



Your Guide to Buying a Car

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*Forget long taxi
queues and jam
packed trains.
Zoom in on life
and take control
with your very
own set of
wheels.*



Introduction

So you've decided to buy a new car? Although very exciting, it can all seem rather daunting - especially if this is your first time. There are many things to consider, such as what kind of car do you want? Will you mostly drive it by yourself, or do you have a family to consider? Are you looking for a stylish little number, like a fabulous Prada silk gown, or something more versatile like a Karen Millen halter? Budget-wise, do you have your eye on haute couture or something fabulous off-the-rack?

Like any major purchase, choosing a new car requires careful thought. By knowing the basics, it's easier to select the right model for you - rather than rushing out to buy an adorable sports car that may fall short of your actual requirements.

Help is here in the form of this little book, filled with tried and tested tips and insights. As the saying goes, "Good things come in small packages." And in this case, it's tiny enough to fit into your handbag.

Choosing the Right Car

What drives you?

Your lifestyle will certainly influence the kind of car you choose. Do you mostly zip around the city or are off-road adventures more your thing? Do you need a regular-sized car or something larger for those family weekend picnics? What about power: do you feel the 'need for speed' or simply want something to get you about? Determining your exact needs will bring you a step closer to finding that perfect ride.

Your call

Choosing between a new and pre-loved car is relatively simple. Deciding what kind of car best suits your requirements is another story. If image is everything, a sporty two-seater may be ideal: although you'll have to pick which lucky friend accompanies you to the ball. Whilst a coupé may complete your look, perhaps your ultimate accessory is a roadster - top-down, naturally. Many people enjoy the high, unobstructed view from an SUV. Others love to throw everything, including the kids and the dog, into a luxury estate (or station wagon). Compact cars are nippy around town, but well-appointed saloons provide wonderful long-distance comfort and room for far more designer luggage. Be realistic about your needs and enjoy the journey.

Do the math

Unless you're a millionaire, you'll need to work out a budget and stick to it. Rather like having a baby, owning a car involves many upfront and ongoing costs: registration, insurance, road tax, petrol and maintenance bills - to name but a few. Also bear in mind that the trade off for looking utterly sexy in that



sleek roadster can mean higher insurance premiums and taxes. Factoring in these costs will help you determine how much you can fork out for the monthly instalments - and ultimately what kind of car you can afford.

Fancy that?

Ultimately, the car you choose will depend on the way you feel after the test drive. Do you sense a connection with it, emotionally or instinctively? Does it live up to your expectations in terms of comfort, safety, equipment and aftersales service? Does it offer easy maintenance - unlike that dreadful 'hand wash only in cold water' sequined blouse? Only you know what suits you best. It may help to chart out the facts so your comparison is more objective.

Car Jargon Uncovered



You can't avoid coming across technical terms when you're tracking down that ideal car. So to help you speak the lingo like a native, here are the top five jargon terms and what they really mean.

Displacement Most people talk about the 'size' of an engine. The technical term for this is displacement. Generally, an engine with a higher displacement will feel more refined and responsive in everyday driving. There are two ways of measuring displacement: litres and cubic centimetres (cc). Most car engines fall between 1.3 litres (1,300cc) and 6 litres (6,000cc). If the engine has a supercharger, that will also boost performance, even if the engine has a modest displacement.

Power Output This is the maximum power produced by an engine. A car with a high power output will normally feel more sporty than one with a low output, especially when you're driving it hard. However, weight is also an important factor. If it's a heavy car, you'll need a higher power output to have the same kind of performance as a lighter, lower powered car. Power output is measured in horsepower (hp) or kilowatts (kW), and cars typically range from 75hp to 550hp.

Fuel Consumption If you want to know whether the car will sip or gulp the fuel down, ask about the fuel consumption. It tells you how far the car will go on a set amount of fuel and is measured in litres per 100km (l/100km) or, sometimes, kilometres per litre (km/1 litre). Big, heavy cars with big engines drink more fuel than small, light cars with small engines – and a car with an automatic gearbox is usually a little thirstier than an identical car with a manual gearbox. But whatever the car, you'll get through more fuel in stop-start driving than on a long, steady cruise. That's why you'll see fuel consumption figures quoted for urban (city), long journeys (expressway) and a combined figure. A normal range for the combined consumption figure is 5 – 15 litres/100km.

Torque When you're ambling around and you suddenly put your foot down, the initial acceleration you feel is caused by the engine's torque. The more you have – and the sooner you have it – the more responsive the car will feel. Torque is measured in Newton-metres (Nm) so look for a high 'Nm' number. It will be quoted next to an 'rpm' number. Rpm (revolutions per minute, or revs) refers to engine speed – basically, how hard the engine has to work to give you the torque figure quoted. So the lower the rpm figure, the sooner you'll feel the push of the torque. High torque at low rpm will give you a nippy, responsive car in everyday driving.



Your test drive is a crucial part of the selection process.

Trial and No Errors

A test drive is like meticulously inspecting that stunning new Lazare before handing over your credit card. You need to pay great attention to detail and some savvy insider tips.

As any seasoned shopper knows, hitting the shops during peak hours is a bad idea. It's the same with shopping for a car. When you test-drive a car, you need a clear mind so you don't make any hasty judgements. After all, buying a car is a serious splurge.

Weekend mornings are the best time for test drives since the roads are clearer. It's also a good idea to test as many cars as possible in a day. This way, it's easier to compare them and hang on to your first, and last, impressions. If you can, bring your best friend along for the ride – you'll both notice different things about the cars.

Since you'll be out all day, dress smart, comfortable, casual: think Chloe casual pants and a Stella McCartney blouse. Most car sales people have their own standard test drive route, but ask if you can drive over roads you already know. This makes it easier to concentrate on the car itself. Using the same route for each car also shows up their differences more clearly. Try to pick a test route that includes driving in town, on twisty roads and along an expressway. This helps paint a fuller picture of the car's performance, braking, handling and overall comfort. Talking of comfort, do give those stilettos and wedge heels a miss, as they can get caught between the pedals. Instead, don those fabulous Miu Miu moccasins you've been longing to wear.

Sitting pretty

Now, the moment of truth – time to slip into the driver’s seat. Ensure it’s easy to get in and out of the vehicle, especially if it’s an SUV or a low-slung sports car. Then get as comfortable as you can behind the wheel. Adjust the seat so you can reach the pedals without stretching and, if possible, raise it to give a good view ahead. If the steering wheel adjusts, move it so you can grasp it with your arms slightly bent. How do you feel generally – awkward and uncomfy, or chilled out and raring to go? If it’s the latter, check your mirrors and turn the key: time to take this baby for a spin.

The need for speed

On the road, test the car’s acceleration. How does it pull away from junctions or traffic lights? Does it struggle uphill or along the expressway? Listen to how it sounds when you accelerate – is it sporty, quiet, silky, rough, loud? Does it pick up speed easily from low revs? You don’t want to have to change down a gear every time you need to accelerate. And how does it change gear? Manual or automatic, it should be slick, without any jerkiness. You are looking for a controlled power delivery. Whether you’re driving Miss Daisy or a budding Formula One driver, a car’s overall performance should make you feel relaxed, confident and sometimes exhilarated – but never stressed, frustrated or overworked.

Make or brake

“Whoa” is every bit as important as “go”. With brakes, you’re looking for a strong, faithful companion. They should be powerful enough to stop you in your tracks in a hurry, yet also give you the finesse to slow down for corners in a consistent, controlled way. Note: test the brakes downhill and at different speeds. Do they make you feel confident? They should. If you try an emergency stop, be extra wary of other traffic – and remember to warn your friend and the sales person! Cars equipped with the Brake Assist System (BAS) can stop on a dime!. And just like waterproof mascara, an Anti-lock Braking System (which stops you skidding during an emergency stop) remains faithful even in the worst weather.

Control freak

Good handling makes you feel in control – and that’s crucial for safe, enjoyable driving. So take the car through a series of bends. Does it go exactly where you steer it? Does it change direction with the balance and grace of a catwalk model, or does it lurch around? What about the steering – does it make you feel confident? If it is safe to do so, try a sudden lane change – this will give you a good feel for the car’s stability. Tip: at some point, make a three-point turn or parallel park, because you also need to feel in control during slow-speed manoeuvres. Is the steering hard work? How tight does the car turn?

Consider writing a checklist to help you compare all the facts.



Bouncing back

No one likes a rough ride from life – or from a car. Wise up to what the car feels like when it goes over bumpy tarmac. Some cars feel as firm and unyielding as stiletto heels, others as bouncy as Doc Martens. You're looking for something between the two. The car shouldn't jolt or shudder its way over sharp ridges, and it shouldn't wallow after a gentle bump. It should leave you feeling unruffled and composed. As a general rule, sports cars give a firmer ride, because this helps them to change direction quickly, especially at speed. Luxury cars may not handle as responsively, but instead give a softer, steadier and more comfortable ride.

Sound advice

Keep the stereo switched off during the test drive. That way, you can listen out for any unwanted noises, such as a droning engine, rattly interior trim, wind whistling past the window and rumbling tyres on the tarmac. Drive on a variety of road surfaces and, if possible, through tunnels and expressways, to get the full soundscape. Don't forget to check the air conditioner or heater for irritating noise – if a noise irritates you even slightly on a test drive, it will drive you completely mad after a month.

Reach out

After you've tested all the serious stuff, turn to the smaller details. See if frequently used switches are within easy reach. Be prepared for instrument stalks (usually for the indicators and wipers) to be on the opposite side to those in your current car. Once you've parked up, check out the sound system and ensure there are places to store life's little essentials, like sunglasses and a cellphone.

Inner space

If you tend to travel with friends or family, make sure the backseat is comfy and offers enough headroom and legroom for tall passengers. If it is a two-



or three-door car, check how easy it is to get in and out of the back seats. Ensure the boot is large enough for your needs, and don't forget to watch out for heavy tailgates, nail-removing catches and loading lips so high they'll strain your back.

Take your leave

At the end of the test drive, you may be tempted to sign on the dotted line. Don't do it – resist! Some over-eager sales staff will try all manner of convincing tricks to start negotiations, but play it cool. Smile, take a business card and leave politely, saying you'll get back to them. Then you can take your time to test-drive other cars and chat it all through with friends and family. Think long term. Remember the sense of regret you felt over your last impulse buy? Sadly, you can't just exchange a purchased car, even with the best excuse in the book.

Buying Your Car

Get going

As with all large investments, buying the right car depends on many things. Besides drivability, suitability and the overall quality of the car, you should factor-in the complete package details. These include selling price, financing, aftersales support, warranty coverage, running costs (including petrol, insurance, servicing and taxes) and the resale value of the car.



While negotiating, make sure the salesperson is aware that you've done your homework and that you've been shopping around. This will help you secure the best deal. Keep in mind that haggling must be kept realistic or you will be wasting your time and perhaps souring a good deal. By all means, stick to your budget, but also remember that you do get what you pay for.

Spoil for choice

Now you're ready to take the plunge, it's time to consider the available options. What features come as standard? Many cars have ABS, but how many airbags do you need? How about traction control for those slippery, rainy days? Tip: the more standard equipment you choose in the beginning, the less you have to pay for optional fittings. Why not negotiate the choices with your dealer and make your dollar go further?

Remember to explore the optional, some say essential, equipment too. Does your car come with automatic windscreen wipers or an electronic driver's seat? How about parking sensors for those tricky spots, especially outside restaurants? Systems like PARKTRONIC are invaluable in tight spaces, particularly when you're in a hurry or it's late at night.

It's also a good idea to find out the average depreciation price of your car so you have a rough idea what to expect. Bear in mind that some car marques enjoy better resale value than others. Also, a jet-black car may seem really chic but silver is ultimately much easier to maintain and resell.

Financing

Cash in

Unless you've got a huge trust fund, you'll probably need an appropriate financial scheme to purchase your car.

Most dealers offer several options. If you own a car, you could trade it in and pay the difference for your new car. Always ensure the trade-in value is not too far from the market rate of your car before choosing this option. Alternatively, it may be wise to sell the car privately first.

The most common financing scheme involves a downpayment for the car, followed by monthly repayments for a period of 7-9 years. This option is usually offered by finance companies that are connected to the dealership, enabling quick and easy transactions. Cross-reference with other private companies or banks to get the best for your dollar.

Some companies offer zero-downpayments, but this usually means higher monthly repayments, otherwise known as, "Play now, pay later."

There is also balloon financing which allows lower monthly payments that increase towards the end of the loan, giving you more disposable income for other investments in the short term.



Aftersales

Through thick and thin

Many people choose to buy new cars specifically because of the warranty offered. This way, they don't have to worry about any problems over the coming years.

In most cases, a new car will be covered by a "protection plan" warranty for up to 3 years. Generally, most warranties will exclude wear-and-tear items like spark plugs, brake pads, tyres, wiper blades etc. It's important to check warranties carefully as there may be some significant exclusions, for example, the exhaust system.

Other considerations include ongoing expenses, including the cost and frequency of servicing as well as the availability of replacement parts.

Support system

Aftersales service also plays a huge part in determining if this is the car for you. Find out the specific kind of support offered. Does the dealer offer courtesy cars when your own is being serviced? How about 24-hour roadside assistance? Tip: it's worth maintaining a good relationship with your salesperson, just in case you need a little extra help in the future.



The Mercedes-Benz Fascination

There is something unmistakably fascinating and sensual about this highly-prized marque. Recognised throughout the world as a legendary carmaker, Mercedes-Benz was created specifically for those who appreciate the finer things in life.

Since inventing the car in 1886, Mercedes-Benz has remained synonymous with German innovation, performance, reliability and safety. It has also become a classic style icon, always in a class of its own. And with models to suit your every need or desire; including the sexy SLK, dynamic C-Class, the versatile A-Class and the sleek CLK-Class, you're spoiled for choice. Little wonder that Mercedes-Benz owners remain so loyal to the marque.

Based in Stuttgart, the company has also created an exclusive lifestyle niche, with Mercedes-Benz Fashion Week staged in New York, Los Angeles, Moscow, Singapore, Australia, Toronto and Montreal. A recent collaboration with fashion guru Giorgio Armani saw the creation of the prototype CLK-Class Giorgio Armani Design Car; and given that Mercedes is named after a girl, is it any wonder that the marque has captured the hearts and minds of women for over a century?

Are You Ready?

This sleek two-seater can't help but turn heads.

Like a georgette silk halter dress paired with six-inch diamante stilettos, the SLK-Class oozes sex appeal and unmistakable sophistication. Developed for sports car aficionados, the twin-seat SLK embodies power and sensuality - all just waiting to be unleashed.

The SLK 200 is supercharged by a 4-cylinder Kompressor engine, whilst the SLK 350 sports a V6 engine. Even when standing still, both draw admiring

glances. At the touch of a button, the ingenious roof folds neatly into the boot, transforming your coupé into a roadster in just 22 seconds.

Even more important than style is safety. As you zip along winding roads, a rigid safety passenger cell and roll bars provide welcomed protection and peace of mind.

Complete with a luxurious leather interior, matching sports pedals and elegant sports seats - which feature a special suspension system - the SLK is not just the most powerful car in its class, it's arguably the most dynamic too.

Some features may be optional. Please ask your local dealer for details.

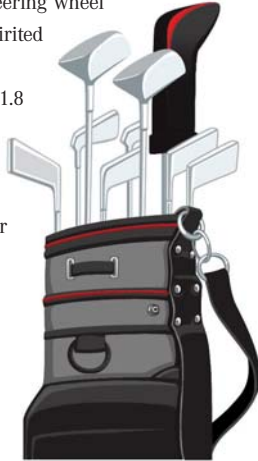


Driven By the Driven

Confident, exhilarating and serious fun.

As with all Mercedes-Benz cars, the new generation C-Class radiates style and confidence. Available as a saloon or sports coupé, the new C-Class features a host of technology and equipment that is sure to impress. Standard features include DIRECT CONTROL for precision steering, versatile suspension for tauter handling, and adaptive front, side and window airbags for maximum protection. Complete with a multi-function steering wheel and ingenious rain sensors, the C-Class is a spirited performer with plenty of pizzazz.

Whichever model you choose, from the 1.8 litre Kompressor model to the mighty C55 AMG, you'll be thrilled by the performance, reliability and poise that are the hallmarks of every C-Class. Now all you need is a power suit, a positive attitude and plenty of drive.



Some features may be optional. Please ask your local dealer for details.



Obey Your Heart

All the thrills of a sports car with the practicality of a four-seater.

The Mercedes-Benz CLK-Class is the epitome of brilliant engineering and bold style. Available as a coupé or cabriolet, this two-door, four-seater delivers enchanting looks and enough power for even the most discerning driver. The 1.8 litre model (CLK 200 Kompressor) features Twinpulse, supercharged power for a high-performance ride as well as low fuel consumption and emissions. With the awesome 3.2 litre CLK 320 capable of speeds in excess of 240km/h, adrenaline addicts are in for the ride of their lives.

Smart features include rain-sensing wipers and the electronic code security and PARKTRONIC systems, which help you squeeze easily into tight spots. Innovative technology aside, the CLK-Class is an exclusive car with distinctive style and unmistakable presence. Little wonder that it won France's coveted "Best-looking Car of the Year" award in 2003.



Some features may be optional. Please ask your local dealer for details.

CLK-Class

- The practical four-seater with the soul and excitement of a two-seater
- Irresistible even to the wind, it's amongst the world's most aerodynamically efficient coupes
- Cabriolet draught-stop option means open-top motoring, but not a hair out of place



It's All About You

Room to move, on the move, with flexibility and style.

The compact Mercedes-Benz A-Class, perfect for families and outdoor enthusiasts, is packed with innovative features for a safe and straightforward drive. Despite its modest exterior size, the A-Class offers exceptional levels of space and comfort. What's more, the seats can be easily reconfigured to suit your exact requirements.



Whether you need to stow heavy-duty suitcases, picnic and camping gear, or the new coffee table you simply had to buy then and there, you'll always be prepared with an A-Class. And with all this space within a compact 3.7 metre body, it's great for tight parking spots too.

With a 5-speed automatic transmission and cruise control, the A-Class, always nippy around town, makes short work of long trips too.

Equipped with ESP, BAS, ABS and dual front and side airbags for all-round protection, the true beauty of the A-Class is its functionality. And with innovations like ASSYST, which estimates the time until the next service, this is a truly intelligent, shapely and eye-catching model.

A-Class

- All 5 seats can be configured just the way you want them
- 'Sandwich' concept double floor allows engine and transmission to slide away from occupants in a serious collision
- Range of economical engines, from 1.4 to 2.1 litres



Some features may be optional. Please ask your local dealer for details.

The Three-pointed Star Experience

Tech talk

When you buy a Mercedes-Benz, there are many standard and optional features for your comfort, convenience and safety – all of which make for a more enjoyable drive.

Airmatic is a self-levelling suspension system that adjusts to different driving styles and situations to smooth even the most treacherous roads.

Brake Assist System (BAS) recognises emergency braking by how fast you hit the pedal. Through instantly boosting braking force, it brings your car to a standstill faster.

Distronic is an intelligent cruise control system that keeps your car at a safe distance from the vehicle ahead - ideal for long expressway journeys.

Electronic Stability Program (ESP) detects and corrects dangerous skids by using sensors to identify the risk at an early stage.

Pre-safe is a world-first system that synergises active and passive safety in your car. When PRE-SAFE anticipates a dangerous situation, it automatically adjusts your seats into safer positions, pre-tensions seatbelts, and even closes your sunroof for maximum occupant protection.

Dress code

When you purchase a Mercedes-Benz, you can choose to dress up your car in one of three levels standard equipment: Classic, Elegance and Avantgarde. For even more personalisation, you can choose from a variety of sporty AMG body styling kits and the exclusive designo range, both guaranteed to give your new car that absolutely fabulous finishing touch.

There is even a range of fashion apparel and accessories, watches, suitcases and memorabilia to complete your Mercedes-Benz experience. This also includes children's toys, fashion wear and essentials like baby/child seats.

Tweak and tune

As with all new cars, servicing your car at prescribed intervals will ensure it runs smoothly and remains in optimum condition for longer. Looking after your new Mercedes-Benz is a breeze with our extensive service network coverage, which takes care of all the following and more: V-Belt Replacement, lubrication, brake pad and battery replacement, wheel balance and rotation, as well as tyre, bulb and wiper blade replacement - all in a fraction of the regular service time. Mercedes-Benz guarantees the use of only genuine parts and accessories, and is committed to delivering the highest standards of quality and expertise while servicing your precious car.



For a complete Mercedes-Benz experience, contact your local dealer's. They'll be happy to answer any questions and arrange a Mercedes-Benz test drive.

You can also visit our website at www.mercedes-benz.com.my for more information.

Car Care

Besides keeping the interior and exterior of your new car clean, basic maintenance will keep it in pristine condition and reduce the chance of a breakdown. It is essential that you send your car for regular servicing at an Authorised Service Centre. Consult your car's manual for recommended service frequency.

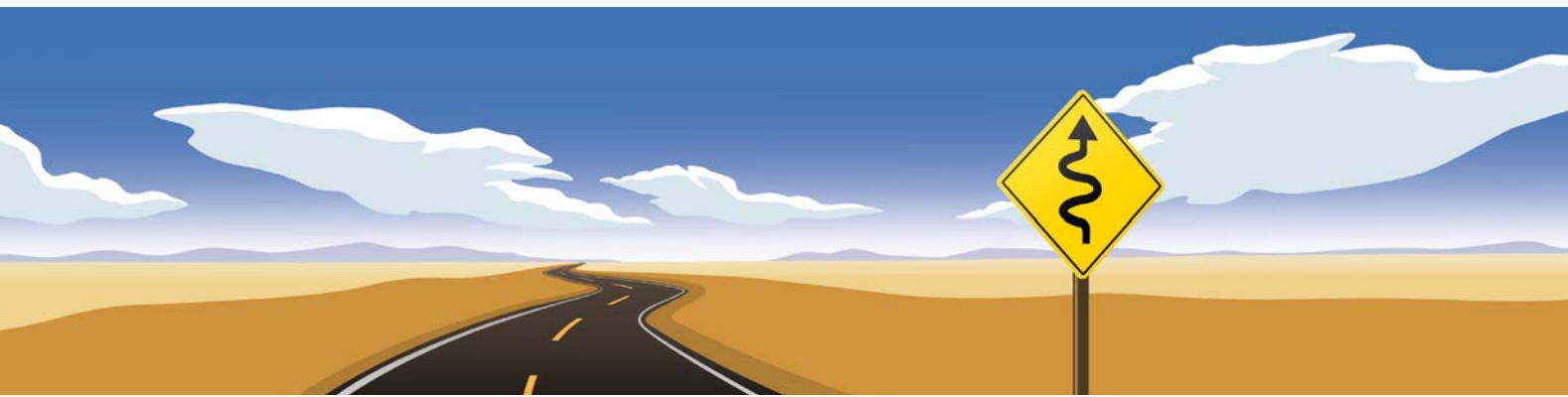
It's also a good idea to check your engine oil and coolant levels from time to time to avoid any surprises. Ask your salesperson, or refer to your manual to find out how. Always make sure your tyres are inflated to the recommended pressures and in roadworthy condition.

Be Safe, Not Sorry

Safe driving is a true skill. Don't assume that other drivers can predict your every move. Always check your blind spots and mirrors before changing lanes. Don't tailgate: maintain a safe 3-second distance from the car in front. Never get distracted by your phone, stereo, children or hyperactive pet whilst driving. A momentary lapse in concentration can have serious consequences.

While driving in poor weather, it's advisable to turn on your headlights and keep pace with the traffic flow. Always belt up and remember: babies and kids should sit in special car seats. Tip: to protect against whiplash, position the centre of your headrest at the same level as your ears (not the base or curve of your neck).

Finally, if you're not a member of Malaysian Automobile Association (MAA), now's a good time to consider signing-up for extra peace of mind.



Our Exclusive Dealers

Cycle & Carriage Bintang Bhd
Lot 19, Jalan 51A/ 219,
Federal Highway
46100 Petaling Jaya
Tel: 03 - 7727 8000

Cycle & Carriage Bintang Bhd
No 16, Jalan PJU 7/5,
Muttiara Damansara
47800 Petaling Jaya
Tel: 03 - 7727 3213

Cycle & Carriage Bintang Bhd
Ground Floor - A, Regal House,
No 1, Jln U-Thant,
55000 Kuala Lumpur.
Tel: 03 - 2144 9999

Cycle & Carriage Bintang Bhd
102, Jln Sekudai,
5 12 miles,
81200 Johor Bahru.
Tel: 07 - 238 2299

Cycle & Carriage Bintang Bhd
No 2, Jln Datuk Abang Rahim,
93450 Kuching,
PO Box 422 Sarawak.
Tel: 082 - 333 460

Ipho Motors Sdn Bhd
75, Jln Kuala Kangsar
30010 Ipoh, Perak.
Tel: 05 - 506 4266

Si Khiong Star Sdn Bhd
No 1, Jln PJS 7/19 Bandar Sunway
46150 Petaling Jaya,
Selangor Darul Ehsan.
Tel: 03 - 5631 6273

Si Khiong Star Sdn Bhd
15, Jalan Sultan Ismail
50250 Kuala Lumpur
Wilayah Persekutuan
Tel: 03 - 2116 9211

NZ Wheels Sdn Bhd
Lot 1385, Wisma Naza,
Jln Kapar Batu 2, Kawasan 19,
41400 Klang, Selangor Darul Ehsan.
Tel: 03 - 3343 9270

Minsoon Credit Corp (M) Sdn Bhd
73, Jln Tuanku Antah,
70100 Seremban,
Negeri Sembilan.
Tel: 06 - 762 5321

MBSA Automotive Malaysia Sdn Bhd
No 83, Jalan Merteka,
Taman Melaka Raya,
75000 Melaka.
Tel: 06 - 283 3993

BR Jaya Sdn Bhd
353, 3rd Mile, Jln Kluang,
83000 Batu Pahat,
Johor.
Tel: 07 - 434 1981/1199

Lee Motors Sdn Bhd
5565-A, Batu Dua,
Jln Kuala Krai,
15050 Kota Baru, Kalantan
Tel: 09 - 748 2298

Asbenz Motor Sdn Bhd
No 60, Jalan Fairuz 6,
Taman Perusahaan Ringan Bakar Arang,
08000 Sungai Petani, Kedah Darul Aman
Tel: 04 - 4317000

Asbenz Motor Sdn Bhd
No 97 A & C, Seberang Jln Putra,
05150 Alor Setar
Kedah Darulaman.
Tel: 04 - 730 5333

Lowe Motors Sdn Bhd
22, Jln Sultan Ahmad Shah
10050 Pulau Pinang
Tel: 04 - 263 9834

Lowe Motors Sdn Bhd
1619 Jln Pengkalian, Bukit Tengah
14000 Bukit Mertajam.
Tel: 04 - 507 2966

Mofaz Exotic Car Sdn Bhd
Lot 964, Jln Padang Maksirat,
Kampung Yooi, Mukim Bohor,
07000 Langkawi.
Tel: 04 - 955 5002

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Si Khiong Industries Sdn Bhd
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