



November 2007

# Newsletter

## Our Mission

At Women's Automotive Solutions, we make car buying easy! We are a team of automotive consultants who work with dealers and wholesalers to enable our clients to get the best possible deal. We believe the car buying experience should be an exciting and pleasant process, and we are committed to creating a positive experience one client at a time.

## What We Do

Women's Automotive Solutions will help guide you through the entire car selection and buying process.

1. Tell us what type of car you want (new or pre-owned), and we'll find it!
2. We will negotiate price and financing to enable you to get the best deal.
3. We arrange delivery of your new or pre-owned vehicle.

You simply sign the contract and take the keys!

**We make car buying easy!**

## Women's Automotive Solutions Sets New Savings Record!!!

At Women's Automotive Solutions, we love saving our clients money! We work hard to save you absolutely as much as possible on a new or pre-owned car. That's why we're so excited to announce that we've set a new savings record! LeeAnn Shattuck, a.k.a. the Car Chick, recently saved a client

**over \$16,000**

off the sticker price of a pre-owned 2006 Porsche Cayenne Turbo! (\$16,122 to be exact.)

How much money we can save YOU? While the exact amount depends on the market conditions for the vehicle you

## Holiday Driving Dangers

By LeeAnn Shattuck

After a long, hot summer, autumn has finally arrived in the Carolinas. With it come shorter days, cooler temperatures (finally!) and the beginning of the holiday season. Although the holidays bring us joy and excitement at the thought of festive parties, family gatherings and delicious food, they also bring many driving dangers.

You may have noticed that the sun has already set by the time most people leave work. Between the decreasing daylight and numerous holiday party invitations, people drive more at night during the holiday season than any other time of year. Yet, most people do not realize the dangers of night driving. According to the National Safety Council, traffic death rates are three times greater at night than during the day. Ninety percent of a driver's ability depends on vision, which can be greatly impaired after dark. Depth perception, color recognition, and peripheral vision are compromised during and after sundown. In fact, twilight is one of the most difficult times to drive, because your eyes are constantly changing to adapt to the growing darkness.

Another holiday driving danger is fatigue. During the holiday season, it is easy to wear yourself out shopping, decorating, and going to parties. Many people drive long distances at a time to visit family and friends. The holiday rush can lead to exhaustion, which makes driving more difficult by dulling concentration and slowing reaction time. College students driving home for the holidays may face a particular risk, especially if they've been sacrificing sleep for studying.

Holiday party-goers should be extra careful driving home from those festive events. While indulging in a cup of eggnog or two can be fun, it is important to remember that alcohol is the leading factor in fatal traffic accidents. Alcohol also increases the risk of falling asleep behind the wheel. When you are tired, one drink can feel like four or five. Driving home from a party can be especially dangerous if you combine alcohol with fatigue. Watch your own alcohol consumption, don't drive if you feel sleepy, and be alert for other drivers on the road who may be under the influence.

You can further minimize after-dark dangers by following special driving guidelines and properly preparing your car. Turn on your headlights as soon as the sun begins to set. This will not only improve your vision, but it will also make you more visible to others. Reduce speed and increase your following distance at night. No matter how good your vision is, you cannot see beyond your headlights, so maintain a speed that allows you to stop in that distance. Clean your headlights, taillights and the inside and outside of windows at least once a week to maximize your ability to see clearly. Keep flares, a flashlight and a blanket in your car, just in case you have a nighttime breakdown.

The holiday season is the most dangerous time of the year to be on the road. Increased traffic, reduced visibility, exhaustion and alcohol consumption can turn holiday joy into tragedy. However, taking these simple precautions and using good judgment can help you arrive safely at your destination. Happy Holidays!

## Vehicle Spotlight – Honda FCX Concept Car

By "The Car Chick"

Each month, I pick a vehicle out of a hat and write about it. The article contains industry information about the vehicle and, occasionally, my humble opinion. Neither the car manufacturers nor the dealers pay me to do this, I just love cars. If you have a suggestion for a vehicle spotlight, please email me at [leeann@womensautomotivesolutions.com](mailto:leeann@womensautomotivesolutions.com)!

want, you can be confident that Women's Automotive Solutions will work to get you the best possible deal! It's all about saving YOU time and money!

## 2007 Charlotte Auto Show Report

The 2007 Charlotte Auto Show report ran this past Thursday through Sunday at the Charlotte Convention Center. The Car Chick, of course, was there. I spent 10 hours over two days crawling through every single 2008 model vehicle they had! And, my favorites were not at all what I expected. The newly redesigned Honda Accord was exceptional, but this I expected. It's essentially an Acura in terms of interior luxury and style. The Toyota Highlander was also very impressive with A+ comfort and usability. However, it was the Kia Amanti and the Ford Taurus X that left the biggest impressions. The Kia Amanti is truly a luxury sedan, with an interior that could easily be confused with a Lexus. The Taurus X fits a unique niche in the world of many-sized SUVs and crossovers. It has the ride height of a crossover (just higher than a sedan), but unlike other crossovers, it has 3rd row seating and good storage space. If you need a 7 passenger vehicle but don't want a tank or a minivan, this is the one to buy!

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One of the best things about going to auto shows is getting to see the cool and often wacky concept cars that the auto manufacturers of the world dream up. The Charlotte Auto Show, which runs this Thursday through Sunday at the Charlotte Convention Center, is not usually large enough to warrant an appearance by many future-

mobiles, so I decided to bring one to you. The Honda FCX Concept will make an appearance this week at the glamorous Los Angeles Auto Show, but it is actually close to becoming a production reality. Honda's fuel-cell concept car debuted at the 2005 Tokyo Auto Show and represents the second fuel-cell vehicle Honda has produced. The first was the original FCX built in 2002, which strongly resembled a Yugo. No wonder they only made 15 of them.

So, what the heck is a fuel-cell, one might ask. A fuel cell is a battery that employs an electrochemical reaction between hydrogen and oxygen, directly converting chemical energy into electrical energy with absolutely no carbon dioxide or other harmful emissions – just some water vapor out the tailpipe! The FCX Concept contains two hydrogen tanks, located between its rear wheels, giving it a reported driving range of about 350 miles. Its little electric motor is rated at 127 horsepower and 189 pound-feet of torque, allowing the FCX Concept to reach a top speed of 100 mph. This doesn't sound like much, but this is no sewing machine. Much of the torque is available at very low speeds, assisted by a lithium-ion battery, so acceleration from a standstill is respectably brisk.

Of course, the 800 pound gorilla-sized problem with fuel-cell vehicles is the task of refueling. You can't just go down to the corner gas station and exchange a hydrogen tank along with a propane tank for your grill. Widespread distribution of hydrogen to consumers is still decades away, so Honda plans to address this obstacle in a different way. One possible solution is the Honda Home Energy Station, currently under development, which extracts hydrogen from your home's natural gas supply. Unfortunately, the process releases a certain amount of carbon dioxide, although much less than the amount produced by today's gas-powered cars. A zero-carbon technology based on low-cost solar cells is also under development. Exactly when will either of these technologies be ready and how much will they and the new FCX cost? It's too early to say, but Honda is committed to developing viable, affordable fuel-cell technology. After all, Honda can't let the Toyota Prius single-handedly save the planet.

