

 TOYOTA
believe

We believe a better tomorrow starts today



**FIT FOR
PURPOSE**

**LANDCRUISER'S HIGH
COUNTRY HERO**

**TOYOTA
RACING SERIES
- 10 YEARS ON**

**7 STEPS TO A
HAPPY FAMILY**

issue nine 2014

WIN!

**A HRV WHOLE
HOME WATER
FILTRATION SYSTEM!
SEE INSIDE FOR
DETAILS!**



06

DESIGNED BY LIFE

Meet the incredible new 11th generation Corolla Sedan, marking 48 years in a passenger car market dominated by Toyota's stalwart model.



10

SEVEN STEPS TO A HAPPY FAMILY

Andrea Stringer, family coach at The Parenting Place, offers some suggestions for keeping everyone in the family happy.



14
i-ROAD

Toyota Motor Corporation is starting consumer trials of the i-road in Tokyo – an all new, all electric personal mobility vehicle offering greater flexibility in urban areas.



20

FIT FOR PURPOSE

Ben Omar Station owner Ginger Anderson's family have been farming these peaks since the 1920s – using trusty Land Cruisers since the '70s.

22

A DECADE IN THE MAKING

Ten years on, the Toyota Racing Series remains unique as the only Toyota single seater championship in the world. We look at the series, past, present and future.



26

DEEDS NOT WORDS

Reaching sub-Antarctic waters and following the great lead of Sir Peter Blake – 12 intrepid young kiwis set off for the adventure of a lifetime discovering the Auckland Islands.

28

THE PERSONAL TOUCH

Toyota's website visitors can enjoy some new functionality within an exciting, fresh design and a clean look and feel on both their PCs and mobile devices.



34

THE PURSUIT OF AWESOMENESS

Toyota Ambassador Cam Calkoen shares an inspirational piece on his pursuit of awesomeness.



36

GOING TO GREAT LENGTHS

For busy forestry contracting company owner Guy Gaddum, Toyota Hilux and Land Cruisers provide the power and comfort both on and off-road, right across the fleet.

40

OUT WITH THE MOULD, IN WITH THE NEW

A house renovation project meets social experiment in central Auckland has transformed a cold and mouldy villa in one of the city's most sought after suburbs into a healthy and liveable home.





Kirsty Morris-Rickard

from the editor

WELCOME TO BELIEVE JUNE 2014

The cover of Believe shows the resilience and reliability of the hardy Land Cruiser 70, with Ben Omar Station owner Ginger Anderson on the rugged high-country 8700-hectare South Island farm. It's a farm where the need for reliable machines – to get the owners as far as possible into the backblocks to manage the 11,000 to 12,000 mob of sheep, and 400 beef cattle – is paramount. There's no time for second guesses, or men and machines that can't

go the distance. Our contributing writer Cameron Officer headed to this incredible part of Otago.

With winter approaching there's no better time to ensure that you don't get left out in the cold with your vehicle – be certain to do all the necessary health checks. There's some helpful advice on pages 48 to 49, like checking your vehicle lights, wipers, coolant and batteries. Winter is here and it's timely to be prepared.

The Parenting Place have also offered some more useful family advice – almost a health check for our lives starting with seven helpful steps to achieving a happy family.

A house renovation project in central Auckland has transformed a cold and mouldy villa in one of the city's most sought after suburbs into a healthy and liveable home – it sets a new benchmark for the quality of New Zealand homes through the Pure Environment Project. The house was auctioned in May. Toyota joined a number of other like minded businesses assisting in the project by enabling the winning bidder

to continue their sustainable living wherever they go, with the contribution of a brand-new Prius c, the most fuel efficient car in Toyota's line-up. At Toyota, we believe that to make a real difference, sustainability needs to be at the heart of every choice.

Toyota Motor Corporation recently started consumer trials of the i-Road in Tokyo – an all new, all electric personal mobility vehicle offering greater flexibility in urban areas. Could this be our mobility vehicle for built up areas in the future?

Ten years on, the Toyota Racing Series remains unique as the only Toyota single seater championship in the world. We look at the series, now and in the past, and what's in store for the future.

We also pick up where we left off with the historical look at how Toyota started.

Whatever inspires you, we hope there will be something in this issue of Believe that will strike a chord with you.

Enjoy.



Cameron Officer

Contributor - Cameron Officer

Prior to forming his own company in late 2012, Cameron was editor of TopGear New Zealand magazine for seven years. Among other highlights, he was the first motoring writer in New Zealand to sample the Toyota 86. Now as a freelance editorial feature writer and communications consultant, Cameron divides his time between

writing about cars, construction, forestry and all manner of electronic gadgetry for a number of consumer and trade magazines, and providing communications support to a variety of commercial enterprises. He even gets to write the occasional travel story, although he admits still hasn't perfected the art of packing lightly.



*We believe everyday's an
opportunity to improve*

www.believe.co.nz

 **TOYOTA** | *Believe*

2014 sees New Zealand in a golden spell of economic growth. Thanks to a mixture of dairy receipts, the Christchurch rebuild, surging migration, strong employment and bubbling consumer and business confidence, it seems like the economy is one of the healthiest in the Western World. Certainly the car business is enjoying buoyant times with the strongest sales in three decades...



Of course there are some disturbing undercurrents that we need to be aware of and address as a nation.

- There is growing concern about inequality in society as New Zealand seems to be moving away from its traditional egalitarian ethos
- Increasingly people are becoming aware of our environmental footprint, with climate change and the growing weather volatility raising issues of resilience in our cities and nation
- Ensuring long term sustainable energy sources for homes, companies and motor vehicles remains a challenge for Government, power companies and car companies alike
- Protecting and utilising our natural capital (scenery, biodiversity, water, marine and mineral resources and so on) for the long term are increasingly topics of national debate
- Finding the best formula for educating our young people and ensuring all of us are life-long learners remains a challenge, with a wide variety of views being held across society

As we come into an election this year, with our Government finances looking healthier than they have at any time since the global financial crisis, there are many important issues that need healthy debate. Let's hope we can see some leadership discussion of the issues over the next few months and the development of a common vision about how we want New Zealand to develop over the next few decades. While the economy continues to perform strongly, it gives us a great opportunity to invest in improving the nation's resilience and capability for the future – at Toyota we believe a better tomorrow starts today.

I hope in the wide variety of subjects covered in this issue of Believe you'll find something of interest.

Cheers,
Alistair

designed

The arrival of the 2014 Corolla sedan completes the 11th generation Corolla line-up, and it also marks 48 years in a passenger car market dominated by Toyota's stalwart model.

Toyota's popularity and reputation for reliable and efficient motoring in New Zealand can be attributed in large part to the Corolla; a nameplate that shifted just 14 units in New Zealand during its debut year of 1966, but now boasts a cumulative total of more than 230,000 New Zealand sales.

Taking a global view of the Corolla's popularity, around one in five of Toyota's total output of 200 million cars is a Corolla. There are 43.7 million of them, built in 16 countries and sold in more than 150 markets worldwide.

"Toyota has a variety of nameplates in its wider model family that reinforce key company values. Undoubtedly though, the globally popular Corolla is the one model on which Toyota's solid reputation has been built," says New Zealand's General Manager of Product Planning Neeraj Lala.

Although the reputation has remained consistent, the shape, style and size of the Corolla have shifted during its 48 years.



The Corolla sedan has ample storage space, enough to fit four full-size golf bags in the back.



The Toyota Corolla sedan ZR features LED low-beam headlights and automatic headlight levelling.

As with previous updates in successive generations, the launch of the all new, 11th generation Corolla wagon and hatch in 2012 heralded a revolutionary new design, with redrawn dimensions making for both a refreshed, modern exterior look and a roomier cabin.

The wagon was the first model released, featuring a restyled front end, a lower bonnet line and headlights joined by a chrome-plated strip running the width of the bonnet,

echoed in strong accent lines continuing the full length of the car.

Now the new 11th generation sedan joins the hatchback with a similarly redesigned exterior, high quality interior and enormous cargo capacity that will suit private and fleet buyers alike.

The driving position has been re-engineered for greater comfort, while thinner front-seat backs have created more knee room for rear-seat occupants. The mid-size sedan also

bu life



showcases a fantastic cargo capacity: 470 litres of available space, which equates to four full size golf bags.

The three grade Corolla sedan line up begins with the GX, offering either a six-speed manual or Continuously Variable Transmission (CVT) gearbox option, 15" wheels, halogen headlights and LED tail lights. A full factory audio system boasts a 6.1" liquid crystal display, providing access to audio functions as well as trip fuel consumption data. The screen also acts as the display monitor for the standard reversing camera which comes standard on all our models.

The Corolla GLX sedan adds 16" alloy wheels, front parking sensors and fog lights, a smart key system and a genuine leather-wrapped steering wheel and gear knob, plus additional chrome accents and high grade instrumentation.

The ZR sedan enjoys premium features including genuine leather seat facings, a driver's seat boasting eight-way power adjustments including power lumbar support, automatic climate control

air conditioning, a smart key system with push start and a factory satellite navigation system with SUNA traffic channel (traffic avoidance system to give you alternative driving routes to travel), all as standard. The ZR also features LED daytime running lights, extra interior ornamentation and paddle shifters to access the CVT gearbox's seven speed Sport Sequential Manual Mode.

Today's Corolla sedans also feature Bluetooth hands-free phone and audio streaming as well as voice recognition

software as standard, accessed via the multifunction steering wheel, which also houses audio controls, display options for the Multi-Information Display screen in the instrument cluster and cruise control functions.


Boasting peak power of 103kW and maximum torque of 173Nm, the 1.8-litre, 16-valve DOHC petrol engine, with Dual Variable Valve Timing-intelligent (VVT-i), offers plenty of power; somewhat more than the 44kW, 1077cc engines featured in the first Corolla of 1966.

The new Corolla sedan range achieves Euro 5 compliant-CO₂ emissions of 153g/km for CVT variants and combined fuel consumption of 6.6L/100km for CVT models. The GX manual CO₂ levels are 162g/km and 7.0L/100km.

Forty eight years on from launch, the 2014 Corolla sedan continues the model's traditional role as an ideal mid-size family car, with two ISOFIX child seat brackets, three tether anchor points, three-point ELR seatbelts in all seating positions and seven airbags, including driver's front, front passenger's and driver's knee airbags, and driver and front passenger seat side and full cabin curtain shield airbags.

Building further still on an indelible, proud history earned through 48 years of reliable, cost-effective and innovative motoring, the modern and spacious new Corolla sedan range is available at Toyota dealers nationwide.





a young man's dream...

the story of Toyota

In the previous issue of *Believe* we started to tell the story of how Toyota began. It is an inspirational story of a company created by people with great vision, unshakable character and courage. The story of Toyota is very much a family saga steeped in tradition. How did Toyota transform a small Japanese loom company into an international corporation?

Key milestones already covered:

- Late 1800s: Sakichi Toyoda was born - dad was a carpenter and mum a weaver in a loom works
- Sakichi looked to improve the loom to keep up with the industrial revolution in the West and invented a device to stop the loom whenever a thread broke
- In 1920, following a visit to the USA, Sakichi had a dream, to create a new automobile
- Joined by his son Kiichiro, he took up the dream
- 1935: the creation of Toyota's first prototype automobile, the model A1

The next step was to set up a network of dealerships throughout Japan.

The car was an instant success and it soon became clear that another manufacturing plant was needed. To raise the necessary funds, Kiichiro Toyoda sold shares in a new company, Toyota Motor Company Limited and the new plant was built in Koromo Japan - now known as Toyota City.

Toyota Motor Company began with great enthusiasm and excitement. By the late 1940s global events brought Toyota close to bankruptcy and Kiichiro Toyoda was forced to cut workers' pay. Two years later the company closed two facilities and 1600 workers were asked to resign.

Debts continued to mount as auto union members went on strike and

brought production to a halt. As a result Kiichiro Toyoda resigned.

It was only then that the workers realised how serious the company's position had become.

Out of respect for him, many workers voluntarily resigned. With the Koromo factory operating at full capacity, Toyota was back on the road to profitability within a few years. It had lost a lot of ground but was determined to catch up.

Toyota formed a new independent sales operation, Toyota Motor Sales Company Limited. Just as it was gaining momentum, fate once again cast a shadow over the company.

In 1952 its leader and mentor Kiichiro Toyoda passed away. Eiji Toyoda, Kiichiro Toyoda's cousin, had been in



1957: The Bangkok branch of Toyota Motor Sales Company Limited



1958: First Toyopet Crown loaded



Eiji Toyoda



Taiichi Ohno



1959 Toyopet Crown

charge of manufacturing Toyota's first car. In fact, he was the department's first employee at the new location.

Eiji Toyoda was given the task of upgrading Japan's leading automotive technology. To oversee his plans he appointed Taiichi Ohno, the section chief of the engine machine shop. Taiichi had begun his career at Toyota spinning and weaving.

Like Sakichi Toyoda he had a passion for efficiency. The job for improving Toyota's productivity was enormous. He discovered that the company needed to focus not only on the people but on the process - to be an innovative and creative thinker. Together Eiji and Taiichi examined every aspect of the plant.

In the factory they set up the machines in the order they were used, therefore production flowed more smoothly and productivity improved. This system, known as the Toyota Production System, was paving the way for the company's success in the automotive industry.

By the mid-1950s Toyota was the

leading Japanese automobile manufacturer. Looking for new horizons, Toyota set its sights on the global marketplace.

In 1955 Shotaro Kamiya was President of Toyota Motor Sales Company. He had just returned from a visit to the United States where he had found a growing number of small European imported cars alongside the big Detroit ones. It seemed as if every American family wanted two cars. But they could only afford one American car.

The timing was right for Toyota to go to America, as it knew it could build a more affordable car. The car Toyota would ship was the Toyopet Crown. The company believed that international success and acceptance were just around the corner. In 1957 Toyota became a global company. Toyota Motor Sales USA was formed and within a year the first dealership was opened in Hollywood, California. The cars were lined up and ready to

sell. They waited for the rush of customers – that never came. Fewer than 300 cars were sold in the first year.

Dreams and expectations were replaced by failure and frustration. The Toyopet Crown was a good vehicle for the moderate speeds of the Japanese roads. But when the Crown got on American highways it lost power, overheated and used far too much gas and oil.

Committed to success in America Toyota would not give up. Once again it had learned a valuable lesson: the need to build a car specifically for the American roads. Overseeing this vital project was Kiichiro Toyoda's eldest son Shoichiro Toyoda. It was Shoichiro who implemented what would be known as Toyota Quality Control. This was to prove an effective measure not only for the United States but also for other markets, and the first stage of Toyota's transformation into a global company.





7 STEPS TO A HAPPIER FAMILY



Ask any parents what they want for their family and the chances are they'll say, "I just want my kids to be happy".

But how do we achieve that?

Andrea Stringer, Family Coach at The Parenting Place, suggests starting with these seven steps.

To me, the term *Happy Families* brings to mind a cheesy board game, matching sweaters and cups of hot chocolate. Too-cute kids gaze adoringly at their wise and capable parents who deal with everything calmly and most certainly never raise their voices. If you suspect this is what I want to help you achieve, please let me reassure you! What I want to write about is families like my own, and the ones who I coach. Families with flaws, quirks and issues – in other words, inhabitants of the real world. When parents come to see a Family Coach, one of the most common goals they voice is for everyone to be happier. But it's incredible how difficult such a simple sounding goal can be to achieve. When things are going right, however, I think the following seven elements are usually in place.

1

EVERYTHING IN ITS PLACE

A hierarchy of power, with the parents at the top, sometimes seems like a terribly old

fashioned idea. But in a happy family everyone knows exactly where they stand and they're comfortable with it. These days most people prefer the children to have some say over family matters and be listened to, and have their feelings truly heard. I couldn't agree more. The problem with this philosophy is that parents sometimes lose their footing as they scramble to make sure the kids are getting the respect they deserve.

Parents have got to be willing to wear their authority, a kind but a firm authority, from time to time. When we get too focused on the goal of short-term happiness (eg. giving in, backing down or withholding reasonable discipline), the issue of who is really in charge will be repeatedly tested – even more so if you have one (or more) determined or argumentative child in your brood.

The great thing about everyone knowing their place is that we can relax. We don't need to apologise for taking charge, and we don't need the continual wrestle for control that can seriously compromise a family's happiness.

2

A PUT-DOWN FREE ZONE

A common argument in the debate on teasing and bullying is that we don't want our children

to grow up thinking everyone has to be nice to them, all the time. Of course we don't want our kids to be so defenceless that they crumble at the first insult. This might be why a fair amount of name-calling and unkind behaviour is allowed to go on in families, mostly between siblings but also between parents and children. Parents could be forgiven for thinking that family is a safe place for a bit of ribbing and learning to cope with jibes. I think that this is true up to a certain point. Recent research conducted in New Zealand, however, indicates that the teasing that hurts the most comes from the ones we're closest to: our family.

Families who are unhappy have often let this one slip away on them without even realising it. Often in the face of bigger interpersonal issues, words such as stupid and idiot can fly under the radar. You don't like hearing them, but you let them go because they're the least of your worries. But how we talk to one another is one of the biggest determinants of a close and loving family feeling, and it is so worth the effort to make your family a put-down-free zone. It takes vigilance and consistency. Sometimes it will feel as though you're making a big deal about something that might not matter much, but creating a family environment where people feel safe from emotional harm really does matter.

3

WE INVEST IN FUN AND ADVENTURE

When everyone is too busy, or too focused on simply getting through the day, it seems that one of the first things we drop is

the family sense of humour. It's such a shame that we tend to treat fun, laughter and adventure as luxuries that we'd get around to if only we could. The truth is that all of these things keep body, soul and spirit healthy, bring family members closer together and help them feel better about each other, themselves and life in general.

If you haven't had a good laugh together lately, ask yourself why, and what you can do about it. There might be a game or movie that always sees everyone dissolve into fits of giggles. If there is, then play it regularly! The irony of course is that you need this stuff most when you feel like it least. But trust me, when the kids are getting up your nose and they're the last people in the world you feel like spending time with – do something fun together. Go somewhere you've never been, even in your own neighbourhood. Try hard to see and point out the humour in the silly, mundane or annoying parts of life. This won't always be the easy option of course it's usually much easier to stay serious and grumpy. That's why you have to decide to make an investment in the happiness bank of your family.



4

WE CAN ADJUST

People in happy families, as a general rule, know the importance of flexibility. It's really heartbreaking

to meet with parents who might be absolutely desperate to have things at home different, yet they can't or won't admit they could look at the problem from another angle or adjust their own behaviour.

There is hope for the control freaks among us, if only we can get comfortable with the fact that we won't always have the right answer first time. We also have to be willing to adjust the expectations we have of our child, partner or ourselves. It's amazing how far our disappointment can take us when we feel a family member is not behaving or coping at the level we expect them to. In the face of repeated evidence to the contrary, we'll complain to anyone who'll listen, "He KNOWS how to do this!", or "She KNEW better than to behave like that!". A flexible thinker stops and re-assesses, and also gives the people they love the benefit of the doubt. "If you knew how, you'd be doing it already, so how can I help you learn this?"



5

WE TAKE AN INTEREST IN ONE ANOTHER

I think all families probably struggle to connect at times due to the pressures of time, work and activity overload. On top of that, as children get older their personalities take them in very different directions. They might prefer different kinds of jokes, books or movies, or one will play every sport going while the other might want to draw all day. If we're constantly in different spheres, perhaps with Mum and Dad tag-teaming to make sure everyone gets where they need to go, where is the sense of family?

Happy families build in an atmosphere of mutual support for everyone by making a deliberate choice to be actively interested in each other. Saturday morning soccer might bore you rigid but you need to be there at least some of the time. And if you can't be there, ask questions afterwards that show your child a curiosity about their world. Your little introvert might seem so happy in the corner immersed in their books, but if you went over and asked what they were reading, and which character was their favourite, and if you could borrow it to have a read yourself, they'd be (quietly) over the moon. At the very least, family meal times can be used to reconnect, ask questions, and catch up on everything you've missed.

By taking an interest in your child's world, you teach them to take an interest in yours, building a sense of mutual care and concern that keeps both kids and parents happy.



6

MISTAKES ARE OK

In a happy family people are allowed to make mistakes. I think this is one that is easy to get right on paper. We say all the right things, but what is the emotional atmosphere like when someone gets it wrong? Body language and facial expressions will say so much more than the words. There is a fine balance to be struck between having high expectations and encouraging children to do their best, and a level of perfectionism that attracts shame and guilt when expected standards aren't met. The most powerful way to send a healthy message is in how we treat ourselves and our partners when we stuff up. Are forgiveness and acceptance of human error regularly practised?

It seems to me that children will often struggle to move forward and change their behaviour while they feel their parents' disappointment laying heavy over them. It's not just children who need to know they're 'OK' before they can begin to act differently; we all feel safer, happier and more secure when we know that we're accepted just as we are, warts and all.

7

WE APPRECIATE NOW

Have you ever heard the suggestion that we should basically live in bikinis because we will never be as young or in such good shape as we are RIGHT NOW? Well, I'm not sure about that, but if you haven't looked through some family photo albums recently, do it soon, because there's no better reminder that your children will never be as young again as they are RIGHT NOW. We toil so hard to work, clean, improve our homes and prepare for the future - that magical time when everything will finally be as we've been planning for it to be. We'll have the free time to see people, do things, and have all that elusive fun we've been preparing for.

If we don't fully appreciate that we are actually IN what are potentially the best moments of our lives, right now, then we will always be one step behind the full happiness that family life has to offer. Some people call it living in the moment. I don't recommend doing it constantly or you'd wander from room to room experiencing everything so intensely that you'd never get out of your pyjamas. But do make sure that every day you stop at least once and abandon yourself to the enjoyment of dancing, playing a game, even having simple conversations with your children and with your partner. Because of course these are the moments that create your family's happiness, but if we don't notice them happening, then we miss it.

Maybe one or more of these steps has reminded you of something you'd like to work on. I hope so, because going over them has made me want to work harder at all seven! Do remember we're real people, though. No family (whom I've met anyway) is happy all of the time, and they shouldn't worry if they're not. We do the best we can. And that's often good enough for a happy family.

For more information and resources visit www.theparentingplace.com



Toyota New Zealand are long term partners with The Parenting Place.

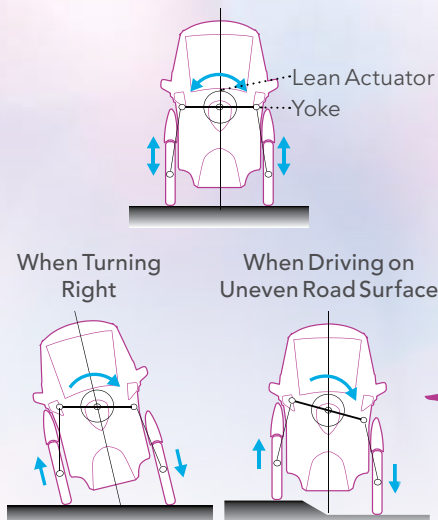
TOYOTA i-ROAD

Introducing the all new, all-electric Toyota i-Road. The i-Road personal mobility vehicle (PMV) is a new form of transportation offering greater flexibility in an urban environment.

Toyota Motor Corporation has announced the start of consumer trials of the i-Road PMV in the Greater Tokyo Area. The limited trials aim to gauge the effectiveness of the electric vehicle in everyday situations in urban areas during March through to June.

The i-Road combines the convenience of a motorcycle with the comfort and stability of a car in a novel riding experience. The i-Road used in the trial in Tokyo is based on the model shown as a concept at the 43rd Tokyo Motor Show 2013, available in five colours and featuring improved visibility, ease of use and manoeuvrability.

The i-Road Active Lean System



Ten vehicles will be trialled by around 20 test participants from the general public and industry experts. Throughout the trials feedback will be collected relating to driving feel, user satisfaction, ease of use in urban areas, and impacts on destination choices.

In addition to the trials in Tokyo, the i-Road has been trialled on public roads in Toyota City since early March, exploring a low-carbon society in which mobility is enhanced by technology. Toyota will continue to conduct research into ultra-compact electric vehicles for optimal short-distance travel within urban areas.

TOYOTA i-ROAD MAIN SPECIFICATIONS

USED IN TOYOTA CITY & TOKYO VERIFICATION TESTING

Length	2345mm	
Width	870mm	
Height	1455mm	
Wheel Base	1695mm	
Curb Weight	300kg ^{*1}	
Tyre Size	Front	80/90R16
	Rear	120/90R10
Occupancy	1	
Minimum Turning Radius	3.0m	
Powertrain	Electric Motors	2
Maximum Speed	60km/h	
Cruising Range on a Single Charge	50km ^{*2}	
Battery Type	Lithium-ion	

*1 Vehicle weight without occupants or cargo

*2 Target distance when travelling at a fixed speed of 30km/h





THE high



Life

The perfect mid-size SUV for the Kiwi lifestyle just got even better, with a bold new exterior look, luxurious new interior features and more cargo and passenger space than ever before.



Sitting longer, lower and wider than its predecessors, the 2014 Toyota Highlander range debuts a number of significant new features, including an upgraded interior packed with technology and family friendly storage solutions that will appeal to business and recreational drivers alike.

Recognising the changing requirements of many New Zealand SUV drivers, the addition of a new entry level 2WD GXL means higher specifications for buyers wanting a little more luxury, but without the need for a full All Wheel Drive (AWD) model.

Meanwhile, the AWD range has been expanded from two to four grades, each boasting an impressive array of standard specifications. The AWD GX arrives with 18" alloys, rear parking sensors, engine immobiliser and alarm system and more, while the AWD GXL adds leather trim among other key features. The AWD Limited and Limited



Toyota New Zealand General Manager of Product Planning Neeraj Lala says Kiwis will be impressed with the level of specification and design detail the new Highlander offers.



ZR grades are differentiated by their unique alloys, and they also receive a power back door with an opening glass hatch for extra convenience.

Building on an already well specified Limited model, the new Limited ZR adds features like Toyota's Active Cruise Control technology which keeps the driver at a safe distance from vehicles in front, as well as Lane Departure Alert and pre-crash safety systems including Pre-Crash Brake Assist. Toyota New Zealand General Manager of Product Planning Neeraj Lala says Kiwis will be impressed with the level of specification and design detail the new Highlander offers.

"The next generation Highlander offers up an entirely refreshed sense of style outside, with more luxury and space inside. Add the practicality of a powerful and efficient V6 engine and that's the balance that suits the Kiwi lifestyle perfectly.

"New Zealanders love mid-size SUVs. They are an incredibly successful part of the car market here and the

new Highlander range improves even more on what has traditionally been an exceptionally popular SUV."

The new Highlander heralds a total re-evaluation of the SUV's exterior design; new bumper, grille and LED headlights on Limited and Limited ZR models are framed by a unique chrome plated bar that runs the entire width of the SUV's nose.

Inside, the centre console has been given a streamlined make over and is organised around a central display screen for the six-speaker audio system, which also features a standard auxiliary USB port and is linked to the Bluetooth system for hands-free calling (also accessible from the redesigned multi-function steering wheel).

Moving back through the cabin, a large central storage box separates the driver and passenger seats, acting not only as a comfortable arm rest regardless of whether the dampened sliding Tambour door is open or closed, but also as a convenient spot to keep mobile phones and other personal items.

Underlining the family friendly practicality of the seven seater SUV layout, the new Highlander boasts revised walk-in accessibility to the third-row





seating. Increased foot space inside the rear doors (70mm more than in the previous generation Highlander) makes getting in and out of the rear much easier, as do entry and exit handles, which have also been incorporated in the rear quarter panels for ultimate comfort.

Those seated in the second and third rows of the Highlander Limited and Highlander ZR models will benefit from a new rear entertainment system. Perfect for entertaining younger members of the family on longer trips, a ceiling-mounted 9" high resolution LCD display plays both DVD and Blu-ray format discs, as well as boasting an SD card slot and remote control.

Expanding the practical cargo space of the Highlander was a key goal in this third-generation model's development.

The new vehicle's extra length combined with a revised rear suspension design has resulted in a huge increase in available space behind the third row of seats; a remarkable 155mm increase in length, 85mm in height and 20mm in width means stowing bulky children's strollers, golf bags and other large items is a breeze.

With a full complement of seven passengers, further storage space is available in additional, secure storage areas.

Up front, the 3.5-litre petrol V6 fitted across the range offers up 201kW of peak power and 337Nm of torque; capable power coupled with a spacious interior, making the Highlander a perfect load



carrier for both the city run and the open road. Also standard across the range is a new six-speed automatic gearbox featuring Artificial Intelligence SHIFT Control, which intuitively alters gear ratio shift patterns in response to road conditions and driver intentions. The driver can also select gear ratios manually through the gearbox's Sequential S mode.

This system optimally controls the distribution of torque to the front and rear

wheels in response to driving conditions, helping to ensure predictable handling and stability for all roads and situations.

Furthermore, all 2014 Highlanders feature a comprehensive suite of active and passive safety technology as standard, including ABS (Anti-Lock Braking System), EBD (Electronic Brakeforce Distribution) and BA (Brake Assist), as well as TRC (Traction Control), which aids in maintaining traction when moving off on metalled or slippery surfaces, Hill-Start Assist and Downhill Assist Control, which helps when negotiating steep descents where engine braking alone is not sufficient.

The comprehensively redesigned Highlander range is available at Toyota dealers nationwide now, with recommended selling prices starting at \$61,990.





Omarama might be world famous for its gliding, but if you want to truly appreciate the sheer scale of the peaks that frame this incredible part of Otago, take one high country sheep station, add one Land Cruiser 70 Series and head for the hills.

It's strange how a landscape can differ so dramatically depending on where you place yourself within it. Standing in the sun-drenched Waitaki Valley on a spring morning, looking up at the surrounding grey-blue hills, the string of peaks that effectively separates Canterbury from Otago looks peaceful and benign.

Half an hour later, in the company of Ben Omar Station owner Ginger Anderson as we make our way at a fair old pace up gravel tracks in his Land Cruiser 70, the landscape takes on a different demeanour; tougher, rockier, certainly much more vertical...

Thing is though, the guy behind the wheel knows every square inch of this place like the back of his proverbial. His family has been farming these peaks since the 1920s when his grandfather took up the block of which we're traversing a small part, after it was carved out of the bigger Benmore Station during World War I.

"The family ties go back further than that though," Ginger tells me. "My grandfather was head shepherd here going back to the mid-1890s. Obviously the horse was king back then and even in more recent times we'd still rely on horse and foot in equal measure.

fit for purpose

BY CAMERON OFFICER

"My father was of a generation where you'd only ever take a vehicle over flat ground – not up into the hills. As a result, when it came time for me to take over the property, there weren't any four-wheel-drive tracks at all. We'll still walk some sections even today because they're so steep, but the vehicles will get us into most places."

The vehicles Ginger's referring to are a couple of Land Cruiser 70 Series single cabs he and son John Anderson use day to day. When Ginger took over running the 21,000-acre (8700-hectare) Ben Omar Station, he bought his first Land Cruiser – a three-speed FJ40. And I discover he's never looked back since.

"We've had Land Cruisers ever since 1970. There really isn't anything else in its class when it comes to working this sort of environment.

"If you're putting men and dogs into them and heading into the hills, they're peerless. They have a heap of power and good ground clearance too; there's no flash stuff hanging off them that's likely to get knocked off. Because, believe me, this terrain doesn't muck around with regard to that. Five minutes in, you'll find out whether your truck's designed to take the knocks or not," he smiles.

With a mob of sheep numbering between 11,000 and 12,000, along with 400 beef cattle, the Andersons rely on machines that will get them as far as possible into the backblocks of the station, especially during the muster when the team of three becomes a team of seven or eight.

As a helpful illustration, I'm treated to an awe-inspiring view as we make our way to the top of a craggy outlook – one that affords a panorama of the entire Waitaki Valley floor. Perhaps even more incredible and somewhat humbling an experience, though, is to look up and see peaks within the boundaries of Ben Omar Station reaching higher still.

Ginger reckons that with the new 4.5-litre, V8 turbo diesel on board, he very seldom has to go into low range, even when the going gets tough.

"We've had Land Cruisers ever since 1970. There really isn't anything else in its class when it comes to working this sort of environment."

"Because there's a lot more power on tap, we use High Low most of the time; there's a heap of grunt there."

As if to prove it, we lunge up the track to the promontory at a good speed, Ginger deftly controlling the 70 Series through unseen divots and gnarled folds in the landscape he's no doubt passed over countless times before. Intuitively he knows when to step on it – making full use of the V8's 151kW spread of power – and when to ease off and let the Land Cruiser's huge reserves of low-range torque (430Nm at 1200rpm) see us through rutted breaks.

At the top, he lets three working dogs out of their dog box on the back of the Land Cruiser for a bit of a run. Having trialled dogs since he left school, Ginger's a champion dog trialler with many wins – even taking out the first series of that old Kiwi television favourite, *A Dog's Show*, back in 1977. Today, with son John, he runs around 25 working dogs on the station; about average for a property of Ben Omar's size, Ginger reckons.

"It's not the quantity though; it's the quality," he adds.

You get the feeling that adage applies just as succinctly to Ben Omar Station's farm vehicles too.

It's been a privilege to get up here into the hills and to spend a short amount of time with this hardy station owner. Softly spoken and self-deprecating, Ginger comes across as a gentle sort. But I realise within a short space of time that, in this terrain, with its sheer topography and fickle weather, backing yourself and your decisions is key to success and survival. There's no time for second guesses, or men and machines that can't go the distance.

I can't think of a more worthy proving ground for Toyota's mighty Land Cruiser than right here.





A

DECADE **IN** **THE** **MAKING**

By Cameron Officer





Ten years on from inception, the Toyota Racing Series remains unique as the only Toyota single-seater championship in the world. While it has remained a consistent highlight of New Zealand's summer motorsport calendar, one thing that has changed over time is its growing reputation at an international level.

A full grid; stands packed with fans; hospitality tents bustling with as much activity as the nearby mobile workshops; attending any Toyota Racing Series (TRS) round in summer reminds you what a big event this has become.

It's easy to forget that Toyota Racing New Zealand turned around what would become the TRS championship in an incredibly short space of time, shedding the touring car programme of old and adopting single-seaters within just six months.





As Series Director Barrie Thomlinson tells me, the pressure was definitely on.

"It was certainly a big ask but we got there in record time. After Motorsport New Zealand decided to discontinue the touring car series in 2002, Toyota New Zealand decided that we still wanted to go racing.

"Ten years ago there was a big gap in premier single-seaters, so that's the format we adopted. We formed an alliance with Italian race car manufacturer Tatuus – which still exists today – and developed the engine locally with motorsport engine builder Lynn Rogers. Considering the ambition, it all came together pretty smoothly."

The inaugural season saw a healthy grid that varied between 15 and 20 cars; numbers that have remained reasonably consistent through the years. Remarkably, the other number that has barely fluctuated is Toyota Racing's head count.

"We have seven staff in total, which isn't much different from how many we had 10 years ago," Barrie tells me. "It's still a lean but effective operation; everyone here works with the passion this sport requires. We have some big days, especially mid-year between seasons when development work on key aspects of the car and the series programme take place."

With a brand new car debuting this year in the form of the FT-50, the crew will be busier than ever through 2014's winter, when TRS team technicians will spend the months leading up to its debut bedding in the new technology.

So what's changing? It's a completely new car so, in a nutshell, everything.

The FT-50 will feature a paddle shift gearbox, which is now standard equipment in most other formulas, along with improved safety technology, such as an FIA Formula 3-compliant cockpit, side helmet protection, a removable safety seat and additional strengthening in the main chassis and front and rear crash structures.

Barrie tells me the engine architecture will remain as before, having proven reliable in recent seasons. The testing of the FT-50 is expected to take place near Tatuus' Italian base during the Kiwi winter.

"The new car is 10 years of technology advanced, and the changes you'll see in the FT-50 bring TRS up to the minute and relevant to standard layouts in other formulas. That's an important factor in ensuring we get an exciting field of drivers on the grid come next summer, from both New Zealand and overseas; in effect it gives us a bigger talent pool to draw from."

That idea of relevancy is an important one when you consider where many TRS alumni are now competing.





“Then as now, the TRS has been a great proving ground for local talent. Young Kiwi TRS graduates are competing around the world. Brendon Hartley in Le Mans prototypes, Mitch Evans in GP2, Richie Stanaway in GP3, Earl Bamber in Porsche Supercup, as well as Nick Cassidy. Factor in the likes of Daniel Gaunt and Shane van Gisbergen in V8s and you have six or seven guys all doing fantastically well overseas, and all of whom developed their early craft in TRS. I think that’s remarkable for a country the size of ours.”

Of course, international drivers have also always been an important component of the TRS field, with recent changes giving the local championship much more viability for Northern Hemisphere-based drivers.

“In the early days the calendar was spread over five or six months. We’ve had international drivers competing from the very start, but through the early 2000s it was always in twos and threes,” says Barrie.

“Now that we’ve contracted the schedule down to a tight seven-week calendar, the TRS championship fits nicely into a window for international drivers during their winter off-season. As a result the demand from offshore drivers has increased hugely.”

Daniil Kvyat, now racing in F1 with



The Italian-built engines will remain for the new FT-50 generation cars



Toyota Racing has a full-time carbon fibre technician on hand



New steering wheels will incorporate paddle shifters for the first time in TRS cars

Torro Rosso, and Red Bull Junior Alex Lynn are two examples of the many international drivers who have competed in the TRS championship, providing exciting racing on New Zealand circuits during recent seasons.

While Barrie says it’s the nature of motor racing that he and his team never know until the 11th hour quite what sort of field will line up for any one season’s inaugural race, watching drivers develop not only through a single season but as their careers progress is always an exciting prospect.

“Motorsport certainly has its ups and downs; it’s influenced by external factors much more than you’d imagine,” concludes Barrie. “But overall we’ve enjoyed remarkable consistency through the years. The series’ reputation continues to grow internationally and remain relevant to what’s going on in the wider world of motorsport.”

“And at the end of the day we’re still fulfilling the ideals that Toyota New Zealand put in place when the TRS was first developed – fostering young Kiwi talent in a format that leads to enormous opportunities on the world stage.”



DEEDS NOT WORDS

REACHING INTO SUB-ANTARCTIC WATERS, AND FOLLOWING THE GREAT LEAD OF SIR PETER BLAKE, 12 INTREPID YOUNG KIWIS SET OFF FOR AN ADVENTURE OF A LIFETIME - DISCOVERING THE AUCKLAND ISLANDS.



The 12 were selected to participate in a two-week voyage playing a key role in undertaking the vital surveying and planning work for Blake Station; a sub Antarctic climate research base.

This new research station will allow New Zealand scientists and worldwide agencies to work together towards understanding the effects of ocean and climate change, as the world warms, and what the impacts will be on New Zealand's environment, biodiversity and economy.

These young leaders were joined by a crew of scientists, business and community leaders, communicators and adventurers from government agencies and organisations across New Zealand. The sub-Antarctic mission, was the second of its kind since The Sir Peter Blake Trust was formed and a chance

to follow Sir Peter Blake's footsteps in a once in a lifetime adventure to one of the planet's unique and most special places.

Its aim was to inspire New Zealanders to understand the global significance of the Southern Ocean and sub-Antarctic islands and the role they play in understanding and monitoring the effects of climate change. The Sir Peter Blake Trust backed the expedition, together with the Royal New Zealand Navy, the Department of Conservation, the New Zealand Antarctic Research Institute, NIWA, the Ministry of Education, the Ministry of Youth Development and the Lion Foundation.

The expedition was part of the greater Young Blake Expeditions programme, which aims to follow in the footsteps of Sir Peter Blake,

and mobilise and inspire the next generation of Kiwi leaders, adventurers and marine environmentalists.

This expedition visited the Auckland Islands during summer, amidst wet, cold, windy and cloudy conditions where the mean temperature is between 7 and 11 degrees Celsius. The extreme and unpredictable weather in the area contributes to the islands' rich history - including attempts at settlement, dozens of shipwrecks and incredible stories of survival.

New Zealand's sub-Antarctic islands consist of five isolated island groups - the Snares Islands, the Auckland Islands, Campbell Island, the Antipodes Islands and the Bounty Islands.

The Auckland Islands lie about 465 kilometres south-south-east of



New Zealand's South Island port of Bluff and are the largest in the group with a combined area of 625 square kilometres. These uninhabited islands are a protected nature reserve, administered by the Department of Conservation.

The islands have a wide variety of unique plant and animal life, including seabirds, land birds, invertebrates and sea lions covering an area of about 484,000 hectares in the Southern Ocean.

The young ambassadors have now returned home, ready to inspire other Kiwis to care for and act on environmental issues, so that future generations of Kiwis can swim at clean beaches and enjoy seeing beautiful seabirds and marine life in our harbours.

Sir Peter Blake's legacy lives on through The Sir Peter Blake Trust, which is inspiring youth with his vision to be guardians of the environment through the adventures and opportunities presented by the trust.

Sir Peter Blake's life as a yachtsman,

adventurer, leader and guardian of the environment was tragically cut short on 5 December 2001. Those who knew him vowed his work would live on, and out of this emerged a determination to forge a living legacy that stayed true to Sir Peter's philosophy of 'deeds, not words'.

The trust was launched on 25 June 2004 and identifies and

The expedition was part of the greater Young Blake Expeditions programme, which aims to follow in the footsteps of Sir Peter Blake, and mobilise and inspire the next generation of Kiwi leaders, adventurers and marine environmentalists.

celebrates the next generation of New Zealand leaders, adventurers and environmental stewards.

Almost a year ago The Sir Peter Blake Trust received a Toyota Corolla as part of the 25 year charity give a way promotion initiated by Toyota New Zealand. The Corolla is regularly parked in strategic parking spaces in central Auckland in

the viaduct Harbour, and utilised by the trust for a number of different purposes, allowing trust members to get out and about around New Zealand, engaging with schools and communities on leadership and environmental activities.

For example, in April a team drove the red sock Corolla to Wellington, where they hosted the national Sir Peter Blake Youth EnviroLeaders Forum, with 50 of our country's most promising young leaders focused on understanding ocean health and climate change.

In June as part of the Sir Peter Blake Leadership week the trust will be mobilising

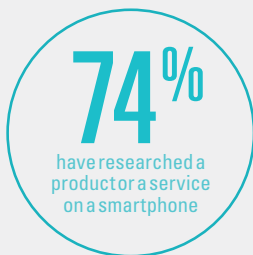
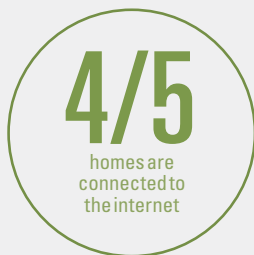
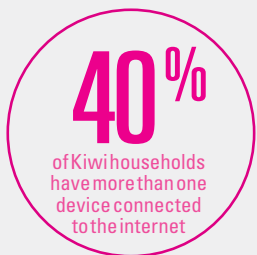
a Dream Team using inspirational kiwi leaders schools inspiring your New Zealanders to dare to dream and then act on their dreams and make them happen. Led by the Governor-General, the trust aims to get to over 16,000 Kiwi kids in an hour with around 300 inspirational Kiwi leaders.

A better tomorrow starts today...



the Personal touch

In today's evolving digital world the web is one of the best places to showcase the Toyota brand and its franchise products.



Now Toyota website visitors can enjoy some new functionality with an exciting, fresh design and a clean look and feel. The site is now optimised for both tablet and mobile devices.

The objective of the redesigned site is to create a more user-focused experience and to simplify yet enhance the information that searchers are looking for.

The imagery is larger, cleaner and not just about the vehicles themselves but it's more about vehicles in situ, backed up with customer endorsements and media rich YouTube clips and videos.

Models are grouped as families rather than in isolation, giving customers a more holistic view of the model and range options available. Features have the benefits and advantages clearly outlined so no technical jargon is left unexplained. Vehicle specifications are written more clearly in an easier way to understand, broken into areas like transmission, mechanical specifications

and brakes and suspension.

The exciting new functionality includes a new vehicle explorer which gives customers the ability to search for vehicles across the range that meet their requirements. It also provides them with the ability to compare different vehicles at the same time, based on characteristics such as price, fuel economy and towing capacity.

This allows flexibility while searching. Customers can see full 360 degree views of their chosen models in each of the available colours to get quality views of the vehicles. The ability to select variants, options and accessories and receive confirmed prices gives visitors confidence to share the vehicles with co-decision makers or book test drives.

Another new feature is the model configurator – allowing additional customisation with vehicle accessory options. Accessory prices are then calculated to be included with the recommended retail price.

Finding your dealer has become a whole lot easier – with three options to find your nearest Toyota Dealer - "Your Dealer" in the footer, the dealer locator promotional tile, and smart search. This allows quick access directly to individual dealerships and new vehicle model pages.

New Zealanders online behaviour has changed radically in the past few years with the advent of tablet and smartphone technology. The new Toyota website sees major spikes in traffic in the evenings from iPad users – suggesting the we prefer looking for a new car from the comfort of our sofa or even our beds!

There's now quick access to preferred dealer's contact details. These are remembered by the browser every time a customer returns to the site.

The vision for the website redesign creates a digital environment that delivers personalised content and experiences, making owning a Toyota an even more valuable experience.

Shifting gears

Recently the Toyota franchise saw three of its long established dealerships change hands – in Auckland, Wellington and Balclutha. In the north, Giltrap Group sold its Auckland dealership to Rick Armstrong and it is now operating as Auckland City Toyota.

Auckland City Toyota



Rick Armstrong founded the Armstrong Motor Group in Christchurch in the early 1990s. Today the company has 11 dealerships in eight locations nationwide, employs more than 350 people and represents 20 authorised franchise brands from prestige to volume.

Rick says the opportunity to obtain such a high-profile business in the centre of Auckland, retailing New Zealand's number one selling car brand, was a "no brainer".

In the capital, experienced hand Tim Prescott is now at the helm of the Hutt Valley's two King Toyota dealerships.

King Toyota's operation will continue on the existing sites, with both having recently received major premises improvements and having excellent facilities for staff and customers. There are also plans in place to reimagine the Lower Hutt used vehicle showroom facilities.

Tim says King Toyota has been part of the Hutt community for many years and he intends to retain that identity.

"The close connection to the community, the great staff, the

unique culture and the tradition of great service will be built upon.

"The motor industry is one that we know, our relationship with Toyota New Zealand is great and we have a long association with the Toyota brand. That, along with the opportunity to further develop King Toyota in the Hutt Valley – an area that we believe has more potential to grow – makes this a very exciting time for us."

In the south, Campbells Toyota has now changed hands and operates as Cooke Howlison Toyota's Balclutha branch. Both have been strong contributors to the Toyota business for decades (Campbells since 1976 and Cooke Howlison since 1989), and both have won Toyota's dealer of the year award, Campbells Toyota winning the inaugural competition in 1985.

Cooke Howlison owner John Marsh says discussions started late last year with former owners Ross and Trish Campbell about the possibility of purchasing Campbells Toyota.

"Ultimately the decision was relatively

easy because the two companies had a lot in common: both had long histories spanning multiple generations, proud reputations within their local communities, highly motivated, loyal staff and strong financial performance."

The other factors were the close proximity of Campbells Toyota, being only one hour's drive from Dunedin to Balclutha, and former owners Ross and Trish being keen to stay on to continue working in the business.



The Giltrap team have made a massive contribution to the Toyota franchise in the past 25 years – retailing 29,000 vehicles, being the number one selling dealer almost every year and receiving various dealer of the year trophies for three successive years. They also won Toyota's prestigious President's Trophy for best in Customer Service in 2011. The Giltrap Group will, however, continue to operate Lexus of Auckland.

cool stuff

01

TREES PLEASE!

Unique Online Gift Ideas - Eco Friendly Tree Gifts. Stuck for gift ideas? Well done - you've found Trees Please!

Trees Please! tree gifts are beautifully packaged, eco-friendly gifts that are easily ordered online and delivered anywhere in New Zealand in time for any occasion such as birthdays, baby's arrival, as an alternative for flowers for bereavements or as a thank you. Giving should be this easy, with these all natural gift boxes. And being a living gift, it's a memorable gift as it keeps on giving year after year!

Trees Please! baby trees and plants are beautifully boxed and presented, with personalised card and care instructions. As they are pre-potted there is no immediate rush to repot or plant. When ready they can be potted or planted out and will become a long term living reminder of you or of a loved one. Gifts range from \$46.00 NZ + \$13 NZ delivery

AVAILABLE FROM:

www.nztreesplease.co.nz

CAMELLIA TREE GIFT BOX

PRICE: \$62.50 NZ + \$13 NZ delivery



SMALL GIFT BOX - NATIVE TREE

PRICE: \$46.00 NZ + \$13 NZ delivery



02

MURSE IPAD MINI SLEEVE - BRANDO

The modern man is highly mobile and having quick access to those important emails, files and apps is becoming more essential. Whether it be the dashing between lectures at University or closing those business meetings across town, the Murse iPad sleeve will provide the perfect carry case for your iPad mini. The Murse iPad mini sleeve is all about functionality and style.

QUALITY ASSURED

Inspired by tradition, our Murse products are an expression of our appreciation for the finer things in life, and the Murse iPad mini is no exception. Each iPad mini sleeve features genuine leather outer and suede lining to ensure your iPad fits snug and is well protected. Each is handmade in New Zealand by a master leather craftsman using traditional techniques. We pay close attention to detail whereby no two sleeves are the same. Sourcing the highest quality leather will mean that with time your Murse product will be worn in not worn out.

PRICE: \$129.00

VISIT: www.murse.co.nz

FEATURES

- Genuine Leather Exterior
- Genuine Suede Interior lining
- Completely Hand Made
- Made in New Zealand

DIMENSIONS

- Width: 154mm
- Height: 219mm



03

MURSE SMARTPHONE WALLET

Created to simplify your life, the Murse Wallet combines timeless fashion with modern functionality. The innovative, slim design features two pockets, which can be used for your cards, cash and smart phone device, keeping the latter well protected.

PRICE \$89.00

VISIT: www.murse.co.nz



04

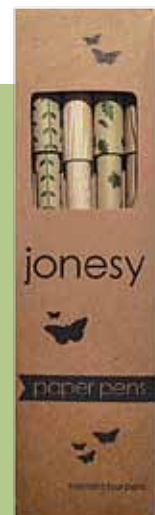
WIRE BOWL

by Madam Stoltz from Denmark. Wire bowl, white, 24 x 12 cm.

PRICE: \$34.00

AVAILABLE FROM:

www.qwerkyhome.co.nz



05

TRECYCLED PAPER PENS – FOREST MIX

Jonesy paper pens are made from recycled kraft paper and printed with environmentally friendly inks. Set of four in eco-friendly packaging.

PRICE: \$16.00

AVAILABLE FROM:

www.qwerkyhome.co.nz

cool stuff

06

TROPHY DEER – FRAMBOISE

New to the MIHO Unexpected Things range from Italy – trophy deer in lush colours. Buy more than one and you can mix the pieces up to create your own colour combo.

Trophy deer come flat packed requiring minimal effort to assemble and mount on your wall.

Dimensions: 39.4 x 29.8 x 37.2 cm

PRICE: \$99.00

AVAILABLE FROM: www.qwerkyhome.co.nz



07

KAREN WALKER VISIBLE

This season Karen Walker is working with the United Nations' ITC Ethical Fashion Initiative to create work in community groups of micro-artisans located in urban slums and disadvantaged rural areas of Kenya. The Ethical Fashion Initiative's motto is Not Charity, Just Work and its task is to promote sustainable business over aid dependency. Artisans of the Ethical Fashion Initiative are producing pouches for the latest Karen Walker Eyewear collection. A screen-printed pouch comes with every pair of Karen Walker Eyewear from the 2014 collection.

To give a glimpse into the world the work is coming from, it is the artisans themselves who are the stars of the eyewear campaign.

VISIT: www.karenwalkereyewear.com



COROLLA

Feels good inside



08

COROLLA SEDAN

Toyota Genuine and T Custom accessories help maximise the ownership experience of the stylish new Corolla Sedan. Whether it is to protect your investment or improve the functionality of your Corolla Sedan your local Toyota dealer has a range of accessories to suit.

EXTERIOR PROTECTION

1. Bonnet Protector

Protect the front of your bonnet from road debris with these custom fit easy to clean acrylic Bonnet Protectors. Includes stainless steel retaining clips and hardware to ensure they stay securely attached.

2. Weathershields

Allow fresh ventilation into the cabin while keeping the elements out. Constructed from a lightly tinted acrylic to reduce glare and are resistant to cracking and UV decolouration.

3. Headlight Protectors

Prevent damage to your headlights from road debris with these acrylic Headlight Protectors. They are resistant to cracking and UV decolouration and are easy to keep clean.

4. Mudguard Set- Black

Reduce splash and road grime with this set of front and rear Mudguards. Supplied in unpainted black ABS plastic for durability and can be painted to match vehicle colour.

INTERIOR PROTECTION

5. Carpet Floor Mats

Custom tailored for a superb fit, these high quality carpet mats will protect the floor of your Corolla Sedan from wear and tear.

6. All Weather Cargo Liner

Protect the boot floor of your Corolla Sedan with this all-weather cargo liner. Custom moulded to ensure a secure fit and made from a highly durable and flexible material.

EXTERIOR ENHANCEMENTS

7. Rear Boot Spoiler

This rear boot mounted spoiler is constructed from high quality lightweight impact resistant plastic and is contoured to follow the vehicle lines.

ROOF RACKS

8. Roof Racks

Carry excess luggage and equipment on the roof such as cargo boxes, bicycles, skis and kayaks using these Toyota Genuine Roof Racks.

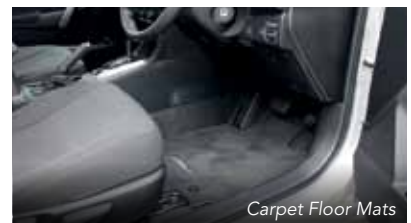
TOWBAR & ACCESSORIES

9. Towbar & Accessories

Tow with confidence with this fixed tongue towbar that has been thoroughly tested to Toyota's stringent standards, exceeding all New Zealand standards and specifications. Rated to 1300kg braked and 450kg un-braked maximum towing mass. Also available are a Trailer Wiring Harness, towballs and towball covers.



Bonnet Protector



Carpet Floor Mats



Rear Boot Spoiler



Roof Racks



Towbar & Accessories



THE
PURSUIT OF
AWESOME

Toyota Ambassador Cam Calkoen

speaks to crowds of people nationwide through sharing his dreams and inspiring others. "I believe in a world where everyone is presented with opportunity and our physical being is no barrier to succeeding with our dreams and aspirations. Dreams have taken the world to what we see today and it is aspiration that will take it into the future.

Being born with cerebral palsy, I guess you could imagine that life didn't start off so awesomely! Awesomely my parents decided to view this as a short term issue that could be resolved through a long term vision. The vision - to leave no stone unturned, ensuring that the way I walked and talked did not disable my quality of life, but rather be my passport to travelling the world.

To arrive at this realisation we all had to believe in the pursuit of awesomeness. In fact this is not just for those who face adversity; we all do, we need to step outside our comfort zones, ignore the little voices that say 'I can't' and ignite the ones that say 'I can' through striving toward a personal best each and every day.

Through the pursuit of a personal best we are able to achieve more than we ever thought possible.



For the past 10 years I'd been working for an incredibly effective charity that showcases many individual triumphs. These triumphs came through desire, passion, commitment, focus and action.

"where do you want to be in 1...2...3...4...5 years?" It's easy to get comfortable with what we did yesterday but if that process continues there may come a point where

tomorrow is not that exciting.

To know what we can do we've got to acknowledge where we have been and appreciate our

reality. For the past 10

years I've been working for an incredibly effective charity that showcases many individual triumphs. These triumphs come through desire, passion, commitment, focus and action. In packaging these into simple, lasting human truths I wish to inspire more people to pursue awesomeness and appreciate their reality.

All too often, if you ask someone what they have done during the course of a day, they will reply with something like, "Oh, just the usual". But on closer inspection this is seldom an accurate truth. The very act of 'making it through the day' means leaving your stamp on the individuals you interacted with... I encourage

people to do a personal stock-take and recognise the 'awesomeness generator': looking back at yourselves in the mirror.

I encourage you to start looking for awesome in the 'usual'. 'Awesome' might be the parents who have got the children off to school in the morning, or the postman who delivers the mail every day - rain or shine. It could be the barista who not only makes the perfect cup of coffee, but delivers it with a smile and adds a special little measure of awesomeness to their customer's morning. I believe that 'awesome' doesn't have to mean a person has conquered Everest on their morning jog, or reached the highest rung on the ladder of success before lunch.

I gave my first inspirational speech in front of the North Harbour Club, back in 2001. Afterwards, Ross Finlayson encouraged and thanked me. His words gave me the confidence to become a professional speaker and remain with me to this day. He said, "Well spoken Cam... very well spoken." It's the small things we do that are awesome.

In packaging the small things that have had big impacts in my life I'm pursuing 50 corporate and 20 school talks before the end of 2014. With this taking me throughout New Zealand and into Australia, the United States and parts of Asia I can't think of a better country to call home in order to fuel the performance this schedule requires.

People ask what I do to relax. Nothing beats jumping in my GT 86 and cruising down the East Coast of New Zealand. These two beauties positively absorb the adrenalin that builds from each and every speech. They give me the time I need to reflect, relax and re-evaluate to ensure that I'm continually moving forward.

I thank the wider Toyota Family for sharing this journey and encourage you all to believe!"



NESS

I was someone who was told that one of my biggest barriers would be the way I talk, therefore my personal best would come through studying and echoing the voices of the greatest speakers to ensure that the way I speak is my passport to travelling this world. I'm grateful every time I step up to a platform, and equally when I get to marvel at the wisdom of other speakers.

I've recently been fortunate to be in the audiences of two very distinguished New Zealanders who have been inspiring figures in my life. Each of them said words that echo where I currently am in my journey.

"If you're not challenging yourself, you're not progressing forward", and



— GOING TO — GREAT LENGTHS

**FOR THIS BUSY FORESTRY CONTRACTING COMPANY OWNER,
TOYOTA HILUXS AND LAND CRUISERS PROVIDE POWER AND
COMFORT BOTH ON AND OFF ROAD, RIGHT ACROSS THE FLEET.
MAKING WORK SEEM LIKE A WALK IN THE CLOUDS.**

By Cameron Officer





From a commercial standpoint, Rotorua-based forestry roading contractor Guy Gaddum believes very earnestly in two chief factors for success; talented staff who are team players and tools who are fit for purpose. On the former, Gaddum Construction Ltd currently employs 25, creating roading infrastructure for forestry projects in some seriously challenging terrain across the Bay of Plenty, south Waikato and up into the Coromandel district.

The company enjoys a solid reputation thanks to a top-down emphasis on safety and best practice, and, quite simply, some quality road building.

On the second factor for success, Guy firmly believes in investing in the right tools for the job; to that end he's a Toyota man through and through. You only have to look around his yard on the outskirts of Rotorua to see that.

"We've been purchasing Toyota Hiluxes and Land Cruisers since 2009 and I wouldn't look back," he tells me as we head towards Te Aroha (in his 2013 Hilux SR5 double cab, naturally) to have a look at one of his many ongoing operations.

Guy currently runs more than 10 Toyotas and even his wife Kylie drives a Prado. As a result he places a lot of faith in the local dealership.

"Dave and his team at Rotorua Toyota really know our business; they know our needs and where we take them day to day. They'll still sort the small stuff under warranty, but we also have a full-time mechanic on staff keeping everything running nicely."

Guy says that, at the end of the day, he has so much on his plate he doesn't want to have to think about what's getting him and his team where



they need to be; just that the vehicles of choice will do the job reliably.

The oldest truck on the fleet is nearing the 400,000km mark, underlining the fact that Guy and his crews go where the work is; spending long hours on the road on occasion to get to the forestry blocks where they're road-building.

"It's important that what our guys are driving every day is comfortable and has plenty of room. I don't want them feeling fatigued on the road; the Hilux double cabs tick those boxes.

"We also need lots of grunt both on and off the road; we often tow things like trailered diesel tankers for our earth-moving gear so we need pulling power on tarmac. But we also need sure-footed four-wheel-drive capability when we get into the forest where the roads are metalled and can often be very steep; nothing fazes these things though."



Despite being a manual transmission fan through and through, Guy admits he's enjoying the automatic featured in his recently updated Hilux.

"We've got about four autos in the fleet, but I think that number will grow over time. The automatic transmission paired with the 3.0-litre turbo diesel is beautiful to drive.

"I really like these machines; they offer bulletproof reliability and very good value for money. We get the best of both worlds: great local service from Rotorua Toyota backed up by a trusted international brand. That works for me."





Always the optimists!

It's the most grassroots level of competitive yachting and the training ground for many of New Zealand's leading yachties who have gone on to be world class sailors - like Dean Barker.

New Zealand's largest single class regatta of the year, the 2014 Toyota Optimist National Championships was held at Manly's Sailing Club on the Whangaparaoa Peninsula over Easter, with 275 sailors from five countries and 47 yacht clubs racing in up to 15 races over the five racing days.

New Zealand IODA president Angus Haslett said "The 2014 Toyota National Optimist Championship final day was a real thriller on both the open and green fleets. (The 'Green Fleet' is for the less experienced Optimist Class sailors, to encourage novices to attend their first Optimist regatta and to encourage their continued participation in Optimist racing.)

Competitors were treated to a great breeze peaking at 18 knots, testing the sailors strengths, particularly with the gusts and shifts that came through.

In the open fleet the top sailors mixed it up a bit by dropping back in most if not all races however consistency throughout the regatta paid off for Kohimarama Yacht Club's Scott McKenzie, who held his lead to take out the Ralph Roberts Trophy as National Champion."

13 year old Sam Bacon from Worsler Bay Boat Club finished in a strong 2nd place and Kerensa Jennings (Murray's Bay Sailing Club) took third place and first female.

In the Green Fleet, Kim Admore took the opportunity to run three races and Blake McGlashan used that to hold his lead to take the Sail One Easter Trophy for first place. Samuel Charles held second and Will Hadfield third.

Principle Race Officer, Harrold Bennett, ran the regatta with John and Linda Parrish creating 15 solid races for open and Kim Admore nine for green

fleet, creating the maximum number of races across a good range of sailing conditions at the Manly Sailing Club.

New Zealand is renowned for turning out world class sailors who produce great results. Our success as a sailing nation in the future depends on a strong and supportive environment for young sailors.

For many years Toyota has supported the development of talented young sailors through our sponsorship of the New Zealand Yachting Academy. We have also been involved in the highest level of sailing through our sponsorship of Emirates Team New Zealand.

As with previous years, our support in 2014 has extended to this regatta because we recognise that much of the future of New Zealand yachting is in the hands of today's young sailors who have competed at this year's Toyota Optimist Nationals.



SERVICE PLEASE



Ever felt disempowered by the vehicle service process? And feeling like you are in the hands of the service advisor where what happens at the other end is a bit of a lottery? Well, with **Toyota Care Servicing** that is no longer the case. You are now in the drivers' seat – so to speak!

When Toyota New Zealand's new website went live in February you may have noticed some changes to our service pages. There's now a suite of service products to suit your needs, from comprehensive service through to an oil change and safety check, and in between.

All work is undertaken by trained Toyota technicians, using Toyota Genuine Parts, and includes full electronic health and warranty checks. We will also adapt your service to ensure we include any additional requirements that may be needed at certain time or kilometre milestones. Your service advisor will explain these to you before any work is done. Also embedded in the service pages are simple service schedules for petrol and diesel vehicles as well as our nationwide* service menu that provides transparent pricing for all major maintenance work.

And this is just the beginning. Soon we'll introduce an 'easy quote' tool that gives you even greater transparency and the ability to pre-pay your service online. Watch this space.

*RRP's apply and dealers may vary from the menu at certain locations



A house renovation project meets social experiment in central Auckland transformed a cold and mouldy villa in one of the city's most desirable suburbs into a healthy and liveable home setting a new benchmark for the quality of New Zealand homes.



HRV
PURE
ENVIRONMENT
PROJECT

OUT WITH THE MOULD IN WITH THE NEW

BEFORE



AFTER



The project, was led by home solutions company HRV, which took the 110 year old villa at 45 Lincoln Street in Ponsonby, restored it to its former glory, and added top quality ventilation, heating and cooling solutions, and HRV's latest innovation – a Whole Home Water Filtration system, to create one of New Zealand's purest homes.

The drive behind the HRV Pure Environment Project came from the fact that the state of New Zealand's housing stock is in a poor and unhealthy condition. Most Kiwi homes fall below World Health Organisation standards. Many are damp, mouldy and poorly ventilated – signs of an unhealthy environment. The Pure Environment Project brought together likeminded Kiwi companies in the quest to create one of New Zealand's purest homes.

Toyota jumped on board the HRV Pure Environment Project this year to help New Zealanders make healthy lifestyle choices through promoting better living through sustainable choices, both inside and outside the home.

At Toyota, we champion sustainable practices through our leadership in hybrid technologies, support our suppliers and dealers in adopting sustainable solutions and, as an organisation, have attained New Zealand's highest level of sustainability certification. The house was auctioned and the auction winner will be able to continue their sustainable living wherever they go, thanks to Toyota's contribution of a brand new Toyota hybrid Prius c, our most fuel efficient car.



TIPS TO KEEP YOUR HOME HEALTHY THIS WINTER

- The World Health Organisation recommends a minimum internal temperature of 18 degrees celsius. Below 16 degrees celsius there is an increased risk of respiratory disease, so keeping your home warm will help to keep you healthy. Many of our homes were built before insulation was required to be installed and unfortunately many homes were never retrofitted with insulation. About 40 percent of the heat can escape through an uninsulated roof and 10 percent through an uninsulated floor. Having no curtains or badly fitted curtains also allows heat to escape. The most effective and important way to keep your home warm is to install insulation, particularly in the ceiling.
- The majority of New Zealand homes are ventilated passively (i.e. by opening windows and doors) and/or by the infiltration of outside air through the building envelope. Mechanical ventilation systems are increasing in popularity either as a remedy for condensation problems or as an addition to a modern, energy efficient home. Check to see if ceiling or underfloor insulation is required; this will need to be installed by qualified professionals.
- The installation of modern heat pumps will provide cost effective warmth.
- A home ventilation system can also improve air quality for a healthier home.
- A Good Energy Monitor provides the user with visibility of power costs, and if using a smart meter and there is unusual usage, alerts can be sent via email to identify easily where inefficiencies in power lie.
- Contaminants contained in water can be triggers for health problems in some people, such as skin irritations, dermatitis and eczema. Drinking water is not the only way you absorb water either – just washing clothes or bathing in unfiltered water may affect your skin and health.
- An HRV Whole Home Water Filtration system purifies every drop that enters your home with a world class four stage filter – no other home water filtration system in New Zealand goes to those lengths for your health.

SPECIAL READERS OFFER!

We want to get to know you more. By answering a few questions Believe magazine recipients can go in the draw to win a

HRV WHOLE HOME WATER FILTRATION SYSTEM VALUED AT \$2,795 RRP (GST INCLUSIVE)



To enter go to www.toyota.co.nz/believemag before 31 August 2014 and complete the communication survey. For full terms and conditions go to www.toyota.co.nz/privacy



GRASSROOTS RUGBY: **A** **CELEBRATION** **OF THE SEASONS**

THERE'S BEEN AN AWFUL LOT OF CELEBRATING IN TOYOTA GRASSROOTS RUGBY IN THE PAST YEAR OR SO ALL BECAUSE, WAY BACK IN THE DAY, SOME PEOPLE BELIEVED. RUGBY IN NEW ZEALAND STARTED TO GET REALLY ORGANISED BACK IN THE LATE 1880s. UP AND DOWN THE COUNTRY YOUNG MEN FORMED CLUBS AND STARTED TO PLAY AGAINST ONE ANOTHER.

Fast forward to the second decade of the 21st century, and an incredible number of those clubs are still with us. Many are celebrating their 125th Jubilee and some clubs are older.

Last year Christchurch Football Club celebrated its 150th. It had started off playing with the round ball but changed to the oval one soon afterwards. The North Club also celebrated their 140th.

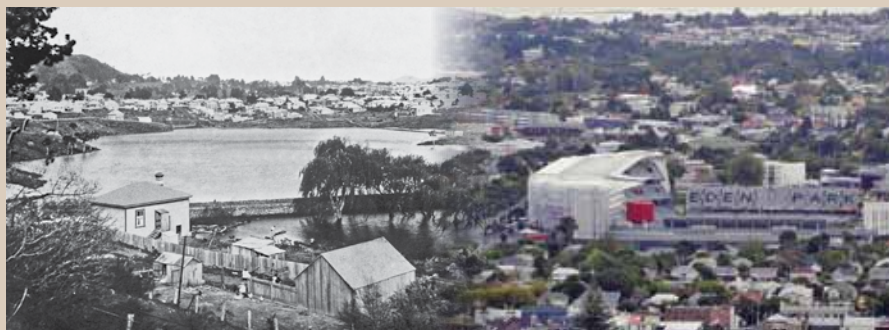
One of our favourite stories of 2013 came from Ohaupo, a country club in Waikato. Despite having produced no All Blacks and no Waikato reps since the mid 60's, the Ohaupo Club has been providing rugby for the boys, girls and young men of the district for 125 years.

The club is proud of that, and rightly so. For a century and a quarter it has been making a difference in its community. Colin Meads was a special guest at its celebrations which was the icing on the cake!

2013 also saw 125th celebrations in Bombay, Opotiki, Cromwell, Roxburgh, Kaikoura, Excelsior, Hunterville and Mercury Bay.

This year Eden Park also got in on the act. It started its life as a swamp, then in the early 20th century the swamp was drained. The first rugby match was played there in 1914. To mark the 100th anniversary Ponsonby and North Shore, two of the oldest clubs in Auckland, played a special game at Eden Park. Both teams were excited by the opportunity – for some it would be a once in a life time event!

We caught up with Bryan Williams (former All Black and Ponsonby's Director of Rugby), who has been involved with the Ponsonby Rugby Club for over 50 years and has some great memories of winning Gallaher Shield matches on Eden Park, something the club has done some 33 times! He is still



very active in the club and can be seen on game days putting out the flags etc.

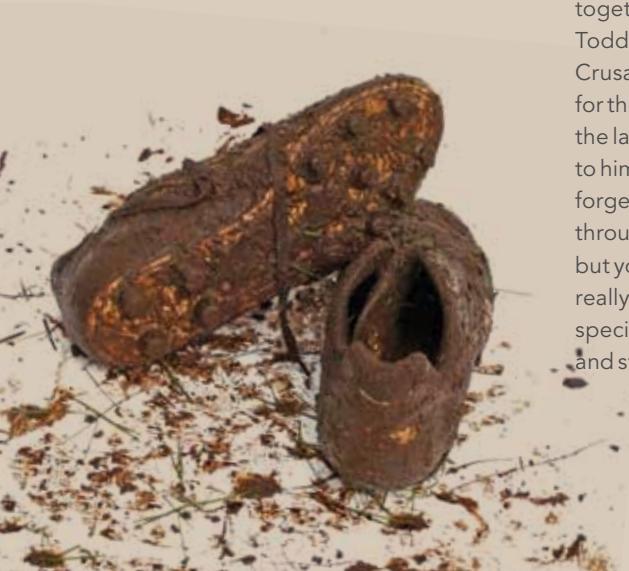
Ponsonby has its own celebrations this year, commemorating 140 years of the club.

Another of those memorable clubs is Collingwood, located on the western shore of Golden Bay, population 250, and celebrating its 125th this year. Memorable because the weather was atrocious and the opposition bus broke down on the Takaka Hill and they had to call on Collingwood to get them to the game on time – that's working together! And memorable too because Todd Blackadder (All Black #947 and Crusaders coach) was there! He played for the Collingwood Club for four years in the late 1980s. On what the club means to him he had this to say: "You never forget where you come from - you go through, you take your opportunities but you always go back to your club it's really nice, it's something that's quite special!" Collingwood beautiful, remote and still going strong after 125 years.



And we mustn't forget to mention the hundreds of volunteers up and down the country who put in the hard yards to make a difference to their clubs and their communities and to ensure that our national game is really strong at the GrassRoots – we salute you!

It is a privilege to be invited into these clubs to share their special days and to learn about their traditions, club legends and best moments. We bring you their stories and more every week for the entire club rugby season and have been doing so since 1999 on SkySport, Rugby channel and Prime Television.





LIKE FATHER LIKE SON

Meet Marcus Armstrong, the newest driver in the Toyota Finance 86 Championship. He only joined the series at round five last month, in Taupo. He did rather well in his Neale Motorsport-run TR86, considering he didn't know the track at all: **two fifth places and a seventh.**

AN EXTRACT FROM DRIVEN - NZ HERALD

"We did go there pretty inexperienced," admits Marcus. "I'd never been there before and I didn't even have a chance to walk the track, because I had school the day before."

That's correct: school. Marcus is 13, a year nine student at St Andrews College in Christchurch. He's got a C-Grade motorsport licence. He just doesn't have a driver's licence yet. Racing in the TR86 Championship is quite an achievement for somebody of his age, although Marcus has been building up to this for a long time. He's been racing for over half of his life, starting in karts at the age of seven.

Last year Marcus won Formula Junior at the Kartsport NZ Schools Championship, the 100cc Junior Yamaha class at the Kartsport South Island Sprint Championship, the Arai Junior class at the Rotax Max Challenge and was third in Junior Stock Moto at the American SKUSA Supernationals.

This year, it's all about Europe. Straight after TR 86 at Taupo, Marcus was off to Belgium for the first round of the Rotax Max Euro Challenge karting series. Next school term there are races in Italy and Spain.

Marcus is the first to admit he has a few advantages that allow him to pursue a motorsport career: "Obviously financial help from my Dad is quite nice. There are no guarantees, but with that and reasonable amount of talent, you can go far. He's my father so wants me to be the best I can be – but if he didn't really think I was good I don't think he'd have paid for my racing."

Dad is automotive retail magnate Rick Armstrong, who owns dealerships in Christchurch, Wellington, Palmerston North and Dunedin. His product portfolio includes Mercedes-Benz, Chrysler, Jeep, Dodge, Land Rover, Jaguar, Fiat, Alfa Romeo, Nissan, Audi and Porsche. Last month he moved into Auckland, taking over the Giltrap Toyota business – now called Auckland City Toyota. Hence the new connection with the Toyota Finance 86 Championship.

Rick Armstrong is a racer himself, although he stresses it's only ever been for fun. A successful business enabled him to get into Porsche GT3 racing in 2001; it's a world young Marcus grew up around.

"I don't remember him missing a single meeting when he was little," says Rick. "When he was three he'd be there, trying to clean the car in between races."

Rick says it was clear that Marcus had talent right from the start in karts, at the age of seven: "In truth I held him back a bit at that time because I was worried about his safety. But when he started to drive he was up and running straight away."

Marcus reckons he got "quite



RICK SAYS IT WAS CLEAR THAT MARCUS HAD TALENT RIGHT FROM THE START IN KARTS, **AT THE AGE OF SEVEN**

good" around the age of nine, when he started to compete away from home base in Christchurch. By that stage he had experience not only of driving, but also of setting up a kart correctly for his driving style and individual tracks.

Marcus says his time driving in Europe for Dan Holland Racing this year has been a dream come true: "They're one of the top teams, so I've known about them for a long time.

"Karting is so much bigger than it's portrayed to be. Without a doubt it's much more competitive than the cars I'm racing at the moment: you have 70-odd drivers, 30-odd of whom could win. There's only two-tenths of a second between the front runners so you don't want to be one of the stragglers at the back.

"One thing I have learnt over there is that the driver has the most input. Before I went to Europe I thought that kart setup was more important than it really was. But over there, when you see all the data, you realise the driver is the most important element."

Marcus agrees that it's exciting to be on a track with young drivers

who may be tomorrow's Formula One stars: "Hopefully myself as well."

The TR86 series is an ideal step because it's so driver-focused. It's a true turnkey championship: all cars competing are essentially the same, based on the roadgoing version of the 86 sports car and built by Toyota Racing in Auckland. Some setup modification by teams is allowed, but under strict parameters. Primarily, TR 86 events are about driver skill – just like karting. The inaugural 2014 series comprises seven TR 86 rounds.

"To my knowledge we didn't change a thing (in the car setup) at Taupo, so it was all about my driving."

He's a 21st century boy: prior to getting into the driver's seat of the TR86, Marcus says he watched a lot of in-car video to try and get a sense of what the Toyota was like.

"But when I got there I realised it was completely different and nothing could prepare you. On the track it was all learning."

Marcus says the atmosphere among the TR86 drivers has been cordial to date. "It's very competitive, but they've all been nice to me. I'm not as experienced as them and they wouldn't expect me



to be. Overall they've been kind: no crashes, no tension, no rivalry. But it'll get more intense as time goes on."

A 13-year-old's metabolism burns hamburgers in fine fashion, but Marcus trains and diets much the same as any racing driver. He has a home gym and works out every day. He admits his youth gives him some leeway with food, but still avoids the takeaways: "I'd rather remain an athlete.."

Formula One is the ultimate goal. Failing that, racing Porsches in Europe would "definitely be on the cards".

There's no clear career path laid out yet. He'd love to do the Toyota Racing Series (TRS) next year: true open-wheel racing. But he'd also be happy in the TR 86 again: "It's a tight series and it would improve my abilities considerably."

There's still school, mind. No thoughts at this stage on whether he'll be at St Andrews for the duration: "I haven't had that discussion with my father yet. He's the one who'll make that decision. If he honestly thinks I can make it, we'll do everything we can. That may mean allowing me to leave school."

At the moment, Marcus is missing a class or two. Last term he had nearly three weeks away with karting in Europe and there will be more time away next term for Italy and Spain. So aside from fitness training and circuit studies, there's a bit of school homework to catch up on.

"Luckily, I have natural intelligence thanks to my parents," says Marcus. "So I'm not struggling (at school) at all."

Charm and supreme confidence: surely the makings of a world-class racing driver.



HE'D LOVE TO DO THE TOYOTA RACING SERIES (TRS) NEXT YEAR: **TRUE OPEN-WHEEL RACING**

READY FOR WINTER?

MOTORING TIPS TO
AVOID BEING LEFT IN
THE COLD THIS WINTER



1 Prevention is better than cure, so treat your car to a winter service. While all the service and safety items such as tyres, brakes and suspension components need to be checked, pay special attention to the engine cooling system. If the cooling system freezes it may destroy the engine and radiator so ensure that it has fresh coolant that can resist freezing.

2 With the rainy season here, get the wiper blades replaced if they show signs of deterioration (don't forget the rear one). Wipers that smear on the screen obscure vision and in extreme circumstances can scratch and damage the windscreen.

3 Do not use the wipers to clear ice from the windscreen as they can stick to the screen and rip the blades or even burn out the wiper motor. Instead, pour water from a tap onto the screen and use a plastic scraper to clear the ice.

4 You want to see and be seen in the grey of winter so check all the lights to ensure they are operating correctly.

5 Your vehicle's battery is susceptible to failure in chilly conditions. For this reason it's advisable to get its condition tested before winter. If it's weak in moderate temperatures, get it replaced, as it won't last through the colder winter conditions and could let you down at the most inconvenient time or in the most remote location.

6 Add a suitable additive to the windscreen washer fluid to prevent it from freezing or clogging up the washer nozzles.

7 If you're likely to be in a location that could experience snow and ice, have a set of snow chains on hand. Test your skills at fitting the chains at home, as even under ideal conditions they can sometimes be a challenge to fit. Don't be caught out in the snow without knowing how it's done.

8 Check that the heater, fan, rear demister and air-conditioning systems are operating correctly as they are essential for de-misting the windscreen and other windows, and keeping the cabin temperature to a comfortable level.

9 If you're heading out on a trip, it's worth keeping a torch, spare batteries, cell-phone charger, warm blanket as well as a few snacks and something to drink in your vehicle in case you are stranded in the snow. Also, if you are driving in unfamiliar territory a navigation system will come in handy to relay location co-ordinates to a recovery team in the event of a breakdown.

10 Keep your car's fuel tank as full as possible so that you can keep the vehicle running with the heater on if you are snowed in.

11 Ensure your car's tyres are inflated to the recommended pressures and that there's plenty of tread. The legal minimum tread limit for standard car tyres is 1.5mm but winter is not the time to take chances and we suggest that you start thinking of replacing the tyres when the tread is down to 3mm. Tyres need tread to disperse water, so the more tread a tyre has the safer it is. The legal minimum tread limit for snow tyres is 4mm.



the
PROFESSIONAL'S
TRADE*mark*

Tradespeople, logistics companies and other commercial operators are set to benefit from a suite of updates announced for the 2014 Hiace range.



The comprehensive 10 model Hiace line up offers flexibility to a variety of users, with the choice of three body styles, two engines and two transmissions and the option of three, six, or in the form of the ever-popular minibus – 12 seat configurations.

Upgrades include new frontal design elements including the addition of daytime running lights, new interior highlights such as revised trim and steering wheel controls, and the introduction of cruise control as standard across the range.

Toyota New Zealand General Manager of Product Planning, Neeraj Lala says, "The Hiace has proven through

successive generations to be a legacy model for Toyota. It's a nameplate that stands for spacious, reliable practicality and has been New Zealand's number one selling van for 21 straight years.

"We've added a variety of updates to the range for 2014 that increases its usability even more. Features like standard cruise control as well as convenient steering wheel controls, and even an ECO indicator for the automatic transmission to help drivers maintain better fuel efficiency, all contribute to making the Hiace a safe and functional vehicle to be used day in, day out for an enormous variety of tasks."

New for 2014, all models feature

redesigned halogen headlights with integrated daytime running lights. The grille treatment has been revised to give the van's nose a more modern look, while along the flanks, new seamlessly styled sliding glass partitions appear in the ZL and ZX model side doors.

Inside the cabin, a darker-coloured instrument panel gives the dashboard a more contemporary look, with a new three-ring gauge design giving the driver vital information that is easier to read on the move. In the centre console, the controllers for heating and air conditioning have been reconfigured as three distinct dials.



The new four-spoke steering wheel houses controls for the audio system and cruise control, which is now standard across the Hiace range. Below the dashboard the accelerator pedal has been shortened to accommodate drivers who wear larger work boots, while above, the electrochromatic rear vision mirror dims automatically to avoid headlight 'dazzle' from behind and also houses the screen for the reversing camera.

The Multi-Information Display gives the driver vital trip information and every Hiace features an MP3-capable audio system that includes AM/FM radio and single CD functionality, as well as the bonus of USB and auxiliary connections for external devices. Similarly all Hiaces feature safe, convenient technology for drivers continually on the go, like Bluetooth hands-free calling and audio

streaming capability, as well as voice control for the audio and phone systems.

Out on the road, the retuned suspension is noticeable immediately. The characteristics of the Hiace ZL's and ZX's rear leaf springs have been refined and the damping force of both front and rear shock absorbers have been tuned to improve stability, control and ride comfort. As always the Hiace boasts a commendably tight turning circle regardless of iteration; 10 metres for the ZL and 12.4 metres for the larger ZX and minibus versions, making it an effortlessly manoeuvrable vehicle even in tight, congested urban environments.

Underlining the flexibility of the Hiace range, the ZL offers owners a huge degree of choice. The ability to option the ZL with either the 111kW, 2.7-litre petrol or the 100kW, 3.0-litre

turbo diesel, an automatic or manual transmission and in either a three- or six-seat configuration – with a handy second row of seating that easily folds forward out of the way when not needed – means there is a ZL for every use; six variants in all.

Powered by the gutsy 3.0-litre turbo diesel, the ZX remains a dedicated cargo-carrying workhorse, giving the driver 300Nm of torque and the ability to comfortably fit more in the back, with a long, wide, clear floor space (540mm more than the ZL) and – thanks to the ZX's higher roofline – 300mm load space height too.

The 2.7 litre petrol engine records a combined average fuel economy of 12.1L/100km with the manual transmission, and 12.3L/100km with the automatic. The 3.0 litre turbo diesel engine records between 8.0L/100km (manual ZL) and 9.2L/100km (automatic ZX and minibus).



The new ECO indicator featured in models with automatic transmission helps drivers achieve the optimal fuel economy too. Add to this the ability to check fuel consumption information through the new Multi-Information Display system, and the Hiace range proves a robust option for fleets.

Like the ZL, the ZX features a low loading level, making loading and unloading safer and easier, along with an integrated rear step bumper and multiple tie-down hooks throughout the cargo bay. The total load capacity for the ZL is 6000 litres, while the ZX has 9800 litres of available space.

The versatile 12-seater minibus benefits from a low sill level as well. At only 380mm off the ground, this allows passengers to enter and exit the rear passenger space through the side



door comfortably and safely, aided by the step light and higher side door design boasting more headroom for those entering and leaving the van.

While the ZL and ZX models are predominantly designed to make the most of available cargo space, rear seat comfort is paramount in the minibus. To that end, a grand total of 12 ceiling-mounted air vents (nine throughout the rear and three centrally housed) keep the air fresh and cool on longer trips. Every seating position in the minibus also features a three-point ELR seatbelt and a grab handle.

Other practical touches abound; all Hiaces benefit from the half-bonnet aperture up front, which allows for basic service maintenance of brake fluid, engine coolant and washer fluid reservoir levels, along with side and rear UV glass to help protect occupants and transportable goods from the harsh Kiwi sun.

And because every Hiace driver expects something unique of their van, Toyota's dealer network provides a wide array of accessories: a roof rack system, 15" alloy wheels, a protective clear film that protects the bonnet from stone chips, hard-wearing acrylic weathershields and Hiace-specific nudge bars, rear bull bar systems and tow bar kits are all available as options, as are practical additions to the van's interior like cargo barriers, all-weather floor mats and deck liners, a first aid kit, fire extinguisher and more.

Toyota New Zealand General Manager of Sales and Operations, Steve Prangnell says, "Van sales have increased by 26 percent in the New Zealand market in the past decade, which shows there is continuing high demand among tradespeople and businesses for the space and versatility that a van offers.

"And within that market, Hiace is the clear leader. Not only does Hiace enjoy an impressive 41 percent market share, it is far and away the model of choice, with the next most popular brand achieving only a 14 percent share of the market.

"The updates introduced for the 2014 Hiace, coupled with the flexibility and value for money this line-up continues to offer commercial and private owners alike, suggest that its reputation as a popular, trusted and ultimately practical business tool will remain as strong as ever."

The 2014 Hiace range will be on sale in quarter one 2014 through New Zealand's Toyota dealer network.



Toyota believe -
you've seen the tv
commercials, but what
is Toyota believe all
about...Toyota's success
with customers and its own
people we attribute to the
core beliefs that flow from the
Toyota Way, in New Zealand
the Kiwi Way.

Toyota's actions are guided by eight **core beliefs** which are the differentiating point for customers, staff, in our products and in our service. Toyota in New Zealand expresses these beliefs in practical ways;





We believe everyday's an opportunity to improve

We strive for continuous improvement in everything we do. It's not a mission statement we hang on the wall. It's the way we do things. We believe there is no best – only better.



We believe if you dream it, you can do it

We will continue to set ourselves seemingly impossible goals and continue to strive to achieve them. For example, Toyota's hybrid technology from a goal of trying to build a car that would set a new standard in energy and reuse. Another example is the innovative iQ, a smaller city car that doesn't compromise on interior space or safety. Our latest goal is to build a car that makes the air cleaner as it drives. Of course this may sound impossible, but none the less, our engineers are aspiring to do just that.



We believe a better tomorrow starts today

We must always think of the long term social and environmental consequences of our actions and constantly work towards a better tomorrow. We know that although motor vehicles can transform lives and communities for the better, they also can have a detrimental effect on natural resources, carbon emissions and quality of life. And, mere concern is not enough; we have to take responsibility and do lots of small and not so small things today, to help make a difference in the future.



We believe in respecting others

We listen to our customers, our dealers and New Zealanders as a whole to help determine our course. Internally we have many forums for discussion; externally we survey all customers at least twice during their ownership of a new or Signature Class vehicle. We welcome feedback to Toyota's unique Customer Dialogue Centre. We also endeavour to honour each other and our customers by acting with courtesy and integrity in all our dealings. We respect the time and priorities of others by being efficient and communicating as clearly and simply as possible; and treat our customers as guests and serve them in the manner they desire and deserve.



We believe in trying to make a difference

The core of Toyota's business is making vehicles that help people to lead better lives. Whether that's simply transport to get to work, school or to carry out a job, or simply a lifestyle vehicle that enriches a family's life, we try and make vehicles that make a difference. It also means we will support causes that make New Zealand a better place with Toyota NZ supporting organisations such as Parents Inc.



We believe good things stand the test of time

Every day, we build quality products. We expect our cars lives to be measured in decades and hundreds of thousands of kilometres of motoring. Because it's over that lifetime of use, that our customers experience the real value of a Toyota. In the event that something goes wrong, we stand behind our products with comprehensive warranties, a well-trained dealer network, a dedicated 24/7 Customer Dialogue Centre and a parts operation which will supply parts (from stock 95% of the time) for the life of each vehicle.



We believe in working together

The Toyota team satisfies its customers by working together – designers, engineers, production workers to Toyota New Zealand, Toyota Financial Services to dealer sales, service and parts – all are critical components to a successful outcome. With the underlying philosophy of respecting others, the entire Toyota team works on a basis of mutual trust and co-operation. For us, Team means: Together Everyone Achieves More.



We believe in going the extra mile

We will go the extra mile to deliver our customers an outstanding level of service that matches our outstanding product quality. Consequently we train our dealership staff with the technical skills and product knowledge to ensure they can do just that. And if something goes wrong, we provide a Customer Dialogue Centre to help resolve their issue. Ultimately we want to earn the loyalty and trust of our customers so they keep returning for a long-term business relationship with Toyota.

THE NEW 2014



THE NEW HILUX RANGE IS HERE, AND IT'S OUR BEST YET. HERE'S THE PROOF. ALL 4WD MODELS HAVE A 5 STAR ANCAP SAFETY RATING WITH VSC AS STANDARD, WHILE CRUISE CONTROL IS AVAILABLE ACROSS THE RANGE. WE'VE ALSO INTRODUCED 5 SPEED AUTOMATIC TRANSMISSION AND 175KW V6 PETROL ENGINE OPTIONS.

 **TOYOTA** | *Believe*

HILUX RANGE



WITH SATELLITE NAVIGATION AND REVERSING CAMERA AS STANDARD IN THE SR5, DISPLAY AUDIO IN ALL MODELS, 3-POINT CENTRE SEAT BELT NOW IN ALL DOUBLE CAB MODELS, AND AN IMPRESSIVE 12 MODELS AVAILABLE ACROSS THE ENTIRE RANGE, THERE'S A PROVEN WINNER FOR EVERYONE.

SEE THE NEW 2014 RANGE AT TOYOTA.CO.NZ/HILUX

HILUX
NEW ZEALAND
PROVEN



This magazine was printed using mineral oil free ink (produced with a renewable resource, unlike traditional mineral oil based inks). The paper used to produce this catalogue is manufactured using Elemental Chlorine Free (ECF) pulp from responsible sources and is FSC® Chain of Custody Certified. Novatech is produced at the Nordland Mill which has FSC® Chain of Custody certification, ISO-14001, Eco-Management and Audit Scheme (EMAS) and also holds the EU Flower.