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**This Month: Chili Night at the Bennett's •
2006 Event Planning Session**

**Reporting: Santa Cruz Wine Tour • Buy/Sell Tech
with Don Wise • Autocross Number Seven**

This issue in full color on the web at <http://lpr.pca.org/post/post-latest.pdf>

PORSCHE

❖ How to buy and sell...

buying a used Porsche it is very important to get a pre-purchase inspection (PPI) to find out the condition of the car. For cars pre 1989 Don charges about \$100 which is money well spent. Newer cars cost more depending on model and required inspections. If the car is being purchased through eBay and it's too far to go to look at it, have a PPI done by a local shop. Local Porsche Club members can recommend potential shops. There is a guidebook for buying cars through eBay: "eBay Motors-The Smart Way" by Joseph T. Sinclair and Don Spillane (\$17.95). Sellers are responsible for the SMOG check. Dealers



Some folks thought that this tech session might be a little boring, that is until Don starting reading from the Kelly Blue Book. What presence! What charisma! What a showman!

have a mandatory list of attributes for cars they sell that generally are safety related. Cars that dealers sell have no cooling off period; once you have paid the money to the dealer the car is yours. Cars with new pads on their clutch and brake pedals probably have high mileage, hence the replacement.

Cars that have a salvage title should be avoided. The salvage title devalues the car on the order of 30%. It also makes the cars tougher to resell. Sometimes insurance companies will not insure salvage cars. In some states the salvage title is not permanent; this is why it is wise to get a Carfax, especially for expensive cars.

Edmunds has a book that is helpful: "Strategies for Smart Car Buyers".

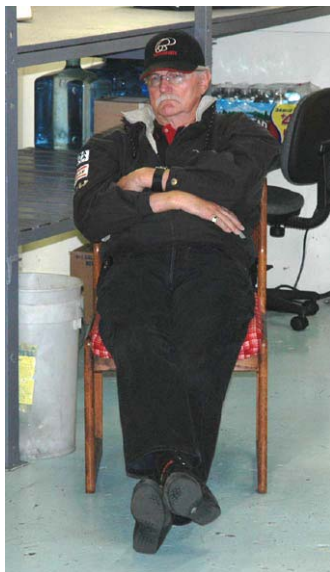
Buying "fixer-uppers" -Rust is probably the biggest problem. If there is extensive rust it is very expensive to repair. In 1976 Porsche started galvanizing the entire car so rust tends to be more of a problem on older cars, however the location of the car is a very important consideration. California cars generally have less rust than cars from the east coast or Hawaii. The cost to repair the engine and transmission is usually easier to estimate than body work.

Selling. - One approach to avoid the hassle is to have a shop sell the car on consignment. The cost is usually \$200 to \$300. Most places that do consignments have a good idea of what the cars are worth. Internet classifieds such as Craig's List (www.craigslist.com) can be useful. Also PartsHeaven and Pelican Parts can be helpful. Another good approach is selling to (also buying from) Porsche Club members. They often are familiar with the cars involved. If you are selling a car it is a good idea to clean it up and detail it or even to pay someone to detail it for you. It is often worthwhile to have minor repairs performed. Replacing the steering wheel and shift knob are often worth doing. Even replacing the windshield can be cost effective. Keeping all of the service records makes it easier to sell cars; potential buyers are impressed, and it is helpful for them to know the history of the car. If the car has matching VIN numbers on all parts it can be worthwhile to advertise; if they do not match, do not mention. After you have sold your car be sure and notify the DMV to deter them thinking you are liable for what happens to the car if the new owner fails to notify the DMV.

This was an excellent and very informative tech session and useful to all of us who buy and sell cars. Many thanks to Don Wise.



Above: Ken Mort takes notes for his write up of the event, while Del Sessions works hard to contain his enthusiastic reaction to Don's masterful presentation. Right: Likewise, Bob Peterson is on the edge of his seat as he attentively savors every utterance in Don's program.



Buy and sell; the Wise way..



Above, left: LPR President Tom Holdych, who arguably has bought and sold more vehicles than all of the membership of LPR combined, came out to see if he could pick up some Wise tips. Above: Don had Tech Chairman Jim Bryant hold up the audience "applause" card at the appropriate moments. Left: Harlan Pester is ecstatic to have a photo taken that isn't centered on his bald spot.





The crowd reacts to Don's dramatic readings from the Kelly Blue Book.



Sean Reed (yup, the Big Guy's son) came all the way from Oregon Region just to hear this presentation.



*Above: Don says, "Welcome to my world..."
Left: Both Vince Vincent and Suzette Pangrle somehow managed to usurp the President's seat during the session. Just one more proof of how wasteful and inefficient CEOs tend to be.*



*Above: Looks like someone played with Don's nameplate.
Right: Class is in session.*

