



# HORIZONS

HILL COUNTRY REGION • PORSCHE CLUB OF AMERICA

01704

# AUTO RESTORATION ENHANCEMENT PROTECTION



- Custom Interiors
- Leather Refinishing
- Complete Interior Repair
- Restoration-Level Detailing & Paint Correction
- Complete Exterior/Interior Protection Coatings



We are your problem solver

Introducing the most advanced coating system

## CERAMIC<sup>PRO</sup> Complete Automotive Protection

- Self-Cleaning Effect
- Permanent Protection
- Extreme Gloss
- Less Maintenance

*Ask about our  
PCA Member's only  
discount!*

Ceramic Pro is a clear, liquid nanoceramic coating. When cured, this technology will transform itself on the surface to a permanent, rigid, flexible glass shield. It can be described as an additional clear coat, with 3 times the hardness.

# AUSTIN INTERIORS

512-246-2886

[www.austin-interiors.com](http://www.austin-interiors.com)



EDITOR

**VIPUL DARJI**

EDITOR@HCRPCA.ORG

ASSISTANT EDITOR

**JEFF MOORE**

ASSISTANTEDITOR@HCRPCA.ORG

ASSOCIATE EDITOR

**JONATHAN HAGGAR**

ASSOCIATEEDITOR@HCRPCA.ORG

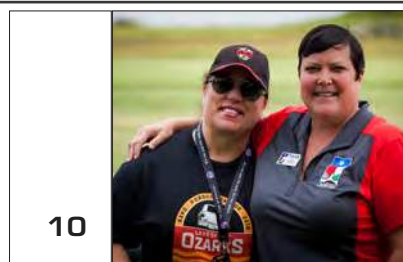
ADVERTISING &amp; MARKETING

**JOHN BOUTSIKARIS**

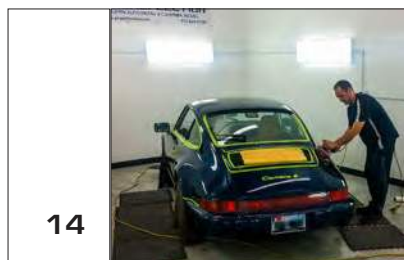
ADTEAM1@HCRPCA.ORG



08



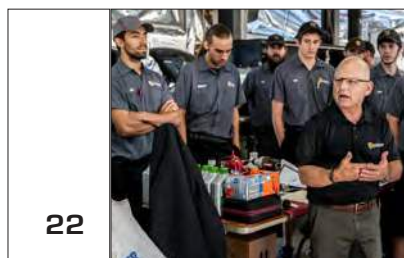
10



14



18



22



28

**NEWS**

THE DRIVER'S SEAT	04
MEMBERSHIP REPORT	05
SPONSOR INDEX	11
THE MARKETPLACE	31
THE EDITOR'S DESK	37
EVENTS CALENDAR	38

**STORIES**

HILL COUNTRY REGION HISTORY	06
LONE STAR LeMANS	08
NEW MEMBER PICNIC	10
NEW MEMBER PROFILES	12
AUTO DETAILING WITH PROREFLECTION	14
BUYING A PRE-OWNED PORSCHE	16
FORMULA 1	18
TECH SESSION AT PORSCHE AUSTIN	22
MEMBER PROFILE	24
THE REAL DIRTY DOZEN	28
TREFFEN ASHEVILLE	32
DEALER OPERATIONS	34

"HORIZONS" IS PUBLISHED BY THE HILL COUNTRY REGION (HCR) OF THE PORSCHE CLUB OF AMERICA (PCA). ALL OPINIONS EXPRESSED HEREIN ARE STRICTLY THOSE OF THE AUTHORS AND ARE NOT ENDORSED BY THE HILL COUNTRY REGION OR PORSCHE CLUB OF AMERICA.

OTHER PCA REGIONS MAY REPRODUCE ARTICLES FROM "HORIZONS" WITH PROPER CREDIT. HCR BOARD MEMBER APPROVAL IS REQUIRED FOR ANY OTHER USE OF MATERIALS.

PORSCHE®, THE PORSCHE CREST®, CARRERA®, AND TARGA® ARE REGISTERED TRADEMARKS OF PORSCHE AG.

PLEASE BROWSE OUR WEBSITE FOR ALL OF THE LATEST REGION NEWS & EVENT INFORMATION



[WWW.HCRPCA.ORG](http://WWW.HCRPCA.ORG)

# THE DRIVER'S SEAT

BY TRACEY GROSS, PRESIDENT

It has been a pleasure serving as your HCR President for these past three years. I would like to thank everyone who has served, and who is currently serving on the Board as a volunteer. Our team has been able to accomplish a lot of great things and I know this will continue next year.

I believe our greatest achievement was hosting Treffen Hill Country this past spring, and we hit a home run

with that. It took many months of planning and organizing, but the HCR Treffen team stepped up and pulled off that National event with flying colors!

We have all seen our membership numbers soar and we are grateful to all the new folks who joined our little car club and who participate in our events.

We hope that we are offering a variety of activities so that we

can reach the greatest number of our members.

We are always looking for new members to volunteer, so if you are interested in helping our great team, please let us know.

We love when people who are passionate about their Porsche's can help drive the success of the club. As always, I look forward to seeing you at an HCR event soon!

## HCR EXECUTIVE COUNCIL & BOARD MEMBERS

### **PRESIDENT**

**VICE PRESIDENT**

**TREASURER**

**SECRETARY**

**PAST PRESIDENT**

**CHIEF DRIVING INSTRUCTOR**

**CLUB RACE CO-CHAIRS**

**COMMUNITY RELATIONS CHAIR**

**DEALER LIAISON**

**DRIVER EDUCATION CHAIR**

**SOCIAL MEDIA CHAIR**

**HORIZONS EDITOR**

**HORIZONS ASSISTANT EDITOR**

**HORIZONS ASSOCIATE EDITOR**

**HORIZONS ADVERTISING**

**LUNCH BUNCH CHAIR**

**MEMBERSHIP CHAIR**

**NORTH/CENTRAL HAPPY HOUR CHAIR**

**SOUTH/WEST HAPPY HOUR CHAIR**

**TECH SESSION CHAIR**

**TEST DRIVE CHAIR**

**TOURMASTER CHAIR**

**WEB TEAM**

**ZONE 5 REPRESENTATIVE**

**TRACEY GROSS**

**TUFFY VON BRIESEN**

**BRUCE HARRIS**

**JOHN BOUTSIKARIS**

**ROB PRICE**

**WEST DILLARD**

**JIM GARRETT &**

**ANDREW SEIFERT**

**JON HORNADAY**

**TUFFY VON BRIESEN**

**DAVID GROSS**

**JENNIFER ANDERSON**

**VIPUL DARJI**

**JEFF MOORE**

**JONATHAN HAGGAR**

**JOHN BOUTSIKARIS**

**BOB HIERONYMUS**

**STEVEN GUZMAN**

**RIKA PREUSS**

**STEVEN GUZMAN**

**WINSLOW MANKIN**

**GORDIE ROBBINS**

**RON TODD (RT)**

**MARY ANN COOPER**

**SATYA MILLER**

**JON JONES**

**PRESIDENT@HCRPCA.ORG**

**VP@HCRPCA.ORG**

**TREASURER@HCRPCA.ORG**

**SECRETARY@HCRPCA.ORG**

**ROB@HCRPCA.ORG**

**CDI@HCRPCA.ORG**

**CLUBRACE@HCRPCA.ORG**

**PR@HCRPCA.ORG**

**DEALERLIAISON@HCRPCA.ORG**

**DECHAIR@HCRPCA.ORG**

**SOCIALMEDIA@HCRPCA.ORG**

**EDITOR@HCRPCA.ORG**

**ASSISTANTEDITOR@HCRPCA.ORG**

**ASSOCIATEEDITOR@HCRPCA.ORG**

**ADTEAM1@HCRPCA.ORG**

**LUNCHBUNCH@HCRPCA.ORG**

**MEMBERSHIP@HCRPCA.ORG**

**HAPPYHOUR@HCRPCA.ORG**

**HAPPYHOUR@HCRPCA.ORG**

**TECH@HCRPCA.ORG**

**TESTDRIVE@HCRPCA.ORG**

**TOURMEISTER@HCRPCA.ORG**

**WEBEDITOR3@HCRPCA.ORG**

**WEBEDITOR2@HCRPCA.ORG**

**ZONE5REP@PCA.ORG**

# MEMBERSHIP REPORT

BY STEVEN GUZMAN, MEMBERSHIP CHAIR

## ANNIVERSARIES

### 5 YEARS

SRIYANTHA WEERASURIA  
JASON LASTER

### 10 YEARS

MICHAEL LAMBERT  
DREW DUTTON

### 15 YEARS

ROBERT FREEMAN  
ADRIENNE BOER  
CABRACH CONNOR  
ROBERT SMITH

## MEMBERSHIP DESCRIPTION

	AUG'17	SEP'17	OCT'17
PRIMARY MEMBERS	815	824	823
AFFILIATE MEMBERS	364	367	374
<b>TOTAL MEMBERSHIP</b>	<b>1179</b>	<b>1191</b>	<b>1197</b>



*No matter what kind of Porsche you own  
- from the air-cooled 911 to the Macan -  
your satisfaction is our highest priority!*

**Servicing Porsches exclusively since 1970.**

8833 N Lamar Blvd, Austin, TX 78753 | 512-836-5949  
Website: [www.tpwsinc.com](http://www.tpwsinc.com) | Inquiries: [info@tpwsinc.com](mailto:info@tpwsinc.com)

# HILL COUNTRY REGION HISTORY

***Editors Note: As Hill Country Region closes out its 40th anniversary, we are pleased to include this article provided by a former HCR President.***

## The Early Years

Once upon a time the great state of Texas was one large PCA region, known as the Lone Star region. Porsche fans in the San Antonio area decided to start a Region that would include the San Antonio and Austin area. They received a charter for their region from PCA in 1962 and called their club the Lone Star Region.

The majority of the PCA members in the region were in the Air Force and were transferred out over time. This was a real blow to the region and it almost disappeared.

In 1965 enthusiasts living in Austin re-activated the Lone Star Region. Since the core of active members lived in Austin, that is where meetings and events took place. The region was active from 1965 through 1969.

However, by 1969 active members in the Austin area had declined to just six. At the same time, interest in the San Antonio area began to grow. Gradually San Antonio again became the focal point for the region.

With this change, naturally, meetings were held in San Antonio and sometimes in San Marcos. It was a burden for Austin members to have

to drive so far for meetings. The gas crisis in 1973 was an additional deterrent to making this drive.

Finally, the Austin members held a general meeting at Bob Miller Porsche + Audi. The idea was to meet without having to drive to San Antonio. That meeting ultimately led to a gathering at the home of Craig and Lacy Seybold to discuss the formation of an Austin area region.

After several discussions, a letter requesting a charter for a new region called the Hill Country Region was sent to PCA President Mick Williams on March 17, 1977. For a charter, there has to be a minimum number of PCA members. Thus, they submitted the names of 28 PCA members in the Austin area. A few of the names on this list include:

- Craig & Lacy Seybold\* - They are still in Austin and Craig is a long time Porsche mechanic at NW Imports
- Henry Henze\*
- Dewey & Jean Dystra\*
- Jon Hornaday - still very active in HCR and serves as Community Relations Chair
- Robert L Cox - A founder of Porschedillo

*\* These people were in the original meetings to form Hill Country Region.*

On July 18, 1977 Hill Country Region was granted a charter. The charter signed by PCA President Mick Williams was proudly displayed at Bob Miller

Porsche + Audi. Unfortunately, when the dealership was closed in February of 1981 the original charter was lost. The replacement charter was received in October of 1982 and was signed by the then PCA President Hank Malter.

The first executive meeting was held on August 18, 1977, and the new Region's newsletter was printed that first month. In 1978 Ed Rasmussen created the newsletter format and named it Hill Country Horizons. HCR was incorporated under the laws of Texas as a non-profit organization on December 15, 1977. Robert Cox was the driving force behind getting HCR incorporated. HCR's first autocross took place on August 20, 1978. The HCR logo was created by Ken Credeur in April of 1979. The first Porschedillo took place over Labor Day weekend in 1979. Ed Rasmussen and Robert Cox were two of the most prominent promoters of the event.

I have to say I did not understand at first what was so special about Porsches. However, after seeing them race at Watkins Glen several times I knew Porsches were something special. When I got to Texas I would sometimes stop at Bob Miller dealership at night and look at the prices of used Porsches.

I was lucky to meet a smart, interesting and humorous guy named Richard Patrick. Richard lived in my neighborhood and as luck would have it, he was

the service writer at Bill Miller Porsche + Audi. He gave me a lot of great advice when I was thinking about buying my first Porsche, and later he also suggested I join the Porsche Club, so I did in 1980.

My main reason for joining was to learn about 911s and most of all how to properly care and work on them, to avoid as much as possible of the high cost I had heard that owning a Porsche entails.

Within a month I was at a great tech session at the German Auto House. For the first time I could see a 911 engine disassembled (so that is what a chain tensioner and chain guides look like).

A month later a friend and I took my 911 engine partially apart and installed new chain tensioners and chain guides, adjusted the valves, changed the oil and filter, to make sure the engine was properly maintained from the start.

However, what I also found besides a lot of very valuable technical help was a group of very nice people who truly were dedicated to Porsches. I was impressed by the work they put into holding events. I got carried away and in September of 1980 I organized a nice driving tour in the Hill Country followed by dinner at an actual German and Swiss restaurant in Lakeway.

At the dinner I gave a slide presentation of races at Watkins Glen and Road America, including many photos of the fabulous 917-10 & 30 turbocharged CAN-AM cars at speed.

### Hill Country Region: 1981 & 1982

The next thing I knew I was selected to be President of HCR in 1981. What follows is a little bit of what took place in 1981 and 1982, the years I was President. For a little perspective on the era, Horizons was mailed out with 15¢ stamps. Gas cost \$1.35 per gallon; in West Germany it was \$2.65.

In 1981 House Resolution 992 was introduced – to repeal the nationwide 55 MPH speed limit. Porsche dominated Le Mans with the winning 936 finishing 14 laps ahead of the second place car.

A lot happened in February 1981. Bob Miller closed and Austin was left with no Porsche dealership. Fortunately, this situation lasted less than a year. The national PCA Board meeting was held in San Antonio. Seven Hill Country members attended War Bonnet Tech in Oklahoma.

In 1981 Little Le Mans autocross was founded by Carey Spreen, Rick Diaz and myself. The first Little Le Mans drew cars from three regions, 40 drivers and 30 cars.

A very successful Porschedillo was held for the third time. There were tech sessions, rallies, concours and several social events held during the year. Even back then with fewer than 100 members the club was quite active. Here is a list of the major events held by HCR in 1982:

- Alfa: Porsche Autocross
- Jaguar: Porsche Rally

- Concours at the Village shopping center on Anderson Lane
- Little Le Mans: Covered by the Austin American Statesman
- Rolls Royce Ranch Picnic in Waco: covered by the local TV station
- Porschedillo
- Ferrari: Porsche tour to a ranch near Enchanted Rock

In 1981 and 1982 we worked hard to increase the membership. By 1982, HCR membership had increased to 86 compared to 36 in 1977. HCR growth during those years far outpaced the overall PCA growth rates- a trend that is still true today!



# LONE STAR LeMANS: 6 HOURS OF COTA

STORY & PHOTOS BY JONATHAN HAGGAR



**Above:**  
Navigating the twisty  
Turns 4, 5 and 6

**Left:**  
The 919-Hybrid on its  
way to the overall win.

**Right:**  
The 911 RSR with an  
early lead in GTE Pro.



With Porsche withdrawing their LMP cars from the World Endurance Championship series at the end of this season, the 6 Hours of COTA was the last opportunity to see them race in the United States. Fans were treated to a 1-2 victory for the outgoing 919 LMP Hybrids at Circuit of the Americas.

The week started with a Le Mans party generously hosted by Porsche Austin. They always put on a great party and this one was no exception. On Wednesday, September 13, PCA members joined the Porsche Austin race party in advance of Saturday's race. The team at Porsche Austin greeted each guest with a goody bag, filled with Porsche swag. With music from the DJ setting a festive mood,

PCA members and other Porsche enthusiasts enjoyed complimentary drinks from a bar crowned with a Porsche ice sculpture, and a delicious variety of hors d'oeuvres.

The dealership showcased two Porsche racers and two driving simulators in keeping with the race theme. The cars on display were the 919 Hybrid and 911 RSR. The highlight of the evening was the chance to meet several Porsche works drivers. Le Mans Prototype #1 drivers Neel Jani, Andre' Lotterer, and Nick Tandy along with GT Team #91 drivers Richard Lietz and Frédéric Makowiecki mingled with the crowd, answering questions and sharing their experiences and insights. They also graciously autographed

posters, flags, hats and other items for the fans.

It was a fun and enjoyable event hosted by our friends at Porsche Austin, and our PCA members appreciated the opportunity to meet other Porsche fans, and celebrate the upcoming race.

Friday saw the two Porsche LMP cars qualify on the front row with a comfortable margin over the Toyota entries on row two. As the race began on a hot and humid Saturday, the Toyota's pace was much closer to Porsche's. The noon start meant the race was held entirely during the day, unlike previous years when an evening start had the contest continue into the night. This created a more grueling test given the hot Texas sun and subsequent

track temperatures.

This year's Porscheplatz tent was located on a large platform to the left of the Turn 15 grandstands. In addition to shelter from the sun, it offered a generous view of turns 12 through 15 at Circuit of the Americas. Many Porsche owners relaxed and took in the race here with giveaways and cold drinks provided by PCA.

Porsche took the early lead in the 6 hour race with the Toyota's close behind. The lead would change after the first set of pit stops where the Porsches would change tires and the Toyotas did not. However,

Porsche would retake the lead in hour two with Andre Lotterer in the #1 Porsche benefitting from fresher tires than the #7 Toyota of Jose Maria Lopez.

The #2 Porsche with Earl Bamber at the wheel inherited the lead from the sister car with 15 minutes remaining to take its fourth win of the year, and Porsche's third straight victory in Austin.

In the GTE Pro class, the #92 Porsche 911 RSR led at mid race but ultimately finished a strong second behind the winning Ferrari 488. While Porsche has confirmed its exit from the WEC's LMP1 class,

they will continue to compete in international GT racing with additional investment in the development of 911 RSR. For 2019, their new challenge will be a factory team in Formula E, a series which continues to gain interest from auto manufacturers.

Porsche's four year stint with the 919 Hybrid netted three overall wins at Le Mans bringing their tally in the classic endurance race to 19. Leading this year's championship with two races remaining has Porsche poised to exit the highest level of sportscar racing on a high note.



**Clockwise from top right:**  
**The 919-Hybrid and 911 RSR on display;**  
**Brendon Hartley on the busy pre-race grid;**  
**Porsche fans celebrate the final lap from Porscheplatz;**  
**Drivers signed items for fans at Porsche Austin;**  
**A large group attended the Porsche Austin party;**  
**Andre Lotterer speaks at Porsche Austin.**



**An ice sculpture marked the occasion.**

# 2017 New Member Picnic

STORY BY LISA MOORE, PHOTOS BY JONATHAN HAGGAR

On Saturday, October 7, Lakeway City Park was the setting for a fun New Member Picnic and a Show and Shine Concours car show. Over 100 attended the picnic, with existing club members welcoming and getting to know the new members. A special thank you to Jan Adams and Bruce Harris for feeding everyone with brats, pulled pork, chicken and all the sides.

The Show and Shine included 14 perfectly cleaned and shined Porsches, and one lonely Ford GT that was fun to look at, but wasn't included in the judging. The cars were judged in three categories, best air cooled, best water cooled, and the people's choice voted by the attendees.

The winners:

Best Air Cooled: Winslow Mankin's 1970 911S and

John Brindley's 1966 911.

Best Water Cooled: This was initially a tie, and the tiebreaker was based on the higher mileage car. James Rossie's winning 2001 911 Cab enjoyed more total miles at 135,000. Second place went to Ben Barnett's 2010 Turbo that had 35,900 miles.

The People's Choice Award goes to John Brindley's 911.

The park setting was perfect, the weather cooperated, the food was delicious, and we ended the afternoon with a Porsche themed trivia game and prizes. Not surprisingly, our enthusiastic seasoned members were able to answer even the most obscure questions. We look forward to sharing many more club activities with our new members.



Caren Cooper and Tracey Gross



John Brindley, Winslow Mankin, Ben Barnett, Logan Barnett and James Rossie



A fantastic lineup of Concours entrants.



Clockwise from top left: The Concours judges confer; Some of the newer Concours entrants; Members answer trivia questions for prizes; People's Choice winner (second from left)



**CLASSIC BBQ**
**FULL BAR**

**LIVE MUSIC EVERY FRIDAY AND SATURDAY NIGHT**  
**VOTED BEST BBQ IN HAYS COUNTY!**

**FREE 1/4LB BRISKET**  
 with \$5 minimum purchase. Must present coupon. 1 per person.

512-878-0795 | 500 HULL ST | SAN MARCOS, TX | KENTBLACKSBBQ.COM

## SPONSOR INDEX

AUSTIN INTERIORS	PG 02
TPWS	PG 05
BLACKS BBQ	PG 11
PETROL LOUNGE	PG 13
RIDE CACHE	PG 13
PROREFLECTION	PG 15
GERMAN AUTO CENTER	PG 15
GUZMAN WEALTH MANAGEMENT	PG 17
PORSCHE CENTRAL AUSTIN	PG 36
CALIBER COLLISION	PG 40



**PLEASE SUPPORT OUR SPONSORS.**  
**THANK YOU!**

# NEW MEMBER PROFILES

***Hill Country Region welcomes the following new members, and thanks them for sharing their stories and photos. If you are a new member in the past 4 months and would like to submit your profile to Horizons, please email: [assistanteditor@hcrpca.org](mailto:assistanteditor@hcrpca.org)***

## **Drew Dutton**

My first Porsche was a used 1971 911T Targa. It was the early 80's and I became hooked. After selling that, I bought a new 1986 911 SC Targa. Much more fun. I so enjoyed driving that car on Mulholland Drive between the Pacific Coast Hwy and San Fernando Valley. Unfortunately, I sold the car in 1989. I didn't get another Porsche until in 2007 when I bought a 997 S. Wow, what a car. I briefly joined PCA, but sadly, the job market in 2008 changed my plans and once more I was without a 911. I took up car racing (SCCA, NASA, etc.) in 2011 with Miatas and BMWs. My tow vehicle was a Cayenne Diesel. All of that only pushed me to put a 911 on my bucket

list, but not just any 911. I was thinking GT3's or Turbos. In 2015 when the 991 GT3 RS came out in ultraviolet... well that became my bucket list car. Just last month, I was blessed to check that off my list. With my wife, Stacy's support, I am now the proud owner of a 2016 911 GT3RS, ultraviolet, of course. It is more car than I am a driver at this point, but I hope to close that gap with PCA track days, and maybe some lessons.

## **Edwin Mangalindan**

My wife Laura and I settled in Austin 20 years ago from California. We have four children. When not traveling, we can sometimes be seen driving around Austin looking for a good coffee. After our children, family, and their pups Chips and Queso, my pride and joy is my 2014 Triple Black 911 Carrera Cabriolet. I'm looking forward to getting together with other Porsche enthusiasts.

## **Henry "Lefty" Fisher**

I am 63 years old and have

wanted a Porsche since the first time I really knew anything about them. I spotted a Porsche 914-6 at the age of 19, so I went to the dealer to check the price- ouch! I have desired to own one ever since. I am now the very proud owner of a 2003 911 Carrera S with 31,500 miles on it. I did a lot of looking and found this car on a whim (I was actually searching for a 1985-87 911 SC Targa). When I found this car I saw that it was in "Arlington" which to me that meant Texas- in between Dallas and Fort Worth. So I sent them an email on a Sunday in May of this year, and got a call back the next day. As we chatted the salesman informed me that they were in Arlington, Virginia, not Texas. We both had a laugh, but I bought the car anyway, had it shipped to me and joined PCA the same week. Immediately I found many helpful businesses while looking at the HCR website. I met some very friendly folks at my first Lunch Bunch, and am looking forward to being more involved with club and region activities.



**Edwin Mangalindan.**



**Drew Dutton & his wife Stacy.**

# PETROL & Lounge

We specialize in making your automotive collection easy to live with. Our elite team will work with you to determine a solution that fits your needs. We can handle one car or a collection that justifies the term "automotive portfolio". Your car is available to you when you want it and taken care of when you don't.

**All you have to do is get in your car and drive.**

- 24/7 Access
- Secure climate controlled storage
- Battery tender service
- Weekly inspection, startup, tire monitoring
- Wash and detail available
- Transport to regional tracks available
- Shuttle services available
- Transport to local service centers

info@petrollounge.com

www.petrollounge.com

512.924.6643



Proud Sponsor of  
**PCA and the  
2015 Porsche Parade.**



## MANAGE

Track all the **tasks** to be done to your vehicles

Receive **notifications** when parts or papers need to be replaced

Create **wish lists** to help you plan future upgrades or modifications



## PRESERVE

Easily build a **complete digital record** for your vehicle

Add **real value** to your vehicle with a fully documented history

Protect your investment with enterprise level **security & backup** in the cloud



## SHARE

**Follow** similar vehicles to get ideas and inspiration

**Show off** your rides easily in a fast, beautiful interface

Maintain **full privacy control** over who sees your content

**RIDECACHE IS A PROFESSIONAL SOFTWARE TOOL FOR SERIOUS CAR ENTHUSIASTS, COLLECTORS AND SERVICE PROVIDERS**

**EASILY AND SECURELY ORGANIZE, MANAGE AND PRESERVE EVERYTHING YOU DO TO AND WITH YOUR VEHICLES**

**LEARN MORE AND SIGN UP NOW AT [RIDECACHE.COM](http://RIDECACHE.COM)**

# AUTO DETAILING WITH PROREFLECTION

STORY BY JONATHAN HAGGAR WITH COSMIN CHIRA, PHOTOS FURNISHED BY PROREFLECTION



**Left: A shiny white detailed Turbo. Right: Cosmin polishing a vintage Carrera.**



*Cosmin Chira is the owner operator of ProReflection, an auto detailing service in Austin. He shared his background and some insights on paint care and detailing with Horizons.*

In 2009, Cosmin found himself frustrated over the condition of his car's paint. Full of defects, swirls and scratches, it lacked the shine and reflection he typically saw on high end vehicles. Having previously studied to become an electrician, he wasn't afraid to spend time learning how to correct paint defects. An abundance of reading led to hands-on trials of many different products and tools which gave him a working knowledge of what things worked, and what didn't.

As Cosmin developed his craft, he acquired professional level tools and became known by his neighbors as the guy who obsessed over his paint. He travelled to gatherings and participated in detailing seminars which led to meeting Mike Phillips, a former trainer for Meguiars, and now Director of Training at Autogeek. It was a conversation with Phillips that would help validate the technique Cosmin had learned.

By the middle of 2010, Cosmin was in business as

ProReflection, offering auto detailing services in the Austin area. In addition to the skills learned on his own, Cosmin received training on installation of paint protection film. One of his early clients would be Ferrari of Austin where he performed paint correction on newly delivered vehicles.

Cosmin would eventually prefer to work directly with car owners. He strives to tailor service to each client's unique situation, based on how he or she use and maintain their vehicle.

ProReflection's services range from new car delivery preparation and washes to paint correction and protection film. They are currently a mobile operation that performs service at each client's home or workplace. Cosmin hopes to re-open a retail location by the end of 2018 while continuing to offer the mobile service which allows him to cater to busy clients.

Cosmin strives to be trusted by his clients to keep their cars in great shape. This includes educating them about proper washing technique, as this is often when paint defects occur. The most common mistakes are using dirty towels and too much hand pressure.

Here are his tips on washing:

- Wash your vehicle every 2 to 3 weeks
- Use a good quality solution that's intended for car washing
- Clean your wash mitt after each use and replace it often
- Use very light pressure with your wash mitt
- When using microfiber towels, fold them in half twice and use each of 8 sides
- Let your drying towel do its job of absorbing water without using pressure or rubbing

Ceramic paint coatings are a product that Cosmin says is surrounded by misinformation about their longevity and level of protection. He says typical coatings last 1-½ to 2 years and require a similar level of care as traditional wax. Mud and grime will wash off more easily, but you still need to wash with the same frequency as wax coatings. While they offer some additional protection against UV damage and acidic contaminants, they are still prone to swirl marks and scratches without proper washing technique.

Cosmin will gladly use his expertise on any car, but specializes in high end vehicles with a strong following in the local Porsche community. To learn more visit:

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



**ProReflection**  
 937 Reinli st unit#7  
 Austin TX 78751  
 972.834.9150



**PRO REFLECTION**  
 AUSTIN AUTO DETAIL & CLEARBRA INSTALL



- We offer the following services at the shop:**
- Paint Protection Film install / Clear bra
  - Compound and polish
  - Remove: scuffs, scratches, swirlmarks etc

- We offer the following services mobile, on site:**
- wash & wax , interior clean up
  - regular maintenance packages
  - claybar treatment
  - compound and polish
  - restore yellow headlights
  - leather treatment



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

Please contact us if you have any questions or comments regarding ProReflection services. Thank you!  
 phone: 972.834.9150 , Cosmin Chira , Owner  
 email: [info@proreflection.com](mailto:info@proreflection.com)



**GERMAN AUTO CENTER**  
**PORSCHE REPAIR & MAINTENANCE**

**EXPERIENCE A WHOLE NEW LEVEL OF PORSCHE SERVICE**

Our Bosch Authorized service center has provided premier Porsche service, maintenance and repair that Central Texas Porsche owners have relied on for over 40 years. With a Master Porsche Mechanic on staff, you will receive the highest quality factory maintenance and service to meet your vehicle needs. From complete engine builds to chassis performance installations, we are happy to discuss your Porsche needs.



**8215 RESEARCH BLVD, AUSTIN TX • (512) 452-6437**

**[WWW.GERMANAUTOCENTER.COM](http://WWW.GERMANAUTOCENTER.COM)**

# BUYING A PRE-OWNED PORSCHE

STORY BY JONATHAN HAGGAR WITH KARRIE KIRBY, PHOTOS COURTESY OF PCNA, INC.

## PORSCHE

### APPROVED CERTIFIED PRE-OWNED VEHICLES



Are you in the market for a pre-owned Porsche? Do you know about the Porsche Approved Certified Pre-Owned (CPO) program? Because of Porsche's confidence in the high standards of their Certified Pre-Owned cars, the Porsche Approved Warranty provides buyers a similar level of reassurance as purchasing a new car. Porsche Brand Ambassador Karrie Kirby sat with Horizons to discuss some of the program's details and benefits.

Kirby finds that many people think it's just about the extended warranty, but there's much more behind the process. While the CPO warranty provides up to 2 years and 50,000 miles of additional coverage, the salient part of the program is ensuring the vehicle's robustness via an extensive inspection process.

To earn the Porsche Approved seal, an 111-point check is carried out by Porsche trained technicians, where rigorous mechanical, functional and bodywork standards must be met. Any items not meeting the standards must be addressed using genuine Porsche parts, and in some cases will disqualify a car from being approved. In contrast, if you buy from a non-Porsche dealer, chances are that only

a safety inspection and state inspection are performed.

Categories of inspection include: History and Maintenance, Vehicle Analysis, Fluids, Interior, Underbody, Exterior, Engine and Drive System and Test Drive. We'll take a closer look at a few of the inspection elements.

The car's history, mileage and recall status are examined including the consulting of a vehicle history report. Scheduled maintenance is performed if due within 2,500 miles, or if the last recorded service was more than 10 months ago. The Digital Motor Electronics (DME) control unit is checked for signs of tampering, and queried for fault codes. Scrutinizing the DME report for engine over-revving is critical in ensuring there are no early signs of engine damage.

Fluids, oils and coolant are checked for proper levels and associated systems are scrutinized for signs of leakage. All driver convenience, assistance and safety systems are checked for proper function. The suspension system, body and paint are evaluated for condition, cosmetics and signs of previous collision damage repair. Aftermarket suspension

components, or unauthorized modification are not allowed. Any frame damage, flood damage, or replacement of body panels that form the unibody are not allowed.

Brake pads are inspected and replaced if less than 50% is remaining. Tires will be replaced if tread depth is less than 4mm, or they are not the same brand and model on all four corners.

A road test ensures that anti-lock braking and stability management systems perform properly, in addition to clutch operation and gear changing. Vehicle handling, performance, and valve-train or engine noise are assessed here as well.

Eligible vehicles are those from the current model year, and those up to eight previous model years with less than 100,000 miles. The CPO warranty is transferrable by private sale, but not when sold to a non-Porsche dealer.

Despite the benefits, Porsche Approved cars may not make sense for every buyer. Some of Kirby's clients keep their cars for such a short time that it's not important to them. Clients intending to keep their car for several years see the most value, as they get up to 6 years

and 100,000 miles of warranty coverage. Therefore, some clients find that a recent CPO car is a desirable option over a new car.

For example, Porsche Austin's courtesy vehicles are typically retired after 10K miles and are put through the certification process before being offered for sale.

Kirby adds that you can find a Porsche elsewhere for less money, but you're not getting the same level of inspection, repairs and reconditioning.

Her experience indicates that the purchase price savings is often eroded after the first service visit. Kirby's advice is that it's usually not a good idea to cut corners when buying a high-performance car like

a Porsche. Karrie Kirby is a fitness enthusiast with a degree in finance whose association with Porsche began in 2003.

She can be contacted at Porsche Austin for additional details on the Certified Pre-Owned program, or to inquire about any of their current CPO vehicles.

*For the latest Pre-Owned inventory visit:*

**PorscheAustin.com**

*For more information on CPO visit:*

**Porsche.com/usa/  
approvedused/  
PorscheApproved**



## *Financial Planning There is NO substitute...*

Steven Guzmán 512-640-5475  
GuzmanWM.com Steve@GuzmanWM.com

**Disciplined Focused Unbiased Comprehensive Wealth Planning**

Securities and investment advisory services are offered solely through Ameritas Investment Corp. (AIC). Member FINRA / SIPC. AIC and Guzmán Wealth Management are not affiliated. Additional products and services may be available through Guzmán Wealth Management that are not offered through AIC. Representatives of AIC do not provide tax or legal advice. Please consult your tax advisor or attorney regarding your situation.

# FORMULA 1: A STORY IN PICTURES

PHOTOS BY JONATHAN HAGGAR

Sebastian Vettel qualified second but couldn't match Hamilton's race pace.



Daniil Kvyat accelerates through Turn 16.



Kimi Raikonen got past Valtteri Bottas to secure a 3rd place podium finish.





**Brendon Hartley qualifies for his first Formula 1 race.**



**Race winner Lewis Hamilton shows speed on his way to pole position.**



**A critical part of the Ferrari pit stop rig.**



The Williams livery should be familiar to Porsche racing fans.



A young Ferrari fan finds a cool hangout.



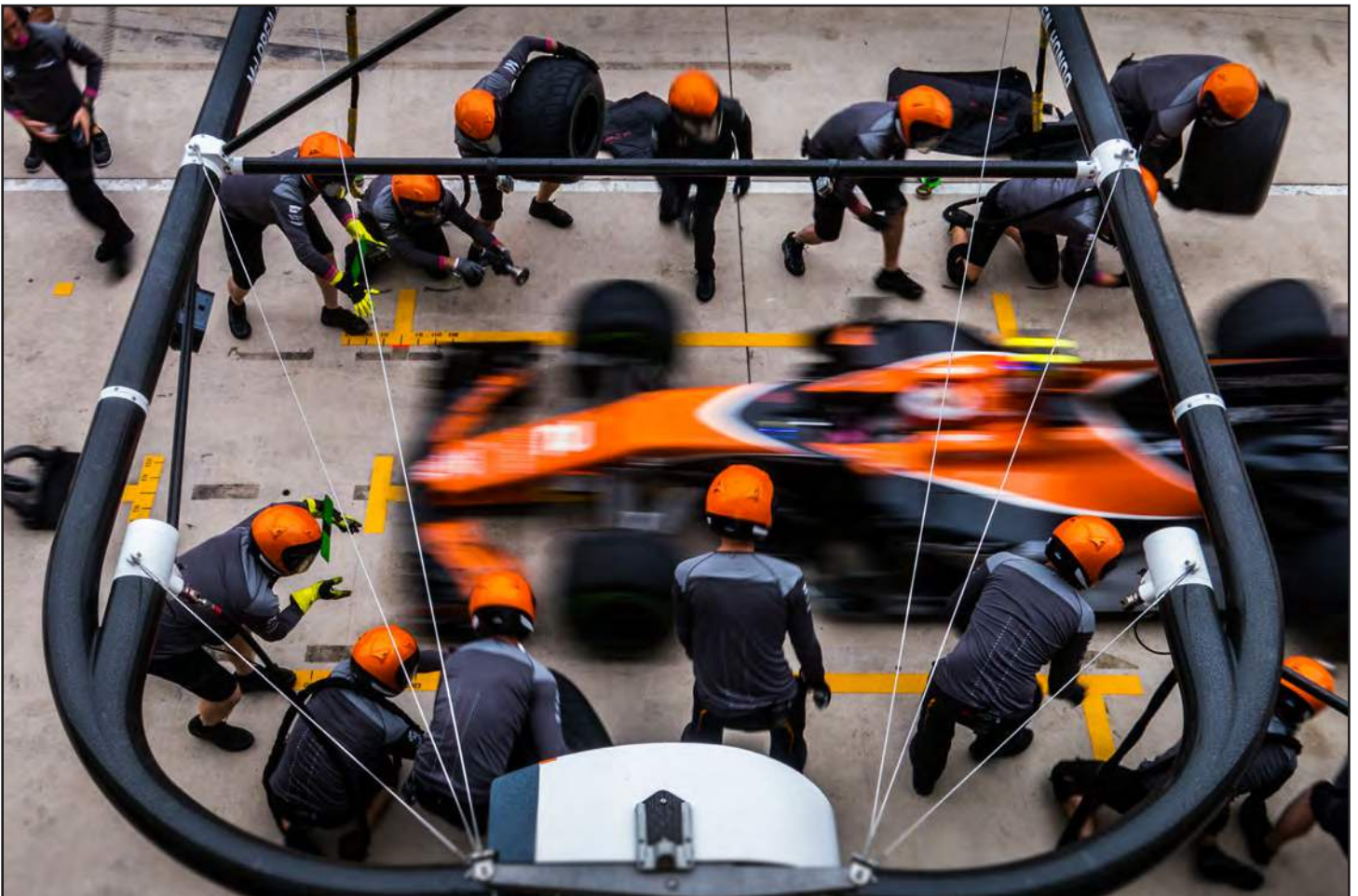
Kimi Raikkonen gets pushed into the Ferrari garage during practice.



The dirtier side of Formula 1.



Fernando Alonso is hopeful for what next year may bring with Renault power.



Sixteen crew members prepare to service Stoffel Vandoorne's McLaren.

# TECH SESSION AT PORSCHE AUSTIN

STORY & PHOTOS BY JONATHAN HAGGAR

Porsche Austin opened its service department to Hill Country PCA members on Saturday, September 9th. Service Manager Steve Goodman, Shop Foreman Danny McCraw and ten Porsche Technicians were available to PCA members who attended.

The day started with breakfast tacos and coffee provided by HCR Tech Session Chair Winslow Mankin and ended with a barbeque lunch courtesy of Porsche Austin. In between there was ample opportunity for members to discuss any topic related to their Porsche.

Over 20 members took advantage of the generous multi-point inspections offered by Porsche Austin. Throughout the morning, Goodman diligently worked down the list of members who signed up, assigning one of his technicians as they became available. The technicians worked one-on-one with each member to answer

specific questions or look into a particular area of concern.

Unlike a typical service visit, these sessions provided direct access to a service technician who offered to test drive the car with the owner in tow. This ride-along allowed both parties to experience any symptoms or problems at the same time. The technician was also able to assess aspects such as ride, handling, steering, braking, gear changing, clutch operation and overall vehicle performance.

Upon returning to the shop, each car was placed on a lift for evaluation of vehicle systems and components. Here the technician adjusted tire pressures, and measured tire tread depth and brake pad thickness. The suspension, axle joints, exhaust system, brake lines, fuel lines and coolant lines were checked. Engine, transmission, differential and transfer case were inspected for signs of leaks.

Finally, each car was connected to a diagnostic computer. This allowed the technician to query the Digital Motor Electronics (DME) control unit and retrieve fault codes or check other parameters such as engine over-revs.

PCA gatherings often attract rare or interesting Porsche's. The most unique may have been the Martini liveried GT3 RS that arrived mid-morning. Others that were hard to miss included Alan Hughes' red 2003 Carrera 4S and Hector Sanchez' orange limited edition 2008 Cayman S Sport.

James Rossie's refurbished 2001 Carrera Cabriolet is featured in this month's Member Profile.

Members came away impressed with Porsche Austin's service department and were thankful for this opportunity provided by Steve Goodman and the entire team at Porsche Austin.



Charles Lam and Bob Freeman enjoying the morning session.



Members check out the 911 GT3 RS.



**Steve Goodman and his staff  
of Porsche Technicians.**



**Gio sets tire pressures on  
Alan Hughes's Carrera 4S.**



**Hector Sanchez' sharp  
looking Cayman S Sport.**

# MEMBER PROFILE: JAMES ROSSIE

INTERVIEW & PHOTOS BY JONATHAN HAGGAR

*At the Summer Tech Session, fellow PCA member George Hansen met a new member with a late model Carrera that had undergone significant refurbishment. Hansen introduced us to James Rossie whose Porsche is an attractive and unique 2001 Carrera Cabriolet in Arctic Silver. We spoke to Rossie about his Carrera and his interest in Porsche cars.*

**Horizons:** When did you join PCA Hill Country Region?

**JR:** I joined in February, 2017 shortly after I bought my first Porsche.

**Horizons:** How and when did you acquire your Porsche?

**JR:** I bought my Porsche in February this year. I had an Audi A6 daily driver coming off lease and was looking for something new, maybe a project. I work from home, so having a daily driver is not a big concern; having just bought my wife a bigger car, I was back in the market for something more fun. I had never driven a Porsche before so I test drove a couple at a used lot and really loved the experience. I started shopping around and found a guy, who happened to also be a licensed dealer, in San Antonio trying to sell his personal 2001 996 at a very, and I mean very, attractive price. The car was rough cosmetically and needed minor mechanical work but the engine and transmission felt great, much better than the ones I drove in Austin. Against all common car buying advice, I dropped the cash



2001 Carrera in Arctic Silver - Side View



Front View



Rear View

---

and drove home. I had a post purchase inspection done later and it was about what I thought when I bought it, call me lucky.

**Horizons:** What is your favorite thing about this car?

**JR:** I love how she drives. It's so much fun to run up through the gears then double clutch down into a corner and hear the engine at 6,000 RPM. She may be a stock Carrera convertible but I don't care... she's an absolute blast to drive. I'm also fond of her name. We have a tradition of naming cars in our family and my Porsche's name is Mieke (pronounced MEE-k ).

It's the Dutch/German equivalent of Maria and its selection was inspired by a stupid movie named Road Trip, made in 2000 around the same time as Mieke was. My wife considers Mieke the 'other women' and has a certain amount of animosity toward her and my time spent in the garage.

**Horizons:** Tell us about a notable drive or road trip?

**JR:** The most notable, perhaps emotional, trip so far has been my post purchase drive home. My dad was a Los Angeles City fireman and loved Porsches. He owned two, a 914 that he raced in the 1970's, and a 924 he purchased in 1985 after the 914 was destroyed in a fire. He passed away in 2013, never really having the money for a 911 and letting the 924 waste away. Driving home that night from San Antonio, just occasionally going a bit over the speed limit, I had a feeling that he would be really happy that I owned a Porsche.

**Horizons:** What makes your car unique?

**JR:** The interior is completely custom and, overall the car has an updated look. I pulled everything out of the interior and had it redone in black leather with red stitching. I had the plastic pieces hydro-dipped with a crosshatch pattern and specific pieces accented in red. I didn't do the upholstery or dipping myself, but the design was mine and I did all the disassembly/reassembly. It's a different look than any other 996 that I've seen. I complimented the interior by powder coating the calipers red and changing out the stock 18" turbo twists with black 19" AG ruger mesh wheels that have a red pinstripe. Finally, I replaced the original worn out convertible top with a black GAHH glass back replacement top.

**Horizons:** What drew you to this car?

**JR:** I wanted to do a project, knowing I was going to spend money on cosmetics anyway, I was looking for a mechanically sound 911 at a very low price point. As I'm sure all PCA members know, the 1999-2001 Carreras are at the bottom of the barrel price wise mostly due to the IMS bearing issue. Coming to the IMS party so late, with the benefit of so much already being said and written about it, I wasn't afraid of the IMS bearing. My risk assessment was that it impacted about 5% of cars, often at lower mileage, and this car was a daily driver with about 130K miles, not a garage queen. And regardless, just to eliminate the risk, it's relatively

easy to install one of the great IMS aftermarket solutions available these days.

**Horizons:** Has your car had any restoration?

**JR:** What I have done is more refresh, repair and modification rather than restoration. I didn't want a perfect stock 996 cabriolet with the silver paint and a grey interior. I wanted something reliable and fun to drive, that looked a bit different but still classy. In addition to the interior work, calipers and wheels, I had some minor body work done and repainted the car it's original Arctic Silver. When I first purchased her, the car needed a new steering rack (rebuilt), oil pressure sending unit and convertible hydraulic cylinders (rebuilt) plus a lot of basic maintenance (oil change, fuel filter, brake fluid flush, battery, air filters, wiper blades, accessory belt etc). That was all work I was able to complete myself.

I recently replaced the front control arms and tie rods to get rid of some loud and very annoying creaking noises. I plan to replace the clutch, slave, IMS bearing and RMS (all preventative) this winter. I just started to experience some second gear pop out, so I'm installing a GBOX detent as soon as it arrives this week. On the electronics front, I plan to install a keyless ignition system and a Qi charger for my yet to be purchased iPhone X.

**Horizons:** Have you done any modifications?

**JR:** Other than the cosmetics, it's a stock C2 3.4 L Cabriolet. Oh, and when I recently

replaced the front control arms, I used upgraded/aftermarket European Parts Solutions diagonal control arms. The stereo was upgraded from stock long ago, maybe 2006, and I upgraded it again to an Alpine iLx-107 that has wireless Apple CarPlay.

**Horizons:** What drew you to Porsche?

**JR:** I just loved driving it. That combined with the family history was the reason I decided to go Porsche.

**Horizons:** Have you owned other Porsches?

**JR:** No, this Carrera is my first.

**Horizons:** What is your dream Porsche to own?

**JR:** Not sure yet, I'm still too

entwined with this one. Maybe a GT3 that I drive exclusively on track. I'm all about cars that are driven. I don't want a 918, not that I wouldn't take a gift or a test drive, but for me the act of driving a car is more important than collecting it.

**Horizons:** What is your favorite Porsche or PCA related memory?

**JR:** One of my earliest memories was driving with my dad in his 914, watching him go through the gears and hearing the engine right behind us. The smell of the seats and the carpet, the shine of the black dash all come back to me vividly.

**Horizons:** Do you participate in autocross, DE events, club racing or track days?

**JR:** Not yet. I thought I would with this car, but now that I have the refurbishment mostly complete I've realized it's not the right car for a track. I will do some drives in this car though. I just participated in BOAR XXXIII, that was a real blast, a fun and safe group of people that enjoy spirited driving. I plan to do a driving experience at the Porsche Experience Center in Los Angeles this fall or winter. In the future, I will be on the lookout for a GT3 that I can strip down and race. A chronicle of Rossie's repair and refurbishment work can be found at: [porsche.rossie.net](http://porsche.rossie.net)

*If you have an interesting Porsche story and would like to be considered for a profile, please contact Jonathan Haggar at: [AssociateEditor@HCRPCA.org](mailto:AssociateEditor@HCRPCA.org)*



The exhaust tips and wheels also carry the red theme.



Black Carrera badge.



It's easy to get excited by the Porsche crest.



The Carrera moves with presence.



James is proud of the hours spent to make his Porsche special.



A custom crosshatch pattern is featured on several trim pieces.



Red accents abound.



Freshly powder coated brake calipers.

# THE REAL DIRTY DOZEN

STORY & PHOTOS BY TOMMY THOMPSON

*In the spring of 2016, I was chatting with PCA President Caren Cooper at one of our local (Hill Country Region) events. We started talking about a group I had once been a part of in Chicago: "The Dirty Dozen," a rag-tag bunch of guys who had grown up in a rough part of town, but who eventually became key players in the Chicago PCA. She had heard of us, and we decided our story might be one worth telling.*

## Chicago, Early 70s

The origins of the Dirty Dozen are somewhat sketchy, due to the haziness of time and, I suspect, too much beer. The founders, Hokey, Uncle Frank, The Bomber, Greg Blegen, Fritz and a few of their buddies, met around 1970. Their friendship and partying was interrupted for a couple years by Vietnam and a little thing called the draft, but upon everyone's return home, they reconvened with one key difference: Gone were the pre-draft Harleys and Nortons, and in their place were Porsche 911s and 914s. You see, back then, Porsches were not out of the reach of parts managers, bartenders, and print shop employees. Although \$5000 was a lot of money, most people could scrimp a bit and pull the funds together for one. (I remember I paid \$2500 for my Porsche, a 1972 914 1.7). Luckily, another member of the gang, Joe Ratschan ("Joe Rat"), was a mechanic at a German Autoshop on Clybourn called J&M. Everyone took their cars there for repairs and upgrades; it became a second home, and

another one of its mechanics Joe Leight, joined the ranks.

The Dirty Dozen got their name soon after. Joe Rat, Hokey and a couple other members of the gang were helping at a Chicago Region Road America event. At the track dinner at Siebkens, most of the guests were dressed nicely, so this gang, with their long hair, raggedy clothes and scruffy beards, stood out as they walked into the dinner together. The regional photographer saw them, took their picture, and captioned it in the next region newsletter, "One Third of the Dirty Dozen." And so the legend began. By the next event at Road America, there were "Dirty Dozen" shirts, much to the amusement of the rest of the region as the Dozen marched into the restaurant one by one. Those shirts had to be earned, through ownership, through racing, and through more than a few pretty big hang-overs. And it was around this time that I was brought into the fold.

## Chicago 1975

When I moved to Chicago in 1975, I was driving my parents' old tank of a car: a 1968 Olds Delmont 88. The car was a slug and kept breaking down; it was too hard to park in the city, too! So when I happened across a 1972 Porsche 914 that a traffic controller at O'Hare had and was willing to get rid of, I happily bought it to be my daily driver. Eventually I wanted more power so I bought Bomber's '72 signal yellow 911 as he had bought a '71 911S. I

had it for over 20 years until a GMC truck decided to T-bone it in California.

One night, a coworker asked if that 914 in the parking lot was mine. I said yes, and she told me about her boyfriend, Hokey, who was in the Porsche Club. She also told me that in two weeks, there was going to be an event at Soldier Field (Home of the Bears) called a "Gymkhana." For those who don't know (like I didn't), this is an event very much like autocross, with the goal of getting through a course of highway coned gates in the fastest possible time with the fewest number of mistakes.

The Sunday of the Gymkhana finally arrived and I headed to the field in my 914. I was waved over to a group of long haired, bearded guys standing around a bunch of 911s and 914s. I wasn't so sure about this group, but I thought what the heck! We're in the midst of a large group of Porsche people—I'll be safe. Once we started talking cars, all my anxiety dissolved away. I could tell they were a bunch of people who loved cars and equally loved good times.

In fact, after a dismal showing at the event, I followed the group back to Frank's house in Rogers Park, where they walked me through everything I needed to do to my 914, from sway bars to new shocks, over plenty of beer and brats. Though I was from a steel town in Pennsylvania rather than Chicago, I was surprised I'd been accepted into the group

fairly quickly, and I can say today that one couldn't ask for better, more stand up friends.

### PCA Involvement

The Chicago Region PCA was a large organization and put on numerous events throughout the year—track days at Road America and Blackhawk Farms, Gymkhanas in parking lots, concours, and more purely social events like picnics. All these required large numbers of volunteers and the Dirty Dozen could always be counted on to be there. In fact, I don't think it's an exaggeration to say we ended up helping in 90% of the events during the late 1970s and early eighties, even if it just involved cleanup at the end. Additionally, Frank had a van and trailer, so whenever anyone in the PCA (local or just passing through the Chicago area) broke down, we were

called on to go and pick up a car and transport it to a dealer or shop for repair. I remember taking off at least once after work with Frank to pick up someone in northern Indiana or southern Wisconsin.

The Dozen was also responsible for one event each year—the "Ice Gymkhana" held on a frozen lake in the middle of Wisconsin in February (Brrrrrrr!). It was always a fun event, slipping and sliding around that course. One time, the high for the day was 20 degrees and out of 20 or so cars, only one would start on its own. All the others had to be jumped from that one vehicle! But we were a hearty group, and once the cars were moving, the event itself went smoothly.

Eventually, the Dozen began to serve on the board of the local chapters. Though most of our

fellow PCA members were business owners, managers, and CEOs/CFOs, I never felt like we were looked at any differently. We were all part of the same car marque and loved the brand. It's true—Porsches bring people together.

### Reunion and Reflection

In the early 80s, the Dozen's face started to change as we all began to head in different directions, both literally and metaphorically. Some folks (including Frank, our de-facto leader) moved out of town, and others slowly stopped coming to events as their lives changed. We'd still party with each other (those of us still in town), but the events were not the same. I eventually left Chicago for Los Angeles, and I soon lost touch with many of the guys. The Dirty Dozen was changing.



Some of the Dozen 1977 (L to R) Tommy Thompson, Bomber, Uncle Frank, FIRM, Joe Hill, Pete Brink.

But I'd been thinking about our heyday quite a bit over the last few years, and in June of 2015, while planning a trip back to Chicago, I contacted Lee Kass to see if he was in touch with most of the group, because I wanted to get together. I was surprised at the number of guys he was still in contact with but sad to learn the reason was that one of us (Joe Hill) had passed away earlier that year, and most had attended the funeral.

When I got to Chicago the next month, I was nervous, because I hadn't seen or talked to most of the Dozen in so long. This was the first time seeing them in 20+ years. But I soon realized I could name every one of the seven who were able to make it as soon as I pulled up in Lee's driveway for our reunion picnic. We all seemed to look the same, albeit not quite as young and carrying a few extra pounds that hadn't been there before. But after hugs, it was just like old times. During dinner and after, we all reminisced about the crazy times we had had, and though we had to go our separate ways, since then we are keeping in touch. I told anyone going to the F-1 race or passing through Austin that they have a place to stay. And we agreed to meet again, every 2 or 3 years in Chicago. Of course, almost all of us still have a Porsche or two in our garages!

Now some of you might be thinking that we were a bunch of hooligans. Being in our late 20s during a time of great change in society, I guess we were. We certainly did not hold ourselves up as community role models, that's for sure. At



**The Dirty Dozen, 2005 (L to R) :  
Ron Starkey, Pete Brink,  
Lee Kass, Tommy Thompson,  
Fritz, FIRM and Uncle Frank**

the time, most of us were unmarried and didn't have children, so we had little need to be responsible. But, I have to tell you: I could count on these guys in any situation, from a bar fight in Wisconsin to a street fight in Chicago, and of course, on the track. I never felt I was

alone as there was always one or two of them to back me up. There are no regrets from any of us.

In Memoriam

Terry Baumhart  
Joseph Hill

## THE MARKETPLACE



### **2008 Cayman S 21,000 miles. Ruby Red/Beige leather**

350 miles on Michelin Pilot SS. 6-speed, Bose w/6 disc CD, Power/Heated Seats, Bi-Xenon Headlamps, Aluminum Exterior Package and more. Showroom condition. Never tracked.

Contact:  
Rick Clemens  
rjclemens@austin.rr.com

If you would like to advertise something Porsche related in HORIZONS, please send an eMail to the editor at: [EDITOR@HCRPCA.ORG](mailto:EDITOR@HCRPCA.ORG) .... Please include a high resolution picture, along with a brief description, and your contact information in your eMail. Thank You!

## HCRPCA could use a hand!

As a volunteer organization, we get to do as much or as little as our member's energy allows, and what we've done is simply awesome. But, as you know, there's a lot of work that goes into making that all happen...



# *Fueled by Volunteers*

Volunteer positions available:

\*Webmaster

\*Advertising Specialist

Please help with our Region's activities. Let us know if you are interested. [secretary@hcrpca.org](mailto:secretary@hcrpca.org)



# TREFFEN ASHEVILLE

STORY BY JON HORNADAY

*Seven HCR members in four Porsches enjoy Treffen Asheville.*

Among the 230 Porsches and 455 PCA members from 58 regions who enjoyed Treffen Asheville in September were four Porsches and seven HCR members who were both quick and lucky enough to be able to participate. This PCA national event sold out in 58 minutes. The southeast location and the nearby beautiful and challenging mountain roads of North Carolina were an obvious appeal.

The HCR contingent consisted of Larry and Carolyn Braxton (2011 911 Carrera S Cabriolet), James Dilling (2011 Boxster), David and Jeni Johnson (2015 Cayman GTS), and Jon and Rhoda Hornaday (2014 Cayman).

Larry and Carolyn, David and Jeni, and Jon and Rhoda took a fairly direct route to Asheville, with stops in Little Rock and Knoxville, but James "The Rebel" started a day earlier and enjoyed some interesting sights along the way. Two of the couples would experience unexpected mishaps, but more on that later. Larry and Carolyn celebrated their 25th wedding anniversary along the way, dining at a Mexican food restaurant in Lonoke, Arkansas, outside Little Rock, and Jon and Rhoda continued their year-long 60th anniversary celebration in Asheville. Life is good.

James took four days for his trip to Asheville, for a more

leisurely, scenic and interesting journey. Highlights included driving the El Camino Real de los Tejas National Historic Trail, through the Crockett, Angelina and Sabine National Forests, and the beautiful Natchez Trace Parkway. He also enjoyed a tour of the Honda plant in Lincoln, Alabama, and a stop at the Talladega Superspeedway. His journey home was no less special, taking the Foothills Scenic Byway in South Carolina, the Cherohala Skyway through Nantahala National Forest, and a stop at the Porsche Experience Center in Atlanta.

The Braxtons and Hornadays drove the last leg into Asheville on the very scenic two-lane road that mostly followed the French Broad River. The Johnsons made contact with James Dilling for a pre-Treffen drive on the famous Tail of the Dragon that borders the Great Smoky Mountains National Park. It is 11 miles with 318 turns, one way. They enjoyed it so much they turned around and did it both directions.

The road trip to Asheville was not entirely without its incidents. Traveling on I-40 through Arkansas, the Braxtons encountered a huge and unavoidable pot hole. It bent the wheel on their 911 but they were able to continue on for the balance of the trip. It never lost air, in spite of not only denting but also cracking the wheel, damaging the tire, and bending a strut. Unofficial Arkansas motto: Our bad roads are not as bad as Louisiana's bad roads. Upon pulling into the Omni

Grove Park Inn in Asheville, the Hornaday's Cayman cooling system imploded, losing most of its coolant and being undriveable. After a tow into Porsche Asheville, it was diagnosed as a faulty coolant cap. Two days later, they had their car back. A replacement cap had to be sent overnight from Atlanta.

All of our contingent arrived at Asheville's historic and elegant Omni Grove Park Inn on Wednesday for the opening reception on the hotel's delightful and accurately named Mountainview Terrace.

Thursday saw the first group of six tours, which assembled 14 miles southwest of town at an outlet mall. Tours started as early as 6:30 am, so many were challenged finding the site in the dark on unfamiliar roads—and before breakfast opened at the hotel. Like the event itself, all the tours sold out, so many who managed to register for the event were shut out from many of the tours they wanted. This was compounded by the surprising and unexplained non-availability of maps and directions for those wishing to drive tours on their own, as had been available at previous Treffens and Parades.

A new and well received feature of this Treffen was Thursday evening's downtown dine-around program, with a selection of five Asheville restaurants from which to choose, with transportation provided. All of the morning and evening meals in Asheville were included in the registration fee.

Thursday's tours saw the Braxtons and James Dilling joining the Penland School of Crafts event on the Blue Ridge Parkway, while the Johnsons did the Cradle of Forestry Tour. All tours involved drives on the areas scenic and twisty roads.

Friday was NDO (Navigators Day Off), with the Braxtons taking on the Tail of the Dragon, both ways. James did his own drive on the Blue Ridge Parkway to Boone, NC, while the Johnsons enjoyed the Asheville Brewery Tour. There were three other NDO options. Picking up their now repaired Cayman at noon on Friday, the Hornadays took their own drive to the Tyron International Equestrian Center, an amazing

place and interesting drive back to Asheville along Lake Lure.

Friday evening was a stellar event, Tapas on the Terrace, with a seated meal served family style on each table of eight. The excellent food and service were only outdone by the amazing sunset behind the Blue Ridge Mountains viewed from the hotel's terrace.

Saturday was a repeat of Thursday's tours, with the Braxton's taking the Wheels Through Time Museum, with its display of over 300 motorcycles and other vehicles. James and the Johnsons took in the PARI tour, the Pisgah Astronomical Research Institute, a former

NASA facility.

The final event was a very nice seated dinner at the Omni Grove Park Inn country club. PCA past president Manny Alban presided, with introductions and recognition of Treffen sponsors and planners. Door prizes were announced and a gift of appreciation was presented to the Appalachian Region for its great effort.

All in all, a fun, worthwhile event. The four Hill Country Region Porsches logged a total of 12,007 miles, with Larry and Carolyn driving the most at 3,505. Now its time to make plans for Treffen Tamaya, just north of Albuquerque, April 25-29. See you there!



**The Hill Country Region gang on the hotel's terrace. From left, Larry and Carolyn Braxton, David and Jeni Johnson, Jon and Rhoda Hornaday, and James Dilling. (Photo Credit: Jon Hornaday)**



**David and Jeni Johnson at Tail of the Dragon "statue" (Photo Credit: David Johnson)**



**Jon's first "tour" at Treffen was to Porsche Asheville via tow truck. (Photo Credit: Jon Hornaday)**



**PARI (Pisgah Astronomical Research Institute), former NASA site, one of the Treffen tours. (Photo Credit: James Dilling)**

# DEALER OPERATIONS: AN INSIDE LOOK

STORY BY TUFFY VON BRIESEN

*Hill Country Region wishes to thank Porsche Austin General Manager Paul Weitz and Customer Experience Manager Arielle Vaughn for their contributions to this article.*

Almost two years ago, Hill Country Region leadership started a relationship with the new ownership of Porsche Austin. If you recall, the former Roger Beasley Porsche was purchased by a new owner and renamed Porsche Austin. While HCR had a good relationship with Roger Beasley, we set a goal to move forward and build on the prior relationship. Since then we've come a long way. Our relationship with Porsche Austin has grown from an initial happy hour, to more recent support for our Street Survival program, Tech Sessions, Driver's Education Program and Club Race; and inclusion of many HCR members in dealer sponsored activities. And we have been able to give back to Porsche Austin by having the membership come to the dealership to visit with staff, learn about the service facility and hopefully contribute to the dealership goals and objectives by buying a few cars, getting service and buying merchandise.

As we move forward and grow this relationship, we thought the membership would enjoy some insight into just how this dealership works and how they view the relationship with Hill Country Region. The highlights of the 2017 Porsche Austin support included purchase of T-Shirts for Teen Drivers participating in two Street

Survival courses, sponsorship for our 2017 Club Race, a tech session where they closed their service department on a Saturday and made all their techs available to the members, \$1,500 cash sponsorship for our November 2017 Driver's Education (DE) event, support for both the IMSA and Lone Star Le Mans Porscheplatz and door prizes for our New Members Picnic and Holiday Party.

In 2018 this support will again include a Saturday Tech Session, door prizes for our New Members picnic and Holiday Party and inclusion of many HCR members in dealer activities. In addition, we are excited that in 2018 the support will increase significantly as Porsche Austin commits \$10,000 to our 2018 Club Race and \$1,500 to each of the two 2018 DE's.

Porsche Austin will also start a new initiative in 2018 designed to return some of the dollars PCA members spend at the dealership by placing a percentage of the money spent at the dealership into a separate account. Once a year, Porsche Austin will use this money to have an appreciation party for Hill Country members.

In 2017 Porsche Austin staffed a new position of Customer Experience Manager. Arielle Vaughn fills this position and is the primary point of contact and Liaison for the Hill Country Region. Her role is to ensure all customers, not just HCR members, have a positive customer experience with

Porsche Austin. The new position makes it much easier for HCR to work with Porsche Austin since there is now a single point of contact for all dealer related matters.

We must remember that Porsche Austin is a for profit company. How do they make that profit? They need to sell cars, service, parts, and supplies. We thought it would be valuable to look at how Porsche Austin does that.

Porsche Austin as a business is divided into Sales and Fixed Operations (Service and Parts). Sales includes all the administrative Staff such as reception, Finance Manager, Brand Ambassadors etc. Sales has its own budget that includes those salaries and the purchase cost of vehicle inventory. Fixed Operations, and both Service and Parts individually, also have their own budgets and Profit and Loss (P&L) targets. As the "subsidiaries" interact with one another, the P&L sometimes becomes complicated. If HCR asks for door prizes for the New Members Picnic, for example, there is a question from whose budget will it come. Despite where it comes from, it will impact the donor budget's P&L since someone must pay for it and there will be no direct revenue generated from the donation.

The Sales Department is self-explanatory- they sell cars and make a profit. But there are other factors influencing sales. A major factor is the number and type of cars allocated by

---

Porsche Cars North America (PCNA). The allocations are obviously based on prior sales volumes but also to a large extent on the surveys sent out by PCNA that we all have completed at one time or another.

One thing the Sales Department at Porsche Austin does is market PCA to those customers who purchase new or Certified Pre-Owned (CPO) Porsches. The sales staff is familiar with PCA and offers new customers an opportunity to join PCA. The dealership maintains a supply of PCA membership brochures and displays a digital media feed describing PCA. As most of you know, HCR membership has increased almost 20% since January 2016. We believe Porsche Austin's efforts at marketing PCA to its clients has contributed to this increase.

The Service and Parts departments at Porsche Austin also function as separate business entities, each with its own budget and P&L targets. Parts generates revenue by selling parts and merchandise to Porsche Austin customers, both PCA and non PCA. What some may not know is that Parts also sells parts to the Service department that are needed for repairs or routine service. They need to sell these parts at a profit as outlined in their budget plan. It's the same as if you were buying a part from an auto parts store. Parts will sell to Service at cost that allows them to meet their P&L requirements. The price that Parts charges Service is determined by the price they pay to buy that part from PCNA.

The price Parts charges the retail customer for parts or merchandise also depends on what they pay for the part from PCNA. All Porsche parts and merchandise come through PCNA. Again, it's somewhat of a volume issue. The Porsche Austin Parts department is not as large as, nor has the sales volume, as other dealers. Sun Coast Porsche in Florida is a good example of a Porsche dealer with a high-volume parts operation. So Porsche Austin may not be able to discount that part or merchandise as heavily as someone else. But regardless Porsche Austin has committed to a 10% discount on all parts and merchandise purchased by PCA members.

The Service Department is probably the largest "subsidiary" at Porsche Austin. It includes the Service Manager, Service Advisor, Service Techs and support staff. Their budget is large and includes some things we may not know about. Since we started working with Porsche Austin in late 2015, the Service Department has significantly increased the number of service requests. So much so that even for routine service, you may have a one or two week wait for an appointment if you want a loaner car. The exception is if the service is routine and don't need a loaner car; they can usually get you in quickly.

Speaking of loaner cars, this is one budget area in Service many of you may not know about. Almost everyone who takes their car in for service wants a loaner car. Porsche Austin has a fleet of 40+ loaner cars. However, the Service department must purchase

these cars through the Sales Department. Obviously, they purchase at a fleet cost, but they still need to purchase the cars the same way you would purchase. At an average cost of \$50,000, that is about \$2,000,000 worth of loaner vehicles. They also look at maintenance cost and potential resale value. The loaner fleet consists primarily of Cayenne, Macan, and Panamera models. They generally have a lower purchase cost, maintenance costs are lower and when it is time to sell them, they have good resale potential value. This is also why if you keep your eye on the loaner fleet, when it comes time to sell, these vehicles can be very reasonably priced and most are sold as Certified Pre-Owned.

One other area we wanted to mention is the customer satisfaction surveys that most of us have received at one time or another asking us to rate our experience. The surveys are not created by the dealerships, but are sent to customers by PCNA. PCNA uses the surveys to rate dealers, and the results of these surveys significantly impact almost every aspect of the dealership's operations, including vehicle allocations, marketing dollars and co-op dollars (which is money Porsche Austin spends on marketing, some of which is reimbursed by PCNA).

The surveys consist of a numerical rating for each question as well as an area for customer comments. PCNA policy is that any rating less than 10 means the dealer has failed in that particular area of the survey (as unrealistic as that may be). There are no

DON'T JUST HUG CURVES,  
DOMINATE THEM.



THE ALL NEW 2017 718 CAYMAN



PORSCHE

PORSCHE AUSTIN

200 E Huntland | Austin, TX 78752  
(512) 782-0717 | [porscheaustin.com](http://porscheaustin.com)

grey areas. According to Ms. Vaughn, Porsche Austin realizes that not everyone will be completely satisfied with every aspect of their experience at the dealership. Nevertheless, she stresses that the dealership is committed to trying to ensure all clients have a positive experience.

For those that don't, she is ready to work with them to quickly resolve any issues, preferably before a survey is submitted to PCNA. What Ms. Vaughn and the dealership ask is a chance to resolve these issues at their level before taking the issue to a higher level. HCR members are encouraged to contact her directly by phone or email. If the

issue cannot be resolved, then Porsche Austin understands the issue will be escalated to a higher level.

One of the main challenges as we move forward is how can we mesh HCR sponsorship goals and objectives with the business objectives of Porsche Austin. Hill Country Region has developed a very positive working relationship with Porsche Austin. The results noted above include significant commitments of sponsorship money and time. But any good relationship must be a two-way street. What can Hill Country do to ensure continued support from Porsche Austin? Loyalty is one of the primary things we

can provide. When you decide it's time to purchase a new, CPO or used Porsche, give them a chance to compete for your business. If you are going to finance your purchase, consider financing through the dealership.

Consider purchasing after-market products such as wheels, warranties or other items. Take your vehicle in for service. Purchase merchandise through their store. And most of all, when you come into the dealership, whether you spend or not, let them know you are with PCA and appreciate their support to our Region.

## EDITOR'S DESK

BY VIPUL DARJI

*I'm thinking about buying every Porsche available in the 2018 model year line-up, and you can too.*

Have you heard about the Porsche Passport program? For the tidy sum of either \$2000 a month for the "Launch" plan, or \$3000 a month for the "Accelerate" plan, you can have access to every vehicle in the Porsche fleet. The "Launch" plan gives you access to the upper echelon of the stable; read - 911.

Need a SUV, order up the Macan or Cayenne and head off to the mountains, or to Home Depot. Then switch it up next week for a 911 or 718 for a weekend of spirited driving at the track or through the winding roads of Hill Country.

Switch again, to the Panamera, for your work week and those

meetings with the clients.

It's beyond easy; you can order up your next vehicle via an app on your phone and it will be delivered to your home or office by the Porsche concierge service. First-class service is always a selling point for me.

There are no limits on how many flips of the vehicles per month, or on mileage. Your monthly payment covers everything; insurance, roadside assistance, and vehicle detailing and maintenance.

It's a beautiful idea, and one that is gaining traction in the car market. Volvo, Ford, Lincoln, and Cadillac, are starting a similar program, and there are also reports that the German manufacturers are all looking to offer the same. The new approach is more akin to a subscription program rather

than a traditional lease and seems to have more benefits than drawback when compared to a traditional purchase or lease ownership model.

There is a minimum 31-day requirement for each accepted application, but after that, you are not required to stay in the program. It is very appealing and gives drivers the perfect vehicle to suit their driving needs and changing requirements from week to week or day to day.

The only down side (for now) is that Porsche has only launched this program in the metro Atlanta area. I wonder how long before Porsche starts this program in other U.S. cities?

In any case, I really like this idea and hope that it catches on here in Austin sooner than later.

# REGION EVENT CALENDAR

DEC JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					<b>DEC 2017</b>	<b>2</b> HCR HOLIDAY PARTY @ 18:00
<b>3</b>	<b>4</b>	<b>5</b> HCR BOARD MEETING @17:30	<b>6</b>	<b>7</b>	<b>8</b>	<b>9</b> TECH SESSION
<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b> LUNCH BUNCH @ 11:30	<b>15</b>	<b>16</b> DRIVING TOUR #9
<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>	<b>21</b> S/W HAPPY HOUR @17:30	<b>22</b>	<b>23</b>
<b>24</b>	<b>25</b>	<b>26</b>	<b>27</b>	<b>28</b> N/C HAPPY HOUR @17:30	<b>29</b>	<b>30</b>
<b>31</b>	<b>JAN 2018</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>7</b>	<b>8</b>	<b>9</b> HCR BOARD MEETING @17:30	<b>10</b>	<b>11</b> LUNCH BUNCH @ 11:30	<b>12</b>	<b>13</b>
<b>14</b>	<b>15</b>	<b>16</b>	<b>17</b>	<b>18</b> S/W HAPPY HOUR @17:30	<b>19</b>	<b>20</b>
<b>21</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b> N/C HAPPY HOUR @17:30	<b>26</b>	<b>27</b>
<b>28</b>	<b>29</b>	<b>30</b>	<b>31</b>	<b>FEB 2018</b>	<b>2</b>	<b>3</b>
<b>4</b>	<b>5</b>	<b>6</b> HCR BOARD MEETING @17:30	<b>7</b>	<b>8</b> LUNCH BUNCH @ 11:30	<b>9</b>	<b>10</b>
<b>11</b>	<b>12</b>	<b>13</b>	<b>14</b>	<b>15</b> S/W HAPPY HOUR @17:30	<b>16</b>	<b>17</b>
<b>18</b>	<b>19</b>	<b>20</b>	<b>21</b>	<b>22</b> N/C HAPPY HOUR @17:30	<b>23</b>	<b>24</b>
<b>25</b>	<b>26</b>	<b>27</b>	<b>28</b>			



PLEASE VISIT OUR WEBSITE FOR ALL OF THE LATEST NEWS & EVENT INFORMATION.

# PORSCHE ART





# CALIBER COLLISION®

RESTORING THE RHYTHM OF YOUR LIFE®

## COMPLETE SATISFACTION — NOW AND DOWN THE ROAD. —

America's largest collision repair company • All work backed by a written lifetime warranty  
Referred by more insurance agents than any other company

AUSTIN – METRIC BLVD. | 10420 METRIC BLVD., AUSTIN, TX 78758 | 512.233.0460



1.888.CALIBER | CALIBERCOLLISION.COM

©2017 Caliber Collision. All rights reserved.