

SALE

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* 2) Renewed interior:	Windsor	11,800
* 1) Limited slip	1004	1253
* 2) Power Seats	805	1004
* 3) Hi Fi system		956
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5) 18" wheels	2537	3229
6) Window pt.		

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1996 MODEL YEAR PORSCHE PRICING

(EFFECTIVE OCTOBER 1, 1995)

1996 PORSCHE 911 CARRERA COUPE/CABRIOLET/TARGA MODELS

(08/22/95)

PRICES EXCLUDE ALL TAXES AND FREIGHT

GAS GUZZLER TAX - CARRERA 4 AND CARRERA 4S: \$1,000

MODEL	CODE	DESCRIPTION	DOMESTIC		TOURIST		
			WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED TOURIST RETAIL PRICE	
993330	911	CARRERA COUPE	\$54,969	\$63,750	\$53,952	\$59,288	
993330	911	CARRERA COUPE W/TIPTRONIC	58,294	67,900	57,277	63,438	
993630	911	CARRERA CABRIOLET	62,859	73,000	61,780	67,890	
993630	911	CARRERA CAB W/TIPTRONIC	66,184	77,150	65,105	72,040	
993410	911	CARRERA TARGA	61,001	70,750	59,876	65,798	
993410	911	CARRERA TARGA W/TIPTRONIC	64,326	74,900	63,201	69,948	
993130	911	CARRERA 4 COUPE	59,597	69,100	58,479	64,263	
993140	911	CARRERA 4S COUPE	62,962	73,000	61,780	67,890	
993530	911	CARRERA 4 CABRIOLET	67,492	78,350	66,308	72,866	
PAINT OPTIONS							
<u>Standard Paint</u>							
	A1, G1, J1, P5, X4		N/C	N/C	N/C	N/C	N/C
<u>Metallic Paint</u>							
	A8, D3, F8, H8, K1, K6, Z8		830	1036	830	1036	1036
	98 NON-METALLIC PAINT TO SAMPLE		2101	2623	2101	2623	2623
	99 METALLIC PAINT TO SAMPLE		2101	2623	2101	2623	2623

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		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED TOURIST RETAIL PRICE
V1	CLASSIC GREY	N/C	N/C	N/C	N/C
V5	CHESTNUT BROWN	N/C	N/C	N/C	N/C
V7	MARBLE GREY	N/C	N/C	N/C	N/C
V8	DARK BLUE	N/C	N/C	N/C	N/C
V9	BLACK	N/C	N/C	N/C	N/C

STANDARD INTERIORS

<u>ALL CLOTH SEATS, PORSCHE LETTERING CLOTH</u>		N/C	N/C	N/C	N/C
BG, DF, EB, FE, FS, PE, WM					
<u>PARTIAL LEATHER, LEATHERETTE TRIM</u>		N/C	N/C	N/C	N/C
BM, FJ, LC, LT, PJ, TT, WQ					
<u>LEATHER SPORT SEATS WITH LEATHERETTE TRIM</u>		N/C	N/C	N/C	N/C
SA, SB, SC, SD, SE, SF, SG					
<u>LEATHER SEATS</u>		1237	1544	1237	1544
BX, FK, LG, MX, PT, VN, WT					
<u>LEATHER INTERIOR (COUPE)</u>		3199	3992	3199	3992
G2, KH, NE, TF, US, VD, VA					

OPTIONAL INTERIORS

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CODE	DESCRIPTION	DOMESTIC WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	TOURIST WHOLESALE TO DEALER PRICE	SUGGESTED TOURIST RETAIL PRICE
98	LEATHER INTERIOR (TARGA/CAB) GZ, KH, NE, TF, US, VD, YA	2427	3030	2427	3030
	<u>SPECIAL LEATHER (COUPE)</u> NN, NK, PX, QQ, VR	3757	4690	3757	4690
	<u>SPECIAL LEATHER (TARGA/CAB)</u> NN, NK, PX, QQ, VR	2986	3727	2986	3727
98	STANDARD PORSCHE LEATHER IN DEVATING STANDARD COLOR <u>COMBINATIONS (COUPE)</u>	3392	4233	3392	4233
98	STANDARD PORSCHE LEATHER IN DEVATING STANDARD COLOR <u>COMBINATIONS (TARGA/CAB)</u>	2620	3270	2620	3270
99	LEATHER IN COLOR TO SAMPLE <u>(COUPE)</u>	4921	6142	4921	6142
99	LEATHER IN COLOR TO SAMPLE <u>(TARGA/CAB)</u>	4150	5179	4150	5179

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		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED TOURIST RETAIL PRICE
<u>OPTIONAL EQUIPMENT</u>					
	<u>PORSCHE FLOOR MATS</u> M6B, M6C, M6D, M6G, M6R, M6W	88	110	88	110
	<u>PORTABLE CELLULAR PHONE</u> <u>INSTALLED WITH EXCLUSIVE CONSOLE</u> S6B, S6C, S6D, S6E, S6F, S6W, S99	2511	3134	2511	3134
SAC	AC RAPID CHARGER	86	108	86	108
SBE	BATTERY ELIMINATOR	33	42	33	42
SUL	ULTRA LIGHT (SMALL) BATTERY	47	58	47	58
SLB	STANDARD (LARGE) BATTERY	27	33	27	33
SVD	VOICE DIALER KIT	293	365	293	365
S11	CELLULAR PHONE WITH FOOTWELL MOUNTING BRACKET AND INSTALLATION KIT	1314	1640	1314	1640
PCX	DEALER INSTALLATION ONLY PORSCHE CELLULAR PHONE HANDSET KIT	758	946	758	946
P01	RADIO W/CASSETTE PLAYER (COUPE)	N/C	N/C	N/C	N/C
P02	RADIO W/CD PLAYER (COUPE)	253	315	253	315
P03	RADIO W/CASSETTE PLAYER (CAB/TARGA)	N/C	N/C	N/C	N/C
P04	RADIO W/CD PLAYER (CAB/TARGA)	253	315	253	315
P08	TORQUE LIMITED SLIP WITH ABD (STANDARD ON CARRERA 4)	1004	1253	1004	1253

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P14	HEATED SEAT PACKAGE W/ADJUSTABLE HEATING RANGE	463	578	463	578
P15	POWER SEAT PACKAGE (LEFT & RIGHT) W/ELECTRIC ADJUSTMENTS	805	1004	805	1004
P31	SPORT CHASSIS W/17" WHEELS (CARRERA COUPE ONLY)	1696	2117	1696	2117
P32	SPORT CHASSIS W/18" WHEELS (CARRERA COUPE ONLY)	3126	3901	3126	3901
P32	SPORT CHASSIS W/18" WHEELS (CARRERA COUPE ONLY)	TBA	TBA	TBA	TBA
P49	DIGITAL SOUND PKG (INCLUDES 490) TIPTRONIC TRANSMISSION	1663	2075	1663	2075
TT1	SPORT CHASSIS W/17" WHEELS (C4 COUPE AND C4S ONLY)	539	672	539	672
159	MOTOR SOUND PACKAGE	266	332	266	332
224	ACTIVE BRAKE DIFFERENTIAL (TIP ONLY)	771	963	771	963
373	SPORT SEAT LEFT W/ELEC HGHT ADJ	293	365	293	365
374	SPORT SEAT RIGHT W/ELEC HGHT ADJ	293	365	293	365
398	17" WHEELS, 5-SPOKE DESIGN (NOT AVAILABLE ON TARGA)(STD ON C4 CP/CAB)	1157	1444	1157	1444
408	18" WHEELS, TECHNOLOGY DESIGN (CARRERA COUPE)	2587	3229	2587	3229
408	18" WHEELS, TECHNOLOGY DESIGN (CARRERA 4 COUPE) (STD ON C4S)	1430	1785	1430	1785

* SEE BASE PRICES

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CODE	DESCRIPTION	DOMESTIC		TOURIST	
		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE
419	DELETION OF REAR SEATS				
NOTE: 419 IS ON LIMITED AVAILABILITY, PRIOR APPROVAL ONLY					
425	REAR WINDOW WIPER (COUPE/TARGA)	286	357	286	357
437	FULL POWER SEAT, LEFT	452	564	452	564
445	RIM CAPS WITH PORSCHE CREST	180	224	180	224
490	HI-FI SOUND PKG INCLUDING AMPLIFIER SYSTEM	745	930	745	930
498	DELETE MODEL DESIGNATION-REAR	N/C	N/C	N/C	N/C
513	LUMBAR SUPPORT-RIGHT SEAT	442	551	442	551
551	PORSCHE WINDSTOP (DEFLECTOR) (CAB)	286	357	286	357
586	LUMBAR SUPPORT-LEFT SEAT	442	551	442	551
601	LITRONIC HEADLIGHTS	1230	1536	1230	1536
659	ON BOARD COMPUTER	352	440	352	440
692	REMOTE CD CHANGER (6 COMPACT DISCS)	652	813	652	813
982	SUPPLE LEATHER SEATS	319	398	319	398
VA3	PREPARATION/MOD TOURIST CARS	N/C	N/C	N/C	N/C
XC3	HARDTOP (CABRIOLET)	9329	11,643	9329	11,643
XC8	LIGHT ROOTWOOD GEAR SHIFT KNOB (6 SP)	286	357	286	357
XC9	DARK ROOTWOOD GEAR SHIFT KNOB (6 SP)	286	357	286	357
XD9	PAINTED RIMS TO MATCH EXT. PAINT (4)	922	1150	922	1150
XF5	LEATHER COVERED INSTRUMENT RINGS	371	463	371	463
XF6	LEATHER GEAR BOX TUNNEL	166	208	166	208
XF7	LEATHER TRAY BEHIND PARKING BRAKE	162	203	162	203
XJ4	LEATHER ROSETTE FOR IGNITION LOCK	49	61	49	61

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		WHOLESALE TO DEALER	PRICE	WHOLESALE TO DEALER	PRICE
XJ6	LEATHER STEERING WHEEL CASING	238	297	238	297
XJ8	LEATHER TIPTRONIC SELECTOR LEVER	206	257	206	257
XK7	SHIFT KNOB AND COVER IN LEATHER (DEVIATING COLOR OR COLOR TO SAMPLE)	192	239	192	239
XM5	LEATHER CONTROL KNOBS (4)	339	423	339	423
XM7	LEATHER COVERED GLOVE BOX KNOB	78	98	78	98
XM9	LEATHER TURN SIGNAL/WIPER SWITCH	235	294	235	294
XN1	LEATHER POWER WINDOW SWITCHES	287	359	287	359
XN2	LEATHER INSIDE DOOR OPENERS (2)	142	178	142	178
XN3	LEATHER FRESH AIR VENTS(2) SIDE DASH	541	676	541	676
XN4	LEATHER FRESH AIR VENT, CENTER DASH	291	364	291	364
XN7	LEATHER PARKING BRAKE LEVER	210	262	210	262
XN8	LEATHER SUNVISORS	487	608	487	608
XP3	LEATHER CABRIOLET TOP BOOT COVER	1224	1527	1224	1527
XP6	LTHR FRONT SEATBELT LOCKS/HOUSINGS(2)	392	490	392	490
XP9	LEATHER LOUD SPEAKER TRIM RINGS (6)	402	501	402	501
XR3	LEATHER FRONT SEAT HINGES (4)	282	352	282	352
XR6	LTHR FRONT BACKREST LOCK CONTROLS (4)	398	496	398	496
XR7	REAR WINDOW WASHING SYSTEM (COUPE)	688	858	688	858
XV1	LEATHER COVERED VENTILATING COVER	363	453	363	453
XV2	LTHR AIR VENT COVER, SIDE OF DASH (2)	19	23	19	23
XV3	LEATHER COVERS FOR A/C & HEAT ADJ.	496	619	496	619
XV4	LEATHER HEAT ADJ. SWITCHES (2)	157	196	157	196
XV5	LEATHER SEAT ADJ. SWITCHES (4 OR 6)	509	636	509	636
XV6	LTHR RING PLATES FOR SWITCH/SEAT ADJ.	311	389	311	389

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CODE	DESCRIPTION	DOMESTIC		TOURIST	
		WHOLESALE TO DEALER	PRICE	WHOLESALE TO DEALER	PRICE
XV7	LEATHER PULL KNOB FOR FUEL TANK	63	78	63	78
XV9	LEATHER B-PILLAR SEAT BELT COVERS	98	123	98	123
XW1	LTHR ROSETTES(2), FRONT SEATBELTS (CP)129	129	161	129	161
XW2	LEATHER REAR SEAT BELT LOCKS/HOUSING	481	601	481	601
XW3	LTHR SWITCH FOR REAR WINDOW WIPER (CP)142	142	178	142	178
XW4	LEATHER LIGHT SWITCH	76	95	76	95
XW5	LEATHER KNOBS FOR WINDOW WIPER AND INSTRUMENT LIGHTS (2)	96	120	96	120
XW6	LEATHER LED ROSETTES ON DOORS	70	88	70	88
XW8	LEATHER SILLS FOR DOOR ENTRANCE PANELS	21	27	21	27
XW9	LEATHER ENTRANCE PANEL COVERS	215	269	215	269
XX1	FRONT FLOOR MATS EMBROIDERED "PORSCHE" FOR SPECIAL LEATHER INT. COLORS	301	375	201	375
XX2	FOOTWELL LIGHTING	484	604	484	604
XX3	DOOR POCKET LIGHTING-LEFT & RIGHT	670	837	670	837
XX6	LEATHER SHIFT PATTERN INSERT (6-SP) IN DEVIATING STANDARD COLORS	57	71	57	71
XY5	LEATHER TYPTRONIC SHIFT PLATE	70	88	70	88
XZ4	LEATHER ROSETTE AROUND GLOVE BOX LOCK	70	88	70	88
XZ7	LEATHER FRAME & KNOB FOR OUTSIDE MIRROR ADJUSTMENT	92	115	92	115
X09	SPECIAL LEATHER EXTENDED CENTER CONSOLE	2221	2772	2221	2772
X17	LIGHT ROOTWOOD DASH (INSTR. CARRIER)	3664	4573	3664	4573
X18	DARK ROOTWOOD DASH (INSTR. CARRIER)	3664	4573	3664	4573

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(08/22/95)
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CODE	DESCRIPTION	DOMESTIC		SUGGESTED		TOURIST		SUGGESTED	
		WHOLESALE NO DEALER PRICE	RETAIL PRICE	WHOLESALE TO DEALER PRICE	RETAIL PRICE	WHOLESALE TO DEALER PRICE	RETAIL PRICE		
X19	LOWER LEATHER DASH (INSTR. CARRIER)	751	938	751	938	751	938	751	938
X24	TIPTRONIC SHIFT LEVER, DARK ROOTWOOD	246	307	246	307	246	307	246	307
X25	TIPTRONIC SHIFT LEVER, LIGHT ROOTWOOD	246	307	246	307	246	307	246	307
X26	STEERING WHEEL IN SPECIAL LEATHER	1005	1255	1005	1255	1005	1255	1005	1255
X28	LIGHT ROOTWOOD STEERING WHEEL	1490	1859	1490	1859	1490	1859	1490	1859
X30	DARK ROOTWOOD STEERING WHEEL	1490	1859	1490	1859	1490	1859	1490	1859
X31	PARKING BRAKE LEVER, LIGHT ROOTWOOD	306	382	306	382	306	382	306	382
X32	PARKING BRAKE LEVER, DARK ROOTWOOD	306	382	306	382	306	382	306	382
X34	PAINTED INSTRUMENT DIALS WITH XFS	1216	1517	1216	1517	1216	1517	1216	1517
X40	LEATHER SUNVISOR RIGHT W/READING LAMP	677	845	677	845	677	845	677	845
X43	LEATHER FRAME FOR CONSOLE SWITCHES	259	324	259	324	259	324	259	324
X46	TIPTRONIC SHIFTER IN ALUMINUM	168	209	168	209	168	209	168	209
X48	TIPTRONIC SHIFTER IN CARBON	251	314	251	314	251	314	251	314
X52	FIVE OPEN CD HOLDERS ON CONSOLE	279	349	279	349	279	349	279	349
X53	EIGHT CD STORAGE ON CONSOLE	400	500	400	500	400	500	400	500
X54	OVAL CHROME EXHAUST PIPES	489	611	489	611	489	611	489	611
X56	INSTRUMENT CARRIER/LOWER DASH IN CARBON	3112	3884	3112	3884	3112	3884	3112	3884
X57	DOOR PANEL TRIM IN CARBON	944	1179	944	1179	944	1179	944	1179
X68	TONNEAU COVER (CLOTH)	1858	2319	1858	2319	1858	2319	1858	2319
X70	METAL DOOR SILL WITH INSIGNIA	322	402	322	402	322	402	322	402
X71	ALUMINUM INSTRUMENT DIALS	845	1054	845	1054	845	1054	845	1054
X76	SPECIAL FLARED ROCKER PANELS	798	996	798	996	798	996	798	996
X77	CARBON STEERING WHEEL	1216	1517	1216	1517	1216	1517	1216	1517
X86	LIGHT ROOTWOOD DOOR PANEL, TRIM	1229	1534	1229	1534	1229	1534	1229	1534
X87	DARK ROOTWOOD DOOR PANEL TRIM	1229	1534	1229	1534	1229	1534	1229	1534

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		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE
X89	RIM CAPS W/PORSCHE CREST ON PAINTED RIMS	226	282	226	282
Y01	AERO KIT I SPOILLERS W/FRONT DUCT	4106	5124	4106	5124
Y02	AERO KIT II SPOILLERS/ROCKERS	4916	6135	4916	6135
Y03	CARBON BRAKE HANDLE & SHIFTER	496	619	496	619
Y04	CARBON PACKAGE (INCL. X56 AND X57)	3924	4897	3924	4897
Y05	BRAKE/SHIFTER CARBON/ALUMINUM	636	793	636	793
Y06	BRAKE/SHIFTER ALUMINUM	573	715	573	715
Y07	BRAKE/SHIFTER LIGHT WOOD/ALUMINUM	657	820	657	820
Y08	BRAKE/SHIFTER DARK WOOD/ALUMINUM	657	820	657	820
Y09	LIGHT ROOTWOOD PKG (TIPTRONIC ONLY) (X17, X25, X28, X31)	5936	7409	5936	7409
Y10	DARK ROOTWOOD PKG (TIPTRONIC ONLY) (X18, X24, X30, X32)	5936	7409	5936	7409
Y17	EXCLUSIVE PACKAGE II, CONSOLE LEATHER OPTIONS (XF6, XF7, XN7, XP6, XW2)	1275	1592	1275	1592
Y23	ALUMINUM TIPTRONIC SELECTOR & BRAKE	454	566	454	566
Y24	CARBON TIPTRONIC SELECTOR & BRAKE	496	619	496	619
Y25	CARBON PACKAGE (Y03, Y04, X77)	5098	6363	5098	6363
Y26	CARBON TIPTRONIC PKG(X56, X57, X48, X77)	5098	6363	5098	6363
Y29	ALUMINUM/CHROME PKG (X71, X70, X54)	1523	1901	1523	1901
Y59	LIGHT WOOD PKG (X17, X28, X31, XC8)	5936	7409	5936	7409
Y60	DARK WOOD PKG (X18, X30, X32, XC9)	5936	7409	5936	7409
Y61	TIPTRONIC CARBON SHIFTER, HANDBRAKE IN CARBON/ALUMINUM/LEATHER	573	715	573	715

1996 PORSCHE 911 CARRERA COUPE/CABRIOLET/TARGA MODELS

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CODE	DESCRIPTION	DOMESTIC		TOURIST	
		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED TOURIST RETAIL PRICE
Y62	TIPTRONIC LIGHT WOOD SHIFTER W/SWITCH IN ALU, HANDBRAKE IN ALU/WOOD/LTHR	645	805	645	805
Y63	TIPTRONIC DARK WOOD SHIFTER W/SWITCH IN ALU, HANDBRAKE IN ALU/WOOD/LTHR	645	805	645	805
Y65	DASH PACKAGE (XN3, XN4, XV1, XV2)	1229	1534	1229	1534
Y66	DOOR PKG (XM1, XM2, XP9, XM6, XM8, XZ7)	1104	1378	1104	1378
Y67	SEAT PKG (XR3, XR6, XV4, XV5, XV6)	1635	2040	1635	2040
Y75	AERO KIT, FRONT/REAR SPOILERS (C4S)	4690	5853	4690	5853
209	LEATHER CARPET WELTING, COLOR TO SAMPLE INTERIOR (99)	943	1177	943	1177
211	LEATHER CARPET WELTING, STD. COLOR OR MATCHING INTERIOR LEATHER	883	1102	883	1102
<u>SEATS</u>					
245	FRONT SEAT INLAYS IN DEVIATING CURRENT COLOR-FULL LEATHER SEATS	466	581	466	581
246	BACK SEAT INLAYS IN DEVIATING CURRENT COLOR-FULL LEATHER SEATS	376	470	376	470
251	LEATHER SEATS, FRONT & REAR, IN DEVIATING CURRENT COLOR (LTHR INT)	180	224	180	224
253	HEAD RESTRAINTS STAMPED W/PORSCHE CREST (ONLY W/LEATHER SEATS)	96	120	96	120
250	FRONT SEAT BELTS IN RED OR YELLOW	67	83	67	83
<u>CARPETTING</u>					
269	CARPET IN STANDARD PORSCHE COLOR, DEVIATING FROM INTERIOR COLOR	89	111	89	111
207	CARPET IN TRUNK MATCHING INTERIOR	286	357	286	357
208	CARPETTING IN TRUNK MATCHING INTERIOR WITH CD CHANGER OPTION IN TRUNK	295	369	295	357

NOTE: DEVIATING TRUNK CARPET WILL DELAY PRODUCTION BY 4 TO 6 WEEKS

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		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE
221	ALTERNATE STD. COLOR SEAT STITCHING	173	216	173	216
<u>STITCHING</u>					
<u>ROOFLINER/PILLARS</u>					
205	ROOFLINER, A & B PILLARS & SUNVISORS MATCHING COLOR TO SAMPLE OR SPECIAL LEATHER COLORS (COUPE)	1988	2482	1988	2482
227	ROOFLINER, A & B PILLARS & SUNVISORS IN CURRENT COLOR LEATHER (COUPE)	1725	2153	1725	2153
228	ROOFLINER, A & B PILLARS & SUNVISORS IN DEVIATING CURRENT COLOR LEATHERETTE (COUPE)	144	179	144	179
279	A&B PILLARS IN DEVIATING STD. COLOR (W/LEATHER INTERIOR)	132	164	132	164
<u>KNEEBAR/DASH</u>					
231	LEATHER KNEEBAR (INSTEAD OF LEATHER KNEEBAR IN DEVIATING CURRENT COLOR (WITH ALL LEATHER INTERIOR)	466	581	466	581
235	DASHBOARD IN DEVIATING STD. COLOR (IN LEATHER INTERIOR)	53	66	53	66
286					
<u>MISCELLANEOUS</u>					
202	LTHR TRAY IN CONSOLE(NO CASS. STORAGE)	72	90	72	90
206	STEERING WHEEL IN DEV. STD. COLOR	72	90	72	90
241	PEARL WHITE METALLIC	8,774	10,951	8,774	10,951
NOTE: WHEN ORDERING 241 YOU MUST ALSO PAY THE 99 EXTERIOR PAINT CHARGE					
242	LEATHERETTE DEVIATING DOOR PANELS	72	90	72	90
243	LEATHER DOOR PANELS/ARM RESTS DEV. COLOR IN FULL LEATHER INTERIOR	215	269	215	269

1996 PORSCHE 911 CARRERA COUPE/CABRIOLET/TARGA MODELS

PRICES EXCLUDE ALL TAXES AND FREIGHT

(08/22/95)
EFFECTIVE OCTOBER 1, 1995

MISCELLANEOUS

CODE	DESCRIPTION	DOMESTIC		TOURIST	
		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE
265	LEATHERETTE BELTLINE IN DEVIATING STANDARD COLOR-INCLUDES ROOFLINER DASHBOARD, SUNVISORS, A & B PILLARS WINDOW SILLS, BACK WALL TOP SECTION KNEEBAR, STEERING WHEEL (LEATHER) COUPE	431	538	431	538
266	LEATHERETTE BELTLINE IN DEVIATING STANDARD COLOR-INCLUDES DASHBOARD, SUNVISORS, PILLARS, WINDOW SILLS KNEEBAR, STEERING WHEEL (LEATHER) CABRIOLET	287	359	287	359
295	BRAKE CALIPERS PAINTED TITANIUM COLOR (CARRERA 4S ONLY)	1134	1416	1134	1416

BASE PRICES INCLUDE DEALER HOLDBACK

PRE-DELIVERY INSPECTION (PDI) CHARGE IS INCLUDED IN BASE PRICE
 DESTINATION CHARGE - \$745.00
 DEALER PREPARATION CREDIT - \$50.00
 PRICES SUBJECT TO CHANGE WITHOUT NOTICE
 TOURIST DELIVERY PRICES DO NOT INCLUDE CUSTOMS DUTY OR PORT PROCESSING FEES

1996 PORSCHE 911 TURBO

(08/22/95)

PRICES EXCLUDE ALL TAXES AND FREIGHT

EFFECTIVE OCTOBER 1, 1995

GAS GUZZLER TAX - \$2,600

<u>MODEL</u>	<u>CODE</u>	<u>DESCRIPTION</u>	<u>DOMESTIC</u>		<u>TOURIST</u>	
			<u>WHOLESALE TO DEALER PRICE</u>	<u>SUGGESTED RETAIL PRICE</u>	<u>WHOLESALE TO DEALER PRICE</u>	<u>SUGGESTED TOURIST RETAIL PRICE</u>
	993770	911 TURBO COUPE	\$90,535	\$105,000	\$87,906	\$96,600

PAINT OPTIONS

Standard Paint

A1, G1, J1, P5, X4

N/C

N/C

N/C

N/C

Metalllic Paint

A8, D3, F8, H8, K1, K6, Z8

N/C

N/C

N/C

N/C

98 NON-METALLIC PAINT TO SAMPLE
99 METALLIC PAINT TO SAMPLE

1343
1343

1677
1677

1343
1343

1677
1677

STANDARD INTERIORS

LEATHER INTERIOR
GZ, KH, NE, TF, US, VD, YA

N/C

N/C

N/C

N/C

OPTIONAL INTERIORS

SPECIAL LEATHER
NN, NK, PX, QO, VR

386

481

386

481

1996 PORSCHE 911 TURBO

(08/22/95)

PRICES EXCLUDE ALL TAXES AND FREIGHT

EFFECTIVE OCTOBER 1, 1995

CODE	DESCRIPTION	DOMESTIC WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	TOURIST WHOLESALE TO DEALER PRICE	SUGGESTED TOURIST RETAIL PRICE
98	STANDARD PORSCHE LEATHER IN DEVIATING STANDARD COLOR COMBINATIONS	206	257	206	257
99	LEATHER IN COLOR TO SAMPLE	1915	2390	1915	2390
	<u>PORSCHE FLOOR MATS</u> M6B, M6C, M6D, M6G, M6R, M6W	88	110	88	110
	PORTABLE CELLULAR PHONE <u>INSTALLED WITH EXCLUSIVE CONSOLE</u> S6B, S6C, S6D, S6G, S6R, S6W, S99	2511	3134	2511	3134
SAC	AC RAPID CHARGER	86	108	86	108
SBE	BATTERY ELIMINATOR	33	42	33	42
SUL	ULTRA LIGHT (SMALL) BATTERY	47	58	47	58
SLB	STANDARD (LARGE) BATTERY	27	33	27	33
SVD	VOICE DIALER KIT	293	365	293	365
S11	CELLULAR PHONE WITH FOOTWELL MOUNTING BRACKET AND INSTALLATION KIT	1314	1640	1314	1640
PCX	DEALER INSTALLATION ONLY PORSCHE CELLULAR PHONE HANDSET KIT	758	946	758	946

CODE	DESCRIPTION	DOMESTIC WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	TOURIST WHOLESALE TO DEALER PRICE	SUGGESTED TOURIST RETAIL PRICE
P14	HEATED SEAT PACKAGE W/ADJUSTABLE HEATING RANGE	463	578	463	578
373	SPORT SEAT LEFT W/ELEC HGHT ADJ	N/C	N/C	N/C	N/C
374	SPORT SEAT RIGHT W/ELEC HGHT ADJ	N/C	N/C	N/C	N/C
445	RIM CAPS WITH PORSCHE CREST	180	224	180	224
498	DELETE MODEL DESIGNATION-REAR	N/C	N/C	N/C	N/C
513	LUMBAR SUPPORT-RIGHT SEAT	442	551	442	551
586	LUMBAR SUPPORT-LEFT SEAT	442	551	442	551
680	DIGITAL SOUND PACKAGE	918	1145	918	1145
688	RADIO W/CD PLAYER	253	315	253	315
692	REMOTE CD CHANGER (6 COMPACT DISCS)	652	813	652	813
982	SUPPLIE LEATHER SEATS	319	398	319	398
V43	PREPARATION/MOD TOURIST CARS	N/C	N/C	N/C	N/C
XC8	LIGHT ROOTWOOD GEAR SHIFT KNOB	286	357	286	357
XC9	DARK ROOTWOOD GEAR SHIFT KNOB	286	357	286	357
XD9	PAINTED RIMS TO MATCH EXT. PAINT (4)	922	1150	922	1150
XF5	LEATHER COVERED INSTRUMENT RINGS	371	463	371	463
XF6	LEATHER GEAR BOX TUNNEL	166	208	166	208
XF7	LEATHER TRAY BEHIND PARKING BRAKE	162	203	162	203
XJ4	LEATHER ROSETTE FOR IGNITION LOCK	49	61	49	61
XJ6	LEATHER STEERING WHEEL CASING	49	61	49	61
XK7	SHIFT KNOB AND COVER IN LEATHER (DEVIATING COLOR OR COLOR TO SAMPLE)	238	297	238	297
XM5	LEATHER CONTROL KNOBS (4)	192	239	192	239
XM7	LEATHER COVERED GLOVE BOX KNOB	339	423	339	423
XM9	LEATHER TURN SIGNAL/WIPER SWITCH	78	98	78	98
		235	294	235	294

1996 PORSCHE 911 TURBO

PRICES EXCLUDE ALL TAXES AND FREIGHT

(08/22/95)
EFFECTIVE OCTOBER 1, 1995

CODE	DESCRIPTION	DOMESTIC		SUGGESTED		TOURIST		SUGGESTED	
		WHOLESALE TO DEALER	PRICE	RETAIL	PRICE	WHOLESALE TO DEALER	PRICE	RETAIL	PRICE
XN1	LEATHER POWER WINDOW SWITCHES	287	359	287	359	287	359	287	359
XN2	LEATHER INSIDE DOOR OPENERS (2)	142	178	142	178	142	178	142	178
XN3	LEATHER FRESH AIR VENTS(2) SIDE DASH	541	676	541	676	541	676	541	676
XN4	LEATHER FRESH AIR VENT, CENTER DASH	291	364	291	364	291	364	291	364
XN7	LEATHER PARKING BRAKE LEVER	210	262	210	262	210	262	210	262
XN8	LEATHER SUNVISORS	487	608	487	608	487	608	487	608
XP6	LTHR FRONT SEATBELT LOCKS/HOUSINGS(2)	392	490	392	490	392	490	392	490
XP9	LEATHER LOUD SPEAKER TRIM RINGS (6)	402	501	402	501	402	501	402	501
XR3	LEATHER FRONT SEAT HINGES (4)	282	352	282	352	282	352	282	352
XR6	LTHR FRONT BACKREST LOCK CONTROLS (4)	398	496	398	496	398	496	398	496
XR7	REAR WINDOW WASHING SYSTEM	688	858	688	858	688	858	688	858
XV1	LEATHER COVERED VENTILATING COVER	363	453	363	453	363	453	363	453
XV2	LTHR AIR VENT COVER, SIDE OF DASH (2)	19	23	19	23	19	23	19	23
XV3	LEATHER COVERS FOR A/C & HEAT ADJ.	496	619	496	619	496	619	496	619
XV4	LEATHER HEAT ADJ. SWITCHES (2)	157	196	157	196	157	196	157	196
XV5	LEATHER SEAT ADJ. SWITCHES (4 OR 6)	509	636	509	636	509	636	509	636
XV6	LTHR RING PLATES FOR SWITCH/SEAT ADJ.	311	388	311	388	311	388	311	388
XV7	LEATHER PULL KNOB FOR FUEL TANK	63	78	63	78	63	78	63	78
XV9	LEATHER B-PILLAR SEAT BELT COVERS	98	123	98	123	98	123	98	123
XW1	LTHR ROSETTES(2), FRONT SEATBELTS	129	161	129	161	129	161	129	161
XW2	LEATHER REAR SEAT BELT LOCKS/HOUSING	481	601	481	601	481	601	481	601
XW3	LTHR SWITCH FOR REAR WINDOW WIPER	142	178	142	178	142	178	142	178
XW4	LEATHER LIGHT SWITCH	76	95	76	95	76	95	76	95
XW5	LEATHER KNOBS FOR WINDOW WIPER AND INSTRUMENT LIGHTS (2)	96	120	96	120	96	120	96	120
XW6	LEATHER LED ROSETTES ON DOORS	70	88	70	88	70	88	70	88

1996 PORSCHE 911 TURBO

PRICES EXCLUDE ALL TAXES AND FREIGHT

(08/22/95)
EFFECTIVE OCTOBER 1, 1995

CODE	DESCRIPTION	DOMESTIC		TOURIST	
		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE
XW8	LEATHER SILLS FOR DOOR ENTRANCE PANELS 21	215	27	21	27
XW9	LEATHER ENTRANCE PANEL COVERS	215	269	215	269
XX1	FRONT FLOOR MATS EMBROIDERED "PORSCHE" FOR SPECIAL LEATHER INT. COLORS	301	375	301	375
XX2	FOOTWELL LIGHTING	484	604	484	604
XX3	DOOR POCKET LIGHTING-LEFT & RIGHT	670	837	670	837
XX6	LEATHER SHIFT PATTERN INSERT				
	IN DEVIATING STANDARD COLORS	57	71	57	71
X24	LEATHER ROSETTE AROUND GLOVE BOX LOCK	70	88	70	88
X27	LEATHER FRAME & KNOB FOR OUTSIDE MIRROR ADJUSTMENT				
	SPECIAL LEATHER EXTENDED CENTER CONSOLE	92	115	92	115
X09	CONSOLE	2221	2772	2221	2772
X17	LIGHT ROOTWOOD DASH (INSTR. CARRIER)	3664	4573	3664	4573
X18	DARK ROOTWOOD DASH (INSTR. CARRIER)	3664	4573	3664	4573
X19	LOWER LEATHER DASH (INSTR. CARRIER)	751	938	751	938
X26	STEERING WHEEL IN SPECIAL LEATHER	1005	1255	1005	1255
X28	LIGHT ROOTWOOD STEERING WHEEL	1490	1859	1490	1859
X30	DARK ROOTWOOD STEERING WHEEL	1490	1859	1490	1859
X31	PARKING BRAKE LEVER, LIGHT ROOTWOOD	306	382	306	382
X32	PARKING BRAKE LEVER, DARK ROOTWOOD	306	382	306	382
X34	PAINTED INSTRUMENT DIALS WITH XFS	1216	1517	1216	1517
X40	LEATHER SUNVISOR RIGHT W/READING LAMP	677	845	677	845
X43	LEATHER FRAME FOR CONSOLE SWITCHES	259	324	259	324
X52	FIVE OPEN CD HOLDERS ON CONSOLE	279	349	279	349

1996 PORSCHE 911 TURBO

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EFFECTIVE OCTOBER 1, 1995

CODE	DESCRIPTION	DOMESTIC		TOURIST	
		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE
X53	EIGHT CD STORAGE ON CONSOLE	400	500	400	500
X54	OVAL CHROME EXHAUST PIPES	489	611	489	611
X56	INSTRUMENT CARRIER/LOWER DASH IN CARBON	3112	3884	3112	3884
X57	DOOR PANEL TRIM IN CARBON	944	1179	944	1179
X70	METAL DOOR SILL WITH INSIGNIA	322	402	322	402
X71	ALUMINUM INSTRUMENT DIALS	845	1054	845	1054
X77	CARBON STEERING WHEEL	1216	1517	1216	1517
X86	LIGHT ROOTWOOD DOOR PANEL TRIM	1229	1534	1229	1534
X87	DARK ROOTWOOD DOOR PANEL TRIM	1229	1534	1229	1534
X89	RIM CAPS w/PORSCHE CREST ON PAINTED RIMS	226	282	226	282
Y03	CARBON BRAKE HANDLE & SHIFTER	496	619	496	619
Y04	CARBON PACKAGE (INCL. X56 AND X57)	3924	4897	3924	4897
Y05	BRAKE/SHIFTER CARBON/ALUMINUM	636	793	636	793
Y06	BRAKE/SHIFTER ALUMINUM	573	715	573	715
Y07	BRAKE/SHIFTER LIGHT WOOD/ALUMINUM	657	820	657	820
Y08	BRAKE/SHIFTER DARK WOOD/ALUMINUM	657	820	657	820
Y17	EXCLUSIVE PACKAGE II, CONSOLE LEATHER OPTIONS (XF6, XF7, XN7, XP6, XM2)	1275	1592	1275	1592
Y25	CARBON PACKAGE (Y03, Y04, X77)	5098	6363	5098	6363
Y29	ALUMINUM/CHROME PKG (X71, X70, X54)	1523	1901	1523	1901
Y59	LIGHT WOOD PKG (X17, X28, X31, XC8)	5936	7409	5936	7409
Y60	DARK WOOD PKG (X18, X30, X32, XC9)	5936	7409	5936	7409
Y65	DASH PACKAGE (XN3, XM4, XV1, XV2)	1229	1534	1229	1534

1996 PORSCHE 911 TURBO

PRICES EXCLUDE ALL TAXES AND FREIGHT

EFFECTIVE OCTOBER 1, 1995 (08/22/95)

CODE	DESCRIPTION	DOMESTIC		TOURIST	
		WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE	WHOLESALE TO DEALER PRICE	SUGGESTED RETAIL PRICE
221	ALTERNATE STD. COLOR SEAT STITCHING	173	216	173	216
STITCHING					
ROOFLINER/PILLARS					
205	ROOFLINER, A & B PILLARS & SUNVISORS MATCHING COLOR TO SAMPLE OR SPECIAL LEATHER COLORS	1988	2482	1988	2482
227	ROOFLINER, A & B PILLARS & SUNVISORS IN CURRENT COLOR LEATHER	1725	2153	1725	2153
228	ROOFLINER, A & B PILLARS & SUNVISORS IN DEVIATING CURRENT COLOR LEATHER	144	179	144	179
279	A&B PILLARS IN DEVIATING STD. COLOR (W/LEATHER INTERIOR)	132	164	132	164
KNEEBAR/DASH					
235	LEATHER KNEEBAR IN DEVIATING CURRENT COLOR (WITH ALL LEATHER INTERIOR)	72	90	72	90
286	DASHBOARD IN DEVIATING STD. COLOR (IN LEATHER INTERIOR)	53	66	53	66
MISCELLANEOUS					
202	LTHR TRAY IN CONSOLE(NO CASS. STORAGE)	72	90	72	90
206	STEERING WHEEL IN DEV. STD. COLOR	72	90	72	90
241	PEARL WHITE METALLIC	8,774	10,951	8,774	10,951
NOTE:	WHEN ORDERING 241 YOU MUST ALSO PAY THE 99 EXTERIOR PAINT CHARGE				
243	LEATHER DOOR PANELS/ARM RESTS DEV. COLOR IN FULL LEATHER INTERIOR	215	269	215	269