



# Colin Sato

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

# The Inside Line!

February 2004

Volume 8, Issue 1



## The All-New 2004 Acura TL: The Emphasis is on Performance



The new 2004 TL represents a new emphasis on performance and for the first time since the departed 1995 Acura Legend that a manual transmission will be paired with a V-6 in a 4 door sedan. This should give you some idea how serious Acura is about performance. Luxury has not been forgotten, with some new features not available in the North American market like DVD-Audio and a Bluetooth



It's hard to believe that we've launched another TL! It seems like only yesterday that we were planning our '99 3.2 TL premier party! That party was a mixed success since we had already sold out of the car and we literally had to request our new TL owners bring back their cars for us to show other clients. Fortunately everyone was pleased to help us.

Flash forward to late 2003 and we're looking to start everything all over again. The new TL (the 3.2 designation has been dropped) has some pretty big shoes to fill. The outgoing model was the workhorse in the Acura lineup, leading the way for the RSX, MDX and TSX.

hands free cellular phone link (see the High Technology section).

Since we don't get the Navigation equipped models in Hawaii, we will be selling only three versions of the new TL. The TL with automatic, the TL with the 6-speed manual, and the 6-speed manual with the High Performance Tire package (HPT). The major mechanical



changes to the manual transmission models are the addition of 4 piston Brembo front brakes with larger discs and high friction brake pads. Manual models also benefit from a limited slip differential to enhance power delivery when cornering and improve traction under slippery conditions.

### Efficiency

The TL showcases Acura's commitment to efficiency. It all starts with aerodynamic efficiency. The TL has one of the best drag coefficients of any Acura vehicle, slicing through the wind with a 0.29

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**Our web page: [www.acurahawaii.com](http://www.acurahawaii.com)**

## The HSC: The NSX Prototype Makes an Appearance at Detroit



Acura is pretty tight-lipped when it comes to prototype and concept cars, and this holds true for the Honda Sports Concept (HSC). However, some details have been released. First off, Honda officials have admitted that this is a design study for the next generation NSX. Those that have seen the car at the Tokyo and Detroit auto shows confirm that this is a working car.

The frame is lightweight aluminum and the body is of carbon fiber and other

composite parts.

The car continues as a mid-engine design for balanced handling and minimal weight transfer under braking and acceleration.

The prototype is fitted with large, 245 front and 295 rear tires on 19 and 20 inch wheels. These are much larger than the current NSX and possibly too large for the actual pro-



duction car, though they sure look great!

The biggest mystery is in the drive train. Honda's president is promising us over 300 hp for the new car and Formula 1 style paddle shifters.



Now for some speculation on my part. Could this car have Hybrid power to boost performance and efficiency? Could Honda engineers have solved the emissions problems with turbocharging? If so, would they dare to bring out a turbo engine after years of non-turbo vehicles? Watch this space for more details as we learn them.

## ***2004 Acura TSX "Real Owner Reviews"***

When Acura unveiled the TSX in March of 2003 as a 2004 model, we were so excited to finally have a replacement for the Integra Sedan that had served us so well since 1994. The RSX successfully filled the sport coupe role, but we were missing a good small sport sedan.

I was fortunate to have the opportunity to attend the Ride and Drive introduction in Fontana California. This was held in the in-



field at California Motor Speedway and was a perfect location to debut the TSX. There was a timed autocross course setup so that we could compete with each other for fastest times. For back-to-back driving comparisons with the competition, there was a Lexus IS300, Audi A4 and Volvo S40 on hand. My companions and I were lucky to get a chance to ride in the TSX around the full 2 mile oval at speeds over 135 mph! You will find a link to a video I made of the event and some spectacular in-car footage on the racetrack on my home page at [www.satoauto.com](http://www.satoauto.com) (see the April 10th update).

There is so much to share but I want to give you a chance to read what some of my clients have to say about their TSXs. So please read on!

### ***Gary (purchased 10/03) writes:***

"I knew I needed a new car, and really wanted another Honda product. My Prelude had over 205,000 miles and I wanted the same reliability, but also more luxury. I looked at the Acura's. When the TSX was introduced, it caught my attention. This was the car I wanted. The more I researched, the more I wanted it.

I contacted Colin Sato at Pflueger Acura, arranged for a test drive and was instantly sold. All of the reviews were spot on. This car is perfect for every day use, and is sporty enough for a "driver".

After some 3,600 miles, I'm even more convinced that this is the best choice. Bottom line, I purchased the correct car."

### ***Gavin (purchased 11/03) writes:***

"Even though it was a long wait, it was well worth it! For me, the TSX set the bar as to what I expect in a car for a certain price. I went to Audi, BMW, Mercedes, Lexus, Saab and none could match what Acura offered without at least a \$6000 price difference.

I was also very pleased with Colin's approach to helping

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***My e-mail address: [colin@satoauto.com](mailto:colin@satoauto.com)***

## ***Thank you for your support***

I'm now entering my 9th year here at Pflueger Acura. It's hard to believe that it's been that long. I owe much of my longevity to my loyal clients who remember me and send their friends my way. Success in this business is all about referrals and word of mouth.

Please remember our referral program and how it works. It is set up to insure your referral benefits from my care and personal touch from the beginning of the transaction to the moment they take delivery and beyond. Referrals are also a reflection on the referrer. You'll never have to worry that someone will come back to you and say, "why the heck did you send me to see that guy...!"

This is the way it works: 1) Call me ahead of time and let me know your friend is interested in a car. 2) Your friend **needs** make an appointment with me for **an initial** visit to look at colors and possibly a test drive. 3) From here on it's up to them, no hassling from me. If I can match them up with the right car, I will send you a check for \$100.00. If you feel uncomfortable taking money for your friends, why not use the money and take everyone out to dinner?

I'm usually working on weekdays from mid morning to the

early evening but my hours are flexible. I am happy to come in earlier or stay later if need be, and I can also come in on weekends if it is more convenient for you. I don't mind and actually prefer to come in on a day off to meet with you. It is unfair to the salesman who helps you when you come in to look at colors thinking you'll call me later when you're ready to buy since it still takes up his time. I would prefer to show you the car myself anyway (nobody knows our cars better than me)! Let me know in advance and I'll meet you at Acura.

If you find that this newsletter is something you do not want to receive anymore, you may request that you be removed by simply e-mailing me at [remove@satoauto.com](mailto:remove@satoauto.com). Please be sure to include the name on your mailing label so I know who you are. Otherwise, thank you for taking the time to read this, I hope you found it interesting and informative!



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# The 2004 TL

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rating. This means increased fuel economy at highway speeds and also a quieter cabin. The addition of a front windshield with an acoustic inner layer and side glass that is 5mm thick (compared to 3.5 mm), reduce wind noise at highway speeds by a staggering 10db compared to the 2003 model.



Under the car, you'll find extra care has been given to "air management." There are covers under the engine and strategically placed panels to help smooth the air flow under the car. There's even a genuine rear diffuser between the mufflers to aid high speed stability and enhance fuel economy. Inside the rear wheel wells you'll find a unique material lining the insides of the fenders. It is an acoustic "carpet" mate-



rial that dampens road noise better than the previous plastic liner.

The new TL has a much stronger chassis. This contributes to its improved ride and handling, and also to occupant protection. The unit body is 24 percent more rigid than last years TL, and the new hydro-formed aluminum alloy front sub frame is both stronger and 36 percent lighter than the previous steel frame. This sub frame serves as a cradle for the engine and front suspension. The engine is attached with special, electronically controlled, fluid filled engine mounts. These work in concert with other dampeners on the transmission and an additional lateral engine mount to control engine movement when opening and closing the throttle.

Acura has taken steps to improve the efficiency of the engine too. The car now sports a pair of catalytic converters right in the exhaust manifold itself (one on each cylinder bank). This design significantly improves cold start emissions and insures the car will meet the standards of an Ultra Low Emissions Vehicle Tier 2 (ULEV2). To improve performance, Acura incorporated a true Cold Air Intake into the front grill. Care-

fully tuned ductwork directs cold air through the air filter and on to the engine where it provides a cooler, denser charge of air. Mix this air with the appropriate amount of fuel, and you'll get greater combustion efficiency and more horsepower.

The suspension of the 2004 TL is a revised version of the last Type-S suspension. However, since the chassis of the car is 24% more rigid, the suspension can be more carefully tuned for performance with little loss of ride quality.

## High Technology

The two systems that need the most explaining are the Bluetooth HandsFreeLink and the Multifunction Display.

The Bluetooth HandsFreeLink allows users to link a compatible cellular phone and use the car as a "microphone and speaker". This is how it works. A pairing process is used to "introduce" the car and phone. From this point on, the car will recognize the owner's cellular phone whenever they get into the car, and link together. The owner can then dial and receive calls using Voice Commands and not have to take their hands (or eyes) off the road. There are 50 voice tags for phone numbers in the car's memory and you can even talk directly to the car by pressing the "talk" button and saying, "call 2 5 5 - 1 2 5 5" and the car will recognize the numbers and place the call!

The Multifunction Display allows users to customize the operation of the convenience features to their liking. For example, one driver can set the car to have the interior lights stay on for 15 seconds and have the doors automatically lock when they shift from park. A second driver could select a 30 delay on the interior lights, and have the doors lock when they reach 10 mph. The car recognizes each driver by which remote control was used to disarm the security system.

The display also shows the owner when they should plan scheduled maintenance. It takes data from the cars computer to calculate when it's time to change the oil, rotate the tires, replace the coolant and even a timing belt. The system is smart enough to schedule maintenance items together to minimize trips to the service department.

## Summary

The TL offers a significant jump in all areas over our previous generation 3.2 TL.

It is truly an all-new car, from the new projector beam High Intensity Discharge headlights, to the neatly integrated tail pipes in the rear bumper, the '04 TL represents a new standard for luxury sedans in its class. The car has a distinctly European feel to it, but don't take my word on this. Give me a call, come in to see and drive the TL and judge for yourself.



## ***Acura TSX Real Owner Reviews***

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me buy a car. There was no pressure and no need to haggle as I thought the car was appropriately priced.

Overall, it was a great experience and I'd highly recommend Colin to other buyers, as it was largely his doing that enabled such a smooth process."

Gavin

**Kent (purchased 7/03) writes:**

As for my TSX, well...

- Lots of power for a 4 cylinder, more than I can use.
- Great stereo sound system.
- Got many complements.

Mahalo,  
Kent

**Virginia (purchased 5/03) writes:**

"I love this car because it provides quality, beauty, style and comfort all in a small package. Pricing is affordable and with Colin's friendly professional customer service, I had the opportunity to become a new TSX owner. I love driving my car everyday!"

**Bev (purchased 1/04) writes:**

"I'm really enjoying our new TSX...it's one great car! For me, this 4-door sedan is the right size and very easy to drive (5 speed automatic with sportshift). The car has a very comfortable leather interior and is loaded with luxury features. I especially love the climate control and power seat. So many great features come standard with this car.

The 4 cylinder 200 horsepower car handles well on the road especially on the hill near our home. It's also quite nice being one of the few traveling around for now. After considering other cars, the TSX won out not only because of the car itself, but because Acura's professional sales staff gave us such fast, reliable and quality service.

We really appreciated Colin checking so quickly on its availability and getting the car and papers completely ready for us when we arrived. Later, I was given a very informative and thorough rundown on the car and even several extras were thrown in. Such service is hard to beat!"

Mahalo Pflueger Acura!  
Bev



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