

# mitsubishi

## 380 VRX

Story Louis White

Australia's car market is considered the most competitive in the world. There are 55 brands selling just fewer than one million new cars each year. Compare that to the US market (32 brands selling 17m new cars) and Europe (70 brands selling 15.7m new cars), and you can see how Australia's market may become somewhat strained in the near future.

How will all these brands survive? While there are no guarantees for the future, Mitsubishi has gone to great lengths to ensure that the 380 VRX will continue to be a leading player in the market. In a class that includes the Commodore and Falcon, the 380 VRX is a powerful car to drive.

A slight push on the accelerator, and you immediately feel the force associated with a V6 3.8-litre engine. Its high clutch is something that takes a little time to adjust to, although you certainly feel as if you are in a car built for power and speed.

The car is a combination of Australian and Japanese technology. The V6 uses a single cam per cylinder bank, the same number found in most twin-cam engines as each single cam operates four valves per cylinder. The result of this is that while the 380 VRX lacks the turbocharger effect, it has great fuel injection, resulting in good power throughout.

The car is easy to drive and handles smoothly. For a big car with front-wheel drive, the cornering is fluid with good grip and balance. It's one of these sporty numbers in which you need to constantly monitor the speed at which you are travelling to ensure you're not out-racing the speed zones.

But let's step back and take a look at the car. At first glance, it looks like a big family-sized car. There is ample space inside with plenty of leg room. The interior is very comfortable with sports-style driver seat, built with six-way power control to accommodate all driver shapes and sizes.

There is climate control air-conditioning, power windows, cruise control, trip



computer and MP3 compatible six-disc CD player. The dashboard controls light up appropriately, and are simple to use and navigate. At night everything is illuminated in an iridescent blue. The boot is a decent size, although the range of movement allowed for opening it could have been wider.

Standard safety features include dual front and side airbags, ABS brakes with electronic brake force distribution and traction control. It also has a factory alarm and immobiliser. When it comes to unlocking the car, you need to push the keypad twice, but only once when locking.

The car is definitely suited to a family that wants torque, safety and reliability. Mitsubishi has taken the development of the 380 VRX to at least the same level as its three main competitors. There is no doubt that the 'new player' in the market will face stiff competition from Toyota, Holden and Falcon, but what should weigh in its favour with the Australian market is its 'underdog' status. It is priced from \$38,490. ●

### COMPETITORS

- > Toyota Camry Sportivo (priced from \$31,650)
- > Ford Falcon XR6 Turbo (priced from \$39,710)
- > Holden Commodore SV6 (priced from \$39,990)

### ACCESSORIES



Sports-style front and rear bumpers



Multi-function centre display



Steering wheel remote controls

### AN OLDIE, BUT A GOODIE

Jacob's Creek is producing beautifully made wines that cater to a loyal worldwide following.

Story Paul Foster

If Grange is our most celebrated wine, Jacob's Creek is our most successful. Over the past 25 years, the Jacob's Creek Shiraz Cabernet has become a worldwide favourite, and today is sold in 65 countries. Yet its very success seems to have worked against it, and one senses a hometown prejudice towards the Jacob's Creek label. This is a shame because all of the wines in the evolving Jacob's Creek portfolio are made with a commitment to quality; it's crazy not to look closely at them.

Take the Jacob's Creek Reserve Shiraz and its companion, the Reserve Cabernet Sauvignon. The Shiraz can be bought at your local for as little as \$13.99, and the Cabernet for \$14.99. But price isn't the point. It's the fact that both are good wines. They are impeccably made; way better than the hundreds that sell for upwards of \$20, and each is an excellent expression of what it is meant to be: a rich warm-climate Shiraz and a deep, disciplined and full-flavoured Cabernet. Neither is particularly complex, but both are lovely to drink.

However, it's a Jacob's Creek super-premium red I really want to shout about: the Orlando Jacob's Creek Centenary Hill Barossa Shiraz 1998. It is a serious Shiraz, up there with the Barossa's best, and is now nudging maturity. Plum pudding flavours – prune, nuts and peel – are starting to show in its blackberry depths and while it's a red with muscle, the palate is smooth and textured. It is beautiful now, but should easily cellar 10 years more as balance is its essence.

Like a number of Australia's top Shiraz, Centenary Hill is a single-vineyard wine. It is made from grapes grown on vines that are some of Orlando's oldest and the vineyard, close to the town of Tanunda, is on the flat beside the gully that's called Jacob's Creek. The 'centenary' part of its label acknowledges the work of the Gramp family, and recalls Fred Gramp's planting in 1947 of a Moreton Bay fig on a hill near the spot where grandpa Johann established the valley's first commercial vineyard in 1837. Centenary Hill retails for about \$55, not a lot for wine of such quality. ●

Paul Foster was, for 10 years, the Winemaker at The Wine Society and continues to participate in its wine education and wine judging programs. Contact The Wine Society on 1300 723 723.

### JACOB'S CREEK RESERVE SHIRAZ 2003



Bright crimson colour. Aromas of blackberry fruit and sweet spicy oak. Rich middle and pleasantly grippy finish. Will do the right thing by barbecued lamb. Cellar up to four years.

RRP \$13.99 (approx)

### JACOB'S CREEK RESERVE CABERNET SAUVIGNON 2002



Purple. Plum and cedar nose, some leafiness. Terrific tannins, dusty and drying, that frame and hold the fruit. Good depth, fair length. A rare beef red. Cellar for four-plus years.

RRP \$14.99 (approx)

### SLOW WINTER LUNCH

Visit the banks of the mighty Murray River on 9 July 2006 for the inaugural Slow Winter Lunch. Think braised meats, gnocchi, bold red wines to warm the belly and great music to soothe the soul.

The idea behind Slow Winter Lunch is about taking some time out on a Sunday afternoon, meeting for lunch in a great location and enjoying the food grown, produced or cooked by food lovers from Albury Wodonga and beyond. There will be music provided by a live band, and the visual entertainment of food being prepared all around the well-heated marquee. Call (02) 6058 2996 for more information.

The organisers of the event, Hume Murray Food Bowl, is a network of food and wine producers, growers, restaurants, cafes, delis and wineries in the Albury Wodonga region.

### WINE CONNOISSEURS TAKE NOTE

If your enthusiasm for wine spills over into the boardroom, here is an innovative solution for keeping your investments at their optimum level of preservation.

EuroCave has specialised in wine storage for 20 years; its cabinets stay at a constant temperature, do not vibrate and protect wine from harmful ultra-violet light. The compact cabinets can be custom-fitted to suit just about any room in the home or office, and offer a stylish range of glass, stainless steel and leather finishes.

Craig MacPhee of EuroCave is enthusiastic about introducing the new finishes to wine lovers. "I think the sleekness and versatility of the stainless steel will really appeal to anyone with a passion for wine and a contemporary looking home or commercial space," says MacPhee. Visit [www.eurocave.com](http://www.eurocave.com) to view the latest contemporary designs.



# member benefits

## LOOKING TO SAVE MONEY ON A HOME LOAN?

As part of the member benefits program, Chartered Accountants are entitled to a special Home Loan Package from AMP Banking. This could save you substantial amounts of money when buying your first home, refinancing an existing loan, or investing in property.

This Home Loan Package\* offers a saving of up to 0.75% pa off AMP's Classic Variable Rate, and as a Chartered Accountant, AMP will waive the annual fee of \$330 permanently. See the table for a more detailed breakdown of the rates that are available to you.

AMP will allow you to structure a package that's best for you, including the right to make additional repayments on fixed rate loans of up to \$10,000 per year without penalty.

As a Chartered Accountant you are also offered maximum flexibility through a 'Master Limit' feature. For a small one-off fee of \$100 you will be given an overall maximum amount which you can borrow (called your 'Master Limit') and you are able to split this limit into different loan types or 'sub-accounts' to help you reach your financial goals.

If you would like to discuss this special home loan package with AMP, please call 1300 360 525 (9am-5pm AEST, Monday to Friday) and keep your Institute membership number handy. Alternatively,

visit [www.amp.com.au/icaahomeloan](http://www.amp.com.au/icaahomeloan), where you can get a pre-approved confirmation of your borrowing capacity emailed to you.

For more information on this and other discounts and offers available to you as part of the member benefits program, visit [www.icaa.org.au/memberbenefits](http://www.icaa.org.au/memberbenefits).

Loan amount	Variable rate	Line of credit	Fixed rate
\$100,000 to \$499,999	0.65% pa discount	0.65% pa discount	0.15% pa discount over \$250,000
\$500,000 to \$999,999	0.70% pa discount	0.70% pa discount	0.15% pa discount
\$1m and over	0.75% pa discount	0.75% pa discount	0.15% pa discount



\* Package benefits, including fee waivers and interest rate discounts, which are taken from AMP Banking's Classic Club interest rates, are current as at 1 June 2006. They are subject to change by AMP Banking at any time and only available for new customers, with no switching from the existing affinity package available. This offer is only available for loans greater than \$100,000; other fees and charges apply. Offer only available to current Chartered Accountants via the Affinity Banking team. Approval is subject to AMP Banking guidelines. The credit provider is AMP Bank Limited ABN 15 081 596 009, AFSL No. 234517, trading as AMP Banking.



## Mildura, Victoria



### Thurla Farms

### 1599ha - 3951acs. Strong Cash Flow, Diversity, Opportunity, Water

131ha high producing vineyard with contract. 404ha of irrigation at present, potential up to 809ha immediately. Diversity of business: melons, avocados, asparagus, irrigated & dry land cereal, hay & livestock. Opportunity for almond & olive production. Fish farm set up for cod production with estab. markets. Excellent supply of water from Lower Murray & option for large volume of grey water. Recently renovated 4 brm expansive home set in established gardens. Office with kitchen, 6 vehicle carport, workers amenities, workshop, packing, tractor, grain & shearing sheds. Records to support progressive management programme. Thurla Farms would suit a family enterprise or investors with management in place. It has been carefully managed and is ready to expand the current farm practices. Information Memorandum and CD available.

**Alex Jardine 0427 234 681 & Peter Taylor 0408 008 690 Mildura 03 5021 8888**

**Expressions of Interest Close 20 July at 2**

9075

## Your guide to what's on in Chartered Accountants Training & Development

### ACCOUNTING & ASSURANCE

#### Introduction to Auditing\*

Location	Dates
Melbourne	7 July
Brisbane	14 July

#### Audit of Real Estate Trust Accounts

Sydney	5 July
Melbourne	6 July
Brisbane	9 November

#### Auditing Self Managed Superannuation Funds

Melbourne	16 October
Newcastle	17 October
Canberra	19 October
Sydney	20 October
Brisbane	26 October
Adelaide	30 October
Perth	31 October

#### Accounting Update Series\*

Location	Dates
Sydney	23 October
Brisbane	13 November
Melbourne	20 November
Adelaide	27 November
Perth	28 November

#### Fundamentals of Auditing

Melbourne	6 October
Sydney	16 October
Brisbane	17 October
Parramatta	17 October
Adelaide	2 November
Perth	3 November

#### Financial Skills for Para Professionals

Brisbane	20 September, 11 & 25 October
Melbourne	18 July, 10 & 24 October
Sydney	14 & 28 September, 12 October

#### Audit Update for Public Practice

Location	Dates
Sydney	23 October
Brisbane	13 November
Melbourne	20 November
Adelaide	27 November
Perth	28 November

#### Preparing for an Audit

Sydney	24 October
Brisbane	14 November
Melbourne	21 November
Perth	29 November

#### Accounting & Audit for Not for Profit

Sydney	14 November
Canberra	15 November

#### Auditing Registered Clubs

Brisbane	22 November
Sydney	23 November

### BUSINESS MANAGEMENT

#### Fundamentals of Project Management

Location	Dates
Brisbane	11 July
Perth	22 August

#### Project Management Intensive

Brisbane	TBA
Melbourne	26 – 27 July
Perth	18 – 19 September

#### Powerful Questions that Every Director & Executive Must Ask

Melbourne	25 July & 22 August
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#### Fundamentals of Change Management

Sydney	17 July
Melbourne	30 August

#### Change Management Intensive

Sydney	21 & 22 August
Melbourne	14 & 15 September

#### CFO of the Future Series 2006\*

Strategic Revenue & Cost Management	
Sustainability	
Leading in the Finance Environment	
Building Business Relationships	
Professional Governance & Ethics	

#### Internal Audit: A Pragmatic & Value Adding Approach

Location	Dates
Sydney	22 September
Brisbane	19 October
Melbourne	20 October
Perth	20 November

#### Fundamentals of Business Process Re-Engineering

Location	Dates
Melbourne	TBA
Sydney	TBA

#### Sydney Melbourne

19 July	20 July
16 August	17 August
13 September	14 September
18 October	19 October
15 November	16 November

#### Business Process Re-Engineering Intensive

Melbourne	TBA
Sydney	TBA

#### Effective Budgeting/ Day One Reporting

Brisbane	15 September
Perth	28 September

#### Mergers & Acquisitions

Perth	17 November
Sydney	21 November
Brisbane	23 November
Melbourne	24 November

### PRACTICE MANAGEMENT

#### New Employees Taxation Workshop

Location	Dates
Perth	4 & 5 July
Melbourne	10 & 11 July
Brisbane	17 & 18 July
Sydney	24 & 25 July
Adelaide	26 & 27 July

#### Family Business – Understanding and Servicing their Needs

Melbourne	21 July
Sydney	24 July
Parramatta	25 July
Pennant Hills	26 July
Brisbane	27 July
Adelaide	31 July
Perth	1 August

#### Public Practice Program

Location	Dates
Melbourne	Self Learning Commences 11 July Workshop 5 & 6 September
Brisbane	Self Learning Commences 24 July Workshop 18 & 19 September
Perth	Self Learning Commences 17 August Workshop 12 & 13 October
Adelaide	Self Learning Commences 23 August Workshop 18 & 19 October
Sydney	Self Learning Commences 31 August Workshop 26 & 27 October

#### Practitioners Seminar Series

Location:	Date
Dandenong	November

### CONFERENCE

#### NSW

#### Business Valuation Conference

Location	Date
Sydney	14 September

#### Forensic Accounting Conference

Sydney	15 September
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#### New Zealand

#### Trans Tasman Business Leaders Conference

Location	Dates
Queenstown, NZ	20 – 22 September

#### SA

#### The Business of Wine

Location	Date
Adelaide	20 October

### TAXATION

#### Chartered Accountants Tax Update for Public Practice Monthly Series\*

Location	Dates
Sydney	July – December
Epping	July – December
Doncaster	July – December
Melbourne	July – December

#### Chartered Accountants Tax Update for Public Practice Quarterly Series\*

Newcastle	August – November
Canberra	August – November
Brisbane	August – November

#### Chartered Accountants Tax Update for Business Quarterly Series\*

Brisbane	September & November
Sydney	September & November
Melbourne	September & November

#### Chartered Accountants/TIA – Tax and Commercial Accountants Bi-Monthly Series

Hobart	4 August, 6 October, 1 December
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#### Choosing a Business Structure: The Tax Practitioners Toolkit

Sydney	18 August
Brisbane	24 August
Melbourne	28 August

#### Managing the Payroll Function

Melbourne	9 October
Brisbane	10 October
Sydney	11 October
Parramatta	12 October
Adelaide	16 October
Perth	23 October

#### Managing Tax Consolidations

Location	Dates
Brisbane	20 October
Adelaide	23 October
Melbourne	25 October
Sydney	27 October
Perth	2 November

#### Chartered Accountants Tax Atlas: Tax and Wealth Creation

Perth	14 November
Melbourne	17 November
Hobart	21 November
Adelaide	22 November
Canberra	24 November
Sydney	27 November
Brisbane	30 November

### FINANCIAL PLANNING

#### Asset Protection Planning & Estate Planning: Tax & Strategic Planning Issues

Location	Dates
Brisbane	4 September
Adelaide	5 September
Perth	6 September
Canberra	8 September
Dubbo	11 September
Moree	12 September
Port Macquarie	18 September
Tamworth	19 September
Rockhampton	9 October
Townsville	10 October
Cairns	12 October
Sydney	16 October
Melbourne	17 October
Hobart	19 October
Newcastle	24 October

#### Superannuation Update Quarterly Seminar Series\*

Location	Dates
Sydney	24 August, 23 November
Melbourne	21 August, 13 November

#### Graduate Certificate in Financial Planning

Location	Date
Distance Learning	Trimester 3 commences 18 September

### PROFESSIONAL EXCELLENCE

#### NSW Young Chartered Accountants Series

Topic	Dates
Goal Setting	26 July
Stress Management	23 August
Powerful Presentations	27 September
Team Work	25 October

#### VIC Young Chartered Accountants Series

Thinking on your feet	26 July
Teamwork	30 August
Presenting with confidence	27 September
Stress management	25 October

#### QLD Young Chartered Accountants Series

Presenting with confidence	13 July
Teamwork	15 August
Goal setting	20 September
Stress management	17 October

#### Communicate more Effectively using Emotional Intelligence

Sydney	13 November
Brisbane	15 November
Melbourne	28 November
Perth	30 November

#### Leadership Skills for Middle Managers Series

Sydney	13 July, 8 August, 4 September & 9 October
Melbourne	19 July, 23 August, 12 September & 18 October

#### Effective Writing for Business

Brisbane	10 November
Sydney	20 November
Perth	23 November
Adelaide	24 November
Melbourne	29 November

### TRAINING & DEVELOPMENT PRODUCTS

All Training & Development product prices include GST and postage and handling within Australia (where applicable)

<b>Title</b>	<b>Auditor Independence Checklist</b>
<b>Fee</b>	CD Rom or manual \$49.50 (Members) \$62.70 (Standard)

<b>Title</b>	<b>Monthly Superannuation Technical Paper Series</b>
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<b>Fee</b>	Ten paper package \$550 (Members) \$693 (Standard)
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<b>Title</b>	<b>cpe.tv</b>
<b>Fee</b>	Annual subscription Online \$550, CD Rom \$770

<b>Title</b>	<b>Business Elements for Chartered Accountants</b>
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<b>Fee</b>	Annual subscription CD Rom or audio cassette \$385 (Members) \$425 (Standard)
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Contact Vanessa Aguilar [vanessaa@icaa.org.au](mailto:vanessaa@icaa.org.au) or Clare Antico [clarea@icaa.org.au](mailto:clarea@icaa.org.au)

Additional Training & Development products are available on [charteredaccountants.com.au](http://charteredaccountants.com.au) under Training/Events and **Training & Development Products & Tools**.

**\* Course topics are also available as an In-House Training option**

Our expert trainers will tailor a program to suit your time, budget and training needs and conveniently deliver at your office. For more information contact **1300 137 322**.

For more information on Institute events, see below or visit [charteredaccountants.com.au/training](http://charteredaccountants.com.au/training)

NSW	VIC	ACT	WA	SA	QLD	TAS
Registration Desk	Belinda Martin	Registration Desk	Jodie Sarginson	Fiona McPhee	Natalie Fallon	Belinda Martin
Call 02 9290 5709	Call 03 9641 7400	Call 02 9290 5709	Call 08 9420 0404	Call 08 8113 5506	Call 07 3233 6522	Call 03 9641 7400
Fax 02 9290 2716	Fax 03 9670 3143	Fax 02 9290 2716	Fax 08 9321 5141	Fax 08 8231 1982	Fax 07 3221 0856	Fax 03 9670 3143