



**PORSCHE**

## Certificate of Authenticity

The Porsche vehicle with the identification number listed below was manufactured with the following assembly specifications:

**WPOEB0931KS070367**

**Model Year/Type**

1989 911 Turbo Cabriolet

**Production Completion Date**

11/30/1988

**Manufacturer's Suggested  
Retail Price (MSRP)**

\$85,718.00 USD

**Engine Number/Type**

68K00707 (M93/68)

**Transmission Number/Type**

2K01286 (G50/50)

**Exterior Paint Color/Code**

Guards Red/G1

**Interior Material Color/Type**

Leather/Leatherette Belt-Cashmere  
Beige/Black/QH

**Optional Equipment**

Steering Wheel w/ Raised Hub  
Blaupunkt Radio 'Reno'  
Limited Slip Differential  
Shorter Gear Shift Lever  
Amplifier System

Luggage Compartment Black  
Velour  
Supple Leather Seats  
California Emissions

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Detlev von Platen  
President and Chief Executive Officer  
Porsche Cars North America, Inc.



**PORSCHE**  
 PORSCHE CARS NORTH AMERICA, INC.

SHIP TO: 0244  
 SACDIN IMPORT CENTER, INC.  
 3131 E. FREMONT  
 LAS VEGAS NV 89104

SC  
 31  
 LY

MAKE: PORSCHE

592

YEAR:  
1989

MODEL:  
930

MODEL NO:  
930980

COLOR INT.  
G109 QH

ORDER REF: 129877  
 VEHICLE IDENTIFICATION NO:  
 WF0EB0931KSG70367

STANDARD EQUIPMENT AT NO EXTRA COST:

- 6-CYLINDERS, 3.3 LITERS,
- 282 HP ENGINE W/ TURBOCHARGER
- INTERCOOLER
- AIR COOLED, REAR MOUNT ENGINE
- 5-SPEED MANUAL TRANSMISSION
- W/ HYDRAULIC CLUTCH
- LIMITED SLIP DIFFERENTIAL
- STABILIZER BARS, FRONT & REAR
- RACK AND PINION STEERING
- 7JX16 FORGED ALLOY WHEELS
- 205/55 VR 16 TIRES - FRONT
- 9JX16 FORGED ALLOY WHEELS,
- 245/45 VR 16 TIRES - REAR
- ANTI-THEFT DEVICE FOR WHEELS
- ENERGY-ABSORBING BUMPERS
- GRADUATED TINT WINDSHIELD
- FLEXIBLE CLEAR REAR WINDOW
- HEAVY-DUTY WINDSHIELD
- CLEANING

STANDARD EQUIPMENT AT NO EXTRA COST:

- HEATABLE AND ELECTRICALLY
- ADJUSTABLE OUTSIDE MIRRORS
- WINDSHIELD ANTENNA, W/ANTENNA
- AMPLIFIER & NOISE SUPPRESSION
- 4-SPEAKER SOUND SYSTEM
- W/ AMPLIFIER
- AIR CONDITIONER
- AUTOMATIC HEATING CONTROL
- INTEGRATED CENTRAL LOCKING
- AND ALARM SYSTEM
- POWER WINDOWS
- FULL POWER FRONT SEATS
- INTEGRATED FOG LIGHTS
- POWER-OPERATED TOP
- TURBO-BOOST PRESSURE GAUGE
- 10-YR. LIMITED ANTI-CORROSION
- WARRANTY

MANUFACTU

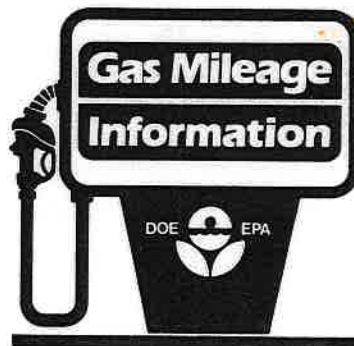
MY89 PORSCHE 91



Compare this vehicle to others in the **FREE GAS MILEAGE GUIDE** available at the dealer.

CITY MPG

24	26	28
24	26	28
24	26	28
24	26	28
24	26	28



HIGHWAY MPG

34	36	38
34	36	38
34	36	38
34	36	38
34	36	38

Actual Mileage will vary with options, driving conditions, driving habits and vehicle's condition. Results reported to

MY89 PORSCHE 911 TURBO CABRIO  
 201 CID ENGINE

For Comparison Shopping,  
 all vehicles classified as  
 MINI COMPACT

GUARDS RED  
 LTHR/LYHTE BELT  
 RADIO "RENO"  
 STEERING WHEEL W  
 SHORTER GEAR SHI  
 LUGGAGE COMPARTM  
 SUPPLE LEATHER

**PORSCHE**<sup>®</sup>  
 PORSCHE CARS NORTH AMERICA, INC.

SHIP TO: 0244  
 BAUDIN IMPORT CENTER, INC.  
 3131 E. FREMONT  
 LAS VEGAS NV 89104

SOLD TO: 0244  
 BAUDIN IMPORT CENTER, INC.  
 3131 E. FREMONT  
 LAS VEGAS NV 89104

MAKE: PORSCHE

MODEL: 930 MODEL NO: 930980 COLOR INT: 61V9 OH

ORDER REF: 129877  
 VEHICLE IDENTIFICATION NO: WFOED0931K9070367

POE: RICHMOND CA  
 METHOD OF TRANSPORTATION TRUCK

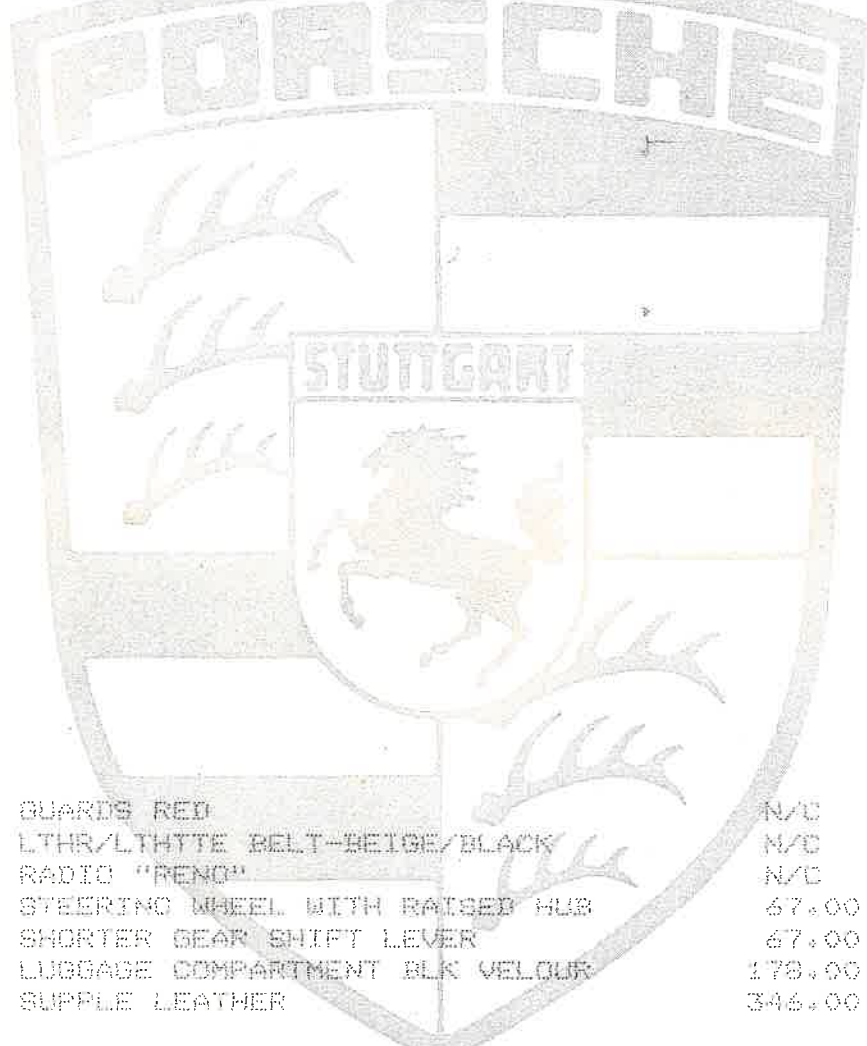
3

EQUIPMENT AT NO EXTRA COST:  
 3.3 LITERS, ENGINE W/ TURBOCHARGER  
 REAR MOUNT ENGINE  
 MANUAL TRANSMISSION  
 SLIP CLUTCH  
 SLIP DIFFERENTIAL  
 R BARS, FRONT & REAR  
 PINION STEERING  
 RGED ALLOY WHEELS  
 R 16 TIRES - FRONT  
 RGED ALLOY WHEELS,  
 R 16 TIRES - REAR  
 T DEVICE FOR WHEELS  
 BSORBING BUMPERS  
 D TINT WINDSHIELD  
 CLEAR REAR WINDOW  
 TY WINDSHIELD

STANDARD EQUIPMENT AT NO EXTRA COST:  
 -HEATABLE AND ELECTRICALLY  
 ADJUSTABLE OUTSIDE MIRRORS  
 -WINDSHIELD ANTENNA, W/ANTENNA  
 AMPLIFIER & NOISE SUPPRESSION  
 -6-SPEAKER SOUND SYSTEM  
 W/ AMPLIFIER  
 -AIR CONDITIONER  
 -AUTOMATIC HEATING CONTROL  
 -INTEGRATED CENTRAL LOCKING  
 AND ALARM SYSTEM  
 -POWER WINDOWS  
 -FULL POWER FRONT SEATS  
 -INTEGRATED FOG LIGHTS  
 -POWER-OPERATED TOP  
 -TURBO-BOOST PRESSURE GAUGE  
 -10-YR. LIMITED ANTI-CORROSION  
 WARRANTY

MANUFACTURER'S SUGGESTED RETAIL PRICE:

MY89 PORSCHE 911 TURBO CABRIO 85060.00

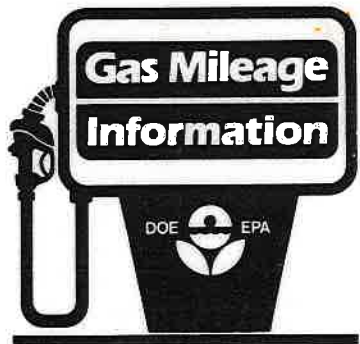


GUARDS RED N/C  
 LTHR/LTHTT BELT-BEIGE/BLACK N/C  
 RADIO "RENO" N/C  
 STEERING WHEEL WITH RAISED HUB 67.00  
 SHORTER GEAR SHIFT LEVER 67.00  
 LUGGAGE COMPARTMENT BLK VELOUR 179.00  
 SUPPLE LEATHER 346.00

Vehicle to others in the **FREE GAS MILEAGE GUIDE** available at the dealer.

CITY MPG

24  
 24  
 24  
 24  
 24



HIGHWAY MPG

33  
 33  
 33  
 33  
 33

ary with  
 iditions,  
 vehicle's  
 eported to  
 ie majority

MY89 PORSCHE 911 TURBO CABRIO  
 201 CID ENGINE  
 5 CYLINDER, FUEL INJECTION

For Comparison Shopping,  
 all vehicles classified as  
 MINI COMPACT  
 have been issued

GAS BUZZLER TAX: 850.00

FACTORY INSTALLED OPTIONS AND ACCESSORIES: 86548.00

VEHICLE PREPARATION: INCLUDED

MODEL  
930

MODEL NO.  
930980

COLOR INT.  
G1V9 GH

VEHICLE IDENTIFICATION NO.  
WP0EB0931K9070367

TYPE OF TRAILER OR TOWBAR  
TRUCK

EQUIPMENT AT NO EXTRA COST:

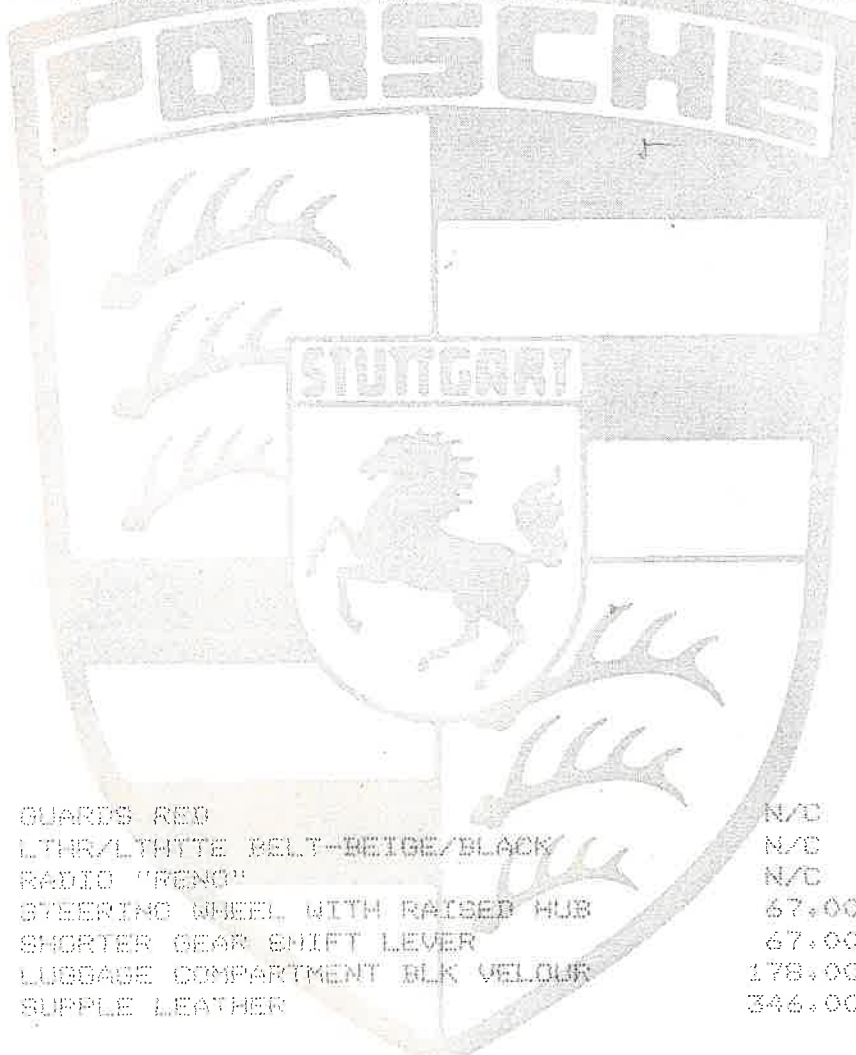
16 VALVE, 3.3 LITERS,  
 ENGINE W/ TURBOCHARGER  
 OVERDRIVE  
 LED, REAR MOUNT ENGINE  
 MANUAL TRANSMISSION  
 HYDRAULIC CLUTCH  
 SLIP DIFFERENTIAL  
 STEERING SHOCKS, FRONT & REAR  
 REAR PINION STEERING  
 FORGED ALLOY WHEELS  
 W/ 16 TIRES - FRONT  
 FORGED ALLOY WHEELS,  
 W/ 16 TIRES - REAR  
 STEERING DEVICE FOR WHEELS  
 ABSORBING BUMPERS  
 TINTED WINDSHIELD  
 CLEAR REAR WINDOW  
 SECURITY WINDSHIELD  
 BUMPERS

STANDARD EQUIPMENT AT NO EXTRA COST:

-HEATABLE AND ELECTRICALLY  
 ADJUSTABLE OUTSIDE MIRRORS  
 -WINDSHIELD ANTENNA, W/ANTENNA  
 AMPLIFIER & NOISE SUPPRESSION  
 -6-SPEAKER SOUND SYSTEM  
 W/ AMPLIFIER  
 -AIR CONDITIONER  
 -AUTOMATIC HEATING CONTROL  
 -INTEGRATED CENTRAL LOCKING  
 AND ALARM SYSTEM  
 -POWER WINDOWS  
 -FULL POWER FRONT SEATS  
 -INTEGRATED FOG LIGHTS  
 -POWER-OPERATED TOP  
 -TURBO-BOOST PRESSURE GAUGE  
 -10-YR. LIMITED ANTI-CORROSION  
 WARRANTY

MANUFACTURER'S SUGGESTED RETAIL PRICE:

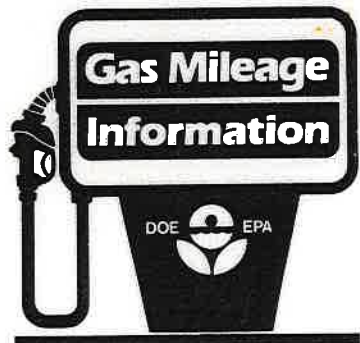
MY89 PORSCHE 911 TURBO CABRIO 85060.00



Compare this vehicle to others in the FREE GAS MILEAGE GUIDE available at the dealer.

CITY MPG

24  
 24  
 24  
 24  
 24



HIGHWAY MPG

36  
 36  
 36  
 36  
 36

will vary with  
 driving conditions,  
 and vehicle's  
 load capacity. All  
 ratings reported to  
 you at the majority  
 of these estimates  
 are between

MY89 PORSCHE 911 TURBO CABRIO  
 201 CID ENGINE  
 6 CYLINDER, FUEL INJECTION  
 5-SPEED MANUAL TRANSMISSION

For Comparison Shopping,  
 all vehicles classified as  
 MINI COMPACT  
 have been issued  
 mileage ratings  
 ranging from

CALIFORNIA EMISSIONS

Estimated Annual Fuel Cost: \$1031

17 to 26 mpg city  
 and  
 19 to 32 mpg  
 highway.

\*\*\* GAS GUZZLER TAX \$ 850.00 \*\*\*

PCNA VDT 634

GAS GUZZLER TAX*	850.00
FACTORY INSTALLED OPTIONS AND ACCESSORIES:	86568.00
VEHICLE PREPARATION:	INCLUDED
DESTINATION CHARGE:	545.00
<b>TOTAL*</b>	<b>87133.00</b>

\*Gasoline, license and title fees, state and local taxes and dealer installed options and accessories are not included.

VEHICLE PRE-DELIVERY COMPLETED AT  
 PORSCHE CARS NORTH AMERICA  
 PREPARATION CENTER

**MOTOR VEHICLE  
PURCHASE ORDER  
AND DISCLOSURES  
REQUIRED BY  
FEDERAL LAW**

**OGNER MOTORCARS INC.**  
21301 VENTURA BLVD. • Phone: (818) 884-4411  
WOODLAND HILLS, CALIF. 91364

Stock No. 470  
Source REPEAT  
Salesman PESACOV, LARRY  
Date 04/13/89  
Bus. Phone 805-373-3900  
Res. Phone 818-991-9848

Buyer(s) GRAYBILL, MARK, D.  
Address 5900 GREY ROCK RD. City AGOURA, CA. 91301 Zip \_\_\_\_\_

In this purchase order the words "we", "us" and "our" refer to the creditor (seller) named below. The words "you" and "your" refer to the buyer and co-buyer if any named herein. Enter my order for the motor vehicle, accessories and insurance listed below under the terms and conditions set forth below and on the reverse hereof.

**SEE OTHER SIDE FOR ADDITIONAL  
TERMS AND CONDITIONS:**

**DISCLOSURES PURSUANT TO TRUTH-IN-LENDING ACT**

ANNUAL PERCENTAGE RATE The cost of your credit as a yearly rate.	FINANCE CHARGE The dollar amount the credit will cost you.	Amount Financed The amount of credit provided to you or on your behalf.	Total of Payments The amount you will have paid after you have made all payments as scheduled.	Total Sale Price The total cost of your purchase on credit, including your down payment of \$51082.27
12.00 %	\$ 12857.60	\$ 40000.00	\$ 52857.60	\$ 103939.87

**YOUR PAYMENT SCHEDULE WILL BE:** ONE PAYMENT OF \$40000.00 DUE 04/20/89 OR

Number of Payments:	Amount of Payments:	When Payments Are Due:
One Payment of		
One Payment of		
59 Payments	880.96	Monthly, beginning 04/13/89
One Final Payment	880.96	03/13/94

**SECURITY:** You are giving a security interest in the goods or property being purchased.  
**LATE CHARGES:** If any payment is more than 10 days late you will be charged 5% of the payment.  
**PREPAYMENT:** If you pay early, you may be entitled to a refund of part of the finance charge.  
See your purchase order documents for any additional information about nonpayment, default, any required prepayment in full before the scheduled date and prepayment refunds.

NEW  USED  GAS  DIESEL  OTHER  COLOR RED TRIM BEIGE APPROX. DEL. DATE \_\_\_\_\_ R.O.S. NO. \_\_\_\_\_

YEAR	CYL.	MAKE	MODEL	TYPE	V.I.N.
89	6	PORSCHE	911 TURBO	RDST	WPOEB0931KS070367
ODOMETER	98	KEY NO	TAB NO	LIC NO	

**NOTICES:** The names and addresses of all persons to whom the notices required or permitted by law are to be sent are set forth below.  
If you are buying a used vehicle with this purchase order, as indicated in the description of the vehicle above, federal regulation may require a special buyers guide to be displayed on the window.

**THE INFORMATION YOU SEE ON THE WINDOW FORM FOR THIS VEHICLE IS PART OF THIS CONTRACT. INFORMATION ON THE WINDOW FORM OVERRIDES ANY CONTRARY PROVISIONS IN THE CONTRACT OF SALE.**

**STATEMENT OF INSURANCE**

**NOTICE:** No person is required as a condition of financing the purchase of a motor vehicle to purchase, or negotiate any insurance through a particular insurance company, agent or broker.

You have requested Seller include in the balance due under this agreement the following insurance. Insurance is to expire WITH  BEFORE  AFTER  the due date of the final installment. Buyer requests seller to insure the described property against fire, theft, and collision for the term of this agreement. Any insurance will not be in force until accepted by the insurance carrier.

\$ <u>N/A</u> DED. COMP. FIRE & THEFT	Mos.	\$ <u>N/A</u>
\$ <u>N/A</u> DEDUCTIBLE COLLISION	Mos.	\$ <u>N/A</u>
BODILY INJURY \$ <u>N/A</u> LIMITS	Mos.	\$ <u>N/A</u>
PROPERTY DAMAGE \$ <u>N/A</u> LIMITS	Mos.	\$ <u>N/A</u>
MEDICAL	Mos.	\$ <u>N/A</u>
	Mos.	\$ <u>N/A</u>
TOTAL VEHICLE INSURANCE PREMIUMS \$ <u>N/A</u>		

The foregoing declarations are hereby acknowledged.  
04/13/89 OGNER MOTORCARS, INC.

Date 04/13/89 Seller [Signature]

ACCESSORIES: AS Equipped from Mof  
DEARIE Add. PDI Hand Glaze  
MAD  
C.D. PLAYER & Speakers  
Chromed Alloy wheels w/ caps

TOTAL OF ACCESSORIES \$ N/A

**ITEMIZATION OF THE AMOUNT FINANCED**

A. Cash Price (Motor Vehicle)	\$ 84133.00 (A)
B. Accessories	\$ N/A (B)
C. Documentary Preparation Charge (not a governmental fee)	\$ 25.00 (C)
D. Smog Fee Paid to Seller	\$ N/A (D)
E. Sales Tax (on A+B+C+D)	\$ 5470.27 (E)
F. Service Contract (optional)	\$ N/A (F)
G. Other	\$ N/A (G)
To whom paid: _____	
<b>TOTAL CASH PRICE (A to G)</b>	\$ 89628.27

**NOTICE TO BUYER:** (1) Do not sign this agreement before you read it or if it contains any blank spaces to be filled in. (2) You are entitled to a completely filled-in copy of this agreement. (3) You can prepay the full amount due under this agreement at any time and obtain a partial refund of the finance charge if it is \$1 or more. Because of the way the amount of this refund will be figured, the time when you prepay could increase the ultimate cost of credit under this agreement. (4) If you default in the performance of your obligations under this agreement, the vehicle may be repossessed and you may be subject to suit and liability for the unpaid indebtedness evidenced by this agreement.

If the insurance company accepts your claim but requires that you send in additional forms to remain eligible for continued payment, and we will then be able to take action to collect or foreclose or repossess any collateral you may have given.

send these completed additional forms no later than required. If you do not send in these forms on time, the insurance company may stop paying.

**1989 Porsche 930 Turbo Cabriolet  
32,000 original miles**

**The 1989 is the most desirable year because it was  
the only year with a 5 speed and the last year for this model.  
Only 450 of the 5 speed cabriolets were made in 1989.  
This car has original paint, engine and interior and is a Survivor  
and has never been restored.**



MARKET UPDATE: 911 TURBO

BARN FIND: 1967 911 S

THE MAGAZINE ABOUT PORSCHE

# excellence

ON TRACK WITH EVERY

# GTS

MODEL PORSCHE OFFERS



SEPTEMBER 2014  
\$5.99 (Canada \$6.99)



SEPTEMBER 2014

# CONCOURS 101

A how-to on preparing yourself and your Porsche for a Concours d'Elegance car show.

STORY AND PHOTOS BY DOM MILIANO AND HANK MENKES

OWNING A PORSCHE gives you the opportunity to participate in lots of electrifying automotive events. Autocross, Driver's Ed and Road Rally events are popular behind-the-wheel activities and there are a lot of books, racing schools and how-to articles written about them. Advice on how to best prepare your Porsche for a Concours d'Elegance show, however...not so much. We set out to fix that situation with this article.

*Our car*

