



Love your work.

March 2009.

Mercedes-Benz



Highlights.

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Welcome to the first issue of Love Your Work for 2009, the magazine for Mercedes-Benz Vans owners and operators.

Even though the second half of 2008 was unexpectedly challenging for all of us, we were delighted to finish the year with continued strong sales. In fact we finished with an all time Sprinter sales record. As a result we sold more vans in 2008 than we did in 2007 - a feat that not many others can claim.

In this issue we get an insight into Miele Australia, a business who also had a successful year in 2008, including the expansion of their fleet of Vito's. Miele is a name synonymous with quality household and commercial appliances over many years and we love to see their red vans all around the country.

Like you, we will also need to work a little harder in 2009 to maintain our success. The Government has announced some very attractive business investment deductions that your business may be able to access. These deductions coupled with lower interest rates makes the first half of 2009 a potential 'once in a lifetime' chance to renew some of your business assets. It may be wise to speak to your accountant today to ensure you are fully aware of the potential benefits you could have access to.

March will see us launch the new Sprinter 4x4 models and share more information about our Natural Gas Technology vans. The latest information on both these models will be placed on our website www.mercedes-benzvans.com.au once launched.

I hope you enjoy reading our latest van news and until the next issue, stay safe on the roads and remember to Love Your Work.

Campbell York
Senior Executive
Mercedes-Benz Vans

Just prior to printing, the tragic bushfires in Victoria occurred. We have been shocked at the magnitude of loss and suffering dealt so cruelly on our fellow Australians. Along with supplying vehicles for many of the support agencies, Mercedes-Benz Australia Pacific has donated over \$100,000 to the Bushfire Appeal. Through the various police, fire, ambulance and charity groups that have been our customers over many years, we have come to understand how dedicated these real world heroes are, our admiration has reached even greater heights in recent weeks.

If you would like to donate to the Bushfire Appeal please visit the Red Cross website (www.redcross.org.au) or call 1800 811 700.

What's new for 2009.

Vito's touch of luxury.

For anyone looking to strike the perfect balance between a versatile work and personal vehicle, the Vito Luxury Crew Cab option offers owners the finer details of a passenger car.

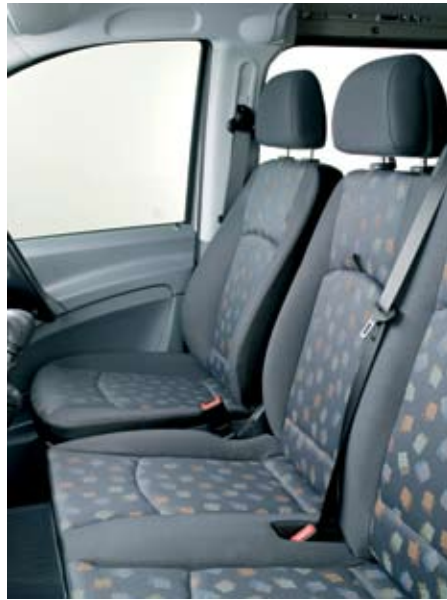
At only \$1,000 extra, the option is available on Vito Crew Cab EXL 111CDI, 115CDI and 120CDI Extra Long Crew Cab variants, and represents excellent value for money.

Core specifications include:

- Luxury roof trim: comprises fibre mat mouldings lined with polyester fabric.
- Luxury interior trim: features multi-section, full side-wall panelling.
- Stylish grab handles in the rear section.
- Interior lights in the rear section.
- Floor covering in the passenger compartment.

Additional options allow you to customise your Vito Crew Cab with a luxury folding rear seat, metallic paint, and alloys to create the perfect alternative to a station wagon.

For further information, please contact your local Mercedes-Benz Van dealer.



All-new Vito Variant.

Completing the range line-up, we are pleased to offer two exciting new Vito variants, the 120CDI Compact Van and Crew Cab. Features include:

- Spacious interior with a wide range of equipment and appointments to choose from.
- Class-leading cargo capacity and warranty.
- CDI diesel power - 150kW/204hp and 440Nm of torque.
- Five-speed automatic transmission.
- Alloy wheels.
- Extensive safety equipment, including Adaptive ESP.



Super heavyweight (SuSi)

First for the Australian market, the Super Single Sprinter model range features a Gross Vehicle Mass of 4.49t. The result is a payload of up to 2.2t on some variants, which can be driven on a standard car licence.

Bearing this in mind, SuSi doesn't comprise dual rear wheels like many other models in this weight category. Rather, the range opts for single 285/65 rear tyres. This maximises space in the back and ensures that, a pallet can easily fit between the rear wheel arches.



In rainbows we find miracles.

Mercedes-Benz Vans is helping raise awareness around one of the country's most pressing issues.

Organ and tissue donation is a big issue in Australia. A major concern, in particular, is the number of families that do not raise the awareness of organ and tissue donation with their children. In 2004, only six Australians under the age of 16 donated their organs to recipients requiring life-saving transplants.

One of those was seven-year-old Victorian girl Zaidee Rose Alexander Turner. Sadly, after telling her parents one year earlier that she wanted to be an organ and tissue donor should anything happen to her, she died on 2 December 2004 as a result of a cerebral aneurism – a burst blood vessel in her brain.

Since then, her parents Allan and Kim, have established Zaidee's Rainbow Foundation. In short, it's a charity that sells rainbow shoelaces – amongst other initiatives – to raise organ and tissue donation transplant awareness.



Casey Stoner at the 2008 Australian Motorcycle Grand Prix.

“At the moment, there are about 35 to 40 children on the waiting list, nationally,” said Allan. “Unfortunately, we’ve got one of the lowest donor rates in the world. If someone becomes a donor, they can save the lives of up to 10 people.”

Set up in 2006, the charity boasts an impressive list of supporters, including the likes of 2007 MotoGP World Champion Casey Stoner. What's more, it has attracted the support of corporate Australia creating partnerships with Mercedes-Benz Vans, Australia Post, Hard Yakka and the AFL. It was also the official charity for the 2008 Australian Motorcycle Grand Prix.

Bringing the issue to the forefront of people's minds, Allan and Kim spend countless hours travelling around the country with Zaidee's custom motorbike and the foundation's Mercedes-Benz Vito, which sports similar livery. Mercedes-Benz Vans donated the use of the van last year.

“To have Mercedes-Benz come on board with the Vito has been fantastic,” said Allan. “The bike and van form a prominent part of the foundation's presence when we're out on the road – we take it to a number of schools and events throughout Australia.”

Please visit www.zaidee.org for more information.

Insurance designed with the van in mind.

When it comes to buying a van, it's not just about the tin and rubber, it's much more than that. You need to ensure you have all the right tools for the job.

At Mercedes-Benz Vans we don't just provide a superior van, we provide finance solutions to suit your business requirements, 24/7 road care assistance exclusive to Mercedes-Benz Van owners and now an insurance product that is right for you.

Following feedback from our customers and in consultation with our Sales Department and Dealers, Mercedes-Benz Insurance has developed an innovative product tailored to meet your needs.

Mercedes-Benz Insurance will protect you and your assets as completely as the Mercedes-Benz Vans are designed to protect its cargo. This insurance package is created specifically for Mercedes-Benz Van owners.

You can relax with Mercedes-Benz Insurance. If you need to lodge a claim you want the peace of mind knowing your Mercedes-Benz Van will be repaired

back to its original glory. Our technicians undergo comprehensive, on-going Mercedes-Benz training with the vital knowledge to repair vehicles back to their original condition. You may not get genuine parts and accessories when choosing a non-preferred Mercedes-Benz repairer. Repair methods may differ if repairs are not carried out by an 'authorised Mercedes-Benz paint and panel repairer'.

Our repairers utilise state-of-the-art facilities, with ongoing Mercedes-Benz innovation and engineering combined with modern technology. Therefore, who you choose to carry out repairs on your Mercedes-Benz Van is vital.

By using an authorised Mercedes-Benz repairer you get the guarantee of genuine Mercedes-Benz replacement parts and the safety that comes with it. Additionally your vehicles value will be retained.

Contact your Mercedes-Benz Dealer for full product disclosure to ensure this product is right for you.

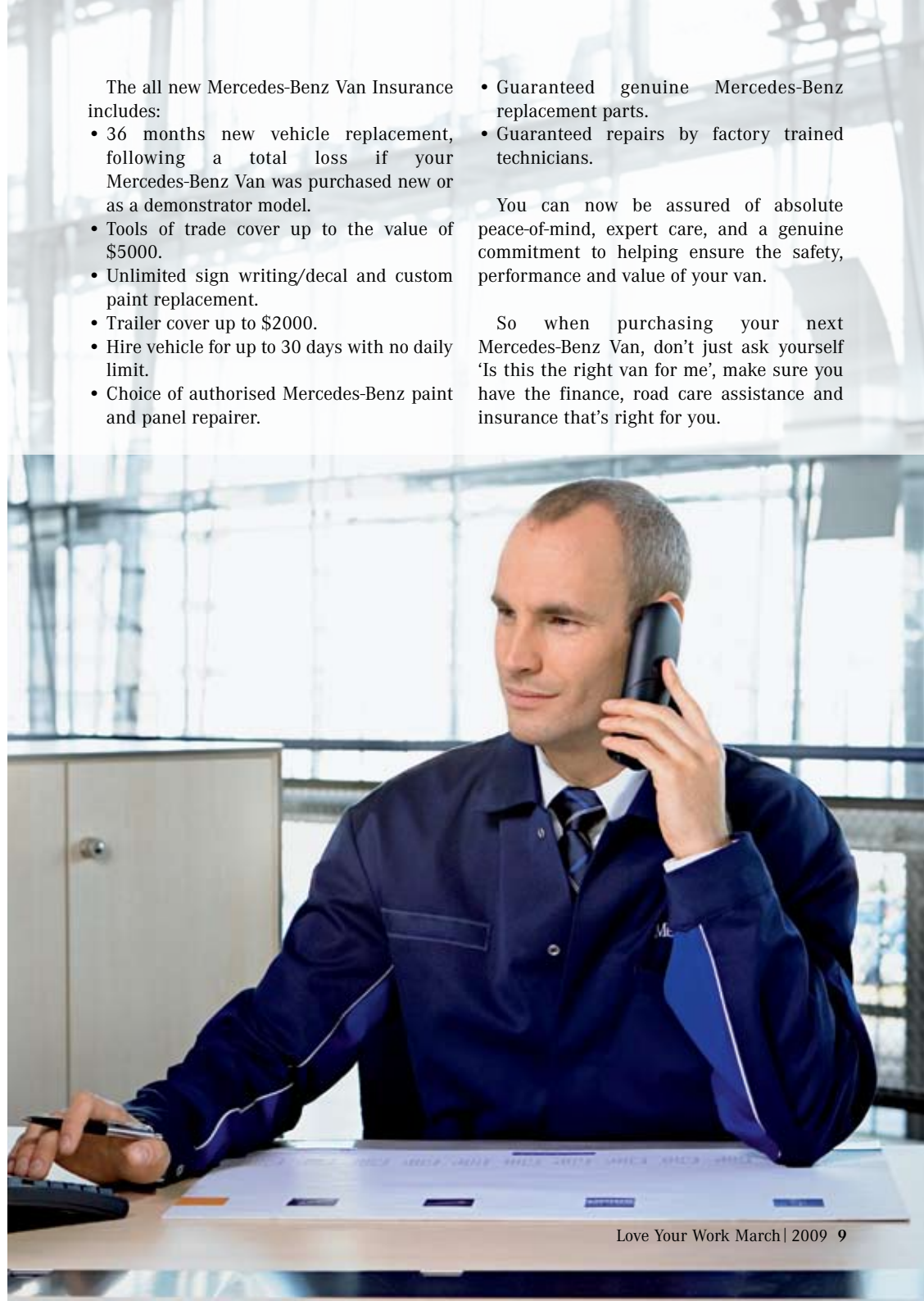
The all new Mercedes-Benz Van Insurance includes:

- 36 months new vehicle replacement, following a total loss if your Mercedes-Benz Van was purchased new or as a demonstrator model.
- Tools of trade cover up to the value of \$5000.
- Unlimited sign writing/decals and custom paint replacement.
- Trailer cover up to \$2000.
- Hire vehicle for up to 30 days with no daily limit.
- Choice of authorised Mercedes-Benz paint and panel repairer.

- Guaranteed genuine Mercedes-Benz replacement parts.
- Guaranteed repairs by factory trained technicians.

You can now be assured of absolute peace-of-mind, expert care, and a genuine commitment to helping ensure the safety, performance and value of your van.

So when purchasing your next Mercedes-Benz Van, don't just ask yourself 'Is this the right van for me', make sure you have the finance, road care assistance and insurance that's right for you.



Boutique brews.

Australian blokes steer away from traditional ales in favour of fancy beers.

For years, the likes of VB, Carlton and Tooheys have been a mainstay in Australian culture. Nowadays though, a new amber-aled culture is emerging – one where local boutique brews are fast becoming the beer of choice for many an Aussie bloke. So much so that microbreweries are springing up all over the country.

Here, we've assembled the names leading the charge...

James Squire Amber Ale.

Put simply: expect an easy-to-drink, fruity, nutty ale. Brewed in New South Wales, Amber Ale blends three malts, three Tasmanian hops, as well as an original fermenting yeast that dates back more than a century.

Little Creatures Bright Ale.

An emerging favourite amongst beer connoisseurs, Little Creatures' Bright Ale is world class. Crisp, clean and particularly refreshing – this Western Australian drop has all the hallmarks of a great beer.

Bluetongue Premium Lager.

Bluetongue Premium Lager is characteristically 'lager', albeit with a distinct personality. Brewed against the backdrop of the Hunter Valley in New South Wales, it's an all-round beer fit for any occasion.

Bondi Blonde.

Ignore the low-carb credentials – this is worthy of any beer-appreciating palate. Expect a full-strength, light-tasting drop that's smooth and, as the name suggests, it's low in carbohydrates.

Bootleg Brewery Sou' West Wheat.

This multi award-winning beer originates from Western Australia's Margaret River region and is rich in flavour. In all, it's well rounded, soft and smooth, and has a relatively sweet aftertaste.



Please remember if you are over the legal purchase age and choose to drink alcohol, always do so in moderation and responsibly. Drink smart and always drive safe.

Beer-Marinated Steak

Ingredients

4 cloves of garlic, chopped
1 sprig of rosemary leaves, chopped
2 tablespoons of tomato paste
2 tablespoons of Worcestershire sauce
2 tablespoons of mustard (as mild or hot as you like)
1/2 cup of beer
600g piece of rump steak
1 cup of beef stock
salt and freshly ground black pepper

Method

Mix together the garlic, rosemary, tomato paste, Worcestershire sauce, mustard and beer in a non-reactive dish. Snip the skin of the beef at 5cm intervals to stop the steak curling up during cooking. Place in the marinade and refrigerate for 4-6 hours.

When ready to cook, remove the beef from the marinade and pat dry. Strain the marinade through a fine sieve and place in a small saucepan with the beef stock. Reduce by half and keep warm.

Season the beef with salt and pepper, and grill to your liking.
Cut into slices, pour the sauce over and serve with crusty bread, salad greens and sliced tomato. Serves 4.



What is ADAPTIVE ESP®?



The Vito and Sprinter incorporate Mercedes-Benz basic philosophy for safety. That is, more is better.

These days a lot is mentioned about vehicles with ESC/ESP. Well what exactly is it?

ESP stands for Electronic Stability Program. The Mercedes-Benz ADAPTIVE ESP® is designed to assist the driver in maintaining control of the vehicle and intervene automatically when the vehicle detects a potential issue.

Where cars usually carry similar loads, the load in a van is always altering. ADAPTIVE ESP® adapts to the load continually, moving with the centre of gravity as loads vary and adjusts to the specific load that is being carried. This system automatically detects when the vehicle is understeering or oversteering and intervenes to assist the driver to maintain control.

A vehicle without ADAPTIVE ESP® or Electronic Stability Program of any kind, relies totally on driver input to maintain control in an unexpected situation. This can often result in a total loss of vehicle control.

Integral to the ADAPTIVE ESP® system is ABS, ASR, EBD and BAS.

ABS or Anti-Lock Braking helps the driver maintain control when stopping unexpectedly by controlling wheel skid.

As well as ABS, the braking system

incorporates EBD, or Electronic Brake Force Distribution, which automatically detects how much brake force can be applied to the front or the rear of the vehicle, depending on the weight of the load being carried. For example, more weight in the rear of the van means more braking can be applied to the rear wheels.

ASR or Acceleration Skid Control ensures the vehicle will start without wheel spin or sideways drift, for example on a low traction surface like a greasy wet road.

And finally, the BAS or Brake Assist System has been incorporated. Mercedes-Benz has found through testing that drivers often do not apply the brakes with enough force in emergency conditions. The BAS system is able to detect a situation when emergency braking is required, by measuring how fast the brake is applied, the timing in the movement of the drivers foot from the accelerator to the brake pedal and the pressure applied to the brake pedal.

The increase in brake force in conjunction with ABS helps to assist in stopping the vehicle sooner and with more control.

The Vito and Sprinter range have ADAPTIVE ESP® as a standard feature, building on the already impressive thinking and features that make them one of the safest light commercial vehicles available on the market today.



Shared heritage.

Why Miele Australia and Mercedes-Benz Vans form the perfect partnership.

Miele Australia has enjoyed unparalleled success over the past 12 years, maintaining consistent growth each year to the tune of around 20 per cent.

In turn, the leading premium-appliance brand sought the expertise of Mercedes-Benz Vans to support this success with parallel growth in infrastructure, namely in the form of 60 Vito vans.

The result is a fleet that certainly makes a statement while travelling from one assignment to the next. Sporting the brand's distinctive corporate red, along with Miele's unmistakable logo.

"There is synergy with Miele's choice of Mercedes-Benz Vans," said John Everett, Miele Australia's General Manager. "Both brands are recognised as premium quality, and both have German heritage. What's more, the Vito complements our technicians' professional image."

To this end, the Mercedes-Benz Vito provides a perfect match, particularly when you consider the sheer amount of kilometres each of the company's 60 technicians travel on any given day. Here, the model's outright quality, reliability and reputation help to ensure that Miele Australia delivers on its core brand proposition 'forever better'.

"Miele is also the only appliance company in Australia that employs its own technicians in major cities," Everett said. "In turn, it is critical that the services division keeps up with this growth."

The company has recently committed to a major investment in its service division, which equates to an increase in the number of technicians employed across the business.

To ensure each of Miele's 60 technicians are suitably equipped, each Vito is fitted to stock service parts and special tools, including a laptop-based diagnostic program, (Mobile Client), which is similar to that used by their automotive counterparts. This enables

them to order parts that aren't carried in the van and, in turn, means they can service customers more efficiently and effectively.

Capitalising on its success, the brand's Australian subsidiary is also in the process of opening Miele Galleries in cities around the country. Something that will undoubtedly serve to grow the business even more and increase customer demand on its mobile technician fleet.

These first-class facilities offer a unique environment for both homemakers and professionals to experience the company's comprehensive range, which includes domestic appliances such as refrigeration, dishwashers, coffee machines, laundry and floor care. The professional range on the other hand, includes items such as commercial laundry products and sterilisation units.

What's more, the galleries offer customers a unique opportunity to experience the Miele brand in a relaxed, comfortable lifestyle environment.

Please visit www.miele.com.au for further information about Miele Australia and their appliances.



Fast Fleet Facts.

Did you know that Mercedes-Benz Vans have a formidable presence in both the private and fleet arena?

- Australia Post have signed a 5 year contract with Mercedes-Benz Vans replacing their existing van fleet with the Mercedes-Benz Sprinter
- Mercedes-Benz Vans have been supplying Ambulance Services Nationally with Sprinter Vans for 8 years, as First Response Emergency Vehicles
- Tourism Holdings Limited, better known for their Britz and Maui branded motorhomes, utilise the Sprinter as their dominant fleet choice throughout Australia and New Zealand, with over 450 Sprinters in their current fleet
- Mercedes-Benz Financial offers insurance and leasing products that are specifically designed to manage your tool of trade fleet
- Our Star Lease Operating Lease product offers contract terms of 24-48 months and up to 200,000km at end of term
- All Mercedes-Benz Vans come standard with a drivers side airbag and the option of additional airbags such as passenger, window and thorax
- Mercedes-Benz was the first to introduce ADAPTIVE ESP® as standard in all vans in 2006. ADAPTIVE ESP® includes ABS, ASR, BAS and EBD (see page 12 'What is ADAPTIVE ESP®')
- All our vans are fitted with three-point seat belts as standard
- Mercedes-Benz Vans have ergonomic designed seats with multi-adjustment functionality
- All Mercedes-Benz Vans come standard with a 3 year/200,000km warranty

Star treatment.

Why our dedicated leasing program will breathe a new lease of life into your fleet.



We are pleased to announce our innovative, new operating lease package, Star Lease. Offered for fleets of three or more Mercedes-Benz Vans, this dedicated leasing program available through Mercedes-Benz Financial, provides tailored solutions for businesses that regularly upgrade their tool-of-trade fleet.

Operating leases make sense. Firstly, they remove the risks associated with vehicle ownership, such as outright cost and residual-value liability. What's more, at the end of the agreed finance term, it's simply a case of handing the vehicles back to Mercedes-Benz Financial.

The beauty of Star Lease lies in its clear, uncomplicated approach. It offers businesses the same level of service provided when purchasing a Mercedes-Benz Van and, as standard, covers the costs of acquiring and financing a fleet, including finance costs, finance stamp duty and pre-delivery costs.

Depending on a company's requirements, finance contract terms can be specifically tailored between 24 to 48 months, with a maximum of 200,000km at the end of the term. There is also the added benefit of off balance sheet and competitive monthly rentals, which may be fully tax deductible.

Beyond the standard inclusions.

We offer two scheduled-servicing contract options for new vans financed under the Star Lease program: Star Lease Service or Star Lease Service Plus. Both ensure servicing costs are covered for up to four years with minimal effort, making the process both economical and convenient.

What's more, set monthly payments are agreed at the outset, which means that all costs remain fixed throughout the lease, regardless of increases in parts and labour prices. For around \$3* per vehicle, per day, the upshot is that maintaining a fleet of Mercedes-Benz Vans becomes very cost-effective.

*Daily calculations (calculated monthly) on the service package for a 48 month finance term and 90,000km per year (over 48 months)

Star Lease Service.

This is our basic package. It covers all routine maintenance outlined in the model's owner's handbook, which includes labour, parts and lubricants.

Star Lease Service Plus.

Service Plus not only covers routine maintenance but extends to all repairs on friction parts and any factory-fitted mechanical or electrical components. Put simply: we will replace items such as bulbs, brake pads, discs, shock absorbers, or anything else that is considered fair wear and tear - all of which, depending on the contract terms, are covered even after the warranty expires.

In short, both packages are designed to give fleet owners peace of mind. There are certain obvious things that we do not cover. Please refer to the Star Lease brochure for full exclusions and more information.

The Star Lease program is the perfect complement to your Mercedes-Benz van.



Stimulus Package.

Government pricing on all new 2008 plated vans.



Vito and Sprinter now at unbelievable prices. With extremely attractive government pricing across the 2008-plated Vito and Sprinter range. Plus a \$500 BP fuel card with every van, it's an offer that's sure to get you going. Mercedes-Benz Vans. More affordable than you think.

Government pricing with BP fuel card available on all new 2008 plated Vito & Sprinter. Offer applies to all vans ordered on or after 1/01/2009 & delivered on or before 31/03/2009 or whilst stocks last. Vehicles for illustration purpose only. For full terms & conditions visit mercedes-benzvans.com.au

Plus a \$500 BP fuel card.



Mercedes-Benz

Shining stars.

The annual Mercedes-Benz Van Dealer of the Year Gala Evening was held on Friday February 6th. This evening recognised our top performers as well as provided us a way of saying thank-you to our entire dealer network for their ongoing dedication, hard work and support.

Each year there are two major awards that our van dealers strive to achieve – one for the metropolitan network, the other for our regional network. With over fifty van dealers nationally, the competition is always tough and this year proved to be no exception with three dealers in each category well within the running to take out the top award.



Metropolitan Winner: Mercedes-Benz of Melbourne, South Melbourne, Victoria.

Mercedes-Benz of Melbourne is relatively new to the vans family, only having commenced sales in January 2006. Their Sales Manager Brian Wilkinson and Sales Representative Andres Larrosa work hard to maintain their existing key accounts and retail customer base, whilst regularly prospecting and promoting the dealership within their local area.

Dealer Principal Craig Howard was delighted with the award. “I am new to the team at Mercedes-Benz of Melbourne but am proud of what we have achieved. I look forward to being a contender in the 2009 Awards” Craig Howard said during his acceptance speech.

Metropolitan Nominees

- MBCV Huntingwood (Sydney)
- MBCV Angle Park (Adelaide)
- Mercedes-Benz of Melbourne

The great performances were not only in the cities. Our regional network turned in some sensational results throughout the country.



Left to right: Wolfgang D.Schremp - CEO MBAuP, Craig Howard - DP Mercedes-Benz of Melbourne (winner of the metropolitan deal of the year 2008), Ken Matthews - Director Commercial Vehicles

Regional Winner: Poyser Motors, Bendigo, Victoria.

Congratulations to Ron and Adam Poyser and their team for an outstanding job in 2008.

As a previous Van Dealer of the Year winner, we have come to expect a consistently high level from the team at Poyser Motors. However their 2008 result exceeded our expectations.

Ron Poyser was pleased that his dealership's name was announced as the Regional winner of the Mercedes-Benz Van dealer of the year.

“There are many people I would like to thank, including all of the staff at Poyser Motors. It has been a challenging year but we all pulled through with flying colours”

Regional Nominees

- Carlin and Gazzard (Mt Gambier)
- Poyser Motors (Bendigo)
- West Star Prestige (Toowoomba)

Both our 2008 winners have been willing and constructive participants in the ongoing development of the Mercedes-Benz Vans business and have consistently shown what it takes to succeed in this industry segment.

Once again we congratulate the teams – service, parts and sales – at both Mercedes-Benz of Melbourne and Poyser Motors on their outstanding efforts in 2008. We wish them and all of our dealer network, continued success for the year ahead.



Left to right: Wolfgang D.Schremp - CEO MBAuP, Ron Poyser - DP Poyser Motors (winner of the regional deal of the year 2008), Ken Matthews - Director Commercial Vehicles

Police get mobile.

Meet Queensland's first mobile police station.



The Queensland Police Service (QPS) has launched an innovative, exciting concept that looks set to revolutionise policing. A mobile, declared police station has been commissioned, utilising the latest law-enforcement technology and a Mercedes-Benz Sprinter 518CDI.

Currently in use in South-East Queensland, the Mobile Police Facility (MPF) provides the QPS with a highly visible presence, as well

as a platform to support police operations. In short, it's capable of providing basic police infrastructure in a mobile unit for use in crime-prevention initiatives, normal police operations, at major crime scenes and major incidents.

At this stage, there is only one MPF Sprinter in operation. However, the QPS will roll out an additional three across the state over the next six months.

Following a trial of the concept in the state capital's Metropolitan North Region, the brief was simple: the department required a vehicle that was robust enough to withstand a multitude of deployment locations. It would also need to be able to easily accommodate independent computer and communications systems - to enhance on-site operating efficiency.

"We required a vehicle high enough to stand in, large enough to fit a considerable amount of equipment and one that could be driven by anyone with a car licence" said Steve Pettinger Project Inspector, Metropolitan North Region.

The MPF has been specifically designed to meet the needs of operational staff, providing police with on-site access to police computer databases and seven different emergency services and citizen band radios. This enables officers to communicate directly with other emergency services, aircraft and marine vessels, both quickly and effectively.

Operations Support Command and the Fleet Management Branch contributed expert advisors in the field of communications and vehicle modifications.

Extensive research and consultation were also undertaken with operational staff across the state, including specialists from areas such as counter-terrorism, intelligence, investigations, search and rescue, and major-incident management.

"With operational staff in mind, we wanted to provide a fully operational unit for police that required minimal training," Pettinger

said. "Put simply, officers can be trained to deploy the MPF within 15 minutes. To this end, feedback has been very positive so far."

Thanks to its 15kva generator, which is housed in the trailer, the MPF Sprinter is self-sufficient, also having the capacity to be serviced and maintained while remaining fully operational. In turn, it doesn't have to be taken off-site or off-line for maintenance, allowing officers to focus unhindered on policing.

Being the prototype vehicle the MPF will require ongoing evaluation, however it is available for priority deployments, 24 hours a day, 7 days a week.

Key features

Here are just six (out of more than 20) of the specialised police features that the customised MPF Sprinter comprises:

- Two workstations fitted with interconnected laptops, which are wirelessly connected to the QPS networks through encrypted software.
- Multi-function printer/scanner/copier connected to the MPF laptops and QPS networks.
- Dual satellite communications systems.
- Remotely mounted LCD computer monitor with TV tuner - assists briefings and provides quick access to latest media and intelligence data.
- Retractable barrier fencing, which provides a segregated workspace around the vehicle.
- External lighting systems.

New and improved.

Mercedes-Benz customers treated to unique dealership experience in Melbourne.

After more than two years in the making, there is a new centrepiece on Melbourne's famous 'magic mile' on the Nepean Highway. Barloworld Bayside represents an unprecedented showcase of both new and used Mercedes-Benz Vans.

The 'Auto Haus', which is located on the former Ikea site in Moorabbin, opened on the 17th October 2008 and replaces the company's previous dealership in Brighton. Since launching, it has generated considerable interest.

The site comprises of a state-of-the-art showroom, huge service area, which consists of 25 work bays, a three-level car park, as well as a large, dedicated area for Mercedes-Benz Vans.

"Having an unfenced area for the vans, where people can simply walk in and check out the models at their own leisure is proving to be very positive," said Andrew Harlock, Dealer Principal of Barloworld Bayside.

"We're getting more and more people coming in and saying they'd looked at a particular model outside business hours, and want to find out more."

This aside, the new building offers a host of benefits for both existing customers and potential buyers, according to Harlock.

"Barloworld Bayside's convenient location and the fact that people can now see that we stock vans are the main benefits," he said. "We can hold much more stock and are able to service vans in a timely manner, which is a huge plus. We have incredible facilities in this regard. What's more, we now have the ability to accommodate pre-deliveries for fleet buyers on-site."

"The roof height in the warehouse is around 10 metres which means that we're able to service all high roof and long-wheel-base Sprinters, including motor homes without any problems. This was always an issue at the Brighton site. In this sense, we're seeing

a massive increase in the servicing of vans."

The relocation has been well received by the dealership's customer base.

"Feedback from customers has been fantastic," Harlock said. "It's such a great environment. The access to sales, service and parts are only metres apart with a central customer lounge. This area has great café facilities, and to keep your children amused, we have a fabulous play area that also incorporates a colourful ball room."

The 16,000m² dealership is easily accessible to Mercedes-Benz Vans owners in the various local industrial areas. Barloworld Bayside has also been particularly conscientious about the site's impact on the environment. To this end, it features a 500,000-litre underground water tank, which stores the site's recycled water, and is used to wash all the cars and water the gardens. The building also uses tinted glass to further decrease energy usage on-site.



DriversLine Collection.

Mercedes-Benz is pleased to introduce the DriversLine Collection, a range of carefully selected merchandise which aims to complement your day-to-day routine.

All items feature the high quality materials that you have come to expect from your everyday experience with Mercedes-Benz Vans. Ensure you look the part with our stylish range of apparel and never be left behind with the functionality of our driving accessories.

With jackets and caps for summer and thermo mugs and woollen beanies for winter, the Mercedes-Benz DriversLine Collection has your trip covered, wherever the road may take you.

The Mercedes-Benz DriversLine Collection is the ideal addition to any journey. Available now from your authorised Mercedes-Benz Vans Dealer.



See you at the show.

Throughout 2009 we'll have our vans on display at a number of shows all over Australia. If you would like to see the latest models or would like a free gift, drop by and say G'day.

February

Australian Construction Equipment Expo
26-28 February
Sandown Racecourse VIC

March

Sydney Franchise Expo
20-22 March
Sydney Convention & Exhibition Centre NSW

National Tradesman Expo
27-29 March
RNA Showgrounds
Brisbane QLD

April

Caravan & Camping Show
18-26 April
Rosehill Gardens Events Centre, Sydney NSW

May

National Tradesman Expo
15-17 May
Adelaide Showground S.A.

National Tradesman Expo
29-31 May
Melbourne Showgrounds

June

National Tradesman Expo
19-21 June
Burswood Dome Perth W.A.

August

Melbourne Franchise Expo
14-16 August
Melbourne Convention Centre VIC

September

Brisbane Franchise Expo
5-6 September
Brisbane Convention Centre



Love to Drive?

Adrenalin-fuelled or at your own leisurely pace – Mercedes-Benz Vans have you covered.

Testing one of the latest Vito's at your local dealership is one thing. Driving on a purpose-built test track is another. For the 3rd year in a row, we're pleased to announce that we're running the Mercedes-Benz Vans Drive Experience once again.

On offer is the chance to test our vans, under the supervision of our professional instructors of course. You will be taken through the key safety and dynamic aspects of our vehicles, including ESP and braking exercises, as well as handling, acceleration and cornering. In all, it's a unique opportunity to experience our models in real-world applications.

Exclusive to our customers, we have something far more leisurely. Fancy driving a ball across some of Australia's leading, world-class golf courses? Now is the time to reserve your place on one of this year's forthcoming Mercedes-Benz Vans Golf Days.

We host two events for the year. There is one in Sydney (October) and one in Melbourne (November). And you don't even need to be a pro – each respective day is an Ambrose event that is played in teams of four.

We also leverage these events as an opportunity to promote awareness for some great charities. To this end, you can take part in the 'fastest drive' competition to help raise much-needed funds.

The day also includes a BBQ and cold drinks at the end of your round. Some healthy competition aside, you'll struggle to find a better way to improve your handicap. Come along and meet other van operators, fleet companies and the Mercedes-Benz Van Team.

Be quick – both events fill quickly and vacancies are strictly limited.



Victoria

Albury, Baker Motors	T (02) 6041 8400
Ballarat, Godbehears	T (03) 5331 3717
Bayswater, Knox Star	T (03) 9729 0022
Bendigo, Poyser Motors	T (03) 5442 3250
Berwick, Central Star Auto Haus	T (03) 8794 0900
Fairfield, 3 Point Motors	T (03) 9489 7777
Geelong, Geelong City Motors	T (03) 5244 3000
Laverton, Mercedes-Benz Commercials	T (03) 9680 8777
Mildura, North Star Motors	T (03) 5021 3866
Moorabbin, Barloworld Motor	T (03) 9592 3099
Mornington, Barloworld Motor	T (03) 5975 8377
Sale, Prestney Brothers	T (03) 5144 2133
Shepparton, Ken Muston Automotive	T (03) 5821 6688
Somerton, Mercedes-Benz Commercials	T (03) 9305 4152
South Melbourne, Mercedes-Benz of Melbourne	T (03) 9690 8833

Tasmania

Hobart, Performance Automobiles	T (03) 6296 3700
Launceston, Neil Buckby Motors	T (03) 6334 8444

South Australia

Angle Park, Mercedes-Benz Commercials	T (08) 8348 5100
Mt Gambier, Carlin and Gazzard	T (08) 8723 8881
Wayville, Australian Motors	T (08) 8179 3666

Queensland

Bundaberg, Bundaberg Prestige	T (07) 4151 1923
Cairns, Irelands of Cairns	T (07) 4052 3666
Gold Coast, Grand Motors Prestige	T (07) 5569 5700
Mackay, Carlisle Motors	T (07) 4957 0700
Maroochydore, Garry Crick Prestige	T (07) 5409 0100
Noosaville, Garry Crick Prestige	T (07) 5440 3600
Rockhampton, DC Motors	T (07) 4999 1200
Rocklea, Mercedes-Benz Commercials	T (07) 3275 8711
Toowoomba, West-Star Motors	T (07) 4639 0111
Townsville, Carmichael Motors	T (07) 4750 0460

New South Wales

Campbelltown, Macarthur Motor Group	T (02) 4629 8888
Coffs Harbour, Skinner Motors	T (02) 6652 1933
Gosford, Coast Star Motors	T (02) 4323 9000
Huntingwood, Mercedes-Benz Commercials	T (02) 8822 4800
Miranda, Tynan Motors	T (02) 9545 8800
Mona Vale, G.Brothers	T (02) 9999 5111
Newcastle, Hunter Star Motors	T (02) 4974 4244
Orange, West Orange Motors	T (02) 6361 1000
Port Macquarie, Andrew Miedecke Motors	T (02) 6583 8855
Tamworth, Peel Valley Motors	T (02) 6768 3111
Taree, Taree Motorama	T (02) 6539 3300
Wagga Wagga, Wagga Motors	T (02) 6933 0100
Warwick Farm, Peter Warren Automotive	T (02) 9828 8002
Wollongong, Illawarra Star Motors	T (02) 4228 8933
Zetland, Mercedes-Benz of Sydney	T (02) 9697 7777

Australian Capital Territory

Fyshwick, Capital Star Motors	T (02) 6280 5500
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Western Australia

Bunbury, Coastal Automotive Centre	T (08) 9721 8199
Osborne Park, Westpoint Star	T (08) 9492 8188
Welshpool, Diesel Motors Trucks	T (08) 9311 7400

Northern Territory

Alice Springs, Centralian Motors	T (08) 8952 2333
Darwin, Kerry's Automotive Group	T (08) 8980 8096

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