

**FOX VALLEY REGION  
PORSCHE CLUB OF AMERICA**



**HAPPY NEW YEAR**

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*"He's been working on your car for 4 hours. However, 3 of those hours were spent taking selfies with it."*

## Calendar of events

### 2018

#### February

**Feb. 6 — New member meet and greet dinner at Graystone Ale House. 3711 MONROE ROAD • DE PERE, WI 54115 . <http://www.graystonealehouse.com/>**

All members invited — new and seasoned.

5:30 p.m. social; 6:30 p.m. Order off the menu. Separate checks.

Rsvp to [mehaen@sbcglobal.net](mailto:mehaen@sbcglobal.net) by Friday, Feb 2, 2018. See pg. 11.

#### April

April 21 — Rally for a Reason. This event benefits the Howe Community Resource Center in Green Bay and provides support for children and families throughout Brown County. The region was a sponsor of this last year and the board is considering to renew its sponsorship for this year. The families in the Howe neighborhood struggle with a high poverty rate. Children attending school here are very likely to face homelessness, food insecurity and are much more prone to drop out of school than their peers. Howe Community Resource Center supports them by providing tutoring for students, general support and free monthly dinner nights that connect families to each other and to resources in the community. The organization has provided 887 meals in 2017. Stay tuned for more information about this event and plan to participate in the rally.

#### May

**May 6 — Garage tours, mini rally and pizza.** Dan and Barb Pankratz will lead a tour of two garages (not your average garage for sure), with a mini gimmick rally as we go from garage 1 to garage 2. Following the tour of the second garage we will head to Luigi's for pizza. Cars, some driving and pizza — this will be fun.

#### July

**Porsche Parade 2018: Lake of the Ozarks, will take place July 8-14, 2018,** at the Tan-Tar-A Resort in Osage Beach, Missouri. Porsche Parade, PCA's annual weeklong event, takes place in a new place each year. For 2018, we're heading to the Midwest — the summer resort town of Osage Beach on the Lake of the Ozarks. In addition to traditional Parade activities such as concours, autocross, time-speed-distance and gimmick rallies, the location provides family friendly fun with watersports, boating, golf, an indoor waterpark, and more. PCA will announce when registration is open and provide more details.

#### August

Aug. 17-19 — Porsches Across the Mackinac Bridge, a multi-region driving tour over three days. Details:

<https://www.pca.org/event/2017-11-14/inaugural-porsches-across-mackinac-bridge>

Our region will participate in planning for this event. Stay tuned for more details but be sure to save these days on your calendar.

#### September

Sept. 22 — Chili and bonfire hosted by the Benz family. Earlier than in previous years in the hope it doesn't rain.

About the cover: 911 in snow: <https://www.youtube.com/watch?v=R0pd0nlhepk>

# President's letter

Hello to All,

Merry Christmas and Happy New Year to all our members and their families. I hope that during this time of the year you have had the opportunity to enjoy and reflect on what Christmas and the new year means to you and your family. My family and I have been so very blessed this year. We have been blessed with wonderful friends, good health, the ability to give back to our community, travel opportunities and a successful year with our business. Our son, Justin, started driving this year and hasn't had any issues, well except one, nothing major. Let's just say he now knows how slippery snow and ice can be.

Thanks to all the members who participated in the 2017 board elections and for once again giving me the opportunity to continue as your president of our great club. I look forward to all the new adventures that lie ahead, and I hope I can add value to our club in the coming year. If anyone has any suggestions for activities or events, please let me know. Also, please let me know if you have concerns. This is your club and I am here to help in making this a better experience for all.

Thanks also to Dee Stamnes for her major role in helping host our wonderful Christmas party. We had a few hiccups, but no one was the wiser. This year I believe we had over 50 people in attendance. Again, one of the hottest auction items were Barb Pankratz's famous chocolate chip cookies. There was a new twist this year where she added home-made candy. Could this be the start of a new business opportunity for Barb? Only time will tell.

We thank Tom Scheetz, general manager of Porsche of the Fox Valley, for his generous donation to our Christmas party. Tom and Bergstrom Premier donated (30) 2018 Porsche calendars to our club. This was the second year in a row that they have done this. Their generosity allowed us to give each family at the party a special surprise.

As we look ahead for 2018, Porsche will be launching additional models of the all new completely redesigned 2019 Cayenne. From everything I have read the new models sound incredible. I hope Bob Dean will have an opportunity to review one in the coming months, courtesy of Bergstrom Premier.

As a reminder, our new member get-together is on Tuesday, Feb. 6, at Graystone Ale House in De Pere. This is a special event and an opportunity for our new members to get to know each other as well as other well-seasoned members. This has grown over the years to become a great social event in the cold depths of winter. I encourage everyone to attend and welcome our new members. Be sure to look in this month's newsletter for further details.

In closing, I want to thank everyone who has made 2017 a wonderfully successful year for our club. I hope the new year blesses each one of you and your families.

Happy and safe motoring

Todd Benz, President  
Fox Valley Region Porsche Club of America  
Cell 920-217-9564  
[tbenz@onesourcetek.net](mailto:tbenz@onesourcetek.net)

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## Editor's desk

I had the opportunity in December to interview one of Wisconsin's racing legends — Bill Wuesthoff. Bill and his family also are well known in the greater Milwaukee area because they owned a Porsche dealer for many years. It was a delight to interview Bill, who has amazing recall of his days as a driver on the race circuit.

How lucky for him that when he was stationed in Germany when on active duty in the military, his "home" track was the Nürburgring. Most of us only dream of the chance to drive on that monster.

You'll find Bill's story in this issue. You will also see Bob Dean's latest piece which covers the recent phenomena of "flipping" rare cars. It's an interesting read.

The issue also recaps the 2017 holiday party, which was well attended and an outstanding success. If you couldn't attend, plan to catch the 2018 version.

Note the ad on pg. 23 about the Porsche Effect, a new exhibit at the Petersen Museum in LA. If your travels take you to LA, don't miss this exhibit. Do send us photos and a recap of the experience.

Bev Jurkowski  
[Beverly.jurkowski@sbcglobal.net](mailto:Beverly.jurkowski@sbcglobal.net)  
414-232-4869

## 51 enjoy camaraderie at holiday party

By Bev Jurkowski

Fifty-one members and guests attended the holiday party Dec. 9, at the Radisson in Green Bay. Congratulations to Dee Stamnes for planning and executing an outstanding event in a venue that was new to our region.

Upon arrival, attendees received a sheet listing attributes of people in attendance. Designed as an ice-breaker and a way to get to know other members, attendees had to find the individuals who matched the descriptions such as "likes to knit/crochet" or "has a pilot's license." Everyone who completed

the listing of questions were then part of a drawing to receive a Porsche crest suitable for display on a wall. The lucky winner was Mary Niemiec.

Displayed on tables around the perimeter of the room were dozens of silent auction items. Some were Porsche related but others weren't. All items were donated by members.

As has become the custom at this holiday party, Barb Pankratz's choco-

late chip cookies were among the hottest items, with bidders outbidding each other up until the final minute. Barb baked and donated three trays each containing three dozen of her famous cookies. Her secret? She uses both milk chocolate and semi-

sweet chocolate chips and two kinds of nuts in her customized recipe.

This year, for the first time, Barb also made home-made chocolates for the auction. We suspect a new tradition has be-



Jim (left) and Mary Niemiec with the Porsche crest that Mary won in the get-to-know-other-members drawing.

gun with these candies.

Region President Todd Benz welcomed everyone after the two-hour social period as we sat down for dinner. The buffet-style meal included salad, rolls, mashed potatoes, wild rice pilaf, vegetable medley, lemon-garlic chicken, beef tips, salmon, and an array of desserts including pies, cheesecake and other delights. To entertain us during dinner, Todd and Sheila's son Justin showed the video he shot and edited of Todd and Justin's driving trip to Spokane for the 2017 Porsche Parade. The 15-minute video was a hit with the audience.

Following dinner Todd provided a brief wrap up of the year. He started by thanking Dee Stamnes who stepped up to serve as membership chair, Shaun Stamnes, who took over the duties of webmaster,



Barb Pankratz with one of three trays of three dozen cookies that she baked for the silent auction.

*Continued on next page*



## Holiday party....continued

and Bev Jurkowski, who assumed the role of newsletter editor in October 2016.

Todd also provided a membership report and recognized the region's long-term members.

He called upon Region Secretary Mary Haen to announce the results of the recent election of officers. The roster of officers remains unchanged: Todd Benz, president; Matt Safranski, vice president; Jim Janes, treasurer; Mary Haen, secretary. Todd also recognized other committee chairs including Jimmy Haen, historian; Erik Scharinger, social media chair; Gordon Skog, social chair; Dan Pankratz, tech chair, and Bev Jurkowski, editor.

Todd noted that Bev took second place in the annual PCA newsletter contest. The winners of the contest, which was for newsletters produced in 2016, were announced at the 2017 Parade which Todd attended.

Todd also referred to a listing in Whaletales that the board created of potential events to be held in 2018 and asked members to weigh in on those ideas and also encouraged people to step forward to lead them. "We are all volunteers and are always interested in welcoming new people to the board as well as to organize and lead events," he said.

Several members were recognized at the party including:

- Dee Stamnes – Member of the Year
- Dee Stamnes and Bob Geiser – Co-Enthusiasts of the Year
- Bev Jurkowski and Bob Dean were recognized for planning and executing a tour of the Motion Products facility in Neenah in September.

Todd encouraged members to attend the 2018 Porsche Parade which will be held in the Lake of the Ozarks. "Wouldn't it be great to have a contingent of Fox Valley region members caravan to the Parade and attend," he said.

Several members went home with a door prize, thanks to Jim Stephenson who provided several dozen posters from his own collection for these prizes.

The silent auction bidding closed at 9 p.m. and the winners of each item were announced. Treasurer Jim James collected the payment for the items. All funds collected will go to a charity, to be announced.

One final item, donated by the Benz family, which was a clock in the shape of the Porsche crest, was auctioned live.

A lively bidding war was soon under way, with Jim Mollon going home with the prize with his winning bid of \$150. A total of more than \$1,100 was raised and will be donated to a charity to be determined.

Another fun, successful holiday party concluded. We're already looking forward to next year's party, one of the social highlights of our calendar.

Every couple or solo attendee went home with a 2018 Porsche racing-themed calendar, thanks to our friends at Bergstrom.

### Member and Enthusiast of the Year 2017

By Mary Haen, Secretary FVR-PCA

This year Dee Stamnes was voted Member of the Year by the general membership. She stepped up when asked to fill a Board position and has really taken to her role as Membership chair. She also put a lot of time and energy into hosting a Scavenger Hunt this fall and planning the holiday party.

Congrats Dee on a much-deserved award.

Enthusiast of the Year is voted on by the Board of Directors. This year we have two candidates that split the honors. Dee Stamnes for the reasons noted above and Bob Geiser. Bob joined PCA with an unconventional Porsche – believe it or not, it was a Porsche tractor. Bob has traveled the distance to attend as many events as possible for many years.

Congrats Dee and Bob; we appreciate you and your enthusiasm for the Fox Valley Region.



**Dee Stamnes**



**Bob Geiser**



Dee Stamnes, left, accepts the Member of the Year award from Matt Saf-ranski, vice president.



Shaun Stamnes, left, webmaster, accepts the board's appreciation from Todd Benz, region president.



Gordon Skog, social chair, accepts the board's appreciation from Todd Benz, president.



Dan Pankratz, left, tour and tech chair, is thanked by Todd Benz, region president.



Erik Scharinger left, social media chair, is thanked by Todd Benz, region president.



Bob Dean left, contributor to Whaletales with his reviews of vehicles, is thanked by Todd Benz.



Bev Jurkowski, left, Whaletales newsletter editor, receives a plaque in recognition of her coordination of the region's tour of Motion Products.



Jim Janes, left, treasurer, and his wife Cindy.





Sheila Benz, left, visits with Sherry Lazar, during the holiday party.



Joyce Beaver, left, visits with Mary Haen.



Left to right, Matt Safranski, Gordon Skog and Jim Stephenson.



Jimmy Haen, left, accepts the board's thanks for his role as region historian from Todd Benz.



Members and guests enjoy conversation during the party.



Jim Janes, left, accepts the board's thanks for his role as region treasurer.





Justin Benz, left, prepares to show the video he created which captured his trip to the Porsche Parade in Spokane, Wash., with his dad Todd.



Lisa Stephenson, left, with Erik Scharinger and Lorelei Scharinger.



Nick Proctor, left, with Jim Mollon and Linda Mollon.



Andy and Lindsay Daly, guests of Gordon Skog.



From left, Larry Rogers (seated), Mary Niemiec, Peg Homel and Pat Rogers.



## Member corner

Congratulations to these members who are observing a membership anniversary in January

Member	Year	Location	Porsche
Mitchel and Barb Eastman	2000	Green Bay WI	2001 911 Carrera Gray, 1989 911 Carrera 4, 1997 Boxster
Richard and Evan Elrod	2005	Appleton WI	2013 911 Carrera Agate Grey
Albert Fisher	2008	Oshkosh WI	2008 Boxster Cobalt
William Hewitt	2001	Appleton WI	1985 944
James and Cynthia Janes	2003	Butte des Morts WI	1999 911 Carrera, 2017 Macan S
John Kline/Linda Paradiso Kline	2015	Houston TX	2013 911 Carrera White, 2016 Cayenne
Wallace MacMullen	2015	Green Bay WI	2008 Boxster Red
David Maki	2011	Marquette MI	2007 911 Carrera 4S Black
Harvey and Vickie Poling	1987	Kewaunee WI	1970 914, 2008 Boxster
Matthew and Krystal Safranski	2006	Neenah WI	2012 911 Carrera Black
Michael and Allyson Wenzlick	2007	Green Bay WI	1986 928S

## Welcome to our new members

Gary Buyeske, Sobieski WI 2014 Cayman S Rhodium Silver  
John Pujals Appleton WI 2018 911 Targa 4 GTS Miami Blue



40 years of experience  
maintaining and repairing  
Porsches and all imports —  
all years, models

1687 Justin Street, Arbor Vitae, Wis.  
(off Highway 51)



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## Feb. 6, 2018: Meet & Greet at Graystone

Please join us on Tuesday, Feb. 6, at Graystone Ale House in De Pere for dinner and social time. This is a special meet & greet event, where an emphasis is being placed on providing an opportunity for new members to get to know other new members, as well as members who have been around the block once or twice. We were all new members at one point, and can understand the importance of a warm welcome – especially during a Wisconsin winter!

We will meet beginning at 5 p.m. and after some social time we will order off the menu for dinner with separate bills by individual/couple. We have a side room booked if it is available.

**Graystone Ale House**  
[www.graystonealehouse.com](http://www.graystonealehouse.com)  
 is just 2 miles south of 172,  
 with easy access by taking the  
 Monroe Road exit.



**Address:** 3711 Monroe Rd, De Pere, WI 54115.

**Map:** <http://tinyurl.com/ya3gqsos>

**RSVP:** Please send your RSVP to Mary and Jim Haen at [mehaen@sbcglobal.net](mailto:mehaen@sbcglobal.net) by **Feb. 2** so we have a head count for adequate seating. We hope to see you there.



# Racing legend Bill Wuesthoff relives days on the circuit

By Beverly Jurkowski

Wisconsin has a rich history of auto racing with storied venues such as Road America and the Milwaukee Mile. Among the larger-than-life figures who helped to write that history is Bill Wuesthoff, who raced in the U.S. and abroad for nearly a decade from the mid-1950s to the mid-1960s.

Of interest to PCA members is the fact that Bill often was behind the wheel of a Porsche as he navigated road courses from Road America to Watkins Glen, from Sebring to Nürburgring and more.

Bill recalls going to the Milwaukee Mile with his dad to watch races on the dirt track and he also drove his Model T "as fast as I could from one end of the farm to the other," he said. "I always liked to go fast."

His racing career began in 1955 behind the wheel of an MG TD and an Alfa Romeo Guilletta. His racing endeavors paused in 1957 when he was drafted into the U.S. Army. He sold his race cars at that point. As luck would have it though, after completing artillery training, he was stationed in Germany. "Good news," he said. "When I learned I was

not competitive against Porsche's Carrera GT Speedster Super. The Porsche was better. He bought the 1958 Speedster Super from Otto Glockler Porsche-VW in Frankfurt Germany. "We had it for a while. It was a lot of fun. We traveled in Europe with it, including to Paris," he said. The car had coupe seats vs. racing seats. "You had to tighten your seat belt and go," he said.

After acquiring the Speedster, he got involved with different sports car clubs and along with other GIs did some racing, hill climbs and more. "On longer tracks, you had to run with the top up and side curtains for better aerodynamics. But you couldn't see out of it," Bill said, laughing as he recalled that era and the Speedster's style. On shorter tracks or hill climbs, the top was down.

He took the Speedster to Nürburgring for training. "Normally they would charge one deutsche mark for each lap you ran at Nürburgring, but they didn't charge us," Bill said. In May 1958 he competed at Nürburgring in a 1000-kilometer race in the Carrera GT Speedster with co-driver and car owner Bill Wilbourne.

Returning home after his tour of duty was completed, Bill's racing career took off. He frequently drove with teammate Augie Pabst. From 1960 to 1963, his "ride" was the Porsche RS60 model which he owned.

At the 1963 Road America 500, Augie and Bill were co-drivers in an under 2-liter Elva Mark VII-Porsche that was co-owned by Ollie Schmidt and Carl Haas. Haas was the Elva importer. They won the race over a field of larger, heavier and more powerful Ferraris, Cobras, Jaguars and Corvettes.

In total, Bill drove in 84 races with 10 first-place wins, 11 second-place and 28 overall podium finishes. His co-drivers over the years included Augie Pabst, Harry Heuer, Joe Buzzetta, Bruce Jennings, William Wilbourne, Bob Clark, Jim Jeffords, Frank Rand and Chuck Dietrich. He drove a Porsche in 33 of the events, Alfa Romeo (23), Elva (16), Scarab (5), VW (2), Austin-Healey (2), Ferrari (2), MG (1) and Chevrolet (1).

He raced along side many of the legends in the world including Bob Holbert, father of Al Holbert who raced for Porsche in the legendary Lowenbrau Porsche 962 in the 1980s. At a race at the Meadowdale track in Elgin,



Bill Wuesthoff in the Speedster Super at Nürburgring. The T next to the number indicated the car/driver was in training.

going to Germany, I asked Carol to marry me. We spent our honeymoon in Germany," he said.

With the Nürburgring track now easily accessible, Bill's interest in racing was renewed.

"I was going to buy another Alfa there. Turned out Alfa was

*Continued on next page*

## Wuesthoff, continued

Ill., the young Al was working as a pit crew member for his dad and had gotten a bad sunburn. Bill's wife, Carol, who was a nurse, came to Al's rescue, providing him a soothing ointment. "We were all a big family then," Bill recalled. Bob Holbert raced Porsches in the 1950s and 1960s and in 1954, Holbert's Garage became one of the first authorized Porsche



The 1963 Elva Mark VII Porsche that Bill Wuesthoff and Augie Pabst drove to victory in the 1963 Road America 500. Photo by John McCollister

dealers in the country.

Simultaneous to his racing years, Bill was in the car business but "with three children and a business to run," it was time to quit racing and devote his attention to the business. To many long-time Porsche aficionados in the Milwaukee market, the Wuesthoff name and Porsche are nearly synonymous.

"We started in 1955 and had to source our Porsche inventory through the Max Hoffman importer in New York City," Bill said. The cars were trucked to Chicago where Bill and his sales team had to pick them up.

"We kept one or two in stock. They sold slowly then because they were relatively expensive--\$3,500 to \$4,000, compared to a VW which cost \$1,500."

Like today, Porsche demanded that the dealers stayed current with service training. Bill sent his mechanics regularly to Chicago where Porsche conducted training.

The Porsche brand was sold in Wisconsin under a variety of dealers. "We were a Porsche dealer under Hoffman from 1955 through 1957. Then Ted Baumgartner took it over for a couple of years. We got the brand back in 1959 and sold them at our shop on 19th and Silver Spring in Milwaukee as Concours Motors. In 1964 Porsche began selling under the Porsche-Audi banner and demanded we build a separate

building for Porsche and move it out. We offered to rent a building, but Porsche said no. We decided to part company. As a result, Milwaukee was without a dealer for a year or two.

"Walter Mosner, a former Porsche factory employee, took it over and located it on East Capitol Drive in the former Lou Ehlers Buick store – the same building we would have rented. The franchise then moved west to 91st and Brown Deer Road. Walter Mosner sold the franchise to John Forsyth. I told him if he ever wanted to sell it, call me. He did. We bought the franchise from Forsyth in 1995."

Wuesthoff and his sons, Karl and Lee, sold Porsches at Concours Motors on 14th and Silver Spring until February 2016 when they sold the business to Umansky Motor Cars. In his career, Bill also served on the board of directors for Road America, Elkhart Lake, Wis., for 51 years.

Would he do it all over again as a Porsche dealer? "Oh absolutely. But it is changing a lot. Porsche is very demanding. You are at their mercy. Factories carry a big stick."

Bill notes that even though he was surrounded by Porsche models throughout his years as a dealer and race driver, it is easy for him to name his favorite models. He drives a 2008 Limited Edition Box-



ster RS 60 Spyder in GT Silver Metallic. Just 1,960 of these were produced by Porsche. The model commemorates Porsche's 1960 Type 718 RS 60 Spyder racecar, which of course Bill drove for many years as a race driver.

"I believe the Boxster is the best you can find in a street car. With its sports car handling it very much parallels the RS60," he said. A Macan S is also in the Wuesthoff garage for daily driving, especially in winter. Of Porsche Bill said, "Everything they are building is amazing."

As racing legends and Porsche dealers go, we can't think of a better description of you Bill: Amazing.

See next page for more photos.



## Wuesthoff, continued



The team of Bill Wuesthoff (USA) Frank Rand (USA)/Bruce Jennings (USA) in the Porsche RS60 at the 1962 Sebring 12-Hour Florida International Grand Prix of Endurance for the Alitalia. They finished third overall and won the index of performance in the 1500 cc class. It was one of the last wins of the 718. Photo by Dave Nicholas and Martin Spetz.



Bill Wuesthoff in September 1960 at Watkins Glen in his Porsche 718 RS 60 no.192. Dave Nicholas photo



Taken in 2008, from left, Augie Pabst, Dave Uihlein and Bill Wuesthoff. In the background, far left is Bill's wife Carol, and far right behind Bill and facing the camera is PCA member Mark Eskuche. Source: Facebook



## Members and their Porsches

**Todd Benz** drives a 2013 Porsche Cayenne S, black exterior and black leather interior and a 2016 Cayman GT4 Agate Gray Exterior with black leather and Alcantara interior.

"I owned a 2001 911 C2 Seal Gray exterior with black leather interior which I purchased in 2008. It was my first Porsche. I have always thought that Porsches were the coolest cars, especially the 911 Turbo from the 1980s-the 930. I never saw one in person, only in magazines. I had my first opportunity to drive a 1986 Porsche 944 and fell in love with the brand. After seeing the 928 in the movie Risky Business I said that was the car for me, thinking that car was going to be around for awhile and being more affordable than a 911. So when I had the opportunity to buy my first Porsche and it was a 911 I was beside myself. Realizing my dream to own a 911 was amazing, my first truly dream car," Todd said.

"Moving into the Cayman was a very difficult decision. I always thought the 911 was the superior Porsche and the only one for me. With purchasing my 2013 Cayenne S from Bergstrom Porsche of the Fox Valley, I realized that all Porsches were great and after researching the Cayman GT4 for about 6 months I knew that was the car for me. I have known Geoff Isringhausen Jr. from Isringhausen Porsche in Springfield, Ill., for a few years and once I knew that I wanted a Cayman GT4 I knew he would be able to help. I arrived at the dealership on a Thursday and met with Geoff Jr. for about an hour, talking about different cars and test driving the new Boxster Spyder.

"I really liked it but I didn't want to settle so I told Geoff that after thinking through this process that I wanted a GT4. He immediately got on the phone made a few calls and was able to locate one in North Carolina in about an half hour. Within another hour we were able to agree to a price and I had my new Porsche Cayman GT4. All within 3 hours, and as they say, the rest is history!"

Todd is president and owner of One Source Technologies, Inc. in Green Bay, Wis., and region president.

## Tell us about your Porsche

All members are invited to send their story of Porsche ownership to the newsletter editor. Send an email with your answers to these questions:

- Years and models of Porsches you currently own
- Colors — exterior and interior (extra points if you know the color name that Porsche designated — i.e. Arctic Silver vs. silver or Carrera White vs. white.
- How did you find your current Porsche — describe your search.
- Years and models of any Porsches you used to own
- What attracted you to Porsche ownership
- What's your occupation — can withhold the name of your employer if you so wish.

The editor will take your answers and weave them into an article.

Include a .jpg photo of your car when you reply, if you have a photo handy.

Send to:

[Beverly.jurkowski@sbcglobal.net](mailto:Beverly.jurkowski@sbcglobal.net)

# The Common View: To have and to hold

*By Bob Dean*

There have been some interesting developments in the automotive world. More automakers of the daily driver variety as well as exclusive brands, such as Porsche, are seeking to protect limited production models from the prospect of speculative flipping. Some automakers, such as Ford, have even gone so far as to file a lawsuit against their customer to intervene in the resale market after an owner has decided to flip a car, after expressly agreeing not to do so.

For those of us in the auto owner world who wonder about the prospect of flipping, it is as its term implies. The well-heeled are looking to the auto market to purchase rare cars that will increase in value. Some of these fortunate few have no intention of keeping the car and enjoying it for years to come. And they certainly have no intention of driving it. Instead, they turn around after buying up a limited production model and sell the car very soon after purchase for what amounts to (at times) a significant profit. The profits can range from six figures and upwards, in amounts that begin to parallel the gross domestic product of a small country.

Let's put the prospect of flipping into context before I provide a few examples. Most of us purchased our first Porsche because of a number of reasons. Some like the power, some like the incredible engineering, some like the style, the rarity of the cars on the road and some like all of the above. Regardless of motivation, we are all here and part of the Fox Valley Region PCA because we decided to venture into the prospect of owning a dream car.

The prospect of owning a car that one dreamed about as a kid is as American as apple pie. We lucky few have been fortunate enough to realize a dream that inspired us when we were young(er). But what about those that have limitless checkbooks and the ability to purchase rarities such as the 911R, or the 918 Spyder? Or what about those who are looking to rare cars as an asset they want to add to their portfolio, similar to shares of stock? They have the ability to sign up and purchase the exclusive and rare production models that are limited in numbers.

Should they be allowed to do so even if it drives up the prices of the rare models into the stratosphere when they flip the cars? It's an interesting debate and one the manufacturers are clearly jumping into on the side of the driving purists.

Let's consider two examples. First, there's the feud between the Ford Motor Company and the former wrestler turned actor, John Cena. According to a Dec. 1, 2017, article in the Detroit News, at the end of November 2017, Ford sued Mr. Cena in Federal District Court in Michigan. The lawsuit alleges Mr. Cena breached a contract with Ford, by which he was chosen out of 6,500 online applicants to pur-



chase one of the first 500, 2017 Ford GTs. In exchange, Mr. Cena was to keep the car for at least two years before selling it. After signing a contract, Mr. Cena purchased the supercar for close to \$500,000. However, after only a few weeks of ownership, Cena sold the car (flipped it) for an undisclosed profit.

Ford alleges that in early communications with Mr. Cena after the issue was raised, he said: "I completely understand and as stated am willing to work with you and Ford to make it right. My sincerest apologies." Since the matter was apparently unresolved, Ford sued Mr. Cena to get the Ford GT back, and to force Cena to give the profits he earned (back to the purchaser I presume).

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# To have and to hold

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In the lawsuit, Ford alleges, in part, breach of contract and fraud as bases to recover the car. The suit alleges: "Mr. Cena has improperly benefited to Ford's detriment by receiving a large profit from the resale. Ford also has lost almost two years of ambassadorship and brand value that Mr. Cena would have offered by owning the vehicle for the contractually required time," the complaint concludes.

"Moreover, the unlawful resale bypassed a line of people waiting to purchase the vehicle through the program, thus affecting Ford's goodwill and customer relationships." The suit is still pending.

Another recent example is one made by Porsche in response to perceived flipping, or speculative reselling of the 911R. It is a special model of course, limited to production of 991 examples. According to an article written by Chris Perkins, which appeared in Road & Track on Dec. 4, 2017, Porsche did not like the perceived flipping. So they created the 911 GT3 Touring package car. And later they created the 911 Carrera T, which will not be a limited production model.

The 911 boss at Porsche, August Achleitner, indicated that production of the GT3 Touring package car was a direct response to the speculative buying and reselling of the 911R. Porsche was not pleased the reselling of the 911R was going for many multiples of the original \$185,000 asking price. "We did not expect this, let me say, crazy reaction concerning used car prices," Achleitner told Road & Track. "Because some people are making

only money with the car. We don't like that. If [the GT3 Touring Package] helps keep the prices a little bit lower for the average customer of our cars, it's better," he added. "Of course, there are some specific customers who are a little bit disappointed, but it's ok, we can live with this."

Achleitner also said the R and the new 911 Carrera T are similar too. He had the idea for the Carrera T model back in 2015, shortly before the R made its debut. He told Road & Track: "I had the first idea to form such a base 911 about two years ago during the last Rennsport Reunion. I had some discussions and talks with fans and journalists, American journalists, and they mentioned such a base 911 would be nice, and I took this idea with me."

In essence, anyone who bought a 911R in the hopes of a big payday in flipping it is now slightly disappointed. The price of the model rose by multiples, but may not stay as such when sufficient production of the Carrera T and GT3 Touring package models are in the stream of commerce. On the other hand, the purists that bought the 911R for the love of driving and the added thrill of owning a limited production model can still have their cake, and eat some of it too, just not as much if they are looking to speculate the value of the sports car.

The distinction between Ford and Porsche in re-



911 T



GT3



911R

*Continued on next page*



# To have and to hold

*Continued from previous page*

sponding to the prospect of flipping could not be more sharply drawn. Ford chose the American way of litigating the matter and suing a customer. I'm not certain how well that bodes for people that can afford

the super cars, but want to retain the right to sell it at their whim. True, Ford did have Mr. Cena sign a contract, which he apparently did, not knowing Ford would require the obligations to be kept.

On the other end of the spectrum, we have the more reserved response from Porsche. They have chosen not to engage in contracts or lawsuits. However, they have certainly retained the right to control the resale market by controlling supply and demand. Thus, they have chosen the more subtle route of economic theory to punish those who choose to strike at the purity of the brand.

As a mere mortal with little hope of owning a limited production model in the supercar category, I am glad Porsche is looking to protect the brand (and resale prices) from speculation. I really enjoy going to Porsche Parade, Rennsport Reunion and museums to see the rare supercars. But don't we all love to imagine what it would be like to own a supercar? And doesn't protecting the prices from undue speculation put those cars within a less stratospheric reach?

And most of all, for the people that own the supercars, doesn't the slightly decreased value of



*Porsche 918 Spyder*



*918 Spyder cockpit*

those rides encourage them to actually drive the car? Isn't that what it's all about?

Enjoy the ride!

*Photo credits: Ford Motor Company; Porsche AH*

## Porsche sales in North America set all-time record in month of November

Model	November Sales		Year-to-Date	
	2017	2016	2017	2016
ALL 911	976	699	8,197	8,190
ALL BOXSTER/CAYMAN	522	457	4,786	5,887
ALL PANAMERA	729	731	6,276	4,367
ALL CAYENNE	1,347	1,572	12,263	14,284
ALL MACAN	1,981	2,054	19,985	17,536
<b>GRAND TOTALS*</b>	<b>5,555</b>	<b>5,513</b>	<b>51,507</b>	<b>50,265</b>

\*918 Spyder sales are reflected in 2016 grand total figures.

Porsche Cars North America, Inc. (PCNA), importer and distributor in the United States of the Porsche 911, 718 Boxster and Cayman, Panamera, Cayenne, and Macan model lines, announced November 2017 sales of 5,555 units. This marks a 0.8 percent increase over November 2016. Year-to-date, retail deliveries are up 2.5 percent.

"With 5,555 deliveries, we set a new all-time monthly record. In particular, our two-door sports cars - the Porsche 911, and the 718 model line - showed impressive double-digit growth versus last year," said Klaus Zellmer, president and CEO of PCNA.

Porsche 911 sales in the U.S. reached 976 units, a 39.6 percent increase year-over-year. The 718 Boxster and Cayman line posted 522 retail deliveries, up 14.2 percent over November 2016. Sales of the Panamera sports sedan stood at 729, a 43.7 percent increase year-to-date. The Macan continued to experience high demand with 1,981 vehicles sold, up 14 percent year-to-date.

Porsche Approved Certified Pre-Owned (CPO) vehicle sales in the U.S. were at 1,749 units, a 23.4 percent increase over November 2016. Year-to-date, CPO sales are up 11.2 percent with 16,956 deliveries for 2017.



*Boxster 718 and Cayman GTS models*



*Macan*



*Panamera*

*Photo credits: Porsche AG*






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**FOR SALE-Speed Star, SSR GT-3 wheels**

(4)-fits 911 Porsche 993 & 996 and possibly others (see attached photo with size, model, offset and bolt pattern)-wheels are in like new condition, just professionally polished-\$1600. Gary Buyeske-[garybu@att.net](mailto:garybu@att.net) or call 920-469-2330.



**FOR SALE: New Original Porsche Tequipment Battery Maintainer/Tender**

I bought this unit 1 year ago for my 2016 Porsche Macan S as it gets stored in Northern Wisconsin over the Winter. When I took the car to Bergstrom Porsche for its oil change just prior to my storing it, they suggested they install a battery maintainer they use which stays under the hood always. I agreed to do this and tried to return the unit I bought from my Florida Porsche dealer in Destin, Florida. I was told that they are

not allowed to take this back. So now I have it available for sale to any Porsche owner needing one of these for over the winter storage. New, I paid \$139 and would sell it for \$75 and I pay the shipping.  
Bob Burress, Box 400 Saint Germain, WI 54558  
715-542-4602

*Continued on next page*



**Fox Valley Region**

Porsche Club of America

**Classifieds....continued****WANTED TO BUY: 911 4S coupe**

Looking for a Porsche 911 4S coupe, 2008-2012. Must be Tiptronic/PDK, not black in color, or black rims; strongly prefer black interior. Looking for lower miles. A car that I can continue to pamper. Call or email Tom 920-362-1570 or email [Tom@culinarte.com](mailto:Tom@culinarte.com)

**FOR SALE: Porsche Tires & Wheels \$1,500**

April 2016 I traded in my 2007 911 Turbo for a 2015 911 Turbo at Isringhausen Imports, in Springfield, IL. They insisted that re-install the original stock tires on my trade in. So, I have the following set of four aftermarket wheels and tires in my garage for sale for \$1,500:

20x8.5 O.Z. Racing Tuner System Botticelli III Black w/ Polished Lip

20x11.5 O. Z. Racing Tuner System Botticelli III Black w/ Polished Lip

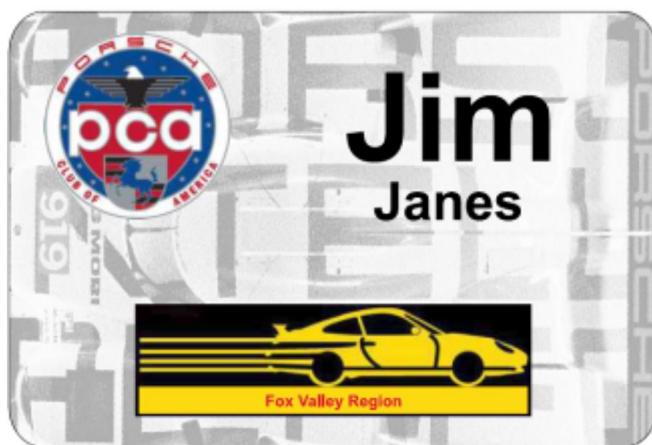
235/30ZR-20 PIRELLI P ZERO NERO GT XL

305/25ZR-20 PIRELLI P ZERO NERO GT XL

The wheels were purchased from the Tire Rack 7/20/2009

and have approximately 30,000 miles on them. The tires were purchased from the Tire Rack 2/1/2016 and have approximately 3,000 miles on them. Please contact: Bill Schnettler 920-858-9595 or

[bschnettler@contractconverting.com](mailto:bschnettler@contractconverting.com)

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**Fox Valley Region****Porsche Club of America****Club Address**

FVR-PCA  
 Todd Benz  
 5571 River Oaks Drive  
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National PCA website: <http://www.pca.org>

Facebook page: <https://www.facebook.com/profile.php?id=100008321265800>

**Porsche History – Did you know?**

The first 911 was an evolution of the Volkswagen-derived Porsche 356. Conceived as a bigger four-seat 356, the 911 became an all-new car featuring a new chassis with MacPherson struts, semi-trailing arms and torsion bar springs, and a brand-new air-cooled, OHC flat-six, initially making 128 hp from 1,991cc. The styling was the work of Ferdinand Alexander "Butzi" Porsche. It echoed the 356's familiar fast-back silhouette, but it turned out to be a timeless design. Central to its character was the fact that the 911 demanded an expert touch from its driver. The short wheelbase, rear-weight bias and semi-trailing arm rear suspension made it easy to break the tail loose. Porsche made various attempts to mitigate that behavior, including an inelegant set of front "bumper reinforcement" weights and a modest wheelbase stretch. But the 911's defiant tail was not fully tamed until the '90s.



Source: Autoweek Dec. 2013

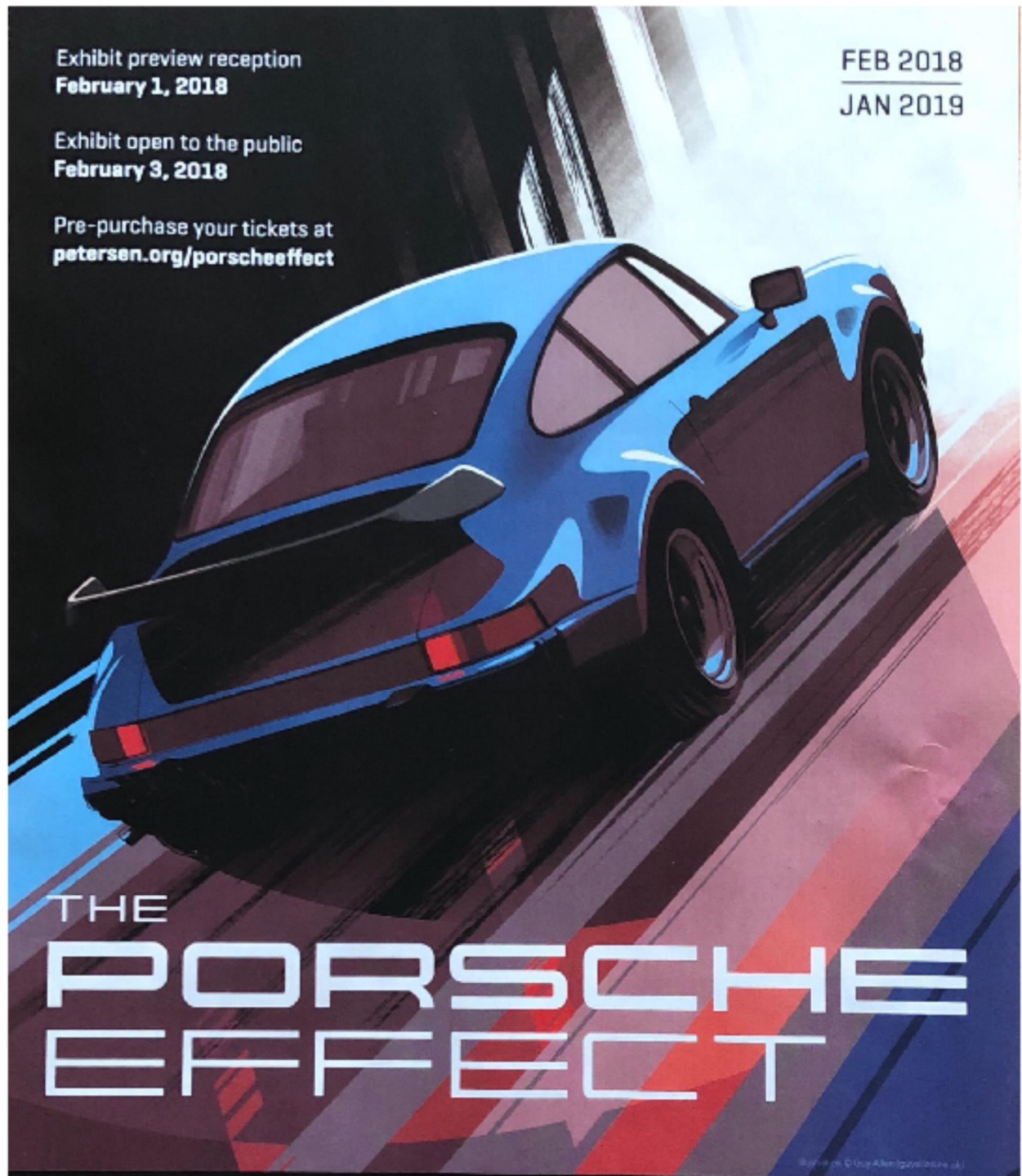
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Please send all information (text and pictures) as an attachment in your email, do not let concerns about spelling, grammar or the like prevent you from sharing your story about your favorite Porsche or your extended family of Porsche friends – but please do include the name of event, captions for photos, and the names of people in photos. And don't forget to include the name of who took the picture. We appreciate member submissions and want to give credit.

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