

FORD FAIRLANE GHIA.



HAVE YOU DRIVEN A FORD...LATELY?

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A NATURAL PROGRESSION.

Australia is an ancient land. With climatic and geographic conditions unlike anything else on Earth. It's hardly surprising then that Australia has developed not only some unique life forms but also a lifestyle that is all our own.

Nowhere is this more true than in the country, where the

land influences the way we live in many ways. Not least in the cars we drive.

In this testing environment one name is so well adapted to the conditions it has attained a near legendary status.

The name is Fairlane.

And the car that embodies this spirit today is Ford Fairlane Ghia.

The Fairlane name has long been associated with all that is best in town and country driving.

Likewise, the Ghia emblem has denoted vehicles of unsurpassed quality. Not only will Fairlane Ghia carry you over any distance in superb comfort, like any Ghia-badged Ford, it also takes you there in exquisite luxury.



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COUNTRY COMFORTS,

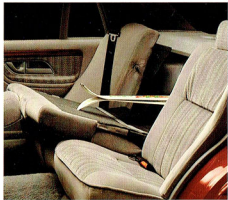
CITY SMARTS.

Interior accommodation provides ample room for the driver and up to four passengers.

Fabric colours are carefully co-ordinated, both with each other and the vehicle's exterior. Door trims in Fairlane Ghia feature the timeless quality of real wood inserts as a detailing touch. Seats are covered in a sumptuous 'Shadow' velour.

The driver's seat features five-way adjustment, while the rear seat has increased back support for greater comfort.

It also incorporates a centre armrest and a 60/40 split to make carrying awkward boot loads easier.



60/40 split fold rear seat helps to accommodate awkward boot loads.

There are padded armrests in the doors. The boot has an electric remote release.

Other convenience features include electric windows, power door locks and central locking,



remote fuel filler release, rear seat reading lamps and electric remote exterior mirrors.

To cool you down or warm you up, Fairlane Ghia has an automatic climate control system.

Simply select a temperature and its computer control system, with assistance from the standard air conditioning, will maintain it whilst digitally displaying the selected temperature.

As you know, Chloro Fluoro Carbons (CFCs) have been identified as a risk to upper atmospheric ozone.

The air conditioning system in today's Fairlane Ghia uses CFC-free refrigerant.

This Ford initiative has resulted not only in a more environmentally friendly system but also a more effective one.

Doors, ignition and boot are fitted with high security 'Tibbe'

locks and the ignition lock barrel has extra reinforcing. Door lock buttons are recessed.

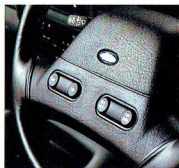
Major vehicle components are permanently marked with a unique Vehicle Identification Number.



Four speed electronically controlled automatic transmission with 'power' and 'economy' modes.



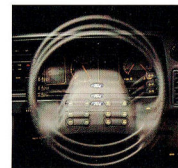
Multi-function digital trip computer and clock.



Cruise control buttons conveniently located on steering wheel boss.



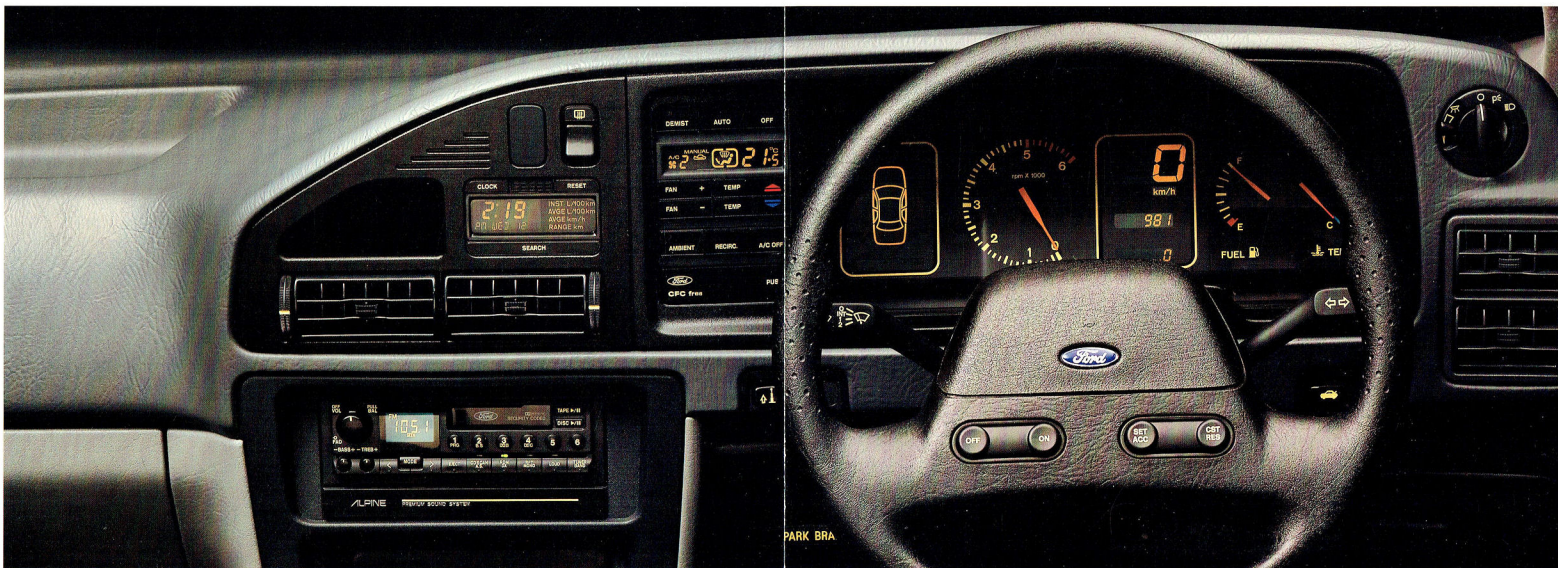
The radiocassette player is protected by a programmed security code rendering the unit useless to thieves.



Steering column adjusts in rake and reach for comfort and control.



Computer monitored, automatic climate control.



RIGHT BEFORE

YOUR EYES.

Instruments are laid out to provide information at a single glance. Built into the soft-touch steering wheel are switches for the cruise control. The steering column adjusts for both rake and reach.

Instruments you'll find include an LCD digital speedo, tripmeter, odometer and analogue tachometer plus a display indicating open doors, fuel filler or boot.

There are analogue fuel and temperature gauges, warning lamps for twelve separate functions and

a digital clock/trip computer display.

For entertainment, a sophisticated Premium Sound System is included.

The heart of the system is an Alpine AM/FM stereo radio/cassette player featuring Dolby,™ music search, auto-scan memory storage

and dynamic speakers for surround sound. The unit is protected by security coding that renders it useless to thieves.

It offers studio quality sound with a 260 Watt output through nine individual speaker elements, including satellite tweeters and

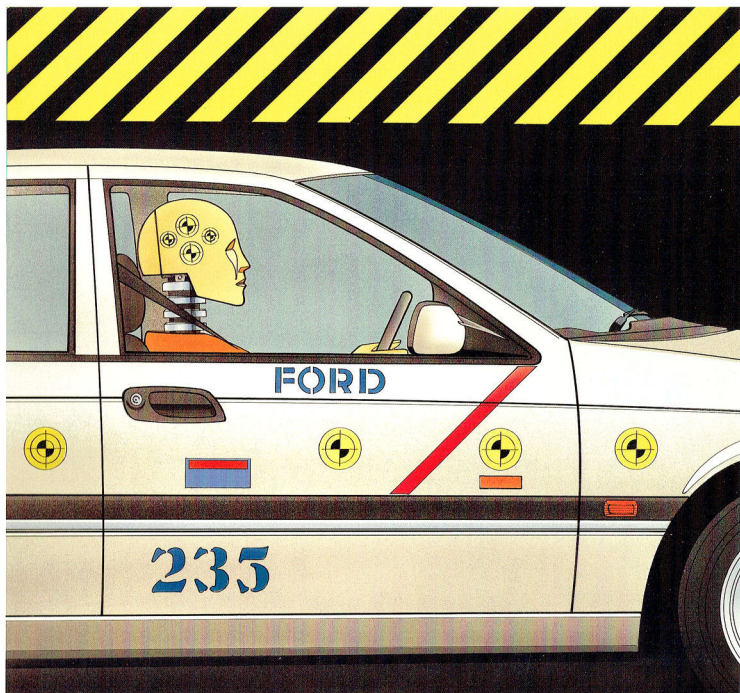
sub-woofer. The speakers and amplifier have been specially developed to suit the vehicle's acoustic profile for optimal sound performance.

Finally, the power antenna is automatically operated when the radio is in use.

True music lovers though will add the optional state-of-the-art CD player with boot-mounted remote changer.

The Premium Sound System has control switches and circuitry included to enable the CD player to be fitted later if desired.

THE FORD SAFETY EVOLUTION.



Ford has always had an on-going commitment to continuously improving vehicle safety.

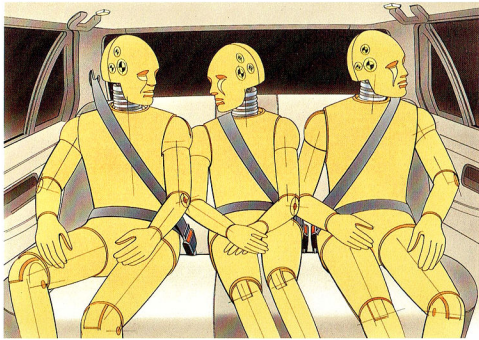
Over successive generations of vehicles, Ford has incorporated an increasing number of safety features into Fairlane Ghia.

Primary safety features include an engine with sufficient power not to be found wanting when extra response is called for.

Steering and suspension systems that are precise and predictable. Powerful braking, including four

wheel discs and standard Anti-lock Braking System (ABS).

But because, even though it may not be you or your car's fault, collisions do occur, Fairlane Ghia's secondary safety features are so important.



Fairlane Ghia provides the security of inertia reel lap/shoulder seat belts for all occupants, including the rear centre passenger.

The list includes integral vehicle crumple zones and strengthened passenger compartments, inertia reel seat belts with reinforced mountings for all occupants, including the centre rear passenger, and special seat belt lockers in the front.

In fact, Ford takes safety so seriously that Fairlane Ghia not only meets but significantly exceeds many of the safety standards laid down.

Of all the features to be found on your new Ford, the ones concerning safety are the ones we hope you never have to think about.

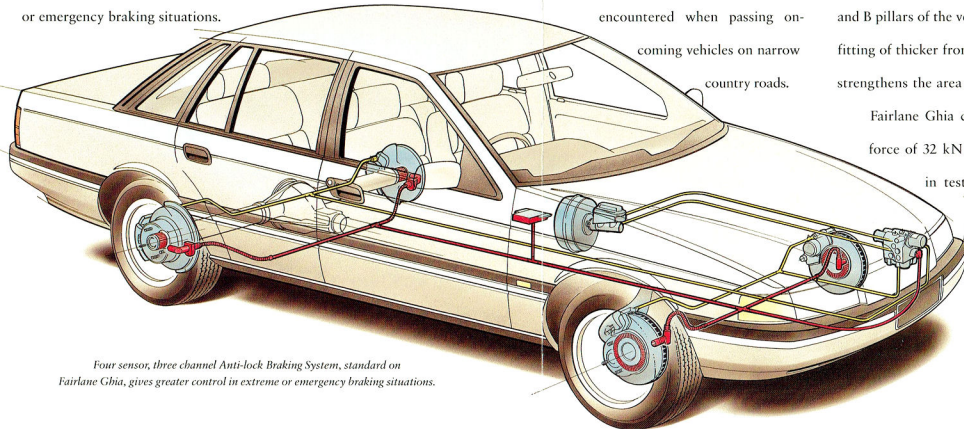
But if you do, it's good to know that the engineers at Ford have done a lot of thinking for you.

And here are some of their latest thoughts.

ANTI-LOCK BRAKING SYSTEM.

IMPROVED CONTROL FOR GREATER SAFETY.

Fairlane Ghia's standard four sensor, three channel ABS braking system is designed to give you greater control over your vehicle in extreme or emergency braking situations.

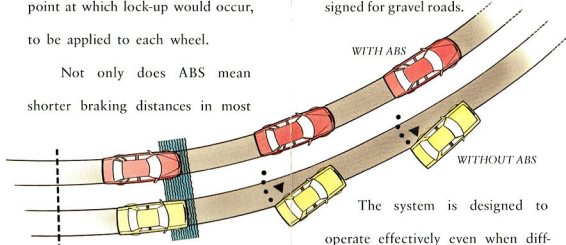


Four sensor, three channel Anti-lock Braking System, standard on Fairlane Ghia, gives greater control in extreme or emergency braking situations.

To prevent your brakes from locking, sensors at each wheel are connected to a microprocessor which detects when a wheel is about to lock.

When triggered, a system of electronically-controlled valves between the brake booster and the wheel open and close several times per second to enable maximum braking power just short of the point at which lock-up would occur, to be applied to each wheel.

Not only does ABS mean shorter braking distances in most

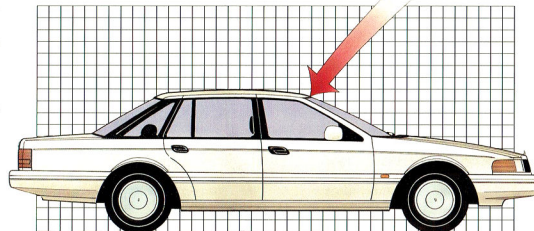


Demonstrates reactions of vehicle equipped with and without ABS in a potential brake lock-up situation.

circumstances, more importantly it means you still have full steering control so hazards can be more easily avoided by a combination of braking and steering.

The sophisticated ABS fitted as standard to Fairlane Ghia has software specially programmed for Australian road conditions, including a special 'deep pulse' program designed for gravel roads.

The system is designed to operate effectively even when different wheels are on different types of surface; a situation frequently encountered when passing on-coming vehicles on narrow country roads.



Epoxy resin reinforcement of A and B pillars plus thicker front and side glass has strengthened the passenger compartment.

IT'S TOUGH AT THE TOP.

The passenger safety cage in Fairlane Ghia has been significantly strengthened by improving its roof crush strength, making the intrusion beams in the doors stronger and by making the roof a structural member of the passenger compartment.

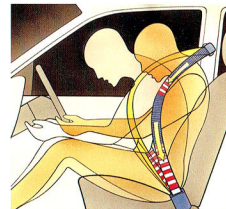
An epoxy resin composite has been used to reinforce both the A and B pillars of the vehicle, while the fitting of thicker front and side glass strengthens the area still further.

Fairlane Ghia can withstand a force of 32 kN (over 3 tonnes) in testing for the US roof crush resistance standard FMVSS 216.

BELT UP FOR SAFETY.

Seat belts usually don't rate much attention until you need them in an emergency.

Fairlane Ghia helps to protect all occupants, including the centre rear passenger, with lap/shoulder inertia reel seat belts.



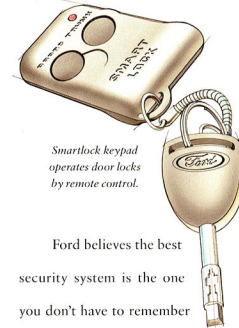
Belt locker device minimises payout of seat belt webbing under extreme conditions.

The front seat belts have a special locking device that instantly minimises any seat belt webbing payout in extreme circumstances.

Also, sections of the front seat belt have 'popable' stitches to control precisely the movement of the wearer in a collision.

MAJOR ADVANCES IN VEHICLE SECURITY.

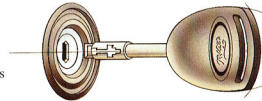
So that Fairlane Ghia attracts no more than admiring looks from persons other than the owner, the latest technology has been applied in the area of vehicle security.



Smartlock keypad operates door locks by remote control.

Ford believes the best security system is the one you don't have to remember to switch on. So Ford developed Smartlock, a security system that's an integral part of your Fairlane Ghia's operating systems. It works by automatically immobilising the vehicle when the ignition key is removed.

Before it will enable the engine to start, the Smartlock computer module demands a set of precise codes that are only released by the high security 'Tibbe' ignition key. So even the most determined thief would find it virtually impossible to start the car. Also, the profile and barrel of the ignition lock have been specifically



Doors, ignition and boot are all protected by high security 'Tibbe' locks.

designed to frustrate even the most sophisticated attempts at theft.

Recessed door lock buttons help to guard against unauthorised entry. For your convenience, Smartlock also provides keyless access to the vehicle via a remote control keypad which operates the standard power door locks and boot lock.



The radio and cassette player is protected by a programmed security code rendering the unit useless to thieves.

SAFER FOR THE ENVIRONMENT TOO.

As you know, Chloro Fluoro Carbons (CFCs) have been identified as a risk to upper atmospheric ozone. The factory fitted air conditioning system in Fairlane Ghia uses CFC-free refrigerant. This Ford initiative has resulted not only in a more environmentally friendly system but also a more effective one.

The CFC-free air conditioning system includes outlets at the back

of the centre console for the comfort of rear seat passengers.

SECURITY CODED RADIO.

Fairlane Ghia's radio and cassette player is protected by another Ford anti-theft measure. A special security code renders the unit useless to thieves.



The radio and cassette player is protected by a programmed security code rendering the unit useless to thieves.

You'll discover that the security systems in Fairlane Ghia represent more than the latest technology.

It's technology applied in a most intelligent way. See your Ford Dealer soon for a detailed presentation and demonstration.

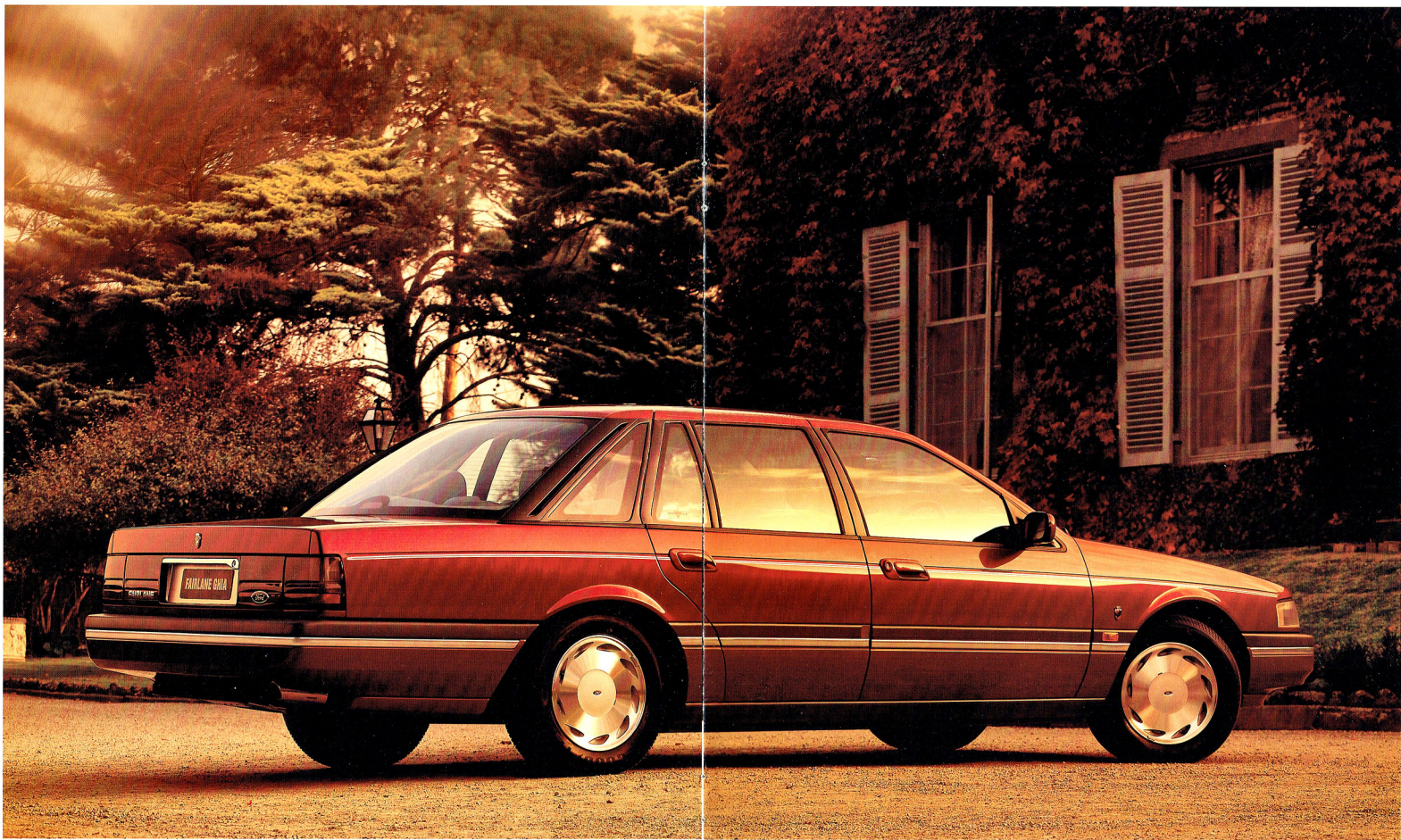
IDENTIFICATION CODING OF VEHICLE COMPONENTS.

Every Ford is allocated a unique Vehicle Identification Number (VIN) which distinguishes the vehicle from all others on the road.

6FPAAAJGWAHL46173

The Vehicle Identification Number (VIN) distinguishes your vehicle from all others on the road.

Major vehicle components are permanently marked with the VIN as another way of deterring theft.



APPEARANCES

AREN'T DECEPTIVE.

The long distance capabilities of Fairlane Ghia show through in its

styling. The untroubled way it will undertake a journey is reflected in the clean, uncluttered lines that also produce a smooth aerodynamic

profile. That in turn assists handling and reduces interior noise.

Colour-coded exterior mirrors, door handles and wrap-around

bumpers, slim-line headlamps, clear front turn signal lamps, bright grille, alloy wheels, concealed rain gutters and the subtle but distinctive Ghia

badges, are all contributors to Fairlane Ghia's classic exterior appeal. For while function is frequently more important than

form, when the two are as perfectly combined as they are in Fairlane Ghia, it becomes even more attractive.

MORE POWER

IN THE LONG RUN.

The distances we have to travel in this country demand power to get us where we're going but without sacrificing economy.

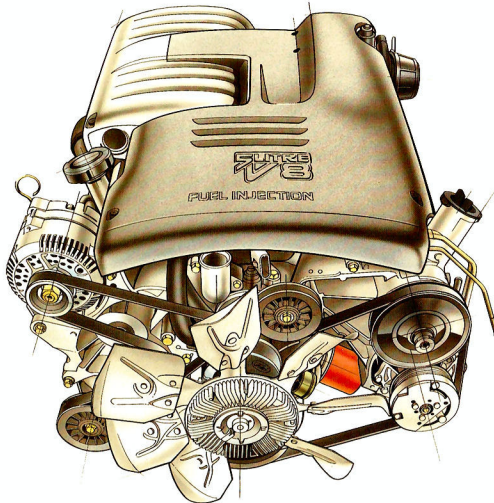
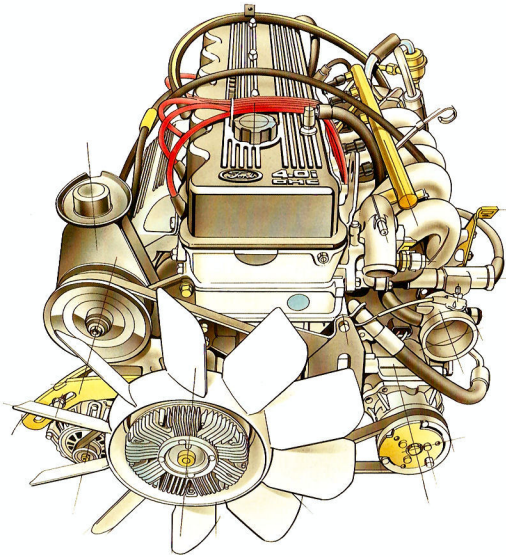
And Fairlane Ghia is equipped with your choice of engines, both of which deliver just the kind of performance that's needed.

The powerful 4 litre six cylinder engine is equipped with an alloy head, overhead camshaft and multipoint electronic fuel injection.

It's designed to produce 148 kW of power at 4500 rpm and 348 Nm of torque at 3750 rpm. While this may be the most powerful six cylinder engine ever fitted to a Fairlane, it's the smooth and quiet way in which the power is produced that's so impressive.

That smoothness is the result of a revised combustion chamber plus significant advances in piston and valve technology.

These developments help the engine breathe better, resulting in faster, more effective gas flow. To help keep the engine operating at peak efficiency, and with optimum fuel efficiency, Ford's EEC4 Engine Management System incorporates a



single highly advanced micro-processor that controls both engine and automatic transmission. This system, known as Integrated Powertrain Control, uses a single chip to reduce electronic complexity and increase reliability. The end result is the co-ordinated monitoring and control of sixteen important engine functions, including fuel/air mixture, air intake and coolant temperature, fuel flow and ignition timing.

V8 THE LAST WORD

IN POWER.

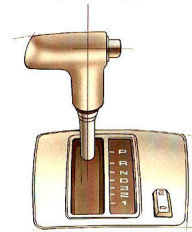
No other engine has the ability to seemingly shorten distances, flatten hills or make light work of a tow load like a V8. And for the driver who wants optimum power, V8 performance is available as an option on Fairlane Ghia.

The 5 litre V8 motor is equipped with Sequential Multipoint Electronic Fuel Injection which is sequenced with engine valves to inject fuel at precisely the right moment. It makes it possible for this remarkable engine to generate a stirring and substantial 165 kW at 4500 rpm. With tremendous torque of 388 Nm at 3000 rpm.

This engine, a product of engineering excellence, delivers

these copious quantities of energy smoothly and effectively.

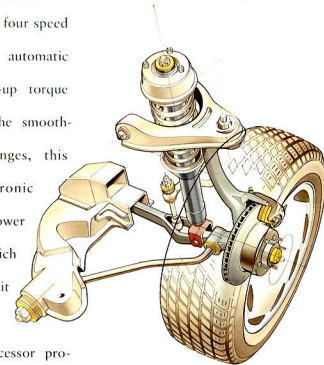
Those concerned with fuel efficiency will be suitably impressed with this engine's returns. Enormous efforts have been made to ensure it is one of the most fuel-efficient V8s ever built. The semi-dual exhaust system has 63 mm stainless steel pipes to reduce restriction and internal corrosion. As a finishing touch a chrome-plated tailpipe is fitted.



WHAT A SMOOTHIE.

Fairlane Ghia has a four speed electronically controlled automatic transmission with lock-up torque converter. Noted for the smoothness of its gear changes, this Australian-made electronic transmission features power and economy modes which the driver can select to suit prevailing conditions.

A single microprocessor provides integrated electronic control of both the engine and the automatic



transmission. This advanced system maximises efficiency whilst, by using just one electronic chip, reducing complexity and increasing reliability.

ENJOY THE RIDE.

Fairlane Ghia features an advanced suspension with refined spring rates, nitrogen-charged gas front shock absorbers, durable upper and lower rear suspension bushes and mountings.

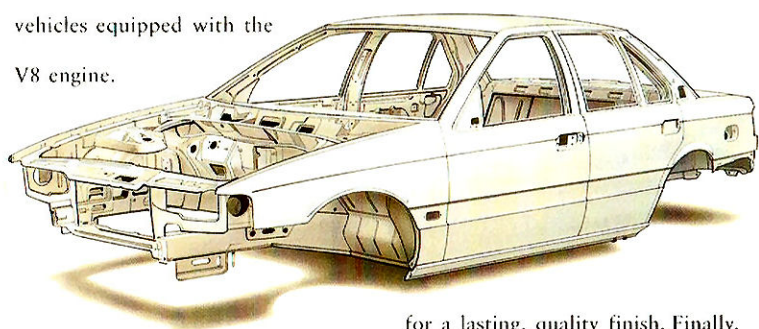
All of which are designed to produce an impressive quality of ride whilst retaining precise and predictable handling characteristics.

The front suspension features the sophisticated short and long arm, long spindle (SLALS) system. Strong and durable, it provides smooth and confident road holding.

The rear end is fitted with a proven and reliable self-leveling

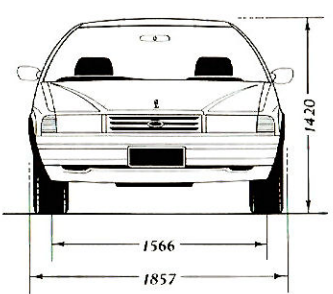
Watts Link rear suspension that produces impeccable road manners and outstanding stability whilst towing. The power-assisted rack and pinion steering offers excellent 'feel' and fast responses thanks to rigid steering rack mountings, precisely balanced camber and castor settings and a quick variable steering ratio.

Stopping power, with the control and security of the standard Anti-lock Brake System, is supplied by power-assisted four-wheel disc brakes, with double-acting booster and semi-metallic disc pads fitted on vehicles equipped with the



V8 engine.

When you've got to tow, Fairlane Ghia is an ideal vehicle for towing. Whilst you enjoy the comfortable interior, you can pull



up to 2300 kg of boat, caravan, horse float or trailer, when equipped with the Ford approved tow pack, and subject to State and Territory regulations.

A BIG FINISH.

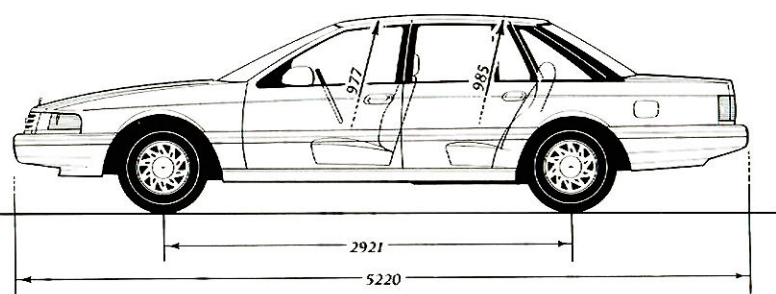
Fairlane Ghia looks as good on the outside as it feels on the inside.

To top it all off, Ford prepares the entire body for painting by phosphate electrocoating.

It's dipped in primer, then for total coverage robotically sprayed with primer again.

Then robots spray on a top coat for a lasting, quality finish. Finally, a rust-proofing wax is applied.

The end result is made to last, a claim that Ford backs with a five year warranty against perforation corrosion.



STYLING AND SUSPENSION OPTIONS.

Your new Fairlane Ghia is engineered to perform to exacting standards of ride and road holding.

But for the driver who wants to equip his new Ford to perform with even sharper handling and quicker responses, a specialised suspension option is available to enhance your new car's touring capabilities.

Tow packs and an electric sunroof kit are also available.

These options are specifically made for Fairlane Ghia from high quality materials, and because they are installed before delivery you are assured of proper fit and compatibility.

And all Ford options are fully covered by the Ford Express New Vehicle Warranty.

TOURING SUSPENSION.

Luxurious comfort and responsive handling are combined in the Fairlane Ghia. The Touring Suspension, with special springs,

FORD PRESTIGE SERVICE PLAN. EXCLUSIVELY YOURS.

One of the many rewards of owning a prestige vehicle like Fairlane Ghia is entitlement to the Ford Prestige Service Plan, which takes effect from the date you purchase your new car and provides assistance and peace of mind for 3 years. The Ford Prestige Service Plan is part of Fordcare and is exclusive to owners of Ford prestige vehicles. Among the many benefits offered are:

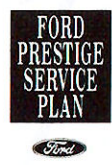
- 24 hr Emergency Roadside Assistance in the event of mechanical breakdown.
- Emergency Towing and vehicle recovery service.
- One night's free emergency accommodation for up to 5 people.
- Free emergency rental car assistance in certain circumstances.

- General assistance with medical matters.
- Assistance with cancellation or re-booking of any pre-arranged travel and accommodation.
- Urgent message relay anywhere in Australia.

In the event of a mechanical breakdown, these special services can be accessed from anywhere in the country, 24 hours a day, 365 days a year via a toll-free hotline. The number is clearly shown on your personal owner identification card.

You will receive your card with your Ford Prestige Service Plan introduction pack. Keep it safe and always take it with you when you drive.

The card carries individual details about your vehicle and gives you access to all the services provided by the Ford Prestige Service Plan.



AN EXTRA SPECIAL SERVICE.

All Ford owners are special to us. But as the owner of a new prestige vehicle like a Fairlane Ghia you're entitled to expect considerations that reflect your valued status.

So to assist you in arranging routine servicing of your vehicle, the Ford Prestige Service Plan provides a central booking facility for any Ford dealership you choose.

And to make sure we're doing our job properly, you will receive a follow-up call after your service has been carried out to make certain you are fully satisfied with the work.

SERVICE LOAN VEHICLE.

If your Fairlane Ghia has to spend more than 24 hours at the servicing dealership in order for any warranty repairs to be carried out, a free loan vehicle will be available for you to use until your car is ready.

FORDCARE. OUR COMMITMENT TO CUSTOMER SATISFACTION.



Fordcare is a whole range of programs, products and services designed to make Ford owners the most satisfied motor vehicle owners in Australia.

Fordcare starts when you enter a Ford Dealer's showroom, it's there when you take delivery of your new Ford and it continues for the life of the vehicle.

That means first class service for you at all times, and nothing less than the best for your Ford from our extensive network of Authorised Ford Dealers.

As motor vehicles become more sophisticated and technically advanced, specialised care and maintenance becomes more vital.

Fordcare provides the technical equipment and expertise to keep your Ford operating in peak condition.

The well-being of your Ford is supported by these additional warranties:

THE FORD 24 MONTH/50,000 KM EXPRESS NEW VEHICLE WARRANTY.



Covers your Ford against defects in materials or workmanship for the first 24 months or 50,000 km whichever occurs first.

When fitted at time of vehicle purchase, Ford Approved Accessories are also covered by the Ford 24 month/50,000 km Express New Vehicle Warranty.

FIVE YEAR PERFORATION CORROSION WARRANTY.

Covers the original vehicle's body against perforation corrosion for the first five years of its life.

LIFETIME SERVICE WARRANTY.



Covers the majority of part replacements, including labour, carried out by your Ford Dealer after the expiration of the initial Ford 24 month/50,000 km Express New Vehicle Warranty.

It means you will only ever pay once for such repairs under normal driving conditions.

LIFELONG PANEL WARRANTY.



Covers replacement of outer body panels against perforation corrosion for the life of the vehicle.

Further information on these warranties may be obtained from your Authorised Ford Dealer.

FORD CUSTOMER ASSISTANCE CENTRE.



You will find our Customer Assistance Representatives responsive to your needs. They can assist with any general enquiry about your vehicle that calls for special information beyond the scope of your Authorised Ford Dealer.

Customer Assistance Centre Phone 008 333 306 (TOLL FREE), in Melbourne phone 359 7023.

FORD LEASING.



Fully maintained operating leases are available to approved applicants through Ford Credit Australia Limited. Enquire at your participating Authorised Ford Dealer.



Fairlane Ghia fitted with sunroof, touring pack and 16" wheels and tyres.

shock absorbers, stabiliser bars and linkages, offers a similar combination but with more emphasis on responsive handling. It also provides a lower ride height.

16" WHEELS AND TYRES.

Aggressive 16" x 7" five spoke alloy wheels fitted with high performance Michelin 225/50 ZR16 tyres. Designed to fully exploit the handling capabilities of the touring suspension, while adding a bold new style to your vehicle.

1200 KG

RATED TOW PACK.

Specifically designed for Fairlane. 1200 kg capacity. Includes the towbar with painted tongue, wiring harness, 7-pin connector, reinforcement brackets, and transmission oil cooler for automatic transmissions.

HEAVY DUTY TOW PACK.

For those who already have a 2100 kg or 2300 kg Load Distributing

Hitch and who want a compatible towbar on their new Ford.

Features Hayman Reese Heavy Duty Tow Bar (2300 kg rated capacity), trailer wiring kit, revised turn signal flasher, heavy duty brake pads (where not fitted as standard), transmission oil cooler for automatic transmissions, and a 1200 kg rated capacity plug-in ball mount.

2300 KG

RATED TOW PACK.

2300 kg rated capacity.* Features renowned Hayman Reese Heavy Duty Tow Bar and Load Distributing Hitch, trailer wiring kit, revised turn signal flasher, heavy duty brake pads (where not fitted as standard), and transmission oil cooler for automatic transmissions.

MOMO

STEERING WHEEL.

Leather covered sports steering wheel designed for enhanced comfort, control and vehicle 'feel'.

SUNROOF.

Precision crafted electric glass sunroof fully imported from Germany.

Operates as a tilted vent to improve ventilation or partially or fully open to increase your enjoyment of the great outdoors.

Automatic pop-up wind deflector reduces wind noise and buffeting.

CAR ALARM.

Available as a Dealer Fit Ford Accessory. Sophisticated and highly sensitive alarm system designed to protect your new Ford.

It is fully integrated with the vehicle's *Smartlock* electronic immobilisation and keyless entry system.

Features include remote active arming, auto arming selectable, auto disarming, re-arming if no entry after 60 seconds, starter cut-out, shock detector.

**Subject to State and Territory conditions.*



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Features include remote active arming, auto arming selectable, auto disarming, re-arming if no entry after 60 seconds, starter cut-out, shock detector.

**Subject to State and Territory conditions.*

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