



## Buying online

WILL YOU HAVE A V6 OR V8 WITH THAT?



Geoff Gwilym VACC CEO

One new thing I tried out, with great success, in the heart of lockdown was home-delivered food. Not just take-away meals, although there was a bit of that. I'm talking about items like organic veggies and top-shelf pantry goods from small start-ups who either make/grow the items or aggregate the best from local producers.

Of course, most of these things have been, and remain, available through traditional bricks and mortar stores, and long may that continue. But shopping online has brought the best of the world to my door, and I'm pretty sure I won't go back to 'normal' when COVID-19 is behind us.

Businesses big and small are aware of our changing buying habits and this has forced many vendors to up their online game. The auto industry is right there in the mix.

Many car, motorcycle, commercial vehicle, and farm machinery dealers are now offering 'click and collect' services, whereby consumers can look for deals online, specify their vehicles, pay, and then take up contactless delivery. It's a system that is likely to not only remain in place once we all 'get back to business', but it is going to grow.

It's another example of 'being where buyers want to be'.

Many shoppers will be wanting to return to dealerships, pace the showroom, sit in the vehicles, and colour-match the upholstery, while talking to the staff about what's best for them.

For others, buying a vehicle in the future will be a remote experience, but one that's just as satisfying.

Prepared by Victorian Automobile Chamber of Commerce in the interest of better motoring.

Share your thoughts  
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### IAIN CURRY GETS ANSWERS

WRITE TO MOTORING AT  
CARS@NEWS.COM.AU OR  
PO BOX 2808, GPO SYDNEY, 2001

I'm keeping an eye out for a replacement for my 2009 Ford Territory and the new Kia Sorento ticks most boxes. The only problem is towing capacity. Some websites say it'll tow 2500kg but Kia itself says 2000kg. I'm sure thousands of Territory owners like me would love a direct replacement if available, and Kia would be in the box seat if tow capacity was higher.

Gary Hoffman, email

The all-wheel-drive Territory towed 2700kg and you're right, today's family SUVs (not the ute-based ones) struggle to match this. Kia says the new Sorento's towing capacity remains at 2000kg but the downball limit has increased from 100kg to 200kg. Confusion comes from the new Sorento having a 2500kg limit in New Zealand. Why? "Kia Motors Australia has prioritised safety and durability in product testing," a spokesman said. "Engineering leaves a safety margin and they're more comfortable with the 2000kg capacity. We're in no position to comment on decisions made by other markets (New Zealand) as they're not part of our operation." Not the news you wanted to hear, and sadly there are no plans for an upgrade.

### SHARING SECRETS

Re Alan Kenny seeking a workshop manual for his 2018 Holden Astra sedan, I have the same car. As it's basically the same as the USA's Chevrolet Cruze, except for being right-hand drive, he may have more luck searching this way. I've bought many items for my Astra using Chevrolet Cruze as the search term.

Anthony Valenti, email

Good advice. The Holden Astra sedans and hatchbacks are very different cars, despite the name. The hatch is a rebadged Vauxhall/Opel Astra from Europe and the sedan a rebadged Chevrolet Cruze built in South Korea. Sorry sedan fans, I reckon the hatch is a better all-round car.

### WHY ARE WE WAITING?

Following your review of the new Isuzu D-Max, when will the updated Isuzu MU-X follow? Will



it have the upgraded engine and be similarly equipped to the D-Max?

David Brunt, email

Isuzu's been surprisingly coy about the next generation MU-X. The seven-seat SUV — launched in 2013 — certainly looks old hat in showrooms next to the sparkly new D-Max, but Isuzu refuses to comment on its potential Australian arrival date. When it does get here, expect the same engine, rear diff lock (for all-wheel-drives) and high safety specification found in the new D-Max. The bad news is you may have to wait until early 2022.

### ECLIPSING HOLDEN

I only buy the paper for the motoring section as I like that you give fair dinkum answers, but why do you never mention the Mitsubishi Eclipse Cross? My wife has arthritis and we sold our Holden Barina for one as it was easier to get in and out. Plenty of grunt and an eight-speed auto with the smoothest change.

Douglas Hitchon, email

The Eclipse Cross is a good-looking thing, quite roomy, safety-packed and well equipped, but isn't cheap. We'll have to agree to disagree on the 100kW 1.5-litre's performance. I find it a bit lacking and the gearbox is a single-speed CVT, although you can take some control through the steering wheel paddles. I don't mention the Eclipse Cross much as, if I'm being fair dinkum, I rate a number of other small SUV rivals as better buys. Having said that, Mitsubishi's seven-year warranty and three-year free servicing is exceptional value.

### LEND A HAND

I own a 2013 Hyundai Santa Fe Highlander. Recently the handbrake button came off in my



## NOTABLE ABSENTEE

Re. your Trade Marques article, you tested the new Isuzu D-Max against the Toyota HiLux and Ford Ranger. Why wasn't the VW Amarok included? A V6 Core 4WD with auto starts at \$49,000 drive-away and has more power than all three. Do you agree it should be included?

Niven, email

Ideally, we'd include more but it comes down to logistics and we usually pit the newest ute (D-Max) against the volume seller (HiLux) and the class benchmark (Ranger). The Amarok missed the cut because although it's great to drive it lags on safety.

hand, as a tiny bit of plastic had snapped inside. The dealer said a new part is \$395 and install is \$95. This cost seems insane!

Rebecca Bendix, email

That cost is, indeed, insane. Seems Hyundai's quote is for a whole new handbrake. I'd try some wreckers yards or a Hyundai/Korean specialist garage before forking out that much.

### TOUGH SELL

I've read over half of Australians are considering an electric car for their next car. Really? I've seen plenty of hype and advertising, but they all seem to cost over \$100,000 and have terrible range compared to a petrol or diesel. What's the cheapest electric car for sale right now and how far will they travel on a charge?

Stuart Toy, email

The Electric Vehicle Council (EVC) found 56 per cent of Australians would consider an electric car, but considering is very different from buying. There are plenty of \$100,000-plus EV options — Tesla's Model S, the Jaguar I-Pace, Mercedes EQC and Audi e-Tron — while the cheapest are the Renault Zoe (\$50,000), Hyundai Ioniq Electric (\$48,970), Nissan Leaf (\$49,990) and Mini Electric Cooper (\$54,800). Chinese-owned MG is offering its new ZS EV full electric small SUV for \$46,990 drive away to the first 100 customers. Range for the cheaper EVs is between 200km and 300km.



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