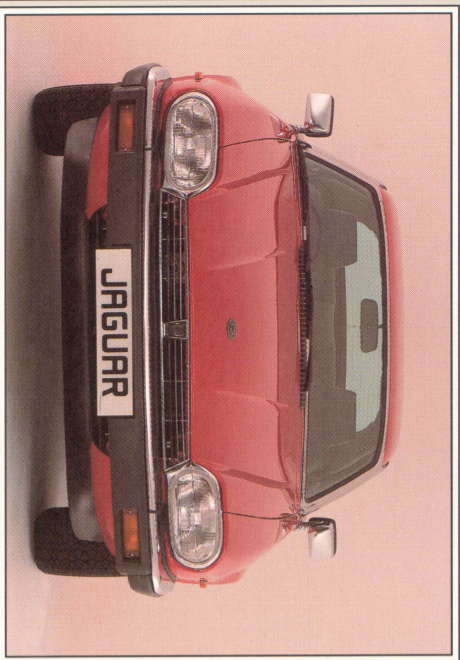
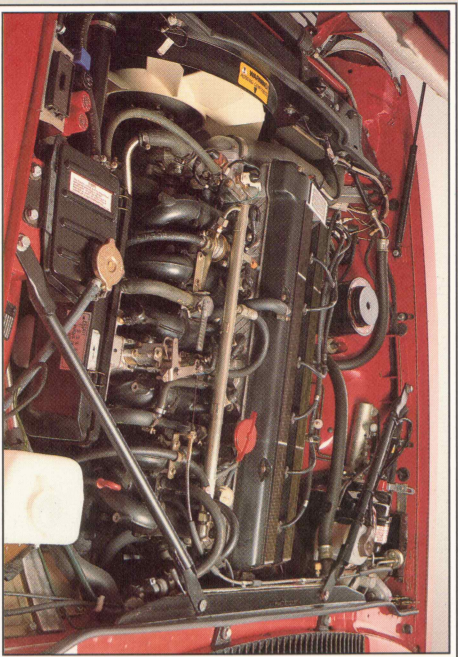


POSITION 1



XJ-S 3.6 and XJ-SC 3.6
Laminated windshield.
Tinted glass.
Bright screen moulding.
Two speed wipers.
Flick and intermittent wipe.
Electric washers.
Cibie biode halogen headlamps with combined sidelamps.
Deep section bumpers with wrap around and bright top face.
Front spoiler and undershield.
Re-designed bonnet to accommodate 3.6 engine.
XJ-S V12 and XJ-SC V12
Additions/changes to the above:
Headlamp wash/wipe.

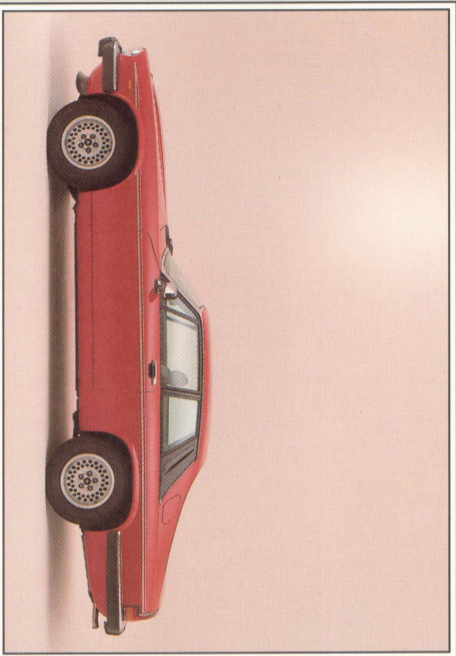
POSITION 2



XJ-S 3.6 and XJ-SC 3.6
Aluminium alloy 3590cc six cylinder engine.
Four valves per cylinder.
Twin overhead camshafts.
Digital fuel injection.
Constant energy ignition.
Seven main bearing crankshaft.
Viscous coupled cooling fan with thermal control.
Five-speed sports shift transmission (Getrag).
Power assisted steering.
Electric fan in addition to viscous coupled fan.

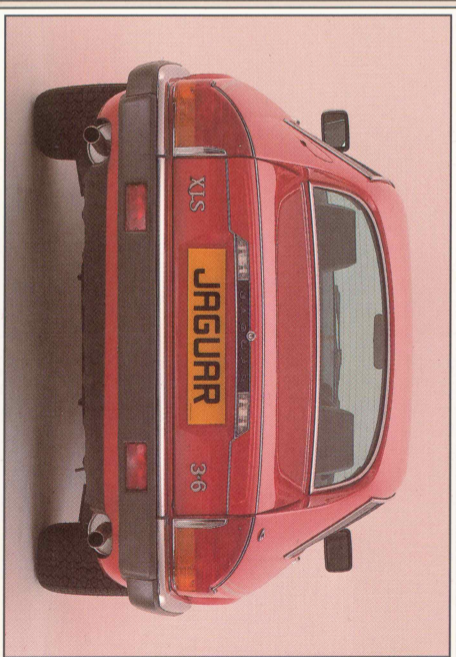
Inertia fuel cut-out.
Low maintenance battery.
XJ-S V12 and XJ-SC V12
Additions/changes to the above:
5345 cc V12 OHC engine.
GM 400 automatic transmission.
Cruise control.

POSITION 3



XJ-S 3.6
Bright drip rail.
Black door posts and rear quarter panel.
Black door window frames.
Special twin coachline.
Twin electric remote control door mirrors.
215/70 VR 15 tyres.
Perforated alloy wheels.
Limited slip differential.
Front and rear disc brakes, ventilated at front.
Servo assistance.
Dual circuit braking system.
Independent front suspension with anti-roll bar and anti-dive geometry.
Independent rear suspension with twin spring and damper units and anti-roll bar.
Wax-injected box sections.
Stainless steel silencers and tail pipes.
Full underbody protection.
XJ-SC 3.6 and V12
Additions/changes to the above:
Cabriolet body style.
Twin interlocking removable targa panels fore of fixed centre bar.
Removable folding double-skinned hood.
Starfish alloy wheels.
XJ-S V12
Additions/changes to XJ-S 3.6:
Starfish alloy wheels.

POSITION 4



XJ-S 3.6, XJ-SC 3.6, XJ-S V12 and XJ-SC V12
Heated rear window with automatic timer.
(Coupe models only).
Fully carpeted boot.
Bright boot lid moulding.
Boot lamp.
Spare wheel cover.
Reversing lamps.
Rear fog lamps.
Concealed locking filler cap.
Bright tail pipe trim.
Attaché case tool kit.
New for 1986 M.X.
Jack bag trimmed in carpet material.
(Please note: XJ-S badging remains the same, except "H.E." badge is replaced by "V12")

POSITION 6

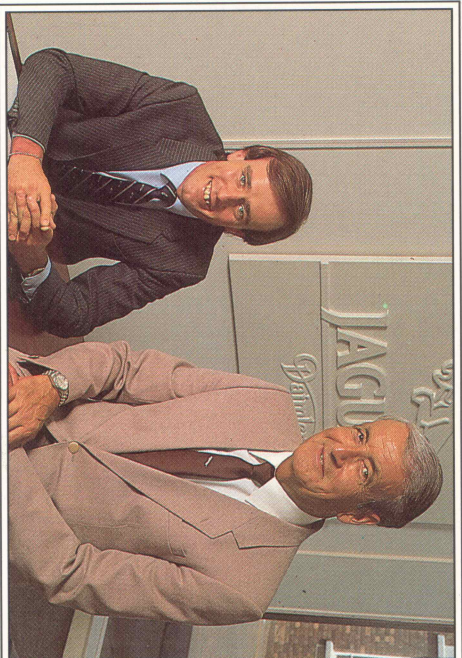


XJ-S 3.6
Bucket-style reclining front seats.
Centre armrest.
Inertia reel front seatbelts with concealed reels.
Dipping rear view mirror.
Burr elm wood fascia inserts.
Instruments:
Speedometer with trip recorder.
Tachometer.
Temperature gauge.

Battery condition indicator.
Oil pressure gauge.
Fuel gauge.
Stereo radio/cassette player with four speakers.
Electric aerial.
Warning lamps incorporating primary and secondary lamps (red for 'stop immediately' amber for 'when convenient').
Brake system.
Parking brake.
Oil pressure.
Ignition.
Bulb failure.
Low coolant.
Low fuel.
Main beam.
Indicators.
Hazard.
Rear fog guard lamps.
Heated rear window.
Seat belts.
Air conditioning with illuminated controls.
Lockable glovebox.
Vanity mirror in glovebox lid.
5 speed manual gearbox.
Centre console with burr elm wood inserts and clock.
Fully carpeted interior.
Padded steering wheel centre pad.
Twin column stalks operating:
—Left: horn, headlamp dip/flash and indicator.
—Right: wipers and washers.
Illuminated switches.
Cigar lighter.
Electric windows.
Burr elm wood door inserts.
Front door pockets.
Door open warning lamps.
Twin electric remote control door mirrors.
Centre door locking.
Leather trimmed steering wheel.

New for 1986 M.X.
"Herringbone" tweed cloth seat centres with leather surrounds with matching head restraints.
Chromed front seat adjuster bars.
Chromed radio speaker surrounds.
XJ-SC 3.6
Additions/changes to the above:
Twin concealed lockable rear storage boxes.
Twin rear magazine pockets.
Leather trimmed door panels and centre console.
XJ-S V12
Additions/changes to XJ-S 3.6:
Full leather-trimmed interior.
Automatic transmission (GM 400).
Stereo radio/cassette player with electronic digital tuning, now with Dolby.
Trip computer.
Cruise control.

New for 1986 M.X.
Burr walnut wood fascia and door inserts with matchwood inlays.
Clarton E950 with Dolby noise reduction.
XJ-SC V12
Additions/changes to XJ-SC 3.6:
Full leather interior.
Burr walnut wood fascia and door inserts with matchwood inlays.
Automatic transmission (GM 400).
Cruise control.
Trip computer.
Stereo radio/cassette with electronic digital tuning and Dolby noise reduction.



The last year has seen Jaguar's Sales and Marketing Training team covering many thousands of miles. Whilst they continued to provide fully-committed UK services, Richard Dickinson and Peter Leake also embarked on a series of intensive training projects abroad, giving Jaguar importers worldwide the vitally important product and sales training support. All European importers have received this back up, and overseas the training has extended to Japan, Taiwan, Australia, New Zealand, Scandinavia and the Middle East.

In 1985, Sales and Marketing Training became part of Jaguar Dealer Training, along with Service Product Training, Service and Parts, and Management Training. Although the name has changed, the services provided are as comprehensive as ever. The year to come offers an enhanced combination of centralised courses at Radford, and a flexible response to particular dealer training needs.

The following information covers Sales and Marketing Training support, but full details of Service, Parts and Management Training can be obtained on request from the Radford address below.

1. Training Courses

The following courses are run regularly at the Radford Training Centre. Full details and dates are available on request.

- Product Knowledge and Sales Techniques
- Finding More Jaguar Customers
- Buying and Selling Executive Used Cars
- Introduction to Jaguar for Dealer Administration Staff.

2. Responding to Needs

To help newly-appointed dealerships to meet the challenge of their new task, Jaguar's Sales and Marketing trainers are ready to provide 'on-the-spot' training of staff and management, or of dealer groups where required. Similarly, where particular training needs arise, specially tailored training can be made available.

3. Training Materials

- 'Know Your Product': a compact and indispensable pocket guide to the Jaguar and Daimler ranges.
- Salesmen Reports: informative and topical, these booklets are produced on a regular basis to keep you up to date on Jaguar and Daimler product developments.

- Used Vehicle Appraisal Cards: a systematic approach to valuation is the key to profitable deals. These cards will help you to get it right.

• Video cassettes:

- 'In Pursuit of Perfection': an introduction to Jaguar, its history and its model range.
- 'The Limousine': an appreciation of the world's finest luxury motor car.
- 'The Legend Grows': the exciting story of the evolution of the XJS into a racing phenomenon and a 3 model range.
- 'Building the Legend': a fascinating insight into the people, the craftsmanship and the technology involved in Jaguar's manufacturing process.

For further information, please contact:

Richard Dickinson, Peter Leake or Christine England
 Jaguar Cars Ltd,
 Dealer Training
 Radford, Coventry CV6 3GB
 Telephone: (0203) 596511 Ext. 4230/4229/4234
 Telex: 311252 JAGUAR



This year's entry to Le Mans was regarded as the next stage of development for Jaguar, and hopes were high for the two XJR5's fielded by the Group 44 team headed by Bob Tullius. And although number 40 was forced to retire, the famous Number 44 fought on gallantly, despite its own share of problems, to finish 13th out of the 25 cars classified.

In a race where the Jaguar completed a total of 2736 grueling miles at an average speed of 114 mph, to finish is no mean achievement - and augurs well for the next year's challenge.



