

LEXUS of Chatswood

Life & Luxury

Issue 1 - January 08

Everybody Loves a Winner

Lexus takes out prestigious awards

The awards keep coming for Lexus! The IS 250 was voted Best Prestige Car and the GS 450h Best Luxury Car at the prestigious 2007 **Australia's Best Car Awards**. Both vehicles also won the award last year. Meanwhile, the LS 460 was named Australia's Best Luxury Vehicle over \$60,000 for 2007 at the **Drive Car of the Year Awards**.

The outstanding result at Australia's Best Car Awards was backed up by a top-three placing for three other Lexus vehicles - the LS 460, RX 350 SUV and RX 400h hybrid SUV.

Australia's Best Car Awards, which replaced seven state and territory car club competitions, is claimed to be Australia's most comprehensive and objective consumer-based vehicle testing and awards program. The Drive Car of the Year Awards are judged by motoring journalists from Fairfax newspapers' Drive motoring section.

See pg 2 for more about the award winners



WELCOME

Happy New Year and welcome to the first edition of **Life & Luxury**, an exclusive monthly bulletin for customers of Lexus of Chatswood.

Each month we will share with you the latest news from Lexus. We will talk to customers about why they love their Lexus in a regular series called **My Lexus**. The latest in fine dining, style and things to do in our beautiful city will also be showcased.

This month we dine harbourside at the award winning Zaafran and take a trip back to our childhood, visiting Luna Park. There is nothing like Summer in Sydney and there is plenty to do and see in the city including at the Festival of Sydney.

Last year was a very exciting year for Lexus. Our vehicles have set new standards in performance and environmental protection. That commitment to excellence has been recognised and we feature some of our award winning vehicles in this edition. Thank you for your support in making Lexus of Chatswood the No. 1 Lexus dealer in 2007. We were the first dealer to sell 1,000 Lexus vehicles in a calendar year.

This year promises to be equally exciting. Owning a Lexus will be taken to a new level again with the launch of new models including the LX 570 all wheel drive and the IS-F performance sedan.

Service is what drives our dealership. Our guests enjoy the experience of being part of our family-owned and operated business. This newsletter is another way for our family to stay in touch.

We welcome your feedback. Simply call or email our office to tell us what you would like to read about in future issues.

Enjoy your Lexus and our new bulletin. Until next month.

Daniel Odman General Manager, Sales

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Life & Luxury

My Lexus: Freddie Zulfiqar

Freddie Zulfiqar says he loves his new LS 460 only a little bit less than his wife. He hastens to add that he loves his wife very much.

The Sydney property developer and restaurateur is a long standing Lexus customer. Freddie bought his first Lexus 11 years ago and has owned 11 Lexus vehicles in that time. The Zulfiqars are a Lexus family. His wife Yasmeen drives an ES 300 while his children (IS 250 and IS 200/300) and their spouses all drive a Lexus.

"I would not change to another car maker for the world if you paid me," Freddie says.

He says that the pleasure of driving a Lexus is second to none. He truly misses his Lexus when travelling overseas, when he has to hire a car.

Safety is an important consideration for Freddie in choosing a vehicle. He recalls having a significant accident in one of his first Lexuses but walked away without a scratch.

"Having cruise control that adjusts to maintain a safe distance from the vehicle in front is an important and impressive feature in my 460."

As well as driving pleasure and safety, Freddie's third reason for choosing Lexus is the after sales service which he says is "second to none".

"The people at Lexus are a pleasure to deal with - always very professional and courteous."

"Dealing with them is a real pleasure."

Freddie Zulfiqar is the co-owner of Zaaffran Indian Restaurant at Darling Harbour and Zaaffran One Ocean at Castle Hill.

(See next page for details.)

AWARD WINNERS



> **The hybrid GS 450h** defeated the diesel Audi A6 for the title of Australia's Best Luxury Car, which also saw the Lexus LS 460 finish in third position. It won for its outstanding combination of performance and green credentials.

Judges commented that the "Lexus GS 450h is the future: a high performance luxury car whose green credentials are second to none. It has set a benchmark for other manufacturers."

"It performs like a V8 and has the ride and handling qualities to match," said the judges.



> **The IS 250** defeated 32 other vehicles, edging out the Subaru Liberty and Honda Legend. The IS 250 was chosen for its outstanding level of standard features, with judges highlighting the vehicle's "eight airbags, traction/stability control, keyless ignition, electric fold-away mirrors, 13-speaker sound system and nifty 'light sabre' instrument illumination".

The judges also went on to say that the IS 250 retained its title of Best Prestige car because of "the depth and consistency of the IS 250 across the [judging] criteria - the critical ones especially".



> **The LS 460** defeated category rivals Mercedes-Benz and BMW for its award.

The judges commented that the LS 460 was characterised by "world's best quality and refinement, a cone of silence cabin and a standard equipment list that makes other luxury cars look like a gouge". Another judge added: "Lexus blew the German luxury car-makers away with the original LS 400, introduced in 1990. The new LS 460 does the same in 2007."

The Drive award recognises Lexus' longstanding ideals of combining the latest in innovation with outstanding quality and value for money. The LS 460 is a showcase of Lexus technology and advanced engineering.



Events & Places to take your Lexus

Opera Australia's Cinderella

Jan 12 - Feb 8 Opera House

Encore members receive extra benefits when they book tickets for performances at Sydney Opera House through The Sydney Premium Ticketing Service. When you book in advance, you'll receive a pack that consists of vouchers for: a programme; two complimentary standard drinks; complimentary parking at the Sydney Opera House Wilson Car Park. Ph: 1300 132 767



festival



Fine Dining

If the thought of Indian Food conjures up images of overly spicy food likely to leave you breathless, you have obviously never been to **Zaaffran** at Darling Harbour. Here you will find perfectly balanced dishes which will take your breath away but for a very different reason. Every single dish is crafted with respect and reverence by a passionate kitchen team.

Since it opened its doors in 1998, the award-winning **Zaaffran** has been universally acclaimed as the best Indian restaurant in Sydney by diners and critics from all over the world.

The **New York Times** said, "Sydney certainly hasn't seen an Indian restaurant like this before. Even fans of traditional Indian food are impressed by creations here. It's a world away from almost anything you'd find on the subcontinent."

Back home **Australian Gourmet Traveller** has said, "To understand Zaaffran, you must first leave all preconceptions of Indian restaurants behind... subtle, masterful combinations...innovative menu... helpful, knowledgeable staff...panoramic views...." Zaaffran does have great harbour and city skyline views but once the food arrives at your table you will scarcely glance at the waterfront.

The team at Zaaffran believes food should not only please the palate but also the eyes. Their mission is to prove that Indian cuisine can be as subtle and finely balanced as any of the world's greatest cuisines.

Zaaffran One Ocean has recently opened in Castle Hill. It offers modern Australian cuisine (seafood and non-seafood) as well as a few outstanding dishes from the flagship Zaaffran at Darling Harbour.

Lvl 2, Harbourside Centre
Darling Harbour
Ph: 9211 8900

18, The Piazza, Castle Towers Castle Hill
Ph: 9634 2133

www.zaaffran.com



Sydney Festival 2008

JANUARY 5-26

A spectacular new show on the steps of Sydney Opera House by Icelandic singer Björk; Spain's Compañía Nacional de Danza; special concerts at State Theatre; as well as Symphony and Jazz In The Domain are just some of the highlights of this year's Sydney Festival which is underway until January 26.

Organisers are promising a far reaching program of music, theatre, dance and the unclassifiable with increased emphasis on Australian works.

Movers & Shakers, a festival of Australian dance includes works by the late Tanja Liedtke, in addition to a special season of dance on film.

The theatre program is led by the most talked about theatre work of the past year - National Theatre of Scotland's Black Watch.

The festival was founded in 1977 as a festival of the people. **Family Nights at Darling Harbour** offer a magical and free evening of French theatrical and pyrotechnical wizardry set on the waters of Cockle Bay. The **Tix for Next to Nix Program** ensures tickets for every performance (including sell-out shows) are available for \$25 each morning on the day of the performance, from a special booth in Martin Place.

Fast Festival Feasts provides the perfect way to sample some of Sydney's finest restaurants. Between noon and 1pm and 6pm and 7pm participating restaurants including Bistro Moncur and Coast Restaurant, will serve a main course and a glass of wine or a beer for just \$25 (inc GST). Check with the restaurant and mention Fast Festival Feasts.

The Festival has grown this year to include a staggering 120 events and 1000 artists. It will entertain more than a million people. A number of those people will be at the Festival's best-attended event, the Ferrython.

What would a Sydney Summer be without the Sydney Festival?

www.sydneyfestival.com.au

Sport - Golf

Australia's golfing season is in full swing and we are being treated to some great action. Lexus of Chatswood and some of its owners have recently been involved in major tournaments.

NSW Open - Lexus of Chatswood was proud to be a Gold Sponsor of the NSW Open held at the Greg Norman designed course at The Vintage in the Hunter Valley last November.

Lexus of Chatswood owner **Phil McCarroll** played in the ProAm.

There was plenty of excitement as South Australian Jason Norris snatched victory. Norris' seven-under total of 277 was enough to beat Victorian Jarrod Lyle on 278.

The tournament was such a success that it will be held again at The Vintage for at least the next five years.



Australian Open - Our heartfelt congratulations go to Lexus of Chatswood customer **Craig Parry** for his brilliant win in last month's Australian Open at The Australian Golf Course in Sydney.

It was Craig's 24th attempt to win the title. His closing three-under-par 69 left him on 11-under 277.

Parry laid the foundations of victory with a record-equaling 64 in the second and third rounds.

Chatswood Legends - Lexus of Chatswood clients and their partners: **Stephen and Sylvia Robinson; Darren and Ashleigh Thomas; Tony and Mandy Smith; and Neil and Pam Wyles** represented us admirably at the Lexus Legends Golf Tournament at Sanctuary Cove held in November last year. The team played with **Lindsay Stephens** and former Australian Rugby Union Captain and Lexus of Chatswood customer **Nick Farr-Jones**.

Lexus Legends is the final of 21 Lexus Golf Days held around the country. Melbourne City took out the 2007 tournament.

Lexus Australia broke its all-time monthly sales record by selling 1106 vehicles during L'EXHIBITION in the month of October - a result which confirms its position as one of Australia's top three luxury marques. According to VFACTS sales were 21 per cent higher than the previous record month of 916 vehicles, set in October 2006. Lexus of Chatswood also set a record selling 169 vehicles that same month.

?
DID
YOU
KNOW



AROUND TOWN Luna Park

Do you remember going to Luna Park as a child? Relive your childhood by taking your kids, nieces and nephews or grandkids to the famous, smiling face at Milson's Point this school holidays.

We put the kids in the new LS600hL and headed to one of Sydney's favourite icons.

There is something for all ages at Luna Park. The old favourites of Coney Island, Wild Mouse, the Dodgems and the Rotor are still there. A dazzling 1894 antique steam Carousel, beautifully restored by master craftsmen, plays romantic carnival music.

In addition to the 1930's fun house, Coney Island, there are nine permanent rides as well as a number of rides for the little kids at Maloney's Corner. Six temporary rides are currently on offer. Five of these, including the 40 metre Mega Drop and Haunted Mansion, are running during the Summer Carnival, which runs until January 28. Until April 30, you can also experience Prison Break Live. With the clock ticking, you must figure out a way to break out from a terrifying prison.

If the thrills and spills of rides are no longer your thing, you can simply enjoy the atmosphere as well as the magnificent views of Sydney and the harbour from the ground or the 40 metre high Ferris Wheel. Try your luck on the laughing clowns.

On the weekends and during school holidays, the Park comes alive with a range of street performers. There are artworks and an artist in residence.

Entry is now free and you can pay for rides as you go or buy unlimited ride passes. This Sydney institution first opened in 1935. Today, Luna Park is still "just for fun".

Luna Park Sydney
Ph: 9033 7676

www.lunaparksydney.com



Go Green Introducing the new LS 600hL

Many of us are concerned about global warming and looking for ways to reduce our environmental footprint. That can extend to the car that we drive.

And now the world's most advanced hybrid vehicle, the LS 600hL, is here.

The long wheelbase Lexus LS600hL limousine is the world's first upper-luxury petrol-electric hybrid and the world's first petrol-electric V8 hybrid.

Embracing hybrid technology for environmental benefits does not mean that you have to sacrifice performance or comfort.

Despite having more than 430 horsepower, equivalent to V12 power, the LS 600hL has best-in-class V8 fuel economy. A wealth of luxury standard features are also present, including an ottoman seat with shiatsu massage functions in the four-seat configuration model and a 19-speaker, 450-watt Mark Levinson audio system.

World-leading safety features include a Pre-Collision Safety System that tightens up the seat belts and sharpens the steering responses for an impending collision, while also priming the brakes for maximum braking performance.

Lexus hybrid owners enjoy the best of both worlds: Lexus' unyielding drive for quality, durability and reliability, coupled with guilt free performance.



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