



Item: Fast Lane #51<sup>st</sup> in 2022 Petergram (#146 since 2020)  
Date: **Saturday, December 17<sup>th</sup> 2022**  
From: Peter writing in-route to his home in Steubenville, Ohio  
To: Our Fast Lane Travel Customer Family and Friends at home in Australia, Canada, Europe, Iceland, New Zealand, Singapore, South Africa and in the USA!  
Subjects: 100<sup>th</sup> Le Mans Race **update**, 2023 Fast Lane PORSCHE Tours, and

## I. My Reflections about this Year 2022 and how we got here.

**In 2020** When COVID hit the fan, we had a massive trip **cancellation rate** of **87%**! What business can survive with such a drop in business? None, except a business that, over the last fifty years, has developed a loyal customer base who have become family. Three multi-trip amazing customers supported us financially with substantial cash infusions and much needed emotional support. These individuals enabled us to survive, and struggle to 2021 and this year. They saved our company and I am eternally grateful to them. Thank you so very much from the bottom of my heart! We had losses in the six figures in 2020.



**In 2021** COVID and the new Omicron variant was still looming over our industry. Europe was still “closed” or cumbersome to get into, with entry rules changing weekly. We only had 5 European trips, all of which were sparsely attended. The three US trips we conducted: The Snowbird PORSCHE trip in Florida, the Colorado Rocky Mountain High, and the Romantic Wild West trips enabled us to minimize our losses. The cancellation rate dropped to **66%**! This record underscores the perversity of the travel industry status we suffered through in the last three years. We are celebrating a 66% cancellation rate? What?

**In 2022** things started out positively – Europe was basically open again; masks on planes were optional and you didn’t have to prove anything health wise when you returned to the US. Then in February Ukraine hit the

fan with the CNNs of the world fanning the flames with headlines “WAR IN EUROPE!” We once again experienced massive cancellations because, according to a customer, “we don’t want to travel into a war zone!” To no avail even though when I explained that the distance from Ukraine to Stuttgart is farther than New York to Montana. I guess Geography has been replaced by Critical Race Theory in schools. Furthermore, I was in Europe three times this year and didn’t see a single Russian. Europe was as normal as in 2018 and 2019. Cancellations this year “dropped” to **47%** - woohoo.

**2023** looks to be approaching “normality” based on the inquiries and advance bookings we are receiving. I am hopeful that cancellations will return to the traditional rate of about **15%** or less. We are still facing the normal planning and pre-trip hiccups. For example, one property we have been supporting with customers for 12 years has been sold and the new owners maybe privatizing it. We are working feverishly to reserve, refine and respond. The 100<sup>th</sup> Anniversary of Le Mans is the top prize trip next year – but one swallow doesn’t make a summer. It will be a better year.

**A note about Cancellations:** They are a lot of work – basically repeating the booking process in reverse. What makes them painful is that in order to secure room blocks we have to wire transfer deposits to hotels and other venues in Europe – often non-refundable. Secondly, when a customer signs up for a tour, there is a beehive of activity to enter information precisely into trip matrixes like: flights, arrival/departure transfers, hotels, restaurants (need customer counts and dietary restrictions), special events, like the Oktoberfest, Factory & Museum (Porsche wants details of visitors), we also need to know special needs like allergies, elevation tolerance, mobility issues, C-PAPS, etc.

**Speaking of Cancellations:** This week I got a much-needed haircut. The lady that has been cutting my hair, for the last few years, handed me this notice of their new policy: and had me sign it: “Cancellation Policy: Cancellation/rescheduling/no shows within 48 hours of you scheduled appointment time will result in a 50% cancellation charge for the services scheduled. Prior to booking another appointment, you will be required to pay the 50% cancellation fee. Preferred payment method would be Zell, Venmo or cash (I only recognized cash). After 3 late cancellations, you will no longer be considered for scheduling. By scheduling an appointment, you acknowledge and agree to these terms. Thank you for being so respectful, understanding and kind to me! I greatly appreciate every client and your business!” Wow, pretty cool.

II. The 2023 100<sup>th</sup> Le Mans Race is **SOLD OUT**; **however**, we have started a **waitlist**, because two couples who have registered have not yet provided their deposit. I'm holding their space until next Friday. Please let me know, via e-mail, if you would like us to add you to the wait list – first come, first served. Fast Lane has been doing Le Mans since 1982. We've got the experience and contacts to offer a dozen highly desirable features and amenities:

1. Paris CDG or hotel roundtrip transfers.
2. Superb Chateau accommodations **NEAR** the track – very hard to get.
3. Trip is hosted by Le Mans drivers Robin **Donovan** & Derek **Bell**.
4. You'll have an excellent vantage point to enjoy the Le Mans **Drivers Parade**.
5. **VIP** seating at the **start-finish** line.
6. Full Race Team Hospitality in the **Paddocks** – meet drivers.
7. **"Super Passes"** pit walk access.
8. Race driver narrated drive around the racetrack – including the Mulsanne.
9. **VIP** privileged "team only" pit access visits **during** the 24-hour race!
10. **All** gourmet meals, wine & libations.
11. **24-hour van** to "secret" track observation spots in the woods.
12. **Helicopter** flight over the track, for THE best view during the race.



The 24-hours at Le Mans legendary Race is not only one of THE most popular, well-known, and exciting annual sports events, but also a cultural experience when you compare it to Daytona, Indy or a NASCAR Race. And, this is the 100<sup>th</sup> Anniversary!



### III. 2023 Update Summary:

2023 Fast Lane PORSCHE Planned Trips # 146 V-2 PS						
Code	From	Date	To	Date	Fast Lane PORSCHE Tour	Highlights
STR	Sun	23-Apr	Fri	28-Apr	Traditional PCA Spring PORSCHE TREFFEN Stuttgart	Autobahn, Factory & Museum
STP	Sun	23-Apr	Mon	1-May	Spring PORSCHE TREFFEN Stuttgart PLUS	Lakes Constance & Como, Italy
TAP	Wed	31-May	Fri	9-Jun	Twelve Alpine Passes PORSCHE Fest	Austrian, Swiss and Italian Alps
LEM	Sun	4-Jun	Mon	12-Jun	The 100th 24-Hours of Le Mans Luxury Tour	Helicopter, Grid Walk, Pit Passes
COL	Sat	8-Jul	Mon	17-Jul	COLORADO Rocky Mountain High	Pikes Peak & fantastic drives
ALLD	Sat	2-Sep	Fri	15-Sep	Alpine Adventure: Beautiful Switzerland & Italy	Our 6th time doing this trip!
FTR	Wed	13-Sep	Mon	18-Sep	Traditional PCA Fall PORSCHE TREFFEN Stuttgart	Autobahn, Factory & Museum
FTP	Wed	13-Sep	Fri	22-Sep	Fall PORSCHE TREFFEN Stuttgart PLUS	Lakes Constance & Como, Italy
TPF	Sun	24-Sep	Sat	7-Oct	Tuscany PORSCHE Fest, Alps & Mediterranean	Private Estate, Cooking Class
INT	Wed	4-Oct	Sun	15-Oct	NEW: Interlpen & The Best of Austria's Alps	You'll be luxuriously spoiled
VIE	Fri	1-Dec	Sat	9-Dec	Christmas in Stuttgart, Salzburg and Vienna	Wonderful Christmas Markets

We are getting the strongest response for 1. the **PCA Spring TREFFEN Plus**, what a fabulous experience starting at the **PORSCHE Museum and Factory** and crossing the Austrian and Swiss Alps to **Lake Como, Italy**; 2. The **12 Alpine Passes**, and; 3. the **Fall Tuscany PORSCHE Fest**. The **Interlpen PORSCHE Tour** was designed based on the request of the **2022 Tuscany participants**. After a one-night stay at this magnificent resort, on the way to/from Tuscany, they unanimously wanted to spend a week there and do excursions from there. It'll be wonderful and will be sold out by February. **NEW:** We have substantially reduced all trip prices, because you may now also rent the Porsche model of your choice directly from the Porsche Factory at the Porsche Museum and it will be charged to your credit card.

**Note:** travel demand to Europe is the highest we've seen since 2019. THE most desirable venues and hotels are filling up. **This year you need to start planning your PORSCHE vacation earlier to make sure you don't miss out.** So, please choose your trip and **call us – 1 813 343 3001** or just go to [www.fastlanetravel.com](http://www.fastlanetravel.com) and register for your trip.

Some of the planned trips may not be on our website yet – if you are interested and you want to make sure you don't miss out or have questions, then please e-mail me: [peter@fastlanetravel.com](mailto:peter@fastlanetravel.com) or call our office at +1 813 343 3001.

It'll be a fantastic year to be in Europe and enjoying the benefits of our native local knowledge, our close to 50 years of PORSCHE Tours experience and the Fast Lane luxury style you have enjoyed since 1975.

Why don't you give each other a **PORSCHE trip in 2023: Christmas, Hanukkah, a big birthday or anniversary** – what are you waiting for? Someday? Since 1975 we have fulfilled our motto: "It's our business to do pleasure" for thousands of PCA members, friends and customers who have read about us or were told by friends: "You have to do this! – there is nothing else like it!" At Fast Lane, we will take you to places you'd never find on your own. The chairman of a FF 500 Company, who enjoyed one of our trips, exclaimed: "Peter and Thomas, the reason we love your trips is that **I don't have to think**. You tell me when to pee. Everything is taken care of. Thank you!"



#### IV. Merry Christmas and Happy Hannukah.

I am spending the holidays in Steubenville, Ohio, my favorite place on earth – it's been my home since I landed there on July 4<sup>th</sup> 1960. This September I also attended my 60<sup>th</sup> High School Reunion. This year I have organized our annual catered Christmas Dinner Party for my family, my old Weirton Steel Mill buddies (I worked my way through college for five years as an ironworker), friends and neighbors. It was great, but also sad. We couldn't have this get together in 2020 and 2021 – but I was determined to continue our tradition this year. Happy Holidays to you all. I look forward to seeing you in Stuttgart next year! Wolfgang Porsche and I are both having our big birthday next year.



#### V. Peter's Final Thoughts: It's Christmas - Jokes For Your Grandkids

- What did the English teacher call Santa's helpers? Subordinate Clauses.
- Which of Santa's friends is the most chill? Jack Frost.
- How do elves respond when Santa takes attendance? "Present!"
- What's red and white and falls down chimneys? Santa Klutz!
- How can Santa deliver presents during a thunderstorm? His sleigh is flown by reindeer.
- What's Santa Claus's favorite type of potato chip? Crisp Pringles!
- What is Santa's primary language? North Polish.
- Why does Santa go down the chimney? Because it soots him!
- What is Santa's favorite kind of candy? Jolly ranchers.
- How do the elves clean Santa's sleigh on the day after Christmas? They use Santa-tizer.
- How do you know when Santa's around? You can always sense his *presents*.
- What was Santa's favorite subject in school? Chemis-tree!
- How much did Santa pay for his sleigh? Nothing, it was on the house!
- What do you call a broke Santa Claus? Saint-nickel-less.
- What goes "Oh, Oh, Oh"? Santa walking backward!
- What do you get if you cross Santa with a duck? A Christmas quacker.
- Why did Santa Claus get a parking ticket on Christmas Eve? He left his sleigh in a *snow* parking zone.
- What's Santa's favorite fruit? (Sugar)plums.



**Please stay healthy and happy. Enjoy the holidays with loved ones. Look forward to the great times we will have together again on the MANY fabulous PORSCHE tours in 2023 and help us plan for 2024. I can't wait to get back to Europe next April. All the best to you, Peter**