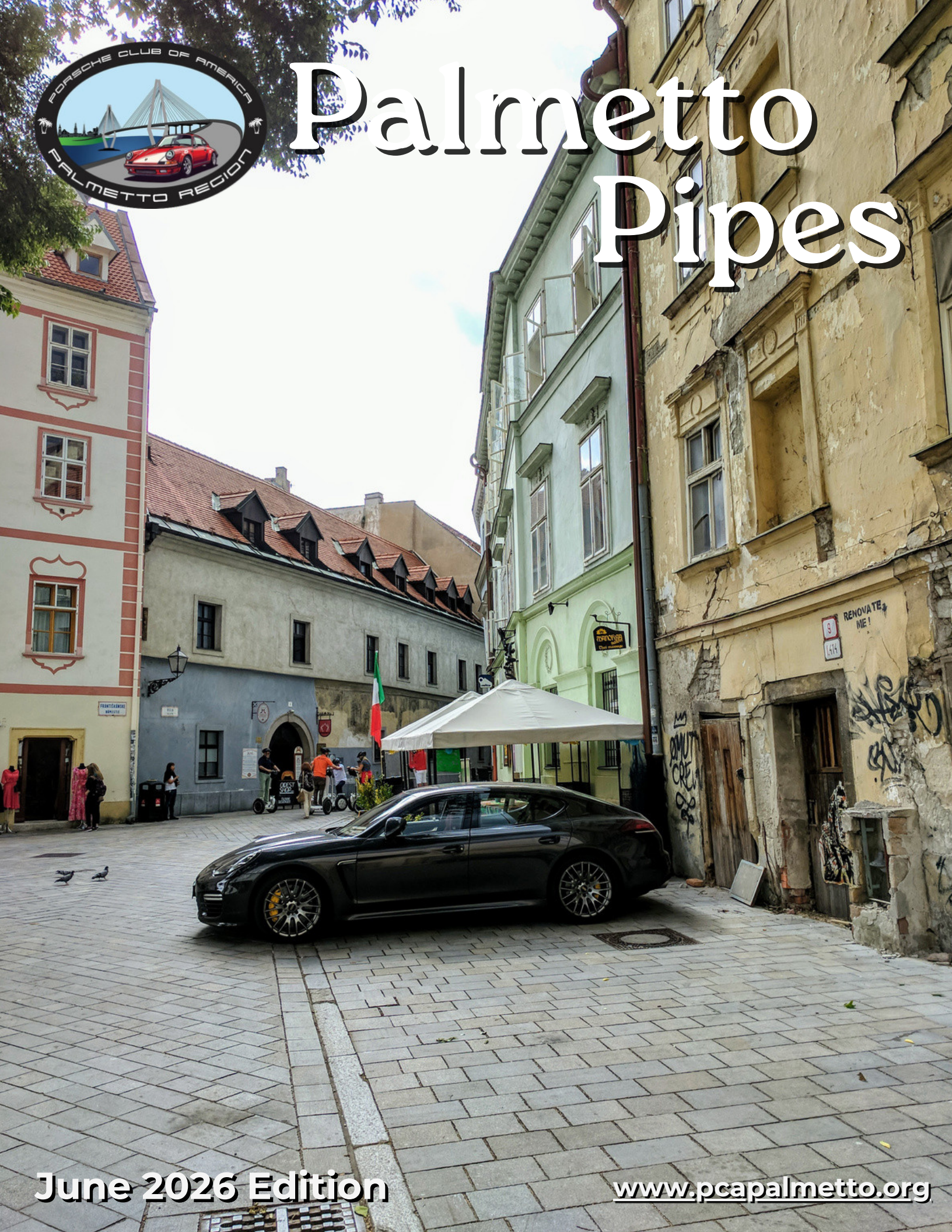




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UPCOMING EVENTS

CLICK ON UNDERLINED WORDING BELOW FOR MORE DETAILS

**MAY
31ST**

Sunday, 9:00am:
Women's Drive to Edisto

Ladies, join us as we make our way to Edisto Island for a leisurely lunch, fellowship and plenty of conversation!

**JUNE
9TH**

Tuesday, 6:30pm:
Monthly Palmetto Social

Join your fellow PCA members at Sol Southwest Kitchen + Tequila Bar in Mt Pleasant with our speaker, physical therapist Courtney from Recovery -N- Motion.

**JUNE
13TH**

Saturday, 9:30am:
19th Annual Highlands Motoring Festival

Discover the beauty and artistry of exquisite machines in the setting of western NC mountain in the resort village of Highlands NC

**JUNE
14-20**

Sunday, 9:00am:
Porsche Parade Lake Placid

The annual brings thousands of Porsche enthusiasts to Lake Placid for a week of driving tours, concours events, autocross, social gatherings, and family activities celebrating the Porsche community.

**JUNE
14TH**

Sunday, 9am:
Grand Strand Breakfast on Pawleys Island

Join fellow Grand Strand Porschephiles for breakfast every other month at Drift in Myrtle Beach.

**JUNE
28TH**

Sunday 11am:
Ale and Octane Car Show

Every 4th Sunday at New Realm Brewery on Daniel Island. Informal Ale and Octane Car Show.



Presidents Column

Palmetto Region continues to build momentum — and the growth we are seeing across the club is exciting to watch.

Dear Palmetto Region Members,

One of the accomplishments I'm most proud of is that Palmetto Region is now ranked #10 in the United States in percentage membership growth among all PCA regions. That momentum reflects the energy, participation, and enthusiasm of our members, volunteers, sponsors, and leadership team. The continued growth we are experiencing throughout Charleston, Pawleys Island, and the greater Grand Strand area is helping shape a stronger and more connected club than ever before.

The May 8 Evening with the Bells was truly a spectacular event and a milestone evening for Palmetto Region. With more than 100 guests attending from multiple PCA regions and several different states, it became the second-largest event in our club's 58-year history. The Grand proved to be a beautiful venue and the perfect setting for an unforgettable evening.

A special thank you goes to James Fox and Duvall Catering for creating an outstanding food experience for our members and guests. Justin and Derek Bell were everything we hoped they would be — engaging, entertaining, gracious, and authentic throughout the evening. I also want to recognize Karl Troy, who continues to be one of our top club sponsors and added a fantastic element to the stage presentation and overall experience.

Pawleys Island and the greater Grand Strand continue to be an important and growing part of Palmetto Region. I also want to recognize Jennifer Mims for the outstanding job she is doing as our Grand Strand Area Director. Her energy, organization, and commitment to member engagement are creating real momentum in the area, and it's exciting to see so many members becoming active through local events and gatherings.

We also have several exciting events ahead, including what is shaping up to be a very special July 25 Grand Strand gathering featuring coordinated rally drives into beautiful Brookgreen Gardens, a dedicated Porsche parking corral, and a group lunch for members. With Murrells Inlet serving as an ideal midpoint within Palmetto Region's large geographic footprint, this event creates a fantastic opportunity to bring members together from across the region for a truly unique driving and social experience.

We're also looking forward to the upcoming Sun, Surf & Speed Car Show at the Dunes Golf & Beach Club in September and the Second Annual Porsches in the Park on James Island this October.

Thank you all for your continued support, enthusiasm, and participation. The momentum across Palmetto Region is real, and I look forward to seeing many of you at an upcoming event soon.

Warm regards,

Keith Kirwin

President, Palmetto Region PCA



Membership Update

PCA National Membership: 170,043

Palmetto Region: 842 Members

Primary: 552 | Affiliate: 290 | Test Drive: 6

Welcome New Members!

Raymond L. Bonds
2013 911 Carrera S Cabriolet

Michael D. Comer
2014 Panamera

James R. Devito
2000 911 Carrera Cabriolet

Thomas Bruce Horton
2016 Cayman

Clark Jordan
2022 911 Carrera

Josh Lewis
2007 911 Carrera S

Craig Munson
2026 Macan

Leon Powell
2024 911 Carrera S

Anthony Todd Watts
2026 911 Turbo S

William D. Zielke
2016 Cayman GT4

Transfers In

A William Caiazza
2009 911 Carrera S Cabriolet 2
From: Hurricane

Nick Madarasz
2024 911 Carrera T
From: Carolinas

Stephen P. O'Reilly
1978 911 SC
From: Carolinas



One Month Behind



Join Us for the New Member Drive & Dine! > Rev up your engines for an unforgettable day of camaraderie and coastal cruising. On **Saturday, July 25th**, the Palmetto Region is hosting a New Member Welcome that brings together two beautiful, scenic driving routes, concluding at the breathtaking Brookgreen Gardens. Whether you are a brand-new member or a long-time enthusiast, this is the perfect opportunity to connect with fellow Porsche lovers, enjoy exclusive Porsche-only parking, and share a delicious meal at the Harvest Restaurant. Don't miss your chance to experience the best of our club community.

Register Today...

May 31st Edisto Women's Drive

Ladies, don't miss this Women's Drive

Sunshine, salt air, and Southern charm—Stuttgart style! Ladies, join our fleet as we make our way to Edisto Island for a leisurely lunch, fellowship and plenty of conversation!

Register online today....



The Longest Drive: How Porsche Conquered the World's Craziest Endurance Race

Story: The Duke

Following up on our recent look at the 914/6 GT's legendary "lug nut trick," it's time to dive deeper into the race that made such extreme tactics necessary: the Marathon de la Route. If you think the 24 Hours of Le Mans or Daytona are tough, buckle up. This is the story of an event that laughed at the 24-hour clock, hunting down the worst roads in Europe before culminating in an agonizing 96-hour survival test at the Nürburgring.

The Original Madness: Liège–Rome–Liège

Before it became a marathon on a closed track, this event was arguably the most feared road rally in the world. Founded in 1931, the Liège–Rome–Liège rally was an unabashed, high-speed blast across public European highways and mountain passes.

The premise was simple but masochistic: start in Liège, Belgium, drive down to Rome, and drive back. But there was a catch—the clock never stopped. * No Rest for the Wicked: There were no scheduled overnight halts. Two-man teams had to drive non-stop for over 3,000 miles. You either slept in the passenger seat while your co-driver hurled the car down an unpaved Alpine mountain at 3:00 AM, or you didn't sleep at all.

- **Hunting the Worst Roads:** Organizers actively sought out the most treacherous, car-breaking routes. The course famously tackled the fearsome Stelvio and Gavia passes in Italy—often loose gravel at the time—with sheer drops and zero guardrails.
- **The Unbeatable Time Controls:** The rally was structured with impossibly tight time controls between checkpoints. If you got stuck behind a local farmer's tractor in a village, you had to drive at terrifying speeds on the next open stretch just to avoid being penalized out of the event.



Helmut Polensky & Walter Schlüter overall winner of the 1952 Liège–Rome–Liège Rally

The Early Porsche Connection: Long before the 911 existed, this brutal rally is where the Porsche 356 earned its giant-killer reputation. Because the rally punished heavy cars and rewarded lightweight agility, the nimble 356 thrived. Helmut Polensky became the king of the era, taking overall victory with Walter Schlüter in 1952 and returning in 1954 to win again with Porsche legend Herbert Linge.

The dominance continued as the 356 evolved; Paul Ernst Strähle piloted a 356A Carrera to the top of the podium in 1957, and the 356's "road rally" era was capped off in 1959 when French driver Robert Buchet along with Paul Ernst Strähle as co-driver took the final win for the model. These victories proved that Porsche's air-cooled engines weren't just fast—they could survive days of sustained high RPMs on the most unforgiving roads in Europe.

Pushing the Limit: Into the Iron Curtain

By 1961, the organizers (the Royal Motor Union of Liège) wanted something even more punishing. They moved the "turnaround point" from Rome to Sofia, Bulgaria. The race became the Liège–Sofia–Liège, a 3,700-mile odyssey.

Across the Border

Drivers had to navigate the "Iron Curtain," crossing through Marshal Tito's Yugoslavia into Communist Bulgaria and Romania. These weren't just political borders; they were barriers to survival. In 1961, the pace was so murderous that out of 85 starters, only 8 cars finished.

The "Yugoslavian Death Trap"

The roads in Yugoslavia were notoriously unmaintained, consisting of jagged rocks, thick mud, and narrow cliffside passes without guardrails. This environment favored the 356 Carrera, which was powered by the legendary Fuhrmann "4-cam" engine capable of running at 8k RPM for days on end.

- **Porsche's "Lone Wolf" Endurance:** In 1961, while a Citroën took the win, a Porsche 356 Carrera 4-cam driven by Hans-Joachim Walter and Hans Wencher fought through the carnage to finish 2nd overall. They were the only team that could keep the high-powered factory Citroëns in their sights through the dust of the Balkans.

The "No Sleep" Policy

The rally required roughly 90 hours of continuous driving. The only sanctioned break was a single one-hour rest permitted in Sofia before turning around and heading back to Belgium.

- **The "Pillow" Technique:** Porsche drivers famously stuffed pillows into the sparse cockpits of their 356s to combat the bone-shaking vibrations of the gravel roads.
- **Herbert Linge's Vigil:** Legend has it that Porsche factory driver Herbert Linge could never master the art of sleeping in the passenger seat. While his co-driver, Paul Ernst Strähle, could nap through a rock-strewn mountain pass, Linge often stayed awake for nearly the entire four days, fueled by adrenaline and sheer willpower.



Porsche 356SL Gmünd Coupe Chassis #55. The overall winner of the rally in 1954. With Helmut Polensky (on the left) and Herbert Linge (on the right)



The #35 factory Porsche 356B Carrera 2 of Linge and Strähle sits ahead of the #45 Citroën DS at the 1961 rally

The 356's Final Stand

By 1964, the final year of the road-going Marathon, the rally had become a war of attrition. Against a field dominated by "Big Healeys" and specialized factory teams, a privateer Porsche 356B 1600 Super 90—driven by the Belgian duo Guy and Willy Sander—managed to finish 1st in Class and 8th Overall. It was a poetic end to the 356's road career; even as the roads became impassable for most, the old air-cooled flat-four simply refused to quit.

For some great period footage, check out this video from the 1961 Liège–Sofia–Liège rally. It's from the Citroën team so if your French isn't up to par, feel free to mute it. It really captures what they had to go thru with water crossing, the high mountain passes, to horses pulling out the crashed cars.

www.youtube.com/watch?v=_65YnaHwOMI

The Law Cracks Down: Enter the "Green Hell"

By the early 1960s, Europe was changing. Post-war economies were booming, traffic was clogging the once-empty mountain roads, and cars were getting alarmingly fast. Traffic police and local governments finally had enough of exhausted racers blasting through their villages at 100 mph.

When authorities refused to grant permits for the open-road rally, the organizers refused to let the event die. In 1965, they moved it to the only place terrifying enough to capture the rally's grueling spirit: the **Nürburgring**.

Combining the *Nordschleife* and the *Südschleife* into a massive 17.5-mile closed circuit, they set the timer. The race started at 82 hours and eventually peaked at a mind-bending **96 hours (four days and four nights) of continuous racing**.

The Rules of Survival

Racing for four days is brutal enough, but the Marathon's Nürburgring rulebook was practically sadistic, designed to maintain the "self-reliant" spirit of the old rally days.

- **The One-Minute Rule:** You were allowed exactly 60 seconds in the pits for refueling or driver changes. For every minute you went over, you were penalized one full 17.5-mile lap.
- **The "Lug Nut Trick":** This strict 60-second rule is exactly why Porsche engineered their genius 1970 strategy with the 914/6s. Drivers would pull over just before the pit lane entrance, pocket all but one lug nut per wheel, and limp to the crew. The crew swiftly swapped the tires on that single nut, and the driver would pull over just after the pit exit to screw the rest back on themselves—entirely avoiding the penalty zone!

Porsche's Playground

The Marathon was an absolute meat grinder for cars. It was the perfect marketing tool for Stuttgart to showcase its engineering.

- **1967 (The Sportomatic Victory):** Porsche entered a lightweight 911 R equipped with their new, semi-automatic "Sportomatic" transmission. Many doubted a semi-auto gearbox could survive an 84-hour thrashing. Instead, the trio of Hans Herrmann, Vic Elford, and Jochen Neerpasch took the overall victory.
- **1968 (Back-to-Back):** Porsche proved it wasn't a fluke, winning the 84-hour race again with a 911 driven by Dieter Glemser, Herbert Linge, and Willi Kausen.
- **1970 (The 914/6 Sweep):** To prove the mid-engine 914 was a "real" Porsche, the factory team entered three 914/6 GTs. Thanks to their incredible durability and brilliant pit strategy, they took 1st, 2nd, and 3rd place overall out of a field of 64 cars.



1970 Marathon de la Route. The 914/6 sweep, the year of the lugnuts.

The Mind Bends: Hallucinations at 150mph

Perhaps the most captivating—and terrifying—legacy of the Marathon de la Route is what it did to the drivers' brains. Pushing humans to race at the limit for 80+ hours straight, mostly in the pitch-black Eifel mountains, caused massive sleep deprivation. By day three, the Nürburgring turned into a surrealist nightmare.

- **The Phantom Living Room:** Multiple drivers reported coming around high-speed, blind corners only to slam on the brakes because a full living room—complete with an armchair, floor lamp, and piano—was sitting right on the racing line.
- **Hovering Livestock:** British racer Tony Lanfranchi famously had to convince himself not to lift off the throttle when he saw a herd of cows floating a few feet off the ground near the Karussell. His exhausted brain was misinterpreting the morning mist and reflective track markers.
- **Ghost Passengers:** The rules strictly dictated one driver per car, but sleep-deprived racers constantly hallucinated co-drivers. Many reported having deep, hours-long conversations with invisible navigators. One driver even pitted and furiously demanded his mechanics get his "passenger" out of the car.
- **The Infinite Tunnel:** As fatigue peaked, the tunnel of trees illuminated by the headlights would seem to warp. Drivers felt as if the track was standing still and the trees were moving past them, causing some to forget to steer entirely and crash straight into the hedges at low speeds.

A Somber Pass at the Ring: The #11 factory Porsche 911 S, driven by Gaban, "Quernette," and Linge, sweeps past the tragic remains of its sister car during the 1967 Marathon de la Route. The crashed car (#15) had been driven by Belgian Georges Berger, who lost his life in the accident. At this stage of the 84-hour race, the #11 car was leading the field, demonstrating the incredible pace and durability of Porsche's new Sportomatic gearbox before its eventual retirement allowed the #14 911 R driven by Elford, Herrmann, and Neerpasch to take the victory.



The Grand Finale: 96 Hours into History

The Marathon reached its absolute peak—and its breaking point—in 1971. For the final edition, organizers stretched the clock to a staggering 96 hours. It was no longer just a race; it was a four-day siege. Of the 39 cars that dared to start, only 16 were left standing by the time the checkered flag waved on Saturday morning. While the pre-race favorites like the powerful BMW 2800 CS and Ferrari Dino crumbled under the mechanical strain, it was the lightweight Alpine A110 1600S that tip-toed through the carnage to take the final overall victory. Despite the historic 8,100-mile distance covered by the winners, the grandstands were nearly empty; the "novelty" of a four-day race had proved too much even for the most hardcore fans, and the logistical nightmare of staffing the Nürburgring for nearly a week had become unsustainable. As the engines finally cooled in August 1971, the Marathon de la Route passed into legend, replaced by the more "civilized" 24-hour format we know today—leaving behind a record for endurance that will likely never be challenged.

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What is a Spelling Bee Rally?

The Spelling Bee Rally is an exciting tour where participants visit towns and cities of their choice, covering a required number of locations. Here's the twist: you'll be given a special phrase, and for each letter in that phrase, you must visit a town or city whose name starts with the corresponding letter.

For example, if the phrase contains the letter "S," you'd visit a town like Summerville. You'll take a photo as proof of your arrival—it's as simple as that!

Whether you're looking for a relaxing drive or a creative challenge, this rally has something for everyone.



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Story:
The Duke

An Exclusive Evening with Derek & Justin Bell: A Night of Racing History at The Grand at 81 Mary

On the evening of May 8th, more than 100 Palmetto Region members and guests gathered at The Grand at 81 Mary in historic Charleston for what would become the second-largest event in the club's 58-year history. The occasion: an intimate evening with two of motorsport's most celebrated names — five-time Le Mans winner Derek Bell and his son Justin, FIA GT World Champion and one of the sport's most recognizable media voices.

How It All Began

The story of how the Bells came to Charleston is itself worthy of a podium finish. Club President Keith introduced the evening by tracing an unlikely chain of events that began at Watkins Glen, wound through a legendary racing bar, and ended with a handshake next to a then-16-year-old Oliver Bell — Justin's son, who that same weekend was graduating from The Citadel. Keith, who had befriended Justin after offering to help Oliver navigate life in Charleston as a new cadet, looked back on the journey with characteristic warmth.

"That's a lot of miracles," he told the room. "Had I not just leaned in — with those teams, those races, taking my son — I never would have been standing next to Oliver Bell at that crazy bar."

Oliver himself took the stage to say farewell to the city and the club that had become a second home during his four years at The Citadel. "I didn't expect this when

coming to Charleston," he said. "Getting the opportunity to join the Porsche Club on so many drives and get to know each of you — it's been such an honor." He leaves for Los Angeles to begin his career, though judging by the room's reaction, Charleston hasn't seen the last of him.

Father, Son, and Le Mans

With the evening's hosts properly introduced, Justin and Derek took center stage for a wide-ranging conversation that was by turns hilarious, poignant, and deeply illuminating about what it meant to race at the highest level of endurance motorsport across two generations.

Justin set the tone early, reflecting on what it was like to grow up as Derek Bell's son. "People often ask, did you know he was different? Did you know he was special?" he said. "The honest answer is, not really — until I went to prep school and someone beat me up because they'd seen him on local TV." Derek, for his part, offered a characteristically understated response: "You're the only family I had. So when you came with me, there was nobody else. We just had to take the family along." The conversation turned to the races they shared together — twice at Le Mans, in 1992 in the legendary Porsche 962 and again in 1995 in the Harrods-liveried McLaren F1 GTR. Both times, it rained.

The 1992 race produced one of the evening's best stories: Derek had been leading for 17 hours alongside Justin and Andy Wallace when, in the middle of the night, a knock came at the motorhome door. Justin had done his stint and couldn't continue. Andy Wallace, supposedly resting, said the same. Derek got dressed, got back in the car, and drove. Hours later, handing the car back to Justin for the final push, his son looked up expectantly from the cockpit, waiting for some fatherly wisdom. Derek looked back at him and

said simply: "I don't know what to tell you." He slammed the door.

"And I went, oh my god, that's my son," Derek told the room. "I'd just sent him to his death." They finished third. The 1995 Le Mans in the McLaren — a race Justin describes as one of the most important of his life — found them sharing the beautiful Harrods yellow-and-green livery on a legendary grid that included Mario Andretti and his son Michael.

"It's really weird," Justin observed, "how a car with that beautiful paint scheme is more popular today than the Japanese car sponsored by an erectile dysfunction company that actually won." Mario, he added, had told them recently that he would give one of his IndyCar championships to have won Le Mans. "That puts it in perspective," Derek said quietly.



Ground Effects and the Physicality of Speed

A question from the audience about which of the great Porsche endurance racers — the 936, the 956, or the 962 — was the most difficult to drive drew a thoughtful answer from Derek that held the room rapt.

The 936, he said, was "a beautiful car — like driving a Rolls-Royce. Perfectly balanced, smooth, it did everything you wanted." The 962 was a different proposition entirely, particularly in its early days when ground effect was a new and not fully understood phenomenon. Derek walked the audience through the physics with the patience of a man who has explained corners at 235 mph to a lot of people over the years: the air rushing over the car pulls the air from beneath it faster, generating tremendous downforce through the corners. "A lot of people don't realize it's the ground effect making them go quicker," he noted. "They just go around a corner and think, well, that's good."

What the audience perhaps didn't fully appreciate until Justin put it plainly was just how physical that era of racing was. No ABS. No traction control. Manual gearboxes. Derek's hands would bleed from shifting. Drivers climbed out of the car after stints with towels over their heads and feet in buckets of ice, knowing they had to get back in two hours later.

"These guys are like the Chuck Yeagers of racing,"

Justin said. "They broke incredible barriers. And one day this generation won't be around to tell these stories. That's part of why tonight matters."

Derek underscored that point himself with a quietly devastating moment from a recent historic event in France, where Renault had invited him to drive the Alpine in which he'd competed back in 1977 and '78. He climbed in for the first time in 50 years, found his name still written on the back of the seat, and did three laps. Afterward, a commentator asked how it felt.

"It was all right," Derek told him. "But do you realize — out of my seven rivals from that era, I am the only one alive." A pause settled over the room. "That's what it was like in those days. We make it glamorous and powerful. But it was bloody dangerous. Thank God I'm still here."

The Driving School Years

The evening's lighter moments came during a discussion of the Derek Bell Porsche Precision Driving School, a pioneering program in the 1980s that took Porsche owners to racetracks around America to learn their cars properly — long before any manufacturer offered anything similar. Justin, who was a young up-and-coming driver at the time, served as one of the instructors alongside his father and a roster of notable racing names.

Derek recalled pitching the concept directly to Porsche: bring your car, learn to drive it, leave knowing it better — and maybe buy a new one next year. Porsche invested almost nothing. The program ran for two and a half years until a fuel crisis brought corporate spending to a halt. "We met some really incredible people," Derek said warmly. "Top Gun pilots. All sorts."



Justin's contribution to the driving school reminiscences was rather less dignified and had the room in stitches — involving a passenger lap at Bridgehampton, a chain of Long Island strip clubs, a very tall girlfriend, and a remark that has likely never been equaled as a testimonial for the 911. We'll leave the details to those who were there.

A Passion That Spans Generations

The evening's final segment brought a third voice to the stage — one closer to home. Karl Troy, owner of European Road and Racing and a longtime Palmetto Region sponsor, joined the Bells for a conversation that felt like a natural extension of everything the evening had been about.

Karl's story is its own kind of motorsport legacy. He started working on cars in Austria at 14, graduated high school, and never looked back. Thirty-five years later, European Road and Racing is still going — and his daughter Abby is now one of his technicians. "I still cannot wait to come to work on Monday morning," he told the room. Justin, grinning, noted that if he and Derek had to work on their own cars, they'd still be stranded somewhere on motorbikes.

Karl spoke about the relationship between mechanical knowledge and driving — a thread Derek and Justin had already pulled at — the idea that some drivers were so technically gifted they could actually overthink it, while others simply pushed until something broke. Karl landed somewhere in between, illustrated perfectly by a story from Carolina Motorsports Park where, after blowing his engine in race one, he borrowed a competitor's parts car, cobbled together a window net assembly from whatever was lying around, qualified second, and won the race outright by lap four.

"That's when you realize you grow," he said. "You do something that didn't seem possible because you were just pushed into a direction and you made the most of it."

It was a sentiment that fit the evening perfectly — a room full of people who understand that the best stories, whether they happen at Le Mans or at a regional club race in South Carolina, tend to start with someone deciding to lean in.

A Night to Remember

By the time the evening's formal program drew to a close, the room had heard stories spanning five decades of motorsport, from the Mulsanne Straight in the dark and the wet to a recent Sunday afternoon in central France in a car that hadn't run properly in half a century. What connected them all was something that every person in that restored brick building seemed to understand instinctively — the particular passion for machines, speed, and the people who dedicate their lives to both.



Club President Keith, who had done so much to bring the evening together, put it simply at the start of the night: "We're number 10 in the nation for factored growth. I wanted to see if we could pull off something bigger. Can we do nicer stuff? Can we leverage this to do more?" On the evidence of May 8th, the answer is yes.

The Palmetto Region would like to thank The Grand at 81 Mary, Duvall Catering & Decor, and all of our sponsors for making this evening possible. A special thank you to Oliver Bell — Palmetto Region honorary member, Citadel graduate, and the unexpected thread that connected it all.

Photos, Video, and Exclusive Memorabilia are Now Online:

- **Official Event Gallery:** The photo album and video content from the evening are officially uploaded. You can browse through the highlights, download your photos, and relive the best moments on our [event gallery page link](#).
- **Signed Memorabilia Store:** Before departing, Derek and Justin personally signed a very small number of unique pieces for the club, including books, artwork, and collector items. These are now live in the club store, but inventory is highly limited and available only while supplies last. You can browse the collection on our [club store page link](#).



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CLIFF'S CORNER

SHOULD I TRADE, OR SELL OUTRIGHT?

By Cliff Hudson



Several times a year, a customer who is purchasing a replacement car will call and ask the following:

“Hey Cliff, if I sell my old car myself, I will get more money than if I trade it in, right?”

The answer is that you certainly may. However, let's examine some of the hurdles that an individual can encounter when attempting to sell a car.

1) You will be meeting people that you have never met before. You don't want to invite them to your house, but rather somewhere very public and safe. For added safety, you should always have someone accompany you.

2) Every buyer wants to test drive a car. You should always accompany them and not let them leave in the car solo. Use your head here. If there's 3 of them, one of you and they look “shady”, pass on the sale.

3) Most buyers will want a Pre-Purchase Inspection performed. Be prepared to have to deliver the car to the shop of their preference. Again, you never release the car to someone you do not know.

4) If you have a lien on the car, it has to be paid off in order to get the title. You cannot fully convey ownership until you have the title, so if there is a lien you have to use a bill of sale and arrange with the bank for the payoff and the release of title.

5) In South Carolina, only the SC Bill of Sale form can be used and it must be an original SC printed form. You are not allowed to copy it or print it offline.

6) To get top dollar, have the car “standing tall”. That is a car dealer saying for a car that is perfect, clean as can be, everything working well and nothing to apologize for.

7) Properly execute the title! This is the one most people miss. A car flipper's trick is to get you to sign as the seller, but they will leave the signature of the buyer blank. This is known as an “open title” and is against SC law. It allows the flipper to fill in the name of the person they sell it to and never technically own it (so they don't have to pay the state infrastructure fee). And the entire time they have it, it is legally still yours (and your liability)! Insist that both you AND the buyer sign the title, make copies of their driver's license and of the front AND back of the title AFTER it is signed. Also, SC titles have a detachable section at the bottom that allows you to notify the DMV that you sold the car and who purchased it. Fill this out and send it in.

8) Know how you are getting paid! The world is full of scammers today. Even fake cashiers' checks exist. BE CAREFUL here!

In a lot of situations, it's best for most people to trade, or sell through a reputable broker.



Brought to you by Rusty



Here is a very recent real life example of Cliff's article on the previous page using an independent broker to handle a sale. A friend of mine owned a 2022 Cayman T in excellent condition with a manual gearbox and about 16,000 miles on the odometer. He had purchased the car used from a Porsche dealer in early 2025 for \$69,250. The vehicle came with a CPO warranty (transferable) which runs until December of 2027.

He approached a couple of Porsche dealers to get figures from them on what they would pay, both felt the vehicle was worth between \$52,000 and \$55,000 if they purchased it outright. This of course is a quick and fairly simple way to sell the car and he would have had his money almost immediately with very little effort on his part.

My friend then called a broker (who he found through Pano) and was told that the broker felt the vehicle was worth significantly more if sold on the open market given the condition of the car plus the fact that Caymans were no longer rolling off the production line at Porsche and these factors increased demand (read higher price) for this entry level two door model.

The broker was active in his local PCA chapter and after checking with a few officers in that chapter for references my friend entered into a contract with him. My friend drove the Cayman to the broker who then had the vehicle detailed, photographed and listed on a number of websites. The vehicle was sold in under three weeks for \$72,500 with the total fee from the broker of 3% plus under \$500 for the detailing and photos. Neither the broker or the buyer were in SC.

The buyer wired the full purchase price directly to my friend. The broker then transferred the title once he was notified of the funds being received and he sent a bill of sale to my friend along with a statement for his services. My guy paid the broker by Venmo/Zelle and that was that.

This case is somewhat unusual given the large spread between the dealer offer and the actual brokerage sale amount due to a number of factors but selling your car through a broker, while involving some time and effort, can well be worth it.



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