

Doncaster BMW evolution

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Excite your senses

the escape edition

Taking time out for...

The new M3 : BMW M3 Coupé

Inside the hottest new club : MINI Clubman

The new supermodel : BMW Concept CS

Discover the lost city : Berlin

Island escape : Hayman

+ travel : finance : food : wine



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Contents

Features

- 12** The new M3
BMW M3 Coupé
- 26** Introducing the new supermodel
BMW Concept CS
- 34** Discover the lost city
Berlin
- 46** Island escape
Hayman
- 49** Inside the hottest new club
MINI Clubman

Regulars

- 04** Ingo Intro
The escape edition
- 06** Guenther Seemann
Glimpse into the future
- 16** QuarterTime
Stephen Quartermain
- 18** Staff Spotlight
Chris Hope
- 32** BWM Finance
Turn full circle
- 54** MINI.me
Emma Brown
- 60** Excite your senses
Events, launches and parties

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34

46

52

60



24

the escape edition



Imagine a day where anything was possible.

One where yesterday's hurdles no longer exist. One where you simply woke up and embraced the opportunities ahead. Sound too good to be true? Well why can't that day be today?

BMW is well known for their focus and determination. Each of their products sets out to be the best, and through innovation, persistence and a clear vision they succeed. What is to stop each one of us from taking these same values into every new day?

Just recently, I had the fabulous opportunity to visit Berlin for the new MINI Clubman dealer launch (read all about this new addition on page 49). Whilst my childhood years were spent in my homeland Germany, the opportunity to visit and explore the Prussian powerhouse that is Berlin never presented itself whilst I was growing up. It took some 25 years and the MINI brand to allow me to see the great city, and with truly 'open' eyes!

To say I was awe inspired is little more than an understatement. To be enthusiastic about the country's grand history is a given, but to be swept away by the striking combination of the city's old-world sculptures and new boutiques and clubs caught me completely off guard. Berlin is making a name for itself – on 13th-century buildings in BIG neon lights. The city is producing some of the world's up-and-coming novel, yet on-the-mark designers, architects, musicians, chefs, entrepreneurs... let's call them forecasters, who we will all know by name in a matter of years.

One stand-out feature in Europe was most definitely the way in which the countrymen (and women) embrace the world's push in supporting

a healthier and more ergonomic way of life – in particular through vehicle selection. I am proud to announce that shortly following my arrival back in Australia, BMW Group were awarded for their research in a greener way of life with the highly acclaimed Golden Steering Wheel Green Award in Germany. This accolade signifies the dedication and commitment of BMW, over some 25 years, to protecting this great land of ours through a program we call Efficient Dynamics.

The theme for this edition of *evolution* is escape. For some of you this word will conjure up images of an idyllic location with not much to do but enjoy the sun and sand (if this is you, enjoy reading the Hayman Island review on page 46).

For others who enjoy life in the fast lane, why not jump on a motorbike and explore the unspoiled Apple Isle (page 40) or get your heart racing by discovering BMW's M Divisions new sensation: the BMW M3 Coupé (page 12).

But what if your interpretation of escape was a little different? Start today by escaping from your routine. Allow yourself to experience something new or at the very least, add a little twist to the way it is usually done.

Whatever form of escape you choose remember this; Keep on moving, challenge yourself, and make the most of today.

INGO REISCH
MANAGING DIRECTOR DONCASTER BMW



The secret to BMW's success is how well we plan ahead. Our entire fleet offers all BMW owners sheer driving pleasure, but we are always planning to push the button further on excitement, design and environmental impact.



GUENTHER SEEMANN

Glimpse into the future

That's why the recent Australian International Motor Show was an eye opener for true motoring enthusiasts. For the first time in the southern hemisphere it revealed the new BMW Concept CS.

This vehicle symbolises BMW's determination to keep refining the premium segment of the market. It offers a new stretched look, a low-slung roofline, a low centre of gravity and an extremely long wheel base. I can tell you the crowd reaction to its unveiling was quite amazing and not surprisingly, the BMW Board has decided to go into limited production of a four-door Gran Turismo, modelled on the concept. When the first vehicles roll off the production line, it will clearly be the most sculptured car ever built.

BMW also showed buyers what the new X6 will look like when it arrives in Australia in late 2008. The X6 takes the luxury SUV segment to new heights. Combining sports car performance with SUV capability, there is nothing like it on the market.

BMW is also signalling the release of an X6 hybrid version. Offering BMW's innovative hybrid powertrain for the first time in a full production car, it will offer 20 per cent more fuel economy compared with other non-hybrids



on the market. BMW is always striving to be the leader in fuel economy and cutting emissions without compromising driving pleasure.

Even before Australia sees our hybrid vehicles, we are doing so much with our current models to reduce fuel consumption and cut greenhouse gas emissions. Our latest generation of combustion engines has been created to maximise energy flow management whilst reducing vehicle weight. Together, this is a powerful combination that is being rolled out across our entire fleet.

BMW will never stop thinking and innovating. Events like the motor show give us an exciting glimpse of the future, but the vehicles on offer right now at Doncaster BMW already boast cutting-edge design and deliver unrivalled driving pleasure. That's the beauty of BMW. We aim to deliver on customer satisfaction both now and as we reach for new frontiers.

Live for the moment and enjoy your driving because we are already thinking about the future.

GUENTHER SEEMANN
BMW GROUP AUSTRALIA MANAGING DIRECTOR

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One to watch

In 2004, when BMW unveiled the original BMW 1 Series five-door hatchback, it launched the first rear-wheel drive in the compact vehicle class.

This feature makes the BMW 1 Series unique as well as superior to its competitors who are still playing catch-up with their offerings.

By helping over 5,000 lucky 1 Series owners get out onto the road during the last three years in Australia, BMW has the highest-selling small vehicle in its price range on its hands. 2008 will welcome new additions to the 1 Series family with even more focus on BMW's optimum driving ideals and by adhering even closer to their adage of "sheer driving pleasure."

The Power of 1

First off the blocks to next sport the 1 Series badge will be the 135i Coupé, based on the successful 1 Series hatch. The new 1 Series Coupé was envisioned as a '2 plus 2' seater and is just 121 millimetres longer than the original hatch. It also lies 13 millimetres lower. The rear seat backrest also splits 60/40 to accommodate for longer cargo items, taking full advantage of the space.

The 135i will be the speediest BMW to date that does not display an 'M' badge. Powered

by the award-winning 2007 Engine of the Year as presented to BMW at the ninth annual International Engine of the Year awards at the Engine Expo in Germany. This celebrated technology is a three-litre twin turbo petrol engine already found in the 3 Series range and is BMW's most powerful straight six-cylinder engine.

Despite being 22 centimetres shorter and 4centimetres narrower than the bigger 335i Coupé, the 135i tips the scales at 1,485 kilograms, just 40 kilograms shy of its much bigger brother. But this is enough of a weight

advantage for the new 1 Series Coupé to post a 0-100km/h time of 5.3 seconds, one tenth of a second faster than the 335i.

The new Coupé has a maximum power output of 225 kW and a maximum torque of 400 Nm which is consistently achieved all the way from the 1,300 to the 5,000 rpm range; meaning the newest 1 Series family member holds an impressive power-to-weight ratio.

Again BMW strives for excellence in all areas of its vehicle design by ensuring the Coupé is the most fuel efficient in its class, consuming just 9.2 litres per 100 kilometres travelled. This is mostly due to the inclusion of economical second-generation direct petrol injection system with High Precision Injection technology, making sure not a drop is wasted.

Safety 1st

The new 1 Series Coupé upholds BMW's lofty safety standards by containing six airbags, crash-optimised front seats and headrests and high performance brakes which rely on six-piston fixed callipers working on the front axle and two-piston fixed callipers at the rear axle.

Bi-xenon headlights and adaptive headlights with integrated tuning are optional, ensuring the best possible illumination on winding roads. The brake lights glow with two differing stages of light intensity depending on the amount of force applied to the brakes as yet another safety surety.

Good things in small packages

The look of the 1 Series Coupé ensures a balance between the vehicle's beauty and its brains. The shoulder underneath the side windows darts distinctively towards the rear of the vehicle. The B-pillar is blackened, blending into the background, so as to emphasise the chrome window arch. This feature is continued head to toe with darker chrome tailpipes at the rear and chrome-rimmed kidney grilles at the front adding a classic touch.

A close variation of the M Aerodynamics package dresses the vehicle, bringing its extra large air intake to the 1 Series. The "Hofmeister kick" on the side windows reinforces BMW's rear-wheel ideal and the spoiler that blends seamlessly into the boot ensures extra down force on the rear axle at high speeds. The Coupé sits on 18-inch light alloy wheels and can be adorned with Sedona red paint – a hue exclusive to the new 1 Series additions.

The new 1 Series Coupé is touted as a continuation on from the pioneering spirit of the much-lauded BMW 2002 launched back in the 1960s. Yet the new addition to the 1 Series range really does stand alone in forging its own promising future, with no other manufacturer offering a rear-wheel drive Coupé that comes close. BMW eagerly awaits the arrival of this new legend to Australian shores in early 2008.



All in the family

1 Series aficionados will be spoilt for choice soon with a brand new Convertible set to be welcomed into the quickly burgeoning 1 Series family. The compact, four seater features a multi-layered, electro-hydraulic roof that can be folded up or down while driving at maximum speeds of 40 kilometres per hour and completes this task in just 22 seconds.

The insulated soft-top roof is available in classic black or beige or in an exclusive new finish called anthracite. This silver, light-reflecting effect is achieved by weaving high-quality metallic threads throughout the roof's fabric, and looks especially elegant against the two new body colours available for the 1 Series Convertible – Sedona Red and Kashmir Silver.

BMW Australia's Managing Director Guenther Seemann explains, "Coupled with the 135i Coupé, BMW has two of the most attractive new cars of 2008 on the blocks, ensuring we continue to offer the widest range of distinctive products to the discerning Australian luxury car market."

To reduce the effect of the sun's fading rays, the 1 Series Convertible has included sun-reflective technology in its luxurious upholstery, borrowed from the M6 Convertible. The automatic climate control comes with BMW's own Convertible setting. As standard, the Convertible has AUX-in outlets and also



allows for connections of USB, Bluetooth and various MP3 players. As well as being desirable, the Convertible is also functional. The rear seats have a folding backrest with handy transit bag and the boot holds a considerable 280 litres of space when the roof is up.

The high-performance engine allows the new Convertible to reach a swift 100 kilometres an hour in 5.6 seconds. Six-speed manual transmission will be the norm, however a six-speed steptronic automatic transmission may be an option.

The vehicle's Dynamic Stability Control and traction optimisation program, producing the same effect as differential lock, allows for the safest, smoothest handling under all road conditions. Depending on the individual driver's requirements both power steering and active steering are available choices.

While simultaneously safe and smart, the elegant new Convertible is also seductive: sharing much of its styling with its Coupé cousin including that streamlined shoulder, classic BMW frontage, chrome accents and distinctive L-shaped taillights.

The 1 Series Convertible will have its first public airing at the January 2008 Detroit Motor Show and should also be available for sale alongside the new Coupé on local shores in 2008. Guenther Seemann is confident that "this exciting new car also brings BMW motoring to a new segment of the car market. We are sure the new 1 Series Convertible will be a success in Australia from the moment it arrives." By this time the Australian public will have proof that these new additions to the 1 Series range are truly at home out driving on the road.

SARAH WILCOCKS



Spec check

	BMW 135i Coupé
Engine:	3.0 litre petrol
Cylinders/valves:	6/4
Capacity:	2,979 cc
Transmission:	6-speed manual
Power Output (kw/hp/rpm):	255/306/5800
Max Torque (nm/rpm):	400/1300
Acceleration 0-100km/h:	5.3 seconds
Maximum Speed:	250 km/h*
Fuel Consumption:	9.2 L/100km

* Electronically limited

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The New M3



Be warned. From the moment the new BMW M3 Coupé comes to life, it's love at first drive.



Sleeker, faster and more powerful, the BMW M3 Coupé has been reinvented. It is no wonder then that 100 eager driving enthusiasts had already put down deposits to claim their very own vehicle before the hotly anticipated Australian arrival in October. And not surprisingly, there is a wait list.

Show-stopper

The 2007 Australian International Motor Show played host to the simultaneous unveiling and release of the M3. Lucky visitors to the exhibition bore witness to a revolution in motoring – the next chapter in an illustrious 20-year history for BMW's M division. Morphing BMW's wildly popular 3 Series range with an unparalleled speed machine, the M philosophy is personified in the new-generation Coupé.

The new vehicle emerges from a rich heritage that has won multiple championship titles and critical acclaim. As technical head of BMW's M division, it is a standard Gerhard Richter is well aware of. He speaks of his commitment to delivering M3 customers "an overall package... that perfect balance". While the spirit of the 3 Series remains, virtually the only aspects immune from the custom M3 redesign are the headlights, boot lid, taillights, doors and windows.

Making tracks

The most thrilling new feature for many fans is the 309-kilowatt V8 engine. Previous M3 models sported a much celebrated 6-cylinder engine. Yet the visionaries at M are never ones to rest on their laurels. It is hard to improve upon perfection, however with the new V8 giving 17 per cent more power whilst weighing 15 kilograms less than the previous 6-cylinder version, they've achieved the near impossible. All this comes at a modest fuel consumption of just 12.4 litres per 100 kilometres and at its

peak the naturally aspirated engine demands a massive intake of 17 cubic metres of fresh air per minute.

Speed addicts are in for a treat – the new M3 rockets from zero to 100 kilometres in a blistering 4.8 seconds. During gruelling Nurburgring circuit trials in Germany the M3 averaged a more-than-impressive 156 kilometres per hour through the hazardous 73 turns, at a time BMW is quietly proud of, making it the fastest-driving BMW ever on the market. Indeed the new M3 gets there easily, never struggling to reach the pinnacle of its electronically-limited 250-kilometres-per-hour-engine.

Bred for speed

This is a vehicle created for a driver who was born to drive – who loves the feeling of control but who appreciates a fly around the track in supreme luxury. The MDrive button activates personal configurations and unleashes extra power. Using this

function, throttle responsiveness, Electronic Damper Control, Servotronic power steering assistance and Dynamic Stability Control are customised to the individual's desires. Driver confidence is assured with an engine computer that can operate over 200 million functions per second.

Compromise has never been one of BMW's strong points, so while the M3 is sports-focused, one eye has firmly been kept on refined creature comforts. Precise attention to detail, such as the inclusion of heated seats, the leather-covered steering wheel, metallic paint, sunroof option and even the trims all aim to spoil the driver.

The M3 is unquestionably beautiful, but don't be deceived. Its power lurks beneath the surface. The distinctive carbon-fibre roof reduces both the vehicle's weight and centre of gravity, improving acceleration and handling. The signature quad exhaust tailpipes leave no mystery as to what just

streamed past you on the road. The mildly aggressive-looking power dome is both a necessary and striking addition on the bonnet and the spoiler is left alone as a subtle lip on the boot lid. Two new paint choices have been added to the range for Australians. Jerez Black and Melbourne Red are both colour names that honour prestigious F1 racetracks.

All in the family

Eventually the Coupé will be joined by a four-door version based on the E90 3 Series sedan. While still high-performance, the new M3 sedan will offer further functionality with five seats, passenger protection all-around and, naturally, two more doors. The sedan is marginally slower than the Coupé, not that 100 kilometres in 4.9 seconds should ever be seen in the same vicinity as the word "slow".

This will be the second time a sedan version of an M3 has been produced. Previously, the second generation E36 M3 benefited from the addition of a four-door brother, however the model was never readily available on local shores. That was thirteen years ago – this time around Australians may be in luck. Managing Director of BMW Australia Guenther Seemann has hope. "BMW is currently evaluating the local sales potential of the M3 sedan," he says, "and if customer demand warrants we will bring the car to Australia." Fingers crossed.

The sedan borrows the inimitable front-end look of the Coupé however some aspects of its design are unique, like the differing side sills and rear air dam. In a further pledge of safety the M3 sedan features six airbags and electronic control of each inertia reel seat belt.

While the M3 makes a sublime, sophisticated presence on everyday roads, it truly comes alive when it has the opportunity to reach its full 8,300 rpm potential by spreading its wings out on the track in a literally breathtaking, thunderous style.

SARAH WILCOCKS



Spec check

	BMW M3 Coupé
Engine:	4.0 litre petrol
Cylinders/valves:	V8/4
Capacity:	3,999 cc
Transmission:	6-speed manual
Power Output (kw/hp/rpm):	309/420/8,300
Max Torque (nm /rpm):	400/3900
Acceleration 0–100km/h:	4.8 seconds
Maximum Speed:	250 km/h*
Fuel Consumption:	12.4 L/100km

* Electronically limited



QuarterTime

Doncaster BMW Ambassador Stephen Quartermain goes shopping for the new BMW X3 2.0 diesel. You're invited to come along for the ride.

Okay. I am the first to admit it – I am a lucky guy! When my colleagues at Doncaster BMW told me I had the opportunity to build my very own vehicle, I felt like a kid in a candy store. Liquorice or toffee apples. Black Sapphire or Crimson Red.

I know and like them all, but which do I choose. Like any child confronted with an open store, I was tempted to run in and grab everything. Fill my pockets, consume as much as possible and worry about the sugar rush tomorrow.

But being the Doncaster BMW Ambassador I thought it time to act sensibly. Be realistic, decide what I really need in a car and behave in ambassadorial fashion!

So first things first – seek professional help. For this I need a sales consultant, and mine is Rob Alcock. As you'd expect from someone with five years experience, Rob knows every detail and option available from back to front – and is not a bad bloke considering he's a Collingwood supporter!

To get things started, he hands me what is best described as a BMW shopping list. It contains all the prices and options available. The world is your oyster (and available in Alpine White!)

Model, colour, trim, engine... there are literally dozens of choices and combinations, so we start with the shell.

I love the BMW X3. It's the right fit for my family and me with the perfect blend of form and function. And although I am only a recent convert, I love the diesel. Before becoming a Doncaster BMW Ambassador I had never driven a diesel car and I must admit, I was a bit sceptical.

But once you get behind the wheel, you can not help but be converted. In addition to the outstanding performance, the diesel is great on fuel consumption. So it's decided, my vehicle of choice will be the BMW X3 2.0 diesel.

It was time to talk turkey.

The all-important colour choice is the next decision and the field is narrowed to Black Sapphire or Monaco Blue. You cannot get more fashionable than black (and I cannot recall candy that I like in blue) so black with



Sand Beige leather interior it is. As for the fine-wood trim, the grey will blend beautifully (or so I am told) so I trust Rob on this one and lock it in.

The must-have for me was the M Sport pack. I love the M aerodynamic kit with sports suspension settings, M leather steering wheel, sports seats and light alloy wheels. Rob suggests the 19 inch alloy wheels to add that extra appeal, and who am I to argue?

Now things start to get tougher. As my close friends would know, my sense of direction is ordinary at the best of times. So what about satellite navigation? It's great but it's also a luxury and remember, I am trying to be sensible! Rob mentions the potential hours saved by driving in the *right* direction. Done.

I'm a fan of the electric seats. So they are added to my shopping list too.

Now for the music. While the standard BMW sound system is more than adequate, my big splurge was the eight-speaker sound spectacular. They of course, have to be complemented by the panorama sunroof – is it fair to have one without the other?

My last request was probably the most self-indulgent. If I lived in Queensland, heated seats would be a waste of time and money but in Melbourne... well it does get pretty cold.

So that is it. Job done.

Hey, there's nothing wrong with spoiling yourself from time to time!

STEPHEN QUARTERMAIN



There's always Hope

After 14 years at Doncaster BMW, it is no wonder Christopher Hope feels right at home.

Iwonder if children would be quite as excited on Christmas Eve if they knew Santa had decided to take a year off and deliver their gifts via the post instead?

Or would your teppanyaki dinner taste quite so exquisite if you hadn't just watched the expert chef create it before your very eyes?

The product may well be excellent but it is often the people associated with it that make it unique.

At Doncaster BMW, people matter.

One man who realises this more than most is Corporate Sales Manager, Christopher Hope. For him, cars have always been a passion. At the age of four he recalls identifying oncoming cars at night by their headlights. By 15 he could tell them apart just by their engine sound. A year later he had started a small business washing cars for teachers and friends. One day his cousin turned up in a brand new BMW 3.0i. The sparkling blue coupé bowled him over and it was then that he knew where his dream job lay.

Today, that same early passion still drives his ambition. "I think people arrive here with understandably high expectations and I want to see them leave feeling as

though they have received excellent advice, a pleasurable experience and that the door is always open... I want customers to feel like friends and to realise they have made the right decision with their BMW."

He regards many of his customers as great friends and will often visit them at their homes or at work to discuss their vehicle requirements. It is by striking a rapport that he maintains their loyalty.

When we first meet I am greeted with a firm handshake, a broad smile and real interest in who I am. I find this surprising as up to this point he has no idea what I am doing here. Maybe he was remembering his grandmother's words "Everyone is someone's sweetheart" and that there is good to be found in everyone. This is the way Christopher is with anyone: unpretentious, approachable, pleasant and genuine.

Many who know him well will agree, Christopher comes across as somewhat of a perfectionist. His office is littered with trophies recognising his achievements as an outstanding employee and for delivering exceptional customer service, to name a few. A cupboard door is left ajar and it's possible to see hundreds of brochures stacked in perfect order. His Italian suit looks as if the tailor had only just put the finishing touches

to it that day. It is obvious that Christopher takes his work very seriously.

His extensive work as a committee member for the Make-A-Wish Foundation takes considerable amounts of his own time and it is this dedication that saw Doncaster BMW sign on as a major sponsor of the 2007 Wish Ball.

His outlook on life is admirable. "I believe firmly that I am master of my day and I am never happier than when I am helping to make someone else's special", Chris says. "I see my life and work as one and get excited about bringing the two aspects together."

Whether it is answering a casual enquiry or overseeing deliveries, through relentless attention to detail and superior networking, Christopher adds his personal touch to an exceptional brand.

As we are winding up our conversation, an attractive young lady appears at Christopher's door. She politely asks if there is any way he could help her find tickets to a somewhat exclusive pop concert. Within moments, his little brown book (Chris is not a fan of black!) has appeared, and a phone call is made.

No matter what your requirements at Doncaster BMW – there's always Hope.

DAN ENGLAND



"I WANT CUSTOMERS TO FEEL LIKE FRIENDS AND TO REALISE THEY HAVE MADE THE RIGHT DECISION WITH THEIR BMW".

For more information, contact Christopher on 9848 6888 or chris.hope@doncasterbmw.com.au



By its own definition, the new BMW Concept X6 Sports Activity Coupé not only breaks all the rules – it simultaneously creates new ones.

Introducing the X6 concept

Never before has a vehicle like this been unleashed on the road. The X6 stands confidently in a brand new market segment of BMW's own invention. First revealed at the IAA International Motor Show in Frankfurt in September 2007, the BMW Concept X6 is a surprising glance at the future and is soon to be a production reality.

What's in a name?

First came the so-called Sports Utility Vehicles and then, with the creation of the original BMW X5, came the Sports Activity Vehicles. Now BMW is boldly venturing into new territory with the X6. They're calling it a Sports Activity Coupé, or SAC and also a world first. Like the inspired lovechild of a traditional BMW Coupé and an Xseries four wheel drive, the X6 fuses form with function. So why call this obviously four-door

innovation a Coupé? BMW wants to change the world's preconceived notions of what drivers can expect from an all-wheel drive.

From the outset, the X6 concept is more akin to its streamlined, stylish Coupé counterparts than the typically conservative 4WDs or SUVs of the past, and it certainly moves like a dynamic sports car. The revolutionary X6 is "an absolute trendsetter in the all-wheel-drive segment," proclaims Dr Norbert Reithofer, Chairman of the BMW Group. The BMW vision sees huge potential for growth in the newly formed SAC target market where the X6 is a pioneer of its kind.

The best of both worlds

This new genre of vehicle from BMW Design Development Munich retains the generous ground clearance, high driver position and "can-do" attitude of a 4WD. However this is balanced out with Coupé styling and a lower

centre of gravity for safer, more agile handling. While the roof may literally be low-profile, sloping down seductively to 70 millimetres lower than the height of its X5 brethren, the overall aesthetic of the new X6 certainly commands attention.

Sports car fans, who in their wildest dreams probably never before considered being at the helm of a 4WD, may just fall in love with the new X6. From head on the X6's facade takes its inspiration from the X5. Moving around the side however, the four-seater, four-door Coupé is set back on its haunches ready to pounce out onto the open road. The B-pillars that usually divide side windows have been done away with, leaving a sleek, unhampered surface. Twenty-one-inch Y-spoke light alloy wheels have been specially created for the X6 and its exaggerated wheel arches. Two tailpipes are placed at each back corner to emphasise the vehicle's solid, wider stance at the rear.

Adding to the authentic Coupé feel of the X6 is the addition of BMW's newest traction system. Referred to as Dynamic Performance

Control, the system ensures each wheel is provided with the appropriate amount of torque. When combined with XDrive technology, as seen in previous BMW all-wheel drive models, the DPC gives the X6 unsurpassed stability and agility for a range of driving conditions. Not only does this make the X6 safer but it also injects greater and more enjoyable driving capabilities.

X6 Down Under

The BMW Concept X6 made its unexpected southern hemisphere debut at the Australian International Motor Show held in Sydney during October after being flown out here in top secret directly from the Frankfurt showing. Guenther Seemann, BMW Australia's managing director, was delighted: "It says a lot about Australia's importance to the BMW Group that we have this concept on our stand so soon after its worldwide reveal in Frankfurt". The X6 is due to go into production at the BMW Spartanburg plant in the US next year, after which it has been confirmed it will be readily available

in Australia – expect the first release to hit our shores in late 2008.

Fast approaching tomorrow

All conventionally powered X6 vehicles live up to BMW's inspirational Efficient Dynamics standards to reduce carbon dioxide emissions and fuel consumption. However, the Frankfurt Motor Show unveiled another surprise – the new X6 ActiveHybrid.

When compared to other cars with hybrid technology, a BMW hybrid is simply unique. It has taken the next giant leap into the future. By again pushing the boundaries, BMW is the first car manufacturer to combine its high efficiency combustion engine with two 100kw high-performance electric motors. The hybrid X6 can be powered by either the electric engines or the combustible engine alone or by both sources at once. This dual engine system allows the driver premium efficiency and power whenever required, and as a bonus allows a larger range of speed than typical hybrid vehicles. While running on solely electric power, the concept X6 ActiveHybrid has movable underfloor panels that disguise the unused tailpipes and emphasise the cleaner technology.

“THIS IS JUST A PREVIEW OF HOW BMW MOBILITY COULD LOOK IN YEARS AND DECADES TO COME.”

Traditional hybrid engines tend to only be truly efficient at lower speeds, however the X6 ActiveHybrid promises responsive yet economical performance from a larger vehicle. BMW have spent the last 15 years exploring the possibilities of hybrid technology and even tested an electric drivetrain for the BMW E1 nearly 20 years ago. Now they have set a new standard for hybrid vehicles while upholding another – a commitment to sheer driving pleasure.

The X6 ActiveHybrid requires up to 20 per cent less fuel than a comparable standard combustion engine but still offers the superior driving experience owners have come to appreciate from their BMW. The twin electric motors are compact, and having eliminated the need for massive battery packs, they are more lightweight than any other hybrid product on the market.

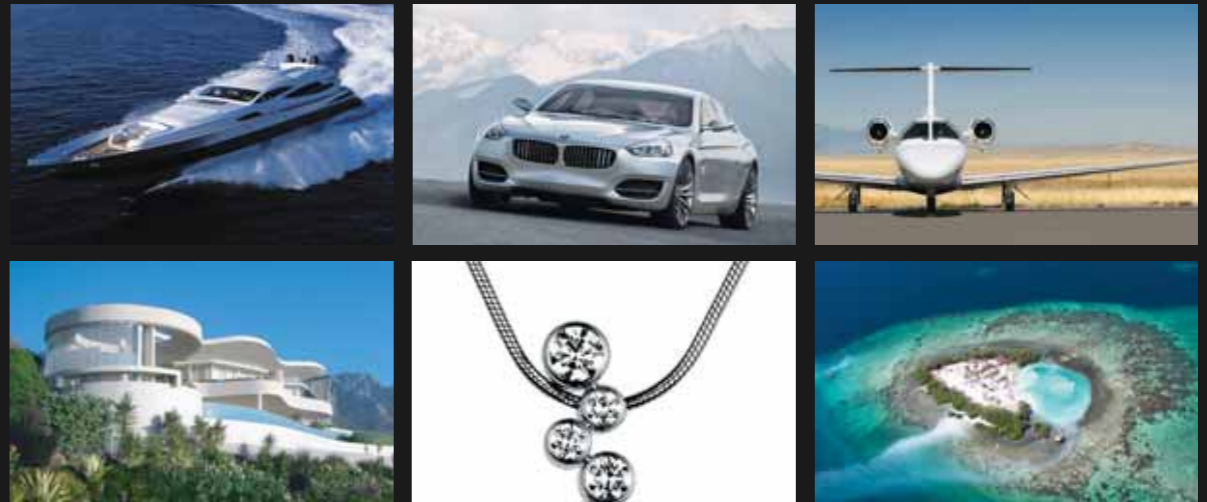
BMW, in conjunction with two other manufacturers, formed an initiative referred to as the Global Hybrid Co-Operation, which

has aspirations of developing the next generation of hybrid systems. Born of this mighty collaboration is a two-mode transmission as showcased in the hybrid X6. Ensuring the best use of any torque generated, the transmission features one mode that is intended for high-speed use, the other for more relaxed driving.

Like the new concept X6 Sports Activity Coupé itself, the concept X6 ActiveHybrid will soon be a reality – set to go into production as an option for the X6 model in 2009. The hybrid technology has been designed for seamless use across the entire BMW range... eventually. Dr Reithofer says it best when he suggests, “this is just a preview of how BMW mobility could look in years and decades to come – lower fuel consumption, lower emissions and a lot more driving pleasure”. Here's to a bright, sustainable future with BMW.

SARAH WILCOCKS

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Thirty Very Good Years: BMW 7 Series

“It has always been controversial and an individual. It is my belief that if these two characteristics can be combined, then at least half the ingredients necessary for success have been achieved.”



MODEL E65/E66 (2002–Present)

At first glance, you could be mistaken for believing that this is one of many quotes written about the undoubtedly successful BMW 7 Series.

Add the name Max Schubert and those who recognise it will realise it is actually a quote from *The Story of Grange* and the colour choices for this item of discussion are simply white or red.

Cars and wine. Both have their enthusiasts. Both have sparked many a conversation around the dinner table and both are well sought after around the globe.

Thirty years ago BMW gave these enthusiasts something new to talk about. BMW's 'large class' spawned a successor that was to become a byword for luxury, elegance and innovation: the BMW 7 Series. Drawing on technology based on the 6 Series Coupé launched in 1976 and using styling that bore the signature of BMW's chief designer Paul Bracq, BMW succeeded in creating a

car that was larger than its predecessors yet managed to retain the hallmark dynamics associated with the brand.

The ingeniously tailored, understated body work boasted a gently sloping bonnet and boot; short overhangs and a low beltline granted occupants excellent visibility, helped by a glass area that was 11 per cent larger than its predecessors. Initial customers could choose from three models: the 2.8-litre, 3.0-litre and 3.2-litre with 170, 184 and 197 horsepower respectively.

The BMW 7 Series enjoyed an extremely successful market launch. At the Annual General Meeting of 7 July 1977, BMW's Chairman of the Board Dr Eberhard von Kuenheim announced: "The volume of orders is so unexpectedly high that the Dingolfing plant can barely keep up with production."

Proving his words true, 1977 production figures ran to almost 20,000, a figure that

would rise to 35,745 cars in the first full year of production and still exceed 35,000 units in the subsequent two years. Bottom line – the BMW 7 Series was more successful than any previous BMW model series in its class.

Boasting standard specifications that included speed-sensitive power steering and a diagonal-split dual-circuit brake system, the BMW 730 ushered in the Check/Control system – an electronic monitoring unit that checked the level of the engine oil, brake fluid, coolant and windscreen washer fluid, as well as the functioning of the brake lights and rear lights, and the thickness of the brake linings. In 1978 BMW began offering its Anti-lock Braking System (ABS). To make driving BMW's top-of-the-line model even safer and more comfortable, it also launched features such as an anti-theft warning system, driver's vanity mirror and heated door locks, heated seats, onboard computer, cruise control, sunblinds for the rear windscreen and automatic air conditioning. For



MODEL E23 (1977–1986)

“THE BMW 7 SERIES HAS ALWAYS STOOD FOR DYNAMISM AND LUXURY; BUT INCREASINGLY FOR INNOVATION, TOO.”



MODEL E32 (1987–1994)



MODEL E38 (1995–2001)

business people who spent a lot of time on the road, telephone preparation was also available.

By the time this model was discontinued in June 1986, production figures had hit 285,029.

The most popular model was the 728i, which sold 70,360 units, followed by the 735i with sales of 60,818.

The next two generations, known internally as E32 and E38, ran from 1987 to 1994 and 1995 to 2001 consecutively. Bringing with them the arrival of the all new V12 engine, a long wheel base (indicated by an "L" after the model number) and a raft of features including high-pressure headlight washers, xenon headlamps and a 6-disc CD changer, they set the benchmark for what was to follow. A rare executive V12-powered stretch limousine was also produced called the BMW L7, as was a high-security option including bullet-resistant glass and body armour.

The introduction of the current BMW 7 Series heralded a new styling era. The striking, sculpted body styling was matched by an elegant interior. The supreme feeling of luxury, tranquillity and roominess was further enhanced by detailed improvement of the car's design, materials and colours.

The BMW 7 Series has always stood for dynamism and luxury, but increasingly for innovation. Perhaps the most controversial of them all is iDrive system. Criticised by some for its complexity, this technology has rewarded BMW's commitment with the ultimate compliment – proving an irresistible magnet others have chosen to follow.

For thirty years, the BMW 7 Series has offered a quantum leap of the future. As early as 1980s BMW had already recognised the environmental credentials of hydrogen and that as a secondary energy source it offered virtually unlimited long-term availability. After almost 25 years of development work, the launch of the first hydrogen-powered production model appeared in late 2006: the BMW Hydrogen 7.

With the next generation of 7 Series slated for 2009, no one knows for certain what will come but one thing is for sure. Like any good vintage, a combination of reputation, a solid track record and superior quality are all clear indicators, so we wait with much anticipation for that first taste.

JOSIE CAMILLERI

Introducing the new supermodel



Gorgeous, sleek, stylish and all class.

Each of these superlatives and more have been used to portray its beauty and none would be overstating the truth. Created by the Design Development team in Munich, the BMW Concept CS truly is a show stopper.

Combining the genuine luxury Gran Turismo with the fascinating thrill of a high-performance sports car, the result is a unique four-door car.

While the conventional saloon primarily focuses on driving comfort, the BMW Concept CS conveys a new message: superior dynamics and sophisticated elegance can and will interact perfectly to unveil an exciting new category.

Innovation and a unique driving experience are reflected in all of the car's features – both inside and out.

Measuring 5.1 metres in length (it appears deceptively longer), the entire look is dominated by dynamically flowing lines. From the kidney grille powerfully positioned out front, your gaze is drawn along the low-slung and sleek engine compartment, across the roofline and towards the deliberately short rear and air flow spoiler.

panels, which in turn cool the brakes of the car. The Hofmeister kink is also present as are dual corona headlights.

Moving inside, the generous feeling of space is extended to not only the driver and front passenger, but also those seated in the rear. The two-by-two-seater configuration ensures that all passengers experience their own sporting position seats. For this reason alone, the BMW Concept CS is a sports car offering all passengers the same experience of sporting performance and luxurious pleasure.

The centre console adds to the feeling of space by cleverly flowing all the way from the front to the rear and offering additional storage space.

The ambience of the interior is as unique as the character of the body. Innovative design and style of both the surfaces and controls is further enhanced by the luxury materials and exemplary standard of elegance. More than ever before, the experience of quality has been optimised through a quality of finish enhanced to perfection.



From the side, the contour line serves to emphasise the rear-wheel drive crucial to the dynamic performance on the road. Stretching from the beginning of the A-pillar the contour line rises gently above the front door, gradually petering out beneath the rear side window. Likewise the roofline tapers out to the rear, providing an exhilarating new look never seen before in a saloon.

Moving to the rear, slender lights emit a homogeneous, low-slung and therefore strikingly harmonious lighting effect. Innovative LED headlamps generate a powerful and consistent beam up front without the slightest dazzling effect, thanks to rearward facing lights that are projected onto a smooth reflective surface.

Applying the philosophy that "form follows function" the contours of the engine compartment have been developed into a genuine sign of distinction born out of technical needs and requirements.

Traditionalists need not be concerned, as the BMW Concept CS still retains its core BMW DNA. The classic kidney grille is there giving the car its unique look and dominating the design of the entire front end. A rework aimed at improving air flow to the engine has been coupled with two recesses in the front side

Both inside and out, the BMW Concept CS conveys the same message: BMW is entering a brand new segment of the market never before seen. In short, here is a four-door luxury coupé with style, innovative power and sporting performance.

"The BMW Concept CS is a beautiful, dramatic and exciting look into the future of BMW", says Guenther Seemann, Managing Director, BMW Group Australia. "It speaks to the very heart and soul of BMW."

Not unlike a supermodel, witnessing the dynamically stretched silhouette in the flesh is when the magnetism of this beauty becomes truly apparent.

Those fortunate enough to experience the world debut at the Auto Shanghai 2007 Motor Show will undoubtedly agree. As will those present for the southern hemisphere debut at the Australian International Motor Show.

Reported by many as the new 8 Series flagship, production over seven years has been slated at 12,000 units with no more than 50 available for Australia from 2009. The Concept CS is a vision of the future and one supermodel guaranteed to turn heads.

JOSIE CAMILLERI

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The school of style and speed

Think back to your school days and your first memories are unlikely to be of fast cars. One school wouldn't be without them.

In 1977 BMW became one of the first car manufacturers in the world to offer customers the opportunity to optimise their know-how behind the wheel. Back then the project was known as Driving School and high standard training was key. 'Lectures' touched on a number of subjects such as stress at the wheel, breakdown assistance and traffic psychology. Not to be forgotten, PE class was led by a highly qualified sports instructor conducting fitness exercises and a long-distance early morning run!

In 2007 this school turns 30 and students returning to the reunion would notice that whilst the philosophy has remained true to its core, more than a few changes have taken place. In the early days, BMW Driver Training achieved its manoeuvres by using the first BMW 320is. Within just a few years demand for not only the driver training, but also the diversity grew rapidly. As early as the 1980s thousands each year had taken the opportunity to raise their driving skills to a higher level. The establishment of a modular structure course was introduced in the 1990s and globalisation truly came into play.

When it comes to driver training standards, there can be no room for compromise. Certainly not when it comes to your own skills and safety. BMW Driver Training covers everything from essential driving skills to advanced competency levels – whether it

involves avoiding an obstacle on a wet road, gaining valuable confidence and experience or perfecting the ideal line on a racing circuit.

Importantly, participants do not have to be BMW owners to undertake the sessions. Anyone with a driver's license is welcome to discover the unmatched pleasure of driving a BMW – provided at the sessions – while at the same time learning valuable skills and driving techniques that will apply to everyday driving situations.

BMW Driver Training caters for all experience levels from Young Driver Training, which focuses on creating a more informed, capable and responsible young driver, right through to Fascination II – the ultimate in driver training, limited to two participants at a time with exclusive tuition.

From the initial course through to today, the objective is to give each customer the opportunity to gain better knowledge of their car, hone their skills of perception, and intensify the driver's feeling for technology as well as the potential hazards of everyday traffic.

Today, more than 18,000 drivers and motorcycle riders take part in BMW Group Driver and Safety Training each year and over 200,000 participants worldwide have gained superior skills in training sessions on tracks and circuits closed to the public.

Customers recognise that even the most sophisticated stabilising and safety systems

in modern vehicles cannot counter poor driver awareness on the road. Dr. Klaus Draeger, Member of the Board of Management at BMW AG, agrees: "Even three decades ago, the BMW Group recognised that developing sporty and dynamic automobiles wasn't the only part of the equation. As a company keenly aware of its responsibility, our aim was also to promote driving skills on the road."

Each course aims to enhance your driving abilities by developing both attitude and skills through a structured range of programs that include both theoretical and practical instruction to help develop driver skill and road craft. Customers progress level by level through the program, improving competency, ability and control with each step.

Highly trained instructors supervise all courses, and in Australia they are headed by American Motor Racing Hall of Fame inductee, Le Mans and Bathurst winner, Geoff Brabham. A fleet of dedicated Driver Training vehicles include the latest six-cylinder BMW 325i Sedans and now proudly boast the exhilarating new BMW M3 Coupé.

With positions in some sought-after programs booking out up to six months in advance, early bookings are recommended. Maybe it's time to go back to school?

MATT SCHMIDT



BMW: the luxury leader in diesel



BMW has enjoyed five years of uninterrupted success in Australia with advanced technology diesel engines, and is poised to reach even greater heights with additional exciting new models in 2008.

All these state-of-the-art diesel engines follow the now benchmark BMW Efficient Dynamics principals of class-leading output, consumption and emissions. And best of all, the driving excitement of these clean and frugal yet potent machines is 100 per cent pure BMW across all driving environments, whether around town, through the twisting countryside or cruising the highway.

From the moment of the launch of the BMW X5 3.0d in early 2003, BMW has shifted up a gear with each passing year to now hold the mantle as the most sought-after luxury diesel-powered vehicles in Australia.

The secret to BMW success with diesel naturally lies with the sporty nature of the engines.

From the very start in Australia, the 3.0-litre straight six-cylinder diesel engine was boosted by a silent and smooth turbocharger, delivering seamless torque from very low revs. This athletic, responsive and effortless diesel power instantly won friends among traditional BMW fans and eager converts.

BMW has a long and very successful diesel heritage in Europe, stretching back to the first 524td of 1983.

This vehicle was powered by an 85kW-engine which was further developed to become the world's first diesel to boast a fully electronically controlled fuel injection system in 1987.

BMW won the Nürburgring 24-hour endurance race with a diesel-powered 320d in 1998, the first diesel in motor sport history to win a 24-hour event outright, even against petrol-powered opposition.

In Australia the constant broadening of the luxury diesel market has been driven by BMW's widening offerings.

The X5 3.0d was updated in 2004 in Australia from 135kW / 390Nm to 150kW / 480Nm, making this model the most popular in the X5 family by a wide margin.

In late 2005, the 3.0-litre six-cylinder 530d and X3 3.0d arrived, powered by a next generation engine delivering 160kW and 480Nm of torque.

Following in the wheel tracks of the cool running high-performance 530d and X3 3.0d came the first four-cylinder diesel engine

for Australia, the 2.0-litre 115kW / 330Nm 120d and similarly engine 320d.

Just two years on from the arrival of the 530d and X3.30d, BMW again broadens the diesel range with the 520d and X3 2.0d 2.0-litre four-cylinder engines, now in their third generation, complete with all-alloy engine block and cylinder head.

This engine, with 125kW and 340Nm of torque is also fitted to the 120d and the 320d (from January 2008).

Australia welcomes the pinnacle of BMW diesel engine technology in the first quarter of 2008, when the 3.0-litre twin turbo X5 3.0sd arrives, delivering a mighty 200kW and 565Nm of torque.

Diesel sales in Australia have contributed to the brand's overall strength and leadership maintenance in the luxury market for some time. This leadership position is sure to be enhanced in 2008 thanks to a range of seven models ranging from the 1 Series to the X5. Around half all BMW vehicles sold in Europe and the United Kingdom are diesel-powered. A full quarter of all BMW vehicles sold globally are diesel-powered, and in Australia this figure reached one in five this year.

In Europe, BMW offers diesel engines in every model range (except Z4). The luxurious twin turbo 210kW 635d Coupé and Convertible were recently launched in Europe, while the 745d and 730d have been very popular with top European executives.

At the other end of the scale the European market 318d engine is BMW's cleanest, its variable vane turbocharger technology providing 105kW and combined cycle fuel consumption of 4.7 L/100km and just 123g/km emissions.

For compact sports buyers, the BMW offers the 123d which employs the most powerful four-cylinder BMW diesel, a twin turbo producing 150kW. High performance is no barrier to great fuel economy with the 123d returning 5.2 L/100 km and emitting only 138g/km. "BMW diesels embody the spirit and reality of EfficientDynamics. They are powerful, frugal and clean", said Guenther Seemann, Managing Director of BMW Group Australia. "BMW diesels deliver responsive performance, with plenty of the low-down torque Australian drivers relish. And coupled with our legendary balanced handling, precise steering and powerful brakes we have a range of vehicles that are perfect for the most enthusiastic driver.

"BMW diesels also have the benefit of being among the cleanest engines available. Added to an impressive range, it means diesel drivers can enjoy their driving for far longer between refills", Mr Seemann said.

"Our range has now expanded to seven models reflecting the strong demand across the BMW family for diesel-powered vehicles. We are delighted we are able to provide such advanced technology engines in Australia.

"The new 520d and X3 2.0d widen the appeal of diesel into new areas of the Australian market for us. The third-generation all-alloy four-cylinder engine with its six-cylinder-style torque will quickly establish a loyal following among our owners, as well as draw new customers to BMW. And the arrival here of the pinnacle BMW twin turbo diesel, the X5 3.0sd, is very eagerly anticipated. It will further showcase our leadership in diesel with its magnificent performance, agility and style", Mr Seemann said.

BMW Diesels in Australia

2003	March	Launch of X5 3.0d 135kW / 390Nm
2004	January	Engine update to 150kW / 480Nm for X5 3.0d
2005	November	Launch of 530d and X3 3.0d with 160kW
2006	March	Launch of 120d with 115kW / 330Nm
2006	April	Launch of 320d / 320d Executive with 115kW / 330Nm
2007	March	Launch of second generation X5 3.0d with 160kW / 500Nm
2007	October	Engine update to 125kW / 340Nm for 120d
2007	December	Launch of 520d and X3 2.0d with 125kW / 340Nm
2008	January	Engine update to 125kW / 340Nm for 320d
2008	March	Launch of X5 3.0sd with 200kW / 565Nm



All prices on the road

FUEL CONSUMPTION (COMBINED)

	MINI COOPER Cooper Chilli – Automatic \$138 per week* <small>*Based on a new MINI Cooper Chilli Automatic \$42,573 on the road. Based over 60 months with a \$21,286 residual.</small>	6.7L/100km
	MINI COOPER John Cooper Works Cooper S – Manual \$162 per week* <small>*Based on a new MINI Cooper S Manual with JCW Tuning kit \$50,077 on the road. Based over 60 months with \$25,038 residual.</small>	6.9L/100km
	BMW 1 SERIES 120d – Automatic \$175 per week* <small>*Based on a new 120d Automatic \$53,948 on the road. Based over 60 months with a \$26,974 residual.</small>	6.1L/100km
	BMW 3 SERIES 320d Innovations Package – Automatic \$217 per week* <small>*Based on a new 320d Innovations Automatic \$67,008 on the road. Based over 60 months with a \$33,504 residual.</small>	6.7L/100km
	BMW 3 SERIES COUPÉ 325i Coupé Sport – Manual \$313 per week* <small>*Based on a new 325i Coupe Sport Manual \$96,828 on the road. Based over 60 months with a \$48,414 residual.</small>	8.4L/100km
	BMW 5 SERIES 520d – Automatic \$287 per week* <small>*Based on a new 520d Automatic \$88,748 on the road. Based over 60 months with a \$44,374 residual.</small>	6.1L/100km
	BMW 5 SERIES 523i – Automatic \$304 per week* <small>*Based on a new 523i Automatic \$93,998 on the road. Based over 60 months with a \$46,999 residual.</small>	9.3L/100km
	BMW X3 X3 2.0d – Automatic \$229 per week* <small>*Based on a new X3 2.0d Automatic \$70,898 on the road. Based over 60 months with a \$35,449 residual.</small>	7.0L/100km
	BMW X5 X5 3.0d – Automatic \$314 per week* <small>*Based on a new X5 3.0d Automatic \$97,038 on the road. Based over 60 months with a \$48,510 residual.</small>	8.7L/100km
	BMW X5 X5 3.0sd – Automatic \$368 per week* <small>*Based on a new X5 3.0sd Automatic \$113,838 on the road. Based over 60 months with a \$56,910 residual.</small>	8.8L/100km
	BMW M3 COUPÉ M3 Coupé – Manual \$555 per week* <small>*Based on a new M3 Coupé Manual \$171,798 on the road. Based over 60 months with a \$85,899 residual.</small>	12.4L/100km
	BMW M6 M6 Convertible – SMG \$1,038 per week* <small>*Based on a new M6 Convertible SMG \$320,898 on the road. Based over 60 months with a \$160,449 residual.</small>	15.2L/100km

All finance offers listed have the following:

- All based on new BMW models.
- To approved purchasers only.
- Based on Corporate Hire Purchase (CHP).
- All prices are on the road.
- Includes dealer delivery fee, stamp duty and registration.
- Conditions apply.
- All prices based on pricing as at August 2007.
- Pictures for illustration purposes only.



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Like to know more?

Simply contact Doncaster BMW's Finance and Insurance Manager, Bill Dimovski, on (03) 9848 6888 or bill.dimovski@doncasterbmw.com.au

Note: The finance figures shown are not Full Circle Finance calculated. Conditions apply.

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There's no better time to book a BMW air conditioning system check.

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For more information on either of these two great opportunities, simply contact our Service Advisors on 03 9848 6888 or via email dmservice@doncasterbmw.com.au to arrange a convenient time for an appointment. Offers valid until March 31, 2008. Images for illustrative purposes only and may vary from actual product.

Berlin

discover the lost city!

The start of the 20th century saw cities such as Paris, London, New York and Rome faced with a new, surprisingly strong contender in the quest to become the world's grandest city.

With modest beginnings as a trading centre in the 13th century, Berlin has been the German capital and cultural centre from the 17th century to the end of World War Two. Widely influenced by France, Russia and Holland this Prussian powerhouse has an unmistakable past.

Despite being German myself (and having lived in Germany for 21 years) I must confess that it took BMW and a further 24 years for me to truly experience this fine city. The irony is my sense of history doesn't just extend to those items written in the history books. My mum was born here and my grandmother, having studied music at Berlin's university performed at the Berlin Opera as a soprano.

But back to the textbooks. Up to 70 per cent of Berlin was destroyed during the war and, whilst I don't want to focus on the devastating effects, it is important to set the scene of what was to come. By the early 1960s a city divided into four zones was about to change. Russia decided to separate away from the rest of the city by erecting a prison wall. This wall was built straight regardless of buildings, or more importantly, families. Families united today were separated tomorrow. This separation took place all along East Germany leaving only West Berlin as an isolated city.

Fast forward 30 years and the East German people of Leipzig had started a revolution. It was a peaceful movement with the simple message "*wir sind das Volk!*" ("We are the people!") and formed the foundation of the German unification. The result was seen in July 1990 when the borders were opened and after 30 years, Germany was once again one nation. Berlin became a city no longer divided, and one where you can see, and more importantly, feel the history.

Today it is Europe's largest building site and clearly being transformed into a showcase of what Germany has to offer. It took me nearly a day to get my directions right, so make sure you take one of the many tourist buses that give you a great deal of flexibility but also are very informative (a one-day pass will set you

back roughly €15-20). Don't miss out on the well-known tourist destination Check Point Charlie. The museum is well worth a visit, documenting history dating back only a couple of decades.

I'm sure many would have heard of the Ka De We (Kaufhaus des Westens), Berlin's most famous department store. Over six levels everything you can imagine is offered for sale in the most lavish way – with prices to match. The good news is Germany has 19 per cent value-added tax (MWST) and for anything you take out of Europe you can claim back part, but as always, if you don't ask you won't get so don't be shy.

In former East Berlin you can experience typical East German architecture, plain but functional. I was lucky enough to have my extremely well-connected relatives as hosts who got us into the TV Tower's (Fernsehturm) revolving restaurant. The Opera Cafe is also a real treat if sampling some of the best old world coffeehouses in Germany sounds appealing to you.

minutes away from the Kurfuerstendamm in the former West Berlin the Brandenburger Hof Hotel is pleasantly quiet and very upmarket. As an old villa converted to a boutique five star hotel, the Brandenburger Hof Hotel provided me with a new dimension of what service to expect when staying in a hotel.

The wakeup call includes an espresso (or anything else you may want to consume as a morning energy boost) delivered to your room. I suggest you leave yourself plenty of time for breakfast though, with a selection of delights created especially by the recently awarded best chef of Berlin.

Back to the city: Berlin is vibrant, very international and with the new airport set to be completed in 2011 (Europe's largest) it will once again be a true world city. As always, seeing the sights will depend on your interests and for that, transportation is easy. Taxi, bus, tram, train (even a rickshaw!) are all possible.

With many places to visit you will need a few days, particularly if you want to venture out into the surrounding areas such as Potsdam,

"BERLIN, A CITY NO LONGER DIVIDED, AND ONE WHERE YOU CAN SEE, AND MORE IMPORTANTLY FEEL, THE HISTORY."



Reinhard's cafe/restaurant is another hot tip: placed right on the famous Kurfuerstendamm and part of the Kempinski Hotel chain – it's actually the first Kempinski Hotel in the world. Also operated by the Kempinski chain is the Adlon, by far the most opulent hotel in Berlin and only a stones throw from the famous Brandenburg Gate. Another secret is the Swissotel connoisseur's delight "Restaurant 44". Prices are up there but for a treat, this is not to be missed.

When it comes to accommodation, the options are numerous, but of course it all depends on taste and budget. For me, hotel choice is a very important facet of any trip abroad. Not only is comfort and service a priority, but I also like flair and sophistication, which makes each venue unique.

Don't ask me why but I always seem to end up in hotels, which are operated and/or owned by females, and in Berlin it took me to the Brandenburger Hof Hotel. Situated only

the suburb where the Prussian kings kept their summer residences, competing heavily against the French royalty.

It is said many roads lead to Rome, but the adage is that many certainly lead to Berlin. You can fly in from any city in Europe but Frankfurt, Munich and London are the obvious choices when coming from down under. I chose to drive back to Frankfurt, truly allowing me to experience the beauty of former East Germany, largely left untouched for 30 years.

The journey includes many places of note, in particular Leipzig and Weimar, the latter a great city where the famous Goethe and Schiller stayed. Leipzig, with the contrast of old and new, is a striking township. The dominating all-glass exhibition centre, Leipziger Messe, is just as impressive as the old city centre, which is dotted with beautiful art deco and art nouveau buildings. Leipzig is also home to one of BMW's latest production plants, producing BMW 1 Series and 5 Series for the world



market – Australia included. Make your next stop Munich and be sure to take in BMW World. Having opened in October it truly is a worthwhile visit.

Berlin – once divided and now reunited. The result is a city that thrives on change and that has made a virtue out of reinventing itself. To touch and feel the history of 800 years whilst pondering the future is truly something special. As I share a cup of coffee and cake with my mum in the same coffeehouse my grandmother would have called in to after one of her many opera performances, I think... perhaps this is where she fell in love with my grandfather – who knows!

The latest BMW accessories



36 evolution the escape edition

01. Large Suitcase \$399.00 avail in ■ ■ 02. Travel Bag \$299.00 avail in ■ ■ ■ 03. BMW Roundel Cap \$29.00 avail in □ ■ ■ 04. BMW Wordmark Cap \$29.00 avail in ■ ■ 05. Golfsporr Travel Cover \$185.00 06. BMW Thermos Pack \$75.00 07. Men's BMW Polo Shirt \$75.00 avail in ■ ■ 08. Ladies BMW Polo Shirt \$75.00 avail in ■ ■ 09. Cruise Bike \$1,555 10. Ladies Purse \$135.00 avail in ■ ■

For 30 years Haines Muir Hill have been based in the Doncaster area providing quality business, tax and wealth management advice to business owners and investors. The "One Team – One Plan" philosophy continues to be a key strength in existing client relationships and attracting new business.



One team – One plan

Very efficient
Very powerful

Managing Director Alan Muir –
 "In addition to our chartered accounting services centred around business and taxation advice, our wealth management and Self Managed Super Fund (SMSF) services are very important to our clients."

"A logical extension to running a successful business is tax planning and wealth accumulation outside the business. Being able to offer clients financial planning and SMSF advice under the one roof is a tremendous benefit to them – a masterplan managed by one team is highly effective."

With investment markets running hot and business conditions buoyant, Haines Muir Hill suggest reviewing the following checklist on business and investment exposures –

- **Gearing** – Is your level of business and personal gearing appropriate with interest rates on the rise?
 - **Unrealised profits** – Do investment portfolios contain significant unrealised profits. Is it time to 'take' some profits to reduce exposure or re-weight portfolios?
 - **Insurance** – Are insurance levels adequate to cover changing market values of assets?
 - **Business risks** – Have the good times in some market segments 'masked' emerging risks in other areas? Is too much emphasis being placed on goods, services or customers who are currently 'red hot' but may be exposed if markets turn?
 - **Currency exposure** – Does the current relatively strong performance of the \$AUD present opportunities or threats which are not being assessed?
 - **HR Management** – Full employment means new or replacement staff may be hard to come by. Do policies and procedures ensure that valued staff are well looked after?
 - **Marketing** – Has the marketing department 'gone to sleep' on new ideas and innovations for tomorrow because they're so busy dealing with today's customers?
- Haines Muir Hill welcomes enquiries from 'evolution' readers on 03 9840 2200 or www.hmh.com.au

The Avenues at NewQuay

Melbourne's multi-million dollar waterside housing precinct.



Picture this: you've moved from the suburbs to Melbourne's premier waterside living destination, NewQuay Docklands. Every morning you wake to the sounds of water lapping in your front yard marina, home to your personal yacht. You step out of bed and enjoy the unobstructed water, city or park views from your individually designed three-storey town residence. Welcome to The Avenues at NewQuay.

This was MAB Corporation's vision for NewQuay ten years ago. Guy Pahor, Chief Operating Officer said, "We believe The Avenues at NewQuay will rival any Sydney harbour-side development, offering Melbournians the promise of city living without compromising their desire for space, luxury and quality. The Avenues will be a tranquil low-rise premium waterfront residential precinct on the edge of Melbourne's CBD."

The three-storey town residences will be flanked by water and a major urban park, offering residents open city views across Victoria Harbour and front-row seats in Melbourne's newest urban park. The first stage of development will see nine exclusive waterfront residences released to the market. A further 20 homes will complete the development.

The starting price for the town residences on the waterfront will be upwards of \$3.5 million and for the residences facing the park, upwards of \$2.5 million. The expected value of the first stage of development once completed will be around \$60 million.

Each town residence will have a four-car garage, cellar, home theatre, home office, elevators and three or four bedrooms as well as large entertaining terraces.

Behind the waterfront will be Quay Park, Melbourne's newest urban park – a large, sheltered, green oasis. The park-side residences will have front-row north facing views across the park. Quay Park and the adjacent waterfront will be seamlessly integrated via a network of public paths and promenades.

"Quay Park will become a destination for both locals and visitors alike and be a home for vibrant public art works including dramatic outdoor sculptures, murals and water sculptures", added Mr Pahor.

Two renowned Australian designers have been commissioned by MAB Corporation to design the town residences because of their experience in developing individual, premium homes. The award-winning design team, BBP Architects and Plus Architecture, will collaborate on the project and work individually

to design each town residence with its own distinctive design.

"We have already received a steady stream of enquiry and registration from buyers who realise the town residences are set to become Melbourne's most exclusive waterfront homes", said Mr Pahor.

About MAB Corporation

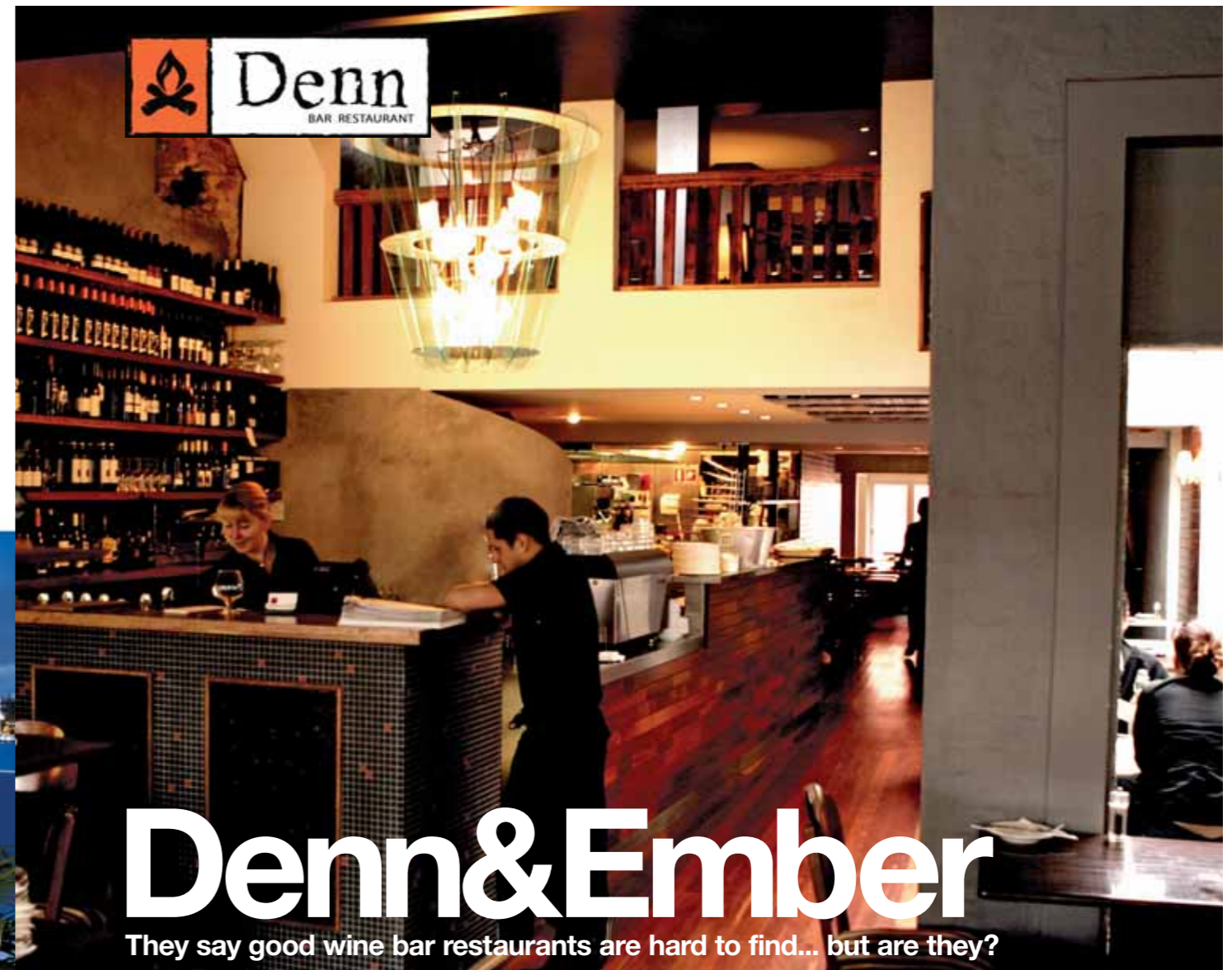
With \$2 billion in projects completed or commenced, MAB Corporation generates approximately \$200 million in annual sales, has net assets approaching \$200 million and currently employs over 100 people.

Highly successful MAB Corporation projects include the \$1-billion landmark NewQuay development at Docklands, the revolutionary \$1-billion University Hill mixed-use precinct in Bundoora, National Business Park, The Anchorage Apartments, Northcorp Industry Park, Translink Business Park and a host of award-winning developments.

MAB Corporation also has a thriving funds management arm with approximately \$250 million under management.



Phone 1800 888 326 for more information, or visit www.newquay.com.au



Denn & Ember

They say good wine bar restaurants are hard to find... but are they?



Both integral members of the vibrant Westgarth strip in Northcote, Denn Bar & Restaurant and Ember Lounge & Tapas are situated just north of the recently renovated Westgarth Cinema.

The relaxed and modern eatery of Denn is deceptively spacious with a large downstairs dining area suitable for functions and an upper level open on weekends. Denn offers a modern Mediterranean menu that caters for all tastes. Italian influences shine through with a wide range of wood-fired pizzas and pastas on offer. Spanish inspired paellas have recently been added to the menu, accompanying the well-established tapas selection.

Ember Lounge & Tapas is the most recent addition to the busy Westgarth strip, and a welcome one with its intimate design and refined furnishings. As well as offering a broad range of wines, Ember also sports a wide array of local and imported beers. For those willing to try something different there are boutique beers available and fabulous cocktails.

HOURS: MONDAY TO FRIDAY – NOON TILL LATE – LUNCH & DINNER. SATURDAY & SUNDAY – 10AM TILL LATE – BREAKFAST, LUNCH & DINNER
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Tasmanian Road Trip



When the call of the open road is too hard to resist, a motorbike from Launceston BMW and a magical drive through the Apple Isle is all you need.

Whilst I have been riding motorbikes for some 40 years, 28 of those were spent off two wheels, after migrating from England to Australia. This was not entirely intentional but married life tends to realign one's priorities! So, when I was finally given approval by SWMBO* earlier this year to get back on two wheels, I was determined to do things right.

With a BMW X5 and new BMW 3 Series Convertible already in the garage, the natural choice (after a long deliberation: all of a couple of days) was a BMW. As I have an affiliation with Doncaster BMW, my first stop was a chat with Managing Director Ingo Reisch about the purchase. As the dealership is not currently a motorbike agent, he suggested I speak with their Tasmanian outlet.

I was introduced to the resident motorbike guru at Launceston BMW, Chris Gannon, and after a few phone conversations the BMW R1200RT was the final decision. It represents a comfortable, capable all-round touring bike, with the ability to be used for casual weekend rides or daily commuting.

Through a series of emails, I finished up selecting a silver R1200RT/SE model, with a few extras thrown in for fun: AM/FM/CD, ESA (Electronic Suspension Adjustment) and top and side panniers.

When it came to insurance, it was back to Doncaster to enlist the help of Finance and Insurance Manager Bill Dimovski. With BMW Insurance in place, all that was left was to organise the trip to Tassie to take delivery of my new toy.

* SWMBO – She Who Must Be Obeyed!

As luck would have it, work called as fierce bushfires flared across NSW. My company was employed to assist in water bombing activities so delivery of my bike was put on hold. Not wanting to delay the excitement of riding again, I actually made many of the last-minute phone requests from inside one of my helicopters, much to the bemusement of Chris and his sales associates!

Due to the fires, my original plans were delayed, but finally I took delivery of my new pride and joy. And what a beauty!

Chris and I had also discussed BMW's Motorrad clothing, so naturally it was essential that I got fitted for clothing, boots and a helmet whilst I was there. I was made to feel more than welcome, given a thorough briefing on the new motorbike, and even offered an escort out of town to make sure that I didn't lose my way!

After all those years, I was back on the open road.

The ride from Launceston to Devonport to catch the overnight Spirit of Tasmania ferry is a fairly short one, so I decided to take the longer route up to Cradle Mountain to get used to the bike. On the road, the boxer engine gives lots of low-down torque to power out of the corners, minimising gearshifts and easing rider inputs. Producing more than 81kW (110bhp) and with a maximum torque of 115Nm, it simply powers ahead. Full of scenic straights leading to tight, twisting climbs, the road was a great introduction to the handling of the R1200RT.

The bike also has excellent brakes (needed with a few timber trucks taking up the road!) both power-assisted and linked front and rear. After such a long time away from motorbike technology, I found this feature in particular to

be an amazing advance. BMW have created a very sophisticated system, which applies just the right amount of rear brake to balance the front, allowing for speed, weight, and a host of other inputs – all further assisted by Motorrad's latest version of Integral Anti Lock Braking (ABS), fitted as standard, which weighs 50 per cent less than its predecessor and controls so easily with two fingers on the front brake lever.

I was last in the Cradle Mountain area about 20 years ago when I had a fortnight flying timber in to construct the walking tracks, following the declaration of it as a wilderness area. It was intriguing to see the terrain from the ground rather than the air.

Being new to the bike I didn't reset the suspension, but there is an Electronic Suspension Adjustment (ESA) available. ESA adapts the chassis to the road conditions, your personal riding style and your momentary desire for speed or cruising all at the touch of a button – Sports, Normal or Comfort. A subsequent track day showed the value of the Sports setting, but that was a lot later in my ownership!

With a superbly comfortable riding position, the trip to Devonport was over in no time, or so it seemed. Whilst waiting to board the Spirit of Tasmania it was interesting just how many other travellers expressed admiration for the R1200RT, which is always good for one's ego! The crew on the Spirit tied the bike down firmly for the voyage, and I made the most of the restaurant and bar before catching a good night's sleep in my cabin.

Arriving in Melbourne early the next morning was another revelation: the trip up the Tullamarine was met with the phenomenon



of taxis actually pulling over from the fast lane to make way for the BMW motorbike! That the Victoria Police also employ BMW motorcycles must help.

The appeal of purchasing my new toy from Tasmania was most definitely the experience of being able to go for the magical drive through the Apple Isle – a perfect opportunity to discover the outstanding riding dynamics and superb comfort of this truly innovative tourer that is in every aspect a joy to ride. The whole experience wasn't just buy and good bye, it was truly memorable and one that I have shared with many of my new friends from the Macedon Ranges Ulysses Club.

To have so many helpful people assisting, from Doncaster BMW, Launceston BMW and Hobart AutoHaus (also under the Doncaster BMW umbrella) was more than a godsend as there was always someone available to field any questions I had. It also meant I could share my purchase and excitement with more than just Chris, as SWMBO really didn't want to know...

One important point: I booked myself in for a motorcycle refresher course the next day following delivery with Rider Training at Calder Park, and re-learnt old and new techniques, which have been of great value. I have also had a day at the Victorian Motorcycle Track at Broadford, carrying out an Advance Motorbike Training course. Both these are essential for anyone thinking of getting out and about on a motorbike these days, regardless of their overall experience.

Now, if only I can justify a sports bike to go with my tourer: a K1200S, maybe?

JOHN EACOTT



“WHILST WAITING TO BOARD THE SPIRIT OF TASMANIA IT WAS INTERESTING JUST HOW MANY OTHER TRAVELLERS EXPRESSED ADMIRATION FOR THE R1200RT”.



Your new BMW K1200 S awaits at Launceston BMW For more information see www.launcestonbmw.com.au

Get equipped for the ends of the earth.

Map? You'll need an atlas.

BMW K1200 S Adventure

Launceston BMW 03 6332 0444



The Ultimate Riding Machine

With hundreds of agents working together, we always catch the best buyers.

What's heating the property market?



I can appreciate that for some buyers, the property market is particularly difficult at present. Not only is there a shortage of good properties, but those that are available are often so fiercely fought for, that they are attracting prices far above everyone's expectation.

While it is no consolation to you if you are a buyer, it is interesting to understand all the different factors that are keeping the heat on the property market.

Victorians are going through good times. There's full employment and reasonable interest rates and this creates the optimism that propels so many people to either take their first plunge into the property market for a home, or maybe to upgrade to a larger residence, or perhaps build up a portfolio of investment properties. However, when looking for a property, buyers will take into account other factors that will impact on their budget – and transport costs, especially petrol prices, are a prime consideration. The closer to your work you live and the closer you are to your children's schools, the less fuel you have to put in the tank, the less money you feed into the Metcard machine or the less dollars you divert to your e-tag. Unfortunately this convenience is reflected in suburb prices... those closest to major employment centres

with good schools and public transport infrastructure are invariably more expensive to buy in – it's a juggling act.

Naturally many people also make a lifestyle decision – they are prepared to wear the travel costs and travel time as a trade-off against more land, less pollution and more of a community. There are buyers out there for every type of home in every kind of location.

Then there is immigration – people both from interstate and overseas who are coming to Victoria to live. In fact Melbourne is the fastest-growing capital city in Australia. On current figures, around 50,000 people are moving to Victoria each year and this translates into roughly 20,000 new homes that need to be built or acquired. Unfortunately, homes can't be built quickly enough. With record rates of pay available to tradespeople in the boom states of Queensland and Western Australia, Victorian builders are struggling to get the tradespeople they need when they need them. This lack of timely development also puts enormous pressure on the established homes market, with the resulting competition for available homes and the resulting very high prices being paid.

When you find that a property you are interested in has been sold for far more than you anticipated, it's often a knee-jerk reaction to blame the agent for 'underquoting' – but spare a thought for a professional who is trying to provide a fair price guideline in a market that is being influenced unrelentingly by quite unique factors.

I've been in the real estate industry for 40 years and this is the first time I have seen such a difficult combination of factors influencing the price of established homes.

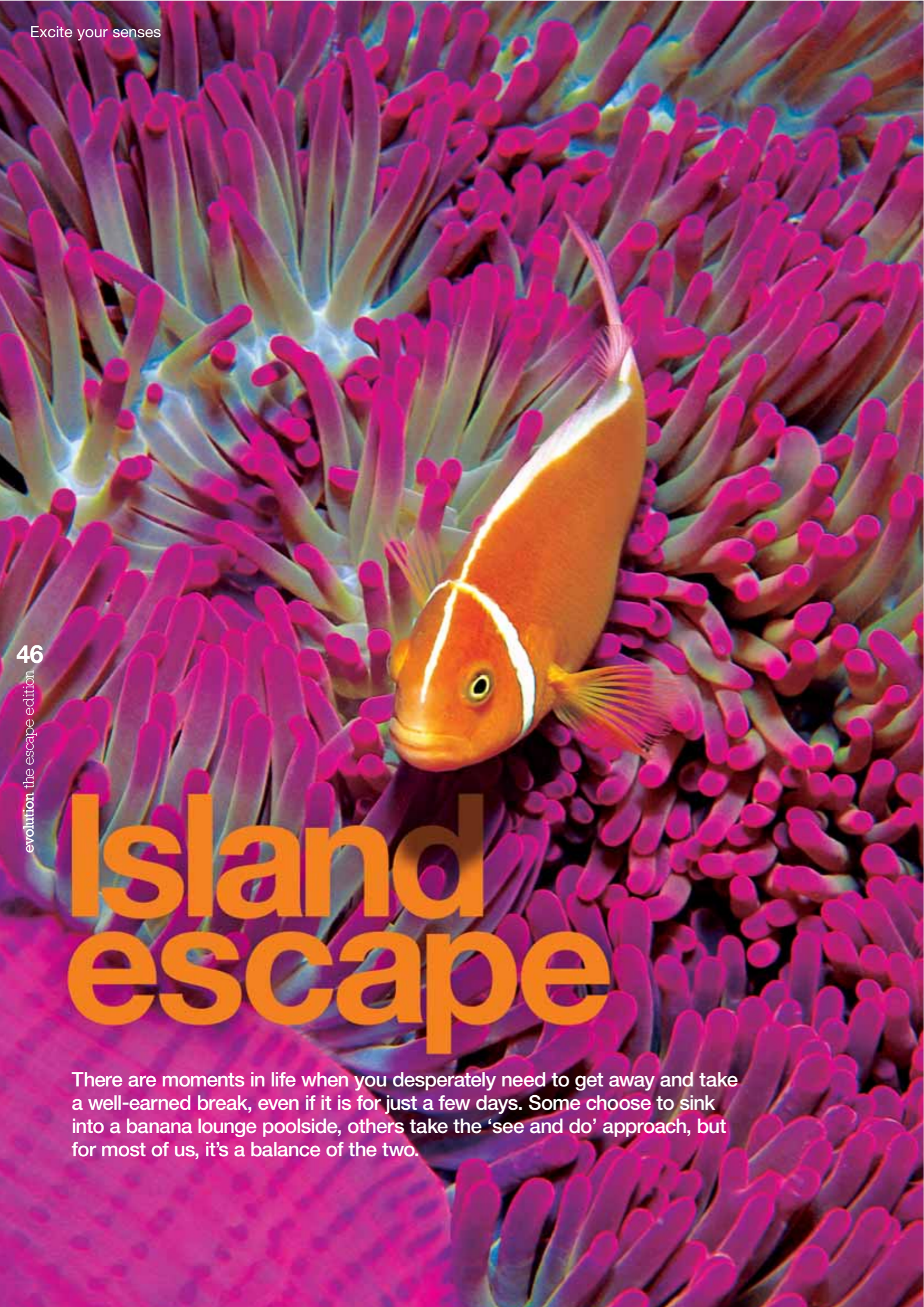
This current situation is not likely to change in the immediate future and I would recommend that if you're renting, you seriously consider doing what you can to get into the property market – it doesn't matter where you buy or how humble the home, as long as you get a foothold in the market.

REGARDS
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When you sell your property through your local Barry Plant office, every sales person in every office is working hard to find the best buyer for your home. As Victoria's largest real estate group with 25 months of record sales, we've got the proven skills to net you the best result.

Call your local Barry Plant office today for a free appraisal then sit back and enjoy the red carpet experience.



46

evolution the escape edition

Island escape

There are moments in life when you desperately need to get away and take a well-earned break, even if it is for just a few days. Some choose to sink into a banana lounge poolside, others take the 'see and do' approach, but for most of us, it's a balance of the two.

Perfectly situated in the Great Barrier Reef, amongst the 74 Whitsunday Islands, Hayman offers an experience like no other: glorious weather, azure waters, brilliant beaches, awe-inspiring coral reefs, fascinating flora and fauna, fine food and wines, and activities too numerous to mention.

With direct flights to Great Barrier Reef Airport from most major cities, including Melbourne (only two hours), escaping has never been easier. Forget currency exchange, lengthy connections or language barriers – that perfect holiday is closer than you think!

Upon arrival, you'll find yourself whisked away in absolute luxury in the Hayman cruiser, complete with smiling staff bearing trays of refreshments. A fantastic introduction to what is sure to come, and particularly welcome if you've just flown with no-frills airline Jetstar.

As you glide through the glistening blue waters of the Whitsundays, enjoy a rare glimpse into the lifestyles of the rich and famous whilst you lounge back and sip on chilled champagne. It's the ultimate start to a break away. You can feel the stress dissipate as you coast toward your luxury destination.

Hayman is a member of the prestigious organisation, the Leading Hotels of the World, and as such, this multi-award-winning location offers a unique island experience of remoteness and natural beauty while pampering you with exceptional luxury.

Accommodation at Hayman comprises rooms overlooking the beach, Whitsunday Islands, spectacular pools or lush tropical gardens. There are rooms, suites, penthouses or even an exclusive beachfront villa to choose from. In some pool wing rooms you can dive straight from your balcony into the pool.

The view from the resort across the Coral Sea and islands is breathtaking, especially over a sunset drink. The "world's largest cocktail" will not disappoint – 1.25 litres of 'feelgood fluid' that will put a spring in your step as you toddle off to dinner. I wonder whether they offer a complimentary golf buggy escort back to your room if you dare to try a second?

When it comes to dining let your mood decide. Hayman offers a variety of restaurants (Oriental is my personal favourite) or the very romantic option to enjoy a candlelit dinner on your private balcony. Hayman's unobtrusive yet attentive service will guarantee you find yourself saying, "It doesn't get better than this!"

For those with a desire for retail therapy, Hayman's retail arcade will ensure you don't feel too remote. The boutique stocks an amazing range of men's and women's wear from casual poolside garments to leading local and international designers. It's one of the best one-stop shops I've ever come across. Eron will put you in the mood with her groovy music and win you over with her 'nothing is too much trouble' service.



"ENJOY A RARE GLIMPSE INTO THE LIFESTYLES OF THE RICH AND FAMOUS WHILST YOU LOUNGE BACK AND SIP ON CHILLED CHAMPAGNE".



As you relax on your banana lounge, mull over the multitude of more active pursuits – if you dare. A walk around the island is at times challenging, but the views are worth the effort (it takes about two hours) and it is a particularly good decision if you need to work off last night's dinner. Watching the whales playing just off the island was a personal treat and something I will remember for a lifetime.

After a walk a massage is always a welcome pleasure. Recognised as a premier spa destination, Spa Chakra Hayman offers Hayman guests an exclusive and extensive selection of personally tailored beauty and wellbeing programs. With thirteen individual treatment rooms, saunas, steam rooms and a state-of-the-art hair salon, the hardest decision you will need to make is which treatment to indulge in.

For the more adventurous, fishing, diving, helicopter and sea plane trips allow you to experience the uniqueness and sheer beauty of the Whitsundays. I personally recommend you indulge in a speedboat transfer from Hayman to Langford Island. Complete with beach umbrella, picnic hamper and snorkelling gear, the feeling of being the only person on the earth is incredibly surreal, uninhibiting and completely relaxing. As my guest and I dined on a lavish picnic, we noticed little heads bobbing out of the water and counted six green turtles only metres away. Oh the bliss! If only we didn't have to go home...

In every detail and subtlety, the Hayman experience offers luxury and indulgence. Feeling a bit jaded?

SHAUNA KERRIGAN

Contact:
Hayman Reservations
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fax: (02) 8272 7099
email: reserve@hayman.com.au
website: www.hayman.com.au

47

evolution the escape edition



STEP INSIDE THE HOTTEST CLUB: THE NEW MINI CLUBMAN.

See it. Drive it. Love it. Just one year on from the reveal of the new MINI, the MINI Clubman is the innovative, fun and completely irresistible new member of the MINI family.

Brendan Prendergast Security Consultancy

Specialising in discreet, personal and professional security.

- Private Security
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Whatever your security requirements are, Brendan Prendergast Security Consultancy can assist. With over 30 years experience in the private security industry and a member of the board for both the Crowd Control Employers Association and Victorian Security Advisory Council, Brendan Prendergast Security Consultancy offers unparalleled experience in strategic planning and logistics management.

For your next security needs we invite you to call Brendan for a consultation on **0416 100 008** or email brendan.prendergast@bigpond.com





As with all MINI vehicles, engine power reaches the road via the front wheels. All MINI Clubman models feature a standard six-speed manual gearbox or an optional six-speed automatic transmission. The automatic transmission has a manual mode the driver may select via steering wheel mounted paddle shifts. In performance, fuel efficiency and emission management, both the MINI Clubman and the MINI Hardtop are virtually equal.

With 240mm more MINI to love in overall length, (including an 80mm greater wheelbase dedicated to enhancing rear passenger accommodation) the MINI Clubman adds further room for enjoyment! The Clubdoor turns the MINI Clubman from a four-door to a five-door, though thanks to inspired design, there is no external handle to interrupt the smooth flow of the coachwork.

At the rear of the MINI Clubman, the twin doors open wide, with the assistance of gas struts, to allow for easy loading of bulky goods, the load bay swallows 260 litres with the rear seats up. With the seats folded forward a significant 960 litres of space is available. Thanks to the generous load height in the rear, this means there is plenty of room for sporting equipment to be carried inside, including a mountain bike with the front wheel removed.

MINI has developed the new MINI Clubman for the active and passionate customer who wants instantly recognisable and individualistic transport imbued with agile sporting prowess with an extra dash of practicality. Despite its longer wheelbase and rear overhang, the MINI Clubman retains the classic MINI bulldog stance. Driving characteristics are truly agile, with legendary MINI go-kart handling a highlight.

The MINI Clubman boasts sympathetically returned suspension that lacks nothing in composure or grip; the chassis and suspension developed for the new generation of MINI guarantees superior handling – safe and sporting – at all times. At the front, MacPherson spring struts ensure excellent wheel guidance, keeping the steering smooth and responsive at all times, unaffected by engine torque both on winding roads and when accelerating or applying the brakes.

Standard on the MINI Clubman is Electrical Power Assisted Steering (EPAS), giving the driver exact feedback. With power assistance geared to road speed, the steering remaining sporty and direct at all times. A further advantage of EPAS is its weight, which is much less than a conventional steering system. The steering function is also geared to actual demands in order to save energy. The servo motor is used only when power assistance is required by the driver.

The MINI Clubman would just not be a MINI if it didn't offer the enthusiast customer the choice of more than 40 combinations for the exterior paint work alone. This amazing array of choice is further enhanced by a wide range of accessories and a great selection of options and special equipment geared specifically to the MINI Clubman, including a new metallic colour reserved exclusively for the MINI Clubman – Hot Chocolate.

Like the new generation MINI, which has been awarded Five Stars in EuroNCAP testing, the MINI Clubman is engineered to meet the needs of customers in all areas: safety, economy, emissions as well as lifestyle demands. Given its unique features and highly functional layout, the MINI Clubman paves the way into a brand-new segment in the market. The MINI premium brand, introducing this avant-garde innovation, once again underlines its leadership in the small car segment in terms of vehicle concepts, technical and design features.

All in all this is one hot club. Jump the queue and line up today. Contact the Doncaster MINI Garage team for further information.

SNAPSHOT

In October 1969, British Leyland revamped the design of the MINI in the form of the MINI Clubman. With its new look 'face' – the radiator grille (with its own Clubman logo) spanned the entire width of the more angled front of the car and was flanked by chrome-surrounded headlights – the MINI Clubman was designed to project a safer, more 'grown-up' look. And it had actually grown: at 3.17 metres, the MINI Clubman was roughly 12 centimetres longer than its predecessor.

Changes had also occurred on the inside. The dashboard of the MINI Clubman saw the centrally positioned speedometer replaced by two round instruments directly behind the steering wheel – and thus directly in front of the driver.

In addition to the saloon version, the Clubman Estate was also produced, replacing the Morris Mini Traveller and the Austin Mini Countryman.

NICOLE EACOTT

Like to be part of the action when the MINI Clubman hits our shores here in Melbourne? Register your details now at dmmmini@doncasterminigarage.com.au or ring 03 9848 6888



SPEC CHECK

	MINI COOPER CLUBMAN	MINI COOPER CLUBMAN S
Engine:	1.6L Petrol	1.6L Petrol
Cylinders/valves:	4/4	4/4
Capacity:	1,598	1,598
Transmission:	6-Speed Manual	6-Speed Manual
Power Output (kw/hp/rpm):	88/120/6000	128/175/5500
Max Torque (nm /rpm):	160/4250	240/1600
Acceleration 0–100km/h:	9.8 seconds	7.6 seconds
Maximum Speed:	201km/h	224km/h
Fuel Consumption:	5.5L/100km	6.3L/100km



With its exciting and imaginative design, the MINI Clubman stands out. It's clearly a MINI from every angle, yet its proportions immediately demand attention due to a fresh approach to the design of the rear. Authentic MINI design cues are given a fresh new twist.

The Clubdoor is a signature look for the MINI Clubman – no other passenger car has one. Open the rear-hinged Clubdoor to enter a new world of MINI accommodation, boasting greater legroom and headroom for rear occupants. The ultimate advantage is just sitting behind the wheel (or even behind the driver) – occupants will enjoy the purest fun on four wheels: unfiltered, undiluted, as in every MINI.

Equipped with a twin-scroll turbocharger

and direct petrol injection producing a maximum output of 128kW at 5,500rpm, and 240Nm of torque between 1,600 – 5,000rpm (260Nm with Overboost), the MINI Cooper S Clubman is the most powerful. It offers not only impressive performance, but also an exceptionally good balance of driving excitement and economy.

The MINI Cooper Clubman continues the go-kart handling with rocket like acceleration made famous by the new generation MINI. With features such as fully variable valve control, developed from BMW Group's VALVETRONIC technology, the MINI Cooper has a spirited performance and amazing economy under all engine loads. Its naturally aspirated engine produces 88kW at 6,000rpm and maximum torque of 160Nm at 4,250rpm.

HARNESS THE POWER OF YOUR MINI.

Power is one thing, but putting it down onto the tarmac is another. The new MINI John Cooper Works (JCW) Tuning kit brings an extra racing 'buzz' to the world of MINI. With JCW components, and particularly the aerodynamic kit in body colour, a MINI Cooper S with JCW tuning is guaranteed to catch the eye.

The kit lends the car a powerful, striking appearance, a visual reflection of the JCW sporting heritage. The black ventilation grille in the front apron, with fog lights set in matching

black fins, underlines MINI's dynamic design, while the robust side skirts are enhanced by bold lines running between sports-style air vents. And with black fins featuring above the rear fog lights, the chunky rear is further visual evidence that MINI is a true racing thoroughbred. But don't be mistaken in thinking the aerodynamic kit is all about looks – it also considerably improves handling, especially at high speeds and in fast corners.

NICOLE EACOTT

TECHNICAL DATA

MINI COOPER S WITH JCW TUNING

Engine type /cylinders/valves	in-line/4/4
Displacement (cc)	1,560
Output (kW)	141
Output (hp)	192
Max torque (Nm)	250 (270*)
At rpm	1700-6000
Top speed (km/h)	232
Acceleration 0-100 km/h (s)	6.8
Weight in kg (DIN)	1130
Fuel	petrol
Tyres	195/55 R 16



MINI.malism

As a socially aware and environmentally conscious super car, many may be interested to note that the new MINI (Cooper, Cooper S and soon to be released in Australia, MINI Clubman) has several features designed to increase efficiency and decrease environmental impact.

Each new technology and improvement helps ensure the car consumes only the resources it needs, eliminating the unnecessary and focusing on what's important. You might call it 'embracing the green movement'; we like to call it MINImalism.

ENGINE INTELLIGENCE: VARIABLE VALVE TIMING

MINImalism means efficiency: using only the bare essentials to get what you require. Variable Valve Timing is simply the engine's way of controlling its breathing. Your body's a good example of this, because it also comes with fully variable valve control (standard!). When you're exercising, your body needs more air, so your breaths become longer and deeper (if we want to get super technical, this equates to valve duration and lift, respectively). When you're at rest, you require less air and therefore your breathing slows down.

Up until fairly recently, most vehicles did not have the ability to regulate their 'breathing'. Imagine exercising while breathing through a small straw – not the

most efficient way to work out, unless the goal is losing consciousness! That's where fully variable valve control comes in – it allows the engine to regulate its breathing. And what's more, it assists in minimising fuel consumption by an astounding 20 per cent and emissions by an incredible 28 per cent.

ON-DEMAND TECHNOLOGIES

The MINI's engine is loaded with minimalist technology geared for a sensational drive. Thanks to the six-speed transmission, your fuel consumption and emission levels are lowered.

Standard on every new generation MINI and the soon-to-arrive in Australia MINI Clubman, the electric water pump only activates when the engine has reached the desired regulator operational temperature, heating the vehicle rather than using fuel, therefore lowering fuel consumption and subsequently cutting emissions.

Likewise the volume flow-regulated oil pump gives only what's necessary and in the process consumes up to 160 watts less energy than a conventional one. Whilst the electromechanical power-assisted steering,

unlike a hydraulic version, draws power only when you're actually turning the wheels.

DESIGN FOR RECYCLING

MINI hates waste! Right from the early development stage, MINI specialists ensure that hazardous materials are excluded from all parts and components. The strategic use of recyclates for component production enables the reduction of the amount of resources required. Whilst environmentally friendly recycling processes already existed for metallic components, it was also possible to develop similar recycling processes, particularly for the ever-increasing number of plastic parts. In terms of weight, 10 per cent of all plastic parts used in a MINI are made up of recyclates.

To ensure an optimum recycling quota for the materials used in the construction of the MINI, emphasis is placed on recycling-friendly construction of all components at a very early stage of development. On the whole, the stringent implementation of the Design for Recycling philosophy at MINI Development from the very beginning ensured that, as soon as production began, the MINI already met recycling quotas stipulated by the EU directive on end-of-life vehicles for 2015.

MINImalism means making more out of what you've got, and MINI truly practices this concept in every stage of its lifecycle.

NICOLE EACOTT

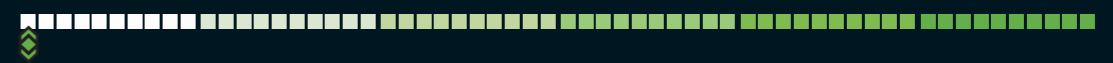
> ENGINE INTELLIGENCE



CO₂ STATS

Each new technology and innovation works to significantly reduce emissions across all MINI models. After all, we're all about minimising.

■ 2006 ■ OCT 2007





MINI.me

DONCASTER MINI GARAGE INTRODUCES: EMMA BROWN

At 28, Emma Brown has crammed a lot into her young years. A serial entrepreneur and self-proclaimed business addict, she's already bought three businesses and sold one. Chief Chick of national businesswomen's community Business Chicks and owner of Last Thursday Club, she also sits on the board of the Entrepreneurs Organisation. When we catch up, this latté lover is fresh from organising a round of events around the country including one where makeup tycoon Napoleon Perdis spoke to a sold-out crowd of over 940 businesswomen. We get the inside scoop on how to stand out from the crowd and get people talking!

www.businesschicks.com.au
www.lastthursdayclub.com.au

“As I've matured in my business journey, I've lost a lot of the self-consciousness that goes with being different. It's actually a good thing to stand out, so in my companies, we're always looking for ways for our brand to be talked about.

We achieve this through fun things like listing our coffee order on our business cards. I can't tell you how many meetings I've arrived at where they'll have my coffee waiting for me! They've seen that I enjoy soy lattés and voila! – there it is! You can imagine how effective an icebreaker that is and how many people they'll tell about it.

We have fun with our job titles too. I'm not the Chief Executive Officer (yawn) but the 'Chief Chick' and my Marketing Manager prefers to call herself the 'Chick Magnet'. No prizes for guessing which titles spark the most conversation.

They talk about us getting around in MINIs too – naturally in our company's signature colour red! And guess what – people LIKE to talk about this stuff. And if they're talking, we're happy!”

EMMA BROWN SHARES HER THREE FAVOURITE THINGS:



LATTÉ MAGAZINE



DARRELL LEA BLACK LICORICE



MY MINI RED MINI COOPER S

WELCOME TO OXFORD THE BIRTHPLACE OF MINI.



over 60 per cent of MINI customers choosing it as an option.

The eight-stage, 10-hour painting process is located within a building that covers an area the size of twelve football fields. Before a drop of paint is sprayed, every MINI undergoes a complex process of preparation – including a full brush down with ostrich feathers!

INDIVIDUALITY: YOUR WISH, OUR COMMAND.

'Built-to-customer-order' rather than 'Built-to-stock' is the policy at MINI manufacturing.

Due to the varying specifications for different countries and the luxurious range of optional equipment available, calculations show that, only 10 out of every 1,000,000 MINIs made would be absolutely identical!

In view of the complexity and sheer numbers involved (2,415 different body parts are involved in final assembly) it's not difficult to imagine what sort of mathematical and logistic wizardry is necessary at Oxford.

Only a system that is working perfectly can ensure that each customer gets exactly the MINI they've requested.

The final assembly process also includes complete test procedures as well as the final finish line with a 'buy-off' point where the completed MINI passes from the manufacturing activity to the sales organisation.

The MINI plant at Oxford also boasts its own railline, which allows the completed MINIs to be transported directly to Purfleet on the Thames estuary, where they are then shipped to mainland Europe and other destinations – such as Doncaster, Australia. An astounding 35 per cent of completed MINIs are transported via rail. So in many circumstances your MINI is well travelled by the time it goes home with you...
NICOLE EACOTT

VISIT THE BIRTHPLACE OF MINI...

For further information on MINI Plant at Oxford tours please email:
oxford.plant-tours@mini.com

MINI isn't just a car, it's a legacy: one of performance, history and passion. And Oxford is where it all began.

Think of Oxford and you think of a city steeped in history and tradition. However, it's not only limestone colleges and gothic churches that are found here: it's also home to one of the world's most modern production systems – the bright and airy MINI manufacturing facility.

In March 2002 it was decided that the BMW Group Oxford Plant was to take over production of the new MINI from the plant in Birmingham. The Oxford plant, which received £280 million of investment in the mid 1990s to create a new paint shop, body-construction facility and new assembly areas, was given a further £230 million injection to convert manufacturing facilities from those of the Rover 75 to those needed for the MINI.

Today the production plant in Oxford consists of three main process steps: Bodyshop, Paintshop and Assembly. BMW Group production standards, known as KISS (Kernfertigungs-Integrierendes Steuerungs System) apply to all processes ensuring each car is built to the highest quality standards. This information system totally automates communications throughout the production process thanks to a car barcode system. This transponder system provides an electronic history of each and every MINI produced, ensuring immediate identification at any stage of the assembly process.

A highly skilled and highly motivated staff of approximately 4,500 work three shifts, seven days a week, with an average output of 3,500

cars a week – roughly 600 MINIs a day. The production area is light-filled, operator-friendly and full of advanced technology. Why, working at the plant is almost like being in a MINI itself!

PRECISION: EXACTLY WHAT YOU WANT

The beginnings of each new MINI are to be found in the Body-in-White facility, a 40,000m² area where the bodyshell for the car is created with high-strength steels and total automation. Inside the Bodyshop 280, robots assemble up to 425 individual body panels. The robots apply some 4,000 spot welds to the MINI body shell, ensuring a rigid structure, approximately 24,500 Nm/degree – two to three times higher than that of rival cars. This is the key to MINI's legendary go-kart feel as well as the inherent safety protection.

The precision of the bodyshell dimensions is then tested by the 'Perceptron' – sees all, misses nothing. The Perceptron, a laser measuring system that checks the bodyshell of the MINI via 317 measuring points, ensures that the MINI's dimensions are accurate to within 0.05 millimetres – about half the width of a human hair. This remarkable precision reduces wind noise inside the MINI and eliminates squeaks and rattles that might otherwise occur over time.

UNIQUENESS: DESIGN BECOMES REALITY.

Each customer has the option of ordering their MINI in a range of colours as well as the unique choice of a contrasting roof colour. Originally stemming from John Cooper's vision to stand out on the racetrack, the contrast roof has become one of the most eye-catching aspects of the MINI, with



MINI ACCESSORIES.



01. **MINI BABY RACER II** Children's baby racer in the style of its R56 big brother. RRP \$165 02. **CUCKOO CLOCK** Cuckoo Clock with original MINI speedometer look. RRP \$185 03. **MINI MEN'S T-SHIRT** Short-sleeved T-shirt with MINI print on front. Black. S-XXL. RRP \$39 04. **MINI WOMEN'S T-SHIRT** Short-sleeved T-shirt with MINI print on front. Black. S-XL. RRP \$39 05. **MINI CHALLENGE MINIATURE** Chilli Red miniature with MINI Challenge details. Scale 1:18. RRP \$185 06. **MINI SLOT CAR SET** Contains racetrack and two cars per set. Track length 5.32m, set-up measurements: 1.47m x 2.17m. Scale 1:32. RRP \$335 07. **MINI CAP** Cap with MINI print. RRP \$20 08. **MINI FLEECE RUG** Fleece rugs in the shape and size of the MINI roof. Choose from a Union Jack design or chequered design. 100% polyester, machine washable, suitable for two people. RRP \$99 09. **BULLDOG SOFT TOY** Standing bulldog soft toy with MINI collar. RRP \$35

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PIER 35
BOATSALES

58 evolution the escape edition

Excite your senses

Events, launches and parties



M3 Launch

Doncaster BMW celebrated the new BMW M3 Coupé with a fiery launch party at the Doncaster dealership in early October. The 'under-the-bonnet' attitude was highlighted as guests were ushered along the red carpet into the service workshop. The live appearance via webcast of Gerhard Richter, Vice President of BMW M, provided the focus for the evening with exclusive behind-the-scenes entertainment and information.



2007 Sydney Motor Show

Doors to the Australian International Motor Show in Sydney opened a little early this year for a very select group of individuals. Invited to preview the show before it opened to the public Doncaster BMW VIPs were amongst the first in Australia to preview the revolutionary BMW Concept CS, X6 and newly launched M3. Whilst there were a number of marques on display, this trio of high-octane treats undoubtedly stole the show!



Whisper Bay – Melbourne Launch

If anyone was in Church Street, Richmond on the night of August 30, you may have noticed a very auspicious queue forming at the front of Coco Republic. The furniture company renowned for their unique products, beautiful showrooms and superior service was the venue for the much-anticipated Melbourne launch of Whisper Bay – the premier waterfront resort in Airlie beach. In attendance was a select group of VIP guests, celebrities, press and customers, including 100 Doncaster BMW VIPs (one of who walked away with a fantastic door prize – a \$5,000 diamond!).

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MAKE-A-WISH Australia

The 2007 Melbourne Wish Ball

It was a black-tie night of beautiful gowns, smart tuxes and plush blue carpet at the recent 2007 Melbourne Make-A-Wish Ball. Doncaster BMW was proud to be a major sponsor of the charity fundraiser which was held in the Palladium Ballroom at Crown Casino. For 22 years, the Make-A-Wish Foundation of Australia has brought magic and joy to children and young people living with life-threatening illnesses by granting their most cherished wish. Many of our staff attended of their own accord as well as a table of our customers and the word is a good night was had by all!



61 evolution the escape edition



Fascination3

For more than 30 years the BMW 3 Series has been hailed as the definitive driver's car. So what better way to experience the entire range than behind the driver's seat. For this reason, we created Fascination3. Held at Sandown International Raceway this invite-only event gave attendees the opportunity to take the wheel and fully appreciate all that these vehicles have to offer. Having participated in a range of dynamic driving activities, the opinion was unanimous – the BMW 3 Series is the Ultimate Driving Machine.



M Festival Cocktail Evening

Imagine... driving the new BMW M3. Before anyone else in Australia. At the world-famous Nürburgring Grand Prix Circuit. Sound impossible? Doncaster BMW made it a reality. With only 10 Australians given the opportunity to enjoy this experience that money can't buy, two made their way from Doncaster BMW to Germany to take part. Doncaster BMW hosted an evening to celebrate the trip. With a little burnt rubber, plenty of speed and a whole lot of incredible memories, this was one experience not to be missed!



SIX HOUR RALLY

Doncaster MINI Garage made a formidable team at the recent Six-Hour Rally series in Phillip Island and Winton. With a team of six drivers and various supporting volunteers, the team did exceptionally well. Coming up against teams that have been doing these types of races for many years, the Doncaster MINI Garage team placed fourth overall - just six seconds off taking the chequered flag!



MINI MOVIE NIGHT

Lights, camera, action. As MINI guests arrived for a private screening at Doncaster MINI Garage, they were suddenly transported to their youth. Greeted with enough popcorn, lollies and ice cream to make any dentist or concerned parent cringe, the evening encapsulated the fun, cheeky, young-at-heart personality of MINI.



BMW Caulfield Cup

Drama, intrigue, controversy. With the two favourites, Maldivian and Eskimo Queen both a late scratching, the 2007 BMW Caulfield Cup definitely caused a few hearts to flutter. Continuing BMW's long association with thoroughbred horse racing in Australia, this year celebrated the 130th running of the illustrious race. Entertained in typical BMW style, Doncaster BMW guests enjoyed the very best in race-day hospitality, panoramic views of the track and the all-important finishing post. For the record Master O'Reilly was the eventual winner, taking home the \$2.5-million Group One race.

Coming Up



Big News from Doncaster BMW

Doncaster BMW is proud to announce the new member to the burgeoning Doncaster BMW family, Doncaster BMW at Bundoora, with the unveiling of the plans for the University Hill development.

Scheduled to be completed by the end of 2008, the new Doncaster BMW dealership will feature:

- A state-of-the-art showroom inspired by some of the world's best from Europe, showcasing the latest in BMW innovation
- Awe-inspiring 'picture windows' which will allow a sneak peak into the world of BMW from the metropolitan Ring Road
- Extensive range of new, demonstrator and premium selection used vehicles
- Complete BMW Finance and Insurance, BMW Service and Genuine BMW Parts and Accessories facilities
- At a glance the development will house an impressive 7,000m of floorspace with the above-mentioned features incorporating undercover storage for 100 vehicles, a state-of-the-art workshop and detailing facility and technology cutting paint shop amenities

Would you like to be amongst the first to learn about the developments at Bundoora? If the answer is yes, simply contact us on evolution@doncasterbmw.com.au



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“His sculptures have a sense of mathematical poetry...”



Photography by Carlos Rua

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