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2020 Honda Civic Si with Refreshed Styling Offers Performance Up Grades



2020 Honda Civic Si (photo Auto News)

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Volkswagen Looks To Increase SUV Market Share with Atlas SUV

by Bill McCallum

Volkswagen is making a statement with the introduction of the 2020 Atlas Cross Sport SEL Premium R-Line. As they say "their in it to win it," in the large 5 passenger SUV market. While the base price of my test drive Atlas was \$49,795 I tested a luxury 5 passenger SUV earlier in the year that was priced a little over \$100 K and I would rank both equally as far as design, quality, technology, and performance.

Available in 5 trim lines, S, SE, SEL, SEL Premium I tested the SEL R-line version. My test model

was powered with a 3.6 Liter V6 producing 276 horsepower but a 2.0 liter 4 turbo producing 235 horsepower is also available. An 8 speed automatic transmission is also standard with both engines.

Standard safety features include; Electronic Brake-pressure Distribution (EBD), Hydraulic Brake Assist (HBA), Electronic Stability Control (ESC Intelligence Crash Response System (ICRS) Automatic Post Collision Braking System and much more. I suggest you add the Volkswagen Atlas to your "must-see" list when considering your purchase of a new SUV.

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2020 VW Atlas Cross Sport R-Line

Rick Case, Mega Car Dealer and Auto News Legend Passes in September Story on page 15

by Bill McCallum

The 2020 Honda Civic Si high performance version has gone through a number of upgrades including,

- refreshed styling giving the Civic Si Coupe and Sedan an even more aggressive look.
- shorter final-drive ratio for more responsive acceleration
- standard Honda Sensing Suite of safety & driver assist technology

The exterior design of the Honda Civic Si 2DR HPT gives it the look that turns heads and cre-

ated a large number of "thumbs-up" during our test drive. In fact, the Honda Civic Si has moved into **FIRST PLACE** in the Auto News annual "thumbs-up" test drive contest.

Our test drive model was powered with a 205 hp 1.5Liter Direct Injection Turbo-Charged 4-cylinder engine mated with 6-speed manual transmission.

With a base MSRP of \$25,200 as tested and 30 MPG overall, the Honda Civic Si is in the price range of anyone with "a-need-for-speed."

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Pebble Beach Announces Plans for 2021 Concours d' Elegance & Legends of Auto Scheduled for August 12, 2021



Sandra Button, Pebble Beach Concour, Chair Person, Displays Charity Check (photo Sherman Chu/Pebble Beach Concours d'Elegance)

Are Hydrogen Fuel Cells the Best Answer?



Bill McCallum
publisher

When it comes to electric cars one might ask.... where is the electricity coming from to charge all the batteries used for transportation in the U.S.? The most common answer seems to be, the electric grid which will be converted to "Green Energy" in decades to come. Some scientists say that to convert our electric grid to "Green Energy" from fossil fuel will result in 40% of the land in the U.S. covered with windmills and solar panels. There is a better way... batteries used in transportation charged with Hydrogen Fuel Cells. This is a growing trend with automakers around the world.

Amazon bought a 20% stake in Plug Power a leading Global O.E.M. Hydrogen Fuel Cell supplier to the auto industry. Toyota, Honda & Hyundai and others are bringing electric cars to the CA market with Hydrogen Fuel Cells.

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WELCOME Dave Kunz to Team Auto News

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Saleen Mustang & F-150 Test Drive Review



Chris Chung
editor

Thanks to Bill Pierre Ford and Saleen, I was recently able to test drive two brand new Saleen vehicles! The Sporttruck XR, and the S302! This was the first time I've ever driven a Saleen vehicle, as well as the first time I've ever driven a vehicle with more than 700 HP and I would be lying if I said I wasn't intimidated by that number at first.

However, as soon as I got behind the wheel of them, I felt completely at home. The power band in both vehicles was incredibly smooth, traction was superb, and the driving experience from each of them was one of a kind in their own ways. A testament to the 30 years of vehicle tuning and racing experience that Steve Saleen and his team have put into their vehicles.

History of Saleen:

To fully understand, and appreciate Saleen vehicles, one must understand who they are. Established in 1983 by Steve Saleen, a former Formula Atlantic race car driver; Saleen has been world renowned for bringing race car performance to the streets. Through Steve Saleen's racing prowess and meticulous attention to detail Saleen has been manufacturing exclusive designs and engineering high performance vehicles for over 30 years.

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2020 Hyundai Sonata Test Drive Review



Sally Hanson
travel editor

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

by Sally Hanson

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

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2020 Buick Encore GX Essence Test Drive Review



Arv Voss
feature writer

Buick's all-new GX model lineup's purpose is to bolster Buick's position in what is possibly the most popular SUV vehicle segment in today's marketplace.

The 2020 Buick 4-door, 5-passenger, Encore GX is positioned between the smaller Encore and the larger Envision and Enclave models. It offers new standard safety technologies, and its style and functionality are indicative of Buick's direction in the industry. Nearly 90 percent of U.S. Buick sales come from SUVs. Trim levels include: the base Preferred Encore; the mid-range Select; and the top of the line Essence.

The Encore GX's standard safety and driver assistance features include: Front Pedestrian Braking, Automatic Emergency Braking, Forward Collision Alert and Lane Keep Assist with Lane Departure Warning. It also offers the Enclave's innovative Rear Camera Mirror, which provides a wide, less obstructed rear view

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Honda CRV Hybrid is A Top 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 Dodge Challenger GT Test Drive Review



David Schmidt
feature writer

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

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

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

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

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

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Your Pet and Covid-19



Lisa Delaney
special projects editor

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

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

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

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2021 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

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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.



Dave Kunz
LA feature writer

2021 Chevrolet Suburban Test Drive Review

Ask ten people to name a really big SUV, and at least eight of them will probably answer "Suburban." The nameplate has been synonymous with the

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Michelle Hale
global correspondent

Hyundai is Firing on All Cylinders

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

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Harold Allen
Texas feature writer

Sam Pack Ford A Texas Size Ford Dealer

Sam Pack has been in the automotive business for over 30 years. It is easy to understand how committed he is to his business; he started his career at Ford Motor

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Gary Murphy
feature writer

Ford Country and Mustang Sally's

Los Angeles County is the most populace area in California and has exhibited its problems with the Coronavirus. The City of Los Angeles, the County of Los Angeles,

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Environmental Issues



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Tom Denchel Ford, Prosser Serves Eastern Washington

by Bill McCallum

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

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

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

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

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



Tom Denchel Ford, Prosser, WA.

Dave Kunz Biography

After a lengthy career behind the scenes in television news, Dave Kunz became the automotive reporter at Los Angeles TV station ABC7 in February 2001. He is the only television broadcast journalist in Southern California reporting on automobiles specifically.

Covering the broad spectrum of the auto industry, Kunz has brought viewers all manner of new cars and trucks, as well as auto technology, lifestyle, and motorsports. As a long-time motorcycle rider and enthusiast, he has also done occasional stories from the world of two wheels.

While covering various automotive events, Kunz became friends with Art Gould, host of The Car Show on KPFC-FM in Los Angeles. Gould began asking Kunz to occasionally fill in when either he, or the show's long-time founding

host, John Retsek, had other commitments. When Retsek decided to retire in 2010, Gould asked Kunz to become permanent co-host of the show, which airs each Saturday. Sadly, Gould passed away in 2019, so Kunz was handed the reins of the popular radio show, which has been on continually since 1973.

Dave Kunz also lives the automotive life in his free time, including working countless car events as a master of ceremonies. And when he's not doing that, he can usually be found at other car gatherings, either showing off one of his own classic rides, or a new model from a manufacturer that hasn't quite hit showrooms yet.

Dave and his wife Suzanne live in suburban Los Angeles. He has promised Suzanne her dream car someday, a Nissan Figaro, as soon as the right one comes along!

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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 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://cafcp.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>.

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://cafcp.org/resources>.



2021 Ford F-150 Test Drive Review by Howard Elmer

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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 job site (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

2020 Buick Encore GX Essence Test Drive

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while parking and driving, and High Definition Surround Vision camera system.

The efficient performance of this small crossover SUV is paired with a purposefully designed cargo space that’s almost 5 cubic feet larger than the Encore and roughly 3 cubic feet smaller than the Envision.

Two different three-cylinder turbocharged powertrains are offered. A 1.2-liter is standard with a 1.3-liter optionally available. Gears are changed by a CVT in the FWD models, while the AWD versions come with a 9-speed automatic, and add \$2000 to the price.

My test 2020 Buick Encore was in GX Essence trim in the FWD configuration, powered by the transversely front mounted 1.3-liter, turbocharged inline three-cylinder engine with Direct injection. It produced 155 horsepower at 5,600 rpm along with 174 pound feet of torque at 1,600 rpm. Motive force was delivered to the front wheels via a Continuously Variable Transmission (CVT) with overdrive. It wore an exterior finish of White Frost Tricoat metallic, with the interior was done in Ebony tones. The base price was \$28,500., while the final sticker totaled \$34,065. after adding: the Tricoat paint; Convenience Package; Liftgate Package; Ecotec 1.3 turbo engine and destination charge.

The cabin of the Encore GX is quiet and features leather upholstery, heated seats, and more passenger space than the smaller Encore. The Encore GX’s front-passenger seat folds flat to aid in loading longer items, adequate interior room, and pleasant cabin surroundings. It is actually positioned between mainstream and luxury market vehicles.

The infotainment system comes with a nicely integrated touchscreen that comes standard with features such as Apple CarPlay, Android Auto, and a mobile Wi-Fi hotspot. The Encore GX employs GM’s latest infotainment software interface, which is quick to respond and intuitive to operate. A head-up display is an available option as is a high-definition 360-degree camera system.

For the coming year SiriusXM satellite radio and wireless connectivity for Apple CarPlay and Android Auto become standard features across the lineup, and adaptive cruise control will be

available on the Preferred model as part of the optional Safety package.

The National Highway Traffic Safety Administration has awarded the Encore GX a four-star safety rating. The Encore GX offers a rearview camera mirror and 360-degree camera system as optional fare, and key safety features include: Standard automated emergency braking with pedestrian detection; Standard lane-departure warning with lane-keeping assist; and available adaptive cruise control.

It provides a smooth ride and well-balanced and controlled body motions and according to EPA mileage estimates, it is capable of getting 30 mpg city and 32 mpg highway.

The 2020 Buick GX Essence FWD serves up an attractive and affordable package overall and will prove to be just the right size for many consumers with enough efficiency and versatility to fill the bill. It provides yet another choice in the compact crossover SUV marketplace.

The Encore GX offers more warranty coverage than many rivals, with a Limited warranty that covers 4 years or 50,000 miles; a Powertrain warranty covering 6 years or 70,000 miles; and complimentary maintenance is covered for the first visit.

SPECIFICATIONS:
2020 Buick Encore GX Essence FWD

Base Price: \$28,500.

Price as Tested: \$34,065.

Engine Type and Size: 1.3-liter, DOHC, 16-Valve turbocharged and inter cooled inline three-cylinder with Direct injection.

Horsepower(bhp): 155@5,600rpm

Torque (ft./lbs.): 174 @ 1,600 rpm

Transmission: Continuously

Variable (CVT) with overdrive.

Drive Train: Transversely front

mounted engine / FWD

Suspension:

Front - MacPherson strut.

Rear - Compound crank.

Brakes: Electric power assisted

four wheel Duralife discs with

brake drying, ABS and brake

life monitoring.

Tires: Hankook Kinergy GT

225/55 R18 98Y mounted on

5-“V”-spoke alloy wheels –

Machine Face with painted

inners.

Wheelbase: 102.2 inches

Length Overall: 171.4 inches

Width: 71.4 inches

Height: 64.1 inches

Curb Weight: 3,094 lbs.

Turning Circle: 36.8 ft.

Fuel Capacity: 13.2 gallons

EPA Mileage Estimates: 30

mpg city / 32-mpg highway

Drag Coefficient: Not listed.

0 - 60 mph: Not tested

Dodge Challenger GT Review

continued from page 3

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

But the breadth of the model offers more than that. Yes, the flagship stuffs more than 700 horses under its hood. Most of the models have a nice V-8 in varying degrees of performance. But there are also V-6-powered trim levels which allow for the delightful feeling of driving this throw-backish muscle car that is actually a rather sensible vehicle.

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

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

The interior and the dashboard

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

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

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

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

continued on page 7



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2020's Best & Worst States to Visit This Fall

With days getting shorter, leaves changing color, and plenty of safe and fun outdoor activities still to enjoy during the pandemic, Lawn-Starter today released its ranking of 2020's Best & Worst States to Visit This Fall.

To help Americans plan their autumn getaways this year, Lawn-Starter compared 47 states — excluding California, Oregon and Washington State due to recent wildfire events — across five key categories: Parks & Forests; Entertainment; Trails; Yard Size; and Natural Hazards. In total, we looked at 16 metrics, such as the proportion of the state covered in national and state parks; pumpkin patches; wineries; scenic drives; and hurricane risk.

You can find a list of our 2020 top fall destinations (and the ones to avoid) below, along with key takeaways.

Looking for a fun autumn getaway?

Book Your Trip to One of These States:

- 1 New York
- 2 Alaska
- 3 Michigan
- 4 Pennsylvania
- 5 Colorado

Stay Away from These States This Fall:

- 43 Florida
- 44 Idaho
- 45 Mississippi
- 46 South Carolina
- 47 Nevada

Key Takeaways:

- New York State of Mind: This state is far more than just the five boroughs of the Big Apple. Upstate New York is filled with beautiful mountains, pristine lakes, and

miles of parks and trails. But in a twist, New York is also our No. 1 destination for fall entertainment: no state has more apple orchards or corn mazes, making the Empire State an ideal place to live your best outdoor life this fall.

- Midwest Is Best: Half of the top 10 states are in the Midwestern U.S., all with notably top marks in the Entertainment and Natural Hazards categories. If you live in the middle of the country, try Michigan, Illinois or Ohio for calming walks in the woods or to perfect the smile on your carved pumpkin.

- Skip the South: Three out of the five bottom states are in the South, and they're all on the coast, meaning they're the biggest targets for less than ideal weather (a quick glance at the news will show you that fall is prime hurricane season). The other low performers are Idaho and Nevada — beautiful states but with less accessible outdoor activities and fewer fall entertainments like orchards, pumpkin patches and wineries.

The full study, including our rankings and analysis, are available here: <https://www.lawnstarter.com/blog/studies/best-worst-states-to-visit-in-fall/>

Saleen Vehicles

continued from page 16

Saleen vehicles. Saleen takes what is already a proven base and turns it into an absolute beast. If you're interested in a Saleen vehicle, make sure to contact Bill Pierre Ford in Lake City who features a large inventory of specialty vehicles.

Dodge Challenger GT Test Drive Review by David Schmidt

continued from page 6

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

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

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

the open road.

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

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

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

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



Dodge Challenger GT (photo David Schmidt)



McLaren 765LT on Display at Open Road Event (See page 2 Ad)

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Dave Kunz Hosts KPFK FM “The Car Show”, The Longest Running Radio Car Show in SoCal

The Car Show holds the record as the longest-running automotive program on electronic media in the United States. It first went on the air in early 1973 on KPFK-FM in Los Angeles, and has been on continually since then. The show has always run on Saturdays, and always on the same station.

Initially, the program was hosted by John Retsek, a long-time car enthusiast and the Art Director at Los Angeles PBS television station KCET. His first co-host was Jack Kirkpatrick, a mechanic with the California Highway Patrol. A few years into the show's run, Kirkpatrick was transferred to another part of the state, so longtime auto journalist Len Frank started joining Retsek in the booth each Saturday. With KPFK's strong over-the-air signal, *The Car Show* reached a large geographic area, and became a must-listen program each week to thousands of automotive enthusiasts, as well as those just wanting



to learn a little more about how cars tick.

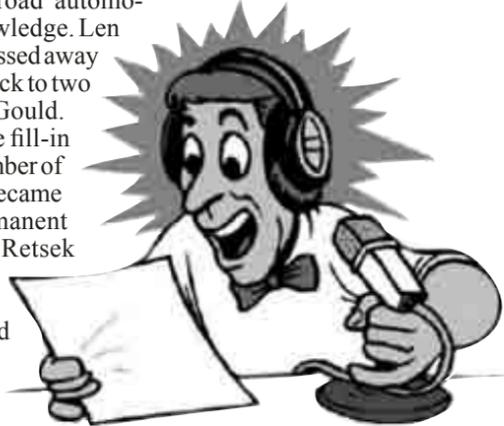
In the late 1980s, Len Frank convinced an acquaintance, Art Gould, to come on the show from time to time as a guest. After a long career at GM's Chevrolet Division, and then as General Manager of Cormier Chevrolet in Southern California, Gould was tapped for his expertise in retail car buying. When he retired from Cormier in 1990, he became the show's third host due to his broad automotive knowledge. Len Frank passed away

in 1996, so it was back to two hosts, Retsek and Gould.

After doing some fill-in co-hosting for a number of years, Dave Kunz became Gould's new permanent co-host in 2010. Retsek had decided to retire from both his KCET job and his beloved *The Car Show* at the same time.

Art Gould and Dave Kunz co-hosted together until late 2019, when Gould passed away after a brief illness. Mark Vaughn, long-time West Coast Editor at Autoweek, had filled in many times over the years. At Gould's request before his passing, Vaughn became Kunz's co-host.

Due to modern repeater technology, *The Car Show* can be heard over the FM airwaves from north of Santa Barbara, to the Northern Mojave Desert, to Eastern San Diego County. And of course, it can be streamed live anywhere in the world on KPFK's web site, www.kpfk.org



2021 Ford F-150 Test Drive Review by Howard Elmer

continued from page 6

sion. Its 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

ELKEM SELECTS SITE FOR POTENTIAL LARGE-SCALE BATTERY MATERIALS PLANT IN NORWAY

Elkem announces that it has selected Herøya Industrial Park as the site for a potential large-scale plant for battery graphite production in Norway. The project, named Northern Recharge, aims to supply the fast-growing battery industry through a competitive production process and make batteries greener with lower CO2 emissions.

Based on conclusions from the pilot, Elkem will evaluate the basis for competitive industrial production with its Northern Recharge project. The project has now selected Herøya Industrial Park, one of the biggest industrial parks in Norway, as the site for a potential large-scale plant.

"The production of battery materials represents one of Elkem's biggest growth opportunities. The demand for batteries is surging, as a result of the rapid growth of electrification in transport and increasing need for energy storage in a sustainable future. This requires new production capacity for battery materials, and we see significant opportunities for a specialised product with a green footprint," says CEO of Elkem, Michael Koenig.

Graphite is the leading anode material in lithium-ion battery cells and demand is expected to increase more than ten times from today's level to 2030. Elkem's Northern Recharge project aims to take a competitive position in this market, contribute to a strong European battery industry and build new Norwegian export industry based on renewable hydropower. "It is a pleasure to announce that we have selected Herøya Industrial Park as the site for our Northern Recharge project. This enables us to build a highly cost-effective plant with good access to renewable energy, potentially lowering CO2 emissions by 90 percent compared to alternatives based on fossil energy. We also secure close proximity to our pilot plant and internationally leading research environments within material technology," says vice president for Elkem Battery Materials, Stian Madshus.

Elkem will progress the project towards a planned final investment decision in 2021. A large-scale plant can potentially create new, green industry jobs in Norway as well as positive ripple effects. Elkem will invite industrial and financial partners to participate in the project.

A positive investment decision requires competitive public support mechanisms and supportive government policies. Elkem will present the Northern Recharge project in Oslo today at the launch of the report "Green electrical value chains as an export opportunity" chaired by Arvid Moss, president of The Confederation of Norwegian Enterprise (NHO).

"Elkem's Northern Recharge project demonstrates the vast potential we have in Norway to take key positions in the battery value chain. However, other countries are also positioning to attract green investments. For Norway to realise our potential, we need to see public-private partnerships, public support mechanisms and supportive policies developing with sufficient speed and scale, enabling us to win in this global competition," says Moss.

Rechargeable batteries are used in a wide range of applications, from consumer electronics to electric vehicles and battery storage power stations. Graphite, as anode material, typically represents around 10 percent of the battery weight. In addition to the supply of battery materials, Elkem is a supplier of advanced silicone solutions for battery packs, protection of electronics and cable protection.

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

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

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

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

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

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

Bundle policies. To save money on insurance, drivers can bundle their car insurance with other insurance policies such as homeowner's insurance, renter's insurance, boat insurance, life insurance
continued on page 19

Open Road (See page 2) & Bill Pierre Ford (See page 16) Sponsor Third Annual “Taste of Motorsports” Event in Portland, Oregon by Chris Chung

On August 30th, I had the opportunity to attend the 3rd Annual Taste of Motorsports event at Portland International Raceway in Oregon. A feat in itself considering the stay-in-place rules in effect in Portland due to COVID-19. In order to pull this off, Taste of Motorsports

organizers Tom and Stephanie Floyd had to craftily work with PIR Management to receive a variance to host the event. Because of this, for many of us it will likely be the only auto event that we get to attend in 2020, and I am very thankful that it was the Taste of Motorsports, the crown jewel of exotic car shows for the year!

The Taste of Motorsports event is an automotive enthusiasts dream. It is an all day event, featuring gourmet food, exotic car shows, networking opportunities, and the chance to get track time in brand new rare vehicles such as Shelby Mustangs, McLaren's, Lamborghini's, Ferrari's and more!

From my experience, the event was an amazing time. Bill Pierre Ford and Shelby American graciously allowed me to hang out with them for virtually the entire event (huge thank you!). I had the chance to ride along with Shelby American's VP of Operations and former Nascar driver Vince Laviolette! In addition to test rides in a plethora of other exotic cars. The food was an amazing spread of Hawaiian fare, and the people were friendly. It was truly an unforgettable event.

Big thank you again to Tom and Stephanie Floyd and the PIR Management team for working to make this event happen. It was everything a car enthusiast like myself would have wanted from an event and I hope I get to attend next year at the 4th Annual Taste of Motorsports!

Sam Pack Ford A Texas Size Ford Dealer

continued from page 4

credit and purchased his first dealership in 1980. Today Mr. Pack has four Ford dealerships, one Chevrolet, and one Subaru dealership in the DFW area. In addition to the dealerships, he has one of the largest parts departments in Texas. Mr. Pack also has a large collection of classic cars and they are warehoused at his Farmers Branch location next to his headquarters. Three buildings contain over 360 classic vehicles. Mr. Pack's contribution to the industry has been most influential with Ford dealers and Ford Motor Company and he has received many accolades over the years and has also been in Time magazine as a prestigious national award quality dealer of the year.

The Pack Automotive Group employs over 800 employees. His numerous contributions to charities and his community are extraordinarily strong. Attached is a photo of one of the buildings that contain part of his classic car collection. I have also included a photo of his latest new flagship dealership in Dallas Texas.

Harold Allen
Texas Automotive Writers Association (TAWA)
Motor Press Guild (MPG)
(See Photos on page 12)

Hyundai Sonata Review at Goose Ridge



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

continued from page 2

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.

INSIDE VIETNAM 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.

INSIDE MALAYSIA AUTO NEWS BYTES

by Bill McCallum

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

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

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

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

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

Sourcing for comprehensive business needs

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

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


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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 In OCTOBER

Mazda3 Redesigned for 2020

Mazda's popular Mazda3 model has been redesigned for 2020, The Mazda3 is available in a 4-door hatchback and a sedan with 4 trim lines, Base, Preferred, Premium, and Select. There is only one engine available for the Mazda3. The SKYACTIV 2.5 liter 4 cylinder producing 186 horsepower. A six speed manual or automatic transmission is available. Standard exterior features include LED running lights, head lights and tail lights. The Mazda3 is

value based getting 33 mpg on the hiway and a base price of \$21,500. (\$27,900 as tested) It's also loaded with 15 safety and security features including; anti-theft engine immobilizer, blind spot monitoring system, rear cross traffic alert, smart brake support, 24 hour road assistance, and much more.

The best selling Mazda3 deserves a look when you are looking for a fun to drive value based new vehicle.



Doug's New Hyundai Dealership from walkway

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Arriving This Fall

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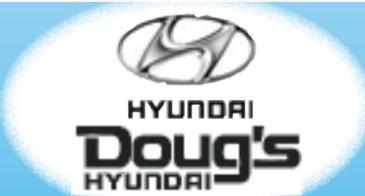


Hyundai is now offering factory-scheduled free maintenance on new vehicles for three years or 36,000 miles.

- 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.



Toyota of Puyallup Now Features Toyota SmartPath at its Puyallup, WA Location

With many Americans doing their research and ordering goods online, businesses have started providing additional services to improve the online buying process. For those in the Puyallup, WA area, Toyota of Puyallup has also done so by providing Toyota SmartPath to its website. This new feature will help enhance the online car buying experience for customers looking for a vehicle at the business.

When visiting the Toyota of Puyallup website, customers can begin the process by clicking into the dealership's current inventory. Upon finding a vehicle of interest, they can find additional details about the model and create an account through the SmartPath option to save any progress when looking at a specific model. In this way, customers can leave the site without losing progress and can return when they see fit.

With the Toyota SmartPath functionality, customers can also view specific pricing and begin the credit approval process. While looking

into a specific vehicle, it is possible to unlock the lowest price on the given vehicle. This will include any special offers or annual discounts unique to Toyota of Puyallup. On top of this feature, those wanting to trade-in their vehicle can calculate an estimated value of the trade-in for a better final estimate.

Lastly, those looking for financing options can also apply for credit and financing online to determine if they could be pre-approved for the desired price. Once estimation is complete, the process can be saved and submitted to a Toyota of Puyallup associate for review. The dealership can then contact the customer in a timely manner to discuss and finalize the process.

With the Toyota SmartPath option at Toyota of Puyallup, customers can research, receive an estimate and apply for financing on a vehicle directly from the dealership's inventory from the comfort of their own home. Those with any questions or concerns are welcomed to contact Toyota of Puyallup directly. They may be reached online at <https://www.toyotaofpuyallup.com/>, contacted by phone at 253-286-6000 or can be found in-person at 1400 River Road in Puyallup, WA.

Volkswagen's Northeast Region and its dealers donate Atlas models to technical and trade schools

- 10 vehicles will be donated throughout the northeast
- Donations will allow technical students to train on Volkswagen vehicles with VW ODIS software used to diagnose and update vehicles

As part of Volkswagen's Drive Bigger initiative, Volkswagen of America is announcing the Atlas donation initiative, which will donate a number of Atlas models throughout the United States. Volkswagen is joining with local dealers to donate vehicles to universities, colleges, technical and trade schools with automotive programs and will assist with developing future Volkswagen-trained technicians throughout the country.

"These vehicles will be essential in assisting the next generation of Volkswagen technicians to interact with and learn the latest technology continued on page 20

Kim DiBenedetto, Legends of Auto GALA Supporter, Expands her Carmel Realty Business

Kim and her team have earned an impeccable reputation for excellent representation of buyers and sellers across the Peninsula for over 20 years. The DiBenedetto Team is eager to combine their extensive network and extraordinary real estate skills with the powerful strategic marketing engine provided by Carmel Realty Company and sister brand Monterey Coast Realty. They will quickly become a fully integrated team collaborating with the over 80 extraordinary market-leading agents at Carmel Realty and Monterey Coast Realty.

Kim's sales success over the years speaks for itself. In addition to being one of the market's top performing agents, she is established as one of the more knowledgeable and engaged professionals in our business. She has served on over a dozen board positions including President of MCAR, as a Board of Director for MLS, is currently on the Board of Directors for CAR, and is a Federal Political Coordinator for NAR. Kim is now an active licensed Realtor at Carmel Realty Company.

Ryan White has been working on the DiBenedetto Team for over

5 years. He is a true professional leveraging his previous experience in sales and mortgage lending to drive better outcomes for their clients. Ryan will be continuing to collaborate with Kim in his role as a licensed Realtor at Monterey Coast Realty.

Anita Madison has also been a strong member of the DiBenedetto Team with over 15 years of Real Estate experience. She has an impressive local network having worked in the service industry on the Peninsula for many years. Anita will continue collaborating with the DiBenedetto Team as a licensed Realtor at Monterey Coast Realty.

Megan Vera serves as the Production Manager on the DiBenedetto Team ensuring that all activity is handled with precision and that communication flows to clients in a timely and accurate manner.

Carmel Realty and Monterey Coast Realty are honored to welcome this impressive team of professionals and look forward to many years of great success ahead.

(See page 24)

Sam Pack Ford - A Texas Size Dealer Group



Sam Pack's Texas Ford Dealership (See page 4 story)



The Sam Pack Car Collection (See page 4 story)

Win A 2020 C8 Mid-Engine Corvette

WIN A BRAND NEW 2020 C8 MID-ENGINE CORVETTE AND A 1962 CORVETTE ROADSTER!
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2020 CORVETTE C8 1962 CORVETTE ROADSTER

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2020 C8 Hardtop

- 6.2L LT2 high output V-8 engine
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- Z51 performance package
- Carbon-fiber package
- Five-spoke Black Trident aluminum wheels

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“2020 Toyota Avalon TRD Looks Like and Drives Like a High Powered Sports Car”

by Bill McCallum

The world of sedan sales in the U.S. is in transition. While some automakers are scrapping sedans with the comment “..... the market is declining and we are focusing on big SUV’s and trucks.” Others like Toyota with the Avalon are redesigning their models to give them a more sporty look with new features and a better value for the consumer.

The Toyota Avalon is an example of that strategy and WOW have they hit a “home-run” with the

2020 Avalon 4-DR TRD.

On a recent test drive I received a record number of thumbs-ups from onlookers. The 2020 Avalon TRD looks like and acts like a high powered sports car. Powered with 3.5L V6 producing 301 hp and mated with an 8 speed CVT. Entry level pricing starts at \$35,800 and get this...31 mpg on the highway.

The 2020 Toyota Avalon is available in 8 trim lines; Hybrid Limited, Hybrid XLE, Hybrid XSE, Limited, Touring, TRD, XLE and XSE.



2020 Toyota Avalon TRD (photo Auto News)

I suggest a “test drive” at your nearest Toyota dealer.

Toyota Continues To Increase Its Lineup

“2020 Toyota Corolla Hybrid Has Been Redesigned, As Was The Entire Lineup”

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

Apple CarPlay compatibility is standard. The Corolla Hybrid

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

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



Toyota Corolla Hybrid (photo Auto News)



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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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Ford Country Henderson Nevada

continued from page 4

les and the State of California all have put a lid on the lives of we who live and work in L.A. County. Then, like a right cross, we were and are hit with the wildfires that are burning out of control. Thick smoke, ash, soot, stench and the heartache of destruction has become the norm of the day for many Californians. Most everybody hopes for an end to this new normal and find an escape.

I also came to that point and decided to hit the open road for a change of scene. I have family that live in Henderson, Nevada and made that area my destination. It had been years since I drove towards Las Vegas from the LA area and Mother Earth didn't seem as desolate as I had remembered. The road was good, traffic was decent and the choking smoke was staying behind me.

Arriving in Henderson was a total and pleasant surprise. The cleanliness and order of everything; streets, buildings, walls, walks, landscaping, etc. The area is very inviting and has a feeling of "pride of being". Vehicles were newer and mostly clean like the surroundings.

I drove from one end of town to the other and ended up on Gibson Road; driving a short distance, I came upon Valley Auto Mall. Having been associated with Ford for many years, I decided to check out that dealership. The sign says "Ford Country and Mustang Sally's"; this dealership owns Mustang Sally's Diner at Ford Country. The dealership is a clean modern design of stainless steel and glass while the attached diner is of the same material but with a mid-century design and retro flavor.

I drove onto their lot and signs directed you to quick lube, service, Mustang Sally's and the sales area. The driveway, towards the new and pre-owned vehicles, passed in front of Mustang Sally's Diner with its designated parking. Moving forward, there is more than ample customer parking plus delivery spaces for sold units. All of this area is tastefully designed and landscaped, including grass mounds, concrete ramps, trees and shrubberies, where chosen vehicles may be displayed in a meticulous setting.

Mustang Sally's had a blue Shelby Mustang with white racing stripes opposite its front doors.

Upon entering the massive showroom - sales floor of the building, there was not a vehicle to be found inside. I spoke with a very polite salesman from West Africa and I stated that I just wanted to look around. He explained that the management decided to keep the display floor empty of vehicles so they could better clean the area; this was done for customer protection from Covid-19. It was spotless as was everything else at Ford Country; parts and accessories department, offices, sales area, windows and rest rooms. The new and pre-owned lots were equally clean as were the vehicles.

continued on page 20

SHOWCASE REVIEWS

HONDA INSITE TOURING



The Honda Insite based on the Civic Sedan delivers a top MPG rating of 48 mpg and is a "best buy" with \$22,930 for the base model

BASE PRICE: \$28,340 *
TYPE: Sedan
ENGINE: 1.5 Liter I-VTEC
TRANS: eCVT
HORSEPOWER: 151 hp
MPG: 48 mpg overall

HYUNDAI VENUE



The Hyundai Venue is one of the smallest SUV's on the market. It still has lots of room and many safety features included as standard

BASE PRICE: \$19,250 *
TYPE: Compact SUV
ENGINE: 1.6L DOHC 4 cyl.
TRANS: CVT
HORSEPOWER: 121 hp
MPG: 34 mpg highway

LEXUS ES 300h SEDAN



This luxury hybrid sedan has been a popular seller for Lexus. With an overall MPG rating of 44 mpg it's also easy on the pocket book to maintain

BASE PRICE: \$41,750 *
TYPE: Hybrid Sedan
ENGINE: 2.5L 4 cyl.
TRANS: ECCV
HORSEPOWER: 215 hp
MPG: 44 overall

TOYOTA TUNDRA TRD PRO



This is Toyota's "off-road" Jeep fighter. Also very popular with those looking for a fun to drive pickup. A top seller for Toyota

BASE PRICE: \$52,780 *
TYPE: Sport Truck
ENGINE: 5.7L I-FORCE V8
TRANS: AT w Sequential Shift
HORSEPOWER: 381 hp
MPG: 17 highway

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

* Pricing of models tested *** all information on vehicles as tested

autonewsonline.com/showcase-reviews

WOMEN in the AUTO WORLD **WOMEN IN THE AUTO WORLD** **WOMEN in the AUTO WORLD**

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

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

Monika Kalenski – MEK Magnet
 Chanterria McGilbra – Prancing Ponies
 Elena Cortesi – Ford Comm. Mgr.
 Muffy Bennett – Car Collector
 Jennifer Biggs – Repair Shop Owner

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

See Sally’s Hyundai Sonata Story on page 2 & 9



Sally Hanson with Hyundai Sonata (photo Auto News)



Chris Chung (left) with his brother Pat and Saleen Truck and Mustang (photo Auto News)

Chris Chung Test Drives Saleen F-150 & Mustang

continued from page 2

Although most commonly associated with the “Saleen Mustang”, Saleen manufactures a full line of high performance vehicles including the Saleen S1, 302, Sportruck, Sportruck XR, Tesla GTX, and Bronco!

The Saleen Sportruck XR:

The Sportruck XR was the first Saleen vehicle I test drove. Based on an F150 platform and featuring a high output version of Ford’s infamous 5.0L V8, the Sportruck XR pumps out 700 HP! To build this truck, Saleen collaborated with off-roading legend Greg Foutz with the mission to “build the ultimate off road truck”. To accomplish this, they added suspension upgrades such as a custom Fox Spindle, Racecraft control arms, and coil over shocks.

The exterior is enhanced with custom Saleen bumpers, grille, sidesteps, tailgate and power hood. Six-spoke alloy wheels are wrapped with General Tire Grabber X3 33’s that simply look amazing. Driving this beast felt like a “Raptor on steroids” as I felt that I could take on even the biggest off road challenges.

The Saleen 302:

After the Sportruck XR, I was eager to see what a Saleen car was like, and the 302 did not disappoint. The Mustang based 302 that I tested put out 740 hp and 610 ft-lb’s of torque. Push the start button and you can hear all 740 of those horses through the custom exhaust. The suspension upgrades performed astonishingly well, as the car handled like it was on rails, and the physics of the car made you feel like you were at the racetrack at all times.

All in all, I have to say that I was impressed by the aesthetic and driving experience of these continued on page 7

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2020 Honda CR-V Hybrid (See story on page 2)



Chevrolet Suburban (photo Dave Kunz)

2021 Chevrolet Suburban Test Drive Review by Dave Kunz

continued from page 4

category for decades, much of that time owning it outright. The large Chevy laid waste to the International Traveler all way back when unleaded gasoline was still a novelty, and has held its own to battle the Ford Expedition Max in a time when many cars are running on electricity.

But while the Suburban adapted to the modern era as sport utility vehicles became dominant in showrooms, it was time to fully

revitalize the largest Chevrolet offering. The biggest change – aside from fresh styling – is a switch to independent rear suspension. Its slightly stubbier Tahoe sibling gets the same chassis upgrade. But rest assured, the Suburban’s industrial-grade capability remains. Cargo volume is actually increased, and it can still hold up to eight adults. If you need to pull a trailer, hitch one right up, as big as 8400 pounds’ worth. The ‘Burb can get the job done, as always,

but with a much nicer ride in the process.

As buyers today have come to expect, there’s a dizzying array of electronic convenience and safety features either standard or optional. My test vehicle even had the available Rear Seat Media System, with enormous flat screens attached to the front seatbacks. And adaptive cruise control should make those long highway drives easier.

Engines are essentially carry-over, starting with the 5.3-liter

V8 making 355 horsepower and 383 lb-ft of torque. I’d describe its acceleration as “adequate,” and that was with only me on board. Standard on the High Country trim level is the stouter 6.2 liter (420 horsepower and 460 lb-ft), and Chevrolet will soon be bringing back diesel power for the Suburban, absent from the option sheet for many years. All engines mate to a 10-speed automatic transmission with an interesting new cluster of buttons that replaces the traditional

column shifter. And of course, you can it as 2WD or 4WD.

Modern times mean a modern window sticker. Base price for a 2021 2WD Suburban LT is \$56,500 (with LOTS of standard features), and my test vehicle, a 4WD Z71 model with various option packages, checked in at \$78,925. It’s not hard to pay north of \$80,000 for a new Suburban if you choose. Should that seem a bit shocking, have you priced a top-of-the-line full-size pickup lately?



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Ford Explorer “America’s All-Time Best Selling SUV”



Ford Explorer XLT (photo Ford Motor Co.)

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.



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3	• Haselwood Auto Group
4	• Mercedes/Lynnwood
5	• Newport Auto Group
11	• Doug’s Auto Group
13	• Marysville Toyota
15	• Pierre Auto Group
16	• Pierre Auto Group
25	• Galpin Auto Group
26	• O’Brien Auto Group

Jeri Drager Moves his Collector Car, Motorcycle, and Memorabilia business to 20,000 sq. ft. Burlington, WA Location

by Bill McCallum

Jeri Drager, a West Coast Icon, in the collecting and selling of motorcycles, cars, and trucks started working in the family business in 1959. Otto, Jeri's father and his wife started the family business in 1934 with a Harley Davidson store in Aberdeen, WA.

As the Harley Davidson business grew Otto moved his motorcycle business to Bremerton WA and then Seattle, WA. Jeri moved the business to Shoreline, WA. 20 years ago and added an automotive & motorcycle museum and an event center. This Spring Jeri moved the business North to Burlington, WA. to an all-new 20,000 sq. ft. facility (see photos) which is now open by appointment.

STORY TO BE CONTINUED IN OUR HOLIDAY ISSUE



Dragers featured display area

One of many Dragers displays



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feature vehicle's



1961 Chevrolet Impala SS 348 V-8 Bubble Top. DGC2963
This is a full frame off restoration. It's a beautiful car. The man I bought it from feels that it is a very early SS used as a promo car but he could not prove it. He bought it in 1990, hauled it home, and after 11 years finished the restoration. He tried to keep it factory correct. Even has bias ply tires. Power glide transmission. Power steering.

PRICE \$65,000



1954 Chevy 3100 Blue PU DGT3362. Front Clip. 305 V-8.
Power steering. Power front disc brakes. New turbo 350 automatic transmission. 10 bolt Chevy rear end. Chevy tilt steering column. The paint is very nice and a great color with ghost flames you almost don't see them. 17" Mag spoke wheels. The interior is in a cloth dark gray. Set up with Dolphin gauges. Electric wipers.

PRICE \$32,500





OEM & AFTERMARKET PARTS



Save Money On Car Insurance Rates

continued from page 8

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

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

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

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

usually the cheapest cars to insure.

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

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

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

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

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

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

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

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

2020 Chevrolet Silverado 2500 Test Drive Report

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 5th-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.



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

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

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

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

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

- Ideal for any application using low-viscosity engine oils
- Reduces drag
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- Safe to blend with other synthetic and non-synthetic oils

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



Advance Auto Parts Extends its Support of American Heart Assoc.® by Three Years to Raise Funds to Help Fight Heart Disease and Stroke

Customers invited to donate to AHA's "Life is Why We Give" campaign at more than 5,900 Advance Auto Parts and Independently Owned Carquest Locations.

Advance Auto Parts, Inc. (NYSE: AAP), a leading automotive aftermarket parts retailer, today announced a three-year extension of its support of the American Heart Association (AHA) and the kick off to its 2020

in-store fundraising campaign. From Sept. 1 through Oct. 15, customers at more than 5,900 Advance Auto Parts and independently owned Carquest stores in the U.S. and Puerto Rico are invited to donate \$1, \$5 or \$10 at checkout to support AHA's "Life is Why We Give" campaign and help in the fight against heart disease and stroke.

According to the AHA, heart disease is the leading cause of death among men and women in the U.S. In fact, someone dies from heart disease, stroke or another cardiovascular disease every 43 seconds. In addition, studies show people with high blood pressure, diabetes or obesity and those who have heart disease or have survived a stroke may be more vulnerable to serious complications from COVID-19. Funds raised through AHA's "Life is Why We Give" fundraising campaign help support innovative research and lifesaving tools and information needed to improve cardiovascular health for millions of Americans.

"The difference the American Heart Association makes in the lives of our customers, communities and Team Members is truly lifesaving, and the need to support its mission and research is at an all-time high, especially with the documented connection between COVID-19 and heart health," said Tom Greco, Chief Executive Officer of Advance Auto Parts. "Through our campaign, we can do our part to care for our communities by helping raise funds for important research, as well as CPR training and other programs designed to help all of us live healthier, longer lives."

Advance Auto Parts began its support of AHA in 2018. Last year, the company raised over \$1 million dollars for AHA, more than any other participating company in the nation.

"We are incredibly grateful to the Advance Auto Parts team for investing in community health and lifesaving research, especially for people who are managing chronic conditions like heart disease to reduce complications that can occur from COVID-19," said Nancy Brown, Chief Executive Officer of the American Heart Association. "During times of crisis and uncertainty, people and communities are counting on the AHA more than ever as they are focused on prevention and taking care of their overall health and well-being. This partnership with Advance's customers and Team Members helps to achieve that."

About Advance Auto Parts
Advance Auto Parts, Inc., is a leading automotive aftermarket parts provider that serves both professional installer and do-it-yourself customers. As of April 18, 2020, Advance operated 4,843 stores and 168 Worldpac branches in the United States, Canada, Puerto Rico and the U.S. Virgin Islands. The Company also serves 1,258 independently owned Carquest branded stores across these locations in addition to Mexico, the Bahamas, Turks and Caicos and British Virgin Islands. Additional information about Advance, including employment opportunities, customer services and online shopping for parts, accessories, and other offerings can be found at www.AdvanceAutoParts.com.

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TECHNOLOGY

Gary Murphy, Auto News Writer Travels to Henderson, Nevada To Interview Ford Country Management

continued from page 14

I was introduced to Jose Torres, the BDC Director at Ford Country. He took me under his wing and answered my questions while giving me a rundown on the dealership. He stated, they usually have close to 1,000 vehicles in stock but were down to about 300 units because manufacture production was slow.

Jose was pressed with duties and insisted that I eat at Mustang Sally's Diner, as his guest, while he took care of pressing business. WOW! What a fun treat. The exterior retro is carried through even more to the interior, vintage 1950's; black and white checkerboard tile floor, stainless steel trim, smaller checkerboard tiles on the walls with red tile accents, red booths along the walls with vintage style upholsteries and table surfaces along with four vintage style tables matched with chrome chairs in the open floor

area. 1950's and 1960's music is in constant play. A fun place that is open from 8:00 am to 3:00 pm with breakfast and lunch served all day. The menu is surprisingly extensive and varied with ingredients being of high quality and freshness. I had Classic Grilled Chicken Caesar Salad that was one of the better that I have eaten; great coffee too. I watched people come and go. Moms with their kids to get a milkshake. People of all ages enjoying the moment. Teenagers enjoying themselves with food and laughter. Several services picked up food to deliver to absent patrons.

I thanked Jose for his hospitality when he was able to break away from his duties. He introduced me to Brad Cambridge, who is the General Manager of Ford Country. We spent a good amount of time in Brad's office and our conversation was very enjoyable and informative. I wish to say, the employees at Ford Country and Mustang

Sally's are so fortunate to have Bradley Cambridge as their boss and I hope they appreciate him. His style of leadership flows throughout this whole facility and can be positively felt and experienced by both employees and customers.

The store motto is "Everything We Do Is Driven By You".

Ford Country listens to what their customers have to say and eliminate the negative or lacking which was felt or pointed out. This dealership is dedicated to pleasing customers and have them become repeat business. Many Ford stores have a poor reputation with their customers but not this one.

If you are ever in the Las Vegas / Henderson area of Nevada and need a vehicle, service, repair or just a good meal, stop by Ford Country and Mustang Sally's at 280 N. Gibson Rd., Henderson, NV 89014. Go on line and look them over at FordCountryLV.com or give them a call at (702) 566-3673. You may be very happy that you did.

VW Northeast Region donates Atlas models to technical and trade schools

continued from page 14

ogy that is part of our exciting model lineup" said John Peterson, Director of Fixed Operations." At Volkswagen we strongly believe in investing in the next generation and with our growing model lineup, it's critical we give these young technicians the opportunity to be hands on with our vehicles to help ensure we continue to deliver a high level of customer satisfaction in the future."

Volkswagen recognizes the need for vehicles to be in the hands of students to help educate and equip tomorrow's technicians with the tools necessary for future employment. These donations will allow students to train on Volkswagen vehicles utilizing the VW ODIS software used to diagnose and perform updates. The selected schools will collaborate with local dealerships to provide supplemental assistance and instruction on the donated equipment.

The Northeast Region will donate ten Atlas vehicles from Boston, Massachusetts to Ann Arbor, Michigan. The first event will take place in Massachusetts

on September 9th and the last event will take place in Michigan in early October. In all, 34 dealers will be contributing support to nine different schools and/or training centers to help develop the future Volkswagen technician.

Receiving schools:

- Automotive Training Center (Warminster, PA)
- Cincinnati State Technical and Community College (Cincinnati, OH)
- Hudson Valley Community College (Troy, NY)
- Lincoln Technical Institute (Mahwah, NJ)
- MassBay Community College Automotive Technology Center (Ashland, MA)
- Medina County Career Center (Medina, OH)
- Saline High School (Saline, MI)
- Suffolk County Community College (Centereach, NY)
- SUNY Canton Automotive Technology (Canton, NY)

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



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TIRES

Michelin Launches “Peerless” Cross Climate2 Tire

Michelin’s most advanced, versatile passenger tire in 2 decades stands alone in its category

Michelin has launched a tire with a combination of performance and safety attributes that have never been seen in a passenger or crossover tire in North America.

The MICHELIN® CrossClimate2 tire was designed to bring unmatched year-round performance in unexpected weather conditions.

Competitors in the “all-season” tire category typically deliver one or two performance areas well but have to make sacrifices in other areas that are important to drivers. The CrossClimate2 delivers them all – wet stopping, longevity, dry grip and snow performance.

“We designed this tire to deliver safety and performance in every stop, every turn, and throughout every season,” said Michelin brand director Matthew Cabe. “Parents, caretakers and all conscientious drivers understand the responsibility for their own safety and the safety of others when they drive. They don’t want to feel powerless. This tire gives them confidence and control in any weather, during any season.”

The CrossClimate2 has a distinct V-formation tread pattern. This tread pattern works together with the tire’s proprietary rubber compound to redefine the “all-season” category and bring drivers a tire that excels in more climate conditions than any competing product.

Wet performance – When Michelin engineers began developing the CrossClimate2, they knew they needed a tire that “grips to the last stop.” All tires begin

to wear after their first drive. But not all tires offer outstanding stopping power as they wear. The CrossClimate2 does. In wet conditions, even when worn, the CrossClimate2 stopped shorter than leading competitive tires - up to 50 feet shorter when stopping from 50 mph.

Longer lasting – Road testing shows the CrossClimate2 wears better than leading competitors. Not by a little bit, by a lot -- up to 15,000 extra miles. That’s up to an additional year of use.

Dry grip – Stopping power matters in wet or dry conditions. The CrossClimate2 stops up to 16 feet shorter (more than one full car length) on dry pavement than four leading competitive tires.

Snow performance – Drivers in snowy climates can have confidence in the “3-peak mountain snowflake rating” given to the CrossClimate2. This severe snow capability delivers up to 31% better snow traction when worn than four leading all-season worn competitive tires.

Noise – Michelin used PIANO Noise Reduction Tuning to design a tread with blocks and angles that cancel out “harmonic” road noise and create ideal amplitude for the contact patch, creating a quieter ride.

The CrossClimate2 will be available in 56 sizes, fitting 76% of the best-selling passenger cars and crossovers in the marketplace today. Currently 25 sizes are available. In early 2021, an additional 31 sizes will be available.

About Michelin North America, Inc.

Michelin, the leading mobility company, is dedicated to sustainably enhancing its clients’ mobility; designing and distributing the most suitable tires, services and solutions for its clients’ needs; providing digital services, maps and guides to help enrich trips and travels and make them unique experiences; and developing high-

technology materials that serve a variety of industries. Headquartered in Greenville, S.C., Michelin North America (www.michelinman.com) has more than 21,400 employees and operates 19 major manufacturing plants.

On the heels of their latest launch of the CrossClimate2 tire, Michelin commissioned a study to understand just how COVID-19 impacts parents’ driving habits as the nation gets ready to send children back to school. The results are staggering, showing the need for improved safety and performance of tires as parents transport their children to school in personal vehicles (instead of crowded school buses). Some key takeaways include:

- 85 percent of parents feel anxious about their children’s safety since the pandemic began
- 70 percent of parents say they prefer that their kids ride alone in the car with them.
- 39 percent of parents surveyed said they’re practicing car maintenance more than usual, knowing they will be driving more on busier roads

In a time when caretakers are traveling more regularly in personal vehicles and spending more time on car safety/maintenance, Michelin’s new CrossClimate2 provides performance in all conditions and is Michelin’s most advanced and most versatile passenger tire in more than two decades.

RAIN. Even in wet conditions, the worn Michelin CrossClimate2 beats Goodyear Assurance WeatherReady, a leading competitor, by more than 50 feet in wet-stopping tests from 50 mph.

DRY. Stopping first matters even in fair weather: Michelin CrossClimate 2 stops up to 16 feet shorter (more than one full car length!) on dry pavement than four leading competitors.

Buying A Car During Covid-19

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. See you next time!

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.

Contact Webasto Thermo & Comfort North America, Inc. 15083 North Rd., Fenton, MI 48430. 800-215-7010. 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 / [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.

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Daisywagen can work on 20 to 25 cars a day. Daisywagen is open 8 a.m. to 5 p.m. Monday through Friday. Appointment are recommended, but walk ins are welcome. All work is guaranteed for 24 months. Look for the Daisywagen Service, LLC ad in the Auto News Service Directory.



RE RACK
 ReRack a Portland, OR, based seller of new and used truck, suv, and car sport racks was founded by Bo Grayzel in 2008. In May of 2018 ReRack opened a second location in Renton Wa. The 10,000 sq. ft. Renton location has 8 employee's and half of their sales are new sport racks and the other half are pre owned racks according to Jason Misner Renton Manager, "..... our customers embrace the fact that we are reselling used sports racks." He went on to say, "..... we are helping to protect the environment by recycling thousands of used parts used in the racks." New brands sold by ReRack include; Yakima, Thule, Rocky Mounts, Rhino, Kuat, Inno and more. ReRack is the best place to buy your next new or used vehicle sport rack.



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PET FRIENDLY AUTO MAKERS

Protect Your Pet During Covid-19

continued from page 3

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

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

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

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

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

for any pit-stops you might have to make.

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A Road Trip to Winthrop, WA. in a Lexus LX-570 SUV

The Lexus LX 570 like it's brother the Toyota Land Cruiser is an SUV built to handle those off-road adventures. It also appeals to the outdoor crowd that likes a little luxury on their road trips. We took the Lexus LX 570 on a road trip to Winthrop, WA. (also see story on page 10 for another Winthrop road trip.) Loads of room for gear and lots of power-to-pass. The LEXUS SAFETY SYSTEM comes standard and includes; Pre-Collision System

with Pedestrian Detection, All-Speed Dynamic Radar Cruise Control, Lane Departure Alert, Intelligent Highbeam Headlamps, and much more.

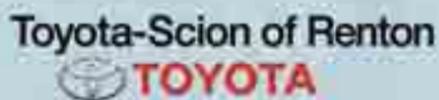
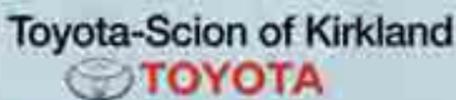
Powered with a 5.7 Liter V-8 producing 383 horsepower and mated with an 8-speed transmission gives the Lexus LX 570 the power-to-pass on a road trip and much more.

If your looking for a luxury SUV with the tools for an off-road adventure the 2020 Lexus 570 is your ride.

Stephanie with 2020 Lexus LX-570 in Winthrop, Washington (photo Auto News)

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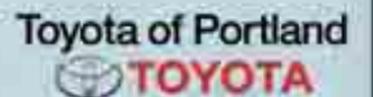
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VOLVO OF TACOMA

“Hyundai is on Fire” with a new Lineup and Concept Vehicles

by Michelle Hale, Global Correspondent

continued from page 4

sister-brand Kia, are running on all cylinders.

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

vehicular mobility.”

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

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

The hard-won recognition from industry groups like JD Powers

and Consumer Reports also tells me that Hyundai is doing so many things right throughout their value chain – from the way it designs and engineers vehicles, to the way it produces and services them. It’s very hard to get all these elements right, much less to earn this recognition among industry rivals, who are not standing still.

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

“Compared with the Japanese, the Koreans were less draconian in protecting their domestic market

from imports, so they faced competitive reality... Aside from early missteps, the Korean automakers have shown amazing skill in adapting to the needs and wants of a global market. Japanese executives, in my experience, often get tangled up in history, tradition, and the supposed superiority of their culture, but I’ve found Korean leaders to be bold, tough, gregarious, and open to new ideas. This is in stark contrast to the banks of stone-faced Japanese execs at intercompany meetings, where little was ever said or accomplished. The Koreans are not hung

up on their culture: They hire the best, Korean or not. It’s their strength... The turning point for Hyundai-Kia came with the dramatic new design direction ushered in primarily by VW/Audi veteran Peter Schreyer. Rather than adopting a safe, design-follower strategy, the company repeatedly surprised the world with standout sedans and crossovers. They are today the global leaders in high-volume vehicle design. Coupled with outstanding reliability, it’s a hard strategy to beat.”

Indeed it is.



Hyundai Concept Vehicle (photo Michelle Hale)

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Messy Juicy Burgers

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 20th-22nd 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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