

# AUTO NEWS

**LARGEST CONSUMER AUTOMOTIVE NEWSPAPER IN U.S.**  
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## Ford Explorer "America's All-Time Best Selling SUV"



Ford Explorer XLT (photo Ford Motor Co.)

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## America's All-Time Best-Selling SUV

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by Bill McCallum

Sitting in my driveway is a 1998 Ford Explorer XLT with 282,439 miles purchased brand new at Bill Pierre Ford in Seattle, WA. Other than normal servicing there have been no major repairs in over 22 years. This is one of the many reasons why this iconic SUV is "America's all-time best selling SUV."

The all-new 2020 Ford Explorer XLT (pictured above) is loaded with standard equipment including a 2.3L EcoBoost 1-4 300

horsepower engine with a 5,300 lb towing capacity, and a 10 speed automatic transmission with SelectShift capability

The 7-passenger 2020 Ford Explorer XLT comes standard with AutoHold, Hill Decent Control, Auto High-beam Headlamps, BLIS (Blind Spot Information System) with Cross-Traffic alert, Lane-Keeping System, Pre-Collision Assist and 8 other standard safety features. If there is a new SUV in your future I suggest you test drive a Ford Explorer XLT.



### 50+ NEW CAR DEALERS LISTED

Offering Special Pricing/Payments Page

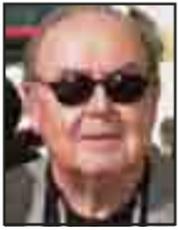
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## Genesis G-90, Top of the Line Luxury Sedan



Shenae, Auto News, with G-90 Story on page 5

### Hyundai Launches N-Line and N Brand



Bill McCallum  
publisher

I usually don't write test drive reviews as an editorial, but my road trip from Los Angeles to Las Vegas and back in the 2020 Hyundai Elantra GT N Line M/T was so unique I couldn't resist.

For starters I have been on the Hyundai "band-wagon" for a number years. Why? For starters industry leading product design, industry leading mix of SUV's, industry leading mix of sedans, industry leading value and economy in their product line up. And now comes the N Line and N Brand of performance vehicles. The N trims include more powerful engines, dual clutch transmissions, larger brake rotors, and stiffer suspensions. First out of the gate was the Veloster N. Then the Elantra GT N Line with more models on the way for 2021. Get this. The 2020 Elantra GT N Line with a starting MSRP of \$23,500, 201 hp, 30 mpg on hiway, and all options are standard.

A "hot-pocket-rocket" with unbelievable acceleration. I'll end by saying NO ONE PASSED ME ON HIGHWAY #15 In route to Las Vegas.

**See All-New Showcase Reviews on page 14**

### Driving the New Supra Changed My Mind



Chris Chung  
editor

When people ask "what is your dream car?" most respond with something like a Ferrari, Lamborghini, etc.. but for me, it has always been a Mark IV Toyota Supra. Consequently, I was one of the eager fans awaiting the release of the 5th Generation Supra. And subsequently, I was one of the many disappointed "purist, fanboys" that wrote it off after hearing that it would be BMW Z4 based with, wait for it... **only** an automatic transmission available. Nevertheless, when I had the opportunity to test drive the Supra, I jumped at it, and despite my "old soul" preferences for cars, I'm here now, to tell Tetsuya Tada (Chief Engineer of the Supra) that I was wrong.

**Design and Engineering:**

The aesthetics are something I've loved about the new Supra since it was a concept car. Its clean Ferrari-like lines give it a timeless look that should remain in style for many years to come. The lights have a unique shape to them, and the back-up light is centered like a F1 car's rain light. The rear-fenders are molded from one piece to give this vehicle the beautiful curves it has; but will cost a pretty penny to repair if you ever have a baseball hit them. Inside the car, everything is reminiscent of a BMW. The infotainment center,

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### Sally Visits Death Valley In Prius Prime



Sally Hanson  
travel editor

*Sally Hanson, Auto News feature writer for the past 30 years, continues her visits to National Parks in press vehicles to give readers a view of new automotive offerings as well as an insight to our beautiful National Parks. Sally is scholarship co-chair of the Northwest Automotive Press Association.*

by Sally Hanson

Visiting Death Valley National Park at the end of winter — just before stay at home orders went into effect due to the coronavirus pandemic — made the long-planned trip a bit eerie. Thank goodness the Toyota Prius Prime was along for the adventure.

Driving the Prius Prime Limited from Los Angeles to the western park entrance at Panamint Springs introduced me to the fantastic highway capabilities of the vehicle. The plug-in hybrid is powered by a 1.8-liter, 4-cylinder E-CVT. The electronic-continuously variable transmission uses electric motors/generators to control the speed of planetary gear set components allowing the E-CVT to continuously change the gear

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### M/B GLC 300 4Matic SUV "Test Drive"



Arv Voss  
feature writer

Blending style with versatility, the Mercedes-Benz GLC Class ranks as the German automaker's top selling SUV model, which consists of no less than eight different SUV versions including the GLA, GLB, GLC Coupe, GLE, GLE Coupe, GLS and the venerable G-Class SUV. The Coupe models are actually not coupes at all but are styled as such. The GLC lineup consists of several variations - the 300, 300 4MATIC, 350e 4MATIC, AMG GLC 43 and AMG GLC 65. We'll deal here with the 2020 Mercedes-Benz 300 4MATIC.

**OVERVIEW**

The GLC Class first appeared in 2016 advancing progressively through the 2020 model year. The 2020 Mercedes-Benz GLC 300 is a four-door, two-row five passenger SUV that has plenty of room behind the second row for personal gear or groceries. The fold flat second row is split 40/20/40 to provide a variety of cargo carrying possibilities.

continued on page 6

### Honda CRV Is A "Best Seller"



Scot McCallum  
"Green Car Guy"

The Honda CRV is considered by most to be the best small SUV's on the market today. The CRV has been a "best seller" for over a decade. The 190-hp 1.5 Liter Turbo generates more than enough power when loaded with gear. The CRV offers 36 cubic feet of cargo space with a suggested maximum load of 1,500 pounds and delivers an overall mpg rating of 28 miles.

I found the ride to be quiet and very comfortable. The CRV is available in 5 trim lines the EX, EX-L, HYBRID, LX and Touring. Two engine options include a 1.5-liter 4 Turbo and a 212-hp 2.0-liter 4 hybrid.

Android Auto and Apple CarPlay are available and CRV models range from \$20,050 to \$34,750. If your looking for a small SUV, I suggest you test drive the CRV at you local Honda dealer.



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### 2020 Volkswagen Jetta GLi Test Drive



David Schmidt  
feature writer

Volkswagen created the GLi in 1984 to take advantage of the popularity of the Golf GTi hatchback by offering the same performance enhancements in a sedan.

Now the sixth generation pushes the performance along, as its predecessors did, but add the benefits of modern safety capabilities as well as creature comforts.

For 2020 the Jetta GLi comes in two trim levels: S and Autobahn. It also gets the next-generation Car-Net telematics system and in-car Wi-Fi capability when you subscribe to a data plan. Autobahn models add standard wireless charging and an adaptive damping system for the suspension.

The difference in the driving experience between the base Jetta and the GLi is well worth the premium to the price. The base Jetta feels flaccid, with little power and rather imprecise road feel, which limits the car's cornering comfort.

The GLi upgrades this mostly by equipping it with the same

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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,

continued on page 25

### 2021 Ford F-150 Test Drive Review



Howard Elmer  
truck writer

Since 1948 the F-series pickup truck has been a constant in the Ford lineup; and what started as a post-war, work-only vehicle has over the last 70 years morphed into a do-everything-for-everybody phenomena - a vehicle that is now so important to Ford's bottom line that they wouldn't delay the new release - despite the pandemic restrictions. The virtual on-line release (hosted by actor Dennis Leary) was heavy on nostalgia, history and the iconic loyalty of F-150 buyers. But there was real meat in the marketing sandwich too. Have a look.

For 2021 the F-series is generationally updated - the first major update since the all-aluminum body intro in 2015. Here are the highlights on the new truck:

- A fully hybrid engine based on the 3.5L EcoBoost - now called the PowerBoost. Numbers have not been released but Ford is already claiming that they will have the most torque and horsepower of any half-ton along with at least 12,000 lb of towing capacity. Further they claim this engine will have a range

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### Buying A Car During Covid-19



Jordan Williams  
millennial writer

Hello everyone! I hope you are all staying well and safe. I recently read a few articles in the Wall Street journal and online in regard to buying a car online.

The article, How to buy a car without having to leave your house during the coronavirus pandemic, published on April 7th of this year, by Kathleen Elkins at CNBC, succinctly stated the reasons why now is a great time to buy a car online and how more and more dealerships are embracing this demographic of buyers, those who are buying nearly everything online.

Elkins began with "If you're in the market for a new car, it could be a good time to buy" because some automakers are offering 0% financing for up to seven years, in addition to deferred payments to help increase sales during the coronavirus pandemic. Karl Brauer, publisher for Autotrader and Kelley Blue Book was quoted as saying "Many of the deals right now are "unprecedented," says Karl Brauer, executive publisher for Autotrader and Kelley Blue

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### 1973 Dodge Challenger Rallye 340



Mark Smith  
classic cars writer

As youngsters, many of us have an experience with a vehicle that causes that particular object to become part of our subconscious, something that we can't forget and something that we become focused on attaining during our lifetime. Often this influence comes in the form of a movie car.

For Mike Roth, that movie was Vanishing Point - starring a 1970 Challenger. Says Roth "I saw the original Vanishing Point movie as a teenager in the late 70's and I knew that I must eventually have a Challenger!"

Roth searched locally in the pre-internet days, 1998 - he found the car listed in a local publication for sale and decided it was worth a look. The Dodge was rough but complete. Trashed interior, a history of local racing based on the long faded hand lettered drivers name ("Quick") on the door, and the normal rust that collectors find in these cars - the aftermarket sunroof being the primary culprit. None of that dissuaded Roth. This car was not being pressed into daily driver routine, it was

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# 1973 Dodge Challenger Rallye

## 340

by Mark Smith

continued from page 3

destined for greater things and despite the clear years of use and abuse the car was numbers matching. That said it was street driven and road tripped extensively for 5 years until it underwent a complete restoration.

For the non-Mopar readers out there - numbers matching is a big deal and especially with Chrysler family of products. Ma Mopar stamps her V8 engines on the pad at the lower passenger side of the block above the oil pan - 1969 and newer automatic transmissions are stamped on a raised pad on the passenger side front of the case. As of mid year 1969 and later engines only the last 8 digits of the V.I.N. were stamped on the engine and transmission. There are also several other places that have the vehicle's vin stamp: E bodies (Challenger and Barracuda/Cudas) will have it stamped on the driver's side cowl near the vent cover, 1969 and newer vehicles will have the V.I.N. stamped on the driver's side upper portion of the radiator core support and the door vin decal on the driver side door (opposite the tire inflation decal).

Today we see the results of all the toil and heartache that goes into the restoration of a dream car. This "Top Banana" yellow Dodge was equipped with a numbers matching 340 cubic inch engine, the original strobe stripes, stock suspension, Thermoquad carburetor, brakes and a fully restored stock interior. The car is 90% stock as it came from the factory all those years ago, Roth switched the car over to a manual TKO 5 speed during the restoration from the original 727 TorqueFlite, and added bluetooth to the stereo - all in the interest of making this Challenger a road tripping machine.

When asked about the process of restoring a classic car, Roth offers this advice: "Get as many recommendations for a shop as possible and go and see the shop's finished work. Even with solid recommendation your vehicle can fall into a limbo state as did my Challenger, for almost 4 years with minimal work and over \$2,000 in missing parts. Then an additional 2 years at another shop before the body work was completed. I was lucky, I did all the mechanical, I left the body work for the pros. It was just shy of 7 years from start to finish."

All this is water under the bridge all these enjoyable years later and with time the price of a restoration stings a little less as well, especially if you amortize the cost of the years of ownership - in this Dodge Challenger's case 22 years! It is worth it to save these fantastic vehicles, but get out there and put some miles under them and ignite that dream car desire in another generation.

## Fountain Valley Hydrogen Station Opens

*The Fountain Valley hydrogen station is open for business! The Fountain Valley True Zero station, located in Orange County, was developed by FirstElement Fuel. It will be open 24 hours a day and is located at 18480 Brookhurst Street, Fountain Valley, CA 92708.*

The Fountain Valley hydrogen station capacity is 1200 kilograms and has four fueling positions with a total of five nozzles (four H70 nozzles and one H35 nozzle). It is the first hydrogen station in California.

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Michelle Hale  
Asia correspondent

## Automakers Give Back During Covid-19

President Trump's refusal to wear a mask while touring a Ford facility in late May, and earlier berating Mary Bara on GM's plans to produce ventilators

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Harold Allen  
Texas feature writer

## 2020 Chevrolet Silverado 2500 Test Drive

This heavy-duty truck was completely redone for 2020 with greater capacities and a new look. It is longer, wider, and taller than the previous 2019 version.

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Gary Murphy  
LA feature writer

## Are We Headed On The Right Road?

I was fortunate enough to live my teenage years in Southern California during the 1950's. At 16 years of age, your car was a rite of passage and a key to per-

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# Environmental Issues



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## 2020 Genesis G-90 Luxury Sedan is "Top-of-the-Line"

The 2020 Genesis G90 Luxury Sedan has been redesigned with new interior and exterior features. With a MSRP of \$75,700, as tested, some refer to the G90 as the "Genesis Limo." The G90 rounds-out the Genesis lineup with the G70 Sport Sedan, and the G80 Standard Sedan. There are more models to come in the Genesis lineup as the automaker tries to compete in the over-crowded luxury segment. Genesis has a number of advantages over its competition including price, design, and performance. Consumer Reports agrees ranking the Genesis Brand number #2 behind Porsche in their recent 2020 SUMMER EXCLUSIVE TESTING & MEMBER SURVEY and ahead of Lexus #5, Audi #6, BMW #8, Lincoln #13, Infiniti #15, Mercedes/Benz #20, Volvo #22, Acura #24, Alfa Romeo #27, Jaguar #28 and Cadillac 29.

The Genesis G90 is powered with a 5.0 V-8 liter GDI engine producing 420 horsepower and mated with 8-speed automatic transmission with SHIFTRONIC & paddle shifters. Included are 16 ADVANCED SAFETY TECHNOLOGY features including Blind Spot Collision Advanced Assist and Lane Keep Assist as standard features. Also included as standard features are 30 Comfort & Convenience items including Apple CarPlay and Android auto. If your looking for luxury I suggest a Genesis G90 test drive.

## Fountain Valley Hydrogen Station Opens

continued from page 4

California serving passenger cars to have four fueling positions and the largest capacity to date. The next-largest station for passenger cars is the True Zero station in Oakland, with more than 800 kilograms. It opened in late 2019.

This station will be able to fuel three cars simultaneously, increasing the number of vehicles served in a shorter time. This and future stations like it will help meet the needs of the growing fuel cell passenger car market in the Orange County area and across California.

The station offers 100% renewable hydrogen. California requires that at least 33% of hydrogen fuel come from renewable sources. For stations that qualify for the Low Carbon Fuel Standard ZEV infrastructure credit, that amount increases to 40%.

To learn more about this and other stations in California, visit CaFCP's station map at <http://cafcf.org/stationmap>.

CaFCP has a mobile-friendly website, Station Operational Status System (SOSS), that shows station availability and provides other station information, including hours of operation, address, H2 station operator and developer, etc.: <http://m.cafcp.org>.

## Morgan Lucas, Son of Forrest and Charlotte Lucas, Appointed President of Lucas Oil Products, Inc.

Through his Hard Work and Dedication, Morgan has Earned Many Titles Throughout his Racing and Professional Career

Lucas Oil Products, the California-based distributor and manufacturer of motor oils and additives, announced today that Morgan Lucas, Senior Vice President of Lucas Oil Products and son of Forrest and Charlotte Lucas, will take over as the newly appointed President of Lucas Oil.

Morgan's career started with his professional racing debut in 2004 and he soon went on to establish his own race team, Morgan Lucas Racing where he won multiple event championships. It was there that he was able to gain first hand experience of the effects of lubricants in combustion engines.

Morgan Lucas wins the 2015 U.S. Nationals at Lucas Oil Raceway in Indianapolis, Indiana.

In his new position as President, Morgan will report directly to his



Morgan Lucas

father, CEO Forrest Lucas. "I could not be more proud of the professional Morgan has grown up to be. He has worked his way to the top of this company from the ground up and truly showed his potential to us since day one.

Teamwork and innovation is a priority at Lucas Oil, and Morgan understands that better than anyone. "Today, I am honored and humbled to assume the role of President of Lucas Oil Products.

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## Some Buyers Reject Technology

Two recent conversations with new car owners led to this story

One with a doctor at a car show who just bought a new BMW and another with a pilot I sat next to who was "dead-heading" back to LA from Seattle who had just bought a new Range Rover. Both loved their new vehicles, but both said "..... I will never buy another new vehicle." The reason "..... to much technology I never use and it takes to much time to understand." (500 to 600 page technology manual included in each vehicle)

Two questions I would ask automakers. 1- Is this a growing

trend? 2- Should Automakers do more research to determine if their buyers really want to connect with everything in their life while driving a car? The answer to the first question is YES. The answer to the second question is MAYBE.

Both answers could spell TROUBLE for the auto industry in the mid to long term. While I remove "safety technology" from these examples, do we really want to connect with everything and everyone in our life while driving, or like me I want to DISCONNECT from everyone and everything while driving. Time will tell.

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## AUTO NEWS® BYTES



### CALIFORNIA FUEL CELL PARTNERSHIP

Energy Storage & Hydrogen Infrastructure Funding Opportunities, in Addition to Hydrogen Infrastructure Progress Report

The California Energy Commission released two grant funding opportunities (GFOs) and one report that are important in the rollout of hydrogen fueling infrastructure and fuel cell electric passenger cars, and potentially key to the stimulus of renewable hydrogen production in California.

#### Energy Storage

The Energy Commission has noted that "while lithium-ion battery technology is a good short-term energy storage solution, the technology has safety concerns (thermal runaway) and long-term performance issues (limits on the number of cycles the technology can perform in a day or over its lifetime)."

GFO 19-306 will fund non-lithium ion technologies that can provide a minimum of 10 hours of energy storage. Hydrogen projects can potentially qualify for this funding opportunity.

Hydrogen is increasingly recognized for its ability to help balance the grid and provide long-term energy storage. Projects are already under way around the world, including one energy storage project in Utah that was announced last year.

#### Hydrogen Fueling Infrastructure

The Commission also released GFO 19-602, making available up to \$115.7 million in grant funds for hydrogen refueling infrastructure.

These funds come from Assembly Bill 8, signed into law in 2013. AB 8 directs funding for at least 100 hydrogen stations for passenger cars, among other programs and activities.

More than 40 retail stations are open and more than 20 are in development across California. This grant funding opportunity, coupled with the new zero-emission infrastructure credit in the Low Carbon Fuel Standard, will likely fund enough stations to surpass the 100-station milestone and advance the market in support of the state's goal of five million zero-emission vehicles by 2030.

Former Governor Brown called for 200 hydrogen stations by 2025 and CaFCP has called for 1,000 stations by 2030 serving upwards of 1,000,000 fuel cell cars, buses and trucks.

#### AB 8 Report – annual report on station development

Assembly Bill 8 requires the California Energy Commission and California Resources Board annually jointly review and report on the progress of the hydrogen-fueling network. The latest report identifies the need for more hydrogen stations to meet state goals.

The current report and previous reports can be also found on CaFCP's Resources database at <https://cafcf.org/resources>.



## 2021 Ford F-150 Test Drive Review by Howard Elmer

continued from page 3

of approximately 1,100 km on a single tank of gas.

- The look of the truck will still be instantly recognizable, but it has been massaged, particularly around the nose with new grille designs and a next-level look to the C-clamp headlights. The interior also benefits from new materials, colour choices and more storage.

- Tech upgrades include a new generation of SYNC (4) that expands the technology offered – including over-the-air updates.

- The tailgate has been the focus of “work-related” updates

– basically creating a usable work surface – something most of us have used tailgates for – well, forever.

- Pro Power Onboard is a generator that will push out enough power to run 28 average refrigerators says Ford. A by-product of the new hybrid engine setup this really is a leap forward in available jobsite (or recreational) electrical power.

So, for 2021 the F-series adds these innovations to the existing F-150 structure; including the fully boxed high-strength steel frame and the all-aluminum alloy body. With this new PowerBoost

engine Ford is now offering six different powertrains in the F-series dressed up in nine trim levels. Ford continues to offer the greatest combination of power and trim packages in the pickup market.

There has been (and continues to be) lot’s of talk about electric pickup trucks. These are definitely coming. But, in the meantime this new PowerBoost hybrid engine can be seen as a logical stepping stone towards that all-electric future. PowerBoost actually has more to do with the 10-speed SelectShift automatic transmis-

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2021 Ford F-150 with Trailer

## Mercedes-Benz GLC Is Brands Best Selling Model

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The GLC 300 comes two ways – with or without the 4MATIC 4WD system, which is a \$2,000 option. A power liftgate opens for access to the spacious cargo area, which also features storage beneath the floor.

Cargo capacity is from 19.4 cubic feet with seats up, to 56.5 cubic feet seats folded flat. Towing capacity is 3,500 Pounds.

### AS TESTED

My test vehicle was a 2020 model Mercedes-Benz GLC 300 4MATIC SUV that had its base price set at \$44,500. The exterior was finished in designo Cardinal Red metallic, while the interior was executed in designo quilted Platinum White pearl and black Nappa leather with a black fabric headliner. Trim accents were done in natural grain Black Ash and brushed aluminum. The final price tag came to \$64,605 after factoring in the special paint, extensive optional equipment and value added packages along with the destination and delivery fee.

### PROPULSION

Powering the 2020 Mercedes-Benz GLC 300 4MATIC is a longitudinally front mounted 2.0-liter, inline turbocharged 4-cylinder engine that produces 255 horsepower in a range from 5,800-6,100 rpm along with 273 pound feet of torque at 1,800-4,000 rpm. Energy is geared through a 9G-TRONIC 9-speed automatic transmission with steering wheel mounted paddle shifters, to all four wheels via Mercedes’ 4MATIC permanent AWD system.

### STYLING

The GLC’s exterior stands out in the world of cookie cutter designed market similarities, featuring a long wheelbase, short overhangs, a long hood and sleek profile. New front and rear styling includes all-LED lighting, sporty lower bodywork and chrome skid plate inserts. The clean, muscular lines and coupe-like side windows render it immediately recognizable as a modern Mercedes-Benz. There are new wheel options and low-profile roof rails; the redesigned GLC is an attractive SUV.

Moving inside, smooth flow and functionality are key, with the GLC’s cabin setting a class standard for style and craftsmanship in a highly competitive marketplace. The center console is topped by a wide new display with intuiti-

ve controls, a cascade of rich wood, and a sensuousness that continues throughout. Color and trim options, and fresh new technologies create an up to date environment effectively covering all the bases. The GLC 300’s spacious interior is more practical than a C-Class. The interior receives the latest MBUX infotainment system with redundant controls and a newly available 12.3-inch digital gauge cluster.

### COMFORT, CONVENIENCE AND CONNECTIVITY

The 2020 GLC-class interior features attractive materials, excellent build quality, and comfortable passenger amenities. Luxurious standard equipment includes dual-zone climate control and power-adjustable front seats with heated cushions. The GLC 300 can also be upgraded with leather seating surfaces, a head-up display, heated rear seats, ventilated front seats, and more.

Mercedes equips every 2020 GLC with a versatile infotainment system that features a variety of contemporary control inputs. The standard 10.25-inch touchscreen supports the company’s latest MBUX software that responds to voice commands. The system can also be operated by touch-sensitive controls on the steering wheel

or an intuitive center console touchpad. While Apple CarPlay and Android Auto capability is standard, an upgraded audio system and wireless charging are optional.

The Mercedes GLC also offers the latest driver assistance key safety features including: standard forward-collision warning and automated emergency braking, available lane-departure warning, lane-keeping assist and adaptive cruise control.

### PERFORMANCE

The non AMG-tuned Mercedes GLC 300 4MATIC may lack the maximum enjoyment and driving feel, but they do deliver a smooth and quiet ride with more horsepower than before and handling characteristics that approach a sporty level.

### IN CONCLUSION

The Mercedes-Benz GLC 300 4MATIC is an attractive and desirable SUV that provides luxurious accommodations with pleasing performance and a competitive warranty coverage compared with premium rivals. Limited warranty covers four years or 50,000 miles / Powertrain warranty covers four years or 50,000 miles. Unfortunately there’s no complimentary scheduled maintenance.

### SPECIFICATIONS

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## 2020 Volkswagen Jetta GLi Test Drive

continued from page 3

engine and brakes as the Golf GTi. That means under the hood is Volkswagen’s 2.0-liter turbocharged and direct-injection four-cylinder engine, which sends 228 hp. and 258 lb.-ft. of peak torque.

That’s 18 more horsepower and 51 lb.-ft. of torque more getting to the front wheels than the previous GLi model. Power gets to the road through either the base six-speed manual transmission or optional seven-speed dual-clutch transmission. The car has an EPA-rated fuel efficiency of 25 mpg in the city and 32 mpg on the highway.

Other performance upgrades include a limited-slip differential, Golf R brakes and progressive, variable-ratio steering. It also gets a MacPherson strut front suspension and multi-link independent rear suspension that’s specifically for GLi models. Touching the ground are special 18-in. aluminum-alloy wheels fitted with 225/45 R18 all-season tires.

There are also appearance changes to ensure folks looking your way realize you are driving the model’s performer. Naturally this starts with a more aggressive face. The front bumper gets a lower front spoiler and there is a larger air intake than the regular Jetta. The grille is filled with black honeycomb and a red accent stripe.

On the side there are lower side skirts to emphasize that the GLi suspension package lowers the car a bit more than half-an-inch lower. In back there’s a rear spoiler and a finned diffuser, again to point out the car’s status.

You also get a number of nice standard features. Outside there are LED lights in front and back. These lights are quickly becoming standard and do a good job. Some of the driving assists are Volkswagen’s Front Assist, a blind spot monitoring capability and rear traffic alert. Once you have used the standard keyless access you will discover the ambient lighting offers ten colors. There is also push-button start and stop as well as dual-zone climate control.

You can opt for other features such as Volkswagen’s Digital Cockpit, a panoramic sunroof, heated and ventilated front leather seats or even the BeatsAudio sound system. The sound system in the model I tested was quite good, especially for a compact sedan in the price category.

While I liked the look of the interior, it left me in no doubt that wasn’t an expensive car. The interior’s design lacked an elegance of, say, a similar-sized Audi. There was just a bit too much plastic, or at least too much plastic that looked and felt like plastic.

continued on page 7



# Mercedes-Benz of Lynnwood

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## Buying A Car Online During Covid-19 Crisis

continued from page 3

Book, saving buyers thousands of dollars over the course of their loan. Even though most dealerships are closed due to government guidelines, buying a car online, like buying almost anything now-a-days online, is a good option for those in the market.

Tips by Elkins were suggested to help facilitate the process: first, set a realistic budget considering your priorities: do you have a long commute/is fuel economy important to you? Do you carpool or need space for your client or clients? What are your must-have features? Remember that a car costs more than just a sticker price, there is insurance, gas, maintenance and repairs to keep in mind, too.

Second, begin researching online and price compare; keep a look out for deals.

There are cars that begin to make the best sense for you while pursuing your search, Elkins stated. Consider the incentives being offered by car manufacturer's, too. Ford and GM are offering deferred payments in addition to 0% financing, although, don't just buy a car you don't need because of great incentives. Stick with what you need in a car and then find the best incentives. Compare prices at different dealerships for that same model. Third, set up a test drive. There are virtual tours being offered by some dealerships as well as some offering to bring the car to you at no cost, in order for you to be able to test drive the car you are interested in. Last, negotiate the price. Kelley Blue

Book and Edmund's True Market Value pricing were suggested as offering fair car values.

A sample conversation was provided by Brauer: "I know the market value on this car is \$28,700. I'm talking to a few dealers. I'm willing to pay \$27,000," he said.

Brauer also reminded potential online buyers to "Make sure you fully understand the financing terms". Some dealerships provide online signing and payment opportunities, while others may have you physically sign some paperwork, according to state laws. But the car can be delivered to your home and paperwork can be completed when the dealer drops off the car.

Elkins and Brauer concluded that "Even before the COVID-19 pandemic, there were increasing capabilities to do digital online car buying". But like so many crisis situations, the pandemic accelerated a trend that was already in movement. "We've gone from having a small number of dealers that were adapting and embracing this capability to a much wider range of dealers who know it's their only option right now, so they're happily jumping on board with this trend." Millennials as well as other demographics now believe having to leave your house to go to a physical location to buy something is just inconvenient or unnecessary.

Brauer concluded, "with going to a dealership not even being an option for most people, it's really bringing home the reality of the advantages of being able to do everything through a digital process."

What do you think Millennials? Who has bought a car online—before or during the pandemic? How was it for you? Let me know! Email me at [globalautonews.com](mailto:globalautonews.com). See you next time!

## The World's Most Popular Supercars According to Instagram hashtags.....!

The world's favourite supercars (no. of Instagram hashtags)

1. Lamborghini Aventador, 3,597,431
2. Audi R8, 3,388,955
3. Lamborghini Huracan, 2,789,616

4. Ferrari 458, 1,684,744
5. Lamborghini Gallardo, 1,375,998
6. McLaren P1, 1,159,653
7. Honda NSX, 1,152,686
8. Ferrari LaFerrari, 1,141,428
9. Bugatti Veyron, 884,538
10. Bugatti Chiron, 806,034

The Lamborghini is a clear favourite amongst supercar fans, taking three of the top ten spots. Some rarer brands and models also come in the top ten, with LaFerrari having over 1 million tags and the two Bugatti models seeing way over 800k hashtags each.

## VW Jetta GLi Test Drive Review by David Schmidt

continued from page 6

The cars also wasn't particularly quiet, but most of that was caused by having the manual transmission and being driven by someone who doesn't try to emulate the shift patterns of an automatic. Speaking of which I found the shifting a bit vague. It was fine when driving hard, running the engine up in revs and shifting aggressively. But when driving sanely it seemed a bit sloppy. Not bad, actually, just ehh, if you know what I mean.

The motor is actually on the noisy side inside the cabin, but that was alright with me, since that motor is what defines this model. I was surprised how long it took me to get used to the power surge when the turbo came fully alive. Again, that's what makes the GLi worth having and something you adjust to quite quickly.

The car's suspension setup is better than you think it will be. Once pushed into a corner it hardens up nicely to keep everything copacetic. Perhaps the better way to say this is that the car doesn't ride like a hot hatch but can probably keep up through the twisties. Having said that, this isn't a car designed to upstage the GTi, or the other

tuned-up compacts out there.

The better way to define it is that this is a family four-door compact sedan which is practical, attractive but not announcing to the world that you've become a grown-up. It shows that your busy life requires probity but allows for spirited enjoyment.

The GLi comes in two models, and prices start at \$25,995 and run through \$29,995 for the top model. While there is nothing wrong with the standard Jetta, I would want the GTi. While the base Jetta has a starting price of

\$18,745, that's not the competition with which you should compare the GLi.

That price includes very little in the way of features, so it would seem to me the more realistic and meaningful comparison would be monthly costs and then whether the additional performance and features are worth having.

I would guess my vote is pretty clear.

If you have any questions, comments or ideas, please send them to [comment@AutoWritersInk.com](mailto:comment@AutoWritersInk.com).



VW Jetta GLi (photo David Schmidt)

# 66 THINGS TO SEE & DO ON



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## Automakers Step Up To Give Back During Unprecedented Challenges by Michelle Hale

continued from page 4

(while the company was moving fast to do just that) is emblematic of this administration's bumbling response to the pandemic, especially compared to markets in Asia that understood the risk, didn't politicize it and mobilized quickly based on experience of similar diseases.

Fortunately, the business community, and automotive sector in particular, has mobilized its procurement, manufacturing and logistics expertise to help health-care workers, employees, dealers and customers, in an unprecedented response to Covid-19.

From producing masks and ventilators, offering great deals and free service, distributing coloring books from design departments and educating customers on how to disinfect vehicles, automakers

are giving the world a master class in flexible manufacturing and customer service.

Here are a few things Hyundai and Toyota are doing:

### Hyundai Motor America

Hyundai Hope On Wheels donated **\$4.3 million** to 22 hospitals throughout the U.S. to support COVID-19 Drive-Thru Testing Centers and 65,000 COVID-19 RT-PCR tests developed by Seegene, a South Korea-based global leader in diagnostics. Testing centers supported by Hyundai have completed more than 200,000 tests.

Hyundai will make up to six months of payments for new owners who lose their jobs due to COVID-19 and have purchased or leased their vehicle between March 14 to May 17, 2020, through Hyundai Motor Finance. Through June 1 it's also offering 0% APR financing, deferring payments for 90 days at the customer's request, and extending warranties.

U.S. Hyundai owners with a 5-year / 60,000-mile new-vehicle limited warranty or a 10-year / 100,000-mile powertrain limited warranty that is expiring between March and June 2020 will have the warranty **coverage extended** to June 30, 2020.

Hyundai's **First Responders Program** now includes healthcare professionals and hospital employees (as defined by the U.S. Labor Bureau of Statistics), making them eligible to receive

\$500 off all-new Hyundai vehicles.

Hyundai dealers are also offering digital retailing and most will deliver new vehicles to customers' homes.

### Toyota Motor America

According to Toyota, giving back is embedded in the company's DNA. Its US dealers are working to help the communities in which they serve, including:

Offering Wi-Fi at some dealerships so families can get internet access from parking lots for online learning to help students keep up with assignments.

Sand Mountain Toyota (Albertville, Alabama) has given out 8,216 hamburgers and hot dogs and 500 Chick-fil-A chicken sandwiches to students.

Beaver Toyota of St. Augustine (St. Augustine, Florida) is offering free interior vehicle disinfecting services to the local sheriff's department, as well as free oil changes to first responders, medical professionals and school personnel.

Kinsel Toyota (Beaumont, Texas) is offering free grocery delivery for anyone age 65 or up. Customers just place an order at a local grocery store, then call the dealership. Grocery orders are dropped at the customer's door, free of charge.

These inspiring examples are but a few ways that automakers are giving back and demonstrating they truly are deeply woven into the fabrics of their communities.

## 2021 Ford F-150 Test Drive Review by Howard Elmer

continued from page 6

sion. It's 47-hp electric motor is integrated into the transmission where it adds torque as determined by the software that will also take towing into account. The power is stored in a 1.5-KW lithium-ion battery that is charged by the electric motor which captures energy while the truck is braking. The battery is packaged underneath the truck and does not intrude on normal interior spaces. This system does not take an outside charge – in fact, its function is to capture energy only while braking; this is energy normally wasted by a traditional gas powertrain. The standard engine is the 3.5L EcoBoost that has been in service now since 2011. It already offers fuel economy with high horsepower – so this addition of electric boost should go a long way to fulfilling Ford's claim of 600 miles - plus on a tank of gas. Of course, be aware, these claims are for an empty truck – putting a load on will tell another story.

The Pro Power Onboard system though is one of those innovations that we all knew was possible but no one was doing it. Granted a few 400-watt outlets have been available in various truck beds for a while – but that's not much juice. With a possible three versions, Pro Power will push out as much as 7.2-KW of power in 120

and 240V (or 20 and 30-AMPS respectively). These numbers are comparable to portable generators. This is significant; apart from working off the back of the truck, you could power your cabin with it.

The new look of the interior makes the F-series competitive with any of its competitors – once again. As for electronics the center piece is a new 12-inch screen that is now the heart of all the infotainment systems. Ford also likes to add some trick items to each update. This time around we have fold-flat front seats. This is more than just a full recline – the seat folds back and the bottom lifts up to form a flat bed. Go ahead tell your wife you no longer need a hotel room – you'll just sleep in the truck. The other innovation is a bit more practical – the shifter folds flat and the center armrest flips forward to form a large, hard-surface work station. That I like.

So, these are the highlights of the new F-150 packaged together as the first salvo in Ford's marketing campaign. You can count on more hype and info as we move through summer prior to the truck's arrival in fall. More stats, numbers and pricing will be released later. **See Photo on page 6**

## 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

### EUROPEAN UNION RELEASES HYDROGEN STRATEGY

Today, the European Union adopted strategies for energy system integration and hydrogen, paving the way "towards a more efficient and interconnected energy sector, driven by the twin goals of a cleaner planet and a stronger economy." In particular, the hydrogen strategy reflects the need and opportunity for countries and regions across the EU to collaborate on development and benefits from the expanding hydrogen economy. This coordinated approach will enable hydrogen integration activities to address needs and add value locally, while simultaneously creating a more resilient, durable and effective energy system—utilizing renewable hydrogen and electricity—across Europe.

This strategy is one of many produced by California's climate allies. The Hydrogen Council estimated in its "Path to Competitiveness" report earlier this year that 18 countries had produced road maps or strategy documents, including the United States. And more are expected to follow.

California has not been idle either. In 2018, CaFCP produced a vision for 2030, The California Fuel Cell Revolution, calling for 1,000 hydrogen stations serving upwards of 1,000,000 cars, buses and trucks. Like other strategy documents by our climate allies, it recognizes the need for continued partnership between government, industry, investors and others to achieve a self-sustaining market. Most recently, the California Energy Commission released a Roadmap for the Deployment and Buildout of Renewable Hydrogen Production Plants in California, produced by UC Irvine's Advanced Power and Research Program, which concludes that, with appropriate policy support, the renewable hydrogen sector can reach self-sustainability (price point at parity with conventional fuel on a fuel-economy adjusted basis) by the mid- to late 2020s.

The EU's hydrogen strategy, "A hydrogen strategy for a climate-neutral Europe," looks at how to scale up and support hydrogen production through investments, regulation, market creation and research and innovation.

The document identifies three phases to this transition. We have retained their exact words below to describe the phases.

- From 2020 to 2024, we will support the installation of at least 6 gigawatts of renewable hydrogen electrolyzers in the EU, and the production of up to one million tonnes of renewable hydrogen.
- From 2025 to 2030, hydrogen needs to become an intrinsic part of our integrated energy system, with at least 40 gigawatts of renewable hydrogen electrolyzers and the production of up to ten million tonnes of renewable hydrogen in the EU.
- From 2030 to 2050, renewable hydrogen technologies should reach maturity and be deployed at large scale across all hard-to-decarbonise sectors.

## Roush Performance Launches New 750 hp 2020 Stage 3 Mustang

*The all-new 2020 ROUSH Stage 3 Mustang is the most powerful Stage 3 produced to date and combines supercharged performance with track-tuned technology.*

ROUSH Performance has announced that its 2020 ROUSH Stage 3 Mustang, the top performing regular-production ROUSH Mustang in its stable, is now available for ordering. ROUSH developed new performance technology to give the Stage 3 a potent combination of power and performance. The new Phase 2 Supercharger boosts power output to 750 horsepower and the new, custom ROUSH-calibrated MagneRide® suspension gives this Mustang unsurpassed handling. The Stage 3 is available in the driver's choice of a 6-speed manual or 10-speed automatic transmission for maximum thrill.

The 2020 ROUSH Stage 3 Mustang produces 750 horsepower and 670 pound-feet of torque and can accelerate from 0-60 mph in 3.6 seconds. The new standard ROUSH-calibrated MagneRide® suspension is a highly responsive, yet comfortable active suspension system that easily transitions from daily driving to corner-carving at the track. Thanks to this increased power output and improved suspension, the 2020 ROUSH Stage 3 can accelerate through the 1/4-mile in 11.2 seconds and has a skid pad rating of 1.07 g.

The optimal ROUSH Active Exhaust System uses an elec-

continued on page 9

**Roush Performance Launches New 750 Horsepower 2020 Stage 3 Mustang continued from page 8**

tronically controlled valve to give the driver total control over the tone and volume of the Stage 3's exhaust note. The ROUSH-branded, console-mounted selector dial allows drivers to seamlessly toggle between Touring, Sport, Track, and Custom modes. For even more control, the Active Exhaust application for iOS gives the driver has the ability to create their own unique sound profile in custom mode.

The new, standard ROUSH Powertrain Cooling Package includes transmission and differential coolers that work in harmony with a larger low-temperature radiator and heat-extracting vents to decrease engine and driveline temperatures, allowing for more laps at the track. Up front, the optional upgraded Brembo brake pads and rotors provide greater stopping power to work in conjunction with the standard ROUSH 20-inch Flowform wheels wrapped in Ultra High-Performance Continental ExtremeContact™ Sport tires. The new, optional Podium Package includes an Active Aerodynamic Carbon Fiber Wing engineered to provide up to 2.5-times more downforce than the standard ROUSH decklid spoiler.

**2020 Chevrolet Silverado 2500 Test Drive Report continued from page 4**

The chrome grill looks huge when you look at it through your rear-view mirror. Most truck folks absolutely love it or absolutely hate it.

This truck has 20" chrome wheels, cab lights, huge trailer towing mirrors, LED fog lights, and a built-in step just ahead of the rear wheels to help load things in the bed. The hood has a large air scoop with the logos of Allison™ transmission and Duramax™.

Under the hood you'll find the a 6.6-liter Duramax™ diesel that is rated at 445-horses, and 910-pound feet of torque. New for 2020 is a 10-speed Allison™ automatic transmission for improved fuel

economy, although the EPA does not rate ¾ ton and up trucks.

If you're looking for a gas version there is a 6.6-liter engine with over 400-horses and 464-pound feet of torque. More than enough power to handle the 18,500 pounds capacity either gas or diesel.

This is the LTZ model with the Z71 off-road 4-wheel drive package. LTZ is next to the top-of-the-line High Country, and there are 3 trim levels under it.

Inside this truck are captain chairs in the front and a 60/40 rear bench that folds up from the bottom to reveal a cargo area.

All the controls in the dash are easy to understand and operate. The infotainment system is touchscreen and you operate audio, navigation, all the apps, Apple CarPlay, Android Auto, and **continued on page 19**



2020 Chev. Silverado 2500 (photo Harold Allen)



**Spring Mountain Welcomes the 8th Generation Corvette**

**Chevrolet offers subsidized Ron Fellows driving school to new Corvette owners**

Spring Mountain Motor Resort & Country Club and the Ron Fellows Performance Driving School will continue their long-standing partnership with Chevrolet as the "Official High-Performance Driving School" for the 8th generation Corvette Stingray!

Set to begin this April, the Ron Fellows Performance Driving School will be offering enhanced two-day programs featuring the all-new mid-engine Corvette. The iconic sports car marques all-new 495 horsepower mid-engine masterpiece has already been named 2020 MotorTrend Car of the Year and 2020 North American Car of the Year.

"We are thrilled to be able to continue our relationship with Chevrolet and Ron Fellows here at our world-class facility. There has been an incredible buzz around the 8th generation Corvette, and what better way to kick off 2020 and our twelfth year of the school, with the all-new mid-engine Corvette," said John Morris, CEO, and co-owner of Spring Mountain.

The new two-day program is designed to provide drivers of all experience levels with the skills and techniques to truly challenge

yourself and the all-new mid-engine Corvette Stingray. Through our precision detailed curriculum, you will become more knowledgeable and confident in the incredible capabilities of the 8th generation Corvette.

"Our entire team here at Spring Mountain are incredibly excited about the 8th generation Corvette and cannot wait to get the new Owners School program started. I know that everyone responsible for the day-to-day operations of our school are really looking forward to providing our outstanding service and a great overall experience showcasing the next-level engineering of the new mid-engine Corvette," said Ron Fellows, a charter member of Corvette Racing and co-founder of his school at Spring Mountain.

The 8th generation Corvette Owners School is an exclusive program subsidized by Chevrolet, providing first owners of a new and unused 2020 Corvette with a two-day school for only \$1,000. Tuition includes a one-night stay in one of Spring Mountain's luxury condominiums and clubhouse access along with breakfast and lunch prepared by Spring Mountain's onsite chef. It's an experience you won't want to miss! Call 800 391-6891 or view online at [www.CorvetteOwnersSchool.com](http://www.CorvetteOwnersSchool.com).

**INSIDE CHINA AUTO NEWS BYTES**

by Bill McCallum

**Messe Frankfurt defers two of its trade fairs in Vietnam: Automechanika Ho Chi Minh City and Secutech Vietnam**

As a result of flight restrictions impeding business travel to Vietnam, Messe Frankfurt New Era Business Media Ltd has announced the postponement of two of its trade fairs in the country. With a respective focus on automotive services and the safety and security industry, Automechanika Ho Chi Minh City and Secutech Vietnam, originally scheduled to take place concurrently at the Saigon Convention and Exhibition Centre this summer from 20 – 22 August, will be rescheduled to 2021.

Restrictions that came in to force in March to prevent the spread of COVID-19 continue to effect international travel to Vietnam. Logistical uncertainty has therefore hampered planning for the diverse international contingent of both events, with less than two months remaining before the trade fairs were scheduled to open.

"As a responsible trade fair organiser, we hold a commitment to our participants that extends beyond the fairground to also include safe and practical travel to the venue," explained Mr Stephan Buurma, Member of the Board of Management, Messe Frankfurt Group. "Given that this cannot be guaranteed, we have decided that deferring both events to 2021 is the logical course of action. Supporting government authorities, associations and industry players have shown great enthusiasm for both trade fairs to return stronger in 2021, when exhibitors will have more time to plan their travel arrangements, and the business circumstances will be more stable."

**Sector leading events for the Vietnamese market**

Sharing a common focus on technological innovations related to Industry 4.0, the IoT, and automation, Automechanika Ho Chi Minh City and Secutech Vietnam provide a gateway for both local and international suppliers to establish themselves in Vietnam.

At its previous edition, Automechanika Ho Chi Minh City welcomed 359 exhibitors from 18 countries and regions, as well as over 8,900 trade visitors from the automotive service industry. The fair has been gaining influence in the region since it was established in 2017 thanks to its extensive coverage of motorcycles, the commercial and passenger vehicle segments as well as automotive manufacturing and automation. The 2021 fair will take place from 30 June to 2 July at the Saigon Convention and Exhibition Centre.

Likewise, Secutech Vietnam, and its Fire & Safety event supported by the local fire authority, has been flourishing since its first edition in 2008, regularly achieving year on year growth in both exhibitor (2019: 380) and visitor figures (2019: 14,239). Shining a spotlight on IoT based security and smart building solutions, as well as fire safety equipment, the platform benefits from close ties with government departments and industry associations, helping it to attract a wide range of public and private sector stakeholders. In celebration of the 60th anniversary of the Vietnam Fire Department, the next edition will feature an expanded array of fire safety seminars and demonstrations. Further details will be announced in the coming weeks.



**Law Offices of Martin J.H. Duenhoelter**

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**Gerber Motorsport is now accepting serious inquiries for EV conversions for Porsche and other fine European and collector cars.**



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[www.gerbermotorsport.com](http://www.gerbermotorsport.com)

Call to schedule a consultation  
with Jay, our EV expert at  
206-352-6911

## Ugly EV's Be Gone. EV in Style with a Converted Classic by Gerber Motorsport!

**Story by Chris Chung, Editor**

With EV's (electric vehicles) hitting the market from seemingly every auto manufacturer, it's hard to not notice that almost all of them are styled in a very conspicuous manner that screams "EV!" at the top of its lungs. This never made sense to me, as in my opinion, a lot of people would love to have the savings of an EV while keeping a low-profile.

Gerber Motorsport in Seattle, WA has recognized that and have now added EV conversions for classic cars to their repertoire of services.

### About Gerber Motorsport:

Gerber Motorsport is a Seattle based premier Porsche and European car specialist. Originally founded in 1993 by Walter Gerber as a consulting firm for clients that needed professional racing and Porsche management services, Gerber Motorsport has evolved over the past 23 years to become one of the most trusted full-service European vehicle repair shops in the Pacific Northwest.

By 2016, Walter Gerber was looking to retire. Coincidentally Patrick Dobson, brother of Dominic Dobson was working at the shop as a mechanic. Dominic, a 7-Time Indy 500 and LeMans driver had previously raced for Walter under Bayside Racing; so naturally Walter couldn't think of any better successor than Dominic Dobson. The acquisition happened and Dobson Motorsport took ownership of Gerber Motorsport with Dominic now leading the shop.

### EV Conversions, Virtual Reality, and Gerber Motorsport in the 21st Century:

Since acquiring Gerber Motorsport, the Dobson brothers have taken the company to new heights. The shop has been remodeled, a partnership with VR Motion has

been established, but most notably, Gerber Motorsport has been certified to perform EV conversions and added this into their service mix. A move that keeps Gerber at the cutting edge of technology within the automotive realm and brings them the accolade of being the first shop in Seattle that is able to do these conversions.

When asked why Gerber made this move, Dominic Dobson gave insight into the industry:

"When you start looking around, there's a lot of older cars that have engines that have problems, or engines you can't get anymore and people are saying listen, we can't keep burning fossil fuels. We're seeing a lot of the young (race car) drivers that are coming up through the ranks, and they're now of the mind set that electric cars would be cool."

Points in which I agree with. Having worked on a couple classic cars myself, it can be daunting tracking down parts, and building an engine only to have it get 12 mpg with mediocre performance numbers. Through EV conversion, much of this headache can be avoided while also yielding better performance than the original powertrain coupled with lower maintenance costs.

**"People would be shocked at the performance gain" stated Dobson**

With EV's there is no oil changes to be dealt with, services, or leaks. The benefits of an all-electric powertrain seemingly just go on. From fuel and maintenance savings, to instant torque, EV's just make sense.

## Road Trip To Winthrop, Wash. In A 2020 Mazda CX-5 SUV

by Bill McCallum

CONSUMER REPORTS calls the 2020 Mazda CX-5 "..... one of the best small SUV's." I agree after a recent road trip around the Cascade Loop in Washington State. The 2.5 liter Turbo engine mated with eSKYACTIV-DRIVE 6 speed SPORT MODE AT gives you the "power-to-pass" with a full load of passengers and gear. The ride was very smooth and quiet with very little road noise.

Standard equipment includes

17 safety and security features including; blind spot monitoring, lane departure warning system, lane keep assist and rear cross traffic alert.

The 2020 Mazda CX-5 has a base price of \$24,350 and \$37,055 as tested. With 22 mpg city and 27 mpg highway, I would consider the 2020 Mazda CX-5 as a "value-based" purchase and deserves a "test-drive" at your local Mazda dealer if you are considering a new SUV this summer.



Mazda CX-5 with Rowland Family, Owners of the Winthrop Store (See Page 26)



# Doug's Auto Group

## Doug's Lynnwood Hyundai Dealership to be Completed This Fall



Doug's New Hyundai Dealership NE view



Doug's New Hyundai Dealership from walkway

**Now Available**

### 2020 Mazda MX5



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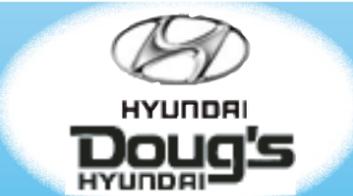


**Hyundai is now offering factory-scheduled free maintenance on new vehicles for three years or 36,000 miles.**

- Offering complimentary maintenance, specifically of this length, is unusual for non-luxury manufacturers.

- The maintenance will include oil changes, filter replacements, and tire rotations and starts with 2020 models purchased on February 1 or later.

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## From Around The U.S.



## Murphy Auto Group Helping the Community During COVID-19

For Michael Dennis Murphy @realmikemurphy, the leader of Murphy Auto Group, community is an integral part of the business. During the COVID-19 pandemic, the Murphy Auto Group dealerships stepped up and continues to give back to the community in numerous ways including providing sanitization service to first responders, distributing thousands of meals and masks, and eliminating medical debt in the CSRA.

Murphy Auto Group sourced GTECH Clean Complete Germ Protection as a sanitization option to kill 99.9% of bacteria and viruses, including coronavirus. Miracle Toyota in Haines City, FL invited the local police and fire departments to receive GTECH sanitization for their vehicles at no charge! Hundreds of cars were sanitized for the Haines City Fire Department, the Polk County Sheriff's Department, and medical professionals from Advent Hospital. Miracle Toyota also provided free oil changes for first responders during the month of April.

Murphy Auto Group partnered

with Feeding Tampa Bay and Golden Harvest Food Bank in the CSRA to donate and distribute 11,000 complete meals to CSRA and Polk County families in need.

Murphy Auto Group also donated 10,000 masks to the community in Haines City and the CSRA via VA Hospitals, churches, and local charities. Additionally, the dealerships gave away 4 masks per family during weekends in May.

Last but not least, Murphy Auto Group fulfilled its promise of paying off \$1.5 million in medical debt for more than 500 families in the CSRA through a partnership with RIP Medical Debt Relief, a nonprofit based in New York. Several local families in the CSRA will receive a letter from RIP Medical notifying them that through the Murphy Auto Group donations, \$1.5 million dollars of medical debt will be wiped out.

Murphy Auto Group is committed to the community now more than ever. In June, we are introducing the Community Relaunch Program to the CSRA. This program highlights local businesses on the Murphy Auto Group social media channels as they reopen in the market. As we reopen, we want to support our local businesses and community. We are stronger in this together.

## Mathews Hyundai Offers a First Responder Bonus Program for Front-Line Workers

### Purchasing or Leasing a Hyundai Vehicle

*First Responders can receive bonus cash towards their next Hyundai vehicle purchase at Mathews Hyundai*

Mathews Hyundai, a Hyundai dealership located in Marion, is offering the Hyundai First Responder Program. This means that first responders in the area can receive a \$500 bonus next time they buy or lease a new or used Hyundai vehicle from the dealership.

First responders that are eligible include police officers, sheriffs, correctional officers, state troopers, federal law enforcement officers, firefighters, EMTs, paramedics, 911 dispatchers, hospital employees and any healthcare professionals. To be eligible, first responders must choose a new or used Hyundai vehicle at Mathews Hyundai and must take delivery of the vehicle before January 4, 2021.

## Newport Car Museum Launches Video Series Reviewing Its Collection

While closed during the Coronavirus pandemic, the Newport Car Museum has launched its first in a series of videos reviewing its collection of over 75 cars. Episode 1 covers the 1959 Cadillac Series 62 Convertible, the perfect vehicle for social distancing.

The videos can be found on the Museum's Facebook and Instagram pages as well as on its YouTube and IGTV channels.

For YouTube version of video: <https://bit.ly/VideoEp1>

The Newport Car Museum features six galleries (Ford/Shelby, Corvettes, World Cars, Fin Cars, Mopars, American Muscle "Then & Now"), eight driving simulators, and a collection of Mid-Century

modern furniture integrated into spacious, inspiring surroundings. Cars are displayed on low-rise platforms with no barrier ropes; award-winning videos play in each gallery; and knowledgeable docents are always on hand to answer questions.

When reopened, the Museum will return to normal business hours: 10 a.m. to 5 p.m., Monday-Sunday. Regular admission: \$18/adults; \$15/Seniors, Military, Students; \$8/Ages 5-15 (with an adult); Free/Ages 4 and under (with an adult).

Tickets can be bought at the door or online: [www.newportcar-museum.org/](http://www.newportcar-museum.org/) 1947 West Main Rd. (Enter at Light), Portsmouth, R.I. 02871, 401-848-2277.



Newport Car Museum

# Curing Kids Cancer - Partners with Elite Racing's Marty Robertson

## Childhood cancer charity to be featured on the hood of NHRA racer

Curing Kids Cancer is excited to announce its new partnership with Elite Racing's NHRA racer Marty Robertson starting at the first race in Pomona, Calif.

Robertson is taking his in-

volvement with the nonprofit to the next level by driving the Curing Kids Cancer race car this year during the NHRA series. The Curing Kids Cancer car will debut at the Lucas Oil NHRA

Winternationals presented by ProtectTheHarvest.com.

"Marty will be raising much needed awareness for childhood cancer research by racing with Curing Kids Cancer as

the primary logo on his car," said charity Founder and President, Grainne Owen. "It is a real blessing for me to see this type of attention focused on the importance of pediatric cancer research," Robertson first became involved with Curing Kids Cancer in 2012 at Mecum Auctions after hearing Grainne speak on the importance of funding childhood cancer research. Curing Kids Cancer is also the charity of choice for Mecum Auctions, the world leader in live auctions of collector and classic cars, antique motorcycles, vintage tractors and Road Art memorabilia with events across the U.S. From there Robertson has continued to remain a key part of Curing Kids Cancer's success.

"My wife and I have always had a passion for children in need. We were so moved when we heard Grainne speak about her family's own battle with childhood cancer," said Marty Robertson, NHRA driver of the Curing Kids Cancer car. "There was just something about hearing Killian's story that got in my spirit. It moved me, and I know we needed to do more." The Robertson family did just that - more. They were excited by Grainne's passion, and her family's ability to turn a tragedy

into something beautiful. This encouraged them to think outside the box on how they could raise awareness about pediatric cancer research. That's when the Curing Kids Cancer car became an opportunity.

"Curing Kids Cancer is making a difference for families affected by childhood cancer. I am just happy that my family and I can be a part of that."

To watch Marty Robertson and the Curing Kids Cancer car at the first race of the season, tune into Fox Sports (FS1) on Sunday, Feb. 9 at 5:30 EST.

### About Curing Kids Cancer:

Grainne and Clay Owen founded Curing Kids Cancer, a 501(c)(3) devoted to funding cutting edge pediatric cancer therapies, after they lost their son, Killian, to leukemia in 2003 when he was nine years old. Since it was founded in 2005, Curing Kids Cancer has raised nearly \$16.5 million to fund new childhood cancer treatments and pediatric cancer research. For more information on how to help, please contact Curing Kids Cancer at 1-866-933-CURE (2873) or visit [curing-kidscancer.org](http://curing-kidscancer.org) to learn more.





The Toyota Prius Prime Limited heads out of Death Valley National Park after several days in the park.



The Toyota Prius Prime found an oasis in the desert — Ranch at Death Valley which sits near the lowest elevation in North America. The Ranch includes 224-guest units, three restaurants, a saloon, general store, Borax Museum, and an airstrip. Recreational activities feature a spring-fed swimming pool, golf course, tennis, and seasonal horseback riding.

# Sally Hanson Takes A Toyota Prius On Road Trip to Death Valley National Park

continued from page 2  
ratio, keeping the engine at an optimal rpm.

The 2020 Toyota Prius Prime is the plug-in hybrid member of the Prius family and is now a more attractive and traditional looking hatchback. Prime distinguishes itself with 25 miles of electric driving only range and EPA-estimated combined rating of 54 mpg. I exceeded the combined rating by two mpg. The mid-size sedan takes two hours to charge on a 240 volt connection and five hours on 120 volts.

As is normal in LA, I encountered plenty of stop and go traffic on the city highways and was pleased with the power the Prius exhibited along the way. The rain sensing intermittent windshield wipers came into play traveling the foothills out of LA. During occasional downpours the vehicle offered a quiet drive shielded from the weather and road noise was at a minimum.

Once in the park, winding roads climbed through the incredible mountain terrain as the sun began to set offering an impressive glimmering array of colors on the western slopes of the mountains. I was surprised by the elevation fluctuation making the way to the floor of Death Valley with an elevation of 10 feet before rising up to 4300 feet a few miles up the road. This was a continuously exciting drive complete with curves, dips, descents into canyons and then ascending back up the mountains. Prius Prime features a dual motor drive system that uses both motors to help propel the vehicle. This results in a boost in acceleration feel, improved efficiency, and the added benefit of EV mode at full

highway speeds. Handling on the curves was perfect and made an enjoyable ride and drive.

The quad LED headlights along with the accent lights and auto-dimming rear view mirror made nighttime driving easy. Another feature I really liked was the automatic high beam. A camera on the windshield aids nighttime driving by using the camera to detect headlights and taillights of preceding vehicles and switches automatically between low and high beams.

Death Valley is the largest national park in the contiguous United States with over 3.4 million acres. Badwater Basin at 282 feet below sea level is the lowest place in North America. Two to four thousand years ago the basin was the site of a 30-foot deep lake that evaporated and left a layer of salt. A briny pond — four times saltier than the ocean — appears in the winter and during the heat of the summer, it becomes a puddle. Visitors can stroll on a boardwalk through the expanse of nearly pure white table salt in Badwater Basin. Close by is Artist's Drive featuring rocks in pink, green, purple, brown and black hues. A geologic tour of one of Death Valley's most explosive volcanic periods, the one-way drive is nine miles of dipping and curving road that weaves through colorful rock formations. Artist's Palette is about half-way along the drive where sea green, lemon yellow, periwinkle blue and salmon pink mineral deposits appear across the background like dabs of paint from an artist's palette.

A little further up the Badwater Road is the Harmony Borax Works where almost three tons

of borax was produced daily in the 19th century. The miners used 20-mule teams to haul the borax 165 miles to the railroad town of Mojave. The remains of historic buildings and a mule cart are on the original site.

Two other viewpoints that I recommend are Zabriskie Point and Dante's View. Zabriskie Point offers a panoramic view of golden-brown mudstone hills marked with hills and gullies formed from times when water rushes down these bone-dry slopes. This location is also perfect for viewing sunrises and sunsets. Dante's view gives an overview of the basin and range topography. At more than 5,000 feet above the valley floor, you can see across most of the 110-mile-long Death Valley. Dante's View is the premier overlook in Death Valley because of the panoramic views that are waiting for you just steps from the parking lot. Below Dante's View is Badwater Basin the lowest point in North America and straight across the valley rises the highest point in the park, Telescope Peak at 11,049 feet.

From the low lands to the high mountain ranges and the interesting history and geology of the region, Death Valley is as awesome as the Toyota Prius Prime Limited is an energy efficient vehicle filled with well-thought-out features that make it an impressive touring sedan.





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## Global Auto News Launches YouTube Channel

Reflecting back on the last 30 years of Auto News; we've seen automotive news trends and industry changes. We've seen different content means come and go, along with automakers, manufacturers and the like as the industry ebbs and flows. We've seen the landscape of the auto industry change tremendously with updates in technology, changes in consumer behaviors; and today, we're adding a new way for you to get your Auto News! YouTube!

We will of course, still be releasing physical Auto News papers filled with new car reviews, and industry news to keep you up-to-date, through video though, we believe that we'll be able to create content that is engaging and easily viewable in today's "on-the-go" lifestyle.

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# What Road Are We On And Where Is It Heading?

by Gary Murphy

continued from page 4

sonal freedom. Surfing, the beach, drive-in movies, drive-in restaurants, country roads and cheap gasoline. The music told us what to expect and it was delivered. Hollywood was still in full tilt with movie stars and heart throbs. Disneyland opened amid orange groves and was a great place to take a date. It was "a golden era" and the "best of times".

What happened? A housing sprawl accommodated an overwhelming mixed throng of new residents for over 70 years. It was a tidal wave of people from other States and countries around the world. Los Angeles County had, and probably still has, more registered motor vehicles within its' borders than any other State in America, with the exception of California. This helped create the one or two hour commute time, each way, to work and home on a daily basis. Southern Californian's depend on their cars and trucks like a newborn child does on its mother. They were and still are our lifeblood.

Politically, on the West Coast, a war is on against the automobile. Many streets are being closed to most automobile traffic and street parking is vanishing as well. Some new high density buildings are being constructed with little or no tenant or guest parking. The trend is to live, work, eat, shop and play within a few square blocks. This way, walking or a bicycle will suffice. We are being force fed this change for our own good, even if it kills us. In sarcasm, bless our elected officials. Is this a play to dispose those of us over the age of 65 along with the automobile?

Here comes China's gift to the world, Coronavirus, and with a Government edict, much of the U.S. population is sentenced to virtual imprisonment for populace and self protection. I am not debating whether this action is correct or not; rather let's look at the repercussions, near and long term.

Unfortunately, many people will lose everything they have worked for, short of their lives, and never financially recover. Thousands of businesses will suffer the same consequences. To the unfortunate thousands of people who have lost their lives, our heart's go out to their families and friends, who will only be able to hold them in memory.

Many of the businesses, which are going to close, will be in the automotive industry. Even though this industry may be under attack in many ways, please help support those who have been decent and fair to you over the years. Let us help each other.

An American tradition has been to pull together and help our neighbors in difficult times. Reward people of good character

continued on page 20

## SHOWCASE REVIEWS

### CHEVROLET TRAVERSE PREMIER



The ALL-NEW 2020 Chevrolet Traverse is without a doubt one of, the best SUV's in their line-up. Big, beautiful, roomy, powerful, loaded with extras and priced right.

**BASE PRICE:** \$39,345  
**TYPE:** 4 dr. SUV  
**ENGINE:** 3.6 Liter V-6  
**TRANS:** 9 sp AT  
**HORSEPOWER:** 310 hp  
**MPG:** 27 mpg

### HONDA CIVIC HATCH SPORT TRG



The Honda Civic with 9 trim lines; EX, EX-L, EX-T, LX, Si, Sport, Sport Touring, Touring, Type R has been and will continue to be a "Top seller" in the Honda Line-up

**BASE PRICE:** \$28,850  
**TYPE:** 4 dr Hatchback  
**ENGINE:** 1.5 liter  
**TRANS:** CVT  
**HORSEPOWER:** 180 hp  
**MPG:** 35 mpg

### MITSUBISHI OUTLANDER SPORT



While Mitsubishi is light on their vehicle lineup they are very strong on their family of SUV's. The Outlander Sport is priced right with 20 safety and security features. A "must-see" when looking.

**BASE PRICE:** \$22,495  
**TYPE:** SUV (Sport)  
**ENGINE:** 2.4 liter  
**TRANS:** CVT  
**HORSEPOWER:** 168 hp  
**MPG:** 28 mpg

### LEXUS RX 450h F SPORT



Lexus continues to round-out it's lineup of luxury sport SUV models with the RX 450h F sport. This hybrid is in a class of it's own.

**BASE PRICE:** \$50,550  
**TYPE:** 4 dr. SUV  
**ENGINE:** 3.5 liter  
**TRANS:** CVT  
**HORSEPOWER:** 308 hp  
**MPG:** 28 mpg

### SUBARU ASCENT SUV



Subaru continues to add new and larger models to their line-up. This 3 row SUV with a turbo charged 4 cylinder engine comes in 4 trim lines with lots of extras

**BASE PRICE:** \$39,345  
**TYPE:** 3 ROW SUV  
**ENGINE:** 2.4 liter TURBO  
**TRANS:** CVT  
**HORSEPOWER:** 260 hp  
**MPG:** 26 mpg

### VOLVO XC 90 T8 E



Volvo is moving into the luxury class with this large 3-row SUV. With 8 trim lines including a plug-in hybrid Volvo has the product to compete with the best luxury SUV'S

**BASE PRICE:** \$67,500  
**TYPE:** SUV  
**ENGINE:** 2.0 Turbo Hybrid  
**TRANS:** 8 sp AT  
**HORSEPOWER:** 400 hp  
**MPG:** E-55 overall 27 mpg

\*\*\* all information on vehicles as tested

[autonewsonline.com/showcase-reviews](http://autonewsonline.com/showcase-reviews)

# Webasto Teams Up With Expedition Overland

Overland vehicles are built to venture far off the grid into places where self-sufficiency in any weather is key. When the Expedition Overland (XO) team needed a mission-critical solution for their winter journey to the Arctic Circle, a Webasto Air Top Evo 40 12V heater was the logical choice. Efficiently using diesel fuel, it produces the life saving heat needed when nights dip into sub-zero temperatures.

XO founders Clay and Rachelle Croft had a propane heater in their highly modified 2016 Toyota Tacoma. After testing, they determined a critical need for more heat output and efficiency for the March 1-April 1, 2020, Arctic expedition.

In the overlanding world, diesel heaters are rapidly gaining popularity. Team XO understood the importance of this critical piece of equipment and chose the proven reliability of the Webasto Air Top Evo 40. It features automatic altitude adjustment and low fuel consumption, producing 13,650 BTU/h of heat to the habitat. It was an important decision because the SOLO adventure team of Richard and Ashley Giordano would soon travel in the Team XO Tacoma to Tuktoyaktuk, on the shores of the Arctic Ocean in the Canadian

Northwest Territories. Deciding on using the proven technology of the genuine Webasto product ensured parts availability, a trained service network and warranty coverage would be available globally for this and future adventures.

Webasto understood the time constraints of the mission and the importance of proper installation. In February, 2020, it sent its team of technicians to the XO hanger in Bozeman, Montana, to assist in the installation.

“The Webasto Air Top Evo 40 is incredible,” said Clay Croft. “It worked its magic in a very harsh environment. We asked a lot from the heater and it met the challenge when it hit -20° F.” A video of the process is at bit.ly/WebastoOverland.

“We’re excited to be working with Expedition Overland on this project knowing that our product helped keep the Giordanos safe,” said Chip Raches, RV application manager, Webasto Thermo & Comfort North America. “Their productions showcase some of the most interesting corners of the planet with compelling storytelling.”

Founded in 2010 by Clay and Rachelle Croft, Expedition Over-



Richard and Ashley Giordano

See Dodge Story on Pages 3 & 4



1973 Dodge Challenger Rallye 340 (photo Mark Smith)

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

See Sally's Hyundai Sonata Story on page 18



Sally Hanson with Hyundai Sonata (photo Auto News)

See Chris Chung's Page 2 & Same Page Toyota Supra Story



Chris Chung with Supra (photo Auto News)

### Driving the New Supra Changed My Mind

continued from page 2

dashboard design, and switches are all BMW; however this gives the car a luxurious feel on the interior.

The engineering of the car though, is incredible. The Supra uses the infamous BMW B58 twin-turbo'd power plant putting out 335hp and 365 lb-ft of torque, combined with BMW front strut and rear multi link suspension. The Supra body is three inches wider and the doors are longer than the Toyota 86, making the Supra twice as stiff. This combination works perfectly inline to allow the Supra to lean into turns and explode out of them like a dog on fire.

**Driving Experience:**

With 335hp, the Supra doesn't look like anything outrageous on paper, I expected it to drive like my '07 335i coupe. However, the tuning of that motor, mated with the loathed 8-speed automatic is incredibly responsive and smooth. Touch the gas and you're able to go 0-60 in 3.8 seconds, stay on that gas and in the blink of an eye you'll be at 90 MPH+. The Supra never feels out of control though, the steel structure, low center of gravity, and 50/50 weight ratio gives the Supra a planted feel giving you a sense of security while traveling at high speeds.

All in all, as mentioned, I'm an "old soul" when it comes to car preferences; and have a tendency to prefer my cars with a key that you turn, a gearbox you shift, and few tech enhancements. The Supra however, has started to change my perspective. Do I think that this car would be enhanced by a manual option? Yes. But through the perfect harmony that is the driving experience you get while operating the new Supra, I've come to recognize and appreciate the different type of driving experience and joy that a vehicle packed with tech and delivered with the best of both German and Japanese engineering can bring.

  
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**Global Auto News Headquarters Under Construction in LA**



Global Auto News World Headquarters under construction in Hollywood Hills, Studio City, CA. Completion date estimated for Q4-2021

**See Hyundai “N-Line” Story on page 2**



Hyundai Elantra GT N-Line at Peggy Sue’s Historic Drive-In on Highway #15 enroute to Las Vegas

# Bill Pierre Ford: 73 Years of Serving Happy Customers

It was 1947 when Bill Pierre Senior opened the doors to his first dealership, Bill Pierre Ford. He set out with a simple philosophy; treat customers like you would treat your own family and the way you’d want to be treated yourself. Today, Pierre Auto Centers has expanded to 13 locations and now include Ford, LINCOLN, Chevrolet, Chrysler, Jeep, Dodge, Ram and Mitsubishi

new car franchises. Though we’ve grown beyond our humble beginnings, our courteous, professional staff still abides by our founder’s principles of always putting the customer first. Perhaps nothing exemplifies that commitment to providing the very best customer service than our four Ford President’s Awards, an award given only to the dealers that reach the

highest level of customer service, satisfaction and offer an overall exceptional experience. We are proud to have won this prestigious award again this year and look forward to continue being awarded one year after year.

While our dedication to offering the best car buying experience possible drives everything we do, we know car buyers also deserve to find exactly the vehicle

they want and then buy it at the best price possible. That’s why we always maintain the largest selection of new and used cars you’ll find in Washington. But it gets better: our Best Price Guarantee assures you you’ll drive home with confidence you paid the lowest price possible. Putting people in the perfect car at the perfect price is what keeps people coming back to Pierre for

all their transportation needs. For over three generations, Seattle residents have counted on Pierre Auto Centers for all their automotive needs including our extensive knowledge of performance vehicles. Mustang lovers in particular seek out Pierre for our extensive selection, knowledge and love of these legendary vehicles.



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## 2020 Roush F-150 5.11 Tactical Edition

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Appearance*



## Hyundai Sonata Visits Goose Ridge Winery

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

Leaving Western Washington heading to the Columbia Valley in Central Washington is always a great drive to get a feel for the capabilities of a new vehicle because the interstates offer winding roadways that ascend through mountain passes along with straight-aways that give the driver the opportunity to get better acquainted with the comfort features that are available in the vehicle. The all new 2020 Hyundai Sonata Limited produced an impressive drive over the Cas-

cade mountain range and through the incredible farming valleys to the Tri-Cities along the Columbia River.

With a longer wheelbase and lower stance than its predecessor, the exterior of Hyundai's mid-size sedan looks like a sports coupe from its seamless hood to its fastback rear design. LED headlights and taillights integrate with the chrome trim adding to the intriguing appearance of the sedan. During my drive of the Sonata, I visited one of my favorite wineries in Richland, Washington — Goose Ridge Estate Vineyard and Winery to pick up an order of wine at their convenient curbside window off their tasting room. When loading the wine into the trunk of the Sonata, I was amazed at the very adequate trunk capacity. The 16 cubic feet of cargo space is squared off to accommodate lots more wine than I purchased along with ample

luggage for a road trip.

Goose Ridge's tasting room was closed at the time of my visit because of the COVID 19 pandemic, but I have frequented their tasting room and beautiful grounds previously and can give you a glimpse of what awaits visitors to this winery when the crisis subsides. The winery and vineyards are located west of Badger Mountain with beautiful views toward Red Mountain from the relaxed seating on the front patio. Another patio behind the tasting room offers shaded seating with a grassy area to picnic or play. Beautiful vineyards surround the facility.

Beginning as a family farming business in Washington's Yakima Valley early in the twentieth century, the Monson family later began establishing vineyards in the hills around Richland and in 1998 created Goose Ridge Estate Vineyards and Winery. Today Goose Ridge owns and operates the largest contiguous estate vineyard in Washington State with more than 2,000 acres of estate grapes for its five company brands and dozens of other wineries. The family-run business continues with the vision established by M. L. Monson and his son, Arvid. The company is led and managed by his three children: Valerie and Washington State University Cougars Bill and Molly with their spouses Darci and Rob who are also Cougars.

Varietals offered at Goose Ridge include Chardonnay featuring refreshing flavors of delicious fruits, Pinot Gris, Sauvignon Blanc, Riesling, White Blends, Merlot, Syrah, Rose Cabernet and Red Blends. Outdoor essentials in cans under the Cascade Outfitters label are sparkling white and Rose. Goose Ridge's ciders are also a treat and are offered in several flavors including pomegranate, apple spiced pecan, pear and cherry.

Hyundai also offers a tremendous selection of options in their 2020 Sonata. Available in four trims — SE, SEL, SEL Plus, and Limited, the Sonata includes high-level features that deserve your attention. A trio of powertrains — 2.5-liter, turbocharged 1.6-liter and hybrid — are offered.

The Limited Sonata with a 180hp, 1.6-liter Turbo Gasoline Direct Injection four cylinder engine was the vehicle I tested. The smooth and quiet ride, spacious interior, and elegant fit and finish of the vehicle were impressive. Designed for comfort and convenience, the Sonata exceeded my expectations. Gas mileage was 36 mpg on the highway.

Hyundai's SmartSense advanced safety technology includes: Blind Spot Collision-Avoidance Assist, Rear Cross-Traffic Collision-Avoidance Assist, Forward Collision-Avoidance Assist with Pedestrian Detection, Parking Collision-Avoidance Assist-Rear, Surround View Monitor and Front and Rear Parking Sensors, Remote Parking Assist and Blind View Monitor, Lane Following Assist, Rear Occupant Alert, High Beam Assist, Driver Attention Warning, and Cruise Control with Stop and Go.

Goose Ridge Winery also has a history of innovation and recently shifted to making hand and surface sanitizer as a way to partner with the community during these difficult times. The sanitizer is available for curbside pickup or online.

The Hyundai Sonata and Goose Ridge Estate Vineyard and Winery pair nicely to provide a great looking vehicle and beautiful wines.



Meredith Bowman of Goose Ridge Estate Vineyard and Winery proudly shows off the selection of hand and surface sanitizer offered at the winery.

## Ten Years of Honoring Automotive Legends and We Hope To See You At Our Next Legends of Auto Gala . . . . . !



Top Row: Diane Fitzgerald (President, RPM Foundation for Lyn St. James), Ed Justice Jr., Corky Coker, Barry Meguiar  
Bottom Row: Beau Boeckmann, Dana Mecum, Rita and Rick Case, Steve Saleen, Ryan Falconer (photo by Joyce Chow)

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## “Jim Farley, Ford CEO Will Be Honored at the Next Auto News “Legends of Auto Gala” (See [www.legendsofauto.com](http://www.legendsofauto.com))

by Bill McCallum

I am pleased to announce that Jim Farley Ford COO will be honored at our next Legends of Auto Gala Event, SEE ([www.legendsofauto.com](http://www.legendsofauto.com)) I have known Jim for over 30 years and it is my opinion that he is the only auto executive in the world that can change the direction Ford has been heading during the last three years. That is if Ford’s Board of Directors let him do what needs to be done.

I met Jim in the 1990’s when he was the head of strategic planning for Toyota and was launching the Scion brand. He then was promoted to Group VP and GM of Lexus. In November of 2007 he was Alan Mullaly’s first hire and was put in charge of select global markets and part of Alan’s “turn-around” team.

In 2015 Jim was promoted to VP of Ford and President of Ford

of Europe and tasked with another “turn-around” project.

In his new role as COO Jim is in charge of Automotive Operations

in all of Ford’s Global Markets. Jim has an MBA from UCLA and we welcome him as a true LEGEND OF AUTO.



Jim Farley, Ford COO with his wife and daughter with his Concours Car at Concours d’Elegance 2019

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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!



### Morgan Lucas, Appointed President continued from page 5

This incredible opportunity is one that I do not take lightly and thanks to our amazing executive management team and all of our hard-working employees, I know our future is bright.

I have watched my father and mother work tirelessly and make countless sacrifices to take Lucas Oil from its modest beginnings to grow it into the thriving enterprise that it is today. The mission they have instilled has always been to exemplify hard work and integrity through the creation of high quality, problem-solving products with an unwavering commitment to customer satisfaction. Continuing their successful approach and being open-minded to new opportunities amidst the ever-changing marketplace, I am confident we will continue to grow as a company for many years to come,” said Morgan.

## 2020 Chevrolet Silverado 2500 Test Drive Report

continued from page 9

a Wi-Fi Hotspot. The infotainment system features voice recognition, a rear seat reminder, and a Bose™ Premium stereo system. There is a wireless phone charger, USB ports, a 12-volt power source, and a very handy 110-volt electrical outlet.

Rear seat passengers have air conditioning vents, a couple of cup holders, USB ports, a power outlet, and heated rear seats.

The LTZ package comes well equipped, but this truck has almost \$20,000 in options, half of that being the Duramax™ diesel.

This truck has the Premium package which gives you cooled front seats, forward collision alert, lane departure warning, power sliding rear window, park assist, blind spot monitoring, surround vision camera, a terrific heads-up display, and a power tailgate. You can lower the tailgate with the key fob, but you must push a button on the tailgate to raise it. Still, a power open and close aluminum tailgate is a very nice touch.

Chevy now offers new trailer towing mirrors that will extend out or fold in with the push of a button.

Inside the 6-foot 10” bed, there is a bedliner, bed lighting, a 120-volt power outlet for tools, it is

drilled for a 5<sup>th</sup>-wheel hitch, and one of the camera views will allow you to see the bed and any cargo back there.

With a camera that offers 15 different views you can see the front view, overhead view, at the rear bumper for hooking up, and a transparent trailer view. An optional camera can be mounted on the back of your trailer to be able to see behind you.

A new independent front suspension and a new frame for 2020. It is a very quiet cab and the diesel engine is very quiet also.

The interior is very bland but move up to the High Country and it will cost you an additional \$12,400.

Total MSRP as equipped is \$73,265 and that puts it in line with Ford and Ram offerings. The standard base price is \$53,300.00.

This new Chevy Heavy-Duty has a capacity of 18,500 pounds. The Duramax™ with the Allison™ transmission work very well together. One thing I would like to mention is if you opt for the gas engine and you can figure out the cost of the diesel option (\$9,890.00) you can buy a lot gas for a long time and travel lots of highway miles.

## 2020 Mercedes-Benz GLC 300 4MATIC Test Drive

Review by Arv Voss

continued from page 6

### 2020 Mercedes-Benz GLC 300 4MATIC

Base Price: \$44,500.  
Price as Tested: \$64,605.  
Engine Type and Size: 2.0-liter, inline turbocharged 4-cylinder with High Pressure Direct Injection.  
Horsepower (bhp): 255 @ 5,800-6,100 rpm  
Torque (ft./ lbs.): 273 @ 1,800-4,000 rpm  
Transmission: 9G-TRONIC 9-speed automatic with paddle shifters.  
Drive Train: Longitudinally mounted front engine / 4MATIC AWD.  
Suspension: Four Wheel Independent Front – Four link.

Rear – 5-arm multilink Brakes: Power-assisted four-wheel discs with ABS, BA and ESC, with adaptive braking technology.

Tires: Goodyear Eagle Sport 235/45 R20 105V front – 235/40 R20 108V rear mounted on 5-“Y” - spoke silver painted AMG alloy wheels.  
Wheelbase: 113.1 inches  
Length Overall: 183.3 inches  
Width: 74.4 inches – w/o mirrors – 82.4” with mirrors  
Height: 64.7 inches  
Curb Weight: 3,977 lbs.  
Turning Circle: 38.7 ft.  
Fuel Capacity: 17.4 gallons  
EPA Mileage Estimates: 21 mpg city / 28-mpg highway  
Drag Coefficient: Not listed  
0 – 60 mph: 6.1 seconds



2020 M/B GLC 300 (photo Arv Voss)

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TECHNOLOGY

What Road Are We On?

continued from page 14

with your support; people who just do the right thing and not because they have too.

Here is one example from a story in the Los Angeles Times newspaper. Nissani Hyundai in Culver City, California closed the doors on their franchise dealership unannounced and had all the customers vehicles in the service department towed to an off-site storage facility. Owners of these cars finally located them and were asked to pay large sums of money to regain possession of their same. When Jim Trainor of Hyundai Corporate became aware of this situation, he got all their vehicles released and taken to another Hyundai dealership for the proper work to be done. Any monies which these patrons were out, Jim Trainor made sure they were reimbursed in full. Jim Trainor is Director of Communications for Hyundai North America and a friend of this publication and its editor. Thank you for personally caring and taking immediate action to help these owners.

Recently, California Governor, Gavin Newson came to the aid of an automobile manufacture, but in China where the Covid-19 pandemic was spawn. BYD (Build Your Dreams) is the largest manufacture of electric cars in China. Their sales were off 42% with the Coronavirus and in need of cash infusion. BYD had never made a mask for personal use by the public but quickly converted one of their buildings to produce masks. Governor Newson gave BYD an order for over one billion dollars to make masks for California. Remember, a billion is one thousand times larger than a million. I would have assumed that somewhere in America, a company or companies would have welcomed this contract and put Americans to work. I guess "assumption" doesn't work when the principle stockholder of BYD is Warren Buffett, CEO of Berkshire Hathaway. Gavin Newson stated that "the purchasing power (of California) as a nation state". What?????

Where all of this is going, I have no idea. I fear we will be in this "kettle of fish" for some time with few answers or directions. Maybe we are part of some great experiment and don't need to know. Whatever it is, we are in it.

Stiffer Roadways Could Improve Truck Fuel Efficiency

*Study finds simple changes in road resurfacing practices could improve gas mileage for heavy vehicles and reduce greenhouse gas emissions.*

Every time you hear a deep rumble and feel your house shake when a big truck roars by, that's partly because the weight of heavy vehicles causes a slight deflection in the road surface under them. It's enough of a dip to make a difference to the trucks' overall fuel efficiency.

Now, a theoretical study by MIT researchers suggests that small changes in roadway paving practices could reduce that efficiency loss, potentially eliminating a half-percent of the total greenhouse gas emissions from the transportation sector, at little to no cost.

The findings are detailed in a paper in the journal Transportation Research Record, by MIT postdoc Hessam Azarijafari, research scientist Jeremy Gregory, and principal research scientist in the Materials Research Laboratory Randolph Kirchain. The study examined state-by-state data on climate conditions, road lengths, materials properties, and road

usage, and modeled different scenarios for pavement resurfacing practices.

They found that that one key to improving mileage efficiency is to make pavements that are stiffer, Kirchain explains. That reduces the amount of deflection, which reduces wear on the road but also reduces the slightly uphill motion the vehicle constantly has to make to rise out of its own depression in the road.

"When we as individuals walk on pavements, they seem like perfectly rigid things. They're not responding to us," he says. "But for trucks, that is not the case. There is enough of a deflection in that surface that some amount of energy is expended to overcome the little divot that you create as you drive along." He likens it to the difference between walking on a hard surface versus walking on sand, which takes more effort because you sink in with each step.

Looking to the future, Kirchain says that while projections show a slight decline in passenger car travel over coming decades, they show an increase in truck travel for freight delivery — the kind where pavement deflection could be a factor in overall efficiency.

There are several ways to make

roadways stiffer, the researchers say. One way is to add a very small amount of synthetic fibers or carbon nanotubes to the mix when laying asphalt. Just a tenth of a percent of the inexpensive material could dramatically improve its stiffness, they say. Another way of increasing rigidity is simply to adjust the grading of the different sizes of aggregate used in the mix, to allow for a denser overall mix with more rock and less binder.

"If there are high quality local materials available" to use in the asphalt or concrete mix, "we can use them to improve the stiffness, or we can just adjust the grading of the aggregates that we are using for these pavements," says Azarijafari. And adding different fibers is "very inexpensive compared to the total cost of the mixture, but it can change the stiffness properties of the mixture significantly."

Yet another way is to switch from asphalt pavement surfaces to concrete, which has a higher initial cost but is more durable, leading to equal or lower total lifecycle costs. Many road surfaces in northern U.S. states already use concrete, but asphalt is more prevalent in the south.



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Alan (left) Scale Racing Center owner hosts slot car competition at Legends Gala (See Story on Page 10)



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## A Tire For Every Ride: How To Choose The Right Tires For Your Vehicle This Summer With Nexen Tire . . . . . !

### Nexen Tire Helps Consumers Get Excited About Summer Road Trips Thanks to Tier-One Tire Solutions for Their Vehicle

In the wake of the summer heat and improvements to the nation's COVID-19 situation, some states are beginning to ease stay-at-home restrictions. That means millions of drivers plan to use this opportunity to embark on a well-deserved summer road trip and Nexen Tire wants to make sure everyone is planning accordingly and ensuring their tires are road-trip ready. Road hazards, blowouts, flats and slow leaks can quickly derail a road trip so doing a thorough tire inspection and ensuring proper tire inflation is paramount before hitting the road. If that inspection reveals that

tires are needed, Nexen Tire has a full lineup of high-performance, passenger, CUV/SUV/light truck and winter tires to meet everyone's needs.

Whether consumers prioritize comfort, handling or performance, Nexen Tire offers a variety of different tire solutions for virtually every type of vehicle on the road. Nexen Tire makes finding the right tires for your vehicle easy thanks to its online Tire Finder tool where vehicle owners can find different tire options by simply entering the year, make, model and style of their vehicle. Tire buyers also have the option to browse through the Tire Finder for tires based on the width, tire ratio and rim size. The results generated are based

on OEM specifications, and vehicle owners have the option to narrow down those results and find specific tires with key features important to them, such as braking, wear life, fuel efficiency and more.

For those interested in performance, comfort and luxury tires, Nexen recommends five of their most popular tire models:

- N'Fera SUR4G – Extreme ultra high-performance summer tire used for serious performance driving enthusiasts
- N'Fera SU1 – Ultra high-performance summer tire optimized for maximum cornering performance in dry- and wet-conditions
- N'Fera AU7 – Ultra high-performance all-season tire designed for sports cars, luxury coupes and performance sedans
- N'Priz AH8 – Grand Touring all-season tire designed for family sedans. N'Priz is also used as a variety of original equipment
- Roadian GTX – CUV/SUV all-season tire that offers excellent mileage and a comfortable ride

Since not all roads are paved, Nexen offers high-quality on- and off-road tires like the Roadian AT Pro RA8 and of course the Roadian MTX, the company's extreme off-road tire. For CUV/SUV drivers that count on versatility and dependability, the Roadian GTX is an excellent choice for virtually any crossover on the market today.

To help consumers get even more excited for summer, Nexen Tire has presented the #NexenAdventures sweepstakes through its social media channels. Nexen wants to hear everyone's favorite road trip memories.



## Yokohama Tire Earns Third Consecutive Subaru Supplier Award

For the third year-in-a-row, Yokohama Tire Corporation was recognized by Subaru of Indiana Automotive (SIA) with a supplier's award. The third consecutive award earned the tiremaker a spot in the prestigious Superior Excellent Performance category. Yokohama earned the award for its supply of the AVID® S34P (P225/40R18 88V) tires on the Impreza and AVID® GT S35 on the Legacy (P225/55R17 97V and 225/50R18 95V), and on the Outback (225/65R17 102H and 225/60R18 100H).

"Once again we are extremely honored to have Subaru recognize Yokohama as one of its top suppliers," said Andrew Zeisser, Yokohama's vice president of OEM sales. "It reinforces the long-term commitment we've shared with Subaru to provide world-class products and service."

According to SIA, the criteria for the Superior Excellent Performance award is being a recipient of the Excellent Performance Award for three and four consecutive years. The Excellent Performance Award honors suppliers for safety, quality, cost and delivery.

Both the AVID S34P and AVID GT S35 were developed by applying the basic design and materials technology used in Yokohama's BluEarth® global tire brand. The AVID S34P is an all-season passenger car tire that offers higher fuel efficiency while also providing superior drivability and safety. The all-season AVID GT S35 is a fuel-efficient grand touring tire with superior wet traction, dependable winter traction and a quiet, smooth ride.

### About Yokohama Tire Corporation

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



## Webasto Teams Up With Expedition Overland

continued from page 15

land is a team of adventurers who explore the most remote corners of the planet using purpose-built adventure vehicles. Their Overlanding series is available on Amazon Prime and YouTube. The company's website is [www.xoverland.com](http://www.xoverland.com).

Contact Webasto Thermo & Comfort North America, Inc. 15083 North Rd., Fenton, MI 48430. 800-215-7010. [www.webasto.com](http://www.webasto.com).

About Webasto: The Webasto Group is a global innovative systems partner to almost all automobile manufacturers and among the top 100 suppliers in this industry sector. The company's product portfolio comprises a broad range of roof and heating systems for every type of vehicle and all drive types as well as battery systems and charging solutions. Moreover, Webasto has a strong position in the aftermarket providing dealers and end customers with customized solutions and services relating to thermo management and electromobility. In 2019 the company generated sales of around 3.7 billion euros and had almost 14,000 employees at more than 50 locations (with over 30 of these being manufacturing plants). The headquarters of the company, founded 1901, is located in Stockdorf near Munich (Germany). For more information please visit [www.webasto-group.com](http://www.webasto-group.com) / [www.twitter.com/WebastoGroup](https://twitter.com/WebastoGroup).

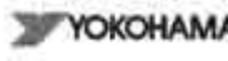


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doesn't have what your looking for in stock. AUTO 206 INC. has a working relationship with Arrows Automotive, Renton a full service automotive repair shop and AUTO 206 INC. offers bank and credit union financing.

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

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Biggs Eastside is truly the "dealer alternative." For more information, log onto [www.biggsrovers.com](http://www.biggsrovers.com) and look for the Biggs Eastside Automotive 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

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# The All-New Kia Seltos SUV Hits A Home-Run With Design



All-New Kia Seltos SUV (photo Auto News)

by Bill McCallum

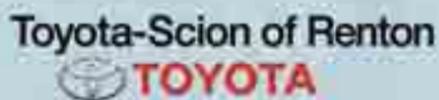
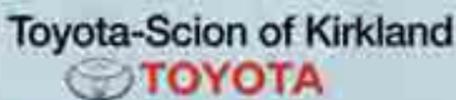
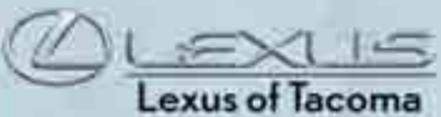
Kia has been “on-fire” with it’s new product launches these past few years. They (Kia) are coming off one of the most successful product launches in the history of the company with the all-new Telluride SUV. Sales have been strong and awards even stronger. The Telluride has captured a number of “ Best SUV of the Year” awards. And now we have the smaller KIA Seltos SUV in dealers across the U.S. selling very well since it’s introduction.

The Kia Seltos competes with Ford EcoSport, Honda HRV, Mazda CX-3 to name a few. With a price range from \$21,990 to

\$27,890 it’s a value based small SUV with two engine choices a 2.0 liter 4 cyl. 146 hp or a 175 hp turbocharged 4 cyl. mated with a 7-speed automatic dual clutch. Most auomakers know I put a lot of miles on my one week test drives as I call on new car dealers and check some of our print distribution retail outlets. During those travels a number of people said the all-new Kia Seltos SUV looks like “..... a baby Land Rover” While some of the KIA “design dudes” might be offended by that comment others might say “..... we hit a home run with our Seltos design.” You decide when you test drive the all-new KIA Seltos SUV.

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# Mecum Exceeds \$74 Million in Indy with a Triumphant Return to Live Auctions

## 33rd Annual Flagship Event Becomes Most Successful in Company History

Mecum Auctions held its most successful Indianapolis auction to date as the 33rd annual flagship event climbed to just more than \$74 million in overall sales. In all, the 2020 auction was host to 1,800 vehicles and more than 6,000 Road Art lots offered over nine auction days, July 10-18. The sprawling Indy lineup ultimately achieved an overall sell-through rate of 90% as the vehicles alone reached an exceptional 78% sold. Notably, 346 of the vehicles offered were sold to online-only bidders for a total of \$10.3 million.

Headlined by the offering of the John Atzbach Shelby collection, the 2020 Indy auction was not only a historic event for Mecum, but it also added to the history books for the Ford Mustang, as 5R002—the 1965 Shelby GT350R Prototype (Lot F140) from the Atzbach stables—became the world’s most valuable Mustang ever sold. Demanding a final sale price of \$3.85 million, the car exists as the first Shelby R-Model competition car built and the first Shelby Mustang to win a race, easily qualifying it as the most historically significant Shelby Mustang in the world; its record-setting sale in Indy marked yet another first place finish for The Ken Miles “Flying Mustang” as it eclipsed the world-record sale

price of the original McQueen “Bullitt” Mustang sold by Mecum just six months ago.

Following on the coattails of 5R002, Atzbach’s other Shelby vehicles made a strong showing in the top sellers list as well, claiming an additional four of the 10 top spots. At No. 3 was his 1966 Shelby GT350 Convertible (Lot F145) that brought \$1.1 million, and in seat No. 4, Atzbach’s 1964 Shelby 289 Independent Competition Cobra (Lot F143) that sold for \$990,000.

Ferrari was another common moniker to appear among top sales in Indy, with the auction’s No. 2 top seat occupied by a 1965 Ferrari 275 GTS (Lot S143) that sold for \$1.43 million, and seats No. 9 and 10 claimed by a 1971 Ferrari 365 GTB/4 Daytona (Lot S144) at \$715,000 and a 2011 Ferrari 599 GTO (Lot S117) at \$698,500.

“We put forth tremendous effort to follow, meet and exceed all of the safety protocols necessary to conduct a successful, full-scale live auction. Not only did we succeed, we raised the bar,” Mecum Director of Consignments Frank Mecum explained. “By enhancing both our on-site and live-online bidding processes, we were able to open so many new doors and allow everyone to participate in whichever way made the most sense for our customers. The results speak for themselves: the auction in Indy was the annual event’s best

outcome ever, and I think I can speak for everyone here at Mecum in saying that we are thrilled to be back with live auctions for our customers and fans alike.”

The complete top 10 collector-car sales at the Indy 2020 auction include:

1. 1965 Shelby GT350R Prototype (Lot F140) at \$3,850,000
2. 1965 Ferrari 275 GTS (Lot

S143) at \$1,430,000

3. 1966 Shelby GT350 Convertible (Lot F145) at \$1,100,000

4. 1964 Shelby 289

Independent Competition Cobra (Lot F143) at \$990,000

5. 2018 Ford GT (Lot S135) at \$946,000

6. 1965 Shelby GT350 Paxton Prototype (Lot F141) at \$880,000

7. 1966 Shelby GT350 Paxton

Fastback (Lot F142) at \$852,500

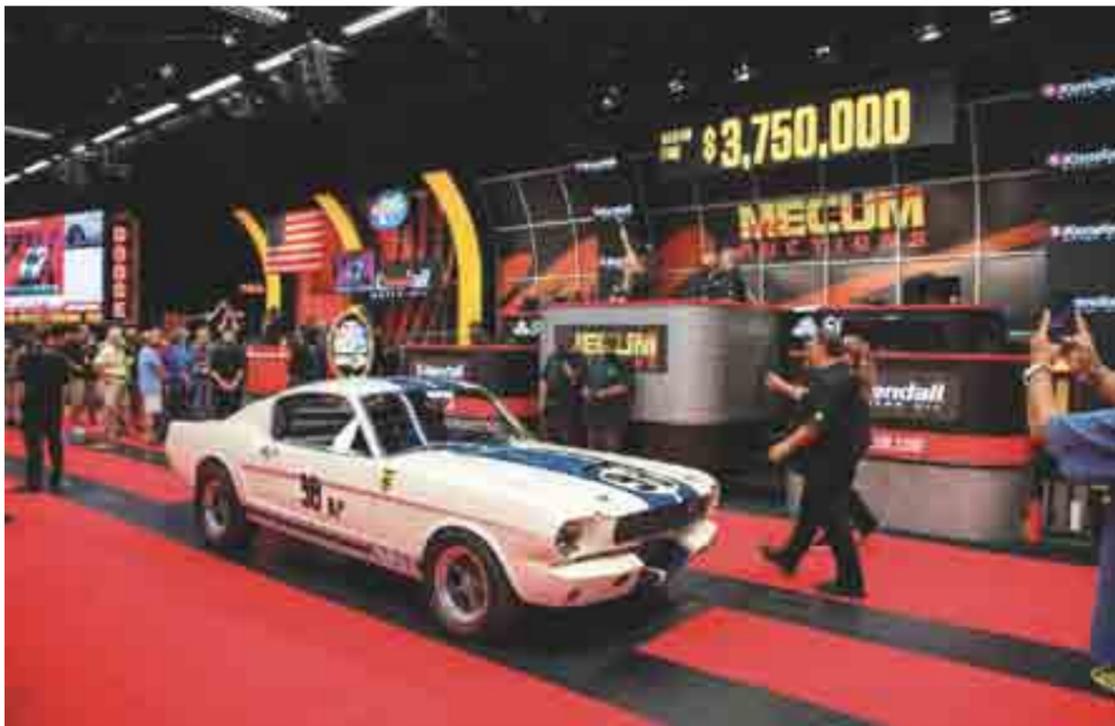
8. 1963 Rolls-Royce Silver Cloud III Drophead Coupe (Lot S114) at \$726,000

9. 1971 Ferrari 365 GTB/4

Daytona (Lot S144) at \$715,000

10. 2011 Ferrari 599 GTO (Lot S117) at \$698,500

Live Road Art and online-only items offered via Mecum On Time were once again an indispensable highlight of the event,



1965 Shelby GT350R Prototype sold for \$3,850,000

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Sep	13th	1st Annual Firebird & Camaro Show
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# Keith McCormick, Founder of McCormick's Palm Springs Collector Car Auctions Discusses How They Navigated Through The Covid-19 Crisis and Are Preparing For Their November 20<sup>th</sup>-22<sup>nd</sup> Auction

by Keith McCormick

As one of the longest running medium sized Classic Car Auction housed in California I would like to share our experiences in dealing with the pandemic. We are now in our 34th year of conducting two Classic Car Auctions in Palm Springs California. Our last live Auction conducted was at the end of February and I believe possibly was the last live event before all others were cancelled due to the business lock down of live events. We knew things were starting to slow down as this event was miss-

ing our overseas regular buyers from Europe. The weather at this event was Palm Springs sunny perfect as usual in February, the crowds were large, but there was a feel of uncertainty. We normally run a healthy sale rate of 70%, but this dropped to 57%. The Arizona sales were all off in January quite a percentage, so we thought we were adjusting too. We feel now we were the luckiest company in the world to edge out a profitable sale before the Country and World shut down. On March 16th we closed our showroom offices for

8 weeks, but not before paying all our sellers out of course. We did not Qualify for the governments Payroll Protection Plan but chose to pay our staff full wages during the closure.

In California the Governor and our City officials classed our business as "Essential" and we are allowed to re-open using all CDC guidelines. On Monday May 11th we re-opened to start work on our November 20/21/22 2020 Auction event.

The Palm Springs Convention Center where we hold our Auc-

tions has issued us our next two contracts to conduct these live events. We will be totally redesigning the tent layout to meet the safety health requirements of the CDC. The pent up desire from buyers and sellers to get back to the resemblance of normal is tremendous. The market will recover. The USA is well covered with some bright forward thinking leadership of Classic Car Auction companies that will take the bull by the horns and run with it as we will.



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