

FORD FAIRMONT AND FAIRMONT GHIA

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HAVE YOU DRIVEN A FORD...LATELY?





Going one better to give you more driving pleasure and ownership satisfaction has always been the policy at Ford. It's an attitude that produces vehicles impressive for their quality and innovation. It's a commitment that makes today's Fairmont and Fairmont Ghia the safest, most luxurious and rewarding to drive that we've ever built.

For example, in developing driver and left front passenger airbags for the very latest Fairmont and Fairmont Ghia, our people weren't satisfied to merely match the efforts of our competitors. Instead, they have drawn upon Ford's world-wide resources to give you the same system that's used in the latest vehicles in the USA, a market recognised as a leader in this technology.



In this way, Ford has been able to set the standards. It's the reason why today's new Fairmont and Fairmont Ghia occupy the high ground in technology, performance, craftsmanship and luxury. When you've finished reading this brochure, return to your Authorised Ford Dealer and test drive the latest Fairmont of your choice.

To build a car that rewards your achievements and provides unparalleled driving pleasure.

There are those who reach a point in life where their choice of vehicle tends to reflect not so much their needs as their desires.

The desire to drive a vehicle that exemplifies luxury, performance, comfort and refinement.



▲ Fairmont is designed in Australia by people who instinctively understand the needs and expectations of Australian families.

A vehicle that is satisfying and rewarding to drive. One that is set distinctively apart from other vehicles on the road.

In Australia, these qualities have long been associated with the Fairmont badge.

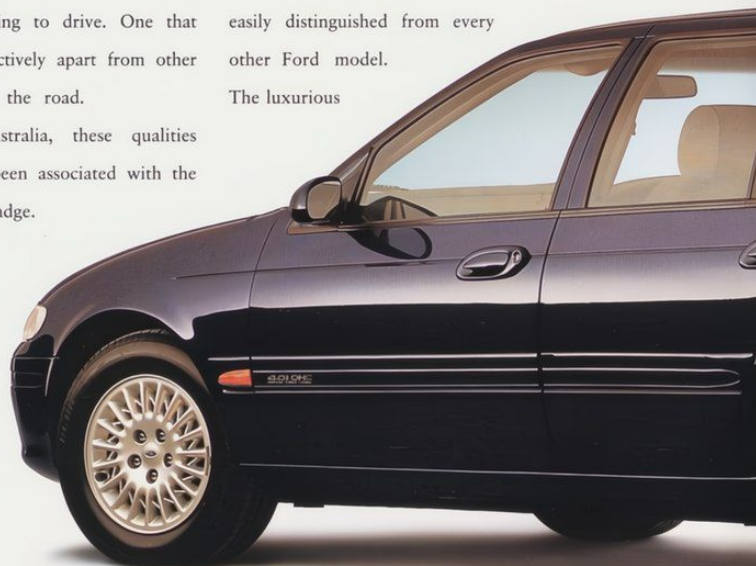
- ▶ To help Fairmont quality stand the test of time, five separate coating processes are applied to Fairmont.
- (1) The entire body is electro-chemically cleaned and prepared for painting.
 - (2) The vehicle is dipped in primer.
 - (3) A second primer coat is applied.
 - (4) Top coat enamel and for most models clear coat are applied.
 - (5) Rustproofing wax is applied.

The challenge for our designers and engineers was to push the concept further, to take it to a new level of design sophistication and refinement.

Today's Fairmont and Fairmont Ghia stand as symbols of their dedication, for they have succeeded in producing vehicles that surpass all that has gone before.

The new Fairmont range has been given its own exclusive identity. With handsome grille, unique headlamps and front bumper, Fairmont and Fairmont Ghia are easily distinguished from every other Ford model.

The luxurious



▲ Sophisticated electronic instruments are used to ensure that design specifications are precisely translated to production models.



▲ In Ford's design centre, using CAD (Computer Aided Design), highly trained and creative designers employ the latest technology and work in conjunction with engineering staff through all stages of development.

Fairmont interiors are aesthetically refined and ergonomically efficient.

They cocoon the occupants in a world of luxury, where road and mechanical noise have been reduced to an unobtrusive level. Where passive and active safety measures assist in making the environment more secure. Where the driver experiences a feeling of dynamic quality, a sense of well-being that comes from the way the car drives and responds.

Whether you're behind the wheel for hours every day, or for just a few minutes, our designers and engineers have determined that every second you spend in your Fairmont should be quality time.

In the latest Fairmont and Fairmont Ghia all the design elements have been brought together

in a harmonious application of form and function. There are no rough edges. The word is smooth. In styling, in luxury, in mechanical refinement. It concerns the way a brake pedal



feels, how a door panel fits, the way the crankshaft is balanced and the engine is mounted. It's all about the things we've done to make today's Fairmont range such a hallmark of luxury and an undisputed symbol of prestige.

▲ Fairmont's aerodynamic styling contributes to the overall efficiency of the vehicle. The air flow is directed over and around the vehicle to reduce drag. The resultant lower drag coefficient combined with other engineering innovations and refinements promote efficient fuel usage.





Fairmont Ghia admits you to a world of luxurious appointments, rich leather and abundant room.

A world not compromised by the size constraints placed on some overseas car designers.

This is a luxury car of Australian proportions. An executive package designed by Australians who know instinctively how much room Australians want. The requirements of Australian families have always been a top priority at Ford.

Ford designers and engineers know that ride comfort is as dependent on the seats as it is on the suspension, wheels and tyres.

Fairmont Ghia's seats are beautifully contoured for postural support. Both front seats include adjustable lumbar support for greater lower back comfort.

The seats are luxuriously covered in full leather. (Prestige velour trim is available at no extra cost.)

The driver, always deserving of special consideration, enjoys a seat with adjustments for height and thigh support.



An executive package with all the fringe benefits.

The rear seat incorporates convenient headrests. It also has a 60/40 split fold backrest to

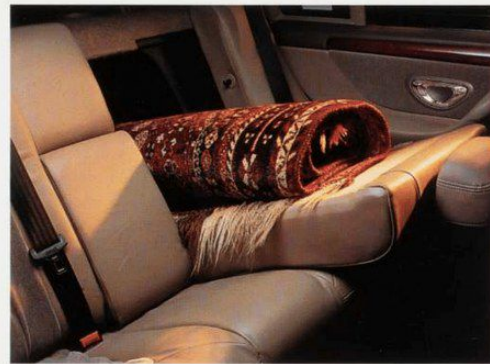
(Digital Signal Processing).

The 3-chip AM/FM tuner has been specially developed for Fairmont Ghia. With Noise Control, it delivers outstanding AM/FM reception. It has provision for six AM and 12 FM pre-set stations plus an additional six AM and six FM stations using Auto Store.

The 9-speaker 250 watt system incorporates the CD player and tuner described above and a premium stereo cassette player. Features include electronic soft touch controls, Dolby B & C noise reduction, auto reverse, music search, metal tape compatibility and DSP.

The centre console provides storage space for personal items and includes a convenient cup holder. Proving that room – lots of it – is a constant theme in Fairmont, you'll find that even the lockable glove box is exceptionally spacious.

Directly in front of the driver, the leather rimmed steering wheel provides a convenient location for the buttons that operate the vehicle's cruise control.



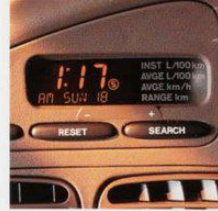
▲ Fairmont has the versatility to accommodate a variety of carrying needs. For example, the rear seat has a 60/40 split fold backrest to handle long or awkward shaped objects in addition to one or two rear seat passengers.

accommodate long or awkward boot loads in addition to one or two rear seat occupants.

Extensive sound insulation creates a special ambience inside Fairmont Ghia; a serene atmosphere that complements the vehicle's elegant appointments.

The ideal environment in which to enjoy Fairmont Ghia's superb audio system, which includes a 6-stack boot-mounted CD player as standard equipment.

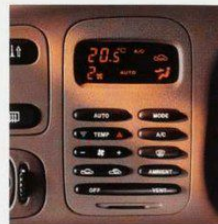
Fairmont Ghia's audio system brings you a truly exciting dimension in sound – the realism of DSP



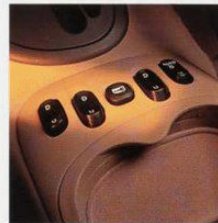
▲ The trip computer supplies data relating to speed and fuel consumption. It also includes an 'overspeed' function that warns you if you exceed a pre-set speed.



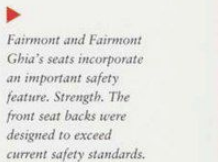
▲ The controls for Fairmont's standard cruise control are conveniently located on the steering wheel boss.



▲ Fairmont gives you the convenience of 'set and forget' automatic climate control air conditioning. The system uses more environmentally friendly CFC-free refrigerant.



▲ The centre console houses the controls for Fairmont's front and rear power windows.



▲ Fairmont and Fairmont Ghia's seats incorporate an important safety feature. Strength. The front seat backs were designed to exceed current safety standards.

The power window controls have been placed in a panel on the centre console. A convenient time delay feature enables you to operate the power windows for up to 45 seconds after the ignition has been switched off.

All other controls also fall easily to hand, including those for the standard automatic climate control air conditioning system that, with environmental safety in mind, uses CFC-free refrigerant for a cleaner atmosphere.

Fairmont Ghia's special ambience is also enhanced by the aesthetic quality of the uncluttered instrument panel and the way the controls feel when you operate them.

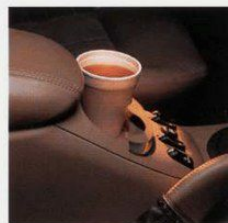


Before the driver is a clean, clear display of information relating to engine performance and road speed. Fairmont Ghia instrumentation includes a tachometer, trip meter, odometer, speedo, oil pressure gauge, battery voltage gauge, fuel gauge and temperature gauge.

A bank of warning lights monitor vital functions and includes a service interval warning display to tell you when a service is required. An audible warning will alert you in the event of high engine temperature, low fuel or low oil pressure, and also serves as a reminder if you have left the headlights on.

The trip computer enables you to monitor fuel consumption, average speed, distance to empty, and incorporates an 'overspeed' warning function to help you stay within the posted speed limits.

In today's Fairmont and Fairmont Ghia the parkbrake is conveniently floor-mounted alongside the centre console.



▲ Cup of coffee, anyone? This convenient cup holder makes it easier to take a coffee break on long trips.





A new pinnacle in Ford's safety evolution.



▲ The driver airbag is located behind a panel in the centre of the steering wheel. Fairmont Ghia's left front passenger airbag (optional on Fairmont) is integrated into the dashboard pad above the glove box. Sensors in the vehicle detect the severity of an impact. If the collision meets the criteria for deployment, in less than one twentieth of a second the driver airbag and passenger airbag, if fitted, are designed to inflate and be released to help protect the driver and left front seat passenger.

At Ford, when it comes to vehicle safety we're never satisfied. Our safety program is dynamic and constantly evolving.

Over successive generations of vehicles, our engineers have developed and incorporated an ever-increasing number of safety features into Fairmont.

However, with the latest range of Fairmont vehicles, the Ford safety evolution has achieved a new high

standard. Not just for Ford, but for every Australian car maker.

Perhaps the most obvious of our latest innovations is the airbag system on every Fairmont model (dual airbags are standard on Fairmont Ghia, the left front passenger airbag in an option on Fairmont).

Why is the Ford system so special? To understand, you have to appreciate the limitations of some other systems.

The Ford airbags have been designed to protect a spectrum of people, male and female, across a range of seating positions.



▲ Inertia reel seat belts with reinforced mounting front and rear help to protect all occupants, including the centre rear passenger in the sedans. The front seat belts have a special locking device that instantly minimises any seat belt webbing payout in extreme circumstances.

The Ford system also uses 3 sensors instead of just one to determine when the airbag should be deployed.

These sensors are more discriminating in determining real world crash situations.

Certain elements of Fairmont's safety package were developed in conjunction with a comprehensive program of crash tests. It is reassuring to know that some of

Fairmont's safety features were designed to exceed current safety standards, showing again that safety is our number one priority.

AN INVISIBLE 'SAFETY COMPARTMENT'

A concept central to Fairmont's structural integrity has been the 'safety compartment', an invisible zone that has provided a high level of occupant protection.

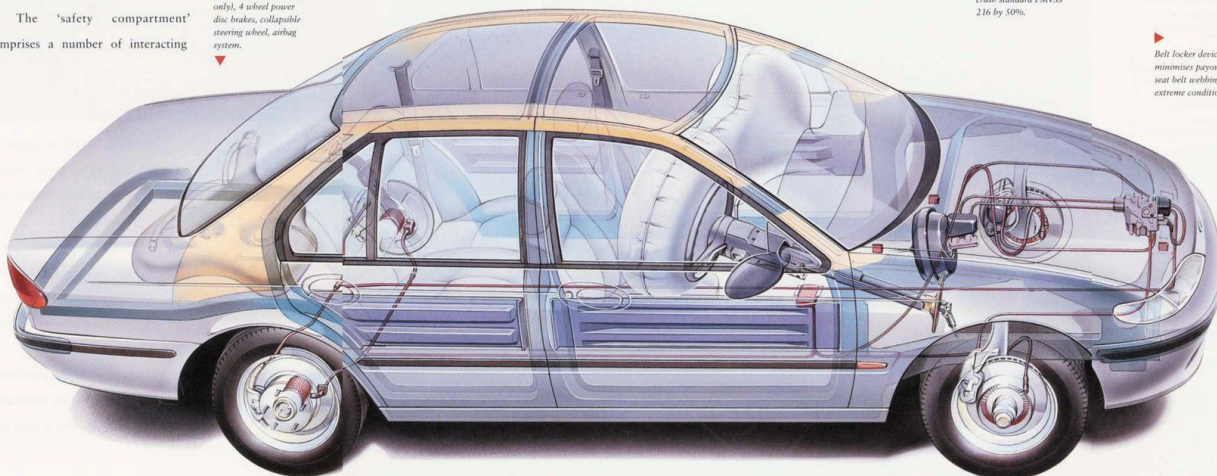
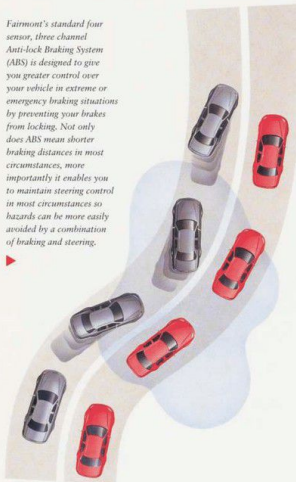
The 'safety compartment' comprises a number of interacting



▲ The automatic climate control air conditioning system standard in all Fairmont models uses CFC-free refrigerant. This Ford policy has resulted not only in a more environmentally friendly system but also a more efficient one.

▼ Certain features of the passenger compartment on Fairmont have been designed to exceed current safety standards. The compartment features side intrusion beams and integrated front and rear crumple zones. Other safety measures include plastic fuel tank (sedan only), 4 wheel power disc brakes, collapsible steering wheel, airbag system.

Fairmont's standard four sensor, three channel Anti-lock Braking System (ABS) is designed to give you greater control over your vehicle in extreme or emergency braking situations by preventing your brakes from locking. Not only does ABS mean shorter braking distances in most circumstances, more importantly it enables you to maintain steering control in most circumstances so hazards can be more easily avoided by a combination of braking and steering.



design elements. They include Fairmont's rigid frame, the roof construction, door pillars, side intrusion beams, the front and rear integrated crumple zones and other components. Among other things, it has meant that the Fairmonts of the past could withstand a force of 32kN (over three tonnes) in tests for US roof crush resistance standard FMVSS 216.

In today's Fairmonts, the roof crush strength has been further enhanced and now is designed to exceed the US standard by 50%.

Other improvements have increased Fairmont's structural integrity to such a level that the



▲ Fairmont possesses enormous roof crush strength. Ten new high strength steel structural reinforcements have been added to the body-side and roof structures. Fairmont is designed to exceed the standard US crash standard FMVSS 216 by 50%.

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



PRIMARY SAFETY FEATURES

Fairmont's airbag system and strengthened passenger compartment head an extensive list of safety measures. Primary safety features include engines with sufficient power not to be found wanting when extra response is called for. Steering and



▲ The vehicle's audio system is protected by another Ford anti-theft measure. A special security code renders the unit useless to thieves.

suspension systems that are precise and predictable. Powerful braking systems, that include four wheel discs and an Anti-lock Braking System.



AN UNCOMPROMISING ATTITUDE TO VEHICLE SECURITY

The latest technology has been applied in the area of vehicle security. This includes Smartlock vehicle immobilisation.

It's a security system that's so smart you don't even have to remember to switch it on! Smartlock automatically immobilises the engine when the ignition key is removed.

Other Ford security initiatives include the coding of major vehicle components with a Vehicle Identification Number and a security-coded audio system.

Every Ford is allocated a unique Vehicle Identification Number (VIN) which distinguishes the vehicle from all others on the road. Major vehicle components are permanently marked with the VIN as another way to help deter theft.

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Our engineers know you expect exciting performance from Ford.

At Ford Australia we have a reputation to protect. A reputation based on the supremacy of our six cylinder and V8 engines. It's a legacy

The performance and efficiency of both versions have been achieved by implementing Computer Torque Control (CTC), a term that describes a number of engineering innovations. CTC works in conjunction with a new generation EEC-V (Engine Electronic Control) computerised engine management system which has substantially more processing power than its predecessor.

CTC embraces enhancements such as a Dual Resonance Intake Manifold which features dual air intake runners directly to the inlet port of the cylinder head. One runner is always open, the second is managed by the EEC-V system. By controlling the way the engine breathes, low speed torque is boosted. In place of a distributor, three coils are used to fire two spark plugs each cycle. The camshaft profile and timing have been revised to suit the wide

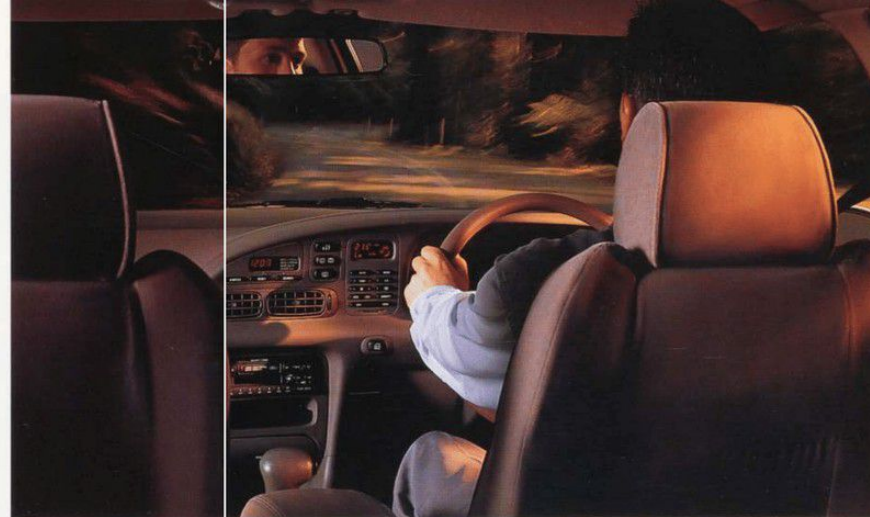
that goes back more than thirty years. Fairmont is equipped with Ford's highly acclaimed 4.0 litre six cylinder multipoint EFI engine. It delivers power per litre comparable with the Jaguar 6.0 litre V12 engine, and torque per litre comparable with the BMW 5.0 litre V12 engine. Our reputation, wouldn't you agree, would seem to be secure!

Fairmont Ghia is powered by a sophisticated high output version of the 4.0 litre engine. It produces even more free-flowing power and torque.



▲
4.0 MULTIPPOINT
EFI (FAIRMONT GHIA).
Bore & stroke mm
92.26 x 99.3
Cylinder head
OHC Aluminium alloy
Displacement cc 3984
Compression ratio 9.3:1
Air induction
Dual resonance intake
manifold
Fuel System
Elect. multipoint fuel inject.
controlled by EEC-V
Engine Management
System
Fuel
Regular Unleaded
Max Power
DIN kW/rpm 164/5000
Max Torque
Nm/rpm 366/3150

4.0 MULTIPPOINT EFI.
Bore & stroke mm 92 x 99
Cylinder head
OHC Aluminium alloy
Displacement cc 3984
Compression ratio 9.3:1
Air induction
Dual resonance intake
manifold
Fuel System
Elect. multipoint fuel
inject. controlled by EEC-V
Engine Control Module
Fuel
Regular Unleaded
Max Power
DIN kW/rpm 157/4900
Max Torque
Nm/rpm 357/3000
▼



▲
Ford's six cylinder and
V8 engines give Fairmont
long - and powerful -
legs. It gives you the
ability to cover plenty of
country kilometres with
a minimum of effort.

torque band. The design of the throttle pedal and linkage serves to make the engine more responsive.

Fairmont Ghia's high output version of this engine includes larger exhaust valves with modified porting and a revised camshaft to help achieve even greater amounts power and torque.

For drivers who enjoy the uncompromising power of a V8

engine, Ford offers a 5.0 litre V8 engine as an option on Fairmont and Fairmont Ghia. It's the inheritor of a proud tradition of Ford V8s. And it is a worthy successor to those illustrious predecessors.

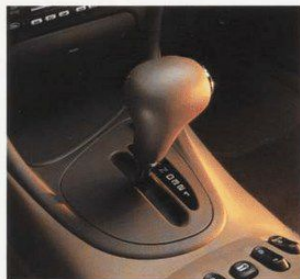
Equipped with Sequential Multipoint

electronic fuel injection, which is sequenced with engine valves to inject fuel at precisely the right moment for optimum efficiency, the Ford V8 is designed to develop a stirring 165 kW at 4500 rpm, with tremendous torque figures of 388 Nm at 3000 rpm. All of which is delivered smoothly and efficiently - this engine is one of the most fuel-efficient V8s ever made.



A smooth transfer of power.

Transferring Fairmont's free-flowing power to the road is a smooth and efficient process, thanks to Ford's advanced electronically controlled four-speed automatic transmission. It's the standard transmission, steering and suspension are working in complete harmony. It's the feeling you get in today's Fairmont with it's new, lower stance on the road and a suspension tuned for an agreeable balance of handling and ride comfort.



► The smooth and versatile Australian-made four-speed electronically controlled automatic transmission produces outstanding fuel economy with quiet operation. Fuel-saving features include a 'normal/economy' switch changeable by the driver to suit driving conditions and a torque converter with 'lock-up clutch' for third and fourth gears.

The power assisted rack and pinion steering is positive, precise and delivers excellent road feel. The rear suspension on Fairmont sedans employs the proven Watts Link rigid axle system. It is equipped with rear upper arms designed to isolate unwanted vibration from the passenger compartment.

The four-speed automatic, renowned for its smooth and quiet operation, offers 'Normal' and 'Economy' operating modes. The 'Economy' mode provides a more fuel efficient operation.

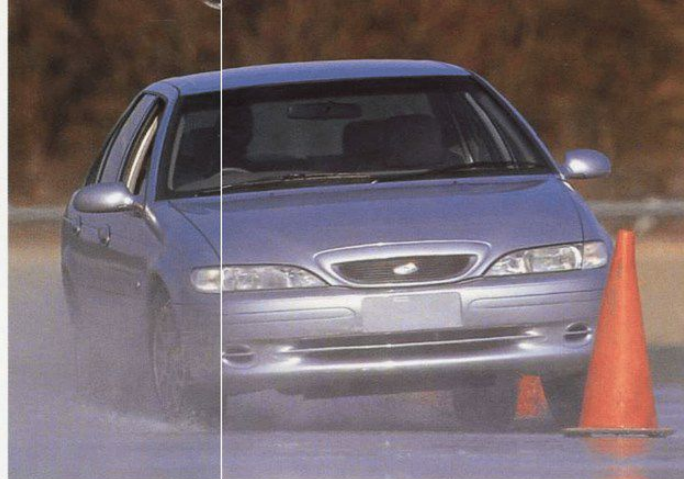
When a car is well balanced, smooth and agile, you can feel it. It's a feeling that comes when the engine,

transmission, steering and suspension are working in complete harmony. It's the feeling you get in today's Fairmont with it's new, lower stance on the road and a suspension tuned for an agreeable balance of handling and ride comfort.

The power assisted rack and pinion steering is positive, precise and delivers excellent road feel. The rear suspension on Fairmont sedans employs the proven Watts Link rigid axle system. It is equipped with rear upper arms designed to isolate unwanted vibration from the passenger compartment.

Fairmont wagons are fitted with the proven Hotchkiss rear suspension which has been designed to cope with the extra loads to which wagons are subjected.

In the front, Fairmont is equipped with an advanced version of the strong and reliable short and long arm, long spindle (SLALS) configuration. The geometry is set for excellent steering response.

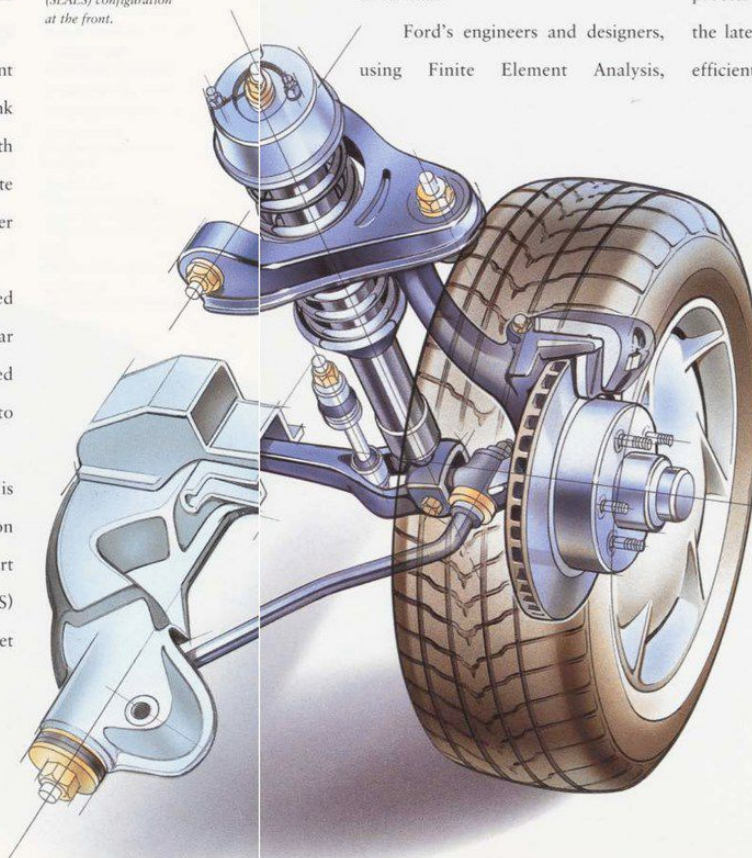


► Fairmont's dynamic safety features are enhanced by its finely tuned suspension system which comprises the proven Watts Link rigid axle system in the rear (sedans) and the strong and reliable short and long arm, long spindle (SLALS) configuration at the front.

Large, variable rate bushes in the suspension reduce harshness and tyre noise and 18mm diameter shock absorber rods help to provide Fairmont with ride quality that's best in its class.

Ford's engineers and designers, using Finite Element Analysis,

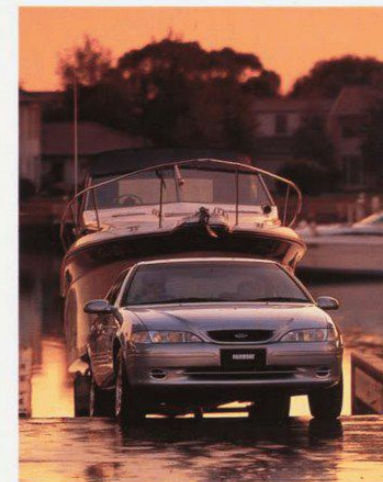
performance braking system. Which is why every Fairmont is equipped with power assisted four-wheel disc brakes and ABS. And because our engineers are involved in a constant process of revision and improvement, the latest braking system is the most efficient ever.



► Fairmont's front suspension is the reliable short and long arm, long spindle (SLALS) system tuned to keep harshness and road noise at low levels. Fade resistant power assisted 4 wheel disc brakes provide efficient stopping power.

computer-designed a magnificent set of 15x6½" alloy road wheels for Fairmont. Fairmont Ghia is equipped with its own unique design. The wheels are matched to low profile steel belted radial tyres.

A car that produces remarkable performance requires nothing less than a



► The big-hearted performance of Fairmont's 4.0 litre fuel injected six cylinder engine (or optional 5.0 litre V8) makes towing a breeze. Power assisted rack and pinion steering assists manoeuvrability and reduces driving effort.



► Fairmont's ergonomically designed instrument panel provides a clear, uncluttered display of essential information, and places controls within easy reach. The instrumentation is microprocessor controlled for greater accuracy and includes tachometer, speedo, water temperature gauge, fuel gauge, oil pressure gauge, volt meter, odometer and trip meter. There's a range of warning lights that monitor vital mechanical functions and a trip computer that provides data relating to road speed and fuel consumption.

► The Fairmont interior provides luxurious room and comfort for five adults. The front seats are beautifully sculpted for comfort and postural support. They have fore, aft and rake adjustment, and adjustable lumbar support for greater lower back comfort. The tasteful seat fabrics have been selected for their beautifully soft and supple texture and their ability to resist wear. The rear seat offers the versatility of a 60/40 split fold design to extend the capacity of the boot and accommodate long or awkward shaped items.



An unrivalled combination of luxury, performance and value.

In Fairmont sedan and wagon never before has such pleasure for the driver been combined with so much luxury for the passengers.

You have the choice of the standard 4.0 litre multipoint EFI six cylinder engine or optional 5.0 litre V8 described earlier, teamed with Fairmont's advanced four-speed automatic transmission.

You also drive with the security of a driver airbag system (left front passenger airbag optional) and a whole range of innovative safety measures that are included in every Fairmont sedan and wagon.

Inside, luxury features abound. Automatic climate control air conditioning provides 'set and forget' driving comfort.

The instrument panel contains precisely the same microprocessor controlled instruments and controls as the Fairmont Ghia sedan.

You even have a special service interval light in the instrument panel that comes on to remind you that your Fairmont's next service is due.

The 8-speaker stereo sound system (6-speaker in Fairmont Wagon) comprises AM/FM tuner and auto reverse cassette deck with Dolby B noise reduction, integrated digital clock and anti-theft security coding.

It's ready to take Ford's optional 6-disc boot-mounted remote control CD player.

Fairmont wagon is the luxury choice for touring and carrying. Because it has all the distinctive equipment items of its sedan counterpart, but with enormous carrying potential.

With the rear seat folded down, the Fairmont wagon opens up a cavernous 'best in class' 2,595 litres of cargo space. Even with the rear seat up, the capacity is still 1,473 litres.

And you still have the option of using the flexible 60/40 split rear seat configuration to open up extra space while still carrying one or two passengers in the rear.

For luxury, style and performance a Fairmont sedan or wagon is unquestionably the way to go.



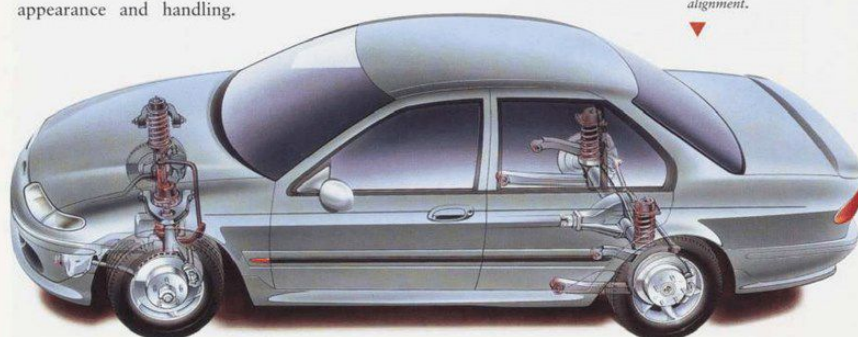
Because everyone is an individual.

Many people will be quite prepared to take a Fairmont exactly as specified on the preceding pages. There are others who are disposed to a sportier way of life.

These Ford options, many developed by Tickford Vehicle Engineering, Ford's partner in performance enhanced Falcons, give such performance-minded people the opportunity to endow their Fairmont with even sportier appearance and handling.

There's also a selection of towing kits and other options.

This is the best way to go about it too, because all the options detailed here are specifically made for Ford vehicles from high quality materials. And because they're installed before delivery, you're assured of proper fit and compatibility and gain the benefits of the Ford 24 month/50,000 km Express New Vehicle Warranty.



▲ Fairmont with body styling kit, 16" wheels and tyres and sports suspension.

▼ Fairmont performance handling packages include stiffer front and rear springs, new sports-tuned shock absorbers and bushes, new front stabiliser bar and revised wheel alignment.

SPORTS SUSPENSION (sedans and wagons)



Outstanding comfort and responsive handling are qualities that come standard in Fairmont and Fairmont Ghia. With a Sports Suspension, that handling is improved even further.

Stiffer front and rear springs, sports tuned shock absorbers and bushes, and revised wheel alignment combine to produce razor-sharp handling and a low stance on the road while retaining good ride quality.

BODY STYLING KIT (sedans only)



Includes styled side skirts, front and rear aprons for the bumper bars and a raised deck lid spoiler with integrated high mounted stop light. Improves aerodynamic performance and gives your new car a sensational appearance.

16" WHEELS AND TYRES (sedans and wagons)



Aggressive 16" x 7" five spoke alloy wheels fitted with high performance Michelin 225/50 VR 16 tyres.

Designed to fully utilise vehicle handling, provide a bolder appearance and retain good ride quality.

(Available only in combination with the optional Sports Suspension.)

SUNROOF (sedans only)



Precision crafted electric glass sunroof fully imported from Germany. Versatile operation – as a tilted vent to assist ventilation, and partially or fully open to increase your enjoyment of the great outdoors.

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

LPG



Closed loop system developed jointly by Ford and TVE and tuned specifically for Fairmont.

Available on automatic sedans and wagons.

Fully integrated dash mounted fuel changeover switch, dual system fuel gauge, reliable 'petrol always' starting system.

Completely compatible with Ford's Smartlock security system. This is the only factory fitted and warranted LPG system available for your vehicle.

1600 kg RATED TOW PACK

Specifically designed for Fairmont and Fairmont Ghia.

1600 kg capacity.

Includes the towbar with painted tongue, wiring harness, 7-pin connector, reinforcement brackets, and transmission oil cooler.

2300 kg TOW PACK

2300 kg rated capacity*. Features Heavy Duty towbar and Load Distributing Hitch, trailer wiring kit, revised turn signal flasher, and transmission oil cooler.

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 Heavy Duty Towbar (2300 kg rated capacity when used with 2300 kg Load Distributing Hitch)*, trailer wiring kit, re-

vised turn signal flasher, transmission oil cooler and a 1600 kg rated capacity plug-in tow ball mount.

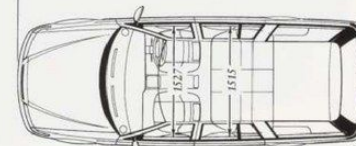
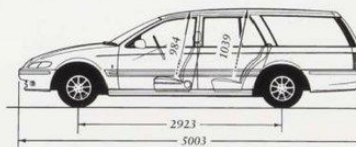
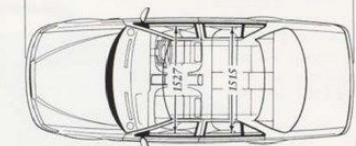
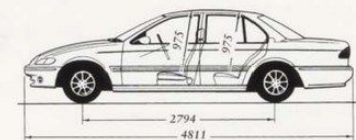
*Subject to State and Territory regulations.

CAR ALARM

Available as a Dealer fit Ford accessory.

Sophisticated and highly sensitive alarm system designed to help 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, rearming if no entry after 60 seconds, starter cut-out, shock detector.




All dimensions are shown in (mm).

Now, just add your choice of Ford Approved Accessories.

Your Authorised Ford Dealer can help you choose from the wide selection of Ford Approved Accessories. They're designed to enhance your Fairmont's styling, provide extra protection or equip it for a particular task you have in mind, like towing. They can add extra value to your vehicle.

Ford Approved Accessories look right and fit with precision

because they're manufactured with the same care and attention to quality as the car itself. Which is why, if fitted prior to delivery, they're fully covered by the  Ford 24 month/50,000 km Express New Vehicle Warranty*.

You have the opportunity to start enjoying the benefits and advantages as soon as you take delivery.

Fairmont sedan shown equipped with a selection of Ford Approved Accessories, including carry bars, headlamp guards, rear sunshade and front sunvisor.



Front Sunvisor
Fitted externally to the top of the windscreen to provide protection from the glare of the sun for safer driving.



Rear Sunshade
Provides additional protection from the sun. Can be painted to match body colour.



Rear Louvre (sedans only)
Unique Ford design protects rear seat passengers from the harsh Australian sun and helps to reduce glare.



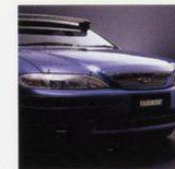
Dust Deflector (wagons only)
Reduce dust build-up on rear window. No drilling required. Can be painted to match body colour.



'Smart' Bull Bar
Designed to be compatible with the airbag system and comply with current Australian Design Rules.



Headlamp Guards
Fully tested by Ford and designed to meet Australian Design Rules. Photometric tested for your safety.



Bonnet Protector
Protect your vehicle from stone damage, preserve its appearance and enhance the resale value.



Weathershield
Stylish and practical - help to protect against wind and light rain. 'Slimline' style also available.



Heavy Duty Towbar*
2300 kg towing capacity with the aid of hitch and load levelling device (purchased separately).



Standard Towbar*
Rated at 1200 kg for manual vehicles and 1600 kg for auto.



Styled Carpet Mats
Preserve the original floor carpet and help to improve resale value.



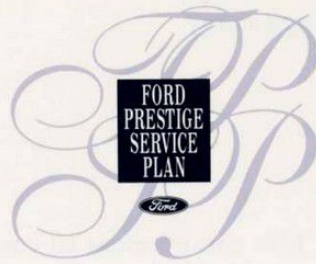
Ford Car Alarm
State of the art features and completely compatible with Ford's Smartlock immobilisation.

Fairmont Wagon
shown equipped with roof rack, venetian shades and dust deflector



* Accessories fitted after new vehicle delivery are covered by the 12 month/20,000 km Express Parts Warranty.

* Subject to State and Territory regulations.



Ford Prestige Service Plan. Exclusively yours.

One of the many rewards of owning a prestige vehicle like Fairmont 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.

For further details please consult your Ford Prestige Service Plan introduction pack.

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 Fairmont 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 Authorised 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 Fairmont 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 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 an Authorised 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 help keep your Ford operating in peak condition. The well-being of your Ford is supported by these express warranties.

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

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



Covers your Ford against defects in factory 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.

LIFELONG PANEL WARRANTY



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

FORD CUSTOMER ASSISTANCE CENTRE



We're always happy to hear from you and you will find our Customer Assistance Representatives responsive to your needs. Our Representatives can assist

with Fordcare servicing information and with any general enquiry about your vehicle that calls for special information beyond the scope of your Authorised Ford Dealer.

Customer Assistance Centre
Phone 1800 333 306 (TOLL FREE),
in Melbourne telephone 9359 7023.

FIVE YEAR PERFORATION CORROSION WARRANTY

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

FORD LEASING



Ford Leasing and Red Carpet Options are available to approved applicants of Ford Credit Australia Limited. Enquire at your Authorised Ford Dealer.

FLEET COMMUNICATION CENTRE



Our Fleet Communication Centre is available to assist fleet customers with information on Ford products and services. Phone 1800 673 207.



FORD. PROUD SPONSOR OF THE AUSTRALIAN OLYMPIC TEAM.

This brochure is designed to provide you with a general introduction to the Ford Products (including available optional equipment) referred to, and should be read in conjunction with the latest specification sheet. Because of changes in conditions and circumstances Ford* reserves the right, subject to all applicable laws, at any time, at its discretion, and without notice, to discontinue or change the features, designs, materials, colours and other specifications and the prices of their products, and to either permanently or temporarily withdraw any such products from the market without incurring any liability to any prospective purchaser or purchaser. The latest specification sheet should be referred to for information on the availability, ordering and use of optional equipment. Always consult an Authorised Ford Dealer for the latest information with respect to features, specifications, prices, optional equipment and availability before deciding to place an order. *FORD MOTOR COMPANY OF AUSTRALIA LIMITED. (A.C.N. 004 116 223) Registered Office: 1735 Sydney Road, Campbellfield, Victoria 3061, Australia. Printed February 1996.

HAVE YOU DRIVEN A FORD...LATELY?

