

# Aussie ISOFIX approval

Euro child restraint system given green light for use in cars here – with conditions

Public By IAN PORTER

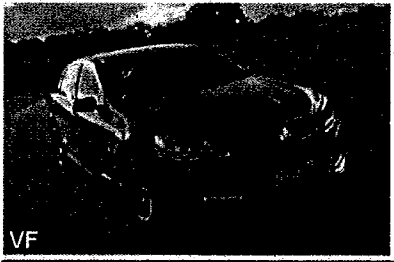
AFTER more than a decade of agitating, the ISOFIX system for fitting child safety seats into vehicles has been approved for use in Australia.

The system for attaching safety seats to dedicated brackets built into the vehicle's own seats promises to make fitting child restraints much simpler.

Previously, parents only had the option of feeding seatbelts through the frame of a safety seat in order to secure it in place, which according to a survey conducted by the Monash University Accident Research Centre, left more than 20 per cent of child safety seats incorrectly installed.

However, under the new regulations only one type of ISOFIX seat will be permitted in Australia.

In Europe, ISOFIX seats are available in two types – one with a top tether that reaches over the seatback to a third bracket on the parcel shelf or the floor,



and another with a forward foot prop. Both are designed to prevent the seat tumbling forward.

The modified Australian Design Rules (ADRs) that have given the ISOFIX system the green light only permit the use of seats with a top tether, while seats with a forward foot prop have not been approved.

The top tether strap has been a feature of the Australian/New Zealand child safety restraint standards since they were introduced in 1978.

Parents will still be able to use seatbelts to secure an existing child safety seat in place.

In fact, the new Australia/New Zealand standard for child safety seats mandates that an ISOFIX child safety seat must also be able to be secured using the seatbelts as authorities recognise that it may be some years before all new cars are fitted with ISOFIX brackets.

The basic design of the ISOFIX

system includes two brackets located at the base of the seatback, between the seatback cushion and the cushion on the bench.

The top tether stretches from the back of the child safety seat to the parcel shelf in a sedan or to the floor in a hatchback, station wagon or SUV.

GM Holden director of integration and safety Ian Butler said the company was ready to go as soon as the announcement was made, as it was apparent from June 2013 that ISOFIX seats would be eventually approved.

"Our entire current range has been designed and built to be ISOFIX compliant," he said.

Mr Butler said the VF Commodore was one of only a handful of vehicles that offered three anchorage points across the vehicle's rear seat, and added that it would be a "huge advantage" for those with larger families.

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An opportunity exists for an experienced "hands-on" Dealer Principal / General Manager to join an expanding family-owned Motor Dealer Group. The Group operates two multi-franchise Dealerships located in the inner city suburbs of Brisbane, incorporating such brands as Mitsubishi, Kia, Peugeot, Citroen and Skoda.

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# Ford F-Series to expand

**'Tough' R&D period over, Performax looks to ramp up sales, expand US lines**

By HAITHAM RAZAGUI

**LOCAL** engineering work and homologation for three new products caused some financial pain for Performax International last financial year, but its efforts are not expected to take long to bear fruit.

Having achieved a first for the company with full-volume ADR compliance on the F-Series Super Duty full-size pick-up truck – requiring four years and an investment of \$2.5 million – Performax is now able to convert and sell as many of these vehicles as it can find customers for.

It is also now planning to expand the range beyond the F-250 double-cab range launched this month.

"Last financial year was a tough one because we had a lot of R&D on this (F-Series), a lot of R&D on the Chevy (Silverado), a model change on the (Toyota) Tundra and we had new models from Dodge," Performax general manager Glenn Soper told GoAuto.

"Every product we sell required R&D, tool-up and compliance so there was a lot of work going on without a lot



F-250 Super Duty

of things being sold – the new models tend to really hurt."

But Performax is confident it will get a good return on investment due to the F-truck's high market awareness courtesy of Ford Australia.

"Chevy (Silverado) has been our money spinner and now this (F-Series) is going to be on the pedestal for that," said Mr Soper.

"All the work that Ford did with the Brazilian F-truck (sold here from 2001-2007) essentially has created a mindset in consumers over here that this truck isn't grey market, it's actually a vehicle that's able to be bought through the network and that has a lot of power in terms of taking away some of the potential angst of a person buying a converted vehicle.

"It's just that mindset that it is a regular OEM vehicle, people have that trust and have already created that following for the Blue Oval. It has more awareness than Chevys, Dodges and Tundras and as a result it will take over as our bread-and-butter product."

More Ford F-trucks are on the way, with the F-350 in single-rear-wheel guise before the end of this year and

potentially the F-450 and F-550 heavy haulers next year before the all-new, all-aluminium 14th-generation F-Series Super Duty range emerges in two or three years' time.

Performax also intends to launch the base-spec XL and XLT variants with a smaller extra-cab body as price leaders appealing to tradies.

Performax director Greg Waters said part of the decision to include the extra-cab was the fact he had noticed the majority of tradies still driving old F-250s were using that body style.

He said it was ironic that Performax was originally prompted to start converting big US trucks when Ford Australia introduced the F-250 early last decade in a low-grade utilitarian spec, sparking customer demand for more luxurious equivalents.

New products will keep coming, with Performax now in the process of preparing the latest Chevrolet Silverado 1500 and 2500 to hit the streets by the end of this year or early next – and the more upmarket GMC Sierra Denali version cannot be far behind.



Glenn Soper

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## OEM Dealer Websites

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## GoAutoNews

## MG hangs tough

Australian operation says brand is here for the long haul despite ADR setback

By RICHARD BERRY

THE Australian distributor of MG cars, Longwell Motor, says it still has a bright future here, despite a child restraint anchorage point fault that has forced it to halt sales of its sole offering, the MG6 small car, since late July.

More than 400 of the Chinese-built vehicles in Longwell stock are believed to have been placed on hold around Australia as the company awaits parts to fix the anchorage points that do not comply with Australian Design Rules.

Speaking exclusively with GoAuto, Longwell Motor dealer network manager Matthew Brown said the parts required to fix the anchor points were due in Australia soon, and once the repairs were made, sales would resume.

"It's been fixed, ADR has complied with it and we're waiting on the parts to re-fit – they'll be done by the end of September," Mr Brown said.

GoAuto understands that while the anchor point fix in the hatch is relatively straightforward, the MG6 sedan requires more work, including the replacement of the parcel tray.

A Longwell safety recall notice published on the Australian Competition and Consumer



Commission (ACCC) recalls website indicates 12 cars already in customer hands are affected by the problem.

"Once we got told we were not allowed to sell cars, we stopped," Mr

Brown said.

"We have a list of customers' names and numbers for when we are ready to let them know. We didn't want to take deposits (on fresh sales), as by law we were not allowed to sell them."



Matthew Brown

The British brand, which is now owned by Chinese automotive giant Shanghai Automotive Industry Corporation (SAIC), has just one dealership in operation in Australia, on Parramatta Road, Petersham, in Sydney's west.

A tally of cars in the two showrooms and two outside yards on the Petersham site came to 79 – all MG6s.

GoAuto understands at least another 200 MGs are in Brisbane and Melbourne, with 150 more sitting on a wharf in Sydney.

While all MG6s are grounded until

fixed with the required anchor point, Mr Brown said plenty of work was to be done in setting up the dealer management system (DMS).

"We've got bigger things we need to worry about like the back-end side," he said. "We've got DMS systems being built and all those little things that the public doesn't see.

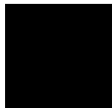
"We know it takes time. We're not in a rush, we're not here and gone tomorrow, we're here for the long term."

Mr Brown hinted that more dealerships would open around Australia soon, but remained coy about potential locations as well as the number of sites and timing.

"The dealer network is looking strong," Mr Brown said. "There are others signed and ready to go. We've had very good interest as you would for MG – it's been around a long time.

"The network is going to be great once we're ready to go – they're just as excited as us. We're on target for what we want."

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

## Captur now coming Q4

### All-new Renault crossover delayed by strong demand overseas, ADR compliance

By MIKE COSTELLO  
UNEXPECTEDLY strong global demand and issues with Australian Design Rule certification have conspired to push out the arrival of Renault's keenly anticipated Captur small crossover by about six months, with the local launch now set for the fourth quarter of 2014.

The Captur is a high-riding city-focused crossover spun off the same architecture as the Clio, and will give Renault a valuable incremental sales boost and provide competition to the Peugeot 2008, Holden Trax and Ford EcoSport in one of Australia's fastest-growing model segments.

With the Captur originally set to launch here earlier this year, the delay is an unfortunate one for Renault's local arm,



as it seeks to maintain its strong sales momentum that has seen it post double-digit growth for the past three years.

"There's been a few things that have happened with it," Renault Australia managing director Justin Hocevar told GoAuto at the launch of the Clio GT last week.

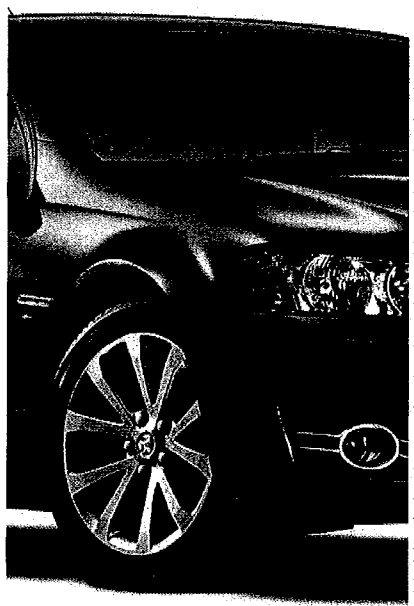
"We've always said it would launch in the first half of 2014, we were pushing for the earliest possible launch.

"We had a few delays with our ADR developer – that slowed us down a little, probably slowed us down a little over a month I'd say.

"And then getting ourselves back into the production schedule in a really high-demand schedule ... I think it's really taken the company by surprise just how successful it is (overseas)."

**FULL STORY: [CLICK HERE](#)**

**CFO**  
Chief Financial Officer



### CFO – Brisbane Dealership Group

Bartons – A family owned, Multi Franchised Automotive Dealership on the Southside of Brisbane have significantly expanded over the last 12 months whereby a new position has been created for a Chief Financial Officer. In their 69th year of business, representing the brands of Holden, Mitsubishi, Subaru, Sti and Hyundai, over two locations the two Directors, Doug Barton and Mark Beitz, are looking to take operations to the "next level". With turnover in excess of \$100M and 120 staff, they are seeking a 'unique' individual, preferably with automotive experience to maximise the returns of this highly successful business.

#### Key Responsibilities & Pre-Requisites

- Formal Qualifications to support this role (CPA, CA Bachelor Business/Accounting)
- Management of administrative team inc Dealership Accountant/Property Manager, Office Manager, HR Manager, 2 Asst Accountants and Administrative Clerks.
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## ANCAP question marks

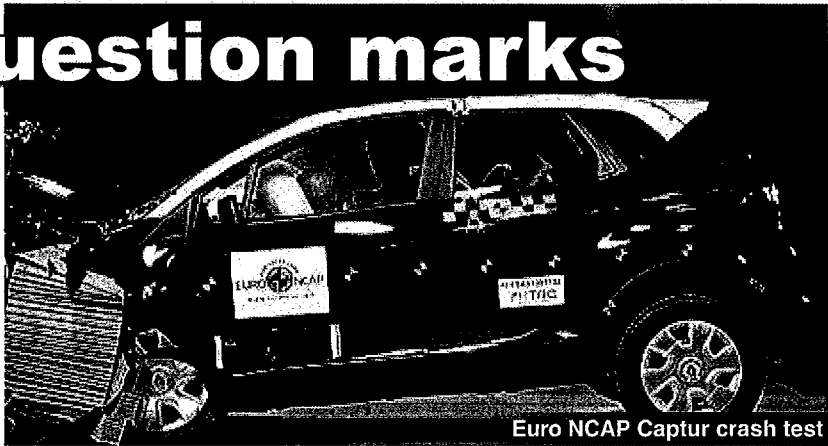
### Renault Australia chief questions relevance of local crash-test regime

By MIKE COSTELLO

RENAULT Australia managing director Justin Hocevar has questioned the relevance and future of the Australasian New Car Assessment Program (ANCAP), which will award its new Captur crossover no more than four stars when it arrives here in the fourth quarter of 2014.

The Clio-based Captur misses out on rear side airbags, meaning it cannot attain the maximum (and increasingly significant) five-star result in Australia. This is unlike Europe, where a slightly different testing process under Euro NCAP sees the car attain five stars.

ANCAP criteria that came into effect on January 1 this year requires all new cars released in Australia to have front and rear head-protecting curtain airbags as standard to be eligible for the maximum five-star rating.



Euro NCAP Captur crash test

Had the Captur been released in 2013 like the similarly equipped Clio, it would have been eligible for a full

five-star rating, even without the curtain airbags. It is worth noting that Renault was the first car-maker to get five ANCAP stars in 2001 with its Laguna.



Justin Hocevar

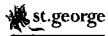
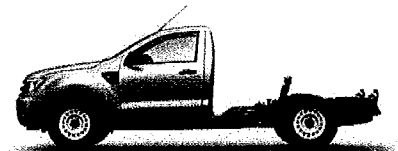
Renault Australia is, naturally, not in favour of ANCAP's position, and Mr Hocevar says the company will attempt to skirt the issue by instead publicising the car's five-star Euro NCAP score front-and-centre.

**FULL STORY: CLICK HERE**  
'An opportunity lost' – page 26

### FORD RANGER STARS

FORD'S entry-level Ranger 4x2 cab-chassis variants this month join the rest of the range with the standard fitment of head-protecting curtain airbags, meaning the entire line-up now achieves the maximum five-star ANCAP crash safety rating.

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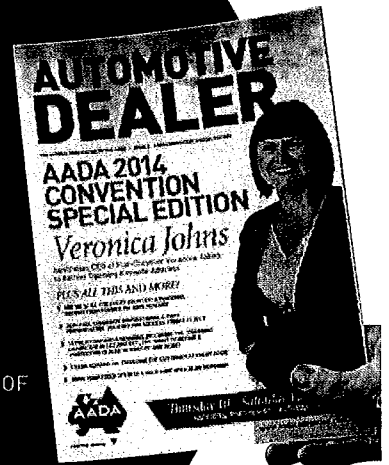
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# GoAutoNews

## Green light for Isofix

Long-awaited standards for global child restraint system are now in place

By TIM NICHOLSON

ISOFIX child restraints have been given regulatory approval in Australia, more than 12 months after given the go-ahead by the Australian government.

The simple, latch-based system has been given approval by peak non-government organisation Standards Australia, more than 16 years after it was introduced in Europe and 11 years after North America.

Isofix uses two brackets attached to the base of the vehicle's rear seats that child restraints latch into. According to advocates, this makes it simpler to operate than other systems, minimising any risk of improper child-seat fitment.

The new Australian standards require the supplementary use of a top tether strap fixed to another point in the

vehicle such as the roof.

Standards Australia chief executive Colin Blair said the new standards improve on the existing regulations for child seat installation.

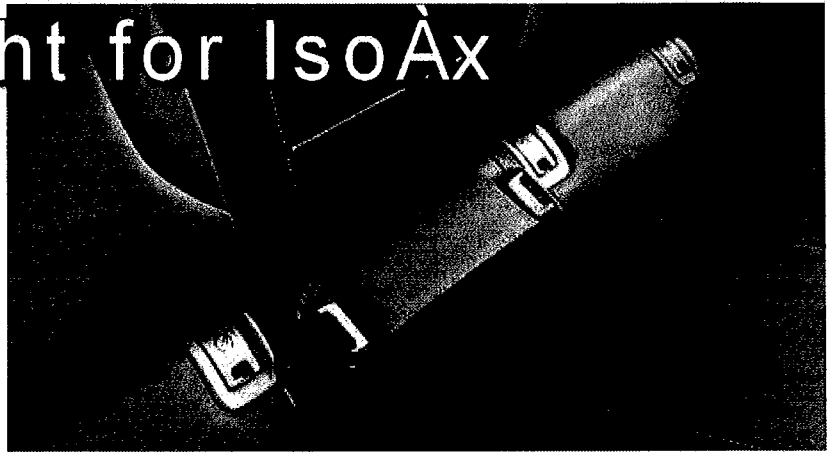
"The revised standard maintains rigorous Australian requirements for restraining children in vehicles, but now allows Isofix-compatible lower attachment connectors to be included as an additional option in the design of certain types of child restraints," he said.

The new standards give parents the option of using the existing standard of

threading the seatbelts through the child restraint or the Isofix attachments as a means of securing a child seat.

Standards Australia believes that the introduction of new regulations will improve the likelihood of the correct installation of child seats.

As GoAuto has reported, a study by the RACV in 2004 showed that 70 per cent of restraints that complied with Australian standards at the time may have been incorrectly installed.



FULL STORY: [CLICK HERE](#)

## Move ahead with Audi



### fleet executive

Audi Australia is one of the most progressive automotive brands, known for its quality German premium vehicles. The Audi brand is attractive, sophisticated and technically advanced.

Due to internal structural movements, Audi Australia is now seeking to appoint an experienced fleet executive to support with the management of Audi Australia's company fleet.

This is an exciting Sydney based opportunity, reporting to the renowned company fleet manager. Key responsibilities:

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- Coordinate licensing & registration of company fleet vehicles
- Develop and maintain all relevant reporting associated with fleet management
- Make recommendations on the timely and most cost effective way of managing the fleet

- Develop new maintenance procedures to assist with the removal and prevention of future infringements

It would be advantageous for successful candidate to have a minimum of 5 years' experience in a similar role, with thorough understanding of infringement processes/procedures.

You will possess superior analytical/problem solving skills, advanced Excel is a must, excellent standards of business conduct and strong communication skills with proven personal integrity and liaison skills in dealing with external agencies and internal representatives, as well as a high level of interpretive skills in order to make judgements in related matters.

Please forward your application to Cassandra Vic, HR Manager, at: [kassandra.vic@audi.com.au](mailto:kassandra.vic@audi.com.au), including current CV and a cover letter.

All applications will be treated with the strictest confidence and should be sent by close of business Tuesday. Only successful applicants will be contacted.

