



## THE LATEST ADDITION: OUR NEW MERCEDES-BENZ SHOWROOM

While I write this, we are well underway with the redevelopment of our Mercedes-Benz showroom. Building began in early April and will be completed by the end of September. The new Mercedes-

Benz Autohaus design showroom will have increased space enabling us to showcase twice as many vehicles as the previous showroom. It will also incorporate a customer waiting lounge with coffee making

facilities and LCD television, and a new office for Mercedes-Benz Sales Manager, Ben Newman. All of this will be in keeping with the current Mercedes-Benz corporate identity standards.

### THE NEW CLC-CLASS

In April, Mercedes-Benz announced pricing and specifications for the all-new CLC-Class Sports Coupé.

The CLC-Class Sports Coupé is priced from \$49,900\*, with customers able to select from the CLC 200 Kompressor, the CLC 200 Kompressor EVOLUTION and the luxury sports CLC 200 Kompressor EVOLUTION.

The designers and engineers from

Mercedes-Benz have enhanced or newly developed over 1100 parts, creating a contemporary Sports Coupé whose all-new front and rear design, along with its even more agile handling, testify to its sports nature. All of this has been achieved whilst maintaining the high standards set by Mercedes in terms of safety and comfort.

Contact us today to arrange a test drive.



Welcome to our first Mercedes-Benz newsletter.

Our aim is to keep you informed about the Mercedes-Benz brand, which includes current news, product information and specials. I'll also be keeping you updated about our dealership, Neil Buckby Motors and introducing you to our valued staff.

I have recently returned from Germany after attending the first Global Dealer Event. Over 500 owners and managing directors of authorized Mercedes-Benz dealerships from 36 countries, excluding Europe, all came together in Stuttgart. We were privileged to get a sneak preview of many new products including the new E-Class, CLK CAB, SLR, and GLK the new medium sized SUV which the Australian market should receive within 2 years.

The Mercedes-Benz National Dealer Conference was staged at Mount Panorama in Bathurst this year. I attended along with 5 of our Neil Buckby Motors Sales staff. We were each lucky enough to drive 6 'fast laps' of the Bathurst track, with a driving instructor in the new Mercedes-Benz C63. We can now all appreciate the speed of the cars which participate in the Bathurst 1000. By the way, the Mercedes-Benz C63 was an amazing ride and handled the track brilliantly.

In November 2007, Neil Buckby Motors underwent a management re-structure which resulted in the dealership becoming totally Tasmanian owned and operated. I am very proud to continue the legacy of the late Neil Buckby, with the involvement of his family and staff members as part owners.

Safe driving,

CRICHTON LEWIS  
DEALER PRINCIPAL

50 50 YEARS OF  
AUTOMOTIVE  
EXCELLENCE  
IN AUSTRALIA

## ROAD TO THE FUTURE FROM BLUETEC DIESEL TO ELECTRIC VEHICLES



Mercedes-Benz acknowledges the responsibility it has for continued sustainable mobility and producing clean and safe automobiles. Reduction of vehicle consumption and thus CO<sup>2</sup> emissions is of the utmost importance, as natural resources become more scarce and expensive for both consumers and manufacturers. The company's development strategy is centred on the following three fields:

1. BLUETEC technology
2. Further efficiency improvements with hybridisation
3. Zero-emissions using fuel cells and battery powered vehicles.

If you would like to read more about Mercedes-Benz's ongoing developments, technology and innovations, you can find this article and more interesting reading under Press Releases at [www.mercedes-benz.com.au](http://www.mercedes-benz.com.au)

### Three sizes fits all.



At Mercedes-Benz we've covered all bases with our range of SUVs. The stylish M-Class is perfect for an active lifestyle. With 5 seats as standard, the back row can fold flat for ample storage, while comfort is assured thanks to the two ergonomically styled front seats. Furthermore, the standard 7G-TRONIC transmission delivers uninterrupted torque for

the smooth open road. The luxurious GL-Class is as comfortable off the beaten track as it is on it and, with a choice of 5 or 7 seats, it caters perfectly for larger families. The spacious R-Class comes with 7 seats as standard. What's more, the second and third rows can both fold flat for increased storage area. Style, though, isn't sacrificed with the added space as this

SUV tourer comes with AMG-inspired styling. As expected, one engine doesn't fit all when it comes to these three amazing SUVs, with a choice of either petrol or turbo diesel engine variants available. Visit Neil Buckby Motors today and see which size fits you.

[www.neilbuckbymotors.com.au](http://www.neilbuckbymotors.com.au)

## STAND OUT THIS SEASON

You will in the 2008 Mercedes-Benz Winter Collection. Our Winter Collection has been hand picked and features something for everyone.

Warm up, stay styled and stand out this Winter with our collection of Mens and Womens apparel and accessory items.

All the products in our Winter Collection along with exciting new items are available at Neil Buckby Motors or visit [www.mercedes-benz.com.au](http://www.mercedes-benz.com.au)



Men's All Weather Jacket  
M-XXL \$168  
B60000828-31



Black Cap \$14  
B60000804



Pure Wool  
Scarf \$58  
Red B60000491  
Charcoal B60000492  
White B60000493



## MERCEDES-BENZ FINANCE

The Mercedes-Benz Finance Division offers financial services including vehicle financing, leasing, insurance and fleet management. We are very fortunate to have Fiona Isaks looking after this area for us. Fiona has been in finance for over 14 years and has a wealth of knowledge regarding all aspects of this part of our business.

Fiona and husband David have recently welcomed the arrival of their beautiful daughter Addison.



L-R Richard, Brendan, Rob, Simon, Arlene, Jo and Darren

## SERVICE DEPARTMENT

Behind any good automotive business has to be a good Service Department, and at Neil Buckby Motors we have invested heavily in the latest state of the art diagnostic equipment, tools and factory training for our technicians and front counter staff.

This is to ensure that we keep up with today's Mercedes-Benz sophisticated engine gear boxes and electronics, and the level of professionalism required.

To help you get back on the road in the event of a malfunction, meet the Mercedes-Benz after sales team.

- Darren Triffit**  
Service Manager
- Simon Van Ash**  
Assistant Service Manager
- Richard Caroll**  
Workshop Foreman
- Brendan Brown**  
Mercedes-Benz Technician
- Rob Paul**  
Mercedes-Benz Technician
- Arlene Crooks**  
Senior Service Advisor
- Jo McCausland**  
Service Advisor

## COMPLIMENTARY WINTER SAFETY CHECK



As it is now winter, consider taking advantage of our Complimentary Winter Safety Check and 10 per cent saving on accessories from roof racks to tow bars.

Winter's temperamental weather means extra hazards for drivers and their families, especially if skiing trips to the mountains are on your holiday agenda.

Our factory-trained technicians will test your vehicle's battery, coolant system, suspension, tyres and brakes so that you are fully prepared for the winter months.

Contact Jo or Arlene in the service department today to make your booking direct on 6332 2813

## MERCEDES-BENZ DRIVE DAY

We will be running our very popular Mercedes-Benz Active Safety Drive Day/Defensive Drive Day at Symmonds Plains again this year. The program is aimed at providing participants the experience in the handling behaviour of different Mercedes-Benz models in diverse driving situations. Some of the exercises include demonstrating the Mercedes-Benz safety systems, evasive steering manoeuvres, ABS swerve and avoid, skid control and airbag deployment demonstrations.

Every exercise is realistic.

The program will be run over just one day this year which will be Thursday 25th September. The Mercedes-Benz Active Safety Drive Day is a cost-free day to our valued clients so be quick to register as there will be limited numbers.

For more information and to register for our Mercedes-Benz Active Safety Drive Day please contact Michael Warren on 0437 661 050.

Mercedes-Benz is also providing

a drive program for young drivers on Wednesday 24th September. This program is called First Gear and is available at no cost to children of Mercedes-Benz owners who have purchased their car from Neil Buckby Motors. Each participant in the program must be the holder of a current Australian driver's licence and must be under the age of 24. Learner drivers are not permitted. Experienced instructors and experts from Mercedes-Benz guide



participants around the track, monitoring driving behavior and providing valuable tips after each exercise.

To register for First Gear please visit [www.mercedes-benz-events.com.au/index.aspx](http://www.mercedes-benz-events.com.au/index.aspx)

## E-NEWSLETTER

Would you like to receive our newsletter by email? If you would please email your address to: [a.lewis@neilbuckbymotors.com.au](mailto:a.lewis@neilbuckbymotors.com.au)

# DEMONSTRATOR OPPORTUNITIES

More than 30 pre-owned Mercedes-Benz to view at  
 neilbuckbymotors.com.au

## E200K Demonstrator



Auto, super charged engine, amazing fuel economy, front & side & curtain airbags, glass electric sunroof, 16" alloy wheels, climate control, cruise control/speed limiter, CD stacker, leather trim, Electronic Stability Program, balance of new car warranty and roadside assist  
 Reg.#A38FV **\$74,990 on road**

## A170 Classic Demonstrator



Auto, 1.7lt 4 cylinder, front side and curtain airbags, ABS brakes, traction control, Electronic Stability Program, CD player, air conditioning, brake assist, service assist, alloy wheels, balance of factory new car warranty and roadside assist, 5 door metallic silver.  
 Reg. #FP1627 **\$31,000 on road**

## B200 Sport Turbo Demonstrator



2.0lt, 4 cylinder, 7 speed CVT automatic, Electronic Stability Program, sports seats, chrome package, 17" alloys, 6 airbags, parking sensors, cruise control, CD player, service assist, traction control, fog lights, air conditioning, sports suspension.  
 Reg.#FP2196 **\$49,990 on road**

## R280 CDI Turbo Diesel 7 seater Demonstrator



3.0lt V6 turbo diesel, 7 speed auto with tip-shift, leather trim, 17" wheels, electric seats, cruise control, climate control, sunroof, Electronic Stability Program, CD stacker, metallic Obsidian black, service assist, 8 x airbags, rain sensor, multi-function steering wheel.  
 Reg.#FR6006 **\$72,800 on road**

## ML320 Demonstrator



7 speed auto, 3.0lt V6 Turbo Diesel, 165kW, 510Nm torque, 19" alloy wheels, Bi-Xenon headlights, glass electric sunroof, full leather trim, Parktronic, Harmon Kardon sound, CD stacker, only 2000km, balance of new car warranty and roadside assist.  
 Reg.#A90DM **\$99,990 on road**

## C280 Avantgarde Demonstrator



7 speed automatic, 3.0lt V6, 2 zone climate control, 10 x airbags, cruise control, stability, navigation, leather, sunroof, AMG Sport package, Harmon Kardon sound, bi-xenon headlights, metallic iridium paintwork.  
 Reg.# FT5730 **\$98,600 on road**

## INTRODUCING THE SALES TEAM



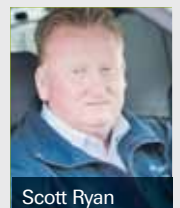
Rob Miller, Ben Newman & Michael Warren

Our Mercedes-Benz sales team is led by Ben Newman who has been with the company for 10 years. He is assisted by Michael Warren and Rob Miller. All of our sales staff have been specially trained by Mercedes-Benz to ensure you receive the very best service, and therefore giving you confidence when purchasing a vehicle.

Our Mercedes-Benz Van Sales has been headed by Ian Philp until his very sad passing last month. Ian was a most valued member of our company and we miss him greatly.

## INTRODUCING OUR NEW VAN MAN

Our new Van salesman is Scott Ryan who has been with the company for 26 years. Scott will be able to help you with all your Mercedes-Benz Van enquiries.



Scott Ryan

## Turbocharged toolbox.

Mercedes-Benz

Vito 120CDI. The most powerful van in Australia. With a three-litre V6 multi-stage turbo diesel cranking out 150 kilowatts, the new Vito 120 CDI is a powerful statement. It also comes standard with 17-inch alloys, five speed auto and tinted windows. Need a tougher toolbox? Call us today.