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Shenandoah Region, PCA is an organization dedicated to the enjoyment of the Porsche automobile. The region's newsletter, "The Heat Exchanger," is published monthly with a production deadline of the 20th of the month prior to publication. The information in this newsletter is solicited from the membership of this region and other newsletters and may or may not be consistent with the beliefs or ideals of the Editor.

Reproduction of this newsletter is permitted only with written consent of the Newsletter Editor. Porsche and the Porsche crest are trademarked property of PCNA. Changes of address should be sent to the Membership Chairman and to PCA National offices in care of Diana Tringali at PO Box 5900 Springfield, VA 22150, 703-451-9000.

WRITTEN CONTRIBUTIONS AND PHOTOGRAPHS ARE WELCOMED. Please e-mail submissions to info@printsourceva.com, prior to the 20th of the month. Please make the subject line of your email "Heat Exchanger". Publication of those submissions will be in the next available issue, based on space, timeliness, and appropriateness. A special thanks to all those who contribute and advertise in "The Heat Exchanger!"

Advertising rates: \$75/month full page inside front and back covers, \$60/month-full page interior, \$36/month-half page, \$24/month- quarter page/business card. We prefer ads to run for a minimum of six issues, preferably 12 (one year), and are due and payable in advance. All ads, except the inside covers, are in black and white and must be sent in a reproducible format such a Adobe PDF, JPEG or TIFF file. Please contact the Advertising Manager for ad sizes. Send all ads and inquiries to the ADVERTISING MANAGER, Johnny Johnson at Johnny@aceautosports. com, or call 434-981-0524.

Das Market ads for new and used Porsches and Porsche parts must be sent to the newsletter editor by the 20th of the month prior to publication. These classifieds are free of charge for Shenandoah Region PCA members and all Das Market ads will be purged after running. Das Market Ads also run for free in the web site's new Mart page. Send optional photos and copy by e-mail link to the webmaster. All others who want to run a classified ad in Das Market will be charged \$1.00/line.

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Have you updated your email address with PCA lately?

We'd love to be able to contact you periodically by email to inform you of special club events. We'll never publish your email or use it more than just a few times a year. Please visit www. pca.org under member services to ensure your email (and other contact information) is correct.

IMPORTANT NOTE: When you receive your membership renewal notice from the PCA national office, please give it a high priority and renew your membership promptly. If you fail to renew within 30 days, you will be dropped from the PCA roster and thus deleted from the Shenandoah Region records and mailing list. Avoid this tragedy by renewing online at http://www.pca.org (click on Member Services & Contacts). You may always renew by mail as well.



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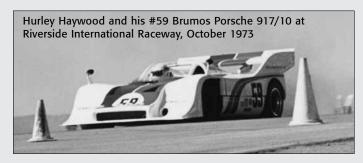
ZONE 2 REPRESENTATIVE

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10.2009



I wasn't able to attend the Werkstatt Spec Boxster event with lunch at Basil Mediterranean Bistro, but I hear from Sherry Westfall that it was spectacular. Thanks to the Blue Ridge region and to Sherry for putting this event together, to Scott and Kenny at Werkstatt for their fine efforts and to Raif Antar for another great meal..

Jill and I spent that weekend driving to Columbus, Ohio and back to see the Ohio State versus USC football game. If you are a Buckeye fan, you have our sincere condolences. The game was great for us USC fans! The trip was also a great chance to drive her new Boxster and to figure out how everything worked. The owner's manual, plus the radio manual were very detailed and helpful in figuring out how all the controls worked. There were also several warnings which I thought were amusing, such as the PSM system will help get you out of trouble in a corner and braking, but won't overcome the laws of physics if you mess up really badly. It seems the lawyers have had a big hand in writing new car manuals over the years. I'd like to see a Speedster owner's manual for comparison!

Ferdinand (the Boxster's new name) now has about 1,600 miles on him, of which 700 or so were on this trip. He averaged about 26.5 miles per gallon of 93 octane gasoline and he was very comfortable to drive and ride in, with the top raised or lowered. We set the speed warning to 80 miles per hour, just for an audible signal to pay attention. Jill has never had a speeding ticket in her life, while I have some experience (but none I the last 2 ½ years) in this area. I did test the right pedal a bit, one time, just to see how stable the car felt at about twice the old double-nickel limit. The car felt great! We did bring the Valentine 1 radar detector, but never hooked it up. We did use the 12-volt power adapter for the Garmin GPS unit, which was a super tool to help us navigate around Columbus and back home.

By the time you receive this issue, the final autocross will have been run at the Augusta County Government Center. Rick and Erik design a new, great course each time, so be sure to come out one last time this year. Trophies for the season will be awarded at the holiday party in December.

Even though my car 928 weighs 3,600 pounds or so, it's

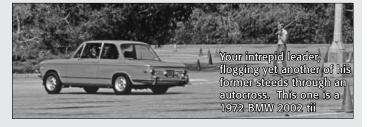
still a lot of fun on an autocross course. I remember my first autocross events from 1976 to 1978 in my first car, a VW Super Beetle. I entered in the car in the Stock class and placed first in three of 5 all-VW events, with 2nd and 3rd the other two times. Autocross is really about car control, as close to the limits of tire adhesion as you can get. In a VW, fast is relative. To navigate a course quickly good takes hand-eye coordination and good reflexes, plus a feel for what the car is doing. The only modification I made to that car were Koni shocks and Pirelli CN36 radials (185/70x15), plus about 40+ pounds of air in the rear tires. With a faster car now and much wider and lower tires, plus a healthy V-8 engine, I can go faster and corner flatter, but the sensation is still similar. Don't hit any cones and be quick. For me, car setup is still just adding air to the tires. Come on out to the autocross and see what YOU and your Porsche can do together.



If you are more adventurous, I can highly recommend Driver's Education at Virginia International Raceway. Euroclassics has the track on October 12th and space is available as I write this. There will be instructors this year to help you learn the track and the car. Run groups include novice, experience and really experienced. This is a great one-day event that can introduce you to some of the capabilities of our cars, with some guidance from experienced track instructors.

For more advanced driver education, try the David Murry and Synergy event on October 20th and 21st.

Be sure to put Sunday, November 1st on your calendar for the annual Fall Foliage Tour, led by Phil and Susie Audibert. We meet this time at CDOC in Gordonsville. This event has grown in popularity each year, necessitating our move from the Bank of America parking lot to CDOC. Don't miss this great event!



MEMBERSHIP REPORT

Rhonda Dunbrack

October 2009

Primary Members	196
Affiliate Members	155
Total Members	351

Welcome to the following new members

Sean Hayes, Charlottesville, VA 1999 Boxster Arthur Johne, Greenwood, VA 1999 Boxster Kevin Spetz, Charlottesville, VA 1999 996 Cabriolet

Welcome to the following transfer members

James Bourie, Crozet, VA from War Bonnet Region 1985 911

Naseem & Shaheen Kahn, Palmyra, VA from Santa Barbara Region 1989 911, 1965 356C and a 2001 Turbo

CALENDAR OF EVENTS

October

- 4 Porsches & Pastrami–Charlottesville, VA
- 12 Driver Education Day-VIR

November

1 Fabulous 4th Fall Foliage Tour

December

6 Holiday Party – Charlottesville, VA

VISIT SHN.PCA.ORG FOR DETAILS & UPDATES



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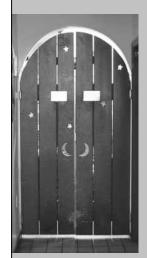






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BASIL AND SPEC BOXSTER

The Blue Ridge and Shenandoah Regions held their first joint event on Sunday, September 19. This was a nice opportunity to meet new people, see a wide variety of cars, and learn what Porsche people do in other regions. At 1 PM close to 70 members from both regions converged on Raif Antar's restaurant, the Basil Mediterranean Bistro, which he opened just for us. Contrary to what economists say, there is such a thing as a free lunch, which Raif generously provided. Not only was there a free lunch, but it was outstanding. Thanks from all of us go to Raif, our servers Stephanie and Heather, and the rest of his staff!

Most of us parked in the 14th Street Garage, again at no charge for PCA members, thanks to manager Tom Woodson. Apparently there is such a thing as free parking. The whole fourth and fifth decks were reserved just for us. Raif's street/track 930 was parked on the roof. It isn't quite fast enough for Raif, so he is building a 935 K3! Carter Elliott brought his black 1956 Speedster, shown here with Virginia Donaldson going over to Werkstatt for the second part of the day's event.

Werkstatt is a racing shop located on the east end of Market Street in Charlottesville. It is run by Kenny Shreves, Nicole Shreves, and Scott Leopold. Werkstatt does everything from minor repairs and DE tech inspections to building spec Boxsters.

What are spec Boxsters? As you all know, driving a Porsche on the road can be an expensive hobby. Racing a Porsche can be a VERY expensive hobby. The idea behind the Spec Boxster racing class is to define specifications that control costs and allow low-budget racers to compete on the basis of their driving abilities and suspension setup independent of wallet thickness. (See http://boxsterspecracing.org/ for the official rules.) There is already such a class for 944's, but these cars are getting older and replacement parts are becoming harder to find. Early Boxsters (1997 through 1999) with 2.5 liter M96 engines are reasonably new but no longer expensive---a good "donor" street car costs about \$10,000. They are also low-powered "momentum" cars with excellent handling, and they provide a good platform for beginners learning how to race. Rules such as "engine and transmission must remain stock" and "minimum weight including driver = 2650 lb" keep costs down, so a competitive spec Boxster can be built for about \$25,000 above the cost of the donor car. There are also safety rules for harnesses, roll cages, etc. Because of their expertise and enthusiasm, Kenny

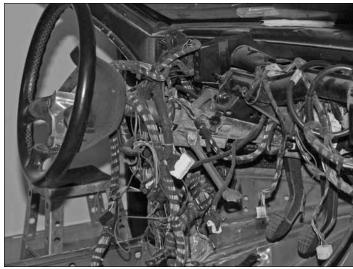
Shreves (race mechanic) and Scott Leopold (race driver) were added to the national Rules Committee in September of this year; they are essentially the East Coast representatives in an organization that originated on the West Coast last year. The PCA recently sanctioned Spec Boxster racing (class SPBOX), and SPBOX looks like an idea whose time has come.

Werkstatt can produce spec Boxsters from scratch. When a donor car is brought into the shop, it is completely gutted to eliminate unnecessary parts and reduce weight. Werkstatt specializes in constructing roll cages and exhaust systems, and they install the other components (e.g., racing seats) needed to complete the car.

Check out the photos on the inside back cover and back cover.



It isn't easy to design a roll cage that fits in a Boxster and is tall enough for Scott Leopold's helmet to satisfy the "broomstick" rule.



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UPCOMING EVENTS & EVENT REVIEWS

Phil & Susie Audibert's Fabulous 4th Fall Foilage Tour

WHEN: Sunday, November 1st, 2009. Arrive at 10:00 AM for the CDOC tour. Depart the CDOC parking lot at 11:00 AM <u>SHARP</u> to start the driving tour.

WHERE: CDOC at 1 Cleveland St., Gordonsville, VA 22942. (CDOC is located a half mile south of the Gordonsville traffic circle, off of Rt. 231, behind the Food Lion). While we wait for everyone to arrive, CDOC will open its doors and take us on a tour of this, the ultimate goody store. Also, we hope Paul Overstreet can show us around his shop, Overstreet European Motors, which is located within the CDOC facility. See the Shenandoah Region PCA web site at http://shn.pca.org for a map.

WHAT TO EXPECT: A fabulously fun day following the Green Bean on a circuitous route, including a hill climb into the Blue Ridge Mountains, a possible paralleling of the Shenandoah River, perhaps a cresting of Thornton Gap, with maybe a gamboling along the Blue Ridge Turnpike and a moderate chance of plunging down last year's beloved "Corkscrew."

Lunch, if your tummy can take it, at Graves Mountain Lodge, will be followed by a you're-on-your-own tour down one of Virginia's most scenic byways back to Gordonsville, with optional stops at the Apple Shed and historic Main Street Madison.

HOW MUCH? \$21.00 for the Full Fried Chicken buffet with all the fixin's. Price includes all taxes and

gratuities. Remember what Mr. Graves says, "Take all you want, but eat all you take."

CANCEL? Sleet, snow, and/or ice cancels, otherwise we go rain or shine.

WHAT ELSE DO I HAVE TO DO AND WHEN? Tell Phil or Susie NO LATER THAN Saturday, Oct. 24th if you are coming and how many of you there will be. Call 540-832-3509 or E-mail phlodbear@aol.com.

The Wait Is Almost Over!



The much-anticipated Richmond debut of Porsche's new four-door sport sedan, the Panamera, is almost here. Join the owner of Euroclassics, Mark Cook, and his staff on Thursday, October 15 for a grand celebration. Check the Shenandoah web site at http://shn.pca.org for confirmation of this date and the time, location, and specific details of this event.

Eighth Annual Euroclassics Day at VIR

Join Euroclassics at Virginia International Raceway on Monday, October 12 (Columbus Day) for their combination customer appreciation and driver's education event. If you have never driven your Porsche on the track, this will provide you with a great introduction to high-performance driving. There will be three run groups: yellow, red, and white. The yellow run group is for beginners, and drivers will follow a pace car with no passing allowed. About six qualified instructors will be available to give free driving instruction, which is especially recommended for beginners. The red and white groups are for drivers with more track experience, and helmets are required in these groups.

Lunch will be provided to all registered drivers, and Synergy Racing representatives will be present to provide tech support. Even if you are not registered, you may participate in noontime "touring" laps behind a pace car.

Minors may not drive and must bring a signed junior participation form to enter the paddock. Visit the Shenandoah web site at http://shn. pca.org for registration instructions, forms, and further details.

Save the Date!

Our Annual Holiday Dinner Party will be held at Michie Tavern in Charlottesville on Sunday, December 6 at 6:00 p.m. Enjoy an evening of great food and comraderie with your fellow Porsche friends. Look for more details in the November issue of the "Heat Exchanger" and on the Shenandoah web site.





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AUTOCROSS REPORTS FOR SEPTEMBER

Last weekend we pulled off a large event in Verona. we had some ideas to try something we have never done in an event, and to make it interesting, the SCCA event for the weekend was canceled and the JMU sports car club wanted to join in our fun. The idea was simple, to set a track that could be run both backward and forward. What I mean by that is that we can simply change the finish line after everyone had run their first three runs and run them back through backwards through the course for their final three runs. This actually makes two different and separate events which would then have their times totaled for the lowest combined time to be the winner of the day.

The facts: 48 racers/ 5 Lady drivers/ 19 Porsche pilots/ and 5 of the top ten times belonging to Porsche.

The Track: based on a 60 second run time/ seven cone slalom on a curve/ three fast straightaways/ mostly second gear for the new cars, mid third for the older 901/915 transmission cars/ reversed after the first three runs/ times combined to total for the event.

During the driver's meeting, we were discussing the track and the surface and

realized that we never swept the course. It was going to be a slippery day, and it was. We initially had to get a few runs in to score time, because we usually have 6 times to try to set a good time it was going to be critical to set an early time. A few people fell victim to this and did not score a clean run in the second pass causing them to fall to the bottom of the list. If you are chasing points of FTD,



<u>C</u>		First Name	Last Name	Car Model	Run 1	Place	Run 2	Place	Total Time	From FTD
		Gary	Krichbaum	1999 Chevrolet Camaro	56.851	1	57.131	1	113.982	
2 (HTC	Lynn	Combs	2001 Corvette	57.781	2	58.033	2	115.814	-1.83
	01	Rick	Ebinger	74 Porsche 914	59.559	7	58.197	3	117.756	-3.77
1 (HTC	Ray	Schumin	1994 Mazda Miata	58.564	5	59.905	8	118.469	-4.48
5 (HTC	Mick	Seal	1994 Mazda Miata	58.117	4	60.588	10	118.705	-4.72
6 F	203	Evans	Reynolds	1988 911	59.65	8	59.212	6	118.862	-4.8
7 (01	Erik	Boody	1974 Porsche 914	59.954	9	58.977	4	118.931	-4.94
3 F	P05	Rick	Ebinger	2007 Boxster S	59.223	6	60.314	9	119.537	-5.55
) F	P04	Emmett	Richardson	2006 Porsche 911 Carrera S	60.648	10	59.117	5	119.765	-5.78
0 (HTC	Mark	Thomas	03 Miata	61.079	12	61.193	11	122.272	-8.2
1 F	203	Mike	Kilmer	1983 Porsche 911 sc	61.084	13	61.429	12	122.513	-8.53
2 (HTC	David	Lingenfelter	1997 Mazda MX5	61.276	14	61.519	13	122.795	-8.81
3 (HTC	Adam	Flint	2002 Subaru WRX	61.068	11	62.036	16	123.104	-9.12
4 (HTC	William	Stewart	1986 Mercedes-Benz 190-16V	61.957	15	61.545	14	123.502	-9.5
5 (HTC	Jeffrey	Glass	2003 BMW 330i	62.16	18	61.941	15	124.101	-10.11
6 F	202	Will	King	1986 Porsche 944 Turbo	62.01	16	63.448	19	125.458	-11.47
7 F	205	Jeffrey	Elmore	2000 Porsche Boxster S	63.738	23	62.044	17	125.782	-11.
8 F	205	Robert	Brown	2008 Porsche Cayman S	64.02	25	62.343	18	126.363	-12.38
9 (HTC	Jonathan	Newhall	1977 Jaguar XJS	63.551	21	63.652	21	127.203	-13.22
0 L	AD	Cristina	McCann	2008 Cayman	63.752	24	63.719	22	127.471	-13.48
	HTC	Joey	Klimchuk	1995 BMW M3	62.641	19	65.031	28	127.672	-13.6
	203	Eric	Huggins	1988 Porsche 911	63.633	22	64.571	25	128.204	-14.22
3 (HTC	Jake	Thiewes	1995 Mazda Miata	64.492	27	63.759	23	128.251	-14.26
		Weston	Rogers	1996 Mazda MX-5 Miata	64.082	26	65.434	31	129.516	-15.53
	OTH	David	Carey	1990 R-X 7	65.825	28	64.72	26	130.545	-16.56
	_AD	Pam	Ebinger	2007 Boxster	65.875	29	64.937	27	130.812	-16.8
	205	Donald	Mattingley	2008 Cayman	66.848	32	63.973	24	130.821	-16.83
	_AD	Jane	Combs	2001 Corvette	67.316	36	63.605	20	130.921	-16.93
	205	Paul	Sponseller	2008 Porsche Cayman	66.816	31	65.425	30	132.241	-18.25
	202	Bill	Sanders	1994 928 GTS	67.779	38	65.314	29	133.093	-19.11
	OTH	Daniel	Parks	2006 Ford Focus	67.08	34	66.874	32	133.954	-19.97
	204	Geoff	Kilmer	1991 911 C2	67.141	35	67.211	33	134.352	-20.3
	203	Robert	Villwock	1982 911 SC	66.804	30	68.092	35	134.896	-20.91

you need times for both passes. It was a thinking day, and everyone did very well.

The day brought out many neat and new cars that we had not seen before. There was a very fast Saturn sky Redline with a rumored 30 pounds of boost and race gas. Scary fast car. There was a really cool 86 Mercedes 190 that really ran strong. Our President Bill sanders mentioned that his Mercedes never ran like that. Erik Huggins brought out his new suspension set up that has his car in the weeds now. Erik said it is handling better and he finished in the top half of the pack. Paul Sponseller and his co-driver Cristina battled it out and Paul finished second. I have heard rumblings of a tire fund donation from the individual who is "driving the tires off" of that car. Keep up the good work Cristina. Mike Kilmer also ran very well, even coming close to my time in the 914 for the first run. Mike finished 11th overall and very strong in the pack of 48.

Gary Krichbaum stole the show again with his set up Camaro. Lynn Combs also did very well with his Hoosiered 2001 Corvette. Both drivers have many years experience and well set up cars. The 914 did well, but still lacks in tires, suspension, and apparently driver common sense. I still like to slide around. even though it is sometimes slower. Sue me, I had fun, and there is no better way to use up 6 year old tires. erik also did well with the car, coming in 7th. We both are launching in 2nd now, since the car seems to have tons of torque to light them up in the first three feet. It is easier on the weak first gear in the 901 transmission, so I'll play with this a bit in the future to see what the best way to get out of the blocks and get rolling. we were strong in third gear in one place on the track. it is fun to let that 3.2 breath. I can't wait till October 12th when we go to VIR with Euroclassics. we'll see what 4th and 5th gear feel like on the south course straight away.

For the day, we learned a lot on how to do this in the future, at least in timing and scoring. I feel erik and I sorted the course well and it was easy to find in both directions. Most importantly, we were able to offer a new challenge to those old racers and to make everyone think," what are they going to come up with next?" Come on out and find out.

This was our last event of the year for Autocross, so i want to thank all those who participate, help, and support our events. I would also like to especially thank Emmett Richardson and Jeffery Elmore who always help set the track up, and Mike Kilmer who always helps set up, mark, and tear down the track. Mike, big help, my friend. Thanks. Erik and I could not pull this off as easily or efficiently as we do without everyone's help.

Thank you.



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We look forward to hearing from you soon... Dan Ehrman, 'O2 Boxster

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NEW Shenandoah Region WEB FORUM: A regional web forum should make it easier for small groups to organize and coordinate Porsche-related activities quickly without requiring a flurry of emails and phone calls among the participants.

If you would like to join the group, go to the LINKS page, click on "Shenandoah Region Forum," and then click on "Sign in and apply for membership," click on "create an account", and fill in the blanks. Google will send me an email with your request, which Jim Condon will approve if you are a member the Shenandoah Region PCA. After you have become a group member, you can log in to read or post messages at any time by clicking on the "Shenandoah Region Forum" link.

Thanks to Jeffrey Elmore for suggesting the forum, which we hope will help our members get together for small impromptu events. If you have any questions or comments about the forum, send Jim an email at jcondon@nrao.edu. THANKS JIM!



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ADVERTISER PROFILE:

Mark Cooke: A Man of Many Talents



You may know fellow Shenandoah Region PCA member Mark Cooke as the owner and manager of Euroclassics Porsche on Midlothian Turnpike. However, there's more to Mark than meets the eye. From an early age Mark had an interest in mechanical things. His father was a "car guy" who had Model A Fords. Mark grew up in an environment where working on cars was part of life because his father worked on the cars he had. Mark's first car was a 1964 Ford Mustang convertible.

When Mark was in high school, his father's business associate brought a red 911 to him to detail. His initial attraction to that Porsche would eventually lead him to become the owner of the Porsche dealership he has today.

After graduating from the Wake Forest business school, Mark wanted to become a stock analyst. But, sometimes life has other things in store. He was living with his parents for a while after he finished college. His father asked him to look at the books of Import Autohaus, a European service business that specialized in working on Mercedes-

Benz automobiles, that his father and a friend heard was for sale. It was started in 1969 by a German, Wilhelm Kallenberger, who had worked in the Mercedes factory in Stuttgart before coming to the US. The shop was in a rough part of Richmond but had 12 bays and a strong clientele. Mark was brought in as the bright young college student who they hoped could make this a prosperous business venture. He had the dream of repeating the Import Autohaus concept and creating a chain of eight-bay service centers. In time Import Autohaus expanded from one location to four—one on Broad Street, one on Hull Street, one at Innsbrook, and one where the Porsche dealership is today. They focus on providing high quality service for luxury European and Japanese imports.

Soon after opening the Import Autohaus location on Midlothian Turnpike, Mark opened Euroclassics and started selling high end, very clean, low mileage



("picky" as Mark says) used European cars out of a trailer where the Porsche building is today. In the beginning the area was still undeveloped, so there were no strip malls, restaurants, car dealerships, Sam's Clubs, or Wal-Marts. In 1998 he built the current Euroclassics building.

In 2001 the Porsche franchise became available. He thought it would be a great fit for his property on Midlothian that had large road frontage in what had become a very prosperous area. Owning a franchise provides a more stable source of product and the follow-on service that comes with selling new cars. When the deal was finalized, Import Autohaus gave way to the Porsche service department and construction began to join the two buildings together with the familiar Porsche curved silver front and a larger showroom.

The current downturn in the economy has been difficult for many people, especially those involved in the luxury car market. Mark says that he has just been through one and a half years of hell. But, his strong business background, perseverance, and love of our favorite marque have helped him survive. He has had to rethink his business strategy so that he can stay in the Porsche game. He has slimmed his organization down and has changed his inventory. Instead of selling high-end used cars such as Mercedes and BMW in addition to new and used Porsches, he is focusing on having a large inventory of new and used Porsches only. A bonus is that Porsche's Certified Warranty program makes people more comfortable buying used cars. He also likes to provide new

cars with special-order and vintage colors to add variety to the blacks, whites, and silvers that are so popular. When the Panamera, Porsche's new four-door sport sedan arrives, Mark feels he will have a full model line when added to the Carrera, Boxster, Cayman, and Cayenne. He thinks the Panamera will be a good fit for Richmond, a conservative town. He says that some people view the purchase of a two-seater car as selfish, so having a multi-person car with room for golf clubs and an automatic transmission should help sales. Euroclassics is planning to debut their first Panameras sometime in October. Check the Shenandoah web site for more details.

As if Euroclassics isn't enough to keep Mark busy, he also owns the neighboring Lotus dealership. In 1992 he invested in the Million Air franchise at the Richmond International Airport. This is a fixedbase business that provides companies and individuals a variety of aviation services such as airplane refueling and washing; airframe and engine maintenance on small planes, corporate jets, and commercial airlines; and private chartered flights. To top that off, he has been involved with Red River Foods in Richmond for about three years. He had sold cars to and serviced airplanes for Universal Corporation, a company that specializes in leaf tobacco. His contacts there led to his involvement in this food company. Red River imports tree nuts, dried fruits, seeds, and specialty snack items from all over the world and markets them to companies who make trail mixes, cereals, bakery items, confections, and dairy products, or sell bulk foods. Whatever business venture Mark is involved with seems to include

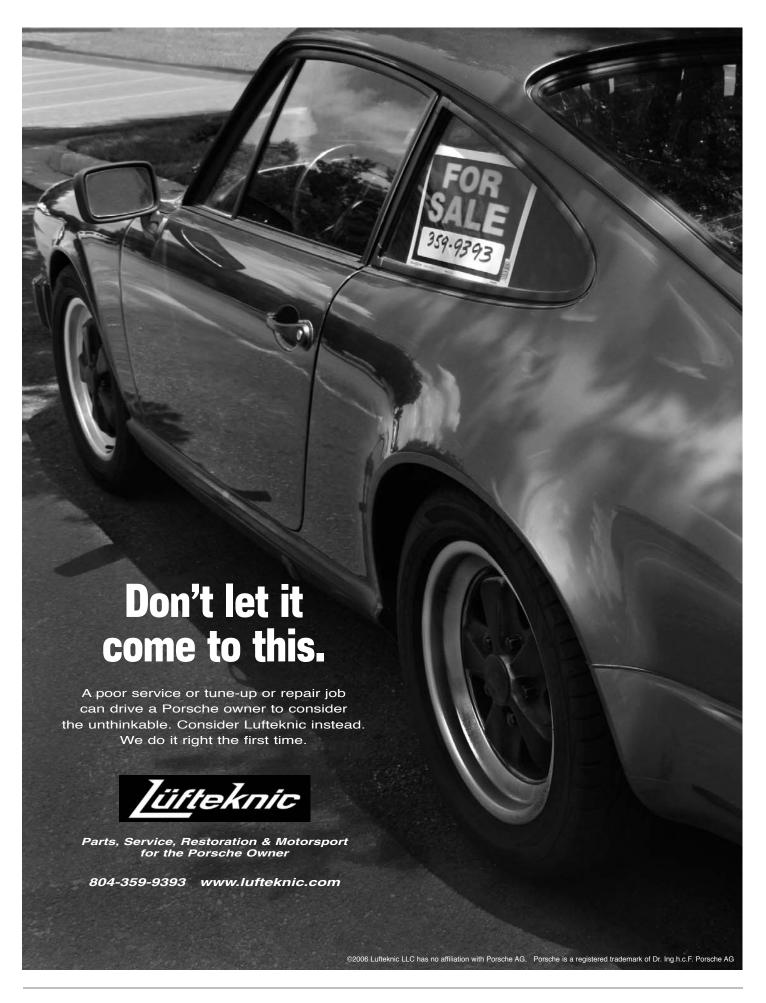
the combination of a high quality product and exceptional customer service.

At age 47 Mark lives in Richmond with his wife and three children. He has a daughter, 15, and two sons, ages 13 and 9. Surprisingly, his children don't seem to have the passion for cars that he does, but they do want him to bring home the coolest, most expensive Porsches. Unfortunately, he has to tell them that those cars are for customers and he can't just drive them around anywhere he wants. Even though he does drive some Porsches home from work, the kids think they are not all that exciting.

Porsche Tidbits: Mark's first Porsche was a 1986 944. His favorite car to drive at the moment is a 2009 Boxster S. If he could have any Porsche, he says he would like to have one of his customer's cars, a 1989 911 Turbo-look cabriolet, red with black interior and only 10,000 miles on it. His favorite Porsche activities are the Richmond Porsche Meet (RPM) and track days at Virginia International Raceway (VIR). The annual Euroclassics Day at VIR got started because fellow Shenandoah member Alex Smith talked him into it. Mark also wanted to provide a low-key, low-stress opportunity for customers (especially "newbies") to see what their cars were capable of.

When Mark is not involved in Porsche or other business activities, he enjoys water and snow sports. Recently he started taking guitar lessons with two of his children—just for fun.





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