

AUTO NEWS

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The All New Toyota Supra "...is a Bargain in the Premium Performance Coupe Category"



Toyota Supra (photo Auto News)

by Bill McCallum

I put the Toyota Supra in the "Hot Rocket" category. Motor Trend Magazine calls the Supra a "bargain" in the PREMIUM PERFORMANCE COUPES category, and the 2021 Toyota Supra jumps into first place in my "Thumbs up" department with lookers, during my recent test drive.

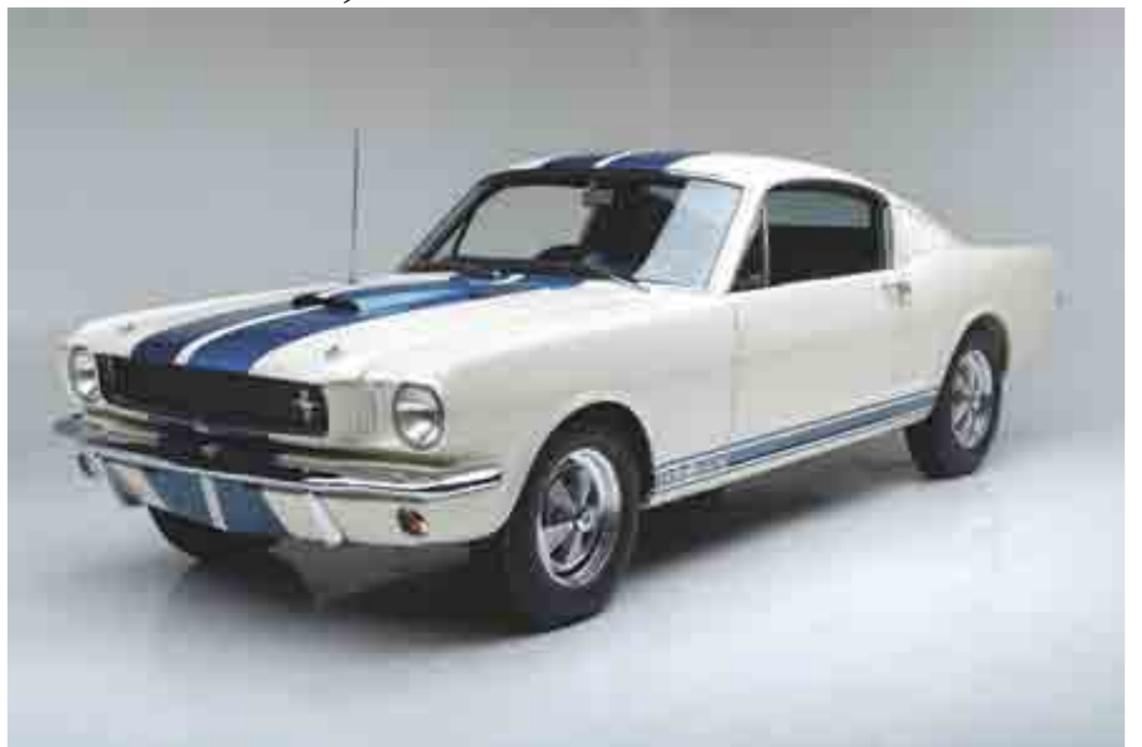
My test drive model had a MSRP of \$48,040 but can you can buy a base model for as low

as \$42,990. Considering the fact that the Toyota Supra competes with sports cars over \$100,000 calling it a "bargain" might be an under statement.

My test drive model was powered with a 2.0L Twin-Scroll Turbo producing 255 horsepower and mated with 8 speed AT with paddle shifters. Six standard safety features include; 6-lens auto leveling LED headlights,

LED daytime Running Lamps and Tail lights, Automatic High Beams, Pre-Collision System with Pedestrian Detect, Lane Depart Warning, and Electronic Parking Brake. The 2021 Toyota Supra offers Power, Looks, Comfort, Safety and Value Pricing. What more could you ask for ?

Barrett-Jackson "The Worlds Greatest Collector Car Auction" Scheduled for March 20-27 in Scottsdale, AZ – SEE BACK PAGE AD



1965 Shelby GT 350 Owned by Craig Jackson to be sold at Barrett-Jackson March Auction – Story on page 16


AUTO NEWS


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Barrett-Jackson Auction Ad back page

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EV Market MOVING FAST



Bill McCallum
publisher

Early in my publishing career I was advised to avoid politics when writing editorials. Why? Because with most political issues 50% of the population is on one side of an issue and the other 50% is on the other side of same the issue.

That being said we have been reporting on both sides of the “climate change” issue as it relates to the auto industry. We believe Hybrids and EVs are part of the solution and we also believe Hydrogen Fuel Cells are the best answer to power EVs.

On January 20th a new administration took over with a goal of converting all government vehicles (Federal, State, County, City) to EVs and Hybrids. One estimate predicts the number of vehicles at 8 million plus. With this in mind we have created a new page 5 feature “EV STRATEGIES.”

Stay tuned as we publish opinions from our 15 writers and other industry experts as they relate to the growth of the EV market.

NEW THIS ISSUE:

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Ford Bronco Sport Test Drive



Chris Chung
editor

Ford recently brought back the legendary name plate “Bronco.” With that, they have made two trims, the beefier, body-on-frame, Jeep Wrangler slayer, the “Bronco” and the “Bronco Sport.” The latter being targeted towards a wider audience of individuals who need an economical vehicle to use on a daily basis with creature comforts, safety features and good fuel efficiency, while being able to go off-road to places that regular cars and crossovers can’t get to.

To accomplish this Ford used the Ford Escape platform. The Bronco Sport shares the Escape’s two engines; a 181-hp Turbo 3 cylinder engine, and a 245 hp 2.0L turbo engine. Both paired with an 8 speed transmission.

Consequently, the Bronco Sport is a very nimble and maneuverable vehicle. Driving it was a breeze, delivering good power and the car-like driving experience that crossover SUV’s are afamed for.

Where it differs though, is obviously the styling as well and off-road capability. The Bronco Sport features a boxier, more aggressive aesthetic. Falling in line with more aggressive offroad vehicles. I personally loved the look, as I’ve always felt that an SUV should “look like an SUV.”

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A Road Trip In A Lexus LS 500



Sally Hanson
travel editor

Sally Hanson, an Auto News feature writer for the past 30 years, is now located in Washington’s wine country, and will visit wineries in the area — as a designated driver — in press vehicles to give readers a view of new automotive offerings as well as a glimpse of wine destinations you might enjoy. Sally is scholarship co-chair of the Northwest Automotive Press Association.

by Sally Hanson

An autumn road trip to take in the fall colors of the trees in the mountain ranges of the North Cascades National Park in Washington State offered a perfect opportunity to test the capabilities of the Lexus LS 500 AWD.

Who would have ever thought a luxury sedan would give such a safe and solid drive as the first snowfall of the season blanketed the hillsides and the road? Approaching the eastern edge of the park, I turned off the North Cascades Highway onto a road that led to several

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BMW X5 M Competition SAV



Arv Voss
feature writer

An Exercise in Glorious Excess

What happens when you take an outstanding SAV (Sport Activity Vehicle) and add the manufacturer’s legendary performance package and then factor in a competition version that goes a step further in terms of performance?

The answer is simple – you get the BMW X5 M Competition model SAV. It is the quintessential exercise in “Glorious Excess”. Add sumptuous luxury to the equation and you have a vehicle that definitely lives up to BMW’s “Ultimate Driving Machine” mantra.

This SAV is like no other even though it is based on the regular BMW X5 SUV (whoops – SAV). It has four doors and a horizontally split rear gate and seats five adults comfortably.

At the heart of this beast is a longitudinally front mounted 4.4-liter M version DOHC, 32-valve twin-turbo, intercooled V8 with Variable Valve Control (Double Vanos and Valvetronic) and high

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Chevrolet Bolt Test Drive Review



Scot McCallum
“Green Car Guy”

The new Bolt is a significant improvement over past EV models made by Chevrolet. Let’s start with the expanded range rated at 259 miles at a very affordable price point starting at \$36,620. A full charge takes 10 hours with a 240-volt connection though with the expanded range you won’t have to charge it every day. I found the Bolt to have excellent acceleration and it was tight and stable in higher speed cornering. One of the big improvements is how quite the Bolt is even while driving on the freeway. Visibility is great and the display and electronics are state-of-the-art. The Bolt has all the latest safety features and is a fantastic commuter car. Stop by your Chevy dealer this holiday season, you won’t be disappointed!



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2020 Dodge Challenger GT Test Drive Review



David Schmidt
feature writer

In the era of crossovers with pundits crying aloud the demise of sedans, the Dodge Challenger is doing just fine, thank you.

Its construed value isn't based on looking like a vehicle with some utility. It isn't tall with an elevated seating position. In the Challenger the driver hunkers down, ready to show its stuff at the drop of the hat, uhm, flag.

While sedans and coupes aren't selling well compared to crossovers, the Challenger – and the Charger as well – have no real competition among the taller types of vehicle. Sure, there are fast crossovers, but they have no legacy, they're just quick.

The Challenger reminds you every time you walk up to it that there was a time when American iron was pretty much the only way to go fast. Granted, you had to pretty much do that in a straight line, but frankly nothing except sports cars really were quick in the twisty bits.

Today's Challenger is on an old platform, but one that is up to the challenge. Its ride is firm

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Your Pet and Covid-19



Lisa Delaney
special projects editor

We know the Coronavirus pandemic is a concerning topic for people everywhere, including pet parents and car owners. Our furry friends can offer us unconditional love, laughter and a welcome distraction while we are staying safe and practicing our social distancing. When faced with the challenges of job loss, health concerns and social isolation, pet owners are turning to their animal friends for far more than basic companionship. Many people are finding that their pets are helping to reduce anxiety and depression and give them hope.

Once you are ready to hit the highway for a long-awaited road trip, here are a few tips on how you can enjoy the open road with your family and your pets. It's especially important this year to carefully plan your road trip, as availability of service might be limited, and fewer outside contacts are desirable.

No matter whether you decide to use your own vehicle to do the road tripping or rent a car from an accredited rental car company,

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2021 Chev Tahoe Test Drive



Howard Elmer
truck writer

Chevrolet has just revealed the fifth generation of the Tahoe. This full-size SUV (that shares much with the larger Suburban) has been in this market since 1995; and, it continues to own it.

For 2021 the Tahoe becomes larger, more capable and also more connected. The key change to the Tahoe's architecture that let's GM claim all of the above is a new independent rear suspension. By dumping the solid rear axle, they have achieved a fully flat floor in the rear. Along with a stretched body these two changes net an increase of 10-inches of additional third-row legroom as well as 66% more cargo space behind that third-row seat. To be a bit blunter – this newest Tahoe actually has a use able third-row seat with a decent amount of cargo space still available behind it. This is a big deal.

As part of that new rear independent suspension, GM adds Magnetic Ride Control – this system “reads” the road and changes the damping of the shocks as needed – in milliseconds. Also

continued on page 6

Year End Millennial Report



Jordan Williams
millennial writer

Hello Millennials and Happy New Year, 2021! I hope this year finds us all happy and healthy --and maybe driving around in that car we have always wanted to buy!

In a December 2020 article that I read on Findthebestcarprice.com, the authors utilized a variety of sources to put together a 2020 year end of review entitled “70 Interesting Car Buying Statistics and Trends” that I found thought-provoking.

First stats shared were that nine million new cars were sold in 2020, which is down 28% -in the year of Covid- from 2019. Car buyers were especially budget conscious in 2020 and turned to used cars, which also saw a decrease in sales from 40 million in 2019 to 34.1 million in 2020. However, there was an average transaction price increase by 3.5 % from 2019 to 2020. Light trucks were the best selling car of 2020 and Toyota was a popular brand of purchases, specifically, the Rav4.

As far as consumer buying habits and trends go/went: 92%

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Bonneville Salt Flats Experience



Mark Smith
classic cars writer

Bucket list. I never really had one. I was always too focused on the present, the moment.

Time just gets shorter and next thing you have a list. That list started to grow and with the global pandemic the need to experience these places, machines, people and events grew stronger. Bonneville Salt Flats has been on that list for a while. Especially after moving to the Pacific Northwest and being within easy striking distance of the Flats.

So a Road trip was organized. My brother and I road trip frequently on motorcycles, taking one long and a few short trips yearly. That was the starting point for the planning. We discussed routes and thought long and hard about a route. Midway, we decided the moto trip would be fun - but based on the time of year (August) the heat would make the trip more about endurance through the American deserts than fun. I always default to fun. So cars were the next logical step to the plan.

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Dave Kunz
LA feature writer

2021 Chevy Tahoe with Duramax

A lot was changed when General Motors revised its largest SUVs for 2021, including a new alternative fuel option. The alternative fuel in this instance is diesel. If that sounds familiar, for many years you could choose a diesel V8 in your Chevy Suburban, Chevy Tahoe, or GMC Yukon/Yukon XL. But that engine was dropped after the 1999 model year.

Two decades of progress has brought a much more modern diesel powerplant to the Chevrolets, the GMCs, and even the Cadillac Escalade. The Duramax 3.0 is a new choice, along with the carryover 5.3 and 6.2 gasoline V8s. Don't let the smaller displacement fool you – this efficient inline-six diesel packs a big punch.

Do you like torque? The Duramax 3.0's figure of 460 lb-ft (at just 1500 rpm) equals that of the 6.2 V8's, from less than half the displacement. Ignore the horsepower rating of 277 (though that's still nothing to sneeze at); with a diesel it's the torque, baby. And the standard 10-speed automatic transmission ensures that the engine is always operating right in the torque band.

“... the EPA highway rating is 28 mpg, ...”

I got to spend some time in a 2021 Tahoe RST 4WD equipped with the Duramax engine, and it's really a perfect pairing. With four-wheel drive, the effortless torque of the diesel would let this sturdy SUV deal with lots of rough terrain, though my driving was limited to pavement. Even there, the Tahoe scooted from stoplight to stoplight swiftly, and cruised at highway speeds with really no hint of what was under the hood.

Yes, you do hear that signature diesel thrum when you're hard on the throttle, but it's a somewhat soothing sound that reminds you of the engine you chose. The Duramax 3.0 was first developed for the Chevy Silverado and GMC Sierra full-size pickup trucks, but GM's engineers did some work on quietness for placement in the SUVs.

As you might expect, fuel economy is impressive. In a 2WD Tahoe, for example, the EPA highway rating is 28 mpg, a big improvement over the 5.3 V8's 20 mpg highway. That number drops by 1 mpg for 4WD, and 1 mpg more for the larger Suburban.

Saving the best for last, the price to go diesel in the Tahoe and Suburban is only a \$995 upgrade, starting on the \$49,000 Tahoe 2WD LS model. If you cover a lot of miles, the fuel math can really work out over time.



Michelle Hale
global correspondent

Hyundai is Moving Fast with EV Strategy

Walking car concepts? Awards for human exoskeletons? What's going on with Hyundai? Turns out, a lot. The Korean carmaker, it's Genesis premium brand and continued on page 19



Harold Allen
Texas feature writer

2021 Lexus NX 300 Luxury

It's always good to experience a well-built vehicle, quality finishes everywhere, and excellent interior styling.

The 2021 NX300 luxury is continued on page 7



Gary Murphy
LA feature writer

Galpin Ford An American Success Story

I am a fourth generation Native Californian and attended high school during the mid 1950's in Southern California. Cars were the big excitement along with continued on page 10



Zach McCallum
college correspondent

Emeri Wilson's Ford F-150 is a Favorite

Emeri Wilson, a student at Central WA University in Ellensburg, WA drives the 2012 Ford F-150 3.5 L V6 EcoBoost. She enjoys the power behind the wheel of an continued on page 8



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EV (Electric Vehicles) News and Strategies



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"...Electric Vehicles (EVs) begin their slow Entry into Automotive Mainstream"

As I have said many times before, "..... I have never met a Pure Electric EV vehicle I didn't like." What I don't like is:

1- One-off EV Companies raising money on Wall Street with no firm plans for servicing and delivering EV's to customers.

2- Lack of new technology with batteries that support EV vehicles

3- No real answer how we can INCREASE the supply of electricity as we scrap fossil fuel energy plants across the U.S.

4- What's the plan for rebuilding the electric grid across the U.S. ?

So now that you know my likes and dislikes let me review my history with pure electric EV's

1- I was publishing Auto News when General Motors scrapped their EV1 program, recalled the vehicles on lease and destroyed all the cars.

Why ? No consumer interest at the time.

2- I met Elon Musk at a Pebble Beach Concours when he introduced the first Tesla, a Lotus built in Europe powered with a trunk full of flash-light batteries.

3- I sat next to Elon Musk (I am sure he wouldn't remember)

in the front row at a Toyota Press Conference during the LA Auto Show when Toyota announced they were turning the Numi plant over to Tesla.

Since that day at the Pebble Beach Concours d' Elegance I have followed the Hybrid and Pure Electric Industry every day, week, month, and year of my publishing life. Congrats to Elon. You did it !!!!!!!!!!!

James Hodgson of www.abiresearch.com said it best "..... electric vehicles (EV's) begin their slow entry into automotive mainstream with Cheaper EV's, Smart Charging Technologies and Better Battery Management."

STAY TUNED AS WE EXPLORE:

1- What mainstream automakers are leading in the "Great EV Race"?

2- Is Tesla out selling their ability to service EV's in a timely manner?

3- Which automakers have the best connection with EV suppliers?

4- Who is leading with the one-off EV automakers?

5- What role will China have in the future of EV manufacturing?

More to come in our next issue and have a nice day.

Auto News increases both online and on-the-ground coverage across the U.S.

While most folks have more time on their hands to read and play with their computers and cell phones during the Covid-19 crisis, we at auto news have been expanding our U.S. circulation and increasing our online reach. (www.autonewsonline.com)

A special thanks to Chris Chung our Editor for creating and launching our "Thursday Weekly Updates" and our YOUTUBE reviews using DRONES. As a result of these efforts our online traffic is up 170% and accelerating each week.

For those of you who have known me during our 35 year journey you know that I am not one for "self promotion." So Chris convinced me to submit a short BIO to LINKEDIN which you can also find published on page 5.

Our print mailing list and on the ground distribution has also been

expanding this year. **% OF TOTAL BY STATE LISTED BELOW:**

WASHINGTON	31%
CALIFORNIA	25%
MICHIGAN	5.7%
ARIZONA	5.6%
OREGON	3.6%
FLORIDA	2.8%
TEXAS	2.8%
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All other states	9.1%
TOTAL	100%

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Who is Bill McCallum? Publisher and...?

• William Michael "Bill" McCallum was born in Tacoma, Washington into an auto industry family. Cousin Andrew owned a new car dealership, Uncle Arnold managed an auto parts store and his father also "Bill" was CEO of First National Auto Lease a division of Titus-Will Ford, Tacoma, WA.

• "Bills first job was picking up lease returns, detailing cars, and selling lease returns at the Seattle Auto Auction while still in high school.

• In the 1950's Bill left Tacoma, Washington to attend the University of Washington, in Seattle where he majored in Business Administration

• In the 1960's Bill's second

job was working for Johnson & Johnson, New Brunswick, N.J, as a sales representative and eventually a sales trainer where he won numerous sales awards.

• In the 1970's Bill joined Pharmavite Pharmaceutical (Nature Made Vitamins) as Director of Wholesale Sales & Marketing and a founding partner. Bill and his team took NatureMade Vitamins from a small California Company to the largest vitamin company in the United States.

• In the 1980's Bill retired from Nature Made Vitamins (Pharmavite), sold his interest in the company, moved back to Seattle and invested in a chain of weekly newspapers. Bill created Global Auto News in 1985, currently the largest auto newspaper in the United States - SEE www.autonewsonline.com

P.S.

Some of my new followers on LinkedIn asked me to fill in how we grew Auto News from 1986. With one writer, Sally Hanson, and I distributed an 8 page paper in the greater Seattle area. Then we added 5 writers and 500 retail outlets and changed the name of the paper to NW Auto News.

As we expanded into 7 Western states we added 5 more writers and 500 more retail outlets and renamed the paper Auto News of America. Five years ago we added 5 more writers, created www.autonewsonline.com and renamed the paper Global Auto News.

AUTO NEWS® BYTES

Hyundai Motor Company and INEOS to Cooperate on Driving Hydrogen Economy Forward

• Hyundai and INEOS signed a memorandum of understanding to explore together new opportunities in the hydrogen economy

• Opportunities include production and supply of hydrogen as well as new hydrogen applications, technologies and business models

• The two companies will also work together to explore the use of the Hyundai fuel cell system in the INEOS Grenadier vehicle

Hyundai Motor Company and INEOS announced the signing of a memorandum of understanding to explore new opportunities to accelerate the global hydrogen economy.

Hyundai and INEOS will jointly investigate opportunities for the production and supply of hydrogen as well as the worldwide deployment of hydrogen applications and technologies. Both companies will initially seek to facilitate public and private sector projects focused on the development of a hydrogen value chain in Europe.

The agreement also includes the evaluation of Hyundai's proprietary fuel cell system for the recently announced INEOS Grenadier 4x4 vehicle. This cooperation represents an important step in INEOS' efforts to diversify its powertrain options at an early stage.

Hyundai's proprietary modular fuel cell system, which evaluation vehicles will use, has already proven reliable and effective in the Hyundai NEXO SUV. The world's first dedicated hydrogen-powered SUV has the longest driving range among hydrogen-powered vehicles in the market. Hyundai is one of leading company in the field of fuel cell technology having started the world's first mass production of fuel cell electric vehicles in 2013.

"INEOS' move into the development of a fuel cell electric vehicle and hydrogen ecosystem marks yet another milestone towards sustainable and clean transportation," said Saehoon Kim, Senior Vice President and Head of Fuel Cell Center at Hyundai Motor Company. "Hyundai believes this will provide an important low-carbon option across a wide range of sectors. We also hope our decades-long expertise in hydrogen fuel cell work in synergy with INEOS' expertise in field of chemistry to realize the mass production of green hydrogen and fuel cells for the Grenadier."

Peter Williams Technology Director INEOS, said, "The agreement between INEOS and Hyundai presents both companies with new opportunities to extend a leading role in the clean hydrogen economy. Evaluating new production processes, technology and applications, combined with our existing capabilities puts us in a unique position to meet emerging demand for affordable, low-carbon energy sources and the needs of demanding 4x4 owners in the future."

INEOS recently launched a new business to develop and build clean hydrogen capacity across Europe in support of the drive towards a zero-carbon future. The company currently produces 300,000 tons of hydrogen a year mainly as a by-product from its chemical manufacturing operations.

Through its subsidiary INOVYN, INEOS is Europe's largest existing operator of electrolysis, the critical technology that uses renewable energy to produce hydrogen for power generation, transportation and industrial use. Its experience in storage and handling of hydrogen combined with its established know-how in electrolysis technology, puts INEOS in a unique position to drive progress towards a carbon-free future based on hydrogen.

In 2018, Hyundai Motor Group announced its mid- to long-term road map, Fuel Cell Vision 2030, to increase annual production of hydrogen fuel cell systems to 700,000 units by 2030.



2021 Chevy Tahoe High Country Review by Howard Elmer

continued from page 3

new is Air Ride Adaptive Suspension. With air suspension you get the benefits of an off-road lift (2-inches) at the touch of a button – and – because it constantly seeks to maintain a level attitude when you hook up a trailer it will automatically auto-level the tongue weight.

Tahoe also adds more connected features like a standard 10-inch centre mounted touchscreen and an 8-inch diagonal instrument cluster display. The Head-Up display is larger, covering 15-inches on the projected windshield image. In addition,

dual 12.6-inch screens are available for the second-row passengers, fixed to the rear of the first-row headrests. Throughout the truck outlets, (12V, 110V, USB) are smartly placed to give access to powered devices in all three rows. Of course, the Tahoe features 4G Wi-Fi.

Now, each of those rear screens offers independent connections, so passengers can watch different content on each side. Additionally, they can share content from one screen to the other, mirror content from an Android phone to a screen and “send” navigation

points of interest, like restaurant suggestions or pit stop locations, to the central infotainment screen up front. That last innovation caught me short. So, the kids in the back can be sending me directions to Chuck-E-Cheese whenever they feel like it? I asked the GM rep about that and yes, they can. However, he quickly added that the driver has an “ignore” button – Thank goodness for that.

The standard powertrain for the new Tahoe is the long serving 5.3L V8 that makes 355hp. However, the 6.2L V8, rated at

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2021 Chevrolet Tahoe High Country (photo Howard Elmer)

2020 BMW X5 M Competition Review

continued from page 2

precision direct fuel injection. The awesomely healthy mill pumps out 617 horses at 6,000 rpm while also producing 553 pound feet of torque at 1,800 rpm. Motive energy is delivered to all four wheels via BMW's xDrive AWD system through an eight-speed M Sport automatic transmission with Drivelogic, Sport and Manual shift modes and steering wheel mounted paddle shifters and Launch Control. The incredibly smooth transmission pairs with the transformative all-wheel-drive system featuring a dedicated rear-drive mode. The X5 M Competition has a towing capacity of 1,653 pounds.

Android Auto is now offered as standard fare along with a one-year subscription to SiriusXM satellite radio with 360L..

The performance-enhancing Competition package is definitely the way to go. In addition to the additional horsepower, it provides a more pleasing raucous and melodious quad exhaust note, an exclusive Track mode, as well as larger-diameter rear wheels and tires. Also featured is nicer, plush leather upholstery, with added padding on the center console sides.

The BMW X5 M Competition projects a sinister image with its elevated ride height. 21-inch wheels and adaptive dampers come as standard equipment, with an optional staggered set of donuts featuring 22-inches out back.

The cabin of the X5 M Competition comes with exquisite appointments and is fitted with a host of highly desirable features. A 12.3-inch fully digital gauge cluster resides behind the leather-wrapped steering wheel that also provides a pair of paddle shifters and two red “M” drive-mode buttons. Fancier leather upholstery, massaging front seats with heated and cooled cushions, heated rear seats are available. Passenger space in the front and rear seats is more than ample, and the cargo area is big enough to hold 11 carry-on suitcases aft of the back row.

Each X5 M comes with countless connectivity features and a loaded infotainment system with the BMW iDrive software displayed on a 12.3-inch touchscreen that may be controlled by hand gestures, voice commands, or a rotary controller on the center console.

In addition to standard driver assisted technology such as forward-collision warning and automated emergency braking, the X5 M Competition provides other key safety features including: standard blind-spot monitoring and rear cross-traffic alert, standard lane-departure warning and lane-keeping assist, and available adaptive cruise control.

My test BMW X5 M Competition model began with a base price of \$114,100., which was elevated to a final sticker totaling \$128,245. After factoring in the Tanzanite II Blue metallic paint, Driver Assistance Pro Package, Executive Package, M Competition Package, Bowers & Wilkins sound system, M

Driver's Package and the Destination charge. The interior was a tasteful mix of Ivory and Blue full Merino leather.

The handling characteristics of the 2020 BMW X5 M Competition SAV is a blend of elevated luxury and heightened performance, are superb – more pure sports car than SUV or SAV-like. It is a finely tuned machine with specially tuned suspension componentry from BMW's M Division.

Acceleration allows reaching incredible speeds with seemingly little effort and cornering stability is mind boggling. The red steering wheel mounted “M” switches boost the overall performance.



2020 BMW X5 M Competition (photo Arv Voss)

Dodge Challenger GT Review

continued from page 3

and while it isn't necessary in the GT model I tested, the car's stiffness can handle the humongous amounts of power found in other models. In the first muscle-car era it was possible to actually break the windshield from torsional twist if you hammered the car improperly. That isn't a problem in this Challenger.

But the breadth of the model offers more than that. Yes, the flagship stuffs more than 700 horses under its hood. Most of the models have a nice V-8 in varying degrees of performance. But there are also V6-powered trim levels which allow for the delightful feeling of driving this throw-backish muscle car that is actually a rather sensible vehicle.

In this iteration it is a well-priced car that both handles and rides as well as any other mid-sized car. It's designers and engineers have done a very good job of balancing spirited braking and turning with a comfortable ride.

The GT I drove doesn't offer blistering acceleration or evil sounds from under the hood. But it isn't at all underpowered. It is attractively outfitted, so you still have the look and feel of a muscle car without the cost of this model's more powerful and pricey siblings.

The interior and the dashboard

surround you with the trappings of a different era, which melds well with the reason people want to own this car. But it has features and capabilities that are thoroughly modern. For example, the instrumentation has plenty of digital data displays giving you lots of data on what's going on. My tester included the performance tracking and it provides plenty of justification for owning a muscle car.

The latest generation of Uconnect integrates plenty of capability easily understood and controlled in the mid-dashboard touchscreen. The navigation is good enough and easy enough to read to encourage all but the most dedicated to depend on it rather than their smartphones for guidance.

I tested the Challenger GT All-wheel drive model which starts life at \$34,095. Mine had almost all of the features packages and earned an MSRP of \$42,465. So, it had valuable features like adaptive cruise control, auto-dimming headlights, rain-sensitive windshield wipers and forward collision warning. It also included a very good audio system from Harman Kardon which pumped excellent sound out of 28 speakers.

The GT gets its power from a 3.6-liter V-6 generating 305-hp. and 268 lb.- ft. of peak torque.

continued on page 7



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Dodge Challenger GT Test Drive Review by David Schmidt

continued from page 6

This is an engine used all over the Fiat Chrysler fleet of cars, so it's well broken in and dependable. It also gives you enough power to play with, even considering the all-wheel nature of the drive. The power goes to the rear wheels, for the most part, through an eight-speed automatic transmission.

The all-wheel drive system uses an active transfer case which has a front-axle disconnect. This lets the front axle be completely disconnected from the drive train for better efficiency. But when needed the system lets the left and right front wheels to spin independently of each other.

While it's doing all this, it earns an EPA mileage rating of 19 mpg in the city and 30 mpg on

the open road.

The model I drove was a delightfully bright blue which I thought matched by eyes nicely. It also matches the personality of the Challenger of wanting to be noticed, not matter which trim level it is. This GT may have been sensible, but it still looks to

many as the same car that costs close to double and is as fast off the line as a Ferrari.

That creates a nice warm feeling right between your ribs – a very good reason to buy a car.

If you have any questions, comments or ideas, please send them to auto.writer@gmail.com.



Dodge Challenger GT (photo David Schmidt)

2021 Lexus NX 300 Review

continued from page 4

the best example of how good a vehicle can be. The 2021 Lexus NX 300 I tested is an extremely well-equipped vehicle with high tech features, of course, and lots of extra's, and the total price of this vehicle with everything is just a shade over \$52,000. With tons of safety features and a 2.5-liter Turbo engine that delivers 235hp.

The interior is a very light-colored leather yellow matched by the light yellow headliner and black trim. The sound system is incredible it is a Mark Levinson™ high-end system and it comes packaged with the NAV system option. It is equipped with a CD player so you can take full advantage of the

sound quality. The info system is easy to read and not so large that it becomes distracting. Legroom is great with reclining backseats, the only issue is the A-pillar is very swooped and when you're getting in and out of the vehicle you tend to hit your head and I'm not very tall.

The only negative thing I see about this vehicle is the square keypad that Toyota and Lexus have been using for a long time and most people find it very difficult to use, it's not very user friendly. Why they haven't changed it is beyond me. Performance gets you in and out of traffic fast and there is plenty of power to get on the freeway. The brakes and steering are very good. The NX300 is very

quiet and wind noise is minimal.

I would say everything about this vehicle is extremely comfortable. There is limited cargo space in the trunk for long trips and I don't know whether it's what I would consider a fun vehicle to drive. With the safety rating, the only place where it falls short is the frontal crash rating is only a four-star for driver and passenger. Fuel economy is pretty good it's generally 22 to 24 around town and 28 mpg on the highway.

If you're looking for a luxurious around town vehicle this may be a good choice although there are so many in this category and I think the closest competition is the Mercedes and the Infinity versions of this type of vehicle.

(See photo on page 17)

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Ford F-150 a Central Washington College Students Favorite Ride

continued from page 4

EcoBoost F-150 with help from the twin turbo that comes stock. Originally from Long Beach, WA this Junior still has plenty of space in the truck bed for camping gear, work materials, or her dog Finn! It is a smooth ride with good visibility. Unlike some of her friends, she never gets stuck in the sand with this truck's 4wd and good torque. While she hasn't done any towing yet, she's thankful to have the option to purchase a trailer for her dirt bikes.

This Pickup Truck has plenty of space in its SUV-like supercrew cab. With 22mpg highway the F-150 EcoBoost is great for road trips and snow sport enthusiasts who want both tow capacity and bed space. If you are a college student that wants to drive large and take charge, with a 5,500 lb tow capacity, the 2012 Ford F-150 is an excellent option. Commonly found used at under \$10,000 for budget models, it is great as a budget large pickup truck without compromise.



Emeri Wilson with her F-150 (photo Auto News)

Millennial Report continued from page 3

of car buyers in 2020 browsed for new and used vehicles online; a trend we saw in large part begin with Millennials a few years ago. Interested buyers were conscious of quality and affordability, which explains why many turned to used cars in the year of the pandemic.

1/3 of would be/will be buyers still without a car, plan on buying one within the next six months and 45% of those are Millennials. Generation X makes up 38% of all 2020 car buyers, followed by Baby Boomers at 32% and Millennials at 23%. Many Millennials turned to buying a car out of fear of contracting the Covid virus from public transportation or ride sharing services. Public transportation for work fell by 69% from pre-Covid times.

Dealerships are still the place where 61.4% of people purchased their cars in 2020 and where most people also secure financing. Dealers work hard to follow trends and consumer buying habits to meet their customers' needs including online negotiations, estimates for trade-ins, financing options, and even home delivery. Car buyers ranked the following activities by preference as desired alternatives to visiting a dealership: at-home test drive, review videos, digital showrooms, online configurators, virtual reality (VR) test drive, and video conferencing.

There remains a clear interest

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2021 Chevrolet Tahoe High Country Test Drive Review

by Howard Elmer

continued from page 6

420hp, comes standard on High Country and is optional on other trims. Both these engines feature GM's Dynamic Fuel Management technology that can switch through 12 different modes of cylinder deactivation for the best fuel efficiency under any condition, including when towing a trailer. Both engines also feature automatic stop/start function and they are both paired with GM's 10-speed automatic transmission. The third powertrain to join this stable is Duramax's new 3L inline-6 diesel engine. This small diesel is rated at 277hp and offers 460 lb-ft of torque; most of which is available at very low rpms. This diesel is a late availability – most likely coming in December of this year.

Because Tahoe is a capable tow vehicle with a tow rating comparable to many pickup trucks; GM has built a trailer package that will handle these larger loads. The Max Trailering Package includes a high-capacity

radiator and colling fan, an integrated trailer brake controller, a Hitch Guidance with Hitch View feature (supplied by camera's offering up to nine separate views) as well as a Chevrolet trailering app that stores trailer profiles and monitors tire pressure and temperature. Tahoe will also have Chevrolet's industry-first trailering label (which GM has been putting on their trucks for the past two years) on the driver's side door jamb. This label provides the customer with the information necessary to calculate their vehicle's exact load capacities.

GM has been getting increasing flack for the quality of their truck interiors – particularly when the 1500-series truck was updated in 2019. Most people (including me) didn't feel they had put enough creative energy into that latest design. With this 2021 Tahoe though, they are showing that they paid attention to their customers –this Tahoe interior is much better, dare I say, very nice. While not confirmed, I do expect that it will migrate into the pickups in the next year or two.

INSIDE INDIA AUTO NEWS BYTES

by Bill McCallum

BUSWORLD INDIA TO OPEN ITS DOORS IN 2022

Taking into consideration the current state of affairs and caution advisories still in place by the Indian government, the organisers of Busworld India - Busworld International CVBA and Messe Frankfurt Trade Fairs India Pvt Ltd in consultation with stakeholders have decided to cancel the 2020 edition of the fair. In order to keep the industry updated with the changing business landscape in the bus & coach sector, the organisers will continue to host a series of virtual webinars and interactive events to keep the industry connected until its next edition in 2022.

In consultation with key OEMs and exhibitors from the bus and coach industry, the 2020 edition of Busworld India that was postponed to 6 – 8 October 2020 at the Bangalore International Exhibition Centre (BIEC) in Bengaluru is now set to be hosted in 2022. The organisers have confirmed that the dates for the next edition of the trade fair are currently under dialogues and will be announced after detailed discussions in the coming months.

India's automotive industry is one of the key economic sectors that has been hard hit due to the onset of COVID-19. The bus and coach industry in conjunction has also experienced several setbacks due to the existing level of demand and disruption in supply chain. In consideration of these factors along with pre-eminent concerns due to the current circumstances, the organisers have expressed their decision as an appropriate course of action.

A joint statement issued by Busworld International CVBA and Messe Frankfurt India stated: "The automotive industry is currently going through a period of uncertainty with manufacturers and component makers severely affected due to supply chain disruption. Therefore, we believe that waiting for the segment to recover would be the best course of action right now; so that the event can serve its objective of enabling business, knowledge and tech-exchange in a more meaningful way. As supply chains and trade routes reopen, Busworld India as a platform will enable the bus and coach industry to showcase their new launches and re-emerge as the backbone of domestic transportation in India."

Despite the uncertainty this year, the organisers have ensured that the industry stays connected by initiating insightful interactions for the bus & coach industry through virtual mediums like webinars and will continue to explore digital mediums to enable knowledge exchange and networking within the fraternity until its next edition in 2022.

INSIDE EUROPE AUTO NEWS BYTES

by Bill McCallum

PETE LYONS WINS ROYAL AUTOMOBILE CLUB AWARD FOR SPECIALIST MOTORING BOOK OF THE YEAR

Pete Lyons's Shadow: The Magnificent Machines of a Man of Mystery, published by Evro Publishing, has won the Royal Automobile Club's Specialist Motoring Book of the Year award for 2020.

This hefty book, stretching to 464 pages and containing 600 illustrations, tells for the first time the story of the Shadow racing team, which was active for 11 seasons starting in 1970.

One of the judges, Mick Walsh of Classic & Sports Car, commented: "The doyen of motorsport journalism delivers another superb team history." Another judge, Gordon Cruickshank of Motor Sport, added: "Entertaining and well researched, it pulls aside the cloak of mystery that Don Nichols maintained around himself and his team."

The presentation may be viewed at <https://www.royalautomobileclub.co.uk/motoring/motoring-news-and-reports/videos>.

Enigmatic Nichols — D-Day paratrooper, Army counter-intelligence officer and controversial entrepreneur — created a racing marque that seems as cloaked as the man himself. Shadow was the only US-based team to win a Can-Am championship, and one of only three to score a victory in Formula 1. Pete Lyons lifts the veil from this secretive man and the innovative racing cars and world-class team he created. The author draws on considerable first-hand experience: he was present for Shadow's two big debuts, in Can-Am at St Jovite in Canada (1970) and in Formula 1 at Kyalami in South Africa (1973), and his numerous interviews for the book included six days with Nichols himself not long before the 'Shadowman' died in 2017.

Pete Lyons said: "Ever since October 1971, I've believed that motorsport could bring me no more exciting occasion than the rocket ride around Riverside that Can-Am champion Peter Revson gave me in his stupefyingly fast McLaren M8F. As of October 2020, Revvie has a rival."

"This honor so generously bestowed on Evro Publishing and me has sent my personal tach needle perilously near the red. My deepest gratitude to the Royal Automobile Club, as well as to all who helped to tell the story of Don Nichols and his compellingly Quixotic racing team. Putting it together has been a joy."

This is the fifth time an Evro book has won a Royal Automobile Club Motoring Book of the Year award. In the inaugural year of these awards, 2014, the honor went to Evro's very first book, John Surtees: My Incredible Life on Two and Four Wheels. The 2016 winner was Brian Redman's memoir Daring Drivers, Deadly Tracks. The Specialist award was given to Karl Ludvigsen's Reid Railton: Man of Speed in 2018 and to Simon Taylor's John, George and the HWMs in 2019.

Eric Verdon-Roe, Chairman of Evro Publishing, said: "The Royal Automobile Club's awards are the most prestigious in our field of publishing and it is a very great honor to receive one. The real credit, of course, belongs to the esteemed Pete Lyons. I heartily congratulate him and thank him for teaming up with us."

The Best Ways To Save Money On Car Insurance Premiums - New Guide

Compare-autoinsurance.org (<https://compare-autoinsurance.org/>) has launched a new blog post that presents the most common and easiest methods drivers can follow to get affordable car insurance rates.

For more info and free car insurance quotes, visit <https://compare-autoinsurance.org/how-you-can-save-money-on-auto-insurance/>

Nowadays, getting cheap car insurance that offers a lot of coverage is essential. Luckily, even in these tough times, there are many ways to get cheap car insurance. By doing proper research, drivers can find an auto insurance policy that is at the right price.

To find cheaper car insurance policies, drivers can follow the next steps:

Compare multiple quotes. It's crucial to compare car insurance quotes from multiple companies. Comparison shopping can help drivers uncover cheap car insurance companies and auto insurance discounts. Drivers may discover a new company that has emerged or dropped its prices in this competitive market. Drivers should compare quotes at least once per year or if they experience a major life event such as marriage, divorce, getting a new car, or moving to a new place.

Bundle policies. To save money on insurance, drivers can bundle their car insurance with other insurance policies such as homeowner's insurance, renter's insurance, boat insurance, life insurance

continued on page 19



Jason Jones hotrod on the Bonneville Salt Flats. (See page 3)

My Bonneville Salt Flats Experience by Mark Smith

continued from page 3

Craigslist to the rescue! I bought a 1996 Chevrolet S10 SS for less than an Apple laptop. Basic maintenance and a fresh set of rims and tires. This rare but not valuable vehicle was one of 1240 SS to hit the streets that year, equipped with a 4.3 V6 and an Automatic transmission and no AC. #Radwood here I come!

Called my ride or die homie Dave from Philly and we set off. We started in Seattle and drove across the state of Washington, west to east, down the western

border the length of Idaho, into Nevada and then to Bonneville Salt Flats for #Speedweek2020.

In Bonneville, met up with my brother who came out from Colorado and serendipitously some other hot rodders from Washington state that had the same great idea - (More on those choice hotrods and their owners in my next article).

Then across Nevada's Route 50 West. The loneliest road in America arriving in Lake Tahoe. From there, through the California mountains to Crater Lake and then

up the Oregon coast on the 101.

We followed in the footsteps of Lewis and Clark, the Pony Express and drove 80% of the drive on America's scenic highways. Through national and state parks, over countless bridges, small towns, valleys, deserts and summits.

At Bonneville, we were witness to Speed Demon Racing's streamliner breaking the record for the fastest piston driven vehicle at 438 miles per hour, although the pass we saw was at 481 miles per hour just an hour or so after watching the sunrise over the flats.

What was Bonneville Speed Week like? It is a hot rodders paradise on the set of another planet. Just the vast empty horizon of salt in every direction. Every type of motorized vehicle that you can imagine runs across the salt, both down the track and in the spectator areas. Old and new. Two, three, four wheels. - From the starting line a 50cc scooter would make a pass followed by professional team in a streamliner. Homemade and professional. Everyone and everything is welcome. But like most car related events, the most impactful part experience is the people involved. This event is run by volunteers and there is a real sense of family amongst the organizers and competitors. Bonneville Speed Week is really something special primarily because of the people that makes this happen every year.

An epic roadtrip. 2,663 miles in 9 days. But most importantly, I spent a week and a half shredding it up in a 24 year old "beater" truck with a good friend and my brother. Not a hiccup or issue and I fell in love with this slow but crisp handling heap.



INSIDE VIETNAM AUTO NEWS BYTES

by Bill McCallum

Automechanika Ho Chi Minh City 2021 steps into a new automotive industry era

In recent years, Vietnam's automotive industry has grown at an average annual rate of 20 to 30 percent[1]. The improvement to corporate governance, foreign trade and investment, and relationships with international markets through bilateral agreements nurture a positive local operating environment. Companies are now seeking to expand their businesses and production bases into Vietnam. From 30 June to 2 July 2021 at the Saigon Exhibition and Convention Center (SECC), Automechanika Ho Chi Minh City will work with prominent associations to unite local and overseas players, exploring diverse opportunities in Vietnam's auto market.

The Vietnamese Government has placed the automotive manufacturing sector at the core of its developmental roadmap for merging the local supply chain with a wider global network. In line with these efforts, the highly anticipated EU-Vietnam Free Trade Agreement (EVFTA), that took effect in August 2020, will phase out 99 percent of tariffs on traded goods. Similar to Free Trade Agreements with other ASEAN countries, one of the significant advantages of the EVFTA is an expected 43 percent increment of exports to the EU by 2025[2]; thus, a substantial contribution to the global supply chain.

Equally, the agreement will divert more foreign direct investment into the country. It will bring in the necessary technology and training to develop advanced products and services in the local original equipment manufacturing sector, aftermarket and supporting industries. At the same time, Vietnam is likely to import more high-quality auto parts and components from the EU due to lower tariffs. This is set to boost the production capacity of automotive manufacturing and assembly to, in turn, play a part in the country's global competitiveness of Vietnamese-made-vehicles.

To pinpoint these prospects, Automechanika Ho Chi Minh City 2021 is placing collaboration at the forefront of the fair's evolving approach to sustainable local automotive industry development. Synergy shaped by informed, networked and empowered stakeholders, which have an active role in the wider auto community, will become an integral part of the collaborative platform. For example, last edition of the show drew in a number of renowned visitors, include Bosch, Bridgestone, BMW, Honda, Hyundai, MAHA, Mitsubishi, Thaco, Vingroup and more. Bringing this momentum forward, the fair aims to utilise these global networks to foster multilateral conversations across the value chain, generate greater know-how and deliver multifaceted experiences to promote the growing automotive market in Vietnam.

Ms Fiona Chiew, Deputy General Manager, Messe Frankfurt (HK) Ltd, commented: "Through the trade deal, Vietnam is creating more investment channels and skilled workers for the automotive service industry. The industry has been a major GDP driver for the country and it will continue to emerge in the global supply chain at an accelerated speed. Together with the backing from local supporters, Automechanika Ho Chi Minh City 2021 will connect international players, investors and local businesses through a series of dedicated fringe events and networking activities, with the intent to strengthen the collaborative platform."

INSIDE MALAYSIA AUTO NEWS BYTES

by Bill McCallum

Automechanika Kuala Lumpur 2021: A trade fair S.E.T. for a twist

Full throttle ahead as Automechanika Kuala Lumpur 2021 sparks a fresh outlook on the traditional automotive trade fair. From 18 to 20 March at the Kuala Lumpur Convention Centre, the event-oriented exhibition will uniquely combine all elements of 'Sourcing, Entertainment and Training' to offer a 'S.E.T.' of solutions for fairgoers to meet their participating objectives. An all-encompassing array of onsite activities and networking opportunities will help create a dialogue between players in the passenger vehicle, commercial vehicle, logistics and IoT sectors.

Malaysia is one of the most dynamic countries in ASEAN and a regional leader of digital development. Its 81 percent saturation of internet coverage across the country[1] influences both daily consumer trends and the transformation of many staple industries. According to recent statistics, the advancements of digital technology like the Internet of Things (IoT) will contribute to over 21 percent of Malaysia's GDP by 2022, with USD 82 billion in IT-spending between 2019 and 2022[2].

These digital breakthroughs present a host of new opportunities in the ongoing automation of traditional manufacturing and practices (Industry 4.0) throughout the automotive value chain; the recent National Automotive Policy (NAP) 2020 even placed IoT at the forefront of future thinking. Taking these factors into account, Malaysia's leading regional trade fair for the automotive industry, Automechanika Kuala Lumpur, will push the boundaries even further at its upcoming edition to emphasise the potential of the digital transformation in the automotive market.

Ms Fiona Chiew, Deputy General Manager of Messe Frankfurt (HK) Ltd, further explained that: "The launch of 'S.E.T.' is yet another development in the show's 22-year history. It equally weights all components, shaping dynamic growth opportunities for automotive players along the supply chain. Each element of 'Sourcing, Entertainment and Training' will incorporate underlying digital trends that have the power to, ultimately, revolutionise end-user experiences. Therefore, we aim to embody this innovative spirit at the show with one-of-a-kind activities that foster a passionate albeit business-oriented atmosphere."

Sourcing for comprehensive business needs

As a dominant aspect of the show, business opportunities are key drivers for participants looking to find new suppliers and meet with existing clients. The 2021 event expects to host exhibitors from 16 countries and regions across all sectors at the fair.

The show introduces IoT as a standalone sector to amplify cloud-based, connectivity and telematics trends rising around the regional market. These digital trends will also transcend across OE right through to the aftermarket in the passenger, commercial vehicle and logistics sectors. To illustrate this, the fair's product coverage of Diagnostics & Repair / Body & Paint, Accessories & Customising, Parts & Components and more within the core sectors will spotlight digital breakthroughs in safety, environmental protection, infotainment and comfort. For industry players, these are critical factors for today's changing consumer patterns.

From 8 - Millennials

in electric vehicles (EV) and hybrid models, though the affordability card trumped this desire in 2020, the year of the pandemic. Tesla was a 2020 popular search, which suggests consumers are more and more interested in sustainability. Based on an estimated 19,000 United States sales, the Tesla Model 3 was the most sought-after electric vehicle and the 11th overall best-selling car in the US in January 2020.

Sustainability through alternative-fuel vehicles was not a top priority for car buyers in 2020, but it is a technology they believe will be transformative. EV sales dropped this year, but the market still shows great promise as manufacturers work to meet consumer hesitations or "pain points".

In conclusion in all areas, buyer intent and the ultimate purchase are still recovering from Covid-19 and its financial impact across our country. Car shoppers have been budget conscious and shifted to used cars. The online shopping experience continues to grow, even though most shoppers are not quite ready to jump to 100% digital car buying. The majority of car buyers still turn to dealerships for their final purchases and dealerships are adding more digital processes to meet customer research expectations and demands. Happy car buying in 2021 and see you next time, Millennials!

Sally Hanson Takes A Winter Road Trip In A Lexus LS 500 AWD....!

continued from page 2
viewpoints. Compact snow covered the road and as I entered the slushy parking lot, it appeared to be a gathering of sport utility vehicles. The Lexus LS 500 AWD looked a little out of place amongst

all the SUVs, but its ride quality and performance exceeded my expectations in the snowy terrain. Available on every LS model, full-time all-wheel-drive delivers engine power to all four wheels. The traction, handling and control

of the vehicle were perfect as I navigated the curves on this mountain road. Vehicle access to the North Cascades National Park is on Washington highway 20 from both the east and the west. Also

known as the North Cascades Scenic Highway, the highway is a designated byway located on the Cascade Loop. Highway 20 is closed during winter months between Newhalem on the west and Mazama on the east.

Kiriko, a unique Japanese tradition of hand cutting delicate patterns into glass, produces reflections of light depending on the angle of the light and the viewer's gaze. This option also includes the 28-way power driver's seat with multi functioning massage, power front seat buckles, heated rear seats, four zone climate concierge and much more. Price of this package is \$23,080 making the cost of the test vehicle (with other options added) — \$115,970.

The park complex is made up of three units: North Cascades National Park and Ross Lake and Lake Chelan National Recreation areas. National Forest land surrounds the park with Provencial Parks in Canada bordering the park to the north. North Cascades contains one-third of all the glaciers present in the contiguous United States and consists of more than 2 million acres of federally designated wilderness. Mountain climbers love the varied climbing opportunities in the park along with the incredible scenery complete with many alpine lakes and waterfalls.

The exterior of the Lexus LS 500 AWD features a bold front fascia with a coupe-like profile. The LED headlamps and taillights are carefully sculpted into the body creating a futuristic look.

I achieved 22 mpg fuel economy with combined city/highway driving even on these mountainous roads. This is one mpg over EP calculations. Fuel economy, greenhouse gas rating, and smog ratings fell in the lower range of helping out the environment. GOOD NEWS for 2021 — The Lexus LS hybrid will be introduced and the Lexus touchpad-based infotainment feature has been redesigned for easier use.

The Lexus LS 500 AWD seemed a natural in North Cascades National Park. Both are significantly beautiful.



Lexus LS 500 AWD (photo Sally Hanson)



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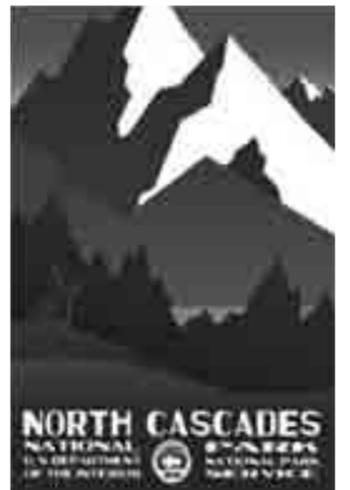


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Back on Highway 20, the 3.5-liter twin turbo V6 with a 10-speed direct shift automatic transmission effortlessly climbed the pass as I enjoyed the scenery on both sides of the vehicle. A panorama glass roof was an option on my test vehicle which my passenger used to look at rugged peaks. The audio system with 23 speakers, the extremely comfortable seating with a 28-way power driver's seat including multifunctional massage, and a heated leather steering wheel made the drive very pleasant. One thing I did not care for was the Lexus touchpad-based infotainment feature. It is very confusing and definitely a distraction for the driver.

The Executive Package was included in my vehicle and those additions were spectacular. The interior embellishments were unlike any I have seen. Kiriko Glass panels were inserted in the interior doors along with hand-pleated door trim. The fabric around the glass was designed with every panel folded by hand.



Galpin Auto Group an American Success Story!

continued from page 4

movies and music. People would rush to the Auto Show at the Pan Pacific Auditorium and view their next dream car. Auto dealers were scattered around various towns within Los Angeles County and existed "few and far between" compared to today. The population explosion hit and so did auto dealer growth.

When I refer to Galpin Ford from 1968 forward, it's a Boeckmann family owned dealership, Bert, his wife Jane and eventually their son, Beau in 1982.

No business, organization or government is any better than the character of the person at the top. When that person's creed is "If you strive to put God first, family second, business third and everything else - including yourself - somewhat after those three, you set a tremendous example for your family, your employees and your customers", you have something special.

"When I think about what's right in America, I will always think of men like Bert Boeckmann. May your good deeds be rewarded with continued success and good health".

President Ronald Reagan once said, "When I think about what's right in America, I will always think of men like Bert Boeckmann. May your good deeds be rewarded with continued success and good health".

It's 1946, following the end of World War II, a Ford Dealership was opened in the City of San Fernando and Frank Galpins business sold 46 cars in its' first year.

Galpin was ahead of the customizing trend with the Galpinized 1952 Ford convertible. This custom Ford ended up gracing the **continued on page 17**



Doug's Auto Group

Doug's Hyundai Dealership Moves To NEW Edmonds Location on Hwy. 99



Doug's New Dealership front desk entry



Doug's New Hyundai Dealership from walkway

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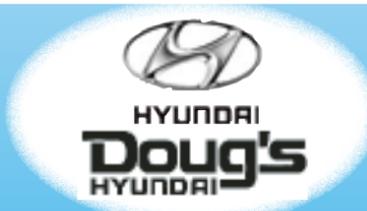
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 AUTO NEWS

From Around The U.S.



Advance Auto Parts Teams with Bruce Willis to Bring Back 'Die Hard'

Iconic movie and battery brands come together in new, action-packed short film

When DieHard® batteries, one of the most iconic brands in automotive history, landed on the shelves of Advance Auto Parts, Inc. (NYSE: AAP) recently, the automotive aftermarket parts retailer promised motorists a blockbuster. On Sunday, DieHard delivered big time. For the first time, Advance Auto Parts brought together DieHard the battery and "Die Hard" the motion picture in a 2-minute film in which Hollywood legend Bruce Willis reprises his role of Detective John McClane.

The spot, which debuted during FOX's "America's Game of the Week" telecast of Green Bay vs. Tampa Bay, continues the story lines of McClane and two other characters from the original 1988 "Die Hard" film: villain Theo, reprised by Clarence Gilyard Jr., and limo driver Argyle, played by DeVoreaux White.

"I've never done any sort of commercial with the John McClane character, but Advance Auto Parts brought an idea to integrate DieHard the battery into the 'Die Hard' story through a short film that's

continued on page 27



Carroll Shelby Foundation Team

Carroll Shelby Foundation Keeps Foot On The Gas With Charitable Giving and Fundraising During 2020

While many organizations throttled back their initiatives during 2020, the Carroll Shelby Foundation™ (CSF) kept their foot firmly to the floor with an amazing number of donations and fundraising programs this year. The non-profit organization made several sizeable gifts and even increased its annual commitments to charities such as Children's Organ Transplant Association, Carroll Shelby Automotive Program, American Nurses Association and The Eli Home.

CSF was created in 1992 while retired racing driver and automaker Carroll Shelby was waiting for a heart transplant. The charity provides medical assistance for those in need, including children, as well as educational opportunities for young people through

automotive and other training programs.

"My grandfather, Carroll Shelby, refused to let tribulations sidetrack his efforts to help kids win the race for life," said Aaron Shelby, co-President of the Carroll Shelby Foundation. "While 2020 was filled with daunting obstacles, those societal hardships made our efforts even more critical. So just like Carroll, we never considered slowing our pace and hit the gas even harder."

CSF has partnered with Children's Organ Transplant Association (COTA) since 2009. Over the past decade, the two organizations have continued to collaborate on programs that benefit the families of transplant patients. In 2020, the charity announced that it will donate a total of \$150,000 to COTA's Hope Fund over the next three years, which is a significant increase. The donation will help provide a safety net for families facing the financial and emotional challenges of raising a child who needs a life-saving transplant.

For the first time, the Carroll Shelby Foundation launched an initiative through Carroll Shelby's Store to raise money for nurses on the front line of the COVID-19 pandemic. A

portion of the proceeds from the Shelby "We are Strong Together" t-shirt and decal benefitting the Coronavirus Response Fund for Nurses. The Foundation sent \$9,600 to the American Nurses Association, which created this program to provide direct financial assistance to nurses who contract the virus.

Another key partner, The Eli Home, also received funds from the charity. The Eli Home operates two shelter facilities, two successful social enterprises, a walk-in counseling center, community youth job training initiative, corporate headquarters and a dedicated professional counseling and therapy staff.

"The Carroll Shelby Foundation has been a longtime supporter of The Eli Home," said Neil Cummings, a founding Director with Carroll Shelby and co-President of the Carroll Shelby Foundation. "We've provided support for their annual golf tournament, donated gifts to the kids during the holidays and participated in the Christmas tree program. We felt it was important to continue backing the charity given they traditionally raise most of their funds through events. This money will give kids and families the

continued on page 20

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Kevin Iden Turns a College Dream into a Thriving Northwest Business

by Bill McCallum

When I started publishing Auto News in 1986, Kevin Iden was a college student with a dream. The dream was to create and grow a network of dealers offering them detailing and reconditioning services to benefit both the dealer and their customers.

Thus, Iden's Dealer Services was born in 1989 in Renton, WA and today has grown to over 200 employees, 24 locations (and growing), and working onsite with over 70 new car dealerships to streamline their process to get cars retail ready faster and to a higher quality level.

Iden's dealer accounts provide several services to their customers including:

- 1- Complete Interior & Exterior Detailing Services (new cars, used cars and service customers)
- 2- 3M Window Films/Tint and CHIPROTECT 3M Clear Vehicle Protection Film
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- 4- Providing Full Reconditioning Services (Dent Repair, Interior, Wheel, and Paint Repairs, inventory photos & more)

For additional information on Iden's Dealer Services visit: www.IdensDealerServices.com

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TOYOTA SEQUOIA 4 x 4



The Sequoia is Toyota's "big-8 passengers, lots of room new design and a little low on the MPG rating.. Lots of room for gear.

BASE PRICE: \$64,030 *
TYPE: 8 Passenger SUV
ENGINE: 5.7 liter V-8 32 valve
TRANS: 6 speed AT
HORSEPOWER: 381 hp
MPG: 17 Hiway

Toyota Land Cruiser Test Drive Review

The Toyota Land Cruiser has been a favorite of those who like road trips and outdoor adventures. It's big, powerful, and has been around for decades. Comfortable with loads of room for gear. It's in a class of it's own.

Powered by a 5.7L V8 DOHC 32V w/dual WT-4 producing 381 hp and mated with an 8sp A/T. The 2021 Toyota Land Cruiser comes with 7 standard safety features including Multi-Terrain Monitoring for those who want to add off-roading to their list of adventures. The Toyota Land

Cruiser also works for trips to Costco, and delivering kids to their sporting events. If you looking for a big, powerful ,comfortable, and safe ride the 2021 Toyota Land Cruiser deserves a look.



Toyota Land Cruiser (photo Auto News)

Toyota Corolla Hybrid Has Been Redesigned, As Toyota Adds to its Hybrid Lineup

The 2020 Corolla Hybrid has been redesigned, as was the entire lineup. Trim lines include; L, LE, LE Hybrid, SE, XLE and XSE. The new exterior design gives the Corolla a more sporty look. Still value priced at \$19,600 MSRP and the Hybrid at \$23,400 as tested. The Hybrid we tested produced and "outstanding best in class 52 mpg".

Apple CarPlay compatibility is standard. The Corolla Hybrid

is powered by a 1.8L 4-cyl Dual VVT-4 mated with an Elec. Continuously Variable Transmission (ECVT).

The Toyota Safety Sense 2.0 comes standard and includes; Pedestrian Detection, Full Speed Dynamic Radar Cruise Control, Lane Departure Alert w Steering Assist, Lane Tracing Assist, and much more. It's easy to see why the Toyota Corolla is an all time best seller for Toyota.



Toyota Corolla Hybrid (photo Auto News)

Toyota Highlander Redesigned With More Power!

by Bill McCallum
 The 4th generation Toyota Highlander has been redesigned with both power and mileage updates. Our HYBRID test drive model delivered 35 mph which is impressive for a large 8-passenger SUV. Our test drive model was powered with a 2.5L 4 Cylinder engine delivering 243 hp and mated with an Electronic On-Demand All-Wheel Drive.

The best selling Toyota Highlander is available in 6 trim lines Hybrid XLE, L, LE, Limited, Platinum and XLE. Safety is always an important factor in buying a new SUV and Toyota offers 6 standard safety features including their Safety Sense 2.5 + package.

If you looking for large SUV with lots of room with great MPG for your next road-trip or trip Costco the Toyota Highlander Hybrid deserves a look.

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	• Tire rotation		
	• Multi-point safety inspection		

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Service King Opens Two New Houston Locations

Comprehensive, high-quality auto collision repair facilities now open in Spring and Fairbanks

Service King Collision® has expanded to offer its quality repair services to more of the Houston community. The leading operator of auto body repairs recently opened two new local shops – its Spring Stuebner location at 7323 N. Grand Parkway W. in Spring and its Fairbanks facility located at 14641 Northwest Fwy. in Houston.

Both of the auto collision repair facilities feature Service King's new prototype program that merges modern finishes into an advanced auto industry environment. In addition to LED lighting, new Car-O-Liner Frame Rack systems and a fully-airconditioned shop, these facilities have HVAC systems that help minimize their carbon footprint through optimized performance. The shops' spacious drive-under canopies are another distinguishing characteristic, which provide an indication of confidence, trust and quality as soon as the customer arrives. Like all of Service King's collision repair centers, these new locations also offer a lifetime guarantee on all repairs.

"Due to the pandemic, we originally opened these shops as Satellite Facilities (vehicle intake centers) in June," said Service King Market Vice President Darren DuVall. "So we couldn't be more thrilled to officially open and offer full-production services in both of these shops. Service King's new prototype not only creates an enhanced experience for customers, but it also provides improved workplace quality for our teammates. The Houston community has always been great to us, so we are excited to expand in order to offer more convenient locations for locals that are looking to take advantage of Service King's unmatched auto body repair experience."

Houston's new collision repair facilities are open Monday through Friday from 7 a.m. to 6 p.m. Service King now has 27 locations in Houston and more than 300 nationwide. To learn more about Service King, visit serviceking.com

About Service King Collision®

Service King Collision®, with more than 40 years of experience in the automotive repair industry, is a leading national operator of comprehensive, high-quality auto body collision repair facilities. The organization is consistently recognized for its commitment to customer satisfaction, quality workmanship and giving back to the industry through innovative training and recruiting initiatives. Service King traces its roots back to Dallas, Texas and founder Eddie Lennox who opened the very first Service King in 1976. Today, Service King operates locations in 24 states and the District of Columbia across the U.S.

SHOWCASE REVIEWS

HYUNDAI ELANTRA SEL



The 2021 Hyundai has won a number of "car-of-the-year" awards. It is bigger with new design features and priced from \$ 19,000 to \$ 27,000

BASE PRICE: \$19,000
TYPE: Sedan
ENGINE: 2.0L 4
TRANS: CVT
HORSEPOWER: 147 hp
MPG: 50 combined

HYUNDAI IONIQ PHEV LIMITED



The Hyundai Ioniq is considered by most to be the best value in the EV segment. Loaded with standard features and \$ 34,040 as tested.

BASE PRICE: \$23,200
TYPE: EV
ENGINE: 1.6 liter
TRANS: 6 speed AT
HORSEPOWER: 139 hp
MPG: 52 mpg

LEXUS RC 350 F SPORT



The RC 350 F SPORT is part of the Lexus lineup of sports cars. Lots of power with the look for those with the "need for speed"

BASE PRICE: \$41,295
TYPE: Sports Coupe
ENGINE: 3.5 Liter
TRANS: 8 speed AT
HORSEPOWER: 311 hp
MPG: 28 hiway

MAZDA3 2.5 TURBO



The Turbo is new for the Mazda3 in 2021. With new design and value pricing the Mazda 3 should be a "top seller for Mazda"

BASE PRICE: \$32,450
TYPE: Sedan
ENGINE: SKYACTIVE G 2.5L
TRANS: 6 spd SPORT MODE AT
HORSEPOWER: 227 hp
MPG: 32 Hiway

VW PASSAT R-Line



The VW Passat has been an all-time best seller for Volkswagen based on value economy and performance. The R-line model is new.

BASE PRICE: \$28,640 *
TYPE: Sedan
ENGINE: 2.0 liter TSI
TRANS: 6 Speed AT
HORSEPOWER: 174 hp
MPG: 34 Hiway

VOLVO V90 CROSS COUNTRY T6



All-New for Volvo the Cross Country gets the looks. A combination of function, style and looks that fits nicely into the Volvo lineup.

BASE PRICE: \$54,900
TYPE: SUV
ENGINE: 2.0L Super Turbo
TRANS: 8-speed AT
HORSEPOWER: 315 hp
MPG: 30 hiway

* prices as per tested model

autonewsonline.com/showcase-reviews

Drager's Taking Event Reservations For 2021



Jeri and Joan Drager (photo Auto News)

Drager "Family History"

by Bill McCallum
 Drager's Classic Sales and Collector Car & Motorcycle Collection's move from Lynnwood, WA to their new 20,000 square ft. facility in Burlington, WA has been a family affair. Jeri and his wife Joan (see photo) organized the move. While their son Andrew and his daughter Jannah (see "BOSS" PHOTO) did some of the heavy lifting during the move. Jeri's remodeling team lead my manager Mike started the remodel back in February 2020. The facility is open by reservation during the Covid-19 crisis but they are starting to book reservations for 2021 events. With a inhouse kitchen that can handle service for up to a 500 person event, they will be ready-to-go in 2021 when restrictions ease up. They have already had a small car group, "Horsepower Chrome and Rust Kreepy Kruiise" have an event on Halloween, (see photo)

by Bill McCallum
 Jeri Drager, a West Coast Icon, in the collecting and selling of motorcycles, cars, and trucks started working in the family business in 1959. Otto, Jeri's father and his wife started the family business in 1934 with a Harley Davidson store in Aberdeen, WA.
 As the Harley Davidson business grew Otto moved his motorcycle business to Bremerton WA and then Seattle, WA. Jeri moved the business to Shoreline, WA. 20 years ago and added an automotive & motorcycle museum and an event center. This Spring Jeri moved the business North to Burlington, WA. to an all-new 20,000 sq. ft. facility (see photos) which is now open by appointment.



Drager's New Facility Caters To Events



Drager's Halloween Event



Drager's 20,000 Sq. Ft. Burlington Facility



Jannah "THE BOSS" Drager

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Featured Vehicles



1965 Chev Corvette Coupe DGC588 327-cu.in, 300-hp V-8 4 speed transmission. Power brakes. Cold blowing factory air. Power windows. 55 years in the family of the original owner from 1965 to 2020 2 owner Matching numbers car. California and Arizona car since new with one repaint
Just coming in



1963 Ford Galaxie XL 500 Convertible I was told, but I do not have proof, that it's an original 48,000 mile car. It has original paint, original interior I'm not sure but it's very possible it's the original top. The interior is very nice. The power brakes. Power steering. Power top. The interior is a deep red and the convertible top is white. . I really like buying a car in this kind of condition. **PRICE \$27,500**



1954 Chevy 3100 PU
 Front Clip. 305 V-8. PS. Power front brakes. New turbo 350 automatic \$32,500



1966 Ford Mustang Convertible "AIR" 289 V-8 AT **\$39,500**



1957 Chevy Custom 150 black 2 Door Post \$57,500



1952 5 Window \$27,500



1948 Chevy 3100 PU.



1940 Super Deluxe. \$42,500



1947 CHEVROLET WOODY



1971 Chev C-10 Pro Street \$27,500

**WOMEN in the
AUTO WORLD**

WOMEN IN THE AUTO WORLD

**WOMEN in the
AUTO WORLD**

Previously Featured: **“WOMEN IN THE AUTO WORLD”**

Lyn St. James – Indy Race Driver
 Felicia Fields – Ford HR VP
 Mary Barra – GM CEO
 Michelle Christensen – Acura Design
 Lisa Copeland – FCA Dealer
 Sandra Button – Pebble Concours

Monika Kalenski – MEK Magnet
 Chanterria McGilbra – Prancing Ponies
 Elena Cortesi – Ford Comm. Mgr.
 Muffy Bennett – Car Collector
 Jennifer Biggs – Repair Shop Owner
 Carolyn Jackson – VP Brand Strategy Barrett-Jackson

Joyce Chow – Social Media Mogul
 Sarah Deccio – Distribution Mgr.
 Valerie Thompson – Motorcycle Racer
 Ashley, Courtney & Brittany Force – Drag Racing Champions
 Toyota of Marysville – Ladies at Work

Carolyn Jackson V.P. of Brand Strategy for Barrett-Jackson

In her role as Barrett-Jackson's Vice President of Brand Strategy, Carolyn Jackson oversees the company's image as The World's Greatest Collector Car Auctions. She works diligently to elevate not only the Barrett-Jackson brand, but also the entire guest experience at the unique automotive lifestyle events. Carolyn is also actively engaged

in Barrett-Jackson's local and national charitable fundraising efforts, an important component of the company since it began five decades ago. With Bachelor of Science degrees in finance and marketing, she enjoyed careers in the financial services and luxury real estate industry before taking on her current role with Barrett-Jackson.

Photo – Carolyn Jackson V.P. of Brand Strategy



Barrett-Jackson Follows Covid-19 Protocols with Successful October Auction

by Bill McCallum

In October I attended Barrett-Jackson's first live auction since the Covid-19 crisis. Craig Jackson and his team did an outstanding job of following the Covid-19 protocols while bringing back live collector car auctions to Scottsdale, AZ.

The 3 day Fall Auction had a 100% sell-through while breaking 22 auction records. The no reserve auction generated 23.5 million in sales. 349 pieces of Automobilia crossed-the-block and 3 charity vehicles sold for \$845,000. Total sales for the 3 day event in October was \$25.9

million.

It was also nice to visit some of my vendor friends from the Barrett-Jackson family. Lance Stander President/CEO of Hillbank said, "..... it was nice to be back at a Barrett-Jackson auction." Tim Brennan, Marketing Mgr. for Bondurant Racing School said "..... we are gearing up for a strong holiday season." SEE COUPON on page 9. I visited with Jason Phillips of Toy Barn Storage and we discussed how they now have 5 locations in the Phoenix/Scottsdale area and growing.

Barrett-Jackson March 20-27 Collector Car Auction to Feature a 1965 Shelby GT 350

by Bill McCallum

Craig Jackson has a large number of rare collectable cars he owns.

Some are on display at his personal museum located at his home in Scottsdale and others at his office museum also in Scottsdale, Arizona.

Over the years he has sold a few to benefit charities and a few to share with collectors around the world. Once again Craig will be selling one of his rarest collectables a 1965 Shelby GT 350 at his March 20th thru 27th auction in Scottsdale, Arizona.

The 1965 Shelby GT 350 has been restored from the ground

“..... my 1965 Shelby GT 350 is one of the worlds best examples of the first year Shelby GT 350”.

up with original parts. The car was one of 562 built by Shelby

and used as a PR car for Shelby American. This 1965 Shelby GT 350 has won many awards over the years and was the first Triple Crown winning 1965 GT 350. Craig said “..... my 1965 Shelby GT 350 is one of the worlds best examples of the first year Shelby GT 350.”

The word on the street is this rare 1965 Shelby GT 350 could top a million dollars on the block at auction, For additional information on Barrett-Jacksons March Scottsdale Auction visit: [Barrett-Jackson.com](https://www.barrett-jackson.com)

Barrett-Jackson Vendors Add to the Excitement of the Auction



Hillbank was a Barrett-Jackson Vendor at the October 2020 Collector Car Auction in Scottsdale (photo Auto News)



Phoenix Based Toy Barn was a Barrett-Jackson Vendor at the October 2020 Collector Car Auction in Scottsdale (photo Auto News)



Galpin Ford an American Success Story! by Gary Murphy

continued from page 10

cover of Motor Trend magazine.

The year 1953 came and a gentleman named Bert Boeckmann joined Galpin as a salesman and became General Manager in 1957, From this time until 1968, when Bert became sole owner of Galpin Ford, many firsts happened; leasing vehicles to individuals is a Galpin origination, launched a West Coast NASCAR racing team, the first Shelby dealer in California, sponsored the first Mustang Owners and Shelby Cobra Clubs, introduced

European sunroof technology to America and developed Galpin Square - America's first automobile department store complete with a restaurant.

1970 came with Bert and his wife Jane, along with one other individual, started a motorhome manufacturing company. Its' first year, the vehicle became the number one selling Class C motorcoach in California.

Galpin has always been at the forefront of custom vehicles since 1952 with their Galpinized cars and trucks. Beau was made Vice

President in 1998 and opened Galpin Auto Sport (GAS) in 2006, a freestanding customizing and performance facility.

The Boeckmann family - Bert, Jane and Beau - all have shared in the building of an automotive empire containing a heart and soul. They, together and singularly, have nurtured so many achievements and earned the rewards and many honors bestowed on them.

• Brand Names Foundation Automotive Retailer of the Year Award - twice

• Automotive Hall of Fame - Bert
• Opened the first Methanol service station in the world - 1982

• National Automobile Dealers Association, 25,000 dealers in America, named Bert the National Quality Dealer of the year

• Historically, since 1989, number one volume Ford Dealer in the World for both cars and trucks

• Man, many more -

In 2014, Beau was named President and COO of Galpin Motors. The Galpin Motors family now comprises more than just Galpin Ford. The following are its' pres-

ent brands and companies; Ford, Lincoln, Mazda, Jaguar, Aston Martin, Honda, Volvo, Volkswagen, Lotus and Porsche plus Galpin Auto Sport and Horseless Carriage Restaurant.

I invite you to go online to Galpin Motors and click on the heading "About Galpin"; learn of Galpin's philanthropy, scholarships, clubs, news & events, etc.

You will better understand why Galpin is a name which has been and is endeared as goodness to thousands of people worldwide.



2021 Chevrolet Tahoe with Duramax 4 WD (photo Dave Kunz / Los Angeles, California)



Gary Williams, LA Managing Editor, over sees construction of Global Auto News World Headquarters in Hollywood Hills scheduled for Q1, 2022 completion (photo Auto News)

Ford Bronco Sport Test Drive Review by Chris Chung

continued from page 2

On the inside, the Bronco Sport has more front and rear headroom than the Escape, making it better for long road trips and packing gear into the back. The materials on the interior are comfortable and chic; but also made with outdoor adventurers in mind, featuring easily washable seats and flooring so that mud and dirt can easily be cleaned out. Something I was also particularly excited about was that Ford brought back the opening rear window, making it easy to quickly grab your camping gear or snow gloves when you're out on adventures.

The Bronco Sport offers casual off-roaders plenty of tuning options out of the box. Executed through several "G.O.A.T." modes featuring at least 5 different options (Normal, Eco, Sport, Slippery, and Sand). The Badlands and First Edition trims also have Mud/Ruts, Rock Crawl options as well as Trail Control. The different modes calibrate the advanced AWD system, throttle response, transmission, differential, braking and suspension to the optimal balance for the terrain you're currently facing. I tested this on some snow and dirt and can attest that the modes do an incredible job of keeping you moving.

All in all, I would say that there's no question. If you're someone that lives an active lifestyle and enjoys the outdoors, but need something practical for daily living; the Bronco Sport is a MUST SEE and a great option for you to go with. Bill Pierre Ford has received the first Bronco Sport's in the Northwest and has

the largest inventory of Performance Ford. Make sure to give them a call at (877) 409-7168 if you want to check it out!



2021 Ford Bronco Sport



2021 Lexus NX 300 - Story on page 4 & 7

Tom Denchel Ford, Prosser Serves Eastern Washington

by Bill McCallum

Most Washington State residents are aware that the Tri-Cities area (Richland, Kennewick, and Pasco) is the fastest growing area in the state. Three friends of mine from the Puget Sound area, including Sally Hanson, our senior feature writer and her husband Don have moved to the Tri-Cities in Eastern Washington. While all businesses have seen a benefit to this growth, Tom Denchel Ford in Prosser, a community that borders the Tri-Cities to the North has shared in that growth.

Tom Denchel Ford, is a part of Tom Denchel Auto Group including a Ford Dealer and Dodge, Chrysler/Jeep/Ram Dealer in Umatilla, OR a few miles to the South of the Tri-Cities.

Tom Denchel Ford in Prosser with 50 plus employees, 14 service bays and over 400 new, used and special interest vehicles on the ground serves the entire Eastern Washington and more.

Scott Guthrie, GM for Tom Denchel Auto Group said "..... we have continued to work with the communities we serve during the COVID-19 crisis. While we have expanded our service department during the COVID-19 crisis our sales have continued to grow because we were expanding our online selling during the year before the crisis."

If a new Ford or a pre-owned vehicle is in your future its worth the drive to Tom Denchel Ford in Prosser.



Tom Denchel Ford, Prosser, WA.



Palm Springs Gets Ready for February Collectable Car Sale

After more than 35 years in business, Keith McCormick of Palm Springs CA thought he saw it all. Then came the pandemic of 2020. "Many small businesses did not survive it and those that have so far are having a very bumpy ride. But good times are ahead. History reassures that," he said.

With the opening of his 70th Palm Springs collectable car sale on Feb. 26-28, McCormick plans to adhere to the very strict safety and health guidelines that he used in the sales event last November.

"We limited admission to only 2,000 people, checked their temperature as they entered, required everyone to wear face masks and employed health and safety workers to constantly patrol the site to keep everyone safe," he said.

Held twice each year, the event takes place outdoors with large open-sided tents and special fans to keep fresh air in circulation. Multiple sanitizer stations are everywhere.

"We did contact tracing after last

November's event," McCormick said, checking with the auction staff, the security personnel, the company that set up the tents and McCormick's employees, a total of more than 100 people. "No one contracted Covid 19 after the November event. Our strict measures paid off," he said. "We had a 61 per cent sales rate, outstanding in these unprecedented times."

The weekend sale will showcase more than 400 classic cars, trucks and motorcycles and draws many buyers in person and online. It is

held on a seven-acre site beside the Palm Springs Convention center near downtown. The auction is free and open to the public on Friday, 11 a.m. to 9 p.m., and Saturday and Sunday at \$15 per day.

Featured cars include two Chevy's and a Ford, plus a variety of vehicles for sale on consignment in the showroom. To view the cars online, go to www.Classic-CarAuction.com. Here are three noteworthy cars:

A classic original 1957 Chevy 210 Post Bel Air Hardtop Sedan

#244 has been completely reworked to match the original showroom condition. This restoration included very little body work as the car was straight with all matching parts. Winner of two local car shows, taking second place both times, this car is like new. It has a 283 V8 engine, two-barrel carburetor and two-speed automatic Power Glide transmission. A beautiful paint job sports an India Ivory top over a Canyon Coral body.

continued on page 20



FRIDAY, SATURDAY & SUNDAY – FEBRUARY 26, 27 & 28, 2021



The McCormick family invites you to their 70th auction featuring over 580 antique, classic, exotic, muscle, sports and special interest autos. **Ask for Keith, Jason or Michele to answer your questions (760) 320-3290.**

WHERE TO STAY
Call our host hotel at the Hilton Palm Springs at 760.320.6868 and use promo code "MCK" for special room rates. Also visit VacationPalmSprings.com for more options.

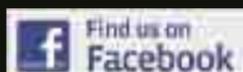
LOCATION

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LOWEST ENTRY FEES IN THE BUSINESS AND ONLY 6% SELL FEE

Friday, Saturday and Sunday Lots are \$300, \$400 for prime time and \$600 for covered canopy lots. No numbers will be reserved without consignment fee being paid in full. Visa, Mastercard and AMEX are accepted. Positions will be filled on first-come, first-served basis. To reserve the position you desire, send your check covering the entry fee or phone in your credit card number. You may specify the cars you're entering at a later date. Entry fees are REFUNDABLE less \$50 handling fee if you notify us in writing 14 days prior to the auction. Color photographs may be included in our exclusive color brochure. We strictly limit the number of positions available in this three-day event of 580 cars. COMMISSION STRUCTURE: FLAT 6% OF SALES PRICE (One of the lowest in the business). **WE SOLD OUT OF LOT NUMBERS DURING OUR PREVIOUS SALE SO BOOK EARLY.**

www.Classic-CarAuction.com



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PALM SPRINGS
COLLECTOR
CAR AUCTIONS

OUR MAIN OFFICE

244 North Indian Canyon Dr.
 Palm Springs, CA 92262

AUCTION LOCATION

The Palm Springs
 Convention Center
 277 N Avenida Caballeros
 Palm Springs, CA 92262



OEM & AFTERMARKET PARTS



Save Money On Car Insurance Rates

continued from page 8

ance, or health insurance. In some cases, policyholders can save as much as 30% of the total insurance costs. Also, if they own two or more vehicles, they can get a 25% multi-car policy discount.

Raise the deductible. By simply raising the deductible, drivers can lower the collision and comprehensive portion of their premium. However, a higher deductible means more money out of the pocket in the event of a claim.

Find all the discounts that are available. To make insurance policies more affordable, car insurance companies are offering all sorts of discounts. Insurers offer discounts such as good student discounts, loyalty discounts, good driver and safe driver discounts, pay in advance discounts, or safety-feature discounts.

Purchase the right vehicle. Cars that cost less to repair or replace generally receive lower premiums. Family cars or minivans are

usually the cheapest cars to insure.

Be a good driver. Insurers will always check the driving record to see if a policyholder presents a high level of risk. Speeding tickets, accidents, drunk driving citations - all can make the costs of insurance to be higher. However, drivers who manage to keep a clean driving record for at least three years can get a good driver discount that can save as much as 25% of their premiums.

Drop unnecessary coverage. Drivers who own older vehicles that have low value should consider dropping comprehensive and collision coverage. Also, drivers can drop personal injury protection coverage or medical payment coverage (if their states don't require to carry these coverages) if they already have an excellent health insurance plan.

Buy only the state-required minimum insurance. To save money on insurance, drivers can purchase only the liability insurance at the lowest legal limits required by the state to legally drive a car.

Drive less. Drivers who are driving fewer miles than a specified number of miles each year, usually

7,500 to 10,000 miles, can get a reduction in their base rates. Usually, the insurers require that the drivers will install a small device in their vehicles that transmit the mileage data to the company.

Check for group insurance discounts. Some providers offer reductions to drivers who get insurance through a group plan from their employers, professional, business, and alumni groups, other associations, or schools.

For additional info, money-saving tips and free car insurance quotes, visit <https://compare-auto-insurance.org/>

Compare-autoinsurance.org is an online provider of life, home, health, and auto insurance quotes. This website is unique because it does not simply stick to one kind of insurance provider, but brings the clients the best deals from many different online insurance carriers. In this way, clients have access to offers from multiple carriers all in one place: this website. On this site, customers have access to quotes for insurance plans from various agencies, such as local or nationwide agencies, brand names insurance companies, etc.

Hyundai is Moving Fast to Bring EVs & Hybrids to Market

by Michelle Hale

continued from page 4

sister-brand Kia, are running on all cylinders.

Hyundai Motor Group recently announced the formation of a Silicon Valley-based studio to develop transformer-class "Ultimate Mobility Vehicles," including the remarkable Hyundai Elevate Concept. According to the press release, "The vehicle does not rely solely on wheels and is expected to address challenging driving situations - for example, a car with robotic legs could save lives as the first responder in natural disasters; or, people who do not have access to an ADA ramp could hail a car to walk up to their front door, level itself, and allow wheelchairs to roll right in. Using a combination of robotics and wheeled locomotion technology, Elevate and other vehicles by New Horizons Studio are expected to redefine vehicular mobility."

This news follows a design award recently given to Hyundai for developing an exoskeleton wearable robot to improve ergonomics for its productions team. The head of its Robotics Lab says "Hyundai will continue developing novel products that will provide people with better life quality."

If Hyundai were a startup, I'd be skeptical that these are mere stunts to drive up valuation. However, with so many recent accolades from J.D. Powers, Consumer Reports, Insurance Institute, etc., for their core business of selling cars and SUVs, this tells me that Hyundai has a very compelling point of view of the future of transportation, while excelling at the daily demands of its customers.

The hard-won recognition from industry groups like JD Powers and Consumer Reports also tells me that Hyundai is doing so many **continued on page 20**

Dominate the Drag Strip With Lucas Oil's FL-0 Low Viscosity Synthetic Racing Engine Oil

Lucas Oil's FL-0 Low Viscosity Synthetic Racing Engine Oil is a premium, super-efficient engine oil that is ideal for use in high-performance vehicles and other applications using low-viscosity engine oils. Produced after years of research and development with the help of NHRA Pro Stock World Champion Warren Johnson and his son Kurt, Lucas Oil's FL-0 answers the need for automotive enthusiasts operating in race conditions who rely on a high-quality motor oil that is durable and protects vital engine components.

The Lucas exclusive blend of Polyalphaolefin (PAO), organic ester, friction modifiers and ultra-low viscosity synthetic base oils provide outstanding protection and maximize horsepower output. High-performance engines are

also provided with quicker acceleration due to the oil's low drag qualities. In addition, FL-0's high zinc-phosphorus formula provides excellent valve train and high RPM protection.

Key Benefits of Lucas Oil's FL-0 Low Viscosity Synthetic Racing Engine Oil:

- Ideal for any application using low-viscosity engine oils
- Reduces drag
- Superior film strength
- Very high viscosity index
- Safe to blend with other synthetic and non-synthetic oils

Lucas Oil FL-0 Low Viscosity Synthetic Racing Engine Oil is now available at AutoZone, O'Reilly Auto Parts, NAPA Auto Parts, CarQuest, Advance Auto Parts and more!



Go Car Wash Expands Executive Team

"Go Car Wash's senior leadership team collectively has decades of experience in car wash operations, both as team members and individual operators," Andersen said. "I joined Go Car Wash because they value the same things I do: teamwork, integrity, compassion, continuous improvement and fun. I know this is where I want to invest my future."

Andersen brings over 15 years of experience in various sectors of business development. He spent 12 of those years at Hilti,

three years at Mark VII Equipment and two years at Berkshire Hathaway. In addition to his experience in business development, Andersen served as a International Car Wash Association Board Member.

"Having a dynamic team of creative and adaptable leaders by your side will make all the difference for our company, especially

through these periods of aggressive growth and expansion," Derwin said. "We're lucky enough to have an arsenal of strong leaders ready to make our vision a reality."

About GO Car Wash

GO Car Wash was founded in 2019 with the goal of building a multi-regional car wash company with clusters throughout secondary cities across North America.

Lucas Oil Safeguard™ Ethanol Fuel Conditioner with Stabilizers

Specifically Developed to Prevent Corrosion and Degradation in Ethanol Based Fuels

Manufactured by Lucas Oil Products Inc, the American-based manufacturer and distributor of high-performance automotive oils and additives, Safeguard™ Ethanol Fuel Conditioner with Stabilizers provides unmatched protection against issues that may arise when using ethanol-based fuels. Today's fuels vary in quality, which is precisely why this fuel conditioner contains effective additives to prevent engine rust and corrosion associated with ethanol fuels.

Lucas Oil's formula is entirely soluble in all ethanol fuels and contains effective oxidation inhibitors to stabilize fuel and prevent varnish and gum. As

a result, Lucas Oil's Safeguard™ Ethanol Fuel Conditioner with Stabilizers will not harm filters as it works to combat deposits and protect your engine oil lubricants from the harmful effects of alcohol combustion.

This fuel conditioner is ideal for automobile and marine applications and is also safe to use with both two-stroke and four-stroke engines. This includes fuel mixtures such as E-10, E-15, E-85, pure ethanol and others in between, including gasoline.

When applied to ethanol fuel regularly, users can expect to enjoy the following benefits:

- Cleans injectors, valve seats, combustion chambers and other critical fuel components
- Stabilizes fuel and prevents varnish and gum formation in ethanol and gasoline
- Combats deposits and protects engine oil lubricants from the harmful effects of alcohol combustion
- Inhibits corrosion

Lucas Oil Safeguard™ Ethanol Fuel Conditioner with Stabilizers is now available at **AutoZone, O'Reilly Auto Parts, NAPA Auto Parts, CarQuest, Advance Auto Parts and more!**



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TECHNOLOGY

From 18-McCormick's

A fully restored 1966 Chevrolet Corvette #258 received a frame-on restoration 3,900 miles ago. It has a numbers-matching 427/425hp engine along with a Muncie 4 speed manual transmission, power steering, power brakes, side pipes, knock off wheels with new tires, leather interior.

A one-of-a-kind 1940 Ford two-door coupe #456 has been custom built, chopped two inches, custom ghost flames by Lil Louie in San Bernadino. It has a custom built 350 engine and TH400 automatic transmission, custom Swedish leather interior with Cognac wool carpet, Moon gauges, Vintage air conditioning, Lecara steering wheel. No expense spared on this beauty.

For more information:

McCormick's Palm Springs Collector Car Auction Feb. 26,27 and 28, 2021 Palm Springs Convention Center 277 N. Avenida Caballeros Friday, noon to 9 p.m., free Saturday 8 a.m. to 7 p.m. and Sunday, 8 a.m. to 5 p.m. One day pass, \$15; two days \$25 www.classic-carauktion.com (760) 320-3290

Shelby Foundation Grows

continued from page 12

support they need in order to lead healthy, productive and prosperous lives.”

In addition, CSF continued its significant financial support of the Carroll Shelby Automotive Program in East Texas. The charity helps fund student scholarships and pay for educator salaries. The program includes a state-of-the-art facility and instruction in automotive and body repair.

The charity has supported non-profits with donations of items and promotional activities; those organizations include JDRF and Cruise for a Cure. The Shelby community has also rallied to support the Foundation's mission by donating money and purchasing special items offered by Shelby American and CSF.

“Carroll always said that those in the car community are the most generous people in the world,” said Aaron Shelby. “For instance, fans have jumped on the new Shelby American ‘Carroll Shelby Signature Edition’ model Ford Shelby GT500 and GT350 cars, which includes a donation to the charity for each

one purchased. We are almost sold out of our limited-edition holiday ornament from the Foundation and even sold a handful of items that were signed by Carroll years ago. Team Shelby members continue to donate money from their local fundraisers and enthusiasts worldwide have sent us donations throughout the year.”

Those interested in learning more about the Carroll Shelby Foundation can go to <https://www.shelby.com/ShelbyFoundation>.

About The Carroll Shelby Foundation

The Carroll Shelby Foundation was created by legendary racer and automotive manufacturer Carroll Shelby. Headquartered in Gardena, Calif., the Foundation is dedicated to providing medical assistance for those in need, including children, educational opportunities for young people through automotive and other training programs and benefiting the Shelby Automotive Museum. For more information visit <https://www.shelby.com/ShelbyFoundation>.

Hyundai is Moving Fast to Bring EVs & Hybrids to Market

continued from page 19

things right throughout their value chain – from the way it designs and engineers vehicles, to the way it produces and services them. It's very hard to get all these elements right, much less to earn this recognition among industry rivals, who are not standing still.

Bob Lutz, the car guys' car guy, wrote this recently for Road & Track about watching them for the past 30 years:

“Compared with the Japanese, the Koreans were less draconian in protecting their domestic market from imports, so they faced competitive reality... Aside from early missteps, the Korean automakers have shown amazing skill in adapting to the needs and wants of a global market. Japanese executives, in my experience, often get tangled up in history, tradition, and the sup-

posed superiority of their culture, but I've found Korean leaders to be bold, tough, gregarious, and open to new ideas. This is in stark contrast to the banks of stone-faced Japanese execs at inter-company meetings, where little was ever said or accomplished. The Koreans are not hung up on their culture: They hire the best, Korean or not. It's their strength... The turning point for Hyundai-Kia came with the dramatic new design direction ushered in primarily by VW/Audi veteran Peter Schreyer. Rather than adopting a safe, design-follower strategy, the company repeatedly surprised the world with standout sedans and crossovers. They are today the global leaders in high-volume vehicle design. Coupled with outstanding reliability, it's a hard strategy to beat.”

Indeed it is.



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Alan (left) Scale Racing Center owner hosts slot car competition at Legends Gala



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TIRES

Pirelli Tires Tailor Made Tire for Rivian Deliver Silence on Board and Low Rolling Resistance

Special Versions of Scorpion Tire Range created Specifically for R1T, the First Electric Pickup Truck in the World, and R1S, the Electric SUV

RIV is the dedicated marking that will identify Pirelli's Tires for Rivian; Elect markings will identify EV Tires.

Pirelli's 21 Inch Tires for Rivian have a World Unique Size

The EV startup Rivian has chosen Pirelli Scorpion range to fit its highly anticipated R1T pickup, which begins production in June 2021, and its R1S electric SUV. Pirelli has developed special versions of its Scorpion Verde All Season, Scorpion Zero All Season and Scorpion All Terrain tires (Pirelli's dedicated range for SUVs and pickups) to meet Rivian's specifications, and to enhance the vehicles' unique characteristics following the "Pirelli Perfect Fit" strategy. Indeed, all Pirelli tires developed for Rivian have a special marking on the shoulder: RIV and Elect.

"Elect" is the marking that identifies Pirelli tires for electric vehicles. Tires play a crucial role in EV performance – they are a key safety, performance, and range optimizer.

Pirelli tires marked "Elect" offer a number of advantages for electric vehicles, thanks to a specific set of technical characteristics. Low rolling resistance helps to maximize each car's range. In electric cars, reduction in noise accentuates one of the key advantages of electric driving: silence. Finally, the Pirelli tires marked "Elect" offer improved traction in line with the intense demands from the transmission. Electric motors deliver the maximum torque available

right from the bottom of the rev range, and so they need tires that can bite into the asphalt instantly.

Pirelli and Rivian co-developed these products over almost two years, and this collaboration has resulted in three special tires: 20, 21 and 22 inches. In particular, the Scorpion Verde All Season in 21 inches have a very special tire size, unique in the world, introduced in the industry by Pirelli specifically for Rivian: 275 55R21.

The technical partnership with Rivian underlines the focus of Pirelli on sustainable mobility and American car brands.

Pirelli Scorpion Verde All Season: The "Low Rolling Resistance" Tire

The Scorpion Verde (Italian for green) All Season is Pirelli's eco-friendly Crossover/SUV Touring All-Season tire developed for the drivers of crossovers, sport utility vehicles and pickups.

The main challenge Pirelli's technicians had to face to develop a dedicated version of these tires for Rivian was to meet their low rolling resistance targets.

Pirelli's engineers worked on a higher-silica compound that decreases the vehicles' energy consumption. Then, they worked on a dedicated design of the mold, narrowing the tread pattern of the tires and keeping an optimal footprint pressure distribution. In this case reducing surface-to-ground contact translates into less energy dissipation.

Pirelli's Scorpion Verde All Season tires for Rivian are constructed from lighter raw materials that don't compromise durability or performance. The Scorpion Verde All Season also presents a special size, unique in the industry: 275/55R21.

The Pirelli Scorpion Verde All Season for Rivian increases efficiency and range.

VW Creates Lab To Test EV Batteries

- Lab will serve as the center of high-voltage engineering activities in the U.S.

- Facility will support the launch and localization of Volkswagen ID.4 and future electric models

- VW to hire 25 engineers to support lab

Volkswagen of America today marked the start of construction of its Battery Engineering Lab at its Chattanooga Engineering and Planning Center. The approximately \$22 million dollar facility will test and validate electric vehicle cells and battery packs for the North American region.

The new lab will join Volkswagen Chattanooga's under-construction 564,000 square-foot electric vehicle production expansion and 198,000 square-foot battery pack assembly facility to form Volkswagen's hub for EV production and engineering here in the region. Volkswagen will test and optimize Georgia-manufactured battery cells at the new lab. This testing will include batteries for the Volkswagen ID.4 all-electric SUV, scheduled to begin U.S. production in 2022.

Besides increasing its engineering capabilities in the region, the engineering lab is also part of Volkswagen's effort to localize all aspects of vehicle development and production - which lowers production costs and development cycles. Current battery testing and validation takes place in two labs in Germany, Braunschweig and Wolfsburg, along with Shanghai and Changchun, both in China. Testing and validating battery components in Chattanooga will allow engineers to more quickly apply lessons learned to local production.

"Testing batteries in the U.S. at this world-class lab helps us get vehicles to market faster, at lower cost and better tuned for

U.S. customers," said Dr. Wolfgang Demmelbauer-Ebner, EVP and Chief Engineering Officer, Volkswagen of America. "It also lets us ensure the safety and reliability of our batteries in conditions U.S. customers encounter every day."

"Volkswagen of America continues to be an industry leader and core to our Tennessee economy," said Tennessee Governor Bill Lee. "I am pleased that VW selected Tennessee as the site of its newest battery lab in the world and the only lab in the U.S. This is a significant development for our growing tech scene and our Tennessee workforce is ready for the challenge."

"I'm proud that Chattanooga was chosen as the site to undertake this critical effort to ensure the safety of electric vehicle batteries," said Congressman Chuck Fleischmann. "It's an investment in the future of automotive systems that will keep Tennessee in the forefront of car manufacturing in the United States."

"This will be the first lab of its kind that VW will build in the U.S., and it means a great deal that they chose to build it in Tennessee," said Commissioner Bob Rolfe, Tennessee Department of Economic and Community Development. "This expansion shows that Tennessee is not only a leader in the automotive sector, but it is also an outstanding place to conduct high tech R&D."

VW engineers will test battery components, the integration of the battery with the vehicle and look for more ways to integrate locally produced components into the production process. The lab will include pressure and immersion testers, corrosion

chambers, five explosion-rated climate chambers and a custom, two-ton multi-axis shaker table, which is designed to test the integrity of vehicle components in some of the roughest conditions they might face on the road. Built with sustainability in mind, the facility will also feature regenerative load cyclers that can return energy to the building or grid to be as efficient as possible.

About Volkswagen

Founded in 1955, Volkswagen of America, Inc. is an operating unit of Volkswagen Group of America and a subsidiary of Volkswagen AG, with headquarters in Herndon, Virginia. Volkswagen's operations in the United States include research and development, parts and vehicle processing, parts distribution centers, sales, marketing and service offices, financial service centers, and its state-of-the-art manufacturing facility in Chattanooga, Tennessee. The Volkswagen Group is one of the world's largest producers of passenger cars and Europe's largest automaker. Volkswagen sells the Arteon, Atlas, Atlas Cross Sport, Golf, Golf GTI, Jetta, Jetta GLI, Passat, and Tiguan vehicles through more than 600 independent U.S. dealers. Visit Volkswagen online at www.vw.com or media.vw.com to learn more.



Discount Tire Creates Covid-19 Safety Features

by Bill McCallum

I had a chance to visit with Mike Boland, Director of Customer Insight for Discount Tire on my October trip to Scottsdale, AZ.

Discount Tire with corporate headquarters located in Scottsdale, AZ, has 1,060 locations across the U.S. with over 21,000 employees.

Discount Tire founded in 1960 sells and services tires & wheels. They represent over 10 national tire brands. Mike Boland has been introducing the "In-The-Moment" program to make sure Discount Tire and American Tire (in Calif) customers are safe during the Covid-19 crisis. The program includes an Outside Touchless Experience with Keys Delivered in a Bag, Curbside Check In, Employees and Customers Wearing Masks, 6 ft. Social Distancing, and Hand Sanitizers available for all Employees and Customers.

This program, administered by Mike Boland, "Voice of the Customer" has made the Discount Tires stores the safest in the U.S. during the Covid-19 crisis.

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Robert Dwyer with 20 years experience in the auto industry has opened AUTO 206 INC. a Pickering Dwyer Family Business, located in Kent, WA. (See ad on same page) Conveniently located two blocks from IKEA on East Valley Highway in Kent, Robert has 60 to 65 high quality vehicles on the ground. He can also locate a vehicle for you if he

doesn't have what your looking for in stock. AUTO 206 INC. has a working relationship with Arrows Automotive, Renton a full service automotive repair shop and AUTO 206 INC. offers bank and credit union financing.

During the COVID-19 crisis appointments are suggested. Robert@auto206.com or (206)454-9689

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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.



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PET FRIENDLY AUTO MAKERS

Protect Your Pet During Covid-19

continued from page 3

one thing is necessary, you will want to make sure your vehicle is squeaky clean and disinfected. If renting a car, be sure to review their cleanliness policies, along with pickup, return, and pricing. In addition, make sure to wipe down the steering wheel, door handles, and other touchpoints with disinfectant wipes.

Once you are comfortable enough with the ever-changing recommendations regarding road

trips during the pandemic, don't forget that dogs want cars that are easy to get into and out of, are comfortable, and give them a feeling of security. They also need fresh air just like us, protection from the sun, and proper temperature control. They need enough room to move, but not so much that they can be tossed about.

Making stops along the way for gas, food, or bathroom breaks can put you and your furry traveling companions in close contact with

other people and surfaces, so be sure and bring plenty of hand sanitizer and interior car disinfectant

for any pit-stops you might have to make.

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2021 Lexus GX 460 Test Drive Review



2021 Lexus GX 460 (photo Auto News)

by Bill McCallum

The 2021 Lexus GX 460 Luxury fits nicely into the Lexus expanded SUV lineup. Packed with standard features the GX 460 also has a list of add on luxury features including; the Mark Levinson 17 Speaker Surround System, (\$1,145), Off Road Package (\$1,570) and the Sport Design Package (\$2,020). Base MSRP as tested is \$64,365.

The Lexus GX 460 Luxury is

powered with a 4.6L V8 engine producing 301 hp mated with an 8-speed Automatic Transmission,

The Lexus Safety System includes; a pre-Collision System with Pedestrian Detection, High-Speed Dynamic Radar, Cruise Control, Lane Departure Alert & Intelligent High Beam Headlamps.

The 2021 Lexus GX 460 Luxury has it all and deserves a look.

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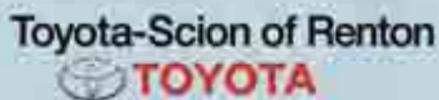
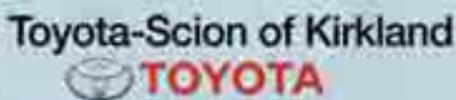
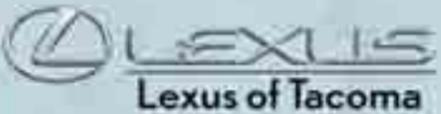
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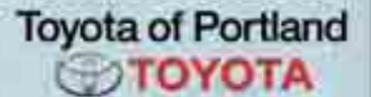
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Bruce Willis Partners With Advanced Auto Parts

continued from page 12

authentic to McClane and both brands," said Willis. "Advance approached this like a motion picture – the script is clever, the production intense and the spot is entertaining. This is what 'Die Hard' fans expect. I think they will dig the DieHard – 'Die Hard' mashup."

The new film begins with McClane and a dead car battery. Before he can make it to Advance Auto Parts, McClane crosses paths with old foe Theo and his crew. After a narrow escape and a chance meeting with limo driver Argyle, the action accelerates. From bad guy take downs to a giant earth mover chase and, of course, a massive explosion, the film merges the worlds of the action classic "Die Hard" and the battery, showing viewers that McClane and DieHard are equally reliable, durable and powerful.

U.S. to drive views of the full-length version on Advance's YouTube page – YouTube.com/AdvanceAutoParts. There also is a significant in-store element to the campaign. The film and campaign were created by The Marketing Arm, a Dallas-based creative agency partner for Advance Auto Parts.

"Cold weather is coming. We know motorists will begin to encounter battery failure. We want them to know that the only automotive aftermarket stores where they can get the most reliable, durable and powerful battery – DieHard – are at Advance Auto Parts and Carquest stores,"

McDonnell said.

About Advance Auto Parts

Advance Auto Parts, Inc., is a leading automotive aftermarket parts provider that serves both professional installer and do-it-yourself customers. As of July 11, 2020, Advance operated 4,819 stores and 167 Worldpac branches in the United States, Canada, Puerto Rico and the U.S. Virgin Islands. The Company also serves 1,262 independently owned Carquest branded stores across these locations in addition to Mexico, the Bahamas, Turks and Caicos and British Virgin Islands. Additional information about Advance, includ-

ing employment opportunities, customer services and online shopping for parts, accessories,

and other offerings can be found at www.AdvanceAutoParts.com.



Bruce Willis in Die Hard Battery Commercial

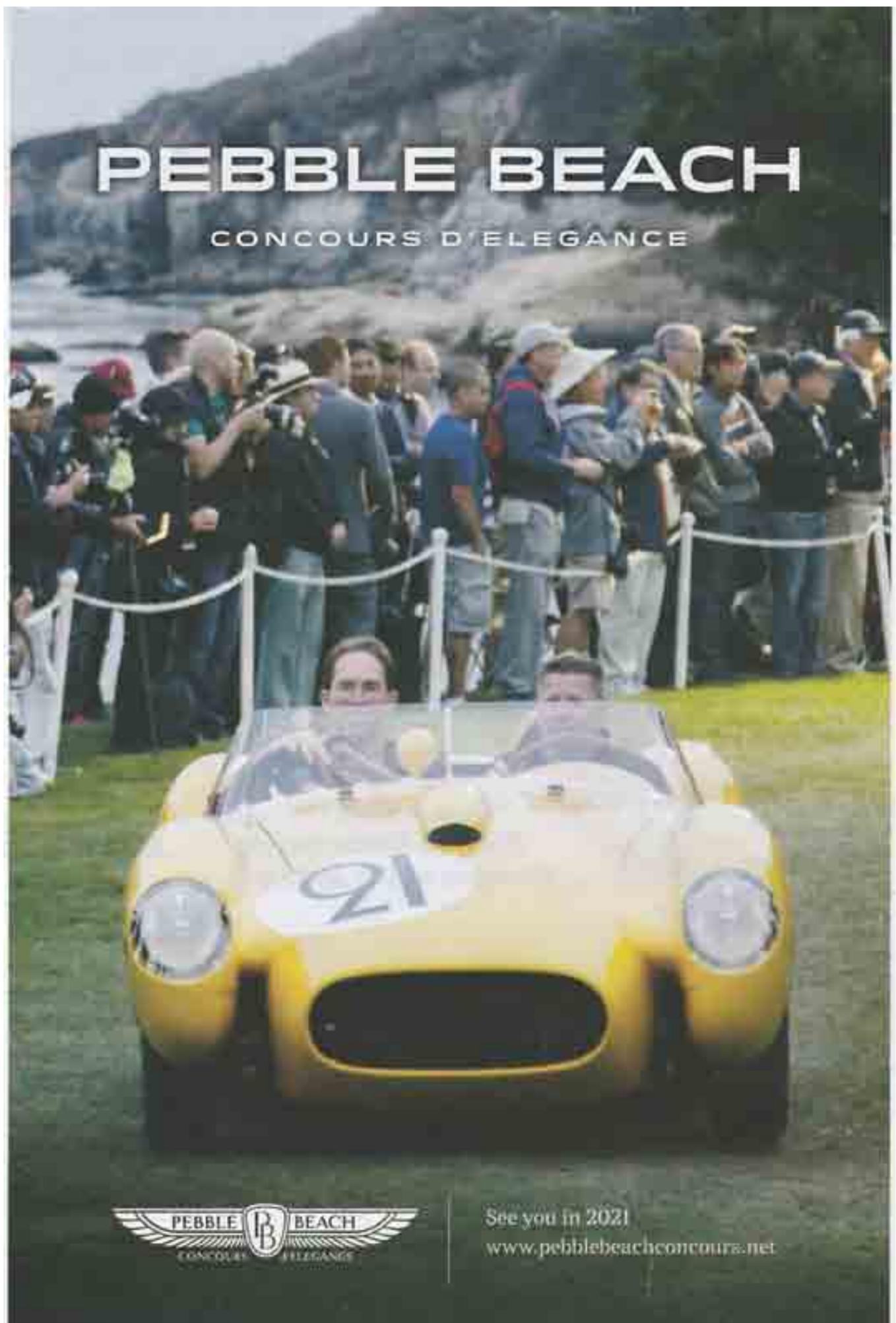
Bruce Willis Uses His Die Hard Movie Franchise To Help Sell Batteries

"I always have a lot of fun playing John McClane and I really enjoyed how Advance Auto Parts brought in De'voreaux and Clarence from the original film," Willis added. "I give Advance a lot of credit for digging into the film to cleverly insert DieHard the battery and giving fans a new, entertaining story line."

Jason McDonnell, Advance Auto Parts Executive Vice President and Chief Marketing Officer, said there's a natural tie-in between DieHard batteries and John McClane.

"The DieHard brand is known for its reliability, durability and power – qualities of John McClane in the 'Die Hard' films," said McDonnell. "The opportunity to bring the two together in a creative and bold way to inform, entertain and mobilize motorists was irresistible. Our approach to this project was to go beyond products and price points and focus on finding a powerful message and platform to differentiate the brand. We'll continue looking for those 'Yippee Ki Yay' moments that are memorable and celebratory at the same time."

The film is part of Advance's integrated #DieHardIsBack marketing campaign that kicks off during October's National Car Care Month. Following the film's national debut, Advance will air 30- and 15-second versions of the spot – in both English and Spanish – nationally and in key local markets. The spot will be incorporated into the company's social media on Facebook and Instagram in the U.S. and Canada, as well as digitally on YouTube in the



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