



AUTO NEWS

LARGEST CONSUMER AUTOMOTIVE NEWSPAPER IN U.S.
Distributed at Retail Outlets, Auto Shows & Events

**AUTO NEWS**

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Dupont Registry Hanger Party Kicks Off Boca Raton Concours d'Elegance

The 13th annual Boca Raton Concours d'Elegance presented by Mercedes-Benz and AutoNation on February 22-24, 2019 at the Boca Raton Resort & Club announces Jay Leno, from the "Jay Leno's Garage" television show, as the Saturday night Gala headline entertainer and Sunday Concours celebrity judge will also be attending as a celebrity guest at the Friday, February 22nd duPont Registry™ Live Hangar Party in Atlantic Aviation at the Boca Raton Airport kicks off the weekend of events.

The duPont Registry™ Live Hangar Party provides guests with an experience of gourmet tastings from more than 30 of South Florida's finest restaurants and indulge in an array of fine wines and spirits as well as live entertainment. Guests can also peruse an impressive selection of exotic cars, motorcycles, private jets, premier vendors and more. Tickets for the Hangar Party are \$125 per person which benefits the Boys & Girls Clubs of Broward County.

To purchase tickets or for additional information on the 13th annual Boca Raton Concours

d'Elegance and a full schedule of events, please visit www.bocaCDE.com or please call (954) 537-1010. The website also provides up-to-date guest information.

The Boca Raton Concours d'Elegance is the world's largest for charity, and fully benefits the Boys & Girls Clubs of Broward County. Founded and directed by Rita & Rick Case of The Rick Case Automotive Group as volunteers who have annually continued their leadership and hands-on involvement over the last 13 years and Honorary Chair Mike Jackson Chairman and CEO of AutoNation, is all to benefit the Boys & Girls Clubs of Broward County and the more than 12,300 at-risk youth it serves. "The entire Concours team is comprised of over 300 volunteers who donate their time to the planning and execution of the event," says Brian Quail, President/CEO of the Boys & Girls Clubs of Broward County. Quail added, "In 2018, the event attracted thousands of attendees and to date has raised more than \$10 million for our organization."



Dupont Registry Live Hanger Party at Boca Raton Concours on February 22nd

"Lexus at the Lodge" as Auto News Celebrates It's 20th Annual Road Trip to Sun Valley, ID.



2018 Lexus RX 350L 5-DR SUV parked in front of the Sun Valley Lodge during Holidays (photo Auto News)

by Bill McCallum

Here we go again. A road trip to Sun Valley, ID between Christmas and New Year. It's my 40th year for skiing in Sun Valley, ID and our 20th year for the road trip while testing a brand new vehicle. It's easier to fly from Seattle to Ketchum, ID or Boise, ID and back, but I enjoy the drive and yes, it is also a business trip since I place Global Auto News papers at our distribution outlets in Eastern Oregon & Southern Idaho.

Our vehicle of choice this year was the Lexus RX 350L 5-DR 3

Row SUV. The real test for the vehicle on this road trip is the elevation gain experienced when crossing "The Blues" S.E. of Pendleton, OR. (Approx. 4,500 ft.) On the Eastern leg of the trip the pass was clear and dry. On the return trip we experienced a blinding snow storm with almost zero visibility and snow and ice on the highway. The Lexus RX 350L delivered a superior performance considering the extreme challenge of the winter road conditions. The Lexus RX 350L provided more than enough room for ski gear

when you fold down the third row of seats. The 25 to 26 MPG average offers added economy on a road trip and the 3.5 liter 290 hp 24-valve V6 engine gives you the "power-to-pass" when you need it.

New for 2019 is the Lexus Enform Remote app with Amazon Alexa integration and parking sensors as standard equipment. If you are a winter sports enthusiast or not, the Lexus RX 350L SUV should be on your "must see" list when considering a new SUV.

Toyota Steps-Up with the 2019 Tundra TRD Pro Crew Max to Increase Their Share of the Truck Market



2019 Toyota Tundra TRD Pro Crew MAX (photo Auto News)

3 Words: Mobility, Electrification, Autonomous...?



Bill McCallum
editor

These 3 words have been over used in the auto industry for a number of years and may not be designed to confuse the public, but they have.

MOBILITY - When an automaker claims to be a MOBILITY company it can mean in addition to developing and selling cars, SUV's and trucks they are also in the plane, train, boat, motorcycle, bicycle, scooter, ski, skate board, etc., business.

ELECTRIFICATION - When automakers refer to the "... electrification of their entire fleet," it can mean; 1- updating the battery output and the vehicle wiring systems. 2- adding more hybrids to their lineup or 3- developing and bringing EV's to market.

AUTONOMOUS - This is the most confusing word in the automakers spin bin. Depending on your definition every vehicle on the road today could be considered an autonomous vehicle.

In case you missed it these THREE words are driving the narrative for the future of the global car business, as we know it today. If the automaker, and media spin doctors are right the future is bright, but if they are not and creating a market that doesn't exist, "look out here comes a global recession."

**Happy
New Year !!!**

2020 Ford Explorer Test Drive



Art Gould
feature editor

When you're the leader of the pack, the view only continues to get better. Such is the case with the new 2020 Ford Explorer which has been the perennial leader for almost three decades. With some 8 million sales since its introduction, the Ford Explorer has been the all-time best-selling SUV in America. This sixth-generation model is the most advanced version to date. The newest example has its sights set on continuing to dominate and hold the title as the leading SUV in the industry.

For 2020 the Explorer returns to rear wheel drive. This enables the Explorer to capture the most capable towing capability in this highly competitive SUV class. Vehicles equipped with a 3.0-liter V6 EcoBoost and the towing package can haul up to 5,600 pounds, while those outfitted with a 2.3-liter EcoBoost with the towing package can tow up to 5,300 pounds.

Equipped with the standard 10-speed automatic transmission and available Terrain Management System with seven drive modes, the Explorer can take occupants anywhere they want to go, in comfort and style. The drive mode system, controlled by a rotary dial on the center console, lets drivers shift easily between Normal, Slippery, Trail, Deep Snow/Sand, Sport, Tow/Haul and Eco modes.

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Joyce Reports on Golden Globes & Amazon After Party



Joyce Chow
entertainment editor

The turquoise 1962 Cadillac Sedan DeVille, played by 3 cars, was a central character of this year's "Green Book" which was awarded 3 Golden Globes at the 76th Golden Globes at the Beverly Hilton in Beverly Hills. The Golden Globes honors the best in film and American television as selected by the ninety members of the Hollywood Foreign Press Association (HFPA).

It is Hollywood's party night with most parties within the Beverly Hilton and spilling into the neighboring Waldorf Astoria. It's a bustling night of celebrations and reunions in and between parties and red carpets.

Brian Hayes Currie walked around carrying his 2 Golden Globes for Best Motion Picture and Best Original Screenplay. He shared his father's story about driving through the south chauffeuring legendary pianist Don Shirley in "Green Book" starring Viggo Mortensen and Mahershala Ali.

Constance Wu, Jon Chu and Chris Pang "Crazy Rich Asians" came out to celebrate their 2 Golden Globe nominations.

Olympian Katie Uhlaender is preparing for the upcoming Olympic games. BJ Korros

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Volvo XC40 Test Drive



Ed Barrett
feature writer

Volvo is taking a shot at compact SUV buyers with its new XC40 model. But it's got some strong competition to deal with. The XC40 competes with established players, like the BMW X1, the Audi Q3 and the Mercedes GLA. Yet, this new Volvo offers distinctive styling, luxury appointments and the latest technology.

The XC40 sports a family resemblance with its big brother the XC60 with an upright stance, boomerang taillights and its "Thor's Hammer" running lights. Yet, its upswept rear pillars and a "floating" roof (offered in contrasting black or white) give it a more youthful countenance.

Inside, the cabin delivers luxury features, such as standard leather seats and patterned metal trim on the dash, but the overall impression is that of functionality. Large storage bins in the front doors provide a great place for odds and ends. A removable bin in front of the console is also handy, and makes disposing of trash a snap, and there's even a flip-out hook for a handbag on the glove box. Storage area in the rear is more than adequate at 20.7 cu-ft. However, space in the backseat could be better with a bit more legroom.

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Honda Accord Hybrid Test Drive Review



Scot McCallum
"Green Car Guy"

Honda has a complete lineup of electric vehicles including two hybrids (Accord & Insight) a pure electric Clarity, a plugin Hybrid Clarity and the Clarity fuel cell. My test drive report is for this issue is the "fun-to-drive" Honda Accord Hybrid, the flagship in Honda's electric car lineup. Key available features include:

- 252 hp 2.0 - liter, turbo charged and inter cooled VTEC engine
- Head-up Display with a Wireless phone charger
- Heated and ventilated front seats
- Standard Honda Sensing suite of safety and drive-assistive features

The midsize sedan has a base MSRP of \$24,500 and up to \$36,000 depending on options. You will like the fuel economy rating of 28/42 MPH and the 5 Star NHTSA safety rating. With a 3 year/36,000 mile warranty, lower basic MSRP and above average MPG the Honda Accord Hybrid carries a "best value rating." The Honda Accord Hybrid is considered my most to be one of the best designed hybrids, with lots of room and it is "fun-to-drive."

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2019 Kia Cadenza Test Drive



David Schmidt
feature writer

For those people who still want to own and drive a good-sized sedan, Kia gives plenty of comfort and capability at a reasonable price with its Cadenza.

It is a car for people who are social and carry people rather than mostly family members in their back seats.

This might be another couple who ride with them to and from social events. And the car owners may actually want them to be comfortable during that process. It is much harder to be as comfortable in a crossover ute from roughly the same price range.

That's a matter of some of the laws of physics and some of the understanding that people who buy crossovers want the second row to fold down. That limits their ability to be as comfortable as a fixed seat. Then those buyers also tend to have children sitting back there the majority of the time.

It is just possible that may influence how important it is for the manufacturers to spend extra money to make those seats com-

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I Love My New Toyota RAV 4



Sally Hanson
travel editor

Last fall before the winter weather arrived, I decided to make a bold move and trade in my luxury sedan for a compact sport utility vehicle which could better navigate trips through snowy mountain passes and make the travel on the roadways around my new home in Eastern Washington easier.

Since I wanted a hybrid vehicle, the Toyota RAV4 was my choice because I appreciate Toyota's proven hybrid technology and the RAV4 continues to be a leader in the compact-crossover SUV segment. The fifth generation RAV4 has been introduced for model year 2019 and is now in dealer showrooms—except the hybrid version which will arrive this spring. As an impatient person, I could not wait for the redesigned model of the hybrid. When I arrived at the Toyota dealership to inquire about the 2019 model, my choice of color and style in the 2018 hybrid was just waiting for me at the dealership's front door.

You can definitely see me coming in my Electric Storm Blue RAV4 and contrary to the belief

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2019 Chevy Silverado Test Drive Review



Howard Elmer
truck writer

Trucks, currently, have never been more important to a manufacturer's bottom line. Not only because they are selling in ever increasing numbers but because there just doesn't appear to be price ceiling. Customers keep loading up new pickups with luxuries that only a few years ago were found only in sedans. It's this hunger for constantly increasing content that pushes prices up as these up-market extras quickly add up; and of course this is where builders earn the most money.

For 2019 that's why we not only have an all-new generation of Silverado (the fourth since 1999) but also, simply put, more of everything.

The new Silverado now offers eight trim levels, six different engine and transmission combinations – and for the first time – a new Duramax 3.0L turbo-diesel.

Though this next-gen Silverado is larger than its predecessor (1.2-inches wider, 1.5-inches taller, 1.7-inches longer, with 3.9-inches added to the wheelbase) it is lighter by some 450 lb. A mixed materi-

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Millennial & "Y" Generation Report



Jordan Williams
millennial writer

A quick review for those not familiar with the Millennial or "Y" Generation. Millennials make up almost one quarter of the American population and include 75+ million people. Millennials were born in the early 1980s to late 1990s, making them 19-37 years old. They are the generation which grew up on the Internet and are most comfortable using most of today's technologies in their day to day life and also in making important decisions like car buying. Millennials spend hours of research time online in the forms of product reviews, browsing websites and inventory, and connecting with friends, family, and other "media friends" on things like car buying advice.

Millennials are a laid back group and do not like pressure or what would be considered old sales tactics of sales pitches and manipulation. They have alternate choices so if you rub them the wrong way, they are moving on.

Millennials are also like their great-grandparents in that they look for value. They seek a good, long term investment in a car pur-

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M/B Metris A Handyman's Dream



Chris Chung
motorsports writer

With the approval of the 2017 Tax Cuts and Jobs Act, commercial vehicle tax deductions are more favorable than ever. If you're in the market for a new commercial vehicle and you work in an industry where you need to haul tools and materials through small alleyways and city streets while getting 22 mpg, look no further than the Mercedes-Benz Metris.

What is The Metris?

For my review this issue, Mercedes-Benz of Lynnwood was kind enough to loan me a 2018 Metris Cargo van. After driving it for a few days, I can say I'm impressed!

Since its release in 2015, the Metris has been positioned as a mid-size commercial van. It's smaller than its Sprinter brother, but bigger than vehicles like the Nissan NV200 and Ford Transit Connect. Because of this, the Metris is able to boast an 186 cubic-foot cargo space, 5000 lb towing capacity, qualify for the 100% depreciation tax benefit with its 6,750 lb GVWR weight, and still astoundingly get 22 mpg.

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Arv Voss
feature writer

2018 Buick Regal GS AWD Test Drive Review

Remember back when Buick was generally thought of as an entry level luxu-boat that appealed to more mature drivers? Be that as it may, that's no longer the case. The 2018 Buick Regal GS AWD is a prime example that adds: two more cylinders than before in the form of a 310 horsepower V-6 (a plus of 51 horses); a nine-speed automatic transmission; and a standard intelligent AWD system with an active twin clutch that can transfer torque between the rear wheels precisely, delivering a more refined, efficient performance and enhanced vehicle control by combating under steer as well as torque steer.

Also new is a second generation example of Continuous Damping Control that's capable of 500 adjustments per second, directed by Buick's Interactive Control allowing the driver to fine tune the vehicle's driving dynamics via three modes – a standard setting, a Sport setting, or a GS mode via a selection in the center console. There are performance brakes with Brembo front calipers.

This new 5-passenger, Buick Regal GS is a premium sport sedan that displays unique sport front and rear fascias, side skirting and a rear spoiler along with a sport-tuned exhaust system and GS badging front and rear. There's a sport-flat bottomed steering wheel and metal pedals. LED headlamps and a Head Up Display are available options. The performance seating is GS-specific, AGR certified (Germany's Aktion Gesunder Rücken, or Campaign for Healthier Backs), heated, cooled, a massaging feature with adjustable seat and seat-back bolsters, along with thigh support.

This Buick Regal GS (which is for Gran Sport by the way) is definitely not your uncle's or grandfather's stodgy Buick of yore, but rather an aggressive exterior expression of a four door hatchback styling. It's an attractive sedan that is sure to draw the attention of more youthful consumers.

Connectivity is showcased by a cohesive infotainment system featuring an 8-inch touchscreen along with an 8-inch-diagonal, reconfigurable instrument cluster as well as Apple CarPlay and Android Auto compatibility as standard fare. The Regal GS also comes with OnStar 4G LTE Wi-Fi hotspot (with a complimentary 3-month/3GB data trial) and access to an unlimited data plan for \$20 per month.

Safety features of the Buick Regal GS include: ten standard air bags, including frontal driver/front passenger, head-curtain

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Michelle Hale
asia correspondent

Chinese Automakers Coming to the U.S. Who? When?

Do you know a Baojun from a BYD? Or a Cherry from Great Wall? You may start to see these Chinese brands on the road in American in the next five years. continued on page 20



Harold Allen
feature writer

2019 Toyota Avalon Hybrid Limited Test Drive Review

The 2019 Avalon Hybrid Limited is a hidden gem in the Toyota lineup. No doubt most folk looking for a luxury sedan would not shop at a Toyota dealership. What a continued on page 13



Lisa Delaney
special projects editor

What Helps Sell Vehicles These Days? PETS!

If you're Subaru, you know what it takes to sell vehicles, and it might not be what you think. Unmatched reliability, high resale value? No, it's pets. continued on page 25



Gary Williams
feature editor

Legends Gala Scheduled for 2019 - See Page 10

What a show! Since 1950, the United States west coast Concours d'Elegance has set off to duplicate the amazing Concours d'Elegance first continued on page 5

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Politics and the Environment



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Mark Reuss Named President of General Motors Co.

Mark Reuss is president of General Motors Company. Effective January 2019, he leads GM's Global Product Group and the Cadillac organization, and assumed responsibility for Global Quality. Reuss serves on the board of GM China's joint venture, Shanghai General Motors Co., Ltd., (SGM), and is a member of the GM Senior Leadership Team. Reuss is also leading the trans-



Mark Reuss (photo GM)

formation of the company's global product development workforce and processes to drive world-class levels of engineering in advanced technologies and improve quality and speed to market. He is doubling the resources allocated to electric and autonomous vehicle programs in the next two years.

Reuss took responsibility for Cadillac and global portfolio planning in June 2018, when he was named executive vice president and president, Global Product Group and Cadillac. In this capacity he led the company's Global Design, Engineering, Safety, Research and Development, Advanced Vehicle Technology, Purchasing and Supply Chain, as well as the Product Planning and Program Management of General Motors cars, trucks and crossovers worldwide.

Since then, he has been building an integrated product development and Cadillac organization to support an accelerated product and technology launch cadence and the brand's global growth plans. Cadillac will

be introducing a new vehicle every six months through 2021.

Reuss was executive vice president, Global Product Development, Purchasing and Supply Chain from 2013-2018. Before that, starting in 2009, Reuss was president of General Motors North America, responsible for GM's performance, manufacturing, portfolio and dealer network. Under his watch, GM's North America region produced consistent profits and improved margins during a product renaissance featuring a slate of award-winning vehicles.

Reuss also served briefly as GM's vice president of global engineering after spending two years overseas as vice president and managing director of GM Australia and New Zealand. During this time, he was a member of the GM Asia Pacific Strategy Board.

Reuss is a mechanical engineer who began his GM career as a student intern in 1983. He has held numerous engineering and

Palo Alto and LAX Hydrogen Stations Open for Business!

We are pleased to announce two more hydrogen stations opened in California. Three in one week – a record!

Join us in welcoming the Palo Alto and LAX (Los Angeles International Airport) hydrogen stations, numbers 38 and 39. The Citrus Heights station in the Sacramento area opened a few days ago.

It's also important to note that California has 5,600-plus fuel cell electric cars on the road, more than Germany or Japan which have more stations.

To learn more about these stations, please visit the short blogs we wrote about Palo Alto and LAX.

And you should also visit CaFCP's station map at <http://cafcg.org/stationmap>. CaFCP also has a mobile-friendly website, Station Operational Status System (SOSS), that shows station availability and provides other station information (hours of operation, address, H2 station operator and developer, etc.): <http://m.cafc.org>.

Legends of Auto Gala Scheduled for Aug. 15, 2019 – See Page 10

continued from page 4

established in Europe pre-World War II and which was a showcase of beautiful cars, style and fashion.

Each year Pebble Beach Concours d'Elegance attendees are wowed by the passionate setting in beautiful California, where the warm, sunny, breezy feeling of the Monterey peninsula meets the Pacific Ocean and where meticulous renovations of approximately 200 cars are entered in the show-the Car Show of the year. Each compete for the coveted Best of Show title and award where judges weigh meticulous renovation, engineering and style and select their annual winner.

Attendees this year saw special car groups and classics, Cadillac, Mercedes, Pierce Arrows, Rolls Royce, etc. along with other exotics. The Best in show was awarded to an Alfa Romeo: a 1937 Alfa Romeo 8C 2900B Touring Berlinetta, owned by David and Ginny Sydorick of Beverly Hills, California.

The Concours d'Elegance is the highlight culmination the end cap to a week of special and exciting automotive events, like the McCall Motorworks Revival party, which traditionally kicks off the Concours

d'Elegance car week and showcases beautiful automobiles and aircraft, the annual Legends of Auto Gala, which honors those whom have made significant contributions to the auto industry and advanced the excitement and passion therein, and the Concorso Italiano, which features more than 800 vehicles of Italian origin, as well as elements of Italian style such as fashion, food, art and music on the gorgeous grounds of Black Horse Golf Club.

The list of this special week's events really does go on and on and as an interested spectator, you can pick and choose those shows and events which you would like to attend.

So even though Pebble Beach, CA inspires golf and those passionate in golf, once each year, Pebble Beach is host to what many call the Greatest Car Show in the World, the Concours d'Elegance, as well as many other fun and exciting events related to the Automotive industry and world. If you have ever considered attending all or part of this special week, and you are a classic or exotic car lover or buff, make 2019 your year and join us next August. You won't be disappointed.

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AUTO NEWS® BYTES

A landmark 2019 season is in store at Monterey County's WeatherTech Raceway Laguna Seca. The legendary 2.238-mile, 11-turn road course is set to host a calendar of new and returning events that will thrill motorsports fans from across the globe.

WEATHERTECH RACEWAY LAGUNA SECA

2019 SCHEDULE

Intercontinental GT Challenge
California 8 Hours
March 29-31

Trans Am Speed Festival
May 3-5

**Ferrari Racing Days &
Corse Clienti F1**
May 9-12

Monterey Motorcycle Festival
featuring MotoAmerica
July 12-14

Monterey Pre-Reunion Races
August 10-11

**Rolex Monterey
Motorsports Reunion**
August 15-18

**IMSA WeatherTech
SportsCar Championship**
September 13-15

INDYCAR Grand Prix of Monterey
September 20-22

Chevrolet Silverado Test Drive Review by Howard Elmer

continued from page 3

als approach to construction is the reason for this. Strategic use of aluminum and more hi-strength steel have lowered the weight; yet the frame is actually 10% more rigid than the outgoing model.

The stretched body on the new Silverado translates to more room inside the cab—starting with added 3-inches of rear-seat legroom for a total of 43.4-inches which almost equals the 44.5-inches available to the front seat driver and passenger. Also up front, by going with a traditional gear shift lever, the entire centre console/armrest is a massive storage space organized into several transforming spaces that will accommodate pretty much anything your daily life requires—along with all the electrical inputs and outlets necessary to run them. The interior itself is better seen, then described. However, it is, without a doubt, the best interior Chevy has ever put forward.

An exciting development in fuel efficiency for this new gen is a technology called Dynamic Fuel Management. Unlike the current Active Fuel Management (which runs as either an 8-cylinder or 4-cylinder), the new DFM can fire on as few as two cylinders. Studies have shown that under normal usage a DFM-equipped engine was running on less than eight cylinders 60% of the time. This translates to a 9% improvement in fuel efficiency over the old AFM system. Gas engines include updated versions of the 5.3L and 6.2L V8's along with a all new 2.7L turbo engine that is now the base engine on the high-volume Silverado LT and RST. It offers 22% more torque and greater fuel efficiency than the 4.3L V6. However this V6 and the 5.3L V8 will still be the chief options on the entry-level and WT models.

Most truck owners know, and certainly sense, that each generation of 1500-series pickup is becoming more and more towing capable. This is regardless of brand. They tow more weight, handle larger trailers and, thankfully, the builders are adding the tech and safety features needed to handle these larger loads safely. It's actually funny that many of us still refer to this size of truck as "half-tons"—we left that territory long ago.

The new numbers for the 2019 Silverado are 12,200 lb - towing (max), up 400 lb over 2018. New maximum payload has increase 340 lb to a hefty 2,500 lb. Now to handle these new weights Chevy has added some very welcome and slick towing technologies. First, up to four cameras offer different views while hitching. This

continued on page 19

Adam Carolla Named Grand Marshall Of Third Annual Classic Auto Show

March 16-17 at the OC Fair & Event Center

Adam Carolla, the multi-talented comedian, television and radio personality, host of a record-setting podcast and passionate car collector has been named as grand marshal of the third annual Classic Auto Show, taking place March 16-17, 2019 at the OC Fair & Event Center.

During his special appearance at the Classic Auto Show, Carolla will treat guests to a display of vehicles from his treasured personal collection, participate in an interview from the show's celebrity stage and meet fans.

Carolla, whose popular self-titled podcast has earned recognition in the Guinness Book of World Records as host of the most-downloaded podcast in existence. That devotion to all-things-cars has extended to feature films, where he's spearheaded the inspirational documentary WINNING: THE RACING LIFE OF PAUL NEWMAN; and THE 24 HOUR WAR, which documents the battle between Ford and Ferrari in the 1960's for dominance at Le Mans.

Motorsports fans--especially those with a passion for the history of drag racing--will be treated to a one-of-a-kind grouping of "cackle" cars from Steve Gibbs and his team at Nitro Revival. On Saturday, March 16, fans will get to see a live push start a of eight impeccably restored nitro dragsters, led by the famed "Swamp Rat 3." Designed, built and originally driven by "Big Daddy" Don Garlits, Swamp Rat 3 was among the first chrome moly tubing cars to be developed by "Big Daddy," the first drag racer to officially surpass quarter-mile marks of 170, 180, 240, 250, and 270 mph. Swamp Rat 3 is currently owned and driven by Sonny Messner of Acton, California.

From its new location, the eagerly awaited third annual Classic Auto Show will feature more than 2,000 vintage vehicles and special displays by 80 Southern California car clubs, collectors, and automotive museums from Ventura to San Diego.

The Classic Auto Show will provide guests with a first-hand look at all types of antiques and pre/post war to the hot rods, muscle cars, lowriders and Japanese imports that personify Southern California's iconic car culture, the two-day festival will feature an all-new "40 Shades of Green" collection to commemorate St. Patrick's Day. The show will also be highlighted by the popular Grand Boulevard, a stunning display of the finest and rarest classic and historic vehicles from all eras.

Automotive celebrities and dignitaries including Dave Kindig, Wayne Carini, Mark Worman, Mike Finnegan, Bogi Lateiner, and Lyn St. James will make special appearances at the Classic Auto Show's Celebrity Stage, sharing perspectives, expertise and memories. Presiding over the celebrity stage will be Mark Greene, host of the popular podcast "Cars Yeah" and the newly launched "Cars Yeah TV" on MAV TV Motorsports Network.

In addition, a dedicated marketplace with more than 200 exhibitors will offer show-goers a first-hand look at the latest parts, products and services.

The Classic Auto Show is supported by event sponsors Akzo Nobel, 3M, Hagerty, Meguiar's, Original Parts Group (OPG), Kicker, Car Capsule, Tub O' Towels, Ronald McDonald House of Central Valley, Airstream, and more. Media sponsors include Hemmings Motor News, Sports Car Market, MotorHead Media (Racing Junk.com), Old Cars Weekly, AutoBuy, Auto Round-Up, Epoch Times, Auto Trader, Petersen Automotive Museum, Automobile Driving Museum, San Diego Automotive Museum, California Automotive Museum, Southern California Newspaper Group, KTLA, KUSI, Los Angeles magazine, among others.

For more information or to purchase tickets, please visit the show's website at www.theclassicautoshow.com/los-angeles or email info@theclassicautoshow.com.

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Volvo XC40 T4 Test Drive Report by Ed Barrett

continued from page 2

Back up front, a 9-inch touchscreen dominates a cleanly designed dash. Volvo's infotainment system handles audio, air conditioning and just about all other functions. The system requires multiple touches or swipes to get what you want. It is not intuitive, and in fact, it's very frustrating. I don't know about you, but I hate to go through several steps just to change a radio station. However, on the plus side, Apple CarPlay and Android Auto are standard, and Volvo's On Call emergency contact service is offered to buyers free for four years.

Under the hood, T4 models get a 2.0-liter, turbocharged, four-cylinder, engine with 187 horsepower. It's teamed with an eight-speed automatic transmission that drives the front wheels. T5 versions get the two-liter turbo with 248 horses, and the same automatic drives all four wheels. The shifter on the XC40s has to be moved twice in the appropriate direction to engage, which is quite annoying. On the positive side, my T5 test car had plenty of zip, and was smooth and quiet. T4 models are rated at 25 mpg—T5s get 24. Both use premium gas.

On the road, the XC40 feels nimble. It takes corners with very

little body-lean, but the steering could deliver a little more road-feel. The ride is very firm, and the stiff suspension amplifies bumps in the road. If your drive route takes you over rough pavement, you should check this out on your test drive before you buy.

Volvo offer both the T4 and T5 models in three levels of trim, Momentum, R-Design and Inscription. The Momentum is nicely equipped with an eight-speaker audio system, lane-change assist and rain-sensing wipers. The sportier R-Design gives you navigation, paddle shifters and gloss-black trim. The Inscription adds luxury with a panoramic moonroof, a power sunshade and distinctive alloy wheels.

As you would expect from Volvo, the XC40 has the latest safety features. The standard City Safety system provides low-speed frontal-collision warning and braking that can detect pedestrians, bicycles and large animals. Blind-spot warning, rear-cross traffic alert and braking, adaptive cruise control, as well as a 360-degree camera are available as options.

Pricing for the XC40 T4 Momentum starts at \$34,195. The R-Design goes for \$36,695 and the Inscription sells for \$38,695. However, if you want a little more get-up-and-go, the T5 models are just \$2,000 more.



Volvo XC40 T4 (photo Ed Barrett)



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2018 Buick Regal GS AWD Test Drive Report

continued from page 4

side-impact and thorax for front and rear outboard seating positions and knee air bags for the driver and front passenger; a standard rear-vision camera; Side Blind Zone Alert with Lane Change Alert and Rear Cross-Traffic Alert. Driver Confidence Package 2 is available with Adaptive Cruise Control, Following Distance Indicator, Forward Collision Alert, Forward Automatic Braking, Lane Keep Assist, Front Pedestrian Braking and head-up display.

The front transversely-mounted engine is a 3.6-liter, DOHC, 24-valve, VVT V-6 with Direct Injection and auto Stop/Start that delivers 310 horsepower at 6,800 rpm while also developing 282 pound feet of torque at 5,200 rpm. The AWD powertrain is essentially a transplant from the larger and heavier Buick LaCrosse.

My 2018 Buick Regal GS AWD test vehicle came with a base price of \$39,065., with the as tested price rising to \$44,110. After factoring in the Driver Confidence Package #2, Power Moonroof, Sights and Sounds Package, Appearance Package and Destination charge. The exterior wore a coat of Sport Red, while the interior was done in Ebony with Ebony accents.

SUMMARY: Piloting the 2018 Buick Regal GS AWD yielded a peaceful and stable competence in a variety of driving scenarios from inner city to bustling freeways. Acceleration is obviously far superior to the former four-banger power plant, and the nine-speed automatic intuitively chose the proper gear in virtually all levels

of spirited driving situations.

Reining in the Regal GS courtesy of the four-piston Brembo front brakes was smooth and confidence inspiring.

This latest iteration of the Regal GS is truly worthy of the Gran Sport badging. It is stylishly appealing and the performance levels are enjoyable across the board from simply commuting to a challenging romp on twisting back roads.

SPECIFICATIONS: 2018 Buick Regal GS AWD
Base Price: \$39,065.

Price as Tested: \$44,110.

Engine Type and Size: 3.6-liter,

DOHC, 24-valve, VVT with

cylinder deactivation, Direct

Injection and auto Stop/Start.

Horsepower (bhp): 310 @ 6,800

rpm

Torque (ft./ lbs.): 282 @ 5,200

rpm

Transmission: Nine-speed auto-

matic.

Drive Train: Longitudinally-

mounted front engine / All-wheel

drive with active twin clutch.

Suspension: Front - MacPherson

strut with coil springs and Contin-

uous Damping Control.

Rear - Five-link independent with

Continuous Damping Control.

Brakes: Power-assisted four-

wheel discs with ABS, Esc and

Brembo front calipers.

Tires: Continental ProContact tx

245/40 R19 94W mounted on 10

angled machine faced spokes with

painted inners.

Wheelbase: 114.4 inches

Length Overall: 192.9 inches

Width: 73.3 inches

Height: 57.3 inches

Curb Weight: 4,270 lbs.

McClaren Announces Record Global Sales for 2019

• Global sales of 4,806 cars in 2018, up 43.9% compared to 2017

• North America continues to be largest market plus 49.2% year-on-year UK 'home' market growth

• Bespoke division, MSO, triples order book in one year

Global sales for McLaren Automotive, the British creator of luxury sportscars and supercars, rose to 4,806 cars in 2018 with sales up 43.9 percent over the previous year. This is another

record for the company which has increased sales every year since its formation in 2010.

North America, which represents McLaren's biggest single market and over a third of global sales, surpassed the 5,000 cars sold mark since sales started in 2011 and achieved another year of record growth.

European sales rose 44.2 percent but the biggest leap was seen in China at 122.5 percent growth following the introduction of the

570S Spider and 720S. China now accounts for almost 7 percent of total global sales.

McLaren's UK domestic market remained strong, achieving a 49.2 percent year-on-year growth.

The company celebrated building its 15,000th car in the summer at the McLaren Production Centre (MPC) in Woking, Surrey, where all its cars are hand-assembled, and consistently achieved over 20 cars a day with production exported to over 30 markets.

Kia Cadenza Test Drive Report by David Schmidt

continued from page 3

parable to those found in sedans. It seems somehow philosophically satisfying that a car that is made to look somewhat like a truck also rides somewhat like a truck.

But riding is more than just how the seat feels. With the Cadenza the first thing you notice is that the cabin is very nice, perhaps up to the quality of many of the entry-level Japanese and German sedans.

As stated before, the seats are very comfortable, also very adjustable. They are seats that appeal to the people who buy sedans for their comfort and the confident driving they inspire.

While you are in there, you want the features to be both numerous and of good quality. The sound system qualifies, as the sound filling the car is well balanced. Unless the interior needs "sound" tuning I almost always play an audio system with the filters set to the middle (called "flat" by audiophiles). This plays the various frequencies at their maximum.

That's because using a "bass" filter, for example, actually works by reducing the mid-range and treble output. So, if you, for instance, set all three filters on

maximum or minimum, the only difference would be the volume. The filters are to allow people to tailor the sound to their room, or in this case, cabin.

I particularly like that the sound system is easy to figure out and doesn't take studying to be able to make it work. You use knobs to tune it and control the volume. This is a nice, perhaps essential, design feature for those who will be buying sedans such as these.

Also, the car's connectivity is quick and accurate, and the features broad-based. This is true for the Bluetooth as it finds and connects to your smartphone. Then you can use that connectivity to use a number of Internet-based apps. For example, a phone app that will control many features of the car from afar.

I don't feel quite the same way about the navigation. For one thing, it keeps asking me where I want to go when I start the car. I also don't like the "lawyer statement" every time you turn it on.

I am familiar with and comfortable with the navigation system, which is shared by Kia and Hyundai. That doesn't mean I am completely happy with it. To me the map display seems a bit cartoonish. It is functional, and not some-

thing, I would guess, most owners will spend a lot of time worrying about.

The Cadenza's powertrain is quite good. The output of this 3.3-liter V-6 is 290 hp. and 253 lb.-ft. of peak torque. This power goes through the eight-speed automatic transmission to the front wheels. In doing so it earns an EPA efficiency rating of 20 mpg in the city and 28 mpg on the highway.

You have the option of two powertrain setups in addition to the normal settings. They are Eco and Sport. The later makes the transmission hold in gear longer when accelerating and pay more attention to what you are doing with the accelerator. While it isn't a big difference, it's an addition to the driver's control of the power, which is always a good thing. On the highway there is a noticeable difference when you are in Eco mode. On a long trip, you will actually get better gas mileage.

Another mechanical advantage the Cadenza offers is recognition of its quality. In first full year on sale in 2017, Cadenza topped the quality charts, earning a J.D. Power Automotive Performance, Execution and Layout award and J.D. Power's 2017 Initial Quality

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Ford Explorer Test Drive Report

continued from page 2

Comfort and space is designed with the passenger in mind. Sliding second-row seats make it easy to customize the inside to fit your crew. Reports state that now even a child can easily operate the previously challenging second row operation. With best-in-class first and second row hip room and best second row headroom, the interior has answered requests from customers to better accommodate interior room including unsurpassed third row headroom.

PowerFold third-row seats make it easy to create a flat-floor cargo area that bests the competition. Power lift gate continues the list of surprise and delight features. Dual-Zone Electronic Automatic Temperature Control add to conveniences to complete the 'inside story'.

40/20/40 second-row seats, with split fold flat and reclining outboard seats reminds occupants of all the comforts of home. FordPass Connect 4G LTE Wi-Fi hotspot, SiriusXM satellite radio, SYNC3, Apple CarPlay and Android Auto compatibility assure the latest and best technology conveniences.

The latest in safety was not overlooked with Ford Co-Pilot360 driver-assist system. It includes automatic emergency braking with rear view camera, blind spot information with cross traffic alert and lane keeping system technology. Ford's new Active Park Assist 2.0 enables the driver

to hold a button on the dashboard while the Explorer takes control of the steering wheel, gas pedal, brake pedal and gear shifter to fit the vehicle neatly into a parallel or perpendicular parking space.

Ford Co-Pilot360 is standard across every Explorer model. Post-collision braking is also standard on all models offering advanced features such as Reverse Brake Assist and Intelligent Adaptive Cruise Control with Speed Sign Recognition.

The all-new Explorer offers two new models to round out the popular Explorer line. The Explorer ST and the Explorer Hybrid. All-new for Explorer is the ST, the newest SUV from Ford Performance. This is the most fun to drive and the most powerful Explorer ever with a specially tuned 3.0-liter EcoBoost engine projected to make 400 horsepower and 415 lb.-ft. of torque. Targeted top track speed is 143 mph. Strictly a performance



2020 Ford Explorer Limited by Ford Motor Co.

machine and a real standout in the SUV world.

All-new for the Explorer line is the Hybrid. This SUV is designed to offer performance and capability in a fuel-efficient package with a 3.3-liter hybrid powertrain producing 318 combined system horsepower and is projected to return an EPA-estimated range of more than 500 miles between gas station fill-ups in the rear-wheel-drive model.

The new Explorer family goes on sale this summer. As America's favorite SUV Explorer sets the pace for the rest of the Ford's utility lineup, which will grow this year with an all-new Escape and add to the recently introduced Expedition.

Look out for the Explorer line-up that includes the base model, XLT, Limited and Platinum models. Ford continues the lead in the hot-test segment of the auto industry, SUVs and crossovers.

2019 Kia Cadenza Test Drive Report

continued from page 7

Study accolade in the Large Car category.

One of the better things about this car is what it looks like. It is attractive, and it also looks sophisticated. It frankly looks a step higher up the automotive food chain than you pay for it. With plenty of features, the Cadenza Premium begins life at \$33,190, the mid-range Cadenza Technology has an MSRP of \$39,290 and the top-of-the-line Limited is tagged at \$44,690.

In the case of this Kia, it means that it's a value-oriented vehicle. Kia originally had a reputation for being the cheapest kid on the block. That was not an altogether positive view. But that's not true anymore.

Perhaps it would be fair to say now that it's the "best value for money" on the block.

If you have any questions, comments or ideas, please send them to comment@AutoWritersInk.com. SEE AD ON PAGE 3

Triple XXX Celebrates 20th Anniversary of Jose's Ownership

The XXX Root beer Drive-in in Issaquah, WA is the last historic XXX Rootbeer Drive-in in the USA. (98 N.E. Gilman Blvd, Issaquah)

Jose and his team specialize in "OLD SCHOOL COOKING" serving messy juicy burgers, large milk shakes, and greasy fries.

With 30 weekend car shows staring in February the "Triple XXX" is operational central for car collectors and enthusiasts. The "Triple X" restaurant is packed with automobile memorabilia and they are the presenting sponsor of the Washington State Hot Rod Hall of Fame and have been featured in many national publications and most local media outlets. SEE SCHEDULE BELOW

2019 XXX Drive-In Event Schedule

February 10 - Swedish Car Show 206-434-9482

March 10 - VW Show 253-841-2037

March 31 - All Jeep Show 206-356-1505

April 7 - Military Vehicles show 206-719-7267

April 14 - Italian Car Show 360-731-8758

April 21 - Porsche Car Show 425-644-6330

April 28 - C10 Truck Show 253-232-7244

May 5 - Electric Car Show 425-290-1351

May 12 - Springer Opener 425-766-3514

May 19 - Vintage Trailers 253-335-1500

May 26 - BMW Car Show 425-922-5326

June 2 - Convertibles Only 206-282-5603

June 9 - Fenders and Fins 206-349-3467

June 16 - Fenders on Front St 425-391-1112

June 23 - Cadillac-LaSalle Show 206-799-6585

June 30 - Hot Rod Hall of Fame Show 206-948-2063

July 7 - Rat Bastards Car Show 253-632-7515

July 14 - Camaro Club Show 206-948-2063

July 21 - Mopar Car Show 253-273-6037

July 28 - Corvette Car Show 206-478-2346

August 4 - Old Rides Show 206-214-8318

August 11 - GTO legends Show 206-243-3390

August 18 - 55-56-57 Chevy Show 206-601-1762

August 25 - Classic Swagger Show 206-949-0476

September 1 - Buick Olds Pontiac Show 253-576-1128

September 8 - Univera Feed the Children Show 253-377-2625

September 15 - Electric Car Show 310-926-9070

September 22 - VW Fall Fling 253-841-2037

October 13 - Magnums, Etc. 253-221-0719

December 1 - Jingle Bell Cruise 425-766-3514

INSIDE INDIA AUTO NEWS BYTES

by Bill McCallum

VR MOTION NAMES TATA ELXSI AS EXCLUSIVE DISTRIBUTOR IN INDIA FOR VR DRIVER TRAINING

VR Motion Corp, Hillsboro, OR, has reached agreement with Tata Elxsi, Bangalore, India, that names Tata Elxsi as distributor and promoter of VR Motion's exclusive VR driver training software throughout India. This agreement will continue to promote the VR revolution in fleet driver training, using the total immersion of Virtual Reality.

VR Motion has defined the Virtual Reality Driving Simulator with a new level of realism. This will allow Tata and other OEM manufacturers, dealers and other fleet users of all types to practice, learn, and operate multiple specific vehicles, particularly delivery vehicles and other high-risk driving environments. Using a multi-axis motion platform and the latest VR hardware, the unique VRMC software immerses both novice and more experienced drivers into specific locations, unique vehicles, distracted driving and accident avoidance. India has a traffic accident fatality rate that is over twice as high as the USA, and the Indian government is taking active measure to reduce accidents and fatalities.

Keith Maher, VR Motion Co-founder and CEO, said "Our purpose at VR Motion is to provide tools that will create better drivers globally and reduce casualties. Tata Elxsi has shown amazing leadership in helping to bring this cutting-edge technology to the drivers of India and we are thrilled to partner with them to support this worthy mission".

"The collaboration between Tata Elxsi and VR Motion is aimed at addressing the real challenges that vehicle and fleet owners & operators face today. Partnering with VR Motion Corp and promoting the VRMC software with the VR Hardware will help promote a safe driving awareness and reduce fatalities" said Sunil Punjabi, Vice President and Head of Systems Integration Services at Tata Elxsi. "We look forward to working with VR Motion Corp on a long-term collaborative partnership."

INSIDE EUROPE AUTO NEWS BYTES

by Bill McCallum



BOSCH ADDS SOLUTION FOR DIAGNOSTICS, RESEARCH and REPAIR

Bosch adds Repair-Source OEM service and repair information database to software version 3.5 for ADS 325 and 625, making the go-to solution for diagnostics, research and repair even better

- Repair-Source is the largest comprehensive library of OEM service and repair information in North America, built directly into ADS software
- Millions of unique data points help confirm repairs, with service information organized by YMME, VIN and AIAA vehicle classification
- Repair-Source saves thousands of dollars, replacing subscriptions for OE information, is included in annual Bosch diagnostic subscription
- Bosch is the only scan tool offering repair-based confirmed fixes, OEM service info and symptom-based troubleshooting in an Android platform
- New coverage for Volvo, BMW, Audi, Volkswagen, Mercedes-Benz, GM, Ford, Hyundai and Kia vehicles also included in Software V3.5

Bosch Automotive Aftermarket announced the addition of Repair-Source, the largest comprehensive library of OEM service and repair information in North America, to its ADS series professional diagnostic scan tools. The new database, included with Bosch's annual diagnostic subscription, is available now in software version 3.5. Technicians and shop owners can save thousands of dollars every year with Repair-Source, which can replace multiple subscriptions for OE information.

Repair-Source is included in Bosch's annual diagnostic subscription cost, at no extra charge, providing the greatest scan to ol value and experience in the automotive aftermarket.

"With Repair-Source and the new software version 3.5, techs can use this go-to diagnostic tool to scan more vehicles, confirm more diagnostic tests and turn cars more often with the correct repairs," said Danijela Haskin, product manager. "Our tools make shops money, and the addition of Repair-Source gives them more repair information, in the tool and at the vehicle, to maximize their hours."

Technicians using a Bosch ADS tool will see the Repair-Source service information database on-screen after downloading and installing software V3.5. Repair-Source provides direct access to OEM service procedures, DTC troubleshooting, torque specifications, wiring diagrams, TSBs, maintenance schedules, fluid recommendations and more. Combining the most relevant service and vehicle info with Bosch diagnostics can help techs diagnose and repair vehicles faster and with more confidence, reducing comebacks.

In addition, Repair-Source integration brings:

- Component locations
- DTC codes and definitions
- Estimated work times
- Parts and part vector illustrations
- Fluid recommendations
- Maintenance schedules
- Service procedures and specifications
- Technical Service Bulletins (TSBs)
- Vehicle identification and premium options
- Wiring diagrams

Version 3.5 software release notes and additional information on Repair-Source can be found at www.BoschDiagnostics.com/Pro.

Ford Motor Displays Autonomous Vehicles at CES

by Joyce Chow

AI, 8k televisions and autonomous vehicles were the buzz at CES 2019 in Las Vegas. I've been covering CES since 2006, and this year I have seen more advances from year to year than I have in any other time in technology. What once seemed like a concept is now closer to reality than ever.

By 2021, Ford expects to launch its automated vehicle service. I was fortunate to meet one on one with Alan Hall, Communications Manager for Autonomous Vehicles, Ford.

"What is going to make your life easier? We want to give you hours back." Hall's statement summed up the direction of consumer technology. "This is about improving services. If you look today at ride hailing... It's a service where you and I can use an app and have a car come pick us up... it's adding a level of convenience... with autonomous cars we can improve on this service and tap into this new trend of shopping and delivery." **continued on page 26**

Mark Reuss Named President of General Motors Co.

continued from page 5

management positions, including chief engineer of GM's large luxury vehicles and manufacturing body shop tooling launches.

He created and led the GM Performance Division in 2001 while serving as executive director of Architecture Engineering. In this role, he was responsible for GM's racing vehicles, including the V-Series Cadillacs and SS Chevrolets. In 2005, he was appointed executive director of GM's North America Vehicle Systems and Architecture, and a year later was named executive director of Global Vehicle Integration, Safety and Virtual Development.

A lifelong auto enthusiast, Reuss is a certified industry pool test driver on the North Course of the Nürburgring Motorsport Racetrack in Germany and is licensed for FIA C and IMSA Road Racing. His first car was a 1967 Chevrolet Camaro he bought and restored himself. In 2018, he was honored as the Enthusiast of the Year at the Concours d'Elegance of America.

Reuss was born and raised in metro Detroit and is deeply committed to revitalizing the region via education, community and

philanthropy.

- In 2010, he spearheaded a \$27.1 million grant to the United Way for Southeastern Michigan to improve graduation rates at seven Detroit area high schools.

- In 2013, he championed the GM Student Corps, a summer internship and career development program for under served youth in metro Detroit and Flint.

- He was instrumental in bringing the Chevrolet Detroit Grand Prix back to Detroit's Belle Isle Park. The event generates millions in economic impact for the region.

- In 2013, he oversaw the purchase of the historic Durant-Dort Factory One, the birthplace of General Motors. After extensive renovations, Factory One reopened in 2017 as a modern, world-class facility that hosts events and holds the iconic Kettering University automotive archives.

He holds a bachelor's of engineering degree from Vanderbilt University and a master's of business administration from Duke University.

Reuss is a member of the Duke Fuqua School of Business Board of Visitors and is GM's Key Executive at Duke University. He also serves on the Board of Trustees of The Henry Ford, the Skillman Foundation, Cranbrook Schools, Horizons Upward Bound, Detroit Workforce Development Board, the Detroit Education Coalition and the CEO Leadership Group on Regional Economic Development.

Mecum Auctions Announces Collector-Car Auction in Phoenix, AZ. (March 14, 15, 16)

Three-Day, 1,000-Car Auction to Take Place at State Farm Stadium March 14-16

Mecum Auctions, the world's largest collector-car auction company, recently announced that a collector-car auction in Phoenix has been added to the 2019 schedule. Due to an overwhelming response to that announcement, a third day has already been added to what was initially planned as a two-day event. The now three-day auction will take place March 14-16 at the State Farm Stadium located in Glendale, just northwest of the city, and it is expected that approximately 1,000 vehicles will cross the auction block.

"Mecum has long known that the Phoenix area is a hotbed for car culture in the Southwest region of the United States, and for years we have been looking for opportunities to work this market into our

annual schedule," President and Founder of Mecum Auctions Dana Mecum said. "When an opportunity presented itself to host an auction at State Farm Stadium in Glendale with dates that matched our scheduling criteria, we signed on immediately. We are thrilled to be bringing the Mecum Experience to Phoenix."

Persons interested in consigning a vehicle to be auctioned at Mecum Phoenix 2019 should visit Mecum.com or call (262) 275-5050 for complete details about the consignment process and pricing. Mecum's website is updated daily with the latest consignments including detailed descriptions and photographs of the vehicles. To view upcoming offerings, to consign a vehicle or to register as a bidder for this and all Mecum auctions, visit Mecum.com, or call (262) 275-5050 for more information.

SEE MECUM PHOENIX ADS ON PAGE 27 & BACK PAGE

INSIDE CHINA AUTO NEWS BYTES

by Bill McCallum

Interactive, digital, live: VOK DAMS China activates Porsche Experience Center

Three focus areas determine the concept of the Porsche Experience Centre in Shanghai: brand-adequate interior design, interactive and digital modules and unusual events.

With this approach, the China office of the agency for events and live-marketing VOK DAMS was able to win the pitch and convince Porsche.

The activation of the Porsche Experience Center skillfully brings the various focus areas together and allows visitors to experience the fascination of Porsche live. The sports car manufacturer opened its first Porsche Experience Center in Asia in Shanghai at the end of April.

It has direct access to the 5.5-kilometer circuit of the Shanghai International Circuit. For dynamic driving offers, however, visitors will have a 1.4-kilometre-long handling circuit with a circular surface, kick plate and dynamic surface at their disposal. There will also be an off-road track. The center's central location is another plus point. Around 300 million people live within a radius of less than three driving hours.

The activation actions in detail:

The Porsche Experience Center BrandLab is used both by regular visitors and by participants in seminars organized by Porsche in cooperation with Tongji University to help marketers from various companies expand their knowledge of brand building, brand identity and brand strategies.

VOK DAMS was responsible for the interior design of the event rooms as well as the production and content creation of 8 interactive modules.

The Digital Toolkit will be used temporarily. It consists of three interactive modules (Porsche Art in Motion, Lifestyle Jukebox and Hololens Heritage Book) and is intended to emotionalise the sales process in the Porsche Centres.

In cooperation with Tongji University, Porsche Engineering organized a symposium at which representatives of leading research institutions, OEMs and automotive suppliers shared their insights into the latest development trends and technologies.

Katja Sassi-Bucsit, General Manager VOK DAMS China, summarizes:

"A wholesome activation of the Porsche Experience Center, which shows our varied portfolio and our competencies as well as the trusting partnership between our agency and Porsche. It enables us to provide continuity and meaningful activation and growth together with our trusted clients."

Up to date information on VOK DAMS see www.vokdams.de

VOK DAMS worldwide

The agency group VOK DAMS in Wuppertal, Germany, is a leading international communications agency for events and live-marketing with offices in Munich, Hamburg, Frankfurt, Stuttgart and Berlin as well as branches in the US, France, UK, Iberia (Madrid), China (Beijing and Shanghai), the Czech Republic, Brazil and Dubai.

Focus of the services offered are experience-oriented marketing communications with events and media, programs for information, qualification and motivation, road shows, corporate, public and exhibition events as well as Hybrid Events and Live Campaigns.



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Legends (left to right) Bob Bondurant, Lyn St. James, Bill McCallum, Founder, Tom duPont, Steve Saleen, Barry Meguiar, Keith Martin, Ken Lingenfelter and Dana Mecum (photo Auto News)



Gary Williams (right) with the All-New Saleen S1 Sports Car at Entrance to Legends of Auto Gala Dinner (photo Auto News)

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Please join us on August 15th at the Embassy Suites Hotel on Monterey Bay (Seaside) for the 10th Annual Event

Date: August 15, 2019

Place: Embassy Suites Hotel on Monterey Bay (Seaside)

Time: 7 pm to 10:30 pm

Attire: Business Casual

Tickets: \$250 each

Tables: (10) - \$2,000

Ticketing: <https://my360tix.com/events/legends-gala>

SPACE WILL BE LIMITED - Questions - bill@autonewsonline.com

Mission Statement To recognize and award individual accomplishments, that have significantly advanced the auto industry around the world and to help develop the next generation of auto industry leaders.

About Legends of Auto

The "Legends of Auto" is a prestigious event in which we take time to honor key contributors of the automotive industry. Below are some pictures of our recent events.

Honored Members of Legends of Auto

George Barris*
Bert Boeckmann
Bob Bondurant
Sandra Button
Corky Coker
Tom duPont

Vic Edelbrock*
Ken Gross
Dan Gurney*
Lee Iacocca
Craig Jackson
Lyn St. James

*Departed Legends

Parnelli Jones
Jay Leno
Ken Lingenfelter
Keith Martin
Barry Meguiar
Bruce McCaw

Dana Mecum
Bruce Meyer
Peter Mullin
Roger Penske
Stewart Reed
Steve Saleen
Carroll Shelby*



Legends (left to right) Bob Bondurant, Lyn St. James, Bill McCallum, Founder, Tom duPont, Steve Saleen, Barry Meguiar, Keith Martin, Ken Lingenfelter and Dana Mecum (photo Auto News)



Steve Saleen (left), John Clinnard, Ford (ctr) and Keith Martin at Legends of Auto (photo Auto News)



Legends of Auto Gala Event attendees at dinner during presentations (photo Auto News)



George Barris, a Legend who has departed, with Gary Williams at Pebble Beach Concours (photo Auto News)

Legends of Auto Gala Dinner Brings guests from Across the U.S.

by Bill McCallum

Our "Legends of Auto Gala Dinner" in Monterey during Classic Car Week was an outstanding success.

I want to publicly thank our Sponsor (Mecum), Legends (see above photo), our guests, our partners, (see page 24), our team from Los Angeles (Gary, Joyce, Lisa,) and our team from Seattle (Barb, Chris, Mike, Zach). Thanks to all and see you next year on August 15th. Same time same place. (See page 10)

This year we celebrated the 10 year anniversary of the founding of "Legends of Auto" and on August 15, 2019 we will celebrate the actual 10th annual Legends of Auto Event in Monterey during Classic Car Week. If you're an auto enthusiast Classic Car Week and our Legends Event should be on your "bucket list". Make your reservations today. (see Gary Williams story on page 4 and 9)

Legends honored this year included; Tom duPont, founder duPont Registry Magazine, Ken Lingenfelter CEO Lingenfelter Company, Keith Martin, founder Sports Car Market Magazine, Barry Meguiar, President Meguiar Car Care Products Company, Steve Saleen, CEO Saleen Motor Company. Bob Bondurant, Bondurant Performance Driving School, Dana Mecum, Founder Mecum Auctions, Lyn St. James, and others.

HONORED LEGENDS

George Barris *
Bert Boeckmann - Galpin Ford
Sandra Button - Concours Chair
Corky Coker - Tire Co. Exec.
Vic Edelbrock *
Ken Gross - Concours Judge
Dan Gurney *
Lee Iacocca - Retired Auto Exec.
Craig Jackson - Auction CEO
Parnelli Jones - Racing
Jay Leno - TV entertainer
Bruce McCaw - Car Collector
Bruce Meyer - Petersen Museum
Peter Mullin - Petersen Museum
Roger Penske - Auto Executive
Stewart Reed - Design Exec.
Carol Shelby *
* Departed Legends

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CARS, STARS AND FILMS



Joyce Chow Covers Golden Globes and Amazon After Party at the Beverly Hilton

continued from page 2

“Shout Our For a Cause” caught up with her after “Gold Meets Golden” where the gold of Hollywood meets the gold of athletes. Nicole Kidman, Amy Adams and Golden Globe winner Patricia Clarkson joined in celebrations. Anthony Scaramucci known

for his brief service as White House Director of Communications, traditionally not seen on the Hollywood circuit, is now a contestant in tv show “Celebrity Big Brother”.

Golden Globe winner Claire Foy best known in her role as the Queen in Netflix’s “The Crown”

was nominated this Golden Globes for her performance in “First Man” with Ryan Gosling.

Richard Madden, known for “Game of Thrones”, was proud to show his Golden Globe for “Bodyguard”.

John David Washington “BlacKkKlansman” was gracious and refined as you would expect being Denzel Washington’s son.

Blanca Blanco “Beverly Hills Christmas” known for her sizzling red carpet fashions joined Jon Savage “The Deer Hunter”.

Cas Anvar “The Expanse” was all smiles after the show was resurrected by Jeff Bezos for Amazon from fan accolades.

I too was thankful to Amazon and Bezos for being in “The Bay” now in our 4th season on Amazon. It also includes Emmy winner Vincent De Paul plus Elizabeth Webster “This Is Our Christmas”.

Regina King “If Beale Street Could Talk” accepted her Golden Globe with the promise of gender parity.

Promises. I’m just hoping for a warm evening for the Academy Awards.



Joyce Chow, Monique Moss, Zuzana Korda, Cas Anvar “The Expanse”, Blanca Blanco “Beverly Hills Christmas”, Elizabeth Webster “This Is Our Christmas” at Amazon Golden Globes After Party 219 at the Beverly Hilton, Beverly Hills

Curing Kids Cancer-And the Grant Recipients Are...

Curing Kids Cancer grants more than \$1.5 million to hospitals across America.

Curing Kids Cancer is excited to announce that we have awarded more than \$1.5 million to 14 projects at 11 different hospitals this year.

“We are extremely thankful to our amazing supporters for helping us fund so many cutting-edge projects. This is truly the most exciting time in medical history to be able to fund the development of new treatments,” said Curing Kids

Cancer founder and president, Grainne Owen.

Every year we give out several large grants. The recipients of the top two grants are Johns Hopkins University and Dana Farber Cancer Institute. Dr. Brian Ladle from John Hopkins University will be using his grant to focus on Osteosarcoma, a type of pediatric bone cancer. Dana Farber’s Dr. Maxim Pimkin will be working on his research regarding Acute Myeloid Leukemia, an extremely aggressive form of leukemia.

Curing Kids Cancer grants were also awarded to the following facilities:

- Ann & H. Robert Lurie Children’s Hospital
- Baylor College of Medicine
- Children’s Healthcare of Atlanta
- Children’s Hospital of Los Angeles
- Children’s Hospital of Philadelphia
- Children’s National Hospital



- Cincinnati Children’s Hospital
- Children’s Mercy Hospital
- Dana Farber Cancer Institute
- Johns Hopkins University
- Palmetto Health Children’s Hospital
- Texas Children’s Cancer Center
- UT Southwestern Medical Center

Thank you to all of our supporters for making this possible. Without you helping us to raise awareness and money we would not be able to give so many amazing projects the resources they desperately need!

Stay tuned each month as we review each project in our newsletter.



From left Mikaela Hopkins, middle in Dr. Esther Knapp (Norton Children’s Hospital) and on the right is Curing Kids Cancer president and founder, Grainne Owen.

2019 Toyota Avalon Hybrid Limited

Test Drive Review

continued from page 4

The new Avalon Hybrid Limited is an outstanding sedan and a great value. With an MPG of 43 MPG and not having to find a plug to keep going the 2019 Avalon Limited Hybrid range is over 400 miles per tank. Styling is all Toyota and 70% of buyers who purchase vehicles use this as a guide.

The Limited edition sedan has a list price of \$42,800.00 and with only two options on the invoice, those two options add only \$1,150.00. Unbelievable, when most vehicles especially in the luxury market add thousands to the invoice for options you will find as standard equipment on this Avalon. This sedan had everything and the interior was extremely luxurious. The exterior color was called opulent amber and included a camel leather interior. The instrument panel and the 7" Multi-informational display was easy to read even in bright daylight. The 2.5L 176hp 4- cylinder DOHC 16-V D-4s and NI-MH Battery

with 215 net hp combined with a VVT-1 Electronic continuous variable transmission (ECVT) is very responsive and fun to drive. There is full array of safety equipment including over 20 different items to keep you and your passengers safe. Interior features include a heads-up display for speed and directional information. Power options on the Limited include wireless phone charging located on a shelf on the console, tilt and telescoping power steering wheel with memory, premium leather heated and vented front seats including heated rear seats, 8-way power driver seat and passenger seat is 4-way with lumbar support. An additional feature is the Smart Key with push button start.

The sound system was a JBL experience and it delivers a rich, uncompromised listening experience from any music source. This system features over 14 speakers throughout the vehicle. The only thing I felt was missing was a cd player.

To sum it up this a luxury sedan with great value that won't break the bank. Don't make the mistake of not visiting your Toyota dealer for a test drive of the new 2019 Avalon Limited Hybrid.

I Love My Toyota RAV4 by Sally Hanson

continued from page 3

of some hybrid skeptics, I do not hold up traffic due to lack of power. The 2.5L 4-cylinder engine delivers 194 net horsepower with CVT offers outstanding acceleration. My Limited model also features electronic on-demand all-wheel drive with intelligence (AWD-i) which includes an electric motor that delivers instant torque to the rear wheels when you need more traction. The hybrid gauge cluster is easy to help you track when the system is charging and providing power to the drive wheels. To help increase the efficiency of your drive, you can also view the hybrid energy monitor on the 7" touch screen display to determine the operation of the gas engine, electric motor generator and hybrid battery. This offers real-time information showing how the power is being

routed to the drive wheels or how the battery is being charged.

My decision to purchase a hybrid was based mostly on the advantage of increased fuel economy. The environmental issue is nice, but I want to save a few bucks! I have been calculating my mileage and to my surprise and delight, I am exceeding the EPA's estimated miles per gallon of 34 mpg in the city and 30 mpg on the highway.

As winter approached, I equipped my RAV4 with a new set of wheels and snow tires. I selected black alloy rims which hardly show the winter road grime as opposed to the standard chrome wheels that will change up the vehicle's look when warmer weather returns. Preparation for winter driving was enough to insure that snow or ice would not come to our area this winter! However, trips over the mountain

passes made me appreciate the RAV4's comfortable and effortless drive on the treacherous trip.

The only other additions to my RAV4 in the near future will be window tinting for the front windows and windshield and a roof rack to attach to the provided roof rails for our kayaks. After living on the "dark side" of the state, I never complain about the sunlight — but the front windows and windshield of the RAV4 offer no protection from glare on a beautiful sunny day.

The transition from a luxury sedan to a recreational activity vehicle was a stretch for this old person and I admit it was not easy — but after driving and riding in the RAV4 for four months, I can totally understand why sedan sales are declining and the SUV market is soaring.



2019 Toyota Avalon (photo Harold Allen)



Toyota RAV4 (photo Sally Hanson)

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McCormick's Palm Springs Collector Car Auction, held at the Convention Center near downtown Palm Springs twice each year, featuring nearly 600 cars.

(photo McCormick)



McCormick Palm Springs Auctions Celebrates 33 Years + Spring Auction Scheduled for Feb 22-24, 2019

After 33 years in the car auction business "You never know who or what is going to walk in the door next," said Keith McCormick, owner of McCormick's Palm Springs Collector Auction.

Since Palm Springs has been the home of many actors and TV personalities over the years, their cars often show up in the auctions held twice each year. The next auction in February 22-24, 2019, will be number 66, said Jason McCormick, who joined his father in business full time 20 years ago.

The business, which has been family owned and operated since 1985 in Palm Springs, features up to 580 vehicles at each weekend auction. The location has grown to six acres at the Palm Springs Convention Center. Under typical balmy sunshine, cars and trucks pass through the huge auction tent with seating for buyers, sellers and spectators from around the country and around the world.

McCormick's clients have ranged from King Edward VIII of England and his 1923 Rolls Royce to Bob Hope and his golf cart. Howard Hughes presented is 1969 Daimler limousine featuring a flush toilet built into the back seat. G. Gordon Liddy of Watergate fame had the license plate "H20 Gate" on his 1937 Rolls Royce Phantom.

Other celebrities have included Elvis Presley, Frank Sinatra and Telly Savalas, who once told McCormick: "I think a classy car auction would work in Palm Springs." He was right. "It is rare when a celebrity shows up at the auction, but some do," Jason McCormick said, "a couple of years ago we had Danny Koker and his crew from Counting Cars come to film part of their show at the event."

While there have been many high-end cars and trucks at the auction, and "the trend has been moving in that direction for many years," Jason McCormick said, "we still have something for everyone, with some cars selling in the \$1,500 to \$2,000 range. Some new and beginning car collectors get started at our auctions."

Each auction streams live via the Internet for three days and people who register in advance may bid for cars by phone. People tune in from across the United States, Europe and New Zealand to bid on cars. Four cameras show different views of each car as it passes through the auction tent. People bidding by telephone must register in advance and follow the same procedures as people attending the auction. Bidding requires a \$30 registration fee and a "good faith deposit," which is refunded if nothing is purchased, McCormick said.

For more information about buying or selling a vehicle, go to www.classic-carauktion.com or call (760) 320-3290.

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Millennial and “Y” Generation Defined

continued from page 3

chase and until they find what they are looking for, they will just use Mom and Dad’s cars or Uber and Lyft everywhere. In short, millennials want what they want at the price they consider to be fair and of good value.

They are looking for educated and genuinely warm salespeople who can earn their trust when presenting their car inventory and good options to them. Treat women as equals as it has been noted that women are making upwards of 80% of the car buying decisions within a household these days. Take the time to make a positive connection and understand that these millennial car buyers are in the know and on their toes when it comes to what they are looking for. Take them seriously. Gain their trust. Sell them your best cars at the best prices. They will tell their friends about you-guaranteed. David Lewis from CBT Automotive Network suggested to “find out about what they/millennials want and then they will trust you to show them what you have”.

In a December 3, 2018 article, He continued, “Once on the lot, the millennial shopper will show you exactly what they want and can afford by what they are drawn to; that is, what they like.”

Again, Millennials cannot be pushed or pressured and are not emotional buyers. Lewis writes, “Most are aware of the reputation car salespeople have for pressing customers to buy today, no matter what it takes. Avoid that kind of pressure and focus instead on inspiring them and giving them good reasons to buy their new vehicle from you and from your dealership”.

It goes without saying that in a group of over 75 million people, if you do a nice job selling to one, they will likely tell two friends and so on. So it is worth the effort to treat this special buyer with extra care and kind attention. Lewis agrees and adds, “You may find they will become loyal customers for future purchases and will refer you and your dealership to their family and friends as the place to go when they are in the market for a new vehicle”.

Happy selling to our wonderful Millennials, dealers and salespeople...and tell them Jordan sent you, Millennials!

Classic Auto Show
March 16-17, 2019

continued from page 6

About The Classic Auto Show

The Classic Auto Show with events in Southern California and Chicago is presented by LeftField Media, a division of Clarion Events. Clarion Events Global Auto Portfolio produces events in the U.K., South Africa and U.S. including The Lancaster Insurance Classic Motor Show, Race Retro, Classic Car and Restoration Show, among others. LeftField Media is a boutique events company focused on developing face-to-face events in a range of communities rooted in contemporary culture and shared passion.

SHOWCASE REVIEWS

HYUNDAI ELANTRA GT SPORT



The Elantra has been one of Hyundai’s top sellers and one of the best values in the sedan segment. Also above average MPG.

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TYPE: Sedan/Hatchback
ENGINE: 1.6L Turbo
TRANS: 7-speed dual clutch
HORSEPOWER: 201 hp
MPG: 26 city / 32 hiway

LEXUS LX570 SUV



The LX 570 is the “Big Daddy” in the Lexus SUV lineup. Lots of room, power and fun to drive. A little light on the MPG.

BASE PRICE: \$85,380
TYPE: SUV
ENGINE: 5.7L V-8
TRANS: 8-speed
HORSEPOWER: 383 HP
MPG: 13 city / 18 hiway

MAZDA 6



While some automakers are phasing out their midsize sedans the Mazda 6 has been a solid seller in the Mazda lineup.

BASE PRICE: \$34,750
TYPE: Sedan
ENGINE: SKYACTIVE-G 2.5T
TRANS: 6 SPD Sport Mode
HORSEPOWER: 227 HP
MPG: 23 city / 31 hiway

TOYOTA CAMRY HYBRID



Toyota has had a corner on the hybrid market with the Prius lineup & the Camry Hybrid adds a sedan with styling to the lineup

BASE PRICE: \$32,250
TYPE: Hybrid
ENGINE: 2.5L 4-cyl DOHC
TRANS: ECVT
HORSEPOWER: 208 HP
MPG: 44 city / 47 hiway

TOYOTA SIENNA XLE



There hasn’t been a lot of growth in the van market but Toyota Sienna sales have remained steady with new add-ons.

BASE PRICE: \$39,420
TYPE: Van
ENGINE: 3.5L V6 DOHC
TRANS: 8-speed AT
HORSEPOWER: 296 hp
MPG: 18 city / 24 hiway

VOLVO XC40 T5 R-DESIGN



This fun-to-drive small Crossover is a “home-run” for Volvo. Priced right with industry leading design and standard features.

BASE PRICE: \$35,200
TYPE: Compact SUV
ENGINE: 2.0L Turbo
TRANS: 8-speed AT
HORSEPOWER: 248 hp
MPG: 24 city / 26 hiway

*** all information on vehicles as tested

GlobalAuto News “Fun Photos” + U-Tube Coming Next Issue



A Northwest Auto Enthusiast builds a home at the Thermal Club Racing Facility near Palm Springs, CA (photo Auto News)



Monika Kalenski, CEO & Founder of MEK Magnet with a Jeep Wrangler displaying her products (photo MEK Magnet)



All-New 2019 Subaru Ascent - See Test Drive Review in Next Issue (Spring)



McLaren Holiday Party (Lft to Rt) Gary Vanhouten, GM (3rd to Rt) Shahin Zonoozi, (under star) Adam Robertson Sls. Mgr., to Rt. Hannah, Back Row Christian Ghia, Dealer, Pam & Emily

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**WOMEN in the
AUTO WORLD**

WOMEN IN THE AUTO WORLD

**WOMEN in the
AUTO WORLD**



Two of Sarah's Pencil Drawings (photo Auto News)



Sarah Auto News (left) with Weezy the Artist at Barrett-Jacksons Scottsdale Collector Car Auction (photo Auto News)

Sarah Deccio Auto News Dist. Mgr. Launches Another Career with Her Pencil Drawings

Sarah Deccio, who was featured in a previous "Women in the Auto World" special has added another chapter in her portfolio of automotive related activities. Sarah joined Auto News seven years ago as a spokes model. Within a few years she was appointed Distribution Manager and has helped expand the Auto News distribution network in Northern CA, Nevada, and Idaho. Sarah has been a practicing artist specializing in pencil drawings for

a number years. She is launching her own company "Drawings by Sarah" and will be displaying her pencil drawings of cars, trucks, and pets at Northwest Car Shows. (see photos on this page) If interested in a original one-of-kind pencil drawing of your car, truck, or pet - send a photo with your CONTACT INFO to AUTO NEWS - P.O. Box 3327 - Bellevue, WA 98009 or bill@autonewsonline.com



Sarah, Team Auto News with Toyota 4Runner (photo Auto News)

Previously Featured: "WOMEN IN THE AUTO WORLD"

Chanterria McGilbra – Prancing Ponies Foundation
Lyn St. James – Indy Race Driver
Felicia Fields – Ford HR VP
Mary Barra – GM CEO
Michelle Christensen – Acura Design
Lisa Copeland – FCA Dealer
Monika Kalenski – MEK Magnet

Elena Cortesi – Ford Comm. Mgr.
Muffy Bennett – Car Collector
Jennifer Biggs – Repair Shop Owner
Joyce Chow – Social Media Mogul
Sarah Deccio – Distribution Mgr.
Valerie Thompson – Motorcycle Racer
Ashley, Courtney & Brittany Force – Drag Racing Champions

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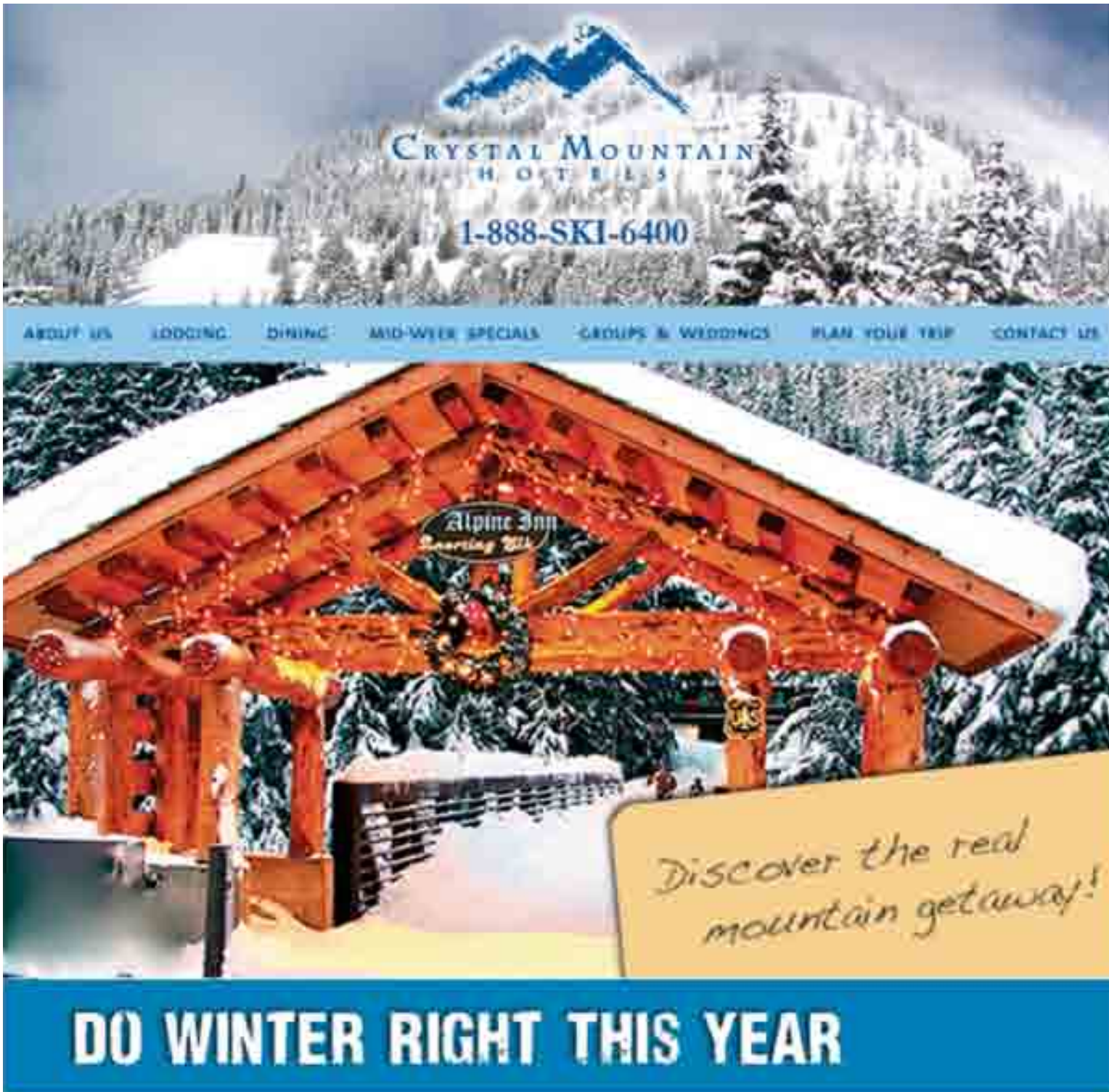
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**Subaru
Celebrates Winter
Adventure With
Return Of Subaru
Winterfest In 2019**

Automaker launches multi-city, experiential mountain destination and lifestyle tour geared towards winter warriors

Subaru of America, Inc. announced today the return of Subaru WinterFest, the automaker's highly anticipated, multi-city mountain destination and lifestyle tour offering one-of-a-kind experiences for winter warriors across the country. Featuring weekend takeovers at nine of the nation's top winter resorts, the 2019 Subaru WinterFest tour combines music, adventure, food & beverage, pets and the environment to create a truly unique experience that speaks to the passion points of outdoor enthusiasts and Subaru owners alike. The automaker will implement additional green event practices this year including expanded recycling collection with TerraCycle® and waste reduction education with Leave No Trace.

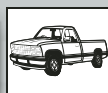
**2019 Toyota Tundra
Out Performs its
Competitors in Winter
Driving Conditions**

by Bill McCallum

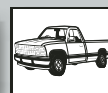
We first saw Toyota's new color "Voodoo Blue" on the 2019 Toyota 4-Runner and now they (Toyota) have added the color to the Tundra TRD lineup. The Toyota Tundra TRD Pro Crewmax I recently drove has jumped into first place in our 2019 "Thumbs-UP" contest. To those of you not familiar with our "Thumbs-UP" contest let me explain. I usually put about 500 miles on a weekly test drive vehicle as I travel from my residence to my office and around the greater Seattle-Bellevue-Redmond area. In my travels I tabulate those folks who give me a "thumbs-UP" during my travels. Some new vehicles are "cookie-cutter" by design with a "ho-hum" color and others stand out on the road. Those vehicles get a "thumbs-UP". The 2019 Toyota TRD Pro Crew Max is such a vehicle.

Meanwhile back to the test drive review. With limited production Toyota has continued to grow their truck sales in the U.S. The 2019 Tundra TRD PRO Crewmax will help Toyota grow their market share in the truck market as they gain new buyers in the off-road crowd and those buyers looking for a truck to tow a trailer (boat, RV, etc.). The Tundra TRD Pro Crewmax is powered with 5.7L I-Force V-8 (381-hp) engine mated with a 6 SP Automatic Transmission that delivers a towing capacity of 9,800 - 10,200 lbs. For 2019 the Tundra TRD Pro Crewmax offers 10 standard safety and convenience features including Pedestrian Detection and Dynamic Radar. Also new for 2019 are LED headlights and fog lights, 18-inch BBS forged aluminum wheels and TRD Pro-badged seats.

So if you are in the market for a new truck the 2019 Toyota TRD Pro Crewmax should be on your "must see" list.



OEM & AFTERMARKET PARTS



Ford Customer Service Announces MyPriceLink

Ford Customer Service Division Announces Implementation of MyPriceLink, the OEConnection Patented Pricing Technology

To modernize delivery of original equipment collision parts pricing, Ford will begin using MyPriceLink, an OEConnection LLC (OEC) patented technology, delivering real-time dynamic collision parts list pricing based on timing and local market conditions.

Using a variety of data attributes to determine the appropriate collision part list price at a specific moment in time, MyPriceLink does away with the static price tapes of the past and aims to give Ford dealers a competitive advantage.

“MyPriceLink will aid in protecting our list prices and how they are used in the marketplace, while also providing fast and effective delivery of the dynamic list pricing for the transaction,” said Jennifer Boyer, Global Collision Business and Strategy Manager, Ford Motor Company. “MyPriceLink is just one tool we are using to help ensure quality repairs, value and availability of original equipment parts for our customers.”

MyPriceLink will be implemented during the 4th quarter 2018.

Mercedes-Benz Metris Test Drive Review A Handyman's Dream

continued from page 3

It really is an all-in-one package if you need a mid-size commercial vehicle. Imagine the impact 22 mpg could have on your bottom-line instead of the 10-14 mpg older full-size vans and trucks get!

Driving Dynamics and Review:

The Metris is powered by a 2.0 liter inline 4 turbo engine. This little power plant pumps out 208 hp and 258 ft-lbs of torque to the rear wheels. Mated with a 7 speed automatic, the Metris got up to speed plenty fast enough for a work truck. The steering in the Metris was very responsive and I feels like you're driving a C300 instead of a cargo van. I was able to make u-turns, maneuver through traffic, and cut through tight alley ways with ease. Parallel parking was also simple with the standard equipped back-up camera.

One thing I did desire was larger side mirrors. A small factor, but one that was noticeable as I had the model with no side or rear windows. Another concern that many people have brought up is the required use of premium gas. Mercedes has mitigated this issue with the 2018 model, as the Metris is now capable of taking any type of gasoline you use. Since the

fuel tank is only 18.5 gallons, I was able to fill up the Metris with just \$50.

Being a work van, the interior of the Metris is nothing extraordinary. The dashboard is made of standard plastic material, and the seats, while comfortable, are simply seats. If you live in a cold climate, heated-seats are an option that is available and the steering wheel is made of high quality material that is nice to grip. The standard stereo has good acoustics, and does have bluetooth capability which is a nice touch for calls between job sites. At the end of the day though, the main focus of the Metris design is functionality, and that is something it does well.

With regards to price, the Metris starts at just \$26,570. A price-tag that I was shocked to discover was that low. From my perspective, if you're looking at purchasing a new commercial vehicle, it doesn't make sense to not consider the Metris! Make sure to stop by Mercedes-Benz of Lynnwood to check-out the 2018 model!



2019 Chev. Silverado Test Drive Review

continued from page 6

includes hitch guidance lines on the centre display and a choice of views. After the driver has lined up the hitch and shifted to park the parking brake sets automatically – avoiding that slight roll that wrecks the alignment. An optional feature is a trailer tire temp and pressure monitor. An industry first, this system allows the driver

to keep an eye on the trailer tires. A new trailer light check system runs the lights in sequence as you watch. This feature can be activated from inside the truck or via a MYChevrolet Trailing App on your Smartphone.

The new 2019 Chevrolet Silverado will be coming to dealers this fall.

SEE AD ON PAGE 3



2019 Chevy Silverado (photo Howard Elmer)

Toyota Tundra TRD Limited Review

While the base MSRP of the Toyota Tundra is \$ 31,500 the MSRP of our Tundra 4 X 4 Limited Crew Cab as driven was \$ 44,195 with the TRD package optional equipment extra. The Toyota Tundra offers an industry leading value for the segment.

I was impressed with the drivers visibility, comfortable seating, and spacious crew cab.

Safety features include; Rear back-up Camera, Manual Headlamp Level Control, Trailer Brake & Trailer Sway Control, Star Safety System incl. ABS and VSC., 3-point Seat belts for all positions, 8 total Airbags and tire Pressure Monitoring.

If you are considering a new truck I suggest a Toyota Tundra Test Drive.

Line-X to Enable Extreme Impact and Weather Resistance for Curry Supply Commercial Vehicle Line-Up

LINE-X – a global leader in versatile protective coatings supporting over 650 partners worldwide – announced a new industrial partnership with Curry Supply, leading manufacturer of high-quality commercial service vehicles that include several different types of on and off-road

work trucks used in a variety of different construction, maintenance and service trades.

• With a legacy more than 85 years in the making, Curry Supply is now applying LINE-X protective coatings to numerous different exterior components to provide a nearly impenetrable barrier

against scratches, abrasions, harsh chemicals and the elements.

• LINE-X coatings will help extend the life of the vehicles and enable enhanced customization options with color-matching capabilities and other style preferences. Overall, Curry Supply products will now continue to

look great after years of extreme conditions and hard work in the field. In addition to using LINE-X on their new vehicles, Curry Supply has also incorporated LINE-X protective coatings into their commercial vehicle reconditioning and restoration service.

“Curry Supply manufactures some of the very best construction and service vehicles available anywhere – and we believe that the addition of extreme protection from the elements and harsh conditions – makes them an even more formidable force in the construction, maintenance and service industries,” said Dennis Weese, president of LINE-X. “Add in truly unique style and customization options – including color-matching capabilities through a ‘hot process’ – and Curry vehicles can now even better serve clients’ needs and preferences, while keeping each vehicle looking and performing like new for years to come. We’re excited that LINE-X can be such a big part of taking Curry Supply products to the next level.”

Some of Curry Supply’s vehicles now available with LINE-X protective coatings include:

- On and off-road water trucks
- Mechanics trucks
- On and off-road fuel and lube trucks

- Crash attenuator trucks
- Vacuum trucks
- Winch trucks
- Dump trucks
- Lube skids

“When I was introduced to the LINE-X product, the opportunity to make our vehicles more resilient to tough conditions and elements, immediately came to mind,” said Jason Ritchey, president and owner of Curry Supply. “We are thrilled with what LINE-X coatings do to make our products even more compelling – including extended vehicle life and the ability for us to customize colors and surfaces. Even more, the continued support, training and customer service that LINE-X has provided us has been second-to-none.”

As a leading manufacturer of the industry’s most resilient protective coatings, LINE-X offers its industrial and manufacturing customers an extremely wide variety of different polyurethanes, and polyureas to ensure the perfect coating is used for each individual industrial application. LINE-X is also a leader in providing state-of-the-art training and world-class support to all of its industrial clients.

For more information, contact LINE-X public relations at 310-374-6177 or media@linex.com.



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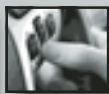
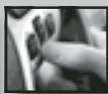
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TECHNOLOGY



SKIDCAR and VR Motion provide immersive driver training to US Air Force

SKIDCAR SYSTEM INC., Las Vegas, NV, in collaboration with VR Motion Corp, Hillsboro, OR, is proud to announce an agreement to supply a Virtual SKIDCAR Trainer

to work in concert with the SKIDCAR SYSTEM® at Malmstrom Air Force Base in Great Falls, MT. The Air Force Security Forces will add the new Virtual Trainer to their

Disciplined Driver Curriculum at Malmstrom AFB. This represents the first significant sale for VR Motion and sets the stage for a revolution in fleet driver training,

using the total immersion of Virtual Reality.

VR Motion has defined the Virtual Reality Driving Simulator with a new level of realism. This will allow Security Forces and other fleet users of all types to practice, learn, and operate multiple mission-specific vehicles. Using a multi-axis motion platform and the latest VR hardware, the unique VRMC software immerses drivers into terrestrial specific locations, driving dynamic validation, distracted driving, accident avoidance, "Give Us 2 Seconds" and "Just Stop" scenarios that support the well-developed SKIDCAR™ driver training curriculum.

Keith Maher, VR Motion Co-founder & CEO said "We are very excited to be able to support the SKIDCAR program with the US Air Force. Learning the basics of vehicle control with the SKIDCAR, then practicing those techniques in the Virtual SKIDCAR Trainer, brings an exciting new way of learning to these young recruits".



VR Motion Driver's System Technology

VR MOTION NAMES TATA ELXSI AS EXCLUSIVE DISTRIBUTOR IN INDIA FOR VR DRIVER TRAINING

VR Motion Corp, Hillsboro, OR, has reached agreement with Tata Elxsi, Bangalore, India, that names Tata Elxsi as distributor and promoter of VR Motion's exclusive VR driver training software throughout India. This agreement will continue to promote the VR revolution in fleet driver training, using the total immersion of Virtual Reality.

VR Motion has defined the Virtual Reality Driving Simulator with a new level of realism. This will allow Tata and other OEM manufacturers, dealers and other fleet users of all types to practice, learn, and operate multiple specific vehicles, particularly delivery vehicles and other high-risk driving environments. Using a multi-axis motion platform and the latest VR hardware, the unique VRMC software immerses both novice and more experienced drivers into specific locations, unique vehicles, distracted driving and accident avoidance. India has a traffic accident fatality rate that is over twice as high as the USA, and the Indian government is taking active measure to reduce accidents and fatalities.

Chinese Automakers Bringing Brands to U.S. Who? When?

continued from page 4

For the last decade, Chinese automakers have been expanding in emerging markets in South East Asia, India and Africa. Even though you don't see Chinese name brands in the U.S. and Western Europe. They have more presence than you think.

In a recent column, long-time China hand Michael Dunne, CEO ZoZo Go, wrote that there are now more than 60 Chinese automotive suppliers in the U.S., making tires, glass, airbags, suspensions systems, batteries, drive trains and steering systems. While mostly concentrated in Michigan, they

are in Ohio, Indiana, Georgia and South Carolina.

According to Dunne, 11 Chinese automakers have set up advanced R&D centers in California and Michigan to prepare future products for global markets, including Geely, Great Wall, Guangzhou Automotive, NIO,

Byron and Berkshire-Hathaway-backed BYD

With every new model year, the quality of Chinese vehicles improves and the design gets sexier, as Chinese auto makers are tapping in to global resources like Italian design house Pininfarina and quality experts like JD power.

According to Dunne, Chinese firms are hiring top global talent to develop stunning electric, autonomous and connected vehicles. One example: Swedish designer Pontus Fontaeus appeared in Detroit to introduce us to Guangzhou Automotive's Entrans concept car.

The US trade war with China is of course in the background of any discussion about the rise of Chinese vehicles in the U.S. As the tariffs have increased on both sides, an unintended consequence is that U.S. plants that export SUVs to China (Mercedes in Alabama, BMW in Spartanburg, Volvo in South Carolina) will be forced to reconsider from where they provide vehicles to China. More than one international automaker has increased local production (jobs, investment, etc) in China as a result, potentially taking away longer term investment in the U.S.

Additionally, last year China said that in five years it would end the JV rule which dictates that in order to build vehicles in China, one must have a JV partner. The new announcement indicates that a pure EV company could go alone (a la Tesla in Shanghai). After decades of JV combined research and development, combined manufacturing and combined distribution it's going to be hard to unwind those operations. Automotive executives have commented that this will test the relationships of international automakers and their Chinese partners.

So when will Chinese brand cars be sold in the U.S.?

The answer is, they already are. "Karma automotive, owned by Wanxiang, is selling high-end plug-in hybrids, built in a small factory in California. BYD has a few dozen vehicles operating in cab fleets and many more buses and other commercial vehicles operating in the U.S. as well. And Volvo - well - Volvo is owned by Geely. So the answer is that the Chinese have a foothold here already, but most people don't notice it because it is veiled in non-Chinese brands," said Mike Ramsey, automotive analyst, Gartner, Inc.

"There have been a number of promises about Chinese companies bringing their brands to the U.S., and that could happen at some point, but this market is already over-saturated with brands. Selling here would be more out of vanity than anything else. I think that's why a lot of Chinese companies have looked at following Tesla and trying to offer advanced EVs, which they may be able to convince buyers are equal to or better than domestic or German models.

Dunne went on to say that, "Chinese auto investments into the U.S. are creating enormous opportunities for a range of American companies. The Chinese definitely need local expertise from dealers, banks, tech firms, engineering firms, insurance companies, legal advisers, network planners and car maintenance and service centers."

Ultimately, as in all business, competition will be mean more choices for consumers. It may be several years until one can see a Great Wall dealership in American suburbs, but the Chinese are already here in the form of R&D, suppliers and brands like Volvo and Karma.

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TIRES



Two Yokohama Tires Win GOOD DESIGN® Awards

Yokohama Tire earned two impressive 2018 GOOD DESIGN® awards from The Chicago Athenaeum. Yokohama was honored in the transportation category for two tires: the GEOLANDAR X-MT™ and AVID Ascend GT™.

The Chicago Athenaeum's GOOD DESIGN awards program creates an awareness about contemporary design and honors products and industry leaders in design and manufacturing that have chartered new directions for innovation and pushed the envelope for competitive products in the world marketplace.

Yokohama was recognized for its aggressive off-road tire, the X-MT. Launched in July, it's the latest addition to Yokohama's rugged GEOLANDAR® lineup and is available in 12 sizes, from 17-inch to 24-inch rim diameters with outside diameters up to 40 inches. The extreme mud terrain tire offers outstanding treadwear and on-road handling to provide enthusiasts with an exceptional balance of performance and value.

The Ascend GT – which also debuted in July – is Yokohama's latest offering in the grand touring segment. Available in 54 H- and V-rated sizes, the highly advanced all-season tire delivers improved handling, long mileage and superior comfort.

Yokohama Tire Corporation is the North American manufacturing and marketing arm of Tokyo, Japan-based The Yokohama Rubber Co., Ltd., a global manufacturing and sales company of premium tires since 1917. Servicing an extensive sales network throughout the U.S., Yokohama Tire Corporation is a leader in technology and innovation. The company's complete product line includes tires for high-performance, light truck, passenger car, commercial truck and bus, and off-the-road mining and construction applications. For more information on Yokohama's broad product line, visit www.yokohamatire.com.

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New Yokohama Tires (photo Yokohama)

Nexen Tire Announces Free Trial of Roadian MTX Extreme Off-Road Tires

-- *Roadian MTX Extreme Off-Road Tire Climbs to the Top as a Blue-Chip Choice for Off-Roaders* --

Nexen Tire America, Inc., a worldwide leader in high-performance, passenger, SUV / light truck and winter tire technology, will begin offering a free 45-day or 500-mile trial period on its Roadian MTX Extreme Off-Road tire starting Jan. 1. The offer is applicable to all tires currently in stock at any wholesale or retail location. Nexen will require the end user to provide a verified mileage reading at the time of purchase, as well as proof of purchase, to take full advantage of this free trial promotion.

The promotion also allows for end users to exchange the MTX tires for another set of Nexen tires any time before the end of the trial period. If exchanged for a lower-cost Nexen tire, a refund for the difference will be offered. This offer is subject to terms and conditions found in the 2019 Replacement Market Warranty, which can

be found on Nexen Tires' website under the resources tab.

Nexen Tire is extremely confident that people who purchase a set of Roadian MTX Extreme Off-Road tires will find out how well the tires perform in extreme conditions, as well as in regular driving situations. The MTX represents years of research and development which has resulted in one of the best mud-terrain tires in the world.

Nexen Tire Roadian MTX - The Tire-of-Choice for Off-Roaders and Several Top Vehicle Builders

To help showcase the Roadian MTX, Nexen Tire has partnered with several companies this year which has helped highlight the tire's success and growth in the off-road community. The company has positioned the tire on many projects this year – including several high-profile SEMA 2018 builds. These partnerships have helped Nexen Tire reach a broad audience to raise awareness for the brand's first-ever

mud terrain off-road tire. After only one year of availability, the Roadian MTX Extreme Off-Road tire has quickly become a top-tier choice for modern off-road enthusiasts.

Several features which have made the Roadian MTX Extreme Off-Road tire a front-runner include:

- Aggressive design allows for on- and off-road versatility, no matter the terrain
- Dual-sidewall design allows for a customized appearance
- Standard 3-ply design and Load Range F weight rating makes the Roadian MTX favorable for towing
- Max 80 PSI to support high-load condition
- Tread-block design helps to eliminate noise, harshness and vibration (NVH) transferred into the cabin – creating a quieter, more comfortable experience for the end user
- Exceptional low-air qualities for maximum performance in off-road and mud terrain environment
- Available in more than 35 sizes to choose from

"The Roadian MTX Extreme Off-Road tire has been an incredible addition to our tire lineup, and its popularity has grown significantly since its launch at the 2017 SEMA Show. This new promotion demonstrates our confidence in the Roadian MTX, and we think our customers will immediately see the quality engineered into this tire," said Kyle Roberts, senior director of marketing for Nexen Tire USA. "In just one year, some of the top customizers and builders have chosen Roadian MTX tires for their builds which has really taken our tire to an all new level. We are proud to stand behind our product and this offer firmly communicates that to our customers."

For more information, please contact nexen@goddriven360.com or call 310-374-6177.

About Nexen Tire:

Inspired by Nexen's global family of drivers to engineer superior performing tires – from championship-winning Formula DRIFT drivers, rock-climbing off-road enthusiasts to everyday commuters – Nexen Tire utilizes proprietary technology and the highest quality standards in the industry to guarantee world-class products backed by unrivaled customer support for the life of each tire. As a worldwide leader in high-performance, passenger, SUV / light truck and winter offerings, the company is second-to-none in research, development and state-of-the-art manufacturing. And as part of a select group of tire manufacturers worldwide that are specified as standard fitment on original equipment vehicles, Nexen delivers premium products at a sensible price. Find out more about how Nexen has your back at nexentireusa.com – and join us on Facebook, Instagram and Twitter. #WeGotYou #NexenTire #NexenRacing



2019 Cadenza (SEE Story on Page 3, 7, 8)



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MONTEREY TOURING VEHICLES (MTV)

Carmel Valley residents, Rob and Heather Gardner have turned a classic car collecting hobby into business. The business, Monterey Touring Vehicles (MTV) uses the Gardner's 30 classic cars as a rental fleet for tourists and local residents to tour Carmel, Monterey, Big Sur and the world famous Pebble Beach 18 mile drive. The Gardner's said ".....we thought these cars need to be driven and why not let our clients have fun driving them."

The Monterey Touring Vehicle (MTV) fleet includes; a 1965 Ford Shelby Cobra, 1988 Chevy Camaro, 1955 Ford Thun-

BROOKS - BIDDLE AUTOMOTIVE SALES & SERVICE

Brooks-Biddle Automotive has been located in Bothell since 1966 (48 years). The full-service facility is located on 3.9 acres on Bothell Way. With 25 employees and GM and Suzuki training techs with 120 years of combined experience, quality service is always provided. Brooks-Biddle works on all makes and models, specializing in Chevrolets, GM and Suzuki models. They offer A/C Delco service, with the service department open from 7:30 a.m. to 5:30 p.m. M-F.

The Biddle family are charter members of the Washington State Auto Dealers Association (WSADA). Serving the entire Northwest, Brooks-Biddle offers a large inventory of pre-owned cars and trucks. John Biddle said, "We care and serve the needs of our customers." See the Brooks-Biddle Automotive ad in the Auto News Service Directory.

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AMERICAN MUTUAL INSURANCE SERVICES

Bill Smallwood III is a "car-guy" with 22 years in the business. His business, American Mutual Insurance Services, LLC specializes in collector car insurance and is the largest Hagerty Collector Car Insurance agent on the West Coast.

In addition to the Hagerty brand, Bill represents Grundy, Heacock, Classic Collectors, Safeco, Travelers, GMAC, Met Life brands and many more.

Bill's insurance agency represents

clients in WA, OR, ID, CA, and AZ, has 10 employees, and is a full service agency. Bill is also active in the car collector hobby and has helped organize the "Mustang Roundup" for a number of years as well as other car shows. Bill participates in a number of NW collector car shows as a vendor. Bill said, "I am passionate about cars, and my rates are very competitive." Sounds like a good combination to me. See the American Mutual Insurance Services LLC ad in the Auto News Service Directory.



EUROPEAN CAR AUTHORITY

European Car Authority, Inc. has been repairing and maintaining European cars since 1995. The owner/technician, Ken Seaton, is committed to ensuring that ECA customers receive quality service coupled with integrity. Ken has 30 years experience working on European cars, as well as factory training. Their four-bay shop in Redmond is equipped with the latest technology and newest generation of computerized diagnostics scanners, tools and equipment for Mercedes-Benz,

Saab, Audi, Land Rover, BMW, Porsche, VW, Mini Cooper and Volvo. The certified technicians/European Car specialists will walk you through the recommended repairs addressing all of your concerns, as well as receiving authorization before any work is started. They pledge to go that extra mile to ensure your complete satisfaction. They are open from 7 a.m. to 5 p.m. Monday - Friday and provide a morning drop-off courtesy shuttle within a five mile radius of their shop.

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PET FRIENDLY AUTO MAKERS



McCurley Integrity Subaru In Pasco Builds Dog Park at Dealership

The Barkley family of Subaru-driving golden retrievers and labs who appear in Subaru's television ads would be real proud to be a part of McCurley Integrity Subaru's dealership in Pasco. The dealership is so pet friendly that they invite customers and community dog owners to bring their pets to enjoy the dog park located next to their showroom. The park is open during the dealership's open hours.

Carlos Bermudez, sales manager at McCurley Integrity Subaru, points out that the Subaru brand endorses family and pets. "Our commitment to pets is one part of our Love Promise," Bermudez said. The American Society for the Prevention of Cruelty to Animals (ASPCA) is one of the recipients of donations during Subaru's Love Event.

"Our customers tend to be outdoorsy, trail-setters, eco-friendly, explorers, and dog owners," Bermudez explained, "and we encourage them to bring their dogs to play at the park while they are having their car serviced or just stop by to let their dogs play."

McCurley Integrity Subaru's growing franchise moved to its present location on Sandifur Parkway off Broadmoor in Pasco two and a half years ago.

Subaru Leads Industry In Promoting Pet Friendly Features

continued from page 4

Subaru loves pets and they want you to know it.

As I stroll through the Los Angeles Auto Show past the expansive displays of the latest vehicles, the newest technology and all the ways the automotive industry is constantly changing, something more alive calls out the me... "Ruff!". No, it's not another vehicle debut or keynote speaker talking about autonomous driving or the electrification of cars, but a cuddly, utterly adorable pup at the Subaru display. "Ruff!". I instantly put down my journalist notebook and show schedule to start playing with the pups.

As I sat down with Subaru Manager of Product Communications, Jessica Tullman, she enlightens me to all of the things Subaru does to spread the love of pets, and I must admit that its quite impressive.

Evidence of Subaru's dedication to pets is everywhere including their support of the ASPCA for the past 11 years. Subaru is spearheading a number of ongoing national and local pet initiatives and partnerships across the United States. Subaru also collaborates with the National Ski Patrol with avalanche rescue

dog demonstrations. If consumers visit the Subaru display at auto shows across the country, they are likely to be greeted with loving, yet sloppy kisses at the "kissing booth" from prospective canine adoptees at the live adoption events. The booth features a live-feed 'puppy cam', so prospective adoptive parents can watch the hilarity unfold in action. In addition to being able to take these canine friends' home from the auto show, attendees will be given the chance to



Subaru Display at LA Auto Show (photo Lisa Delaney)

make rope toys as a donation to the shelter, as well as be able to create custom pet tags using the Subaru Loves Pets engraver.

Even their advertising for the all-new Subaru Ascent is pet-centric. "Meet the Barkley's" commercial series is both creative, funny and geared to tie consumers' emotions to their vehicle purchase decision making process and fall in love with Subaru as a company. I highly recommend watching them online- the videos will put a smile on your face.

For details on how Subaru supports pets please visit Subaru.com/pets

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Alan Hall, Ford's Autonomous Vehicle Comm. Mgr. Stuns CES Crowd with his Presentation

continued from page 9

"Autonomous technology. It's still being developed. Our target is to launch a service in a few major cities in 2021. What we're doing right now is testing, actually still with human driven cars that are simulating autonomous experiences."

Hall described what they have been doing in Miami with their research program with Postmates food delivery, "your food gets loaded on one of our simulated autonomous vehicles, and you as a customer will be notified when the car is arriving at your house or apartment building... You as a customer walk downstairs out of your apartment to a curb, enter your number on a keypad on the vehicle and a locker will open up and you grab your food... We're starting to test out whether

someone is willing to walk out of their apartment to get food at the curb vs. someone walking it up to their door."

"Cars just continue to get better for those that drive. They're getting more efficient, more sustainable with battery electric vehicles... We understand that people want access to transportation but don't necessarily want to own it." People are looking for options in ways to get around, especially in cities.


Ford has been known for its great portfolio of cars, trucks and SUVs and starting soon it will also be known for other modes of transportation including scooters, bikes, ridesharing vans and autonomous vehicles all available integrated for you as a customer or you could just signal your car.



Alan Hall, Communications Manager for Autonomous Vehicles, Ford with Ford Research Vehicles at CES 2019 in Las Vegas

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Mecum Las Vegas Auction Tops \$25 Million for an Overall Increase of 7%

75 Percent of All Vehicles Hammered Sold at Three-Day, 885-Car Auction

Mecum Auctions' second annual collector-car auction in Las Vegas was deemed a success with \$25.2 million in overall sales achieved as 667 vehicles hammered sold for a 75 percent sell-through rate. The results represent a 7 percent increase over last year's totals.

The auction-headlining Academy of Art University collection saw 31 vehicles hammer sold for an overall total of \$4 million, and four cars from the collection landed among the auction's top sellers. The University's 1930 Bugatti Type 46 Faux Cabriolet (Lot S98) boasting coachwork by Veth & Zoon came in as the auction's top sale at just more than \$1 million, and the 1930 Duesenberg Model J Dual Cowl Phaeton (Lot S130.1) brought \$770,000, landing it the No. 2 slot. A 1934 Packard 1104 Super 8 Dual Cowl Sport Phaeton (Lot S125.1) from the collection claimed the third spot in top sales, and a 1935 Pierce-Arrow Model 1245 Silver Arrow (Lot S93.1) came in as No. 6.

Other top sales included a 1970 Plymouth Hemi Cuda (Lot S145) that brought \$220,000 and Ardell Brown's 1930 Cord L-29 Cabriolet (Lot S72), which sold for \$203,500. In total, the complete Ardell Brown Estate Collection of vehicles and Road Art sold for well in excess of \$5 million.

The complete top 10 collector-car sales at the Mecum Las Vegas 2018 auction include:

1930 Bugatti Type 46 Faux Cabriolet (Lot S98) at \$1,012,000
1930 Duesenberg Model J Dual Cowl Phaeton (Lot S130.1) at \$770,000

1930
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Cabriolet
was top
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