

WINDBLOWN WITNESS



The official publication of the San Diego Region Porsche Club of America May 2019

MOST BEAUTIFUL BODIES BACK IN SHAPE!



Philip Theorle's AUTOWERKS

PORSCHE FACTORY CERTIFIED COLLISION REPAIR CENTER







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Features and Pictures









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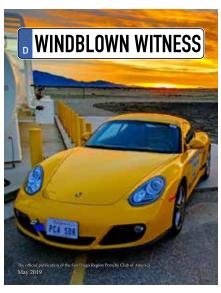


Photo by Eric Marc-Aurele

WINDBLOWN WITNESS

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Windblown Witness • Volume 60 Nmbr 4• May 2019

The Windblown Witness (USPS 361-790) is the official publication of the Porsche Club of America, San Diego Region, Inc., and is published monthly. \$14 of each member's annual dues is for a subscription to the newsletter. Copies are also available by subscription to non-region members at \$36 per year (Continental US).

Any statement appearing in the *Windblown Witness* is that of the author and does not constitute an opinion of the Porsche Club of America, the San Diego Region, Inc., its Board of Directors, the *Windblown Witness* editors, or its staff. The editorial staff reserves the right to edit all material submitted for publication.

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POSTMASTER: Send address changes to PCA Executive Office, P.O. Box 6400, Columbia, MD 21045.

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Eric Marc-Aurele

Corner Working Ian McIntyre

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Tom Brown Greg Phillips

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3 May 2019



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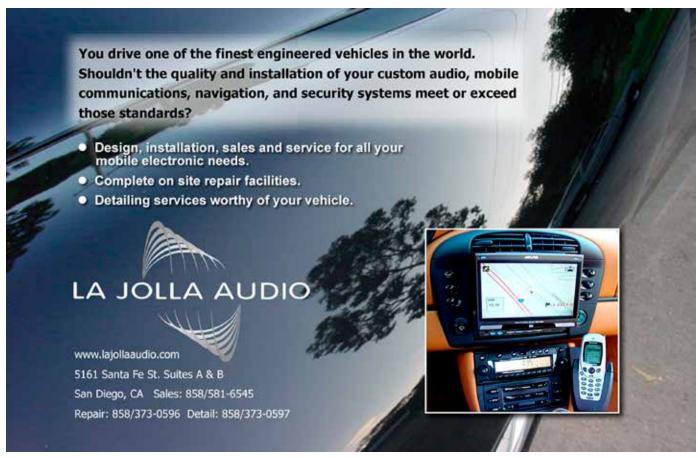
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From the Queen's Corner

Victoria Varon SDR President

My, how time flies, I can't believe we are in the second quarter of the year already! What a busy, busy year we've had with our club. I love the fact that we always have lots of different activities available of varying taste for ALL of our members to enjoy. And of course, none of these activities could take place without the hard work and love from our volunteers, to whom I am dedicating this column. I am constantly amazed and impressed by our volunteers, who put in countless hours, massive brain power, and tons of creativity to make our events so successful and popular. Having been the social chair for many years previous to taking on my role as President. I know what it takes to put

Having been the social chair for many years previous to taking on my role as President, I know what it takes to put an event together, and it is no small feat! My heart goes out to all of our volunteers and wow, do we have some topnotch volunteers this year! I'm excited to see our newest chairs coming in with a bang.

We have a brand-new, uber-creative Tech Sessions Chair, Julie Ngo, who not only finds some amazing spots for us to learn more about our cars and their features, but she's also introducing a lifestyle component to the tech sessions. We have a new tech session coming up at Charlie's Foreign Car Service on May 11th, and rumor has it that the lifestyle portion will include the art of shaving. Previous tech sessions this year included a fashion show and brewery paired up with some fantastic education on our prized Porsche possessions.

Genette McGowan, our new and improved Social Chair, just pulled off an amazing Porsches and Pours event at Duck Foot Brewery, owned by one of our very own members. We enjoyed pizza, tasty beer, and best of all, got a chance to schmooze with each other over lunchtime. Look out for more of these Porsches and Pours events at wineries and distilleries coming up!

We also have an amazing new set of Membership Chairs, Lana and Adam Gill, who have made new member parties more frequent and lots of fun. The first new member party of the year was married with the last Tuesday Social at Tommy V's in Carlsbad, and we had the biggest showing for a Last Tuesday Social ever! A lovely warm welcome was given to our newest members by our current membership, and prizes were raffled off as well. We will be having another new member social gathering paired with Cars and SDR coming up soon, so keep an eye out!

We also made space for more new volunteers by creating a brand-new committee this year called the Communications Committee, which is responsible for getting the word out. Leadership of this committee is in the capable hands of the amazing Bev Gould, as the Chair, along with Marc Matanza, our social media chair, Tiffanie Bodine, our new enthusiastic email master, Greg Bartley, our webmaster, and Susan Brown, our editor. This team will be sure that events are announced and marketed in a timely fashion so that none of our members miss a beat. As we are transitioning to a quarterly and full color Windblown Witness magazine, (first full color issue comes out next issue) it is imperative to make sure that communication is flowing, and this team will support us in doing so. Bev (my hero) is also courageous and kind enough to oversee the exciting website redesign, which will unfold later this year.

And holy heck, have our two new Sponsorship Liaisons Extraordinaire, Dan Carusillo and Bruce Wing, been busy! They've kept the monetary support flowing in for our club, and the partnerships between our vendors and advertisers moving forward (with the help of our new advertising sales guy, Javier Varon). Bruce and Dan have done an incredible job so far in the first quarter, exceeding all expectations! They've generated abundance for our club by forging relationships with new sponsors and maintaining relationships and engagement with our stellar consistent sponsors, all with the intention to have our events this year be well supported and even more spectacular than ever!

Our Volunteer Coordinator, Sara Gengler, has added yet another new chair position to her plate, as she now writes the article about our region for the Panorama, so be sure to read those. We have also enlisted Ann Archibald to be the new Insurance Chair, making sure we are safe and covered. Another new crew of superstars is the new CDI's for Autocross at the helm...and if you haven't done our Performance Driving School yet, may the FOURTH be with you...please sign up! (It's on May 4th, for those of you who are not Star Wars fans.) Anastasia Berta, Michael Brown, and Ryan McClune are prepping day and night to make it fantastic!

One new undertaking of massive proportions this year came from Greg Phillips, our DE/TT Chair, with his dream team of Cathy Young, Ralph Linares, Steve Grosskemper, and CDI's Mark Rondeau, Dan Chambers, Jad Duncan, AND Driving School Instructors Bill Behun, Mark Curran, and Andrew Raines. This team made me feel safe to go fast on the track for my first time! Well, OK, "fast" for me, according to my master instructor Mr. Curran. All of our driving events are run by, in my opinion, the most capable, and committed teams around, and learning how to run all aspects of a DE/TT this year and make it look like you've been doing it forever has been SO impressive to watch!

Then we have those volunteers who love what they do so much that they just keep coming back. Eric Marc Aurele,

Jerry Bumpus, and Scott Leslie, our Autocross Chairs, work with their A-teams to make sure that our Autocross driving events are not only possible, but phenomenal. Being at these driving events as a participant, I have seen firsthand the amount of work that goes into them, and boy, am I impressed! I cannot say thank you enough to both crews of driving devotees!

And the list keeps going for our seasoned and solid volunteers. My gratitude cup runneth over to Keith Verlaque who manages tours with his team, Lori Chesley and Carmen Richardson, our Charity Co-chairs who make a difference in countless lives, Tom Brown who wears many Chair hats, including keeping our policies, procedures, rules, and archives in place, and taking on the massive commitment of Concours Chair this year around Octoberfest. (And Tom will continue to take on much more, I'm sure, as the giver he is!) Then there's Jeni Noerenberg Bartley, who has some great ideas for our goodie store, Jim Ryan, who works behind the scenes (and if we're lucky hardly works!) as our Legal Affairs Chair, VP John Straub is our Historian Chair, and there are so many more volunteers who help in so many ways!

Please be sure to check out our committee chairs page in this Witness, usually on page 3, and when you see any of these people out and about, please give them a hearty "thank you" for keeping this club going so smoothly! If you didn't see your name called, and you volunteer for this club, please know, I APPRECIATE YOU...there were just too many names to list them all. If you didn't see your name called and wish to volunteer, we would LOVE to have you. It's easy, just give any one of my hard working, always committed, volunteer Board of Directors a call and we will help you determine what's the best job for you.

Finally, I'd love to end this article with a big HUGE thank you to our editor Susan Brown, for being in charge of making this very magazine you are reading happen! She is taking it to new heights this year, as we go quarterly, and next issue, full color. Susan does an amazing job and probably works more hours on a monthly basis than any of us, so make sure to give her the kudos she deserves when you see her next! Talk to you next time... in FULL COLOR!

See pcasdr.org, or our Facebook page @PCASanDiegoRegion for more infomation on all events. Next *Witness* - August!



"Night of Steampunk" at the La Jolla Concours with David Green and his wife Karen Sparks in front of their 2008 GT3













March Board Meeting

PCA-SDR 2019 Board of Directors Meeting 3/6/2019 Dan and Katina Carusillo Residence 4444 Bermuda Ave, San Diego, CA 92107

Attending 2019 Board Members: Victoria Varon, Jeni Noerenberg Bartley, Mike Miller, Mike McGowan, Ulrick Matsunaga, Tom Gould. John Straub attending remotely via video conference. Absent: Gisele Gonzalez.

Call to Order: 19:04

President (Victoria):

- 1. Discuss Installation of Communications Committee (chair Bev Gould, Members to include Marc Matanza, Susan Brown, Tiffanie Bodine, Greg Bartley)
- 2. Purpose of committee: The communications committee shall put forth policies and processes that will enhance the communication from the region management to region members.
- 3. Policies and process should be focused on :Streamline information flow to social media, emaster, web master web calendar and WW editor so that consistent information has been delivered to each of these chairs
- 4. Establish/Update policies and processes for communication to regional members
- 5. Create guidelines for outgoing communication to members . I.e frequency of event eblast, FB posts, web calendar content Each Chair shall have a voice regarding policies and processes for their areas of responsibility. Team Members: Emaster Chair, Social media Chair, Web master, Web calendar, Editor optional

Projects:

- 1. Update Social Media policy Marc & Bev in process Last policy written 2015 much has changed
- 2. Review Admins on FB Account scheduled -Has not been reviewed or updated in awhile
- 3. Create alias for communications Martha
- 4. Add communications chair done
- 5. Add committee chair aliases & President- Establish communications@pcasdr.org as primary email for receiving event or communications for the region. Need to send email to everyone@pcasdr.org To inform them of this change for: Wording for eventsEvent flyers Event changes, date, price, sell out, cancellation
- 6. Update on WW quarterly option. March issue last issue before we shift towards quarterly. Next issues will be May, August, and November. Looking at full color bids.-
- 7. CFOS Volunteers wanted. Hospitality Suite w/Entertainment... need guitar/piano. 3. Hand out Name-tags

Secretary (Jeni): Approve February Meeting minutes. (M/S/A)

Treasurer (Gisele): Present Treasurer's Report. Pending

AX (Eric Marc-Aurele): Budget reconciliation - 61 drivers Present proposed changes to most current version of standing rules - any make car as long as they are members. X car awards to be given on the day of. John Straub raised concerned about making clear that measure is "temporary" or "at the chair's discretion." (M/S/A) to approve to standing rules. Funding needed for the AX maintenance - trailer, fire extinguisherto have a budget reconciliation submitted to the board.

Sponsorship (Dan/Bruce):

- 1. Survey update purpose of survey primarily for dealership and sponsor to demonstrate our members' value. Request from the board to the sponsorship co-chairs to create a descriptive paragraph explaining the purpose of the survey and include the link and defer distribution to the communications committee.
- 2. Request for Treasurer to track Sponsor \$ in job reports.
- 3. Update on MOU status/progress have made significant contact with excellent funding promises. To be deposited
- 4. Planning to have drivers event banner with 30 sponsors on it to be at all events and at the drivers award event. At the end of each year at the awards dinner one signed banner (by the drivers) and one not get it auctioned off.
- 5. Social Media advertising in the works to facebook, youtube.
- 6. Porsches and Pancakes event by SDWraps/Auto Armor prior to New Member or Volunteer Party (extend to all members prior to more exclusive event).
- 7. KUSI PCA SDR to increase involvement in Saturday morning TV free advertising.

Communications Committee (Bev/Marc): Update on texting service & app service - in the works (Greg/Jeni) Website redesign proposals given. Put to a vote in between meetings. Preference from the board is to update over rebuild. Board and Comm committee to review portfolio and report back.

Membership: (Lana/Adam): Membership report including updated responses on the Email question of "Where did you buy your new/used Porsche." Evite for 1st New Member Meet & Mingle distributed— 14 yes, 8 maybe, 113 not yet replied. Working on putting together a door prize for one of the New Members at the event. Hoping

to include PCASDR goodies or gift certificates. Approval to use one of the Membership Gift Cards that are included as a welcome package. (M/S/A)

Social (Genette McGowan):

- 1. Upcoming events, and any new events/dates to approve?
- a. Porsches and Pours first date 4/6 (M/S/A) ? quarterly frequency
- b. Exploring San Diego social events (Bev and Genette compiling a list) ? quarterly frequency
- c. (Mike Brown) Approval for "Automobile, Aerospace and Art Breakfast" at CIM on 5/11/19 -John Straub, Karl Vandershift as artists in residence. No cost to club, AM event 8 AM -10 AM. as a club sanctioned event. (M/S/A)
- 2. (Angela/Carmen) Driver Party 2/2/19 Reconciliation Budget: Under Budget

128 Attendees An excellent venue and a great turn out. Lots of FUN!!

Goodie Store (Jeni): Survey Results and review for committee members on how to do apparel and item ordering Based on responses, top 5 non-sized items to keep on order will be:

License Plate frames, Baseball Caps, Car Decals, Drinkware(Cups), Keychains

Proposal for Motion/Second/Approval:

Procedure for ordering event-specific items: Committee chairs who wish to order sized or unsized items for their events are to contact the goodie store chair at least 6 weeks prior to their event if an item design needs to be created and at least 4 weeks prior to event if the design is already completed to ensure timely arrival. Along with the design, and number of various sizes (if needed), the funding for the items will come from the event or committee budget.

Procedure for requesting Goodie Store presence at events: Committee chairs who wish to have unsized items for sale at their events are to contact the goodie store chair at least 6 weeks prior to their event so that adequate time to ensure inventory and availability of a goodie store representative to be present. An estimate of the number of attendees to anticipate inventory numbers would also be appreciated.

New Business:

Mike Miller: Hans Devices for rental - propose club to purchase to get (4) to keep available for students. No motion yet, exploration started to determine pricing and details.

Keith Verlaque:

- 1. 5/4 PDS 19 students registered, 24 instructors committed, 1 volunteer. Seeking volunteers who are experienced with school and autocross to assist with the event.
- 2. Tours 68 cars already committed. Multiple groups to be divided. Volunteers needed for the sign in table now to have wrist bands again. Starting from North County Faire.

Announcements:

Upcoming Board meeting dates/locations:

April 3 – Gisele Gonzalez

May 1 – Lana & Adam Gill @ Vollig

June 5 – Stephen & Frieda Tierney

July 3 – Mike and Carmen Brown

August 7 – Julieann Billings-Riordan & Christopher Riordan

September 4 – Joe Hoffman

October 2 – Vicki & Frank Powell

November 6 – Mark & Katie Kinninger

December 4 – Porsche Carlsbad (TBD)

Thank you to Dan & Katina for hosting!

Adjournment: 21:03

June 5th

Van Noy Home 7425 Sundial Pl. Carlsbad, CA 92011

Board Meetings - 6 PM July 3rd

Mike & Carmen Brown 7261 Octotillo Street Santee, CA 92071

August 7th

Riordan's Clubhouse 6780 Camino de Amigos Carlsbad, CA 92009

April Board Meeting

Home of Gisele Gonzalez 7554 Navigator Circle, Carlsbad, CA 92011 April 3, 2019

Attending 2019 Board Members: Victoria Varon, Gisele Gonzalez, Jeni Noerenberg Bartley, Mike Miller, Mike McGowan, Tom Gould, John Straub. Not Present: Ulrick Matsunaga.

Call to Order: 19:02

President (Victoria): CFOS – hospitality tent was great, drivers attendance somewhat down, however exhibits well received. Name-tags - in distribution.

VP (John Straub): Standing Rules recap - all the chairs need to read the rules regarding charges and budgets for events. Lots of great how-to's and dont-do's. All of the operating rules for our organization to know.

Secretary (Jeni): Approve March Meeting minutes - not until treasurers report is in. Will approve with April's minutes. Henceforth, because windblown witness is no longer monthly, will store the minutes for access by all committee members on a shared dropbox folder. Email to be sent to announce this folder and access to it. **Create a privileged folder with full information vs. main folders for all of the committee members and send to list servs**

Treasurer (Gisele): Present Treasurer's Report. Description of report - following data: P&L, Balance sheet, Event reconciliation, Budget summary, budget detail, driving event budget, social event budget. Overall, club is in excellent shape. Shout out to sponsorship for their front-loading income. (M/S/A)

Windblown Witness (Susan Brown): Update on WW quarterly option/proposal for all color magazine. Next issues will be May, August, and November. Call for articles! Please submit to Windblown Witness editor. Advertising rates for our businesses will be distributed soon. Someone had asked the same question about a month ago.

Concours (Tom Brown): Change of date to October 19th. (approved) Zone 8 Concours judging school offered - will seek a venue and potential date and interest from the membership, see forthcoming eblast. Will likely be August-September.

La Jolla Concours Classic (John Bell/Katie Kinninger): 21 Porsches entered. The event is sold out and we didn't get the full 30 car allocation because membership

procrastinated, unfortunately. We have space in hospitality tent, though all clubs will have opportunity to mingle. Water, light snacks available all day in the tent.

AX (Eric Marc-Aurele/Jerry Bumpus/Scott Leslie): March 16 AX Budget Report and Reconciliation - 73 drivers, 6 run groups. Trailer repairs and fire extinguisher recharging budget request submitted. (M/S/A for both budget reconciliation).

CSUSM Update -Unfortunately declined future events due to property damage concerns.

Del Mar Fairgrounds Update - more expensive than SDCCU, about 1/4 of the size, only 2 dates available in October/December 2019 - need further details whether to book.

Sponsorship - banner was well received and displayed throughout event. Thank you very much to Mirage Intl, Vollig Autowerks, CIM, Auto Armour, Makellos Classics, Elite Finish, Autos International, 5 Point Autospa, 911SG, Personalized Autohaus, Design by Anastasia, Porsche San Diego, Western Financial, and Apex for their support of the PCASDR autocross program. Our group of passionate car enthusiasts greatly appreciate their support.

Lake Elsinore Raceway asking for our presence to try for autocross event - AX chairs to speak to Bruce and check it out as an option.

Membership (Lana Gill/Adam Gill): Membership Report. Details of first New Member Party on 3/26. Budget reconciliation submitted, board donated gift certificates and one AX event. Next new member event is Cars and SDR on June 30 - Cone Zone where the new members can introduce their cars. Membership stagnant numbers. Discussion regarding representation at other large car events - example discussed is the San Diego International Auto Show to help recruit new membership. Could we do some recruitment at La Jolla Concours? Answer is yes - will send applications with John and Katie. Grand reopening at PCA of Carlsbad - could ask for offering recruitment at grand reopening. Also discuss having an information meeting for the Porsche dealership sales team - input from Bruce - negotiate to have a 1-year PCA-SDR membership paid to capture new members. Suggestion to revise annual budget for new membership events, goods, and acquisition. To start - (M/S/A) - New members to get new gold badges at increased cost of \$7.50/badge, \$10 on motorsportreg.

Sponsorship (Dan/Bruce): Brief update of additional sponsorship donations. MoU - Apex Construction (\$600),

Charlie's Foreign (\$1000), Western Financial (\$200). Request from the board: if sponsorship liaison is seeking funds for specific events/committees with requests from the vendor - please touch base with committee chair to check whether the activity requested is possible. The sponsorship money coming in is the board's fund with entity designation and each of the committee chairs submits budgets that may or may not include the sponsorship money.

Social (Genette McGowan): Upcoming events: Porsches & Pours (4/6/19) - part of social budget, Porsches & Parks, LTS (94th aero squadron). (Mike Brown) "Aerospace, Automobile, and Art Break-

New Business:

Communications Committee - request from the chair to the board to determine a more standardized set of expectations of the committee's role - scope of work needed by the board.

fast" at CIM date change to June 1st. (approved)

Tech Session Dates: 5/11 The Art of Shaving

Announcements:

Upcoming Board meeting dates/locations:

May 1 – Lana & Adam Gill @ Vollig

June 5 – Bryan & Danna Van Noy

July 3 – Mike and Carmen Brown

August 7 – Julieann Billings-Riordan & Christopher

Riordan

September 4 – Joe Hoffman

October 2 – Vicki & Frank Powell

November 6 – Mark & Katie Kinninger

December 4 – Porsche Carlsbad (TBD)

Thank you to Gisele for hosting!

Adjournment: 21:06



An Open Letter to our Porsche Family

Your Sponsor liaisons wish to relay a message from the local Sponsors and the businesses they run.

"Thank you for your trust, confidence and patronage!"

Every PCA-SDR Sponsor has the same love of Porsche that you do. The same stoke for the Marque. The same belief that owning and driving a Porsche is special.

Our Porsches and the people that help care for them is a special relationship. You sponsors appreciate this bond. They care about our club.

So whether it's minor service, major repairs, race prep, track assistance, event sponsor recognition, sponsor logo promotion, social media props, or just a shout-out on the forum: these are welcome reminders to our sponsors that we also appreciate them.

Our sponsors have a choice....and they chose to support our club. Let's continue to support them.

Hammer down,

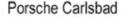
Bruce and Dan

Porsche Club of America San Diego Region Thank You 2019 Sponsors





Porsche San Diego

















CHARLIE'S FOREIGN CAR SERVICE











Amazing Lady Drivers in SDR - Meet Danna Van Noy

Photos provided by Danna Van Noy, article by Martha McGowan

I first met Danna Van Noy in 2016 when she signed up for her first autocross and I was managing the autocross pre-registration position at the time. By then she had already participated in the fall 2015 SDR Performance Driving School. She knew what she wanted and she was a very (ahem) driven lady. She was in the top 60% in her very first autocross, and one year later, she was in the top 25%. A very quick rise to success. She continued to improve at an astounding rate. I remember thinking what a very amazing lady driver she was turning out to be in such a short period of time.

I sat down to interview Danna at a local lunch café. Here is some background for her which helps to explain her motivated nature. Danna and her husband, Bryan, started a software company called Sonic Boom Wellness in 2007 and it grew beyond their wildest dreams. They currently have 40 employees and only a handful of competitors, so business is good. In her other life, she is an author. She has written seven bestselling books on the gluten-free lifestyle, both from a social aspect as well as from the medical and science perspective. Danna is known as the gluten-free guru. Fun side point: about 13 years ago, I bought Danna's (then Korn) "Living Gluten-Free for Dummies" book. Later, when I got to know Danna better, I took a picture of me holding the book and sent it to her. Gave her a giggle. What are the chances?

I asked Danna what inspired her to get into her chosen profession and what were the best pieces of business advice she ever received. She said she was already in the wellness world with her books and speaking engagements. She spoke around the world helping people learn about gluten sensitivity and celiac disease. Bryan was running a side business he had started called Gluten Solutions. He was the cute kid sitting in his booth and Danna was the keynote speaker at these events. They became friends and she asked what he did in his "big-boy" job and he told her about corporate wellness. This was a cool concept where companies pay to get their employees healthier. But when Danna asked HOW they got their employees healthier, he told her they did biometric screenings and health assessments. Danna thought this was a bit boring and asked how in the world they could get people to participate. That was the problem, no one wanted to do it, so they had to offer crazy incentives. To Danna, as an outsider, it seemed obvious—why don't you fun it up? Both of them were serial entrepreneurs, so they took the idea and ran, creating an entirely new category of corporate wellness with gamification and a focus on engagement.

At some point in their friendship (before Sonic Boom), Danna mentioned to Bryan that she was going through a divorce and he shyly asked her if she would want to date him. She readily accepted as they had ALL the same interests which included rappelling, skiing, bicycling, and motocross—anything scary. Additionally, Danna had successfully endured a three-day survival skills course in Yosemite.

Danna said the best business advice she ever received was "take the risk!" One of her favorite sayings ever since she was a kid was "the fear of losing what we have is what keeps us from having what we want." So go for it, be bold, you have to take chances. Another favorite saying is "good deals get better, bad deals get worse." Cut bait if you sense that you're involved in a bad deal getting worse.

On one hand, Danna thinks her best asset is having a lack of



Danna at the Streets of Willow

fear. On the other hand, she feels it's also her worst asset. She found that in business her lack of fear allowed her to say bold things or ask questions that others wouldn't and she felt that gave her an edge. She and Bryan love extreme action sports and adventures and they do all sorts of crazy stuff. If she had more of a fear factor, that would have held her back. As for it also being her worst asset, she says sometimes it's hard to have a good grasp on self-preservation because her fear-meter is a bit out of whack.

Danna's passion in life is to create things, whether it's writing a book or starting a business or conceiving a new category in an industry. She also has a passion for applying what she does to a greater good. In the gluten-free world, she has been fortunate enough to be able to help literally tens of thousands of people over the last 30 years with her books and advocacy efforts. When she started, no one could even spell "gluten" and there was no internet. She would call General Mills or Whole Foods and they would react like she had six eyes. So it was a long road to educate the public, but fortunately, she said, "I have a big mouth."

On to performance driving. Danna said that she and Bryan love to go fast. She used to race motocross and he used to race go-karts, so the idea of performance driving was a natural for both of them. They were at a point in their lives when their kids had both graduated college and they felt significantly richer having them off the payroll (but not rich by any means). One day Bryan was driving past the Carlsbad Porsche dealer and spotted a gorgeous white 911 4S. They had a quick chat and decided they should indulge themselves. They had owned the car all of two weeks before Bryan, once again, was driving past the dealer and spotted a Guard's red GT3—that was the end of the 4S. They named their GT3 "Zuegy," which is a strange hybrid of German terms Danna made up that essentially means "fun" and "fast"—kinda.

Danna and Bryan realized that they should learn to RE-ALLY drive Zuegy so they attended the 2016 SDR Performance Driving School (PDS). And that was the beginning of their wild ride as they were careening down the slippery slope of owning Porsches. Danna credited Keith Verlaque and Dan Carusillo as the two SDR club members who really drew them in at the time. They absolutely loved the PDS, so much so that they participated in it three times and they have put most of their family members through the school, some of them multiple times. Danna felt there was more to learn at the PDS because learning gets absorbed in different ways and degrees. She understood about the track line and the apex in a corner but it was a little while later that she realized that the importance of the position of the car entering the apex was critically important as well. This thirst for knowledge is what led to her rapid acceleration at the tracks. PDS is a gateway, as anyone reading this magazine knows, so their next "drug" was autocross and they couldn't get enough.



Driving suits at the Festival of Speed



Danna is an instructor now!

After about a year of participating in autocross events, they started driving in time trials. Danna's first big track was the Auto Club Speedway in Fontana. She admitted being scared to death in turn one and she learned when that terrified feeling became normal. While her favorite tracks are Buttonwillow, Spring Mountain, and Autoclub, she respects them all for their individual qualities. Recently, Danna has been instructing for both PCA and POC time trials and DE.

Most recently, though, Danna has traded in the high-horsepower GT3 for a Boxster Spec race car. She attended her first Racer's Clinic in March and is now qualified to race in practice groups until she officially earns her Racing License in October. Don't worry, the toxic-green GT3 named "The Goblin" isn't forgotten. You'll find her juggling racing while still chasing her need-for-speed at time trial events.

Danna loves that performance driving requires so much concentration that all of her other stressors vanish and all she can think about is the car and the track. She also loves that it's both physical and mental at the same time, and (no surprise here) she really loves the fear factor. There are some tracks where fearlessness really counts and she beats people simply because she has less fear.

Her husband Bryan has been hugely influential along the way and has been an incredible coach for her. Initially it was Keith Verlaque who really lit the fire under her and she blames him for helping them put the "poor" in Porsche. Her mom has also had a large impact because she taught Danna to love the speed and danger of motocross. One of her favorite pictures of her mom is where she is jumping a Harley Davidson Enduro wearing white hot pants and a halter top with white go-go boots and no helmet. Don't try this without adult supervision.

All in all it was a most enjoyable and quite a learning experience for me to sit down and talk to Danna. I think she is a brilliant role model for females no matter what their passion is.



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An autocross is a temporary racetrack, made of soft cones, set up in a parking lot. Drivers race against the clock, safely separated from each other. First timers and inexperienced drivers will be assigned instructors to help them learn how to get the most out of themselves and their cars.

To participate pre-register on pcasdr.motorsportreg.com For questions about autocross and how to join in, please e-mail ax@pcasdr.org













Goodguys Meguiar's Del Mar Nationals 2019 Classic Car Show

Text and Photos by Pierre Lapointe

As part of my business, I go to a lot of classic car shows. This year, as always, I visited the Goodguys Del Mar Nationals earlier in April.

Beautiful cars and beachside breezes came together to create a fantastic hot rod! The weather was great, the cars were even better, and the hot rodders came out in full force to make this springtime tradition one for the record books!

Organized by The Goodguys Rod & Custom Association, this group promotes and produces great automotive events. It is the world's largest hot rodding association with over 70,000 active members worldwide. Goodguys events feature thousands of candy colored hot rods and customs, tricked out trucks, mighty muscle cars and classics sprawled throughout venues, in this case, the Delmar Fairgrounds.

While it will be hard to find any Porsche in this group, the fact that this event happens in our backyard every year and gathers more than 2,500 of the finest hot rods, customs, muscle cars, trucks and classics (through 1987) in the country on display is something any car lover will appreciate. I found a

Porsche Speedster last year all glimmered up.

After paying for the general admission (\$25) and the parking (\$15), I made my way through the different halls and outdoor expos. Pictured here are some of the nice cars I encountered.

This fun-filled weekend also featured hundreds of vendor exhibits, the earth-shaking Goodguys "Nitro Thunderfest" Vintage Dragster Exhibition, the PPG Lowrider Palace display, the intense Goodguys AutoCross timed racing competition, a Swap Meet & Cars 4 Sale Corral and live music entertainment. Overall, it is a great event that I strongly recommend to anyone who wants to spend a great family time packed with unique classic cars!

If you want to find out more, head to the Goodguys website: https://www.good-guys.com/.









The Rolex 24 and Porsche Friendship

Photos and article by David Green

Attending the Rolex 24 has been on my bucket list for some time, and I was fortunate enough to attend the 2019 event, even if it was a little wet. How it came about is a story of the friendliness and camaraderie within the Porsche community, both here in San Diego and 2,450 miles away.

Several years ago I started going to cars and coffee events to spend time with my father. On a Saturday morning last summer, Dad and I met John Morgan, a fellow Porsche owner and racing enthusiast. Over the next few months of cars and coffee mornings, it became clear that John was a super-fan of the Rolex 24, had attended many times, and was planning to attend the 2019 event. Opportunity was knocking, and I couldn't let it pass.

Arriving at the Daytona International Speedway, it is much bigger and louder than it appears on TV. From the massive grandstand, Daytona's 3.56-mile track is visible—first the main straight, then the high banked turns, and then the infield road course. The vintage Rolex 24 cars headed out for a few demonstration laps, including the Brumos Porsche that won in 1973. Moving to the fence to get better pictures, we met some other Porsche fans doing the same thing and struck up a conversation.

Waiting for the track to open for driver announcements, we sat with six fellow Porsche enthusiast who had driven their Porsches from Atlanta, Tampa, and Jacksonville. We had some good laughs, shared some Porsche stories, and they even gave us newbies a bit of advice.

On the starting grid, the #911 and #912 Porsches wore the Brumos tribute livery and looked spectacular. The fan experience is great, as you can get close to the cars and drivers and even stand on the track's high banks prior to the start of the race.

The 911 car started on the class pole with an impressive qualifying lap, while the 912 started a respectable 5th in class. The first half of the race had some technical challenges for the 912, but after 12 hours of racing, the Porsche's were running first and second in class.

As a race fan, a few things about this particular race struck me. First, the speed difference between the Daytona Prototype International (DPI) cars and the other classes is impressive. Sitting high up in the stands sometime after 1:00AM with my father, it was easy to pick out the DPI cars, not because of the headlight color, but because they were dramatically faster. Second, there is nothing like standing by the banked oval (you can get quite close in the infield) watching the cars zoom past above you, feeling the wind from the cars on your face, and having the roar wash over you. Third, in the transition from day to night, as the sky goes dark and the car lights take on a new life, the associated photo opportunities are not to be missed. Finally, the Porsche people were fun, enthusiastic, and friendly.

At 14 hours, the worst weather in the history of the race started and caused many hours of yellow and red flags, and resulted in the race finishing prematurely. Ultimately, the race was decided by the teams that managed the weather madness the best, avoided hydroplaning, and had a bit of luck. In the end, the #912 carvwas on the podium with a 3rd place in class, and the #911 car in 5th.

Everywhere John, Dad, and I went, we seemed to find an equally enthusiastic group of Porsche fans. We met people from all over the country with all sorts of Porsches. The PCA had a parking area and tent in the infield. The tent was warm and inviting, offering drinks, posters, and live TV viewing. The selection of cars was strong. Many of the Porsche owners wisely moved their vehicles before the next morning, as all the rain turned what was once a coveted parking spot to show off one's ride into a pond that water fowl would enjoy.

When I brought my first Porsche home, I knew it was my dream ride, but what I didn't expect were the Porsche people I have been fortunate to meet, and for that I am grateful.

If you ever get the opportunity to attend the Rolex 24, hopefully on a less rainy weekend, I would highly recommend it. The venue is great, the track is great, the fans are great, and the Porsche owners are even better.



GTLM pole sitting Porsche 911, sporting the 59 Bumos livery, just before it was moved out to the grid.



Porsche leading the Ford GT through the infield road course.

The 1973 race winning Brumos Porsche.





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27 May 2019

Choosing the Right Porsche

By Javier Varon

I know you've thought of it. If you haven't, I bet you've heard of another club member who has. What better job than selling the world's greatest sports car? I've overheard more than one Porsche fan say it would be the perfect job after they retire or even to replace their current career with.

A couple of years ago, I had the same thought and was in a position to actually take action on it. I've been a Realtor for over 20 years. I've been curious about what it would be like to work for a Porsche dealer for a long time. I never took any action because I knew it would mean a drastic cut in pay. However, this time was different. My wife was more than willing to run our real estate business, and as it so happened, Porsche of San Diego had a need for someone who understood classic Porsches, since they had just been given the opportunity to become a Classic Partner. This exclusive designation is reserved for "Premier" dealers who Porsche deems worthy of selling and servicing its classic gems.

After a few conversations with Shawn Evans, the general manager at the time, we came up with a plan where I could lead the creation of that division.

I had just landed one of the coolest jobs I could imagine!

Yes, it would mean a substantial pay-cut, but I didn't care. I was working with Porsches!

During my time there, I learned a lot about the Porsche brand and the car business in general. There were aspects of selling Porsches that I expected and others that surprised me.

Selling Porsches can be incredibly fun and rewarding, but it is not for everyone. After a year I realized it was not for me. That's not to say that it is not for you. Here are some of the things I learned that will shed some light if you've ever considered it, along with three tips on getting the best price on your Porsche.

It's not that easy breaking in. Long before I joined Porsche of San Diego, I tested the waters at Porsche dealers. Usually, Porsche stores want previous car sales experience with highend vehicles or "highline" cars. In my case, it was being a Porsche nut with sales experience in high-end homes, along with my long-standing membership at PCA and expertise in air-cooled cars, that opened the door. I also must credit Shawn Evans with being open-minded for trying out someone new. I'm not so sure other managers would have done the same.



Our esteemed editor Susan Brown and her hubby Tom Brown buying a Porsche Macan S from me.

There's a lot of training. I was surprised how much training I had to undergo in the Porsche network before I could sell a car. It was over two weeks of showing up and just training at the store. That part killed me. I wanted to get started selling cars and tracking down classics to add to inventory. In the end, it was a good thing. The new cars are complicated enough that you do need to understand more than with Porsches of yore.

Salespeople do drive Porsches. I was pleasantly surprised to see many of the employees do drive Porsches daily. Porsche is very smart to offer employees a Discounted Employee Lease Program or "DELP." This allows employees to drive what they sell, critical when understanding what we as enthusiasts love about the marque.

The profits are not always huge. I used to think the margins were big on these expensive cars. They often are when it comes to the likes of the GT3, but overall, the internet has really created an environment where people can shop for cars around the country and pit stores against each other to get the lowest price possible (Tip#1: start shopping online.)

Used cars can be different, but I personally witnessed more

than one used car—good, clean cars—sell for less than what the store paid for them. To make things worse, the service side of the dealer is in a way a separate entity, and the sales side has to pay a discounted rate (\$100 per hour at the time) for any work, including the initial inspection when a car arrives from the port! I'm not saying the dealer doesn't make money, they do. It is just not as easy as it may seem.

It's a store. Selling cars is more like working at a Gap than selling houses. That was a surprise to me. I'm not knocking the business, just stating what it is like. As a salesperson all my life, I wasn't used to retail sales, where you mostly wait for business to come to you. I'm used to going out and finding the deal. Meanwhile, in car sales, you rely on the store, the brand, and advertising to bring the customers in.

I have more compassion for car salespeople now. Because of my background in direct sales, I was very critical of dealer salespeople in the past. I didn't understand why they weren't attentive to everyone as soon as they walked into the store. Customer service seemed lost. However, after witnessing how many visitors come in with no intention of buying and asking for test drives, I can see how it can be



The new Panamera Launch

frustrating, especially if your income depends on making a sale, and how many sales you make any given month. While it's no excuse for a salesperson to not help a customer, I am more understanding of the situation. To make things more difficult, the entire process is set up from an us vs. them perspective, and the salesperson gets sandwiched between managers and customers.

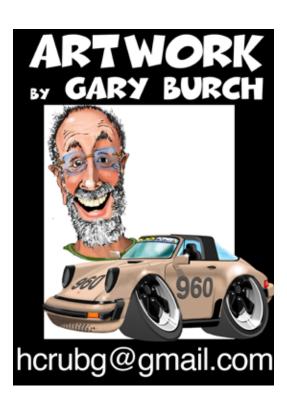
I was not sure what the role of the sales managers was in the past, but they are not involved in much of the selling. It's more of an administrative/secretarial role where they hold the cards as to how low the price can go on any given deal, and then process the paperwork. The salesperson must be the go-between for the store and customer. I can see how this keeps novice negotiators (which many managers and salespeople are) from making big mistakes, but it is cumbersome and incredibly frustrating for all parties. (Tip# 2: Create relationships with the dealer. If you buy cars often, connect with a long-time sales person and manager. They will work harder for you if you have a history, as well as open possibilities to secure hard to allocate cars.)

Porsche buyers are awesome. They really are. Porsche appears to attract great people. We all know that PCA members are a fantastic bunch, but it extends beyond the club. Porsche is an exciting brand, and signing the paperwork feels like an achievement for most buyers. It was great to see most were folks we would be proud to have as members.

End of the month deals are a real thing! There is tremendous pressure to end the month (and year) on a high note. The number of cars sold by any given store has huge consequences, not just from a revenue standpoint, but from the manufacturer. Porsche allocates cars to each store depending on several factors—one is number of units sold. There is also a lot of money on the line from Porsche if the dealer meets certain criteria, not to mention bonuses and higher commissions paid directly in proportion to the number of cars sold. This is another reason why some cars can become a "bargain" after 90 days. Cars generally don't appreciate; therefore, some dealers have policies to get rid of cars after 90 days on the lot. (Tip# 3: Remember this when you are in the market and shop late in the month and shoot for older inventory cars.)

Bottom line, selling cars is a job, and the dealer is in the business to make money.

Sure, you have to clock-in, attend seemingly pointless sales meetings, deal with difficult personalities both from coworkers and customers, and work hard for an ever-decreasing slice of the pie. It is also fun, like driving at the Porsche Experience Center and test driving GT3s! It can also be incredibly rewarding. My favorite times were when someone who had always dreamt of buying a 911 walked through that door ready to make that dream come true. More than once, I had the opportunity to hand them their new keys... that was priceless.



Völlig Autowerks Grand Opening

By Steve Eisler

On April 20, over 150 PCA members and their guests attended a Grand Opening celebration for San Diego county's newest vehicle maintenance, racing development, and customization facility. Owners Adam and Lana Gill have been PCA-SDR members since 2008, and are the current Membership Chairs. Previously, Adam has been a Chief Driving Instructor as well as perennial AX Champion. After building two race cars for himself, Adam's good friend, Javier Varon, asked him to work on his car. In January of 2016 a new enterprise was born in the garage at Adam's and Lana's home. Soon the neighborhood streets were clogged with Porsches of every model and color. By September of 2017 they had decided to open an expanded shop and began looking for a site. It took over a year to find a site that met their exacting specifications, and another 6 months to design and build the space to those specifications.

The word Völlig means precision. It is this commitment to precision and impeccable customer service that Völlig Autoworks brings to its customers. Also, if you look closely at the name, you will see a hidden reference to its origination.

Attending the grand opening were PCA-SDR president Victoria Varon and at least 10 past presidents of the club. They enjoyed a delicious buffet breakfast, viewed some of John Straub's excellent artwork in the shop lobby, toured the shop,

its fabrication area, and saw work in progress on the shop hydraulic lifts and alignment rack. Also, on display were 20 of the cars Adam has built, modified, or is in the process of building. There was a slot car track layout for children of all ages to play, and an Xbox 360 race simulator with a wide screen TV.

Throughout the morning, raffle tickets were sold to support local charities. \$20 bought an arm's length of tickets. 6' 3" Bryan Van Noy was in high demand for measuring an arm length. Völlig Cares is the philanthropic arm of the company and is active throughout the year in the local community. They actively look for child-focused non-profits that positively impact the children's futures. The Grand Opening raffle benefited Girls on the Run San Diego, a program which inspires girls to recognize their inner strength and celebrate what makes them one of a kind. At the time of this writing, approximately \$1300 was raised to benefit the program.

Congratulations to Adam and Lana Gill for realizing their dream and bringing another excellent Porsche care facility to the other fine businesses that are advertised in your Windblown Witness. We hope you will consider all of them when you are choosing modifications, maintenance and enhancements to your car.



Spec Boxter lineup



The shop



The race track was popular



Adam and Lana

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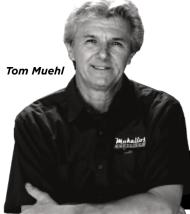








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View from the Back

By Steve Eisler

Regular readers of this column know that one of my goals is to encourage more members to become better drivers. and at the same time, get more enjoyment from the automobile investment. In previous issues, Mike Miller, Keith Verlaque, myself, and several others have outlined the driver education opportunities that PCA membership offers. In the past few years, I have participated in and written about AX, DE, TT, Porsche Experience, and PDS events. But this March I discovered a new (to me) event that allows drivers with no advanced driving experience to learn basic handling skills with the help of an experienced, trained PCA instructor. This event requires no advanced registration, no car classification, no special equipment, no particulartypeofvehicleanchestofallit's FREE!

In late March or early April of each year, PCA regions of southern California have organized a California Festival of Speed at the Auto Club Speedway in Fontana, California. The Festival features Sprint and Enduro races, Time Trial events, a vendor village, food trucks, a show of Porsche models from each year, a Tour of the Track, and a Taste of Autocross!

This is the first year that Kathy and I have beenable to attend the CFOS, so we volunteered to help our friend, Jerry Bumpus, who is the Chairman of the Taste of Autocross Event. Traffic cones were set in a large parking lot to form a simple track with a slalom, low and higher speed turns, and a short straightaway. Any licensed driver, 18 or over, in any type of car, can sign the waiver, put their car in line, and have an instructor coach them around the course for at least 3 laps.

We worked the morning shifts on Saturday and Sunday. We saw a red and white Corvair Greenbriar van waddle around 3 laps. We watched a gentleman drive his McLaren for three laps, ride with Jerry driving for three more and then let Jerry give everyone else a ride around the course. Four young menarrived in a Dodge Charger, signed their release, and took turns driving with their instructor. They all were at least 6 feet tall and over 200 pounds. After everyone had a turn at the wheel, the instructor drove while they took turns riding in the front the back and taking pictures. They were laughing the whole time, even as we could smell the tires wearing away. As they left our area, they stopped and shook hands with everyone working at the event. They are not Porsche drivers, but now they will be able to better handle whatever car they drive in an emergency.

Many of the Porsche drivers were very timid on the first lap. They were crawling through the slalom, and I had to wait until they were more than halfway through the course before starting the next car! By the third lapevery one of themhad improved greatly.

Other Porsche drivers were more experienced and handled the course easily. One driver did his three laps, got in line again and did three more with his instructor driving. After a debrief, he got in line again and did another set of three. He continued going to the end of the line after each 3-lap run, improving his driving techniques for almost an hour. Nocostopnotchinstructionandsmilesalla round.

As always, I encourage my readers to get registered for the next available event instead of missing out on the fun,



Josh Roy

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comra dery, and instruction as we did for so many years, but if you are just not sure, there will be another Taste of AutocrossatCFOSnextyear.

At our March 16th AX, we welcomed 10 student drivers. Marcus Aven, Tom Osborne and Andrew Correria improved with the help of our excellent instructors. Bryan Scott Fraser placed 1st in his first AX event. WilliamHarris was second in CC10 and Victor Burns was third in CC07. Other students were: Will Flores in a Camaro, Xavier Herrera-Keehn in a Honda Civic, Michael Russell driving an Integra, and RobertDeuPreedrivingaLamborghiniGallardo.

Attendance for our 4th AX of the year on April 13th was low, so we operated with a 4 run group schedule instead of the usual 6 run groups. The number of laps was greater, 17 total, but the corner working load was also greater. This would be the third time I had driven this course. The same map was used in January of 2017 and in June of 2018. Although the actual courses are never exactly the same, the TTOD varied by only 1.21 seconds. The day started positively when several members told me that they enjoyed my last VFTB, which dealt with spinning, rolling and flipping. Things got even better when Jim Duncan arrived. As I have mentioned before, Super Coach Duncan is one of the top TT drivers and comes to the AX events just to instruct people trying to improve. On a typical day, this dedicated volunteer will be instructing in 90% of the practice sessions. He coached me in both of my practice sessions, and we worked on braking techniques, not coasting into the corners, and getting the car loose so that it would rotate through the corners. With his help I was 7 seconds faster than my best practice time last June. I tried to stay confident going into the timed runs where I have, historically, driven several seconds slower. My four timed laps were all within 1 second of my best practice time, but I hit at least one cone on every run. Even with a 2 second penalty, I posted a respectable time. Still last in my classbu tmuch closer than before.

There were nine student drivers, five of them attending their first AX, at this event. John Owens was coached by Bryan Van Noy, and David McClurg worked with Chief Driving Instructor Ryan McClune. Both of them were attending their third AX. William Harris, instructed by Adriano Bortolin, and Bryan Scott Fraser were back at the stadium after their first AX last month. With Grant Graber's help Bryan won in class CC14, and first timer Lois Niven, coached by Mike Miller, was third. Other first timers were Arash Rokni, driving with WT Wong, Josh Roy, instructed by TTOD winner Murray Wunderly, and Mustang GT driver Tim Guy, who teamedwithBMWM3instructorFredYip.

At the March AX, I introduced myself to James Maddocks, who was observing his first PCA event. I introduced him to Eric Marc-Aurele, AX Chairman, who arranged for him to get a ride with one of the instructors. Before the day was done, I saw him riding inat least three cars. Two weeks later, we shared a table at the Last Tuesday Social with James and his wife, and on April 13th he was driving his first AX with veteran AX instructor Charlie Kleinhans, who had been one of my instructors about 5 years ago. James placed 3rd in class CC05 and has already registered for the Performance DrivingSchoolinMay.

I hope the articles in the Windblown Witness, the emails, the Facebook posts, and encouragement from other members can convince more people to take advantage of the exciting opportunities available to club members. Whether you want to learn to be a better driver or just cruise the back roads, meet for dinner at a new restaurant, or join a Progressive Dinner hosted at members' homes, show off your car in a Concours or at the last Sunday Cars and SDR, drive on a track or go 4-wheeling in the dirt, there is an event for everyone. Just remember, It's not just the cars, it's the people!





The Social Scene in Pictures



Last Tuesday Social



Porsches and Pours





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The Social Scene in SDR

Cheers to everyone who attend the first Porsche and Pours event at Duckfoot Brewing Company. And a shoutout to the owners, Brett and Suzy, along with Johnny and the staff, who could not have been more gracious. By all accounts, everyone seemed to enjoy mingling with Porsche friends over a satisfying brew. Everyone had the option of a trio sample or a pint; yours truly enjoyed a pint of "Drink this or the Bees Die" Honey Ale. I recommend that you stop by to see what they're up to... Stay tuned, you will not wanttomissthenextP&P!

Speaking of new social events, "Exploring San Diego" will give everyone an opportunity to visit some lesser known venues around town. We are looking forward to touring the Antique Gas and Steam Engine Museum in Vista. Sign upatMotorsporReg.comtosaveyourspot.

The Last Tuesday Socials have been very well attended. The March event at Tommy V's in Carlsbad was fabulous! New Member Chair, Lana, held a meet and mingle for new

members prior to LTS. The M&M included tasty appetizers and fun, imaginative giveaways. Although some were full by dinner time, many stayed to continue socializing witholdandnewfriends.

HereareLTSlocationsforupcomingsocials:

April 94thAeroSquadronKearnyMesa May-Slater's 5050 SanMarcos June-TioLeo's Cantina Poway July-YardHouse Carlsbad

FinallythenextProgressiveDinnerisscheduledforJune 8andtheyareALWAYSaselloutobesuretosignup atMotorsporRegsoon!

The Social team would love to hear from you. Where have you been that you want to share with the rest of us? Let us know!

LAST TUESDAY SOCIAL

May 28 @ 6:30 pm - 9:00 pm

Slater's 50/50, 110 Knoll Rd San Marcos, CA 92069 **Notes**: Here is what they have to say "IT ALL STARTED WITH A PASSION FOR BURGERS, BACON, AND BEER

June 25 @ 6:30 pm - 9:00 pm

Tio Leo's Cantina & Mexican Rest, 12205 Scripps Poway Parkway, Ste 101 Poway, CA 92064

Notes: Tio Leo's commitment to nature's fresh ingredients, coupled with recipes and traditions handed down from generations

July 30 @ 6:30 pm - 9:00 pm

Yard House, 2525 El Camino Real, Carlsbad, CA 92008

Notes: The Yard House is a High-end sports-bar chain with a huge menu of New American fare & an extensive list of draft beers

August 27 @ 6:30 pm - 9:00 pm

Nolita Hall, 2305 India St, San Diego, CA 92101

Notes: Located in Little Italy Nolita Hall offers floor-to-ceiling windows, a large skylight spanning the length of their space, plus U-shaped bar with 24 taps, specialty food and cocktail menu

September 24 @ 6:00 pm - 9:00 pm

Thai One On, 485 South Melrose Dr., Vista, CA 92081 **Notes**: Thai One On is a casual sit-down restaurant for Thai noodle & rice dishes, curries & vegetable entrees. A local favorite with authentic cuisine.

 $\textbf{\textit{October 29}} @ 6:00 \text{ pm - } 9:00 \text{ pm}$

The Barrel Room, 5500 Carmel Mountain Rd., San Diego, CA 92130

Notes: The Barrel Room Wine Bar and Bistro is one of North County San Diego's premier dining destinations, featuring retail wine, casual full-service dining, and a lively bar and lounge.

Due to the Holidays, there will not be a Last Tuesday Social in November or December 2019

Classifieds

Classified Ad Policies

Members of San Diego Region PCA may place, at no cost, ads of up to 25 words to buy, sell, or trade specific items. Member ads of more than 25 words are charged at 20 cents per additional word.

Non-member, business, or commercial ads are charged at 40 cents per word.

All classified ads must be placed through the club's web site: www.pcasdr.org.

The classified ads service is managed by the AD2AD Network (www.ad2ad.com).

STREET CARS

1998 Boxster original owner, metallic blue w/ beige interior, hard & soft tops. \$5k invested this year incl. new brake boosters. 5-spd, 106k miles, never tracked or AX'd, \$5000. (858) 366-8781

2001 Carrera 4 Coupe Seal Grey, 49k, M030, GT3 LCAs, Monoball Camber Plates and Toe Links, X51 Oil Pan. Excellent, clean car. \$23k (858) 336-0502

2007 Carrera Arctic Silver/ Black, manual, NAV, TPMS, Sport Chrono, factory short shift kit, sunroof, good condition, 74K miles, \$29,500. (619) 247-2767 or (619) 226-7690

2015 Carrera S, 18.5K miles Black with black interior, 7spd manual, CPO extended warranty, full front clear bra, sport design spoiler, 92K OBO (858) 525-3415

Panamera Turbo S E-Hybrid Turbo S E-Hybrid Executive 680 Horsepower, Perfect condition Premium Package, Assistance Package. Porsche Inno Drive Sport Exhaust, heated steering wheel in Paldao wood 21 inch upgraded wheels Burmester surround sound, rear seatentertainment monitors. 7.2 KW onboard charger Showroom condition, garaged 24/7 MSRP \$235,420 entras and coatings \$17,000 (619) 742-0500 call Ron

TRAILERS

08 Big Tex Diamond Back Car hauler 70DM Tandem Axle 18FT Dove Tail. Chrome Wheels. Aluminum ramps and tire rack. \$2500 call or text 619-871-8111

Custom 914/911 Open Trailer As new tandem axle for low clearance cars, w/spares 17'OAL 13ft rails, elect bks, \$4750 (619) 562-0809

PARTS

4 TOYO PROXY R888's used once (2) 325x30x19 (2) 265x35x19 Like new. \$600. Call or Text 619-871-8111

FUCHS 16x6/7 Perfect condition. Matt black, recently refinished. Prefer to TRADE for Chromed set same size. (858) 220-1194

Carrera III wheelset 18" factory 997 wheels (4) will fit 993 & 996 w/spacers. Clean & straight but light scratching. \$400 Kevin (951)313-2736

914 NIB Hella Euro light Lens NOS NIB Unused Hella front \$150 pr Hella rear \$900 pr (619) 562-0809

914 Dash Top NEW In box, unused \$450 many other 914 parts available (619) 562-0809

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Monte Carlo seats 5602 leatherette / basket weave. Like new. Find on classiccarseats.com. Paid \$2500 new. Price reduced for quick sale. \$1000 obo. (858) 220-1194

911R style front bumper Brand new. Paid \$440, had a change of heart. My loss your gain. Price reduced. \$250/best offer. (858) 220-1194

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CHROMED Fuchs 16x6/7 Have a set to trade. Matt black and in perfect condition. (858) 220-1194

MISCELLANEOUS

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HowardBrubeck SanMarcosCA 1985928S

KentBurns SarDiego,CA 1956356Coupe

AnthonyD.Chapparone SarDiego,CA 2016911GT3RS

MikeDaoud ElCajonCA 2010PanameraS

KevinDecesaris Murrieta,CA 2017911Carrera/Coupe

DennisDineen VistaÇA 2018718CaymarGTS

RobertFitzgerald&Victoria Fitzgerald CarlsbadCA 2005911CarreraSCabriolet

BriaHaworth PowayCA 2016Cayman

RogerIngles LaJolla,CA 2018911GT3Coupe MeganJennings&MikeJennings SarDiego,CA 2013911CarreraSCoupe

Alexander Karalnik LaJolla CA 2019/11 Targa/GTS

ErickKeeme&FawrCampbell CarlsbadCA 2005911Carrera997

AmandeepKhangura SarDiegoÇA 2014)11CarreraSCoupe

BryceKim ChulaVista,CA 2019911 Targa/GTS

PattiLeibenguth SarDiegoCA 2016Boxster

DarrenLoher EncinitasCA 2013BoxsterSConvertible

JamesMashburn BonsallCA 2017911 Turbo911

KevinMayer TemeculaCA 2019/11CarreraT

RulonMcvay SarDiego,CA 2002911 CarreraCabriolet996

Richard Meyer Carlsbad CA 2010 911 Turbo Coupe

JohnObrien&SeanObrien Corona doCA 1967912Ta rga EmeritoPosa das SarMarcosCA 2012PanameraSedan

BrucePosenblatt SarDiegoCA 2011911 TurboSCabriolet

LucasPotter LaJollaCA 2019/11CarreraSCabriolet

ReaganSakai SanDiego,CA 2013911 Carrera

SilaShih SanDiego,CA 1956356

Richard Shultz SarDiego CA 1984) 11 Carrera Coupe

EricStark
Encinitas,CA
2016PanameraGTS

Donna Torgerson CarlsbadCA 2017911Carrera4S

Victor Wechter Bonsall CA 2016911 Targa4S

CollinWeisenburger SanDiegoCA 199356Coupe

ChaHaoYehChen ChulaVista,CA 2007CaymarSCoupe

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For display advertising contracts and billing information, please contact:

Tom Gould

witnessads@pcasdr.org

Rates

All rates are quoted per month with a minimum commitment of three months. Ads may be prepaid or automatically billed to credit cards.

Туре	Width x Height	Monthly
Full	7¼ x 9¾"	\$200
Half	7¼ x 4¾"	\$125
Quarter	3½ x 4¾"	\$75
Eighth	3½ x 2¼"	\$50
Key Position		\$325

Sizes are strictly maintained. Bleeds are available only on full or half-page ads.

Submissions

We prefer that materials be submitted in .JPG, or .PDF formats. Please send files to editor@pcasdr.org. We reserve the right to edit or refuse to print any ad.

Deadline for submitting new ads or changing existing ads is the 15th of the month preceding the issue date.

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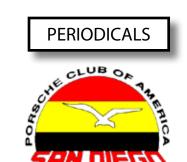






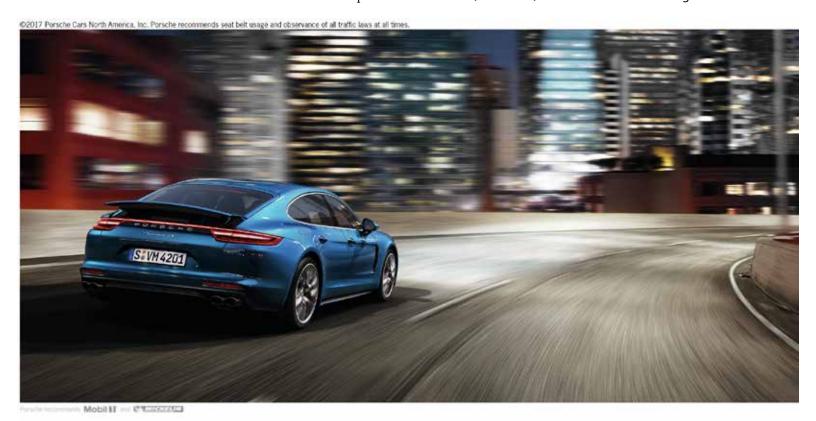


To:



Susan Brown, Editor

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