

# LAND ROVER OWNERS' CLUB

OF GIPPSLAND

FEBRUARY 2017 NEWSLETTER



**GIPPSLAND LAND ROVER**

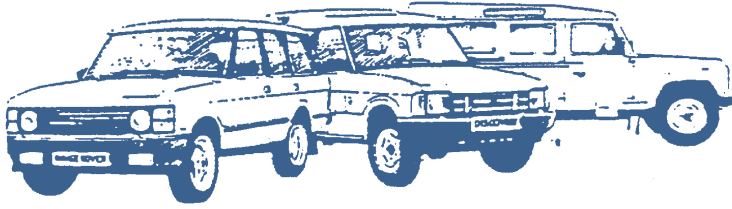
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**GIPPSLAND'S HOME OF LAND ROVER**

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# LAND ROVER OWNERS' CLUB OF GIPPSLAND

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## LROCG News.

### New Members.

The club extends a warm welcome to new members Jan and Colette Parniak. Jan is well know to many members as he has attended our Parks Victoria / LROCG working camps at Wonnangatta and Talbotville x 2. Jan and Colette are proud Discovery 4 owners.

### New Vehicle.

Congratulations to Heather and John Kerr on the decision to leave Pajero World and become Discovery 4 owners. We will have to find someone else to be the butt of our jokes. Perhaps Hilux owning club members might be the next targets!

### Grandparents.

Without embarrassing various members by naming them, congratulations to those who are becoming grandparents, some for the first time, some for the second or third time and some for the ninth!

### Terrain Response and Automatic Discovery Owners Information Session.

Shaun Johnson, yes THE Shaun Johnson, Senior Driving Instructor Land Rover Experience, will be giving a talk on the correct methods for driving Terrain Response Land Rovers (Discovery 3 and 4, Discovery Sport, Range Rover Evoque, Range Rover Sport, etc.) at the March 6<sup>th</sup> LROCG meeting. This will be timely just before our Dinner Plain weekend. Highly recommended for all owners of Terrain Response and Automatic Transmission Land Rovers.

### Parks Victoria At March Meeting.

Representatives from Parks Victoria will be at the March meeting. We would love to see anyone who has been on the combined working events with PV at the meeting as this is an official thanks to the LROCG for the work we have undertaken in co-operation with Parks Victoria.

### Land Rover Model Display.

Time to get your Land Rover scale models out of the cupboard. David Murray has suggested that members with models, die cast, plastic kit, etc. bring them to the April meeting for a display. Bring along a few of your best models – Eric, don't bring your whole collection!

### Technical Q and A.

Beau Missen, Gippsland Land Rover Service Manager, will be at the April meeting for a Question and Answer session on technical issues that may be of interest to all club members. Remember this is not about a specific ongoing issue you might have with your vehicle, they are best discussed with Beau during working hours.

### Life Membership Thanks.

Lois and I were very pleasantly surprised to be awarded Life Membership of the Land Rover Owners' Club of Gippsland at the February meeting.

That was a well-kept secret!

Lois and I were part of the committee that resulted in the formation of the LROCG in 1994. We ran the first club trip, leading it with our green 3 door Discovery Tdi200. We have had continuous membership since then and as well as leading numerous trips we have held a variety of committee positions. And it has all been fantastic. We have made lasting friendships, travelled to some wonderful destinations and worked with some great people.

Thank you to whoever came up with the idea and thanks to everyone for honouring us in this way.

Greg Rose. President LROCG and now I can add Life Member!

### This month's cover; Alan MacRae's Defender

#### Land Rover Owners Club of Gippsland 2016-- 2017 Committee

President	Greg Rose	0427 456 546
Vice President	Ian Blake	03 5163 1520
Secretary	Tonee Harlow	
Treasurer	Alan MacRae	03 51744 256
Publicity Officer	Charlie Calafiore	03 51341 422
Events CoOrdinator	David Murray	AH)0438 369 110
Editor	Eric Shingles	03 56232 501
Property Officer	Ross Howell	
4WD Vic Delegate	Greg Rose	0427 456 546
Webmaster	Alan Harlow	

Life Member's Ray Massaro, Greg & Lois Rose.



Boating at its best



**Ian Blake congratulates our newest Life Members, Lois & Greg Rose, and presents them with their plaque.**

### **\$3.75 Million Worth Of Jaguar Land Rover Engines Were Stolen In Minutes**

How the hell does security screw up this badly?! Jaguar Land Rover (JLR) dealerships may see a delay in deliveries of vehicles as the Birmingham Mail reports that thieves stole £3 million worth of engines (\$3.75 million) from the automakers Solihull, UK, plant. The plant produces the Range Rover Sport, Land Rover Discovery, Jaguar XE and Jaguar F-Pace. The audacious heist occurred in two parts, with the first run happening the night of January 31st. The thieves accessed the plant in a stolen truck which they hooked up to a trailer filled with engines. The whole operation lasted only six minutes. A few hours later the thieves returned and stole another trailer full of engines. Each time they drove right through a gate manned by security guards and in full view of security cameras. Police have since found the trailers, which were of course empty. According to the Birmingham Mail, JLR is offering a “substantial reward” for those with information that helps solve the case. Management at the facility is said to be “stunned,” a reaction that surprises us just a bit. This case seems like a total inside job—either that or a complete and utter failure of competence by the company’s security staff. Plant management and those in the C-suite at JLR to be furious, incredibly pissed off and then stunned. Hopefully for the automaker’s sake the stolen engines were not all destined for the Jaguar F-Pace, the company’s hottest seller in 2016. It sold over 10,000 units in a little over seven months on sale in the US.

### **Does This Spell The End For China's Fake Car Industry?**

It's been a long time coming. Intellectual property laws have been a joke in China for many years, as evidenced by the collection of knock off cars, luxury items, and even fake stores that dot the country. Companies like Jaguar Land Rover have tried for years to get the Chinese authorities to crack down on this practice, but their pleas have fallen on deaf ears. Shanghai Daily begs to differ though because just today it announced that the Shanghai Intellectual Property Court is demanding that two companies pay BMW for the blatant use of its brand to sell products.

The owner of Deguo Baoma Group (which literally translates to German BMW Group), Zhou Leqin, is also being asked to pay up for a trademark he purchased and registered in July of 2008. His trademarked name is “BMN,” which, while not the same as BMW, is seen on a logo that closely resembles the blue and white roundel that we’ve become accustomed to. Leqin then authorized the logo to another fashion company called Chuangjia, the second organization accused of intellectual property theft, where it was used on shoes, handbags, and clothes. The fine isn’t being set too high at 3 million Yuan (about \$432,000), but the implications of the ruling are what matters most here.

It proves that Chinese authorities are finally starting to take patent infringements seriously, which could deter other companies from copying designs and products in the future. For now, the ruling affects the blatant rip off of a single logo, but could aid companies like JLR fighting to punish Chinese automaker LandWind (even that name is only one word off from “Land Rover”) for making an obvious copy of the Range Rover Evoque. Even a new automaker like Tesla hasn’t been safe from product copying, and that’s a serious problem given that the markups for imported cars mean that buyers in the world’s largest auto market could be incentivized into buying knock offs. Thankfully we can now add a tally to the “Justice” side of the scoreboard.





## MEDIA RELEASE to various Land Rover and Range Rover Clubs

17th February 2017

At a meeting on 11th February 2017, representatives of the Land Rover Owners Club of Victoria, the Land Rover Owners Club of Sydney, the Land Rover Club of the ACT, and the Range Rover Owners Club of Sydney met at Gundagai NSW to discuss the feasibility of running an event to celebrate the 70th Anniversary of Land Rover.

It was generally agreed that such an event should be conducted and held over Easter 2018 (Friday March 30 to Monday April 2) at a location somewhere in NSW still to be determined, and to invite members of as many Land Rover and Range Rover Clubs in Australia, and the general public to participate. But before such an event can even be considered and planned that the event needs a paid Event Coordinator.

That meeting agreed that the role of Event Coordinator shall be advertised within Land Rover and Range Rover clubs to seek such a person. The role would have some compensation along the lines of an agreed reimbursement based on the number of participants attracted to and registered with the event.

What does a paid event coordinator do to earn their fee?

In conjunction with Club representatives, he/she shall -

- 1 - Handle and respond to all enquiries from the public
- 2 - Arrange/coordinate creation of website
- 3 - Arrange/coordinate on-line booking program
- 4 - Provide a budget for prior approval by the above four clubs
- 5 - Report back on a monthly basis to Club-appointed subcommittee representatives
- 6 - Report back as required to a Treasurer with Income & Expenditure compared against the Budget
- 7 - Arrange creation of a separate nominated bank account
- 8 - Arrange insurance cover with Affinity Insurance (or maybe another insurance company)
- 9 - Advertise event through many different outlets (Clubs, Media, etc)
- 10 - Coordinate bookings
- 11 - Coordinate sponsorship
- 12 - Coordinate merchandise
- 13 - Coordinate meals and catering
- 14 - Source exhibitors
- 15 - Liaise with Clubs through Club-appointed representatives as required
- 16 - Liaise with Land Rover Australia through a Club representative
- 17 - Liaise with local Council and Police through a Club representative
- 18 - Arrange monthly bulletins via social media
- 19 - Ensure that local authorities and businesses are kept informed that the event is coming to their town and that they are ready with personnel, supplies and equipment to handle such a crowd

A paid event coordinator for the Land Rover 70th Anniversary shall ideally have the following skills and requirements -

- (a) Possess a good understanding of running a similar type of large event
- (b) Possess the ability to effectively lead a team of volunteers
- (c) Able to compile and present a budget, and be able to adhere to it
- (d) Able to manage finances of the event and provide reports to the subcommittee of Club representatives
- (e) Be able to comfortably liaise with exhibitors, authorities and members of the public at all levels
- (f) To work well in a team environment
- (g) To operate in a pleasant, honest and open manner
- (h) Be computer literate and able to competently use Outlook, Word and Excel programs
- (i) Posses a modern computer and printer
- (j) Have the time to devote to the role for this event

Clubs are asked if they could publish this Media Release in their next Newsletters so that all their members are aware of the event and the requirements of the role.

All enquiries to be forwarded by email to -

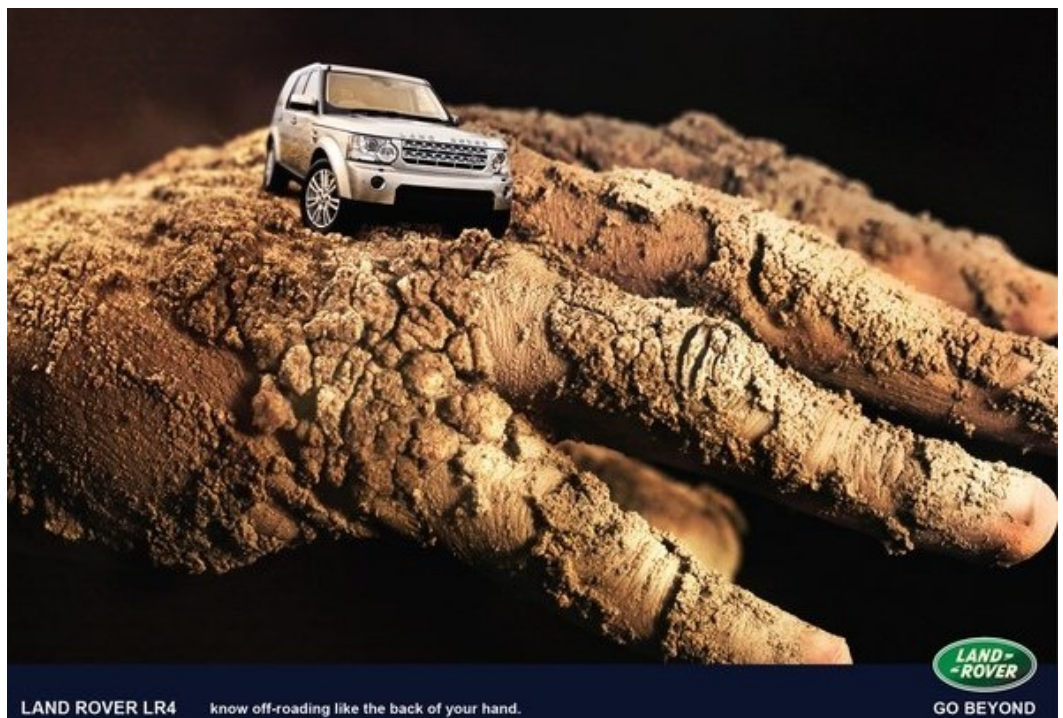
Graeme Walsh (Land Rover Owners Club of Victoria)

Phone: 0418 313 074

Email: gwash1@bigpond.net.au

These will then be considered by the representatives of the Preliminary Meeting before a decision is made. Note: applications from members of Clubs shall include written approval of that Club's Committee.

Such an event is just over twelve months away and will require a lot of planning work. Therefore applications need to be submitted no later than 31st March 2017.



LAND ROVER LR4 know off-roading like the back of your hand.

LAND-ROVER  
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## New Land Rover Discovery from under \$66K

Full Australian prices and specs announced for 2018 Land Rover Discovery 5

Land Rover Australia has announced full pricing and specifications for its new-generation Discovery 5, including a base price of \$65,960 plus on-road costs. That price applies to the entry-level Discovery S Td4 five-seat four-cylinder diesel, which will cost just \$1025 more than the base Discovery 4 TDV6 it replaces (\$64,935). However, seven seats will cost \$3400 extra (\$5600 more at base level including air suspension), despite the fact that 95 per cent of buyers opt for three rows, and the cheapest version of the fifth-generation Disco won't be available when the new line-up arrives Down Under in July.

At that point, as announced in September, when the all-new monocoque Range Rover-based Discovery 5 made its world debut at the Paris motor show, the range will open at \$81,950 for the seven-seat, four-cylinder SE TD4.

As we reported in November, the cheaper coil-sprung Discovery S and five-seat availability across the range will become available here around September.

Together, that will make for an MY18 Discovery range comprising no less than 25 model variants, five equipment grades (S, SE, HSE, HSE LUXURY and FIRST EDITION, 100 of which will be sold here, from a global production run of 2400) and three diesel engines – Td4, Sd4 and Td6.

All Disco 5s will come standard with a ZF eight-speed automatic transmission and 4WD system, but a two-speed transfer case with low-range is optional on S models (\$920) and unavailable with Td4 engines, on which air suspension costs \$2060 extra. Likewise Terrain Response 2 is a \$2060 option for all models bar the FIRST EDITION but unavailable for the base Discovery S Td4, and an active rear locking differential costs \$1080 on all models. All models will, however, retain its 3500kg braked towing capacity. Although the cheapest Discovery 5 models will return to four-cylinder power for the first time since the 1990, resulting in less power and torque, weight savings of up to 480kg from a new aluminium-intensive monocoque platform will make all models quicker and more efficient.

The Ingenium 2.0-litre Td4 turbo-diesel produces 132kW/430Nm, can hit 100km/h in a claimed 10.5 seconds and consumes 6.2L/100km in the entry-level Discovery S five-seat (seven-seat versions are unchanged or 0.1L/100km thirstier).

Next up is the Sd4, a retuned 177kW/500Nm version of the same engine, which hits 100km/h in 8.3sec and consumes 6.4L/100km in the Discovery S, while the range-topping 190kW/600Nm 3.0-litre V6 turbo-diesel Td6 consumes 7.2L/100km and hits 100km/h in 8.1sec.

Both S and SE models ride on 19-inch alloy wheels, while HSE/HSE LUXURY models come with 20-inch rims and the five-seat-only FIRST EDITION has 21s.

Buyers of the entry-level S models must pay \$1610 extra for the satellite-navigation system fitted in SE variants, and all other models come standard with Navigation Pro with off-road maps and a 10GB media storage system.

However, all models come standard with autonomous emergency braking, lane departure warning, reversing camera, rear parking sensors, a single-piece tailgate and Jaguar Land Rover's InControl infotainment system measuring 8.0-inch in the S and SE, and 10-inch in other models.

Fuji white is the only solid paint colour and – among the host of other optional extras – all metallic hues cost \$2010 extra (premium metallic paint is a \$4020 option).

As we've reported, stocks of the existing Discovery 4 will run out within months, due to demand for the outgoing model and delays in securing

### 2017 Land Rover Discovery 5 pricing (plus ORCs):

S Td4 five-seat -- \$65,960

S Td4 seven-seat -- \$71,560

S Sd4 five-seat -- \$71,560

S Sd4 seven-seat -- \$77,960

S Td6 five-seat -- \$78,560

S Td6 seven-seat -- \$84,960

SE Td4 five-seat -- \$77,050

SE Td4 seven-seat -- \$81,590

SE Sd4 five-seat -- \$83,450

SE Sd4 seven-seat -- \$87,990

SE Td6 five-seat -- \$90,450

SE Td6 seven-seat -- \$94,990

HSE Td4 five-seat -- \$87,150

HSE Td4 seven-seat -- \$90,550

HSE Sd4 five-seat -- \$93,550

HSE Sd4 seven-seat -- \$96,950

HSE Td6 five-seat -- \$100,550

HSE Td6 seven-seat -- \$103,950

HSE LUXURY Td4 five-seat -- \$100,950

HSE LUXURY Td4 seven-seat -- \$104,350

HSE LUXURY Sd4 five-seat -- \$107,350

HSE LUXURY Sd4 seven-seat -- \$110,750

HSE LUXURY Td6 five-seat -- \$114,350

HSE LUXURY Td6 seven-seat -- \$117,750

FIRST EDITION Td6 -- \$132,160





## JAGUAR LAND ROVER CONFIRMS A CLEANER FUTURE AT LOS ANGELES INTERNATIONAL AUTO SHOW

Jaguar Land Rover has revealed its first electric vehicle, the Jaguar I-PACE Concept, alongside the all-new Land Rover Discovery at the Los Angeles Auto Show.

Jaguar Land Rover is working towards a cleaner future, with ultra-clean diesels and petrol engines, BEVs, PHEVs and MHEVs all in its strategic plans. By 2020 the company will offer customers the option of electrification on half of all its new cars, CEO Dr Ralf Speth confirmed.

The Jaguar I-PACE Concept is an electric five-seat performance car with supercar looks, sports car performance and SUV space. The production version will be revealed in later 2017 and will be on the roads in 2018 with a predicted range of more than 500km on the NEDC cycle (220 miles EPA).

Making its North American debut, the new Land Rover Discovery continues a 27-year story of innovation. Jaguar Land Rover is leading the software engineering revolution at the forefront of the shift from cogs to code, illustrated by the investment in electrical engineering which has trebled from £99m to £301m over the last five years.



## JAGUAR LAND ROVER TO PRODUCE ALL-NEW DISCOVERY IN UK AND SLOVAKIA TO MEET STRONG DEMAND

Jaguar Land Rover has confirmed that the new Land Rover Discovery will be produced at two European plants, at Solihull in the UK and Nitra in Slovakia, following strong advanced orders for the new flagship in the Land Rover model range.

The Slovakian facility, which will open in 2018, will add to production from Solihull, which is operating at full capacity across three shifts, with 24-hour production to support global demand for Range Rover, Range Rover Sport and the recently launched Jaguar F-PACE. Together these models have helped Jaguar Land Rover achieve a year-on-year sales increase of 23% to October.

Today's announcement follows confirmation at the recent Los Angeles Auto show that the Jaguar I-PACE - the company's first battery electric vehicle, will be manufactured under contract by specialists Magna Steyr in Austria.

"The new Discovery is already a hit with customers, confirming our decision to launch this car as the lead vehicle in Slovakia, alongside manufacture in Solihull. This multi-plant approach mirrors the strategy taken for Range Rover Evoque and Land Rover Discovery Sport at our plants in Halewood, China and Brazil, ensuring our manufacturing output is able to keep up with strong consumer demand." said Wolfgang Stadler, Jaguar Land Rover Global Manufacturing Director.



## JAGUAR LAND ROVER TECHNICIANS TAKE ON THE WORLD

David Sherlock from Australia crowned Global Technician of the Year.

Jaguar Land Rover has recognised its top technicians in the coveted Global Technician of the Year awards. More than 30 workshop experts from Jaguar Land Rover retailers around the world took part in the final stage of the competition, in which they demonstrated their expertise in a range of technical disciplines essential to deliver the highest levels of customer service.

David Sherlock from Australia beat technicians from Jaguar Land Rover's five regions; UK, China, Europe, North America and Overseas, to win the accolade of being Jaguar Land Rover's Global Technician of the Year. David impressed the judges with his across-the-board technical capability and his high level of competency in powertrain, engine repairs, electrics, chassis and theory skills.

Andy Goy, Jaguar Land Rover Global Learning and Development Director, said: "Technicians across our global retail network play a vital role in delivering Jaguar Land Rover's commitment to create experiences that our customers love. We are proud of our strong network of highly skilled technicians around the world and events such as this are an opportunity for us to recognise this talent."

Jaguar Land Rover's Global Technician of the Year competition is open to staff from across its network of more than 2,000 retailers in 156 countries. First technicians enter their regional competition and then they take part in the week-long global finals in the UK. Entrants are given a series of theory and practical assessments to test their technical skills.

Winner David Sherlock, from Australia: "The whole experience has been amazing. The challenges were very tough but I'm so happy to be crowned Jaguar Land Rover's Global Technician of the Year!"

Jaguar Land Rover, the UK's largest car manufacturer, achieved its strongest global October sales to date, selling 46,325 vehicles, up 11% year on year. The company sold 480,349 vehicles in the first ten months of 2016, up 23% on the same period in the prior year. With nearly 40,000 people employed globally, the UK remains the cornerstone of Jaguar Land Rover's business; with three vehicle assembly plants, one engine manufacturing centre and two UK design and engineering sites. Over the past five years, Jaguar Land Rover has doubled sales and employment, more than tripled turnover and invested over £12 billion in new product creation and capital expenditure.



## JAGUAR LAND ROVER ANNOUNCES QING PAN AS EXECUTIVE DIRECTOR, JAGUAR LAND ROVER CHINA

Jaguar Land Rover today announced the appointment of Qing Pan to the Board of Management as Executive Director, Jaguar Land Rover China, effective 1<sup>st</sup> January 2017.

Mr. Pan will lead Jaguar Land Rover business in China, acting as Chair for the Jaguar Land Rover China legal entity board and sitting on the Board of Directors for Chery Jaguar Land Rover (CJLR). This strategically important appointment provides aligned leadership and one clear voice across all Jaguar Land Rover activities in China as the company continues to build on six years of progress in the China market.

Reporting directly to Dr. Ralf Speth, CEO Jaguar Land Rover, Mr. Pan is responsible for maximising the total value of Jaguar Land Rover business in China, including CJLR operations, Integrated Marketing, Sales & Service (IMSS), and Corporate functions in the market. He is accountable for profit performance of Jaguar Land Rover combined import and local business in China and leading the company's vision and strategic development in the region.

Richard Shore who held the position of Acting Regional President Jaguar Land Rover Greater China for eighteen months will now focus full-time on his role as Chief Financial Officer Jaguar Land Rover China. Mr. Shore's successful tenure came to a fitting end when Jaguar Land Rover was named "British Company of the Year in China" at the 2016 British Business Awards.

Dr. Ralf Speth, CEO Jaguar Land Rover, said: "I am delighted to welcome Qing Pan to Jaguar Land Rover and appoint him to the Board of Management as Executive Director, Jaguar Land Rover China. In this role Qing will be responsible for leading our business in China – Jaguar Land Rover's most important market. Qing is the first mainland-born Chinese national on the board of a global automaker, and his local expertise and extensive experience of the premium automotive sector makes him the perfect appointment to drive our business forward in this key market and support Jaguar Land Rover's global vision of sustained, profitable growth. I would also like to take this opportunity to thank Richard Shore for his valuable contributions during this interim period". Mr. Pan is a deeply experienced automotive executive who made important contributions to the growth of VW Group in Asia while in different senior positions at Volkswagen, MAN and Audi over nine years. Regarding his appointment Mr. Pan said: "I am thrilled to take up this new position with Jaguar Land Rover. It is an incredibly exciting time to be part of this thriving British company, particularly in China where strong foundations for success have been laid in place over the last six years. The opportunity to lead and grow Jaguar Land Rover in China is one that I relish and I look forward to working with new colleagues, dealers, partners and all stakeholders to ensure this happens".



## JAGUAR LAND ROVER ACHIEVES STRONG GLOBAL RESULTS IN NOVEMBER

	November	% increase (decrease)	Jan – November	% increase YOY	15/16 Financial Year	% increase YOY
Jaguar	47,588	2	527,937	21	521,571	13
Jaguar	14,613	83	132,381	75	94,449	23
Land Rover	32,975	(14)	395,556	9	427,122	11

The UK's leading manufacturer of premium luxury vehicles has announced further global sales growth for November 2016, following a successful month in China and last week's announcement that its Chinese plant is increasing capacity by over 50%. Jaguar Land Rover today reported its best ever November retail sales of 47,588 vehicles, up 2% compared to November 2015. The year-on-year growth in retail volumes was driven by strong sales of the new Jaguar XF (with the addition of the long wheel base XFL in China) and F-PACE as well as continuing solid sales of the Land Rover Discovery Sport and Range Rover Sport - offset partially by the run-out of Land Rover Discovery in advance of the all-new model in 2017.

Jaguar Land Rover delivered solid retail sales growth for November year on year across two of its largest three markets, with China (up 42%) and North America (up 20%) offset by sales in Europe (down 13%), the UK (down 6%) and in other overseas markets, which include Russia and Brazil (down 25%). Jaguar Land Rover sold 527,937 vehicles in the first 11 months of 2016, 21% up on the same period in the prior year.

Further Chinese growth is in prospect following the announcement during the Guangzhou Auto Show of the Phase II capacity expansion project at the Chery Jaguar Land Rover plant in Changshu, which will increase manufacturing capacity by 70,000 vehicles, an increase of more than 50%. Andy Goss, Jaguar Land Rover Group Sales Operations Director, said: "These are solid results underpinned by encouraging performance in China, where our sales are growing healthily in an incredibly competitive environment. Sales in our Land Rover brand have been affected by the run-out of the Land Rover Defender and the current Land Rover Discovery model, but our growing order bank for the New Discovery gives us confidence for 2017.

"Meanwhile, the Jaguar brand continues to show strong growth, especially in the US market where XF and F-PACE have inspired a new generation of customers to try the Jaguar experience." Jaguar recorded its best November ever, with retail sales reaching 14,613 vehicles, up 83% compared to November last year. Driven by continuing strong sales of the new XF and the F-PACE, calendar year-to-date sales for Jaguar were 132,381, up 75% year-on-year.

Land Rover recorded November sales of 32,975 vehicles, down 14% on November 2015, as continuing solid sales of the Land Rover Discovery Sport and Range Rover Sport were offset by lower volumes of the discontinued Land Rover Defender and outgoing Discovery. Calendar year-to-date sales for Land Rover reached 395,556 vehicles, 9% up on the prior year.





## 2016-17 Land Rover Discovery Sport and Range Rover Evoque recalled for suspension fix

Land Rover has issued a recall for its 2016 and 2017 model-year Discovery Sport and Range Rover Evoque SUVs over concerns the front suspension could fail. The British marque reports the left and right lower control arms (depending on vehicle) in the knuckle joint of the front suspension have been incorrectly assembled, which could cause the suspension to fail if the vehicle is exposed to a shock impact like a deep pothole or kerb to the affected front wheel. If the front suspension fails, the affected front wheel will separate from its lower joint, which will cause vehicle instability and potentially a loss of vehicle control. Affected Discovery Sport and Evoque units were sold from 31 March 2016 through 25 August 2016.

Jaguar Land Rover Australia confirmed a total of 11 vehicles are affected by the right lower control arm fault – six Range Rover Evoques and five Discovery Sports; while a total of 16 vehicles are affected by the left lower control arm fault – four Discovery Sports and 12 Evoques.

VIN ranges for the affected vehicles are as follows:

Right lower control arm

Discovery Sport – SALCA2BN2GH612686 to SALCA2BN5HH641815

Evoque – SALVA2AN5GH159180 to SALVA2BN1HH176858

Left lower control arm

Discovery Sport – SALCA2BN2GH614589 to SALCA2BN5HH642539

Evoque – SALVA2AN5GH149193 to SALVA2BN1HH176766

Owners of these vehicles will be contacted via mail, and are advised to contact their local Land Rover or Range Rover dealer for an inspection and repair. For information, contact the Land Rover customer relationship centre on 1800 625 642.



## JAGUAR LAND ROVER APPOINTS FIRST MANAGING DIRECTOR FOR START-UP BUSINESS

Jaguar Land Rover has appointed Sebastian Peck as Managing Director of [InMotion](#), the company's new mobility business and corporate venture capital arm. Sebastian started his career at The Boston Consulting Group and following his MBA at London Business School joined the TMT advisory team of UBS Investment Bank. In the past seven years, he has been involved in early-stage technology businesses as an investor and operator. He co-founded Digital Science, a scientific software company and corporate VC backed by Macmillan Publishers, and most recently was CFO of London-based healthcare start-up Health Bridge.

Launched in April 2016, InMotion is powered by Jaguar Land Rover, and under Sebastian's stewardship will selectively invest in the emerging mobility services supply chain, develop premium mobility services and deliver an integrated user experience for Jaguar Land Rover and InMotion customers. InMotion's Accelerator provides best-in-class support for early-stage start-ups, tapping into the resources, reach and experience of a global company in Jaguar Land Rover to address the premium market. Sebastian Peck said: "Joining InMotion at this exciting time in its infancy is an unmissable opportunity. The potential in the mobility services market is gigantic, and I'm looking forward to speaking with entrepreneurs, start-ups and investors to explain what the fantastic team here has to offer." Sebastian will lead a team of more than 30 people at InMotion's head office in London and will report directly to Adrian Hallmark, Director Corporate Strategy and Planning at Jaguar Land Rover. Adrian Hallmark, Director Corporate Strategy and Planning, Jaguar Land Rover, said: "I am extremely pleased to welcome Sebastian to InMotion. This year the company has grown exponentially and I am confident that Sebastian will be able to elevate us to the next level and grow a business that can deliver premium digital mobility solutions to both existing and potential Jaguar Land Rover customers."



**About InMotion.** InMotion invests in the future of mobility and smart transportation. Powered by Jaguar Land Rover, we're an independent company that combines the best elements of corporate venturing and internal product development to build a unique environment for aspiring entrepreneurs and early stage start-ups to grow successful businesses.

Our services are designed to delight our customers, improve the way we move, provide access to vehicles beyond ownership and inspire better choices across all modes of transport. We stop at nothing in our mission to transform the way people move and connect them to the places they want to be. [www.inmotionventures.com](http://www.inmotionventures.com)

## JAGUAR LAND ROVER OPENS ITS DOORS TO FEMALE STUDENTS INTERESTED IN EXCITING ENGINEERING CAREERS

Jaguar Land Rover is today opening its doors to female students to give them a deep insight into engineering and manufacturing careers. The students aged 15-18 have all applied for Jaguar Land Rover's Advanced and Degree Apprenticeship programmes and secured their places on the course after passing initial HR screening and psychometric tests.

During the four-day 'Young Women in the Know' programme, the students will tour design and manufacturing facilities, network with female employees, spend a day on work placement with a female mentor and brush up their workability skills including CV writing and interview practice. The scheme is running at five Jaguar Land Rover Education Business Partnership Centres in the Midlands and Merseyside,

Nick Rogers, Executive Director, Product Engineering, Jaguar Land Rover, said: "Jaguar Land Rover has grown tremendously, and to continue to pioneer new products and focus on engineering excellence, we are passionate to welcome diverse talent from across the globe. The whole automotive industry is facing a shortfall of engineers, and for Jaguar Land Rover, encouraging more girls and women to consider a career in engineering is a vital part of addressing this shortage. We've seen our female engineering workforce grow from 9% to 11% over the past four years due to our initiatives like Young Women in the



Know and our Women in Engineering undergraduate sponsorship scheme, and it's great to see these programmes are helping us attract more female talent to our business."

Jaguar Land Rover has been running the 'Young Women in the Know' programme at its Solihull manufacturing plant since 2012 and 42 participants have secured apprenticeships at the company. Chloe McNally, a Jaguar Land Rover Advanced Apprentice based in Special Vehicle Operations, said: "I took part in the 'Young Women in the Know' course in 2013. I thought manufacturing plants would be dirty, noisy and not suitable for females but the reality was very different and it was great to meet so many women from across

the business and hear about their careers. The course persuaded me to change my career plan from civil engineering to manufacturing. I joined the company on my apprenticeship four years ago and would thoroughly recommend it. As well as college studies, I work on bespoke premium vehicles for customers across the globe and every day brings a different challenge." Danella Bagnall, Chief Product Engineer at Jaguar Land Rover, who was recently named in Autocar's Top 100 Most Influential British Women in the Automotive Industry, said: "I started my career as an apprentice 29 years ago which was a great way of continuing education, developing skills, and getting into industry. I am now a senior engineering manager which demonstrates the excellent career progression opportunities available to women in a modern engineering-led business like Jaguar Land Rover. I would thoroughly recommend a career in engineering to girls and hope this programme inspires lots more women to become engineers." The Young Women in the Know course will ensure the female students have strengthened their knowledge and experience ahead of the Apprenticeship assessment centres early next year.



### **JAGUAR LAND ROVER HEAD OF COMMUNITY RELATIONS, LES RATCLIFFE TD, APPOINTED MBE IN QUEEN'S NEW YEAR HONOURS LIST**

Les Ratcliffe, Jaguar Land Rover's Head of Community Relations, has been appointed a Member of the Order of the British Empire (MBE) for outstanding service to the community in the Queen's New Year's Honours List.

Les became Head of Community Relations in 1998 and has made a significant, positive impact across Jaguar Land Rover operations in the UK, as well as helping shape the company's corporate social responsibility agenda globally. Working closely across the West Midlands, Coventry, Warwickshire and the North West with organisations such as Business in the Community (BITC), strategic partnerships and local communities, Les has developed a wide-reaching community relations programme which includes business relationships, education, employee volunteering and charitable support.

Les Ratcliffe said: "It's a huge honour to be awarded an MBE. My 43 years' service has been an extraordinary journey, starting with Jaguar after serving in the Parachute Regiment. I am passionate about the opportunity to put Jaguar Land Rover at the heart of the communities we do business in. Our programme focuses on inspiring young people from all areas of the community and supporting vulnerable and disadvantaged children. I feel privileged to have been part of Jaguar Land Rover's commitment to future talent and helping our sites to build meaningful, long-term relationships in the community as a socially responsible company."

He was part of the team which helped the company win BITC's Responsible Business of the Year 2013 and was made the Prince of Wales' Business in the Community Ambassador for the West Midlands 2008. In 2011 he was granted the City of Coventry Award of Merit for outstanding personal contribution to Jaguar Land Rover while promoting community relations in the city.

Les established the company's award-winning 'Inspiring Tomorrow's Engineers' school STEM (science, technology, engineering and maths) programme, which comprises six Education Business Partnership Centres at its UK sites as well as STEM Challenge competitions. More than 2.9 million school children across the UK have participated in the programme since 1999 and 2 million more young people will take part globally by 2020, including at new education centres in Brazil and Slovakia. Les and his team developed the 'Inspiring Tomorrow's Workforce' traineeship for unemployed young people in 2014 to help young people improve their employability skills and gain employment in the automotive industry.

Les is chairman of the Coventry and Warwickshire Champions and NSPCC business groups. He has led Jaguar Land Rover's engagement with the military for many years. The company was one of the first to sign up to the Armed Forces corporate covenant. Les worked with colleagues from across the business to develop a training programme for early service leavers and a placement scheme for wounded ex-military personnel

that offers work experience leading to full-time employment. Jaguar Land Rover has recruited 200 ex-military staff to date and hopes to increase this to 1,000 by 2020. Dr Ralf Speth, CEO, Jaguar Land Rover, said: "It is fantastic to see Les's contribution recognised in Her Majesty's New Year Honours List with the award of an MBE. The bulk of his 43-year career with Jaguar Land Rover has been spent promoting education, skills, training and UK manufacturing as well as being a tireless servant to the communities in which our business operates. In particular, thousands of young people have been inspired to choose a career in manufacturing and engineering because of his efforts, which has hugely benefited both Jaguar Land Rover and the UK."





## JAGUAR LAND ROVER INCREASES STAKE IN CONNECTED CAR PROGRAMME

Jaguar Land Rover has announced a closer partnership with CloudCar, including the adoption of its next-generation cloud services platform and a US\$15m minority investment in the company.

CloudCar, based in Palo Alto, California, is a world-leading developer of connected driver experiences. With machine-learning capabilities tied to various sensors in the car, its cloud services platform allows car manufacturers to use its capability – including improved voice-activated applications and personalisation – while still maintaining their brand identity and retaining ownership of data. Hanno Kirner, Executive Director of Corporate Strategy for Jaguar Land Rover, said: “This represents an important step in developing connected car technology. CloudCar has been working with premium manufacturers on some of the most exciting opportunities and challenges in the fields of machine learning and infotainment.

“This investment is integral to Jaguar Land Rover’s vehicle technology programme: but the programme also presents an invaluable opportunity for other automotive manufacturers to get involved. The eventual need to integrate into the car hundreds of driver-focused global cloud services and content means this platform is an excellent example where cooperation between OEMs can improve outcomes for customers, as well as reducing costs.”

Philipp Popov, CEO of CloudCar, said: “We are excited to deepen our relationship with Jaguar Land Rover and we also look forward to other manufacturers benefitting from our recent progress”. Jaguar Land Rover intends to be the first to roll out the next-generation CloudCar platform in its first fully electric model, Jaguar I-PACE.



## JAGUAR LAND ROVER SAILS PAST HALF-MILLION SALES MARK IN 2016 AS JAGUAR SETS NEW RECORD

- Best ever full-year global sales of 583,313 vehicles
- Sales have almost tripled since 2009
- Jaguar sells a record-breaking 148,730 vehicles in 2016, up an extraordinary 77%
- Land Rover retails 434,583 vehicles, up 8% year-on-year
- Record performances in the UK, US and Europe
- Global sales driven by award-winning product portfolio
- More than 200 global awards won in 2016



Jaguar Land Rover, the UK’s leading manufacturer of premium luxury vehicles achieved its best ever full-year global sales in 2016, selling more than one car every minute with retails of 583,313 vehicles, up 20% on the prior year. This is the company’s seventh successive year of growth in sales, with retails in 2016 almost triple the 2009 figure. Sales in December were up 12% compared to the same month last year, with retails of 55,375. Retail volumes were up 36% for the month in China – its strongest monthly performance on record. Jaguar Land Rover’s global performance for the full year 2016 shows a balanced regional portfolio with record retail sales in the UK, North America and Europe. Europe was the company’s largest sales region in 2016 with annual sales of 138,695, up 26% year on year. Retail sales were up across all other regions: 31% in China, 25% in North America and 17% in the UK. A total of 117,571 Jaguars and Land Rovers were bought by customers in the UK - its best full-year results in the company’s history.

Andy Goss, Jaguar Land Rover Group Sales Operations Director, said: “This has been a significant year for Jaguar Land Rover, with updated models being introduced across the range, as well as the completely new Land Rover Discovery Sport and the Jaguar F-PACE. It is particularly pleasing to see the Jaguar brand setting impressive new sales records. “Customer response has been very positive this year, resulting in record retails across most of our key regions. These results mark significant steps in Jaguar Land Rover’s strategy to become a truly global business and meet the growing international demand for its two iconic brands. “I am confident that in 2017 our British line-up will continue to expand and delight in markets across the world.” Jaguar sales were up an exceptional 77% for the year, retailing 148,730 vehicles. This was the brand’s strongest ever full-year performance and was primarily driven by sales of the Jaguar F-PACE, XE and XF. These new models have propelled Jaguar to become the fastest growing premium brand in the US, outpacing the industry by 116%. Globally, F-PACE sales were especially strong, with 45,973 sold throughout the year. Jaguar received 71 awards in 2016 for its products, with the F-PACE amassing more than a third of these – including Car of the Year by Auto Express. In November, the Jaguar XF won Germany’s top car award, the Golden Steering Wheel, after being voted ‘Best Saloon’ in the Mid-Full-size category.

Land Rover retailed a record 434,583 vehicles in 2016, up 8% up on 2015. The previous Discovery model entered its run-out phase, meaning that sales softened slightly ahead of the all-new Land Rover Discovery going on sale in February 2017. The best-seller for the year was the Discovery Sport, retailing 122,460 vehicles, up 76%. Also notable were sales of the Range Rover Evoque and Range Rover Sport, selling a total of 200,245 vehicles. In 2016, Land Rover received 83 awards for its products, with the Discovery Sport taking home an impressive 33 of these, on top of breaking a Guinness world record in September with the largest ever LEGO structure.

During the year the company celebrated 201 global awards, which included becoming the UK’s largest vehicle manufacturer and being named Britain’s Manufacturer of the Year at the Made in the UK Awards.

In May 2016, Jaguar Land Rover reaffirmed its long-term commitment to the Armed Forces in its role as Presenting Partner of the 2016 Invictus Games in Florida. It was also a significant year for the expansion of Jaguar Land

