



DER AUSPUFF MESSENGER

NEWSLETTER OF THE SANTA BARBARA REGION, PORSCHE CLUB OF AMERICA
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From the SBR President

What was once so normal—restaurants, travel, movies, gyms, car shows, ball games and such—now seem far in the distant past. For those of us fortunate to own one, we can still drive our Porsches. There is no need for a mask or staying six feet from other people. Your spouse or partner already shares your space. Driving gloves are optional. We are also fortunate to live in a beautiful place with many back roads away from the freeways. I take my 2019 718 GTS Boxster out every other day or so and drive in scenic Santa Barbara County.

Having said that, my wife and I recognize our obligation to help others in need. We have upped our charitable contributions, particularly to those organizations helping to feed and care for children and assisting health care providers. This spring, the Club also made \$2,000 in donations to feed and care for children. If it is in your capacity, I hope you will help others as well. It's our motto after all, "It's not just the cars, it's the people."



Rod Hersberger
President

Porsche Experience Center Los Angeles

Many SBR members are finding ways to keep the passion and adrenaline going—with our cars, I mean. We caught up recently with **Glenn Crawford** and he filed this report. The photos are his, too.

On a recent dry, warm, and sunny afternoon, I had the opportunity to visit PECLA with some business associates and friends to explore the differences between the current 911 and Cayman. (PECLA is currently following very stringent anti COVID-19 protocols including

mandatory body temperature checks before entering the facility, waivers, masks, and hand sanitizer use, not to mention cleaning crews for all the cars before every new driver!) Each instructor



had two students staying in constant contact via radio in lead/follow format, switching between students frequently with a little coaching from the side of the track where appropriate. We started with the Kick Plate and moved through the Low Friction Circle and Handling Circuit, the Acceleration Straight, and the One Mile Handling Circuit. **So much fun!** It was just fantastic to be able to experience, enjoy, and compare the two cars back-to-back on the fantastic circuits.



News From Rusnak Westlake Porsche

General Manager Keith Goldberg reports that like most other businesses the COVID-19 Pandemic impacted Rusnak Westlake Porsche. They were forced to close their showroom for about 45 days in March and April due to the imposed restrictions. By May 1, they were operating at about 75% of capacity with "touchless transactions," limited showroom traffic, one-person test drives, signed waivers, temperature taking, masks, etc. Today, they are fully staffed and operating at 100% in sales, parts, and service while maintaining social distancing and incorporating the full array of safety measures.

Porsche AG was also forced to close their factories for about two months as a result of the virus, which obviously disrupted the supply chain of new vehicles. They will close again in August to retool for the new model year, as is their practice.

Momentum in new car sales is starting to gain. The used car market is robust, and trade-ins are always welcome. Porsche anticipates that the allocation of

new cars will drop by about 12% compared to last year. Rusnak currently has a nice selection of new cars in their inventory, and Cayenne and Macan continue to be the best sellers, accounting for 50% of sales.

Delivery times for newly ordered vehicles will average 3-4 months. While the COVID-19 Special Financing of 1.9% expired June 30, rates remain low and they don't anticipate an increase in the short term.

Plans to remodel and expand the dealership were pushed back due to the virus and a few change orders were required. Construction is currently set to begin in October and will take 12-18 months to complete.

Mr. Goldberg confirmed that the dealership fully intends to bring back their popular Cars and Coffee events as soon as restrictions for such gatherings are lifted. He encouraged club members to contact the dealership with any Porsche-related needs.

—Report by David Stone



Childhood dreams aren't something you just grow out of.

The car that captured your fascination so long ago is here to do it again. The new Porsche 911. Rearing from zero to 60 in 3.5 seconds with 443 horsepower. An unmistakable yet modern update of its classic silhouette. And a cockpit with a technology-packed 10.9-inch touchscreen right at your fingertips. It's a car built to let your inner child come out and play.

Experience the 911 Carrera S.

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News From Santa Barbara Porsche

Sales Manager Rene Verbrugge reports that COVID-19 took its toll on their dealership for about one month. While never actually closing the showroom, staff was reduced to one salesperson on both the Porsche and Mercedes Benz sides. Hours were reduced to four hours Monday through Thursday while they complied with all city and state guidelines for safety. Their showroom is commercially fogged each week, periodic daily disinfecting is done, masks and barriers are used, and distancing is practiced. Their hours of operation were expanded six weeks ago and remain 9:00 a.m. to 6:00 p.m., Monday through Saturday. They remain compliant with all city and state regulations.

During the height of the pandemic, the service department was also impacted, but not as severely as sales. As regulations eased, service began to boom and has remained strong to date. They are unable to provide personal pick-up and drop-off, but loaner cars remain available for customers.

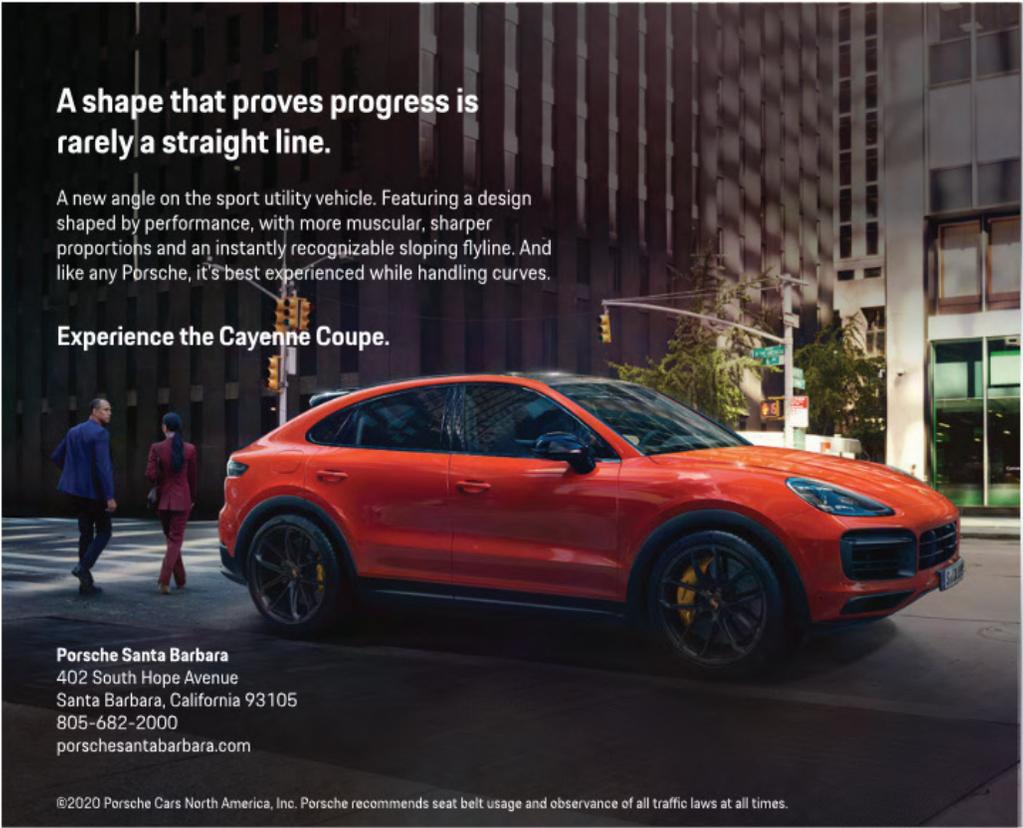
Sales are currently explosive and they have a waiting list for several Porsche models. They recently received their allocation numbers from Porsche AG and were pleased to learn that they will be receiving a good number of Macans, Cayennes, and specialty cars, including Boxster Spyder, Macan GTS, and Turbo S cars. Standard 911 and 911S models will be in short supply for the rest of the year. Delivery of these cars will occur within three to four months and be 2021 models.

They have experienced a 300% increase in the sales of Certified Pre-Owned cars over last year. Demand for pre-owned cars remains high, and trade-ins or private party sales to the dealership are always welcome.

Plans for a remodel of the showroom were in place before COVID-19 but are now on hold. Construction will not begin before the New Year.

Rene misses his interaction with Club members and looks forward to hosting events at the dealership when it again becomes possible.

—Report by David Stone



A shape that proves progress is rarely a straight line.

A new angle on the sport utility vehicle. Featuring a design shaped by performance, with more muscular, sharper proportions and an instantly recognizable sloping flyline. And like any Porsche, it's best experienced while handling curves.

Experience the Cayenne Coupe.

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Santa Barbara, California 93105
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A Note From the New Editor

Nick Liakas took me to coffee recently: I thought "how nice." I'm not sure what he spiked my drink with, but when we left I realized I'd taken on one of the most important tasks for one of the most important regions in PCA. I attempted to flag him down as he sped out of the parking lot in his new blue 992, but all I saw were tire marks and a cloud of burnt rubber. And there was a sort of laugh as you might expect from Santa Claus as he sleighs out of sight. Or is it St. Nicholas?

We hope to issue a full magazine sometime in the fall, probably November/December. I ask you all for help in finding interesting stories and articles. There should be some upcoming events to write about in the next issue, but certainly no past events in 2020 on which to report. If you have taken a trip or

visited a museum or collection that would interest readers, please let me know. I'm also thinking it would be enjoyable to feature an SBR member who owns a superb collection of Porsches of a particular theme or an assemblage of concours winners.

In the interim we will issue an occasional newsletter to stay in touch with members during this down time and give our major sponsors much appreciated recognition. We are aiming for semimonthly, but we'll see. News and notes for this new medium—*Der Auspuff Messenger*—will be appreciated as well.

For any of you who have concerns, please know that Nick will keep a close watch on me these first few months. Feedback from anyone is always welcome.



—Dennis Power, Editor
sbrflyers@gmail.com

Upcoming Events

With fingers crossed, we suggest you keep the following SBR events on your calendars and look for more information as the dates draw closer. More information on each of these activities is on the Club's website: <https://pcasb.org>.

- **Motoring to Malibu, August 22.** Let Steve Goldman know if you would like to attend so he can keep you updated on details (imagerep@gmail.com).
- **Mount Wilson Observatory Tour, October 17.** Let Nick Liakas know if you would like to attend (nicolasliakas@gmail.com).
- **Ocean Palms to Mountain Pines, November 21.** Let Nick know if you would like to attend (nicolasliakas@gmail.com).
- **Autocross.** We are advised that PCA CCCR has scheduled autocross for August 15 at Santa Maria Airport. Registration is on www.motorsportreg.com. Early sign-up is recommended.
- **Breakfasts.** Breakfast gatherings in Camarillo and Santa Barbara have been canceled for now. We'll let you know when that changes.

The pandemic isn't over. Safe gathering protocols will be enforced if conditions warrant. We remain optimistic and look forward to getting back on the road with SBR friends.