Exclusive 1.4-litre (priced from \$21,490) and \$24,990 1.6-litre Sensodrive models, the latter also picking up alloy wheels for no extra cost.

The company has also added drive-away pricing to the baseline C3 SX 1.4 manual, which continues to retail from \$19,990.

### RESCUE MISSION

HOLDEN has donated 150 retired engineering evaluation vehicles for emergency services to showcase their skills at the 2005 World Rescue Challenge in New Zealand on October 8-11.

The vehicles, worth a claimed \$5 million, will be used to recreate road accidents and provide hypothetical crisis situations for teams from Australia and New Zealand. The aim is enable members from organisations such as the SES to develop road rescue skills on modern vehicles.

### VISSCHER MOVE

VISSCHER Caravelle Australia, which supplies automotive carpet, rubber floor mats and other products to all Australian vehicle manufacturers and various importers, has moved to a new production and distribution facility at Arndell Park, Sydney.

The company said the move would allow the introduction of new state-of-the-art manufacturing equipment and processes not previously seen in Australia. The new location is 31 Penny Place, Arndell Park. Telephone: 02 9621 8711.

Promotional Personnel, Launch Hosts, Stand Ambassadors  
- **What are your requirements?** -

**Active Promo People** has joined the world of Business Promotion.  
We are committed to keeping prices affordable.



**ACTIVE**  
Promo People 

**CALL US: (02) 9280 3366 or EMAIL: [client@ActivePromoPeople.com.au](mailto:client@ActivePromoPeople.com.au)**