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# HORIZONS

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Cover Image | Member Gregory Lee and his 911 GT3.  
Image, Right | Lee's GT3 among the fall colors.  
Photo Credits | Jonathan Haggar



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# THE DRIVER'S SEAT

BY TUFFY VON BRIESEN

Wasn't it a long hot summer? And now that fall is here, I can feel the temperature dropping, colder air coming in and I'm looking forward to being more comfortable. Unfortunately, every time it seems to cool down it heats right back up. I'm glad I'm not a weatherman, but it's nice to be able to spend more time outside.

Our grandson continues to be involved and enthusiastic about baseball and continues to progress. Weekends are often full of games and tournaments- he has recently been part of two championships and one second place finish. He is a neat young man, not only because he plays good baseball, but he is also a Porsche Junior.

When he's not playing baseball, we have a pretty set routine. On Sunday, if there is an informal HCR breakfast, he enjoys attending that. He likes the breakfast tacos and makes good conversation with other HCR members attending. Of course, the tit for tat is I take him karting after breakfast. He's pretty good at that as well, usually managing to post a time in the top ten of the week. He also enjoys the driving tours- if baseball doesn't conflict, he'll ride along and has worked the radio on occasion. Bottom line here is we enjoy both the baseball and Porsche stuff together. If you have a youngster or grandson/daughter, bring them out to some of our events.



Speaking of youth, HCR delivered our second Tire Rack Street Survival (TRSS) of 2019. We have developed a great working relationship with Hays Campus of Austin Community College, Public Safety Training Center in Kyle. The relationship provides us with a fine venue to demonstrate car control skills to teens. I've been a coach since we started the program here at HCR. It is extremely fulfilling to see the looks on the young driver's faces as they become more confident in their car control skills. Our partnership includes the Tejas Chapter of the BMW Car Club of America. We work together to provide coaches (instructors), volunteers and financial support. Porsche Austin is another great partner, providing sponsorship support. Past President Lenny Zwik is our TRSS Coordinator and he does a great job. I can't say enough about the volunteers from both HCR and Tejas who stand out in the sun all day manning the various portions of the event.

Thanks again for your participation in HCR. It's a privilege to support the Region and meet so many of our wonderful members.

# MEMBERSHIP REPORT

BY GORDIE ROBBINS



MEMBERSHIP TYPE	Aug'19	Sep'19	Oct'19
PRIMARY MEMBERS	959	952	954
AFFILIATE MEMBERS	450	449	449
<b>TOTAL MEMBERSHIP</b>	<b>1409</b>	<b>1401</b>	<b>1403</b>

<u>ANNIVERSARIES</u>				
(20)	John Walters	(5)	Ralph Brocato	
(20)	Mark Roe	(5)	Ken Ford	
(20)	Michael Rentner	(5)	Bruce Harris	
(45)	Robert Lambert Jr	(5)	Rick Miller	
(40)	Robert Wilson	(5)	Gregory Blake Dr	
(15)	Ryan Virden	(5)	Arthur Morgan	
(15)	Kevin Mixon	(5)	Richard Stevens	
(35)	Richard Amato	(5)	Debbie Denehy	
(35)	Mark Kelley	(5)	Brent Bellm	
(10)	Elias Kamaras	(5)	Marcelo Vieira	
(10)	Bruce Mason	(5)	Leon Thompson	
(25)	Michael Lapp	(10)	Paul Lammers	
(25)	Kevin Webb	(10)	Lum Twilligear III	
(25)	Will Richards	(10)	Edward Boudreau	
(25)	David Nelson	(10)	George McHenry	
(20)	John Trevey	(5)	Mikiel Featherston	
(20)	Larry Smith	(5)	Louis Riley	
(20)	John Brindley	(5)	Mark Durham	
		(5)	Mike Dillard	
		(5)	Juha Vehnia	
		(5)	Thomas Doody	
		(5)	Damon O'Gan	

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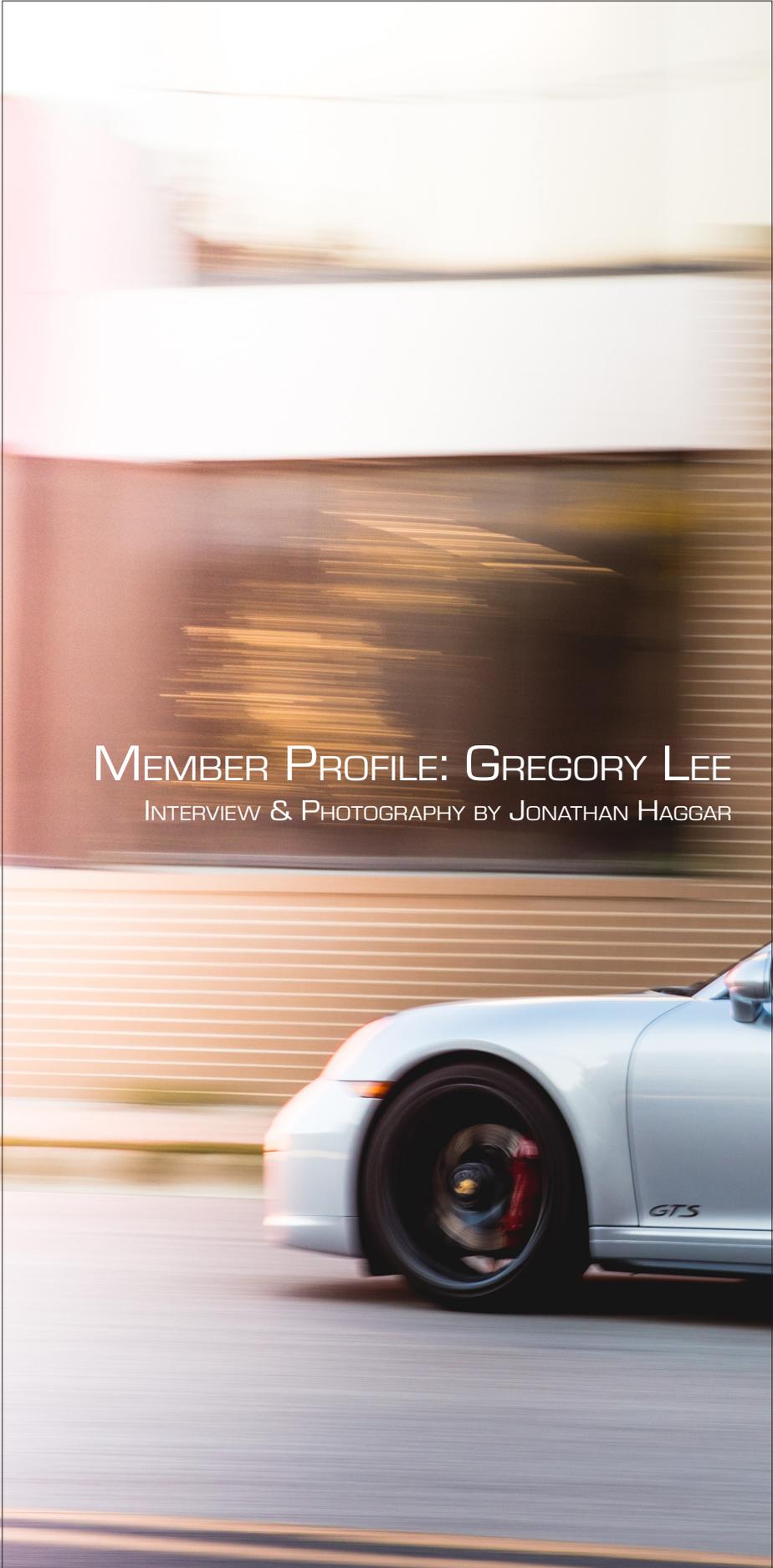
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MEMBER PROFILE: GREGORY LEE  
INTERVIEW & PHOTOGRAPHY BY JONATHAN HAGGAR



**When did you join PCA? / When did you join Hill Country Region?**

GL: I joined PCA and the HCR in May 2018.

**How long have you lived in the Austin area? What brought you here?**

GL: I joined PCA/HCR shortly after my spouse and I moved to Georgetown, Texas in May 2018 to retire. We ended up here for several reasons. My spouse was born and grew up in San Antonio, Texas - so being close to her family and roots was important. As for me, I took many trips to Austin and COTA for F1 races since 2012 and the WEC races in 2015 and 2016. As a frequent tourist, I was able to explore the area and really enjoyed Austin's vibe, the people, the food culture, and Texas hospitality. All of these things contributed to making the Austin area our new home.

**How and when did you acquire this Porsche?**

GL: I ordered my car in August 2015 from the Porsche of Tysons Corner in Virginia. It was manufactured in October 2015 and was delivered to me in November 2015. My car represents the fulfillment of a lifelong dream since my teenage years: to own a Porsche sports car.

**Tell us about the color.**

GL: It's Rodium Silver. I like GT Silver Metallic a lot more, but that color was a \$3,000 additional expense at the time, versus \$700 for Rodium Silver. Needless to say, I went with Rodium. Interestingly enough, I believe Porsche now offers GT Silver Metallic as a \$700 option for their sports cars.

**What drew you to this car?**

GL: Originally, I planned to buy and actually placed a deposit with the dealership to order a Cayman GT4. Initially, the GT4 represented the perfect compromise in performance, budget and versatility. A product of Porsche's GT division, I knew it would be special. When the time came to order the car, my spouse - to my surprise - strongly encouraged me to buy a 911 instead. Although she isn't an avid Porsche enthusiast, she strongly advocated for getting the "classic" version of Porsche's sports cars. It struck a chord with me - especially since the timing of my planned purchase was at the end of 2015, which was the last year Porsche would make naturally aspirated production 911's.

Beginning in 2016, all 911's would be turbocharged except for those produced by Porsche's GT division. In the end, I decided to buy a 991.1 because it would be one of the last naturally aspirated production 911's to be produced by Porsche. To me, this makes it special. It was also a "GTS" version of the 991, which makes it an even greater draw and a little more unique. As Porsche enthusiasts know, the "GTS" package and moniker typically includes performance and luxury additions that would cost more if purchased separately as individual options. It's one of the few times Porsche offers its customers a "deal."

**What is your favorite thing about your car?**

GL: It's a truly reliable, comfortable, and very capable sports car that can serve equally well as a daily driver. I have no regrets about choosing it. The extra room afforded by the 2+2 seating has proven its utility - and of course, the sound and speed of any serious run through the gears is both exhilarating and satisfying.

**What makes this car special to you?**

GL: It is the fulfillment of a lifelong aspiration and dream since my teenage years!

**What makes your car unique? Does it have any special features?**

GL: One of the GTS package items that I think makes the car a little unique is the inclusion of the Carrera S Powerkit that features a "6+1" intake plenum which results in a 30 hp and 30 lb-ft increase in power over a standard Carrera S. The S Powerkit option, if purchased separately, listed at \$18,000. My guess is that aside from GTS cars, few others possess this option. Another GTS item that makes it stand out is that it shares the wide body of the Carrera 4. These and other additions underscore my earlier point that the GTS package includes special options that when considered in totality, make it worthwhile to consider the package.

**How did you become interested in Porsche?**

GL: Influenced by my older brother, I became interested in cars at an early age and quickly gravitated to Porsche. Unable to afford one, I owned and modified several Datsun 510s instead. Later, after compromising for many years to the needs and practicality of everyday family life, I rekindled my interest in cars and embraced a "support America" theme at the time and bought a Cadillac CTS-V. Nevertheless, I remained a diehard Porsche enthusiast based upon my avid interest in sports car racing, F1 and specialty series like the German Touring Car Championship (DTM). It also helped that Porsche continued to win and even dominate the sports car and endurance racing scene during much of my life. The pinnacle was the chance to finally own one.

**What do you love most about Porsche cars?**

GL: The fact that they are wonderful cars to drive and that all of their cars are built by people in a company where everyone - from the assemblers on the production line to the engineers who designed and built the 919 - are all dedicated to making the best cars they can. This pursuit of perfection has unequivocally contributed to Porsche's long and successful racing heritage - and serves as the reason why so many auto enthusiasts, journalists and manufacturers use Porsche as a measure to assess and compare their own cars and success in both racing and automobile production. I respect this ideal and feel privileged to own, drive and be part of such a company by owning one of their hallmark products.

**Have you owned other Porsche cars?**

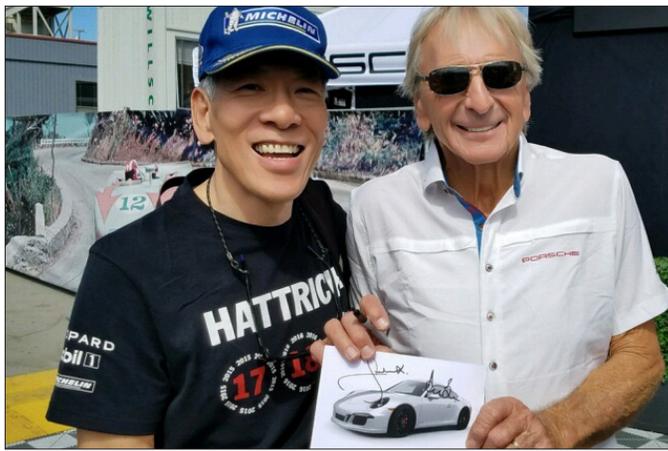
GL: Unfortunately, I have not. I couldn't afford one, although when I was in my mid-20's, I searched for and almost purchased a 914.6..

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

GL: You said dream, so I'm going to dream big! A Porsche GT1, because it was created to compete in a class where top-end racing cars were homologated on production cars - in this case, a 911. Although it wasn't a natural winner, it eventually won at Le Mans in 1998. I just loved the idea behind the series and what the manufacturers came up with.

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

GL: Although nothing really special, I drove my car from Virginia to Texas in spring 2018 when my spouse and I moved to Georgetown.



*Gregory Lee frequently attends club events with his Rhodium Silver 2016 911 Carrera GTS. When we met to photograph his car, Lee shared the Quick Reference Guide that came with his car at delivery. It's been personally signed by legendary Porsche drivers including Derek Bell, Jacky Ickx and Hurley Haywood.*

We drove in a caravan: she in her car (an Audi Q5) and I in mine. It was a very pleasant trip and one that reinforced the comfort, versatility and cruising ability of the 911 as we snaked through Virginia, the mountains in Tennessee, down through Arkansas, and eventually into Texas. During the trip, I was able to stretch the legs in my car more than a couple times which was always fun.

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

GL: Attending Porsche's Rennsport VI at Laguna Seca, California in October 2018. It was the first time I had ever attended a Rennsport reunion, but it won't be my last! It's a truly unique and unforgettable experience to be part of a gathering of enthusiasts, racers, owners, broadcasters, celebrities and everyday people (like me!) who share a common interest and enthusiasm in Porsche and Porsche cars. If

you're a fan of Porsche's long and rich racing heritage, and have never been to a Rennsport reunion, you must go. You won't be disappointed.

**Do you participate in driving events (i.e. tours, rallyes, autocross, HPDE track days, club racing)?**

GL: I have not yet, but I hope to in the coming year!

**What other PCA events do you enjoy?**

GL: I have enjoyed all the HCR events I have attended so far and meeting other members in our region. I especially enjoyed the technical events organized by Charlie and hope to increase my participation in other events over the next year.



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# PORSCHE CLINCHES IMSA AT ROAD ATLANTA

STORY & PHOTOGRAPHY BY JONATHAN HAGGAR





The Porsche GT Team ran the final race of the IMSA season in a special historic livery to recognize the partnership between Coca-Cola and Porsche. Both companies have headquarters in Atlanta and Porsche racing fans will recall the 935 and 962 cars raced by Bob Akin in Coke colors.

Porsche won 6 of the season's 11 races to become manufacturer, driver and team champions in the GTLM class. Battling against strong competition from Ford, BMW, Ferrari and Chevrolet, the No. 912 Porsche 911 RSR took the team championship. Earl Bamber and Laurens Vanthoor secured the drivers' crown with a hard fought fifth place at the ten-hour Petit Le Mans held about an hour outside of Atlanta.



# SELLING A USED PORSCHE

ARTICLE BY JON HORNADAY

Recent issues of Horizons have included articles describing how to go about buying a used Porsche. They contained great advice, especially if you are looking for an older and now much sought after air-cooled model.

Except for my college days when I purchased a used Ford and Chevy, I have stuck to buying new cars, including 10 sports cars (seven Porsches). In all but one of those transactions, I sold my existing car myself rather than trading it in.

This doesn't make me an expert by any means, but it has been an interesting and educational experience.

First let me say that selling your car yourself isn't for everyone. It does take time, patience, and persistence. Having a good product to sell is important too. If your Porsche isn't in very good to excellent condition, selling it yourself probably isn't the way to go.

Benefits of selling yourself include getting a much better price, in most every instance, than you could get as a trade-in. The disadvantage is that it can be an ordeal. And unless you can arrange it with the dealer you're buying the new car from, you'll pay sales tax on the full price on the new car. But maybe not. More on that later.

To determine a fair and marketable price, I have always checked out what others were asking. As you may have noted in the Marketplace section of Panorama Magazine and other sources, prices for what appear to be the same year and model can vary widely. Some seem unrealistic. It is hard to be objective about the value of our own pride and joy. The on-line vehicle valuation services (Kelly Blue Book, NADA and Edmunds) are a good way to get a range of market prices for your car. They'll give you trade-in value as well as private seller price, based on mileage, location, options, condition, etc. Interestingly, there is often some variation among those three value sources, so you might need to take an average of the three. I usually set a price that's well above trade-in value and somewhat below top private seller value. Some prefer to set a top price and then negotiate down. Setting a reasonable price and sticking to it has usually worked for me.

You can also ask the dealer to give you a trade-in quote and take it to CarMax for an offer. You won't like what you hear, but it's good to know as a point of reference and where to go up from there.

Communicating that you have the car to sell is essential. I have used ads in Panorama (print and online), Horizons, listings on Cars.com,

RennList, Craigslist, and others. I've had most success with Cars.com and Panorama ads, but the Panorama print ads advance deadlines are a challenge. Don't forget to let others you know, including other HCR members and previous buyers, that your car is now for sale. I sold my 2007 Cayman to the same person who bought my 1983 944. A caveat: if you list the VIN number in your ad, be aware that someone could "borrow" it to join PCA.

I've used the sign in the car window routine, parking it at the end of my driveway, showing it at Cars and Coffee, and while parked in shopping areas. Producing a one-page flyer with a photo and basic information also is a must. These brought more inquiries than sales, but it's still fun to talk to folks curious about your car. And they may know someone who would be interested.

Once your ads are published, be prepared to answer lots of questions, provide quality interior and exterior photos, and also mention if you have full-service records and the original window "sticker." Provide your VIN number if someone wants to do a CarFax search or purchase a CarFax report yourself.

While recently selling my 2014 Cayman, I had inquiries and serious potential buyers from Illinois, Colorado, California, and four from Texas: Dallas, Bridge City and two from Austin. The Austin inquiries were in response to my listing in the neighborhood Google group. This was over a period of about six to eight weeks.

The eventual successful buyer based his purchase on the information I provided by email and phone, numerous photos, and a clean CarFax report which he purchased. He drove to Austin in a rental car and drove the Cayman back home to Bridge City in Southeast Texas.

I arranged for the transaction to be handled as an "in-out" sale through Porsche Austin, where I was buying my 2019 Cayman. For a fee, the dealer treats the transaction as a trade-in, thus giving you the benefit of a lower sales tax on your new car. The dealer handles the entire transaction, including title transfer, issuing new license plates, etc. Even though the fee reduces the agreed upon sales price, the tax savings can be significant. Obviously, this doesn't work if you aren't buying a new or used car from a dealer, or the dealer doesn't offer this option. But most do, including Porsche Austin.

If you haven't done a "Sell by Owner" in the past, consider doing so. It's nice to get the full value of your car when you sell, plus maybe even save on the sales tax on your new one.

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# OUR FIRST TREFFEN: VERMONT!

STORY BY CHARLIE SPARKS, PHOTOGRAPHY BY CAROLYN BRAXTON

Porsche Club of America sponsors several national events each year. Parade, the week-long immersion into the Porsche world occurs annually. PCA also provides a scaled-down 4-day version of Parade, called Treffen. There are two Treffens each year, one in the Spring and one in the Fall. Jane Ann and I finally decided to jump in the deep end of travel in our Porsche and experience our first Treffen in Woodstock, Vermont, which ran from September 4-7. This would be the first extended road trip for us in a Porsche vehicle of any kind. But hey, if others can do it, so can we!

On registration day, I was on the computer at the appointed time and quickly got both of us registered...a relatively painless experience. Good thing that I jumped in as soon as registration opened, because we learned later that the event sold out in 8 minutes! Unbelievable... but I guess it was to be expected with a desirable locale like Vermont. The attendance was strong at 250 registered participants and 134 vehicles.

Several other Hill Country Region members also attended: Larry and Carolyn Braxton, and Jon and Rhoda Hornaday. HCR boasted the most members attending from Zone 5!

I planned our route to and from Woodstock, allowing 5 days there and 6 days back. On the way to Vermont, our stops were Memphis, Columbus, Niagara Falls (Ontario side), Utica, and Woodstock. Our return trip included stops in Philadelphia, Gettysburg (2 nights), Knoxville (we drove the legendary Tail of the Dragon twice), Jackson, and back home to Georgetown. In total we drove about 4500 miles and our 2018 Cayman S got about 31 mpg...not bad for the little turbo 4 cylinder!

Our overall trip was simply terrific, with lots of places to visit and a few non-driving days sprinkled in. I could write another article about all our stops to and from Vermont, but let's focus on the Fall Treffen experience.

The Woodstock Inn was our host destination, and it is a top-rated resort hotel. There is lots of history associated with the Inn and the village of Woodstock, which is in the Green Mountains. We loved the old charm of the hotel. Our suite was spacious, and our room was simply perfect. The four host regions did an excellent job of organizing the entire event. No detail was left out, and as a result, we thoroughly enjoyed the event. We took advantage of the included amenities, such as full breakfasts each morning, and the opening and closing dinners. The closing dinner featured a full lobster meal...including seconds!

*A great hotel in the Woodstock Inn, great drives, amazing views, and terrific meals. Rhoda swears that Treffen is really a German word for "eating." -Jon Hornaday*

At check-in on Wednesday afternoon, we received a swag bag with lots of goodies, including fleece vests which came in handy on those wonderfully crisp Vermont mornings. Wednesday evening was our first informal gathering, and it was great meeting Porsche

enthusiasts from all over the USA. We also met the national PCA executive, Vu Nguyen, as well as other members from our own Zone 5.

Treffen is centered around driving tours. We had 5 tours to choose from at registration. The Thursday and Friday drives we chose were excellent. On Thursday, we drove a route entitled Small Towns and Views. It featured views that were spectacular and driving that put us in areas I would have never found on my own. We finished the drive at the Von Trapp Brewery with buffet lunch provided...yes, it's the same Von Trapp family from the Sound of Music! How cool is that? Thursday night was the opening dinner, and it was outdoors on the open lawn at the hotel with a live bluegrass band. Total fun!

*Woodstock was an awesome setting for Treffen, and well timed- the leaves were just starting to change while we were there! -Carolyn Braxton*

On Friday, we drove another scenic route (everything is scenic in Vermont) for a couple of hours and ended up at The Dorsett Inn for another excellent lunch of pot roast and baked cod. To top it all off, the PCA National President Tom Gorsuch discretely joined us for the drive, and he spoke at our luncheon. What a great opportunity to meet the leader of the world's largest car club! Friday night was a special Zone 5 dinner near Quechee Gorge for our group (organized by Longhorn region member Stephen Grigory) ...we were joined by HCR members Tom and Pat Emr, who drove over from their Maine summer home for the day. Being the inclusive group that we are, Stephen also invited a lone member from El Paso to join us...hey, El Paso IS still in Texas!

*Treffens are our favorite PCA national events, and it's even better under the new leadership of Roadrunner Region volunteer Harry Seasons. -Jon Hornaday*

On Saturday, it was "Navigator's Day Off" so there were no planned drives or tours. However, there were other activities to select, such as fly fishing, cooking classes, and garden tours. Especially popular was the falconry event.

*This was the best event of the week. You get to catch and hold a falcon on your arm with a glove. When is the last time you had a falcon fly and land on your arm? -Larry Braxton*

We opted to use our Saturday for a stroll and shopping in the Woodstock green and village, along with washing the car. Saturday evening's closing dinner was nothing short of fabulous, with full lobster dinner! (Seconds were provided - did I mention that already?). Awards and recognitions were handed out for another successful Treffen. We departed on Sunday morning for our return trip.

We enjoyed our first Treffen immensely and learned a lot about packing a sports car for a 2-week road trip. We will be better at it next time, because this won't be our last Treffen.

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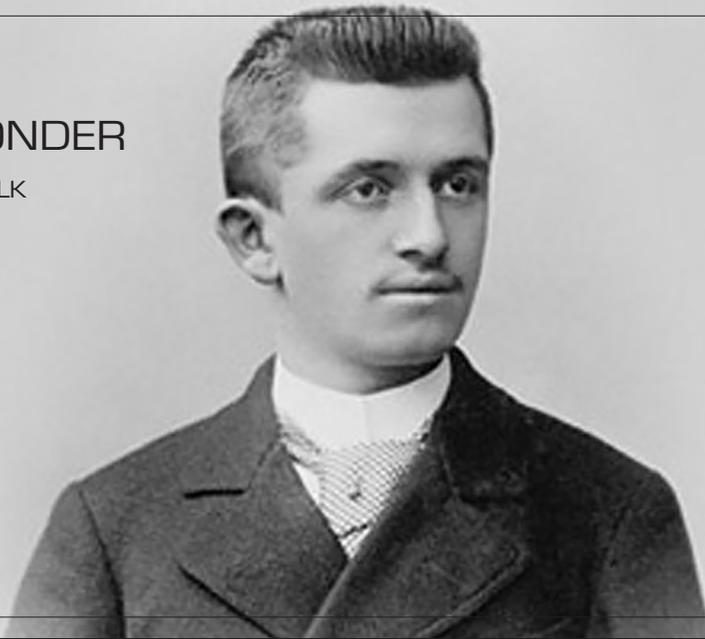
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# SMALL WONDER

STORY BY HANS FALK



I imagine everyone must have a beginning with Porsche – that moment in one's life when we first become attracted to the marque, learn of its history, exhilarate in its performance, or be in awe of its engineering and quality. It doesn't seem reasonable for people to simply 'grow into' a Porsche, as though it were Mom and Dad's Chevrolet – no, the unique qualities of this art-form-on-wheels has to be discovered and experienced, not unlike a divine revelation – a thunderbolt of awe and adoration. For some it may be their first test drive, for others perhaps the thrill of a race – for me it was a book. Ironically enough it wasn't even a book about Porsche, not exactly anyhow.

Turn back in time for a moment to the mid-1970's – America is a year or two into the Arab Oil Embargo and after a decade of unleashing timeless muscle cars, the best the Detroit boys can muster are pathetically underpowered and cheaply made excuses for automobiles, whose only connection to their noble ancestry is found in the legacy of what their once-proud nameplates carried. My family was unique in this sense and although we owned our share of Plymouths and Fords, we were increasingly drawn to the Volkswagen. Between my Dad and my older brothers, we had gone through several Beetles and quite a few Type III Squarebacks by the time I was old enough to drive and I too became enamored by the simple yet rugged little vehicles.

One day my older brother gave me a book and told me to read it (which was perversely unusual on so many levels that I won't even go into them). I hesitated at first - the book was unimpressive to say the least – a small paperback, somewhat worn around the edges – a cheap throw-away edition that no one would think twice about. It was entitled 'Small Wonder', originally written by Walter Nelson in 1965 (I had the 1970 reprint edition) which told the amazing story of the life of the Volkswagen Beetle, how it evolved from just a dream as far back as the 1920's and went on to become the most iconic automobile in history, an automobile incidentally, designed entirely by Dr. Ferdinand Porsche.

In addition to the story of the Volkswagen however, the book also told the story of Dr. Porsche who began his career as plumber's apprentice in a backwoods village in Austria. I read how over the course of sixty plus years, he came to design some of the most

advanced, most luxurious, fastest, and finest vehicles ever to grace a roadway. For example, his very first design was an all-electric vehicle called the Lohner which won the Grand Prize at the Paris Exposition in 1900. There was quite a bit of experimentation back then in electric power but it posed the same drawbacks to auto designers then as it does today (déjà vu anyone?). Porsche's design was different however, featuring an ingenious arrangement of four electric motors mounted inside the 'hub' of each wheel, thereby eliminating all the efficiency-depleting sequence of chains, gears, and sprockets then currently being used. Revolutionary to say the least!

Sadly, the attention and interest in this design soon resulted in the idea being taken away from the as yet young and naïve engineer (he was only 25 years old at the time). That did not deter him however as he was already working on an improved version. Two years later he introduced to the world the very first hybrid vehicle! It used the same hub-motor design of the Lohner but now with a gasoline engine on board to drive a generator – no more bulky batteries! This car was so admired that the Archduke Franz Ferdinand himself was chauffeured in one during parade maneuvers in 1902.

The rest as they say is history. In those days the value of an automobile was proven by its performance in competitions and Porsche did not disappoint. Working for Austro-Daimler over the next two decades he won top honors in race after race, often driving the cars himself and shocking onlookers and competitors alike with his revolutionary designs and incredible performance. In 1910, driving his Prinz-Heinrich-Wagen, he managed to coax 90 MPH out of a 32-HP engine of his own design. To put this in perspective, the world land speed record was set that same year by Barney Oldfield in his 'Blitzen Benz' of 131.7 MPH – but it needed a 200-HP monster of an engine to achieve it! The feat was certainly worthy in its own right but hardly an engineering marvel when one considers the speed to horsepower ratio. Such was the efficiency of the Porsche designs that it has come to exemplify repeatedly over the past century the overriding characteristic of the marque, and the distinction which gives it its honored status among the elite carmakers of the world.

I continued to read about this remarkable man and began to

admire him more and more. His story and characteristics were not unlike my own – rising from humble beginnings in Austria, self-taught for the most part, detail-oriented, and with a superior mechanical intuition which the Germans call *fingerspitzengefühl* – an untranslatable word that describes that uncanny ability to combine mechanical dexterity and aptitude with the common sense of a practical application. To illustrate this trait (which by the way cannot be taught – it's like a gift that you either have or you don't), the book tells a story of how Dr. Porsche (he had been awarded an honorary doctorate by this time) while working for Daimler Benz stood with a group of engineers, dressed in their white frock coats discussing what could be wrong with the car in front of them. Finally unable to control his patience any longer, the much younger Dr. Porsche donned some coveralls, crawled under the car, and emerged a few minutes later only to hand the other engineers a wrench and famously say, "Why don't you find out for yourself!"

As a result of this unpretentious attitude he was not liked by many in the German auto establishment, clashing with several executives and financiers over the years about what the German auto industry needed – he pushing for an affordable everyday car similar to Ford's Model T while executives pushing for more expensive, more luxurious, and more powerful cars. I believe that the greatest gift from Dr. Porsche to us today was his ability to accomplish both – his dream of a 'people's car' evolving into the iconic Volkswagen alongside the exquisite powerful and expensive models which carry his own name. Both are examples of an engineering genius which was posthumously recognized in 1999 by the Global Automotive Foundation in naming Ferdinand Porsche the "Car Engineer of the Century".

At this juncture of course I could hardly put the book down and continued to read feverishly about his further accomplishments. The race car for example he developed for NSU and the 1934 Grand Prix – a car so advanced in aerodynamic design that the governing body had to change the rules to give the competitors a chance! This was an unprecedented action at the time but unbelievably had to be repeated forty years later with another Porsche model - the virtually unbeatable 917.

Then there was the sad story of the all-wheel drive Cisitalia, built by his son Ferry in 1948 using his father's designs - the most perfect race car ever made which never saw a single race. What it did accomplish however was to generate the one million francs Ferry needed to ransom his father out of a French dungeon. Ferdinand had been imprisoned there for two years as a 'war criminal' while the allies plundered his blueprints and designs, which later cropped up in as diverse of vehicles as the Renault 4CV and the Chevrolet Corvair.

Dr. Porsche was not a giant of a man physically, standing only a modest 5 foot 8 inches, and his ancestry, education, and lack of wealth were early on a noticeable disadvantage in the super-exclusive, prestige-laden circles of the European auto industry. But his pursuit of perfection, his genius of design, his creation of the remarkable, and his achievements in industry make him indeed a 'small wonder'.

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# PORSCHE FACTORY COLLECTION EXPERIENCE IN LEIPZIG

STORY AND PHOTOGRAPHS BY LISA MOORE

This all started with a BMW. On Independence Day in 2012, my husband Jeff and I took delivery of a BMW 528 at the BMW Welt in Munich as part of the BMW European Delivery program. In short order, we drove 1032 miles through Germany, Austria, Switzerland and France. Our conclusion: we have to do this again.

In early 2014 we became part of the Porsche family with the purchase of a new Boxster. At the time, our schedule and timing did not permit taking advantage of the Porsche European Delivery program (or, as Porsche calls it, Factory Collection). But we looked ahead several years to when it would be time to trade my BMW X3 (regular delivery at the Austin dealership) for a Porsche Macan (European Factory Collection Delivery!). As details emerged in 2018 about the upcoming mid-cycle refresh of the Macan for the 2019 model year, we decided this was the time and we committed to making it happen.



## Timing is Everything

The key aspect of this process is to plan way ahead! Allow plenty of time- there are several steps that all need to be sequentially coordinated and orchestrated. In our case, we started the process about 6 months ahead of time- in March for a mid-September delivery. In some cases, it may be possible to accommodate as little as a 3-4-month lead time - but don't count on it.

It's important to note that delivery at the Zuffenhuesen (Stuttgart) factory is no longer available because of limited space due primarily to the recent factory expansion for production of the Taycan model. As a result, all deliveries take place at the Leipzig factory and customer center. This consolidation means that delivery appointments are very limited and English-speaking deliveries only occur on certain days. Delivery is not available on weekends and German holidays, and during an extended period in August while the factory is closed for summer vacation.

The team at Porsche Austin was helpful to explain it all and help keep everything on track. There are also some on-line resources including the Porsche website, and forums such as Planet-9 and Rennlist to better understand the process. Interestingly, compared with the BMW program, there is relatively little on-

line about the Porsche program and other people's personal experience with Factory Collection.

## Understanding the Process

The first step (and most fun) is to decide on the exact Porsche you want by playing endlessly on the Porsche configurator at Porsche.com. The ability to choose your precise vehicle -color, wheels, interior, options- instead of being limited to dealer inventory, is one of the great advantages of the Factory Collection program!

Concurrently with this, plan the outline of your trip to Europe, but do not make non-changeable reservations yet. At a minimum you need to decide your first (and second) choice of delivery date and the location and date of your planned vehicle drop off.

Once you've decided on the vehicle you want, and your requested delivery and drop off dates, the next step is to work with the dealer to secure a "dealer allocation" for the specific model you want. The dealer allocations are based

on month and week, so you'll need an allocation for a production slot a few weeks prior to your targeted delivery date- close enough to the delivery date so your vehicle will be "factory fresh" but not so close that if there is an unexpected production delay that your scheduled delivery date will be jeopardized. The allocation timeframe will be synchronized with production scheduling at the factory. Our Macan completed production on August 19 for a September 19 pick-up.

Next, Porsche Austin will request your specific delivery date via email to the European Delivery Coordinator at PCNA (Porsche Cars North America). At this time, you will also complete the "European Delivery Vehicle Order and Agreement." The vehicle delivery and drop-off dates and drop off location will need to be listed, which also determines the length of the insurance policy which Porsche will provide (up to 16 days at no cost). This is also your chance to specify if you do not want holes drilled in the front bumper to accommodate a license plate.

Your specific vehicle order will be submitted based on your exact specifications. Request the Build Sheet from the dealer to ensure it is exactly as you intended. You will be able to change the color, interior and any options for a limited period after the order is submitted and accepted by Porsche. It helps to know the

sequence and meaning of the internal Porsche production codes, plus you will be even more of a Porsche geek than you already are. Code V210 means that the configuration is frozen, but some changes can be requested by the dealer and potentially made by Porsche. Code V250 is the one to really pay attention to—once that milestone occurs, changes to the configuration can no longer be made. Ask your dealership sales professional to provide updates when your order is approaching V210. Or better yet, be confident of your vehicle configuration when you order! Several weeks later, PCNA will confirm your requested (or alternative) factory delivery date. At this point you are now ready to begin finalizing travel plans. For us, our first-choice date was not available due to pre-designation of English-speaking delivery and factory tour dates, but we were confirmed for the day following—close enough, and it allowed us to spend an extra day in Leipzig. Another consideration when making plane reservations based on your delivery date is to leave at least a day or two between your arrival in Europe and your Porsche collection. Our original flight from Austin to Frankfurt was cancelled causing us to miss a planned day in Frankfurt and the biennial International Motor Show. However, we were re-booked for the next day and still able to make it to Leipzig on time and have a day to catch up with jetlag before our Factory Collection and driving our brand new Macan.

About 4 weeks prior to delivery, you will receive a package from PCNA which contains final information for preparation of your visit and a summary of your day at the Leipzig Customer Center. This will include a hotel voucher and a taxi voucher (if Sindelfingen is your drop off location) some Porsche trinkets, and a summary version of the owner's manual to read through in advance.

### Arriving in Leipzig

The Leipzig Factory Collection experience includes one night at the Steigenberger Grand Hotel in the heart of Leipzig, paid by Porsche. We added another night to have enough time to explore this historic city. After checking into the hotel, we set out to wander Leipzig and enjoy a traditional German dinner—the first of several. We walked to St. Nikolai church, where Johann Sebastian Bach was the music director. In 1989, the church was the site of the Monday Meetings, where a series of peaceful protests against communism occurred, that would help bring down the Berlin Wall.

The next day, we took a guided walking tour of Leipzig. The first thing we saw was a glockenspiel of two men with a bell between them on top of a clock tower. Every hour a man hits the bell with a hammer. This glockenspiel is modeled after one in Venice, Italy that our tour guide told us is inscribed with the words "Love always Wins". The one in Leipzig, a former communist East German city, says "Work always wins".

### Delivery Day

After many months of planning – and waiting – the day finally came to take delivery of our Macan. We were picked up at the hotel by Porsche (but in a Mercedes van) and spent most of the day at the factory and customer center. We started with an hour of track time, a good way to fully wake up. Each new vehicle manufactured here is tested on this track as a final part of the quality assurance process. The track included replicas of several famous curves and turns from racetracks around the world. We each had a few laps in a Macan - not ours- with a Porsche employee/ driving instructor

accompanying us and coaching us around the track. We also drove on the off-road circuit which included some dramatic features such as an 80% incline, a slanting section with a 30% hillside grade, a sand track and driving up and across a (decommissioned) WWII bunker. At one point a deer jumped out in front of us. I don't think that was part of the official course.

We then were taken to a garage adjacent to the factory where our 2020 Macan was waiting. Although we had originally ordered a 2019 model, the timing was such that we received one of the first 2020 models produced at Leipzig. Truly a factory-fresh new car. Some of the Macan's key features were explained, and we took care of the paperwork and loaded our luggage. We had time then to explore the facility and the display of historic Porsches. Lunch was really good, and the restaurant overlooked the track. We enjoyed lunch with a couple of Canadians who were picking up a Cayenne.

The factory tour after lunch was of course fascinating. The Macan and Panamera are assembled here, about 500 per day total.

We walked right along the assembly line and were appropriately cautioned not to get in anyone's way or touch anything- and unfortunately but understandably, no photos. We also had to watch out for automated carts which roamed the corridors carrying parts. This is a much newer and more automated plant than Stuttgart/ Zuffenhausen (which dates to the 1950's) which we toured two years ago. I'm always so impressed with all the logistics and just-in-time processes that are synched with hundreds of suppliers. Finally, it was time to get in our Macan and drive!

### Our travels: Germany, Switzerland and France

After leaving Leipzig, we headed towards Rothenberg, a well-preserved medieval village in southern Germany. The route we chose included some speed unrestricted sections of Autobahn, of course. The Macan performed as you'd expect from a Porsche. It hummed along effortlessly for long stretches at 100-105 mph, and we occasionally reached speeds of 125 mph from what I could see from the passenger side. Being a brand-new car, and being cognizant of the break in period, that was plenty fast enough!

Rothenburg is worth a visit. Unlike much of Germany, it was not destroyed in World War II so many of the original buildings from centuries ago are still standing. The Medieval Crime Museum is not to be missed. The museum featured devices and methods used for torture, like masks used to publicly shame people, the spike chair, and the stocks.

After two days in Rothenburg, we drove to and strolled around Lucerne, Switzerland, and spent the night at a charming bed and breakfast near Weggis, overlooking Lake Lucerne.

A mountainside apartment in Engelberg, Switzerland was our next destination and home base for 6 days while we explored the area and enjoyed day trips through the Alps. In Engelberg, we took a revolving gondola to the top of Mount Titlis, an elevation of about 10,000 ft. The panorama was breathtaking. The observation area has the usual restaurants and souvenir shops, but there is also a 150 meters long ice cave that was carved out of a glacier, and a hanging bridge, the highest suspension bridge in Europe.

The next day we went to Eggishorn and the Aletsch glacier which is on the way to Zermatt. We wanted to get some good alpine driving in. The Swiss roads are well engineered and maintained, curvy and smooth, and there are many tunnels that cut through the mountains. Since we only had a few hours and lots to see, we decided to save some time and take a car train under Furka Pass. We drove the Macan aboard the train and sat in the dark as we sped through a tunnel cut through the mountains.

To reach the glacier we boarded a gondola in the town of Fiesch, Switzerland. We switched gondolas halfway up. When we stepped out of the gondola house at the top, it was another world. There was graupel falling. We were way above the tree line and the ground was a jumble of flat rocks. We saw the glacier far down in a valley. While we were there, the weather changed from graupel, to foggy, to sunny, and back again to all three. It never cleared enough for us to see the Matterhorn, though. We ate our picnic lunch above the glacier, then headed down on the gondolas and back to the Macan for our fun drive on the alpine roads across Grimsel Pass.

The roads across the pass were curvy and steep with repeated switchbacks and hairpin curves. Several times a large tour bus rounded the curve going the opposite direction and we were hugging the edge of the cliff. Paying close attention is mandatory, but the Macan never faltered. We stopped at a pedestrian suspension bridge over the Rhône River that led to the tiny village of Muhlebach. Once in the village, we walked the quiet streets. As we crested a hill, we discovered the original village with old wooden houses built in the 15th century. People are still living in them.

We took a day trip to Milan, Italy and had more good driving time on the Autobahn, but not the speed limit free section. We left the apartment at 5:30am to drive 2 hours to Lugano, Switzerland to board the train to Milan. We didn't want to drive the Macan all the way into Milan because – well - let's just say the notoriety of driving in Italian cities made us a bit apprehensive. Walking around Milan was much more relaxing.

Reluctantly leaving Switzerland, I drove northwest through the last of the Alps and into France. We immediately noticed that French drivers are decidedly less brisk than those in Germany. Coincidentally, our route took us right through Mulhouse, France, home of the largest car museum in the world, the Cité de L'Automobile. It is the private collection of the Schlumph brothers with hundreds of unique European vehicles and a comprehensive variety of Bugatti's.

A favorite car at the museum was a Mercedes designed by Ferdinand Porsche before he started his own company. It looked like a VW Beetle, but it had a Mercedes logo. Hitler soon took that design, started producing thousands of them, and called it a Volkswagen, or "People's Car".

Our next destination for two days was the small village of Zellenburg, nestled among vineyards in the Alsace region of eastern France. Parking was scarce in Zellenburg and our parking space was in the public square that was bombed by the Germans after the allies had already secured it. So much history. We walked around Zellenberg and then down the hill among the vineyards to the next village of Riquewihr. It's a little bigger than Zellenberg and had some interesting shops and restaurants.

Finally, the last day of our wonderful trip had arrived. On the way to drop off the Macan in Sindelfingen we stopped at the Haut-Koenigsbourg Castle. It's well preserved and so impressive that it was built in the 12th century.

The drop-off process was flawless. The shipping company employee was waiting for us and had the paperwork ready. We unloaded our luggage one last time, removed the zip-tied front license plate as a souvenir, used the taxi voucher to get to the train station, then to the Frankfurt airport and our flight home to Austin the next morning.

#### **More waiting... and vessel tracking**

Porsche advises that you can expect to be re-united with your vehicle at your dealership within 6-10 weeks after dropping off, depending mostly on which drop off location (the factory locations are generally faster) and which part of the U.S. you are in, but also on ship schedules. At this writing, our Macan should arrive at Porsche Austin right about 6 weeks after dropping off – quicker than we expected!

To pass the time and count down the days, it's fun to track the vessel your car is on- and wonder why the ship can't move faster. Only 14 knots? Really? In our case, PCNA sent us an email with the vessel name once it was assigned, but you can also ask your sales person for it. Then you can look up the vessel on [www.marinetraffic.com](http://www.marinetraffic.com) and track its progress across the Atlantic and from port to port in the U.S. You can also sign up for email notifications to receive its daily position and when it arrives at and departs from each port. Our Macan (as all Porsches) left the Port of Emden Germany and stopped at the Port of Davisville RI and Jacksonville FL on its way to the Port of Houston.

#### **Driving Impressions**

Having enjoyed our Boxster for the past 5 1/2 years, we have become accustomed to The Porsche Feel. You know what that is: the almost surreal "one-ness" with the vehicle when you are in-the-zone, that you almost forget you're actually operating a vehicle. We were apprehensive that the Macan – even though a Porsche, still a SUV – would not quite match that feel. We were happy (but not surprised) that after a few days of becoming settled into the ergonomics, we were in the zone, and it felt very much like a Porsche.

We drove 1231 miles in the Macan – handily surpassing the 1032 miles in the BMW back in 2012. But our conclusion after this trip was the same: we have to do this again!

#### **A few additional items to know:**

>> Porsche charges the dealer approximately \$3000 when a customer utilizes the Factory Collection program, so expect that to impact the negotiated price you pay.

>> Customers (or dealers on their behalf) are required to pay the European VAT tax due until the vehicle is shipped to the U.S. - at which point it is refunded. This is essentially a deposit to secure the tax payment in case the vehicle is not actually exported. Thankfully Porsche Austin does not ask their customers to pay this

in advance (Porsche Austin covers it) but there are some dealers which do. Of course, if you do not drop off and export the car within the allotted time, you will be charged the VAT.

>> Carefully review the vehicle drop off locations, and the opening days/hours and cost for each. There are currently 17 approved drop off locations throughout Europe, but only the two Porsche locations are available for drop off at no additional cost. We chose Sindelfingen which is a suburb of Stuttgart. During the construction and expansion of the Zuffenhausen complex, this is the "free" drop off location instead of at the factory. This particular location is closed on weekends, except by appointment with two weeks' notice required. We arranged a Sunday drop-off and paid an additional 65 Euros for the privilege- this just worked better with our travel plans.



A MID-TOUR CAR WASH IS NECESSARY WHEN YOU SHARE THE ROAD WITH COWS



TIGHT PARKING ON THE VILLAGE PLAZA IN ZELLENBERG FRANCE

>> Know which countries require a vignette (toll) sticker- the list includes but is not limited to Austria, Switzerland and Slovenia. We pre-ordered a vignette for Switzerland and brought it with us - one less thing to do while we were there.

>> Before you go, it helps to become familiar with the key road and traffic signs in each country you plan to visit. There is much commonality within the EU which helps simplify things. Be especially aware of how the German Autobahn works- there are important and strictly enforced rules, and the driving etiquette is seriously (and thankfully) unlike the U.S.

>> Navigation systems in U.S. spec vehicles now are no longer compatible with European road map data. Instead, Porsche will offer you a portable GPS unit at no charge for you to use and return with the vehicle. We found that Google maps on our smart phone (with an international plan) was easier to use and felt the GPS unit was unnecessary.



1937 MERCEDES TYPE 170 H DESIGNED BY FERDINAND PORSCHE

# NEW HOME FOR PORSCHE AUSTIN IN 2020

STORY BY JEFF MOORE | IMAGES CREDIT GENSLER

Porsche Austin has started construction on its future new home at the Arboretum in Northwest Austin. It will be one of the largest Porsche dealerships in the country. "We are very excited to share this new state of the art facility with all our loyal Porsche friends, and especially the Porsche Club of America members!" says Kirk Franceschini, Chief Operating Officer of Porsche Austin. The new Porsche Austin Arboretum dealership is scheduled to be completed in October 2020.

Planning and site preparation took quite a while – longer than expected. The site is at the intersection of two major Northwest Austin highways – 183 and 360– and is also the location of the former Jollyville Road alignment prior to the construction of the Arboretum in the 1980's.

As such, there were numerous utilities- electric, natural gas and telecom - which all had to be identified and carefully re-routed. There were also many rounds of facility design changes -some big, some small- to the facility to make it just right.

Porsche continues to evolve the corporate design and architecture of the dealership facilities. The last significant change was initiated in 2001 and took many years to be rolled out as dealerships were built or remodeled. This was a high-tech statement featuring the curved exterior metallic headwall which unites dealerships globally under a common image

Almost all dealerships – including the current Porsche Austin facility in the Highland area- now include these design elements.

Earlier this year, Porsche announced a new corporate architecture with the tagline "Destination Porsche." The future dealership design format is intended to be more customer-centric and serve as a gathering place for customers and enthusiasts alike, with open floorplans, expansive use of glass and flexibility to accommodate digital media and individual customer experiences. The first prototype has recently opened as the Porsche Palm Springs dealership. Although not part of this architecture prototype program, the new Porsche Austin facility will incorporate many of the new design elements, especially the open and airy environment and extensive use of glass.

The new Porsche Austin site is at a very well positioned and high visibility location, but on a small piece of land. Creative design, and building up rather than out, makes the best use of the small footprint. I visited the construction site in mid-October with Apollo

Chang and Kirk Franceschini of High-Tech Motorcars, which owns Porsche Austin and several other luxury dealerships here in Austin.

The construction crane had just been erected the week prior, a sure sign that construction was getting serious. Sure enough, behind the construction fencing and security was a surprisingly large hole in the ground buzzing with construction activity. The foundation, utilities and structural steel were all very much in process. The facility will be 203,000 square feet under one

roof, with a total of eight floors. Kirk Franceschini provided the following details about the use and configuration of the space:

The service and parts departments will be in a 30,000 square foot below ground fully air-conditioned space and will include 30 state of the art service bays. The ground floor includes the main Porsche showroom displaying 12 vehicles

and a 2 lane, 8 car, fully air-conditioned service drive. In addition, the ground level has a large, sunken customer lounge with a full-service beverage bar that looks into the service shop through a 5-foot-tall, 20-foot-wide tilted glass window. The second level will feature pre-owned Porsches and heritage Porsches for sale.

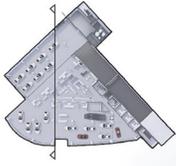
Level three will feature additional pre-owned vehicles in a fully enclosed environment. Levels 4,5,6, and 7 will be for new Porsche storage. Level 6 will feature a unique all glass showcase on three sides of the building, displaying 10 specialty Porsches 60 feet above the ground visible to both Hwy 183 and Hwy 360! The entire facility will have the capacity to store over 300 vehicles.

"We are particularly excited that our service capacity will be almost tripled compared to the current location" says Kirk.

A special feature of the facility will be the electric vehicle charging infrastructure– just in time for the upcoming release of the all-electric Taycan. There will be two high speed 800-volt chargers with a charging capacity of up to 350 kw, which will charge to 80% in about 17 minutes. There will also be four traditional charging stations on site.

"The entire Porsche Austin team is very excited to soon have a new state-of-the-art dealership worthy of the great Porsche brand and its loyal family of Porsche enthusiasts here in central Texas! We look forward to hosting HCR in our new facility, and most importantly welcome all HCR members and our current and future customers to become frequent visitors!" says Kirk.





ROOF INVENTORY

DISPLAY WINDOW WITH LIGHTING

SCREENED INVENTORY

INVENTORY

INVENTORY

SECOND FLOOR SHOWROOM

SHOWROOM

SERVICE DEPARTMENT

LEVEL 7  
60'-0"

LEVEL 6  
51'-0"

LEVEL 5  
42'-0"

LEVEL 4  
33'-0"

LEVEL 3  
24'-0"

LEVEL 2  
12'-0"

LEVEL 1  
9'-0"

BASEMENT  
-16'-0"

8'-2"

8'-2"

8'-2"

8'-2"

9'-0"

9'-0"

17'-3"



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# HILL COUNTRY REGION CALENDAR

JAN FEB MAR

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
			JAN 2020	2	3	4 9:00 AM - 1:00 PM CARS & COFFEE
5	6	7	8	9 11:30 AM - 1:00 PM LUNCH BUNCH	10	11
12	13	14	15	16 5:30 PM - 7:30 PM HCR S/W HAPPY HOUR	17	18 8:30 AM - NOON TECH SESSION
19	20	21	22	23 5:30 PM - 7:30 PM HCR N/C HAPPY HOUR	24	25
26 9:30 AM - NOON INFORMAL BREAKFAST	27	28	29	30	31	FEB 2020 9:00 AM - 1:00 PM CARS & COFFEE
2	3	4 5:30 PM - 7:30 PM HCR BOARD MEETING	5	6	7	8
9	10	11	12	13 11:30 AM - 1:00 PM LUNCH BUNCH	14	15
16	17	18	19	20 5:30 PM - 7:30 PM HCR S/W HAPPY HOUR	21	22
23	24	25	26	27 5:30 PM - 7:30 PM HCR N/C HAPPY HOUR	28 CARRERA OF THE AMERICAS CLUB RACE AND ADVANCED DE	29 CARRERA OF THE AMERICAS CLUB RACE AND ADVANCED DE
MAR 2020 CARRERA OF THE AMERICAS CLUB RACE AND ADVANCED DE	2	3 5:30 PM - 7:30 PM HCR BOARD MEETING	4	5	6	7 9:00 AM - 1:00 PM CARS & COFFEE
8	9	10	11	12 11:30 AM - 1:00 PM LUNCH BUNCH	13	14
15	16	17	18	19 5:30 PM - 7:30 PM HCR S/W HAPPY HOUR	20	21
22	23	24	25	26 5:30 PM - 7:30 PM HCR N/C HAPPY HOUR	27	28
29	30	31				

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