



LEXUS of Chatswood



Life & Luxury

Issue 10 - June 2010

End of financial year offers

I am delighted to bring you this edition of **Life and Luxury** in my new role as General Sales Manager. Having worked for Lexus for five years now I am looking forward to continuing the pursuit of perfection in sales and service for our cherished owners.

Lexus continues to innovate and bring its owners cars to suit their future driving needs. We are eagerly awaiting the arrival of the powerful IS 350, the advanced CT 200h hatchback and the futuristic LFA supercar. In the meantime, we continue to perfect our award winning vehicles like the IS 250, LS 600hL and LX570.

The end of the financial year is fast approaching. You may have just spoken to your accountant and decided that the time is right to purchase a new Lexus. With some exceptional offers on the table for you during June, now might be the best time to upgrade. If so, please make a time to call in to discuss how we can meet your needs.

As I write this, Lexus of Chatswood Dealer Principal Simon McCarroll and several other Lexus team members have just completed riding the Tour de Cure, a 1400km ride from Sydney to the Sunshine Coast. Simon wanted me to pass on his thanks to everyone for their well-wishes and support of his efforts to raise much needed funds for cancer research and cancer services.

I hope you enjoy the read and I look forward to welcoming you to the dealership soon.

Sandro Guglielmi
General Sales Manager

LUXURY WITH A SPORTING HEART - IS 250

The sleek IS 250 is a vehicle that effortlessly combines luxury with thrilling sports performance.

A potent 153kW 2.5 litre V6 engine delivers heart stopping power the moment you touch the throttle. Luxury is standard on the IS 250 which comes with a set of four striking 17 inch alloy wheels, a crystal-clear 13 speaker audio system, smart entry, heated seats and a host of other coveted features.

The enhanced performance of the IS 250 makes no sacrifices when it comes to safety. The Vehicle Dynamics Integrated Management (VDIM) system gives you a greater sense of control while eight SRS airbags offer greater peace of mind. Both are among an extensive range of standard features that have helped the IS 250 achieve Australia's highest safety rating.

For an even more spirited performance test drive the IS 250 F-Sport. Based on the award winning IS 250 and the futuristic IS F, the IS 250 F-Sport embodies the spirit of Fuji Speedway. The distinctive F grille design, 18" alloy wheels and an F spoiler draw attention to this striking vehicle while inside the influence of the IS F continues. You'll find the same premium leather accented clad steering wheel with F insignia, metallic sports pedals and an F shift knob flanked by a chrome finish facing plate.

Come and experience luxurious, sporty performance for yourself. Book your IS 250 personal preview today.



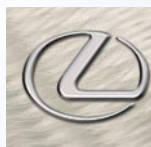
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SALES EVENT SPECIAL

During June we will have some exceptional end of financial year offers. Call or visit our friendly sales team for details. www.lexusofchatswood.com.au

Life & Luxury

My Lexus:

My Lexus: Boris Erkes

Boris Erkes appreciates luxury because he is also a purveyor of luxury goods. The importer of luxury Italian kitchens and furniture describes himself as "fussy" but says that he likes absolutely everything about his Lexus RX 350.

He and his business partner purchased one each about six months ago.

Boris says that the RX 350 gives him the power and comfort he expects in a car.

"I really like the GPS and the comfortable seats."

It is the service, both technical and sales, that he likes most about Lexus. A busy business person, he likes the way Lexus makes servicing and other matters easy. He applies the same principle when serving his customers.

"Lexus treats all of its customers well regardless of status."

Exclusive special offer to Lexus owners.

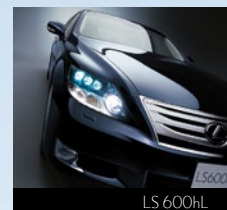
Boris is so pleased with his Lexus experience he wishes to welcome all Lexus of Chatswood owners to his showroom and offer them an exclusive special offer. His Drummoyne based company, Eurolife, specialises in the supply of complete, luxury home solutions including kitchens, wardrobes, furniture and custom made joinery. Phone: 9719 8977 or visit www.eurolife.com.au



News in Brief

NEW FEATURES FOR FLAGSHIP LS600hL

The 2010 hybrid flagship LS 600hL has a range of technological and styling improvements to provide greater comfort and better driving dynamics. It now complies with the latest Euro V emissions standards and features redesigned seating, additional boot space, new colours and a new ECO driving mode. The paint has a new self-restoring coat treatment that helps maintain a superb finish over the vehicle's lifetime.



IS 350 HERE IN LATE 2010

After intense negotiations with Lexus' global office, Australia will be one of only four countries to receive the powerful IS 350 sedan. We are extremely excited with this recent news as the 3.5-litre V6, IS 350 will slot in nicely between the IS 250 and IS F. We are eagerly awaiting its arrival in late 2010. If you would like to receive more information please register your interest by calling our sales team on 1300 798 418.



CT 200H HATCHBACK AUSTRALIA BOUND

It is confirmed. The all-new CT 200h hybrid hatchback will be available in Australia in mid 2011. The fourth hybrid Lexus will be Australia's most advanced, and is the only full hybrid luxury hatchback.

CT 200h has also been specifically developed with two drive modes for maximum agility and efficiency. It will feature a 1.8-litre petrol-electric hybrid drive train with high performance battery to help you to tread more lightly on the planet in complete comfort and style.

It was unveiled at the 80th Geneva International Motor Show in March.



Places to take your Lexus

Wicked - The Musical

Capitol Theatre, Until July 11

Long before Dorothy dropped in, two other girls meet in the Land of Oz. How these two unlikely friends end up as the Wicked Witch of the West and Glinda the Good Witch makes for the most spellbinding new musical in years. Note: Special 'Dinner on Us' on offer for select performances.

Barefoot Fiddler - Australian Chamber Orchestra

Concert Hall, Sydney Opera House, Sunday 18 July 2010 at 2.30pm

Swan Lake on Ice

Lyric Theatre, Star City Sydney, Aug 27- Sept 5

The world's premier theatrical ice skating company, The Imperial Ice Stars, are back with a dynamic new interpretation of their award-winning masterpiece Swan Lake on Ice.

Lexus Encore Privileges members have access to a wide range of premium tickets to all kinds of entertainment and events, around Australia and overseas. Pre-book priority seating, in many cases, before general public on-sale dates. To book, visit www.lexus.com.au





LEXUS OF THE FUTURE

Lexus continues ground breaking research and design in its pursuit of perfection for its owners.

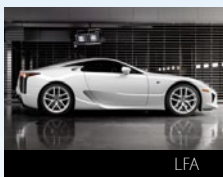
LFA SUPERCAR

Lexus LFA, the marque's newest F vehicle, is continuing to turn heads. At the time of going to print, two LFA supercars were heading to the legendary Nürburgring 24 Hours endurance race.

It will be the first time the production LFA is seen in full-blooded competition, taking on one of the world's most challenging circuits.

LFA features a lightweight composite construction and a 412kW mid-mounted V10 engine, capable of reaching 100km/h in just 3.7 seconds to a top speed of beyond 300km/h.

Lexus has confirmed that Australia will receive five LFA supercars. Production of LFA will commence in December 2010.



LEXUS HYBRID HITS TWO WHEELS

Like many of our owners, Lexus is passionate about riding on two wheels as well as four. Lexus has extended its hybrid drive technology to create the all-wheel drive Lexus Hybrid Bicycle Concept.

Designed using the engineering and design values of Lexus vehicles, the bike offers a rider powered - electric drive, with eight-speed transmission. Its lightweight, carbon-fibre frame is made from the same materials technology used on Valentino Rossi's MotoGP-winning motorcycle.

Pedal power is boosted by a 240W electric motor, via a 25.9V Lithium-ion battery, with a choice of Eco or Power modes. The bicycle also features an energy regeneration function that helps recharge the battery by capturing kinetic energy generated under braking, similar to the LS600.



TOUR DE CURE

A team of 90 people left the Channel 7 studios in Sydney on May 7 on a special mission in the fight against Cancer. The 2010 Tour de Cure is a 1400km bicycle ride to raise awareness about cancer and to raise funds for cancer research and cancer services.

The group visited regions including the Hunter Valley, New England, Byron Bay, Gold Coast and Brisbane before completing their journey on the Sunshine Coast on May 16. Along the way they spread their message of hope and inspiration and raised funds with visits to schools, shopping centres and community events.

Riders included Dealer Principal, Simon McCarroll, other Lexus team members and Channel 7's Mark Beretta. Lexus is a proud sponsor of the event.

The riders completed this year's Tour de Cure on the Sunshine Coast on May 16. They have already exceeded their goal of raising \$1.6 million but more donations are urgently needed. For more pictures and reports from the tour or to donate visit www.tourdecure.com.au



COMPETITIVE CTP MADE EASY

In partnership with insurance company QBE, Lexus of Chatswood offers owners competitive CTP insurance.

There are special rates for drivers aged over 30 who have not lost any demerit points at the time of payment. Simply go to: www.lexusofchatswood/ctp to renew your CTP quickly and without fuss.



MASTERS AT WORK

Your Lexus is cared for by some of the most highly qualified mechanics and technicians in Australia.

Lexus of Chatswood's service capabilities have been further boosted with Master Technician Marcus Bester joining our team this month.

Service Manager Sid Cetindag said Marcus is the dealership's fourth Master Technician. He said master technicians do an additional three levels of training over five years to earn their qualification. "The team never stops learning in order to stay ahead of the latest innovations in technology by Lexus".

He said the "four masters" work closely with NVH Technician Tyron Pillay, who specialises in ensuring your Lexus continues to provide you with the super quiet ride for which Lexus is famous.



L to R Tony Roberts, Terone Pillay, Chris Marriott and Scott Stoneham.

Meet the team

Sandro Guglielmi has been promoted to the position of General Sales Manager. He was the No. 1 Lexus sales manager in Australia in 2007, 2008 and 2009.

Years with Lexus: 5

Favourite book: The Godfather

Favourite food: Pasta, of course

I like listening to: RnB & Jazz

Ideal holiday: Amalfi Coast, Italy

I like working for Lexus because: I not only love the Lexus product, but their continual efforts in perfecting the Lexus range. I can't wait for the vehicles that will hit our showrooms soon

Which actor would play you in a movie about your life: Al Pacino or Marlon Brando

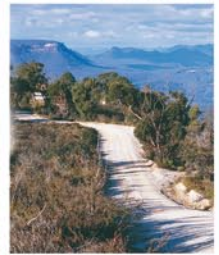
Something most people don't know about you: I have two sons, Valentino (3 years old) and Orlando (4 months)

The Lexus Online Shop now has an extensive range of Lexus accessories both general as well as for specific vehicles - the perfect gift for yourself or that hard to buy for person in your life. Visit www.lexusofchatswood.com.au and click on the online shop button for convenient 24 hour shopping without leaving home.

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DID YOU KNOW



Life & Luxury



TRAVEL: DISCOVER GREATER SYDNEY BY 4WD



There are a number of drives not far from Sydney that will get some dirt on your LX 570 and give you a great trip away for a day or more.

The Greater Blue Mountains Drive is an exciting new touring journey that links a vast and spectacular world heritage landscape to the regions that surround it. One of its driving routes is near Kurrajong. Visit: www.greaterbluemountainsdrive.com.au

Discovery Trail: Kurrajong

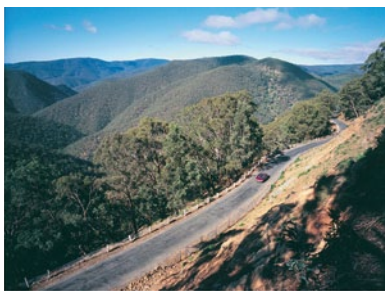
Length: 81 kms (circuit) from Kurrajong. **Driving Time:** 2 hrs.

Road Conditions: Highway, narrow sealed roads, unsealed roads and 4WD trails.

Snapshot: A scenic bushland circuit through quieter parts of Blue Mountains National Park and Wollemi National Park.

Highlights: Several lookouts and walking tracks. Fruit stalls, galleries and cafes.

Start your trip with a coffee at one of Kurrajong's cafes and a peek in one of its many galleries. Set off along Bells Line of Road up the melodic Bellbird Hill. The view over the Hawkesbury from Bellbird Lookout is sensational. From here you will descend into Burrellow Valley through superb forest before climbing out onto Paterson Range, along the edge of the Grose Wilderness. Travel to the fruit growing village of Bilpin then onto a natural small lake, Mountain Lagoon. 4WD trails take you through an area with superb Sydney blue gums and grass flats before coming back to Kurrajong.



Other drives

Wiseman's Ferry - drive along the beautiful McDonald River Valley to St Albans, then along the rugged edge of the Hawkesbury plateau to Bucketty. Alternatively follow the Boree and Yengo tracks to Howes Valley in the lower Hunter.

Wombeyan Caves (round trip via Mittagong and return via Oberon and Hartley). You can do this in a day but it is better to make it an overnight trip. A pretty adventurous drive.



4WD Tips

- If you're in any doubt about your ability to tackle a track, look for an easier alternative.
- Travel with another vehicle if you can.
- If you get stuck, don't just rev the engine - you'll dig the wheels deeper into the mire.
- Basic equipment to take with you: a shovel, an off road jack, a metal or thick timber base plate for a jack to sit on, leather rigger's gloves and a snatchem strap. The latter is an inexpensive, simple recovery tool if you have another vehicle to pull you out. A winch may help you but winching can be extremely dangerous if done incorrectly. Know how to use one before you set off.

Source: openroad.com.au.

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