



New Jersey Bulletin

BMW CAR CLUB OF AMERICA
NEW JERSEY CHAPTER
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Oktoberfest - it's upon us!

There's going to be a big BMW party in South Jersey this September (21st to 27th) and we're expecting over a thousand participants over the 7 day event! BMW CCA's Oktoberfest 2015 is going to be a week-long celebration of everything BMW!

There will be something for everybody at Oktoberfest, from car shows to road rallies, autocross, driver schools, and great evening parties! The host hotel is Seaview Resort in Absecon and the CCA will be using both tracks at New Jersey Motorsports Park for 4 days! We've listed some of the highlights below, but you can find the full schedule at <http://ofest.bmwcca.org/schedule>. There's no way to understand what O'fest is really about without seeing the schedule, so please take a look!

We're really excited that the week will feature a huge presence from BMW NA and other sponsors. BMW will bring a bunch of their historic race cars and offer laps around NJMP's tracks in exchange for a charitable contribution to the BMWCCA Foundation. Charity will include Brian Auberlen, so maybe you can pick up some hot tips during your lap and participating in a driver school on the same track!

Brian and Bill will also be on hand Friday night at the closing banquet, which will be at Resorts International in Atlantic City. They'll talk about racing BMW's then and now. If you've ever heard either of them speak, you know it will be a very entertaining evening of tall tales and funny stories!

Things kick off on Monday the 21st with a charity golf outing at Seaview. Hole-in-one prizes include a two year lease on a new X5 and a fabulous BMW i8! Proceeds go to the BMW CCA Foundation, and each participant gets a goody bag of great stuff and a \$1,000

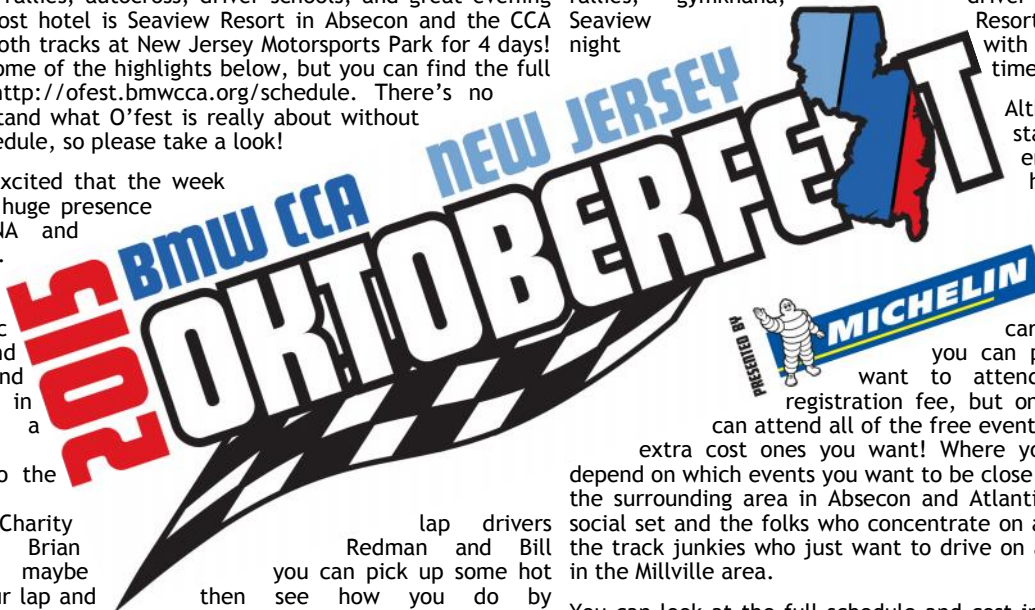
certificate good for a discount on your next BMW! For more information go to <http://ofest.bmwcca.org/events/foundationgolf>.

Tuesday features a Concours d'Elegance on the front lawn at Seaview. As the week progresses, you'll have a chance to attend informative seminars and participate in autocross, rallies, gymkhana, driver schools, and more. The Seaview Resort will be hopping every night with car talk and great times!

Although we hope you stay the whole week to enjoy everything O'fest has to offer, we understand if you can only spend a few days at the event. You'll be happy to know that there are a la carte pricing options, so you can pick which events you want to attend! There is a basic registration fee, but once you've paid it you can attend all of the free events and pick which of the extra cost ones you want! Where you decide to stay will depend on which events you want to be close to. Seaview Resort and the surrounding area in Absecon and Atlantic City will attract the social set and the folks who concentrate on autocross, and many of the track junkies who just want to drive on a racetrack are staying in the Millville area.

You can look at the full schedule and cost information and register at <http://ofest.bmwcca.org/>. Come down for a couple of days or the whole week, but make sure you register to join in the fun! Over 500 people have already registered, so don't miss out! Space is limited for some events so don't delay - see you at Oktoberfest 2015!

Larry Engel - Oktoberfest Chairman



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President's Column

By Jeff Caldwell

Discovering South Jersey through Oktoberfest

If you've been reading this news bulletin and getting the chapter emails, then you know BMW CCA Oktoberfest is right around the corner. We've been telling you about the wide variety of activities available, all which center around the cars we love. Trust me, there is a lot to do and I sincerely hope you'll take at least a day to drive down and enjoy the spectacle that is O'Fest. It's worth it. Trust me and get registered if you aren't already. We won't have an Oktoberfest this close to home for quite some time. As a matter of fact, the last time NJ Chapter hosted an O'Fest was the mid 80's! The southern part of the state is really lovely and picturesque, despite the reputation of flat pinelands and not much else. Nothing could be further from reality!

As we were driving around South Jersey scouting for the event, it became apparent to me how little I had experienced of the area, despite growing up in New Jersey and spending the better part of my adult life here. We've all been to the beautiful New Jersey beaches and likely taken in the Victorian charm of Cape May or the boardwalk and lights down in Atlantic City. But wait....there's more! So much more! From our base at the Stockton Seaview Resort (Oktoberfest host hotel) we set out to find and explore some of the hidden gems of the surrounding area. Wasting little time we turned left out of the hotel lot and drove only a few short miles to the Edwin B. Forsythe National Wildlife Refuge. The refuge is managed by the U.S. Fish & Wildlife service. If you enjoy birding or simply want to have a new experience with nature, this is a great place to stop. You will make an eight mile loop drive through the refuge which consists mainly of an old raised railroad bed that juts out into the Absecon bay, but also takes you through marshy areas, old pine forest and hardwood forest. As you can imagine the habitats and wildlife are very diverse. The road is one way and gravel, but well maintained and packed down. Any car can easily make the drive. Be careful entering by the ranger station, there is a speed bump that's higher than it looks!

If you like birds, then this is a must on your list. As of late, New Jersey has seen a large increase in the number of Osprey and these birds are certainly not in short supply at the refuge. We saw no less than ten active Osprey nests, many with newly hatched babies. This is remarkable, especially considering Osprey were almost completely absent from the Jersey Shore ten years ago. Osprey are birds of prey and look similar to hawks. They live and hunt near water, surviving mostly on fish and other marine life. We also saw several Bald Eagles, which is a

real treat. Almost extinct at one time, the Bald Eagle has seen a resurgence in and around the Jersey Shore. In addition to a vast array of shore birds, we encountered several turtles, fiddler crabs, a fox, and whitetail deer. This is a popular area for birders and you will see many people with binoculars and cameras hoping to catch a glimpse or photo of their favorite animals. Amazing place and only five minutes from the Stockton Seaview Resort in Galloway. Plan to spend at least an hour or more exploring.

After leaving the wildlife refuge we made a quick drive down to Ocean City for a visit to the boardwalk and Shriver's Salt Water Taffy. Of course, there is so much more to the boardwalk than Shriver's, but no visit to the Jersey Shore is complete without a stop here for some salt water taffy and fudge. Shriver's has been operating in Ocean City since 1898 and ever since I was a child I have loved the taffy. Drive down, park, "walk the boards", take in the ocean views and get your sugar fix all in one afternoon. Shriver's is open all year and you can even watch them making the taffy and fudge right in the shop. Don't forget to grab a few boxes of taffy for your friends and family. Try not to eat it all before you get home though! This is pure New Jersey. Did you know that salt water taffy in fact has no salt water in it? I'll leave you with that to ponder as we move on.

From the sugar rush of Shriver's we headed back inland and pointed toward the Wharton State Forest. Located in the Wharton State Forest is Batsto Village. How many of you have ever heard of Batsto Village before? I hadn't until we made this trip. I'm getting a little ahead of myself. The drive from the shore to Batsto Village is beautiful and takes you through pinelands, hardwood forest, and seemingly endless fields of blueberries. Did you know that New Jersey is the second largest producer of blueberries in the United States? Another useless fact perhaps, but it will come in handy at a cocktail party where you have nothing else to talk about. Also great information for convincing people that New Jersey truly is the Garden State and we grow more than refineries and McMansions! Anyway, back to Batsto Village. Batsto was founded in the mid 1700's and served as an iron producing village until the mid-1800's. As the iron production waned, Batsto transformed into a center for glass production, specifically window glass. The window glass industry slowed and by the early 1900's Batsto was not nearly as busy as it once was. Today, the village is preserved to resemble as it was in the "iron years" and a majority of the buildings are still standing. There is

(Continued on Page 5)

Sponsor Profile: Circle BMW

By Matt Baratz

Circle BMW, a long-time friend of the NJ Chapter of the BMW Car Club, is the subject of our second Sponsor profile. Circle BMW, owned and operated by Tom DeFelice since 1981, is dedicated to excellence in all phases of the BMW ownership experience: sales, service, parts, accessories, lifestyle products and lifetime customer support.

Circle BMW sponsors many of our activities and hosts an annual meeting at its dealership that is one of our most highly anticipated events of the year. This year's meeting was held on May 19, which happened to be a beautiful day for a drive "down the shore" and a wonderful opportunity to see how a vaunted BMW Center of Excellence operates.

Before the trip, I did a little research on BMW's Center of Excellence award. BMW has 339 dealerships in the United States and, typically, fewer than one out of every ten qualify to become a Center of Excellence. Last year just 32 dealers were so honored.

Circle BMW is one of the tri-state area's leading luxury automotive dealerships winning the prestigious BMW Center of Excellence Award four times, most recently in 2014 and 2015.

Which brings us to that beautiful spring day in May and the New Jersey Chapter's own Circle of Excellence award winning dealer. The trip to Circle BMW was a breeze. Traffic on the Parkway was light and Circle BMW is just a short distance east of Exit 105 on Route 36.

Pamela Marshall, Director of Sales and Marketing, welcomed me at the door with cheerful smile. Pam has a wonderful voice - the recorded voice you'll hear if you happen to telephone the dealership - and mentioned that she had arranged for me to meet several people who represent Circle's extremely talented staff.

My first impression of Circle was that it's a popular dealership. Every sales advisor was conversing with client at a desk or vehicle. Each Service Advisor was in discussion with a customer as well. It was 4:00pm on a work day yet the dealership was buzzing with activity.

More distinctive was my second impression: everyone was smiling - staff and customers. I have visited many businesses and many dealerships and rarely notice that everyone is genuinely happy to be there.

Pam led me to Tim Meritzis. Tim is a Service Advisor and Performance Specialist. He was deep into a discussion with one of our members on how best to improve an exhaust system on a pristine E30. Tim suggested several options for the beautiful white 1990 325is and laid out the advantages and economic benefits of each. Wow, how many dealers support a 25-year old product.

When he finished speaking with his client, Tim pointed out how Circle has focused on service as a way to increase customer satisfaction. "As a Service Advisor we fix cars, but typically we don't discuss how to make them better," he said. "I would get questions about how to improve performance all the time and about seven years ago we added 'Performance Specialist' to my title. You don't see this at a lot of dealers, but others are beginning to pick up on the concept," he added.

Tim started working at Circle in January 2006 in the service department and is now the dealership's primary contact for Dinan and BMW Performance Parts. "We've done everything from a complete engine conversion for a Dinan E92 M3 to building a Dinan S-2, which increases horsepower from 400 to 500 hp. We're also installing wheel packages almost every day."

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Philes' Forum

By Vic Lucariello, Sr.

Hello, bimmerphiles! This time out we return to the original idea of Philes' Forum and address a question posed by one of our members. Bimmerphile Peter Baltazidiz contacted me regarding one of my favorite topics: (You guessed it!) Brake-fluid replacement.

The reasons for periodic brake-fluid replacement have been addressed in this space many times, perhaps ad nauseum for regular readers. So, suffice it to say that the fluid's performance, both in resisting boiling during hard braking, and in preventing corrosion of expensive brake components, degrades with time and use. Some vehicle manufacturers recommend periodic brake-fluid replacement, while others, inexplicably, do not. BMW's current recommendation is that the fluid be replaced every two years. BMW's previous recommendation (prior to their including periodic maintenance in the cost of the vehicle) was a yearly fluid flush. My own opinion, based upon extensive boiling-point testing of in-use brake fluid on Bimmers and other marques, is that a high-quality fluid such as Ate Type 200 can be left in street service for two years. I do not have sufficient data on "parts-store" brake fluid to make a recommendation.

Quoth Peter: "I was thinking of replacing (my brake fluid). I got myself a Motive (Products) power bleeder. Can you give any tips for someone flushing brake fluid for the first time? For example, the order of brakes to bleed (right rear first, then left rear, then right front?). Anything else? My car is a 2006 E90 330i."

Peter certainly took the correct first step by procuring a power bleeder. These are available in two general types: pressure and vacuum. The Motive (See Photo#1) is a pressure type, where pressurized fluid is introduced to the brake master-cylinder reservoir, via a custom adapter cap, from the bleeder's reservoir. The pressure type forces fresh fluid through the system when caliper and clutch-cylinder bleeders are opened. The vacuum type applies suction to the bleeder screws, either via a hand pump or a shop-air-powered venturi, to withdraw fluid. While both types are effective and each has its proponents, I prefer the pressure type.

A disadvantage of the vacuum-type bleeder is that one must be careful not to suck all the fluid from the master-cylinder reservoir and introduce air into the system. Once air gets into the ABS/DSC module, you may need a specialized scanner (NOT a DIY-type code reader) to remove it! Introducing air into the system is less likely with a pressure-type bleeder as it has its own reservoir of brake fluid which supplies the master cylinder. If you let the pressure bleeder run dry and get air in your system - shame on you. It happens, though, so be careful.

So, Peter, here are some tips for flushing brake fluid:

- Unless you are a miniature masochistic ambidextrous contortionist, you will need to raise the car to gain access to the caliper and clutch bleeder screws. Ensure the car is securely, safely supported on jack stands before you venture underneath. While it is not necessary to remove the wheels, this is a good time to do so and inspect your brake-pad thicknesses.
- Use the correct-spec fluid for your vehicle. For all current and recent Bimmers, a DOT (U.S. Department of Transportation) 4 low-viscosity fluid is specified. Pentosin DOT 4 LV is an example of a high-quality, low-viscosity brake fluid. Of course, procuring brake fluid at your BMW dealer is another option. The Ate Type 200 mentioned above is not a low-viscosity fluid. Ate SL6 DOT 4, another high-quality fluid, is. Ate SL DOT 4 is not. Yes, the nomenclature is confusing.
- Ensure that any old fluid remaining in your pressure bleeder is removed before you pour in the new fluid.
- Use at least a liter (about a quart) of new brake fluid from a sealed container.

- Keep in mind that brake fluid is an excellent, fast acting paint remover.
- Keep in mind that it burns like Hades if it gets in your eyes, and be sure to wear eye protection. TRUST ME ON THIS ONE!
- Use a catch bottle to capture fluid expelled from the bleeder screws. Many times when helping folks at the track, we have used an ubiquitous water bottle and a scrounged length of hose.
- Clean thoroughly your master-cylinder-reservoir cap and reservoir top prior to removing the cap.
- I like to remove the old fluid from the master-cylinder reservoir and refill it with fresh fluid prior to connecting the pressure bleeder. You can remove the old fluid with a suction gun such as a Phoenix Injector or a large medical syringe. A turkey baster is a rather inelegant, rather messy alternative. If you borrow your spouse's, ahhh...don't return it.
- When you pressurize the master-cylinder reservoir with the pressure bleeder, do not exceed 20 psi, as indicated on the bleeder's gauge. I personally use 15 psi.
- Use box-end wrenches, not open-end wrenches, on the bleeder screws. Sizes vary with vehicle model and year. Typical sizes are 7, 10, and 11-mm.
- If your Bimmer has a manual transmission, be sure to flush the clutch hydraulics. On a BMW, the clutch and brake hydraulics share the same fluid reservoir.
- The traditional flushing sequence on a rear-drive or all-drive vehicle is right-rear, left-rear, right-front and left-front. This sequence was traditional prior to the advent of 4-wheel ABS, and I personally do not think the sequence matters much on vehicles so equipped.
- When you are finished, ensure the master-cylinder reservoir is filled to the "MAX" indication and not above. Overfilling risks fluid overflow if the fluid gets hot such as it would at the track.
- Before you drive the car, ensure that you have a firm brake pedal and properly operating clutch.
- When you do your road test, actuate the ABS to introduce the new fluid to its internals.

That's all for now, bimmerphiles. See you next time.

Anyone wishing to contribute to Philes' Forum can contact me at vic.sr@njbmwcca.org. I'm interested in tech tips, repair / maintenance questions, repair horror stories, emissions-inspection sagas, product evaluations, etc.



Photo #1

Discovering South Jersey

(Continued from Page 3)

the mansion, which has guided tours available every hour or so. The rest of the village is by self-tour and we spent several hours walking around and exploring. There is a sawmill, grist mill, general store, and countless other buildings that served the community in various functions. In addition to the buildings, there is a network of trails that are quite popular for hiking. Maybe pack a lunch and put on your hiking shoes? Maps and information are available in the main park building. There is also a small exhibit and museum worth checking out. This is truly a unique place and a somewhat forgotten piece of New Jersey history. Well worth checking out and really popular with families. I highly recommend a visit.

You might be thinking to yourself, “what in the world does this have to do with BMW’s?” Well, nothing really, except that if it were not for Oktoberfest we never would have found the wildlife refuge or Batsto Village. Both are very interesting and hiding in plain sight. This road trip reminded me to look around as I’m traveling to and from my destination. I’ve driven to the shore hundreds of times, but never stopped to enjoy the rich diversity of New Jersey and its history. Maybe you too can take a slight detour and enjoy some of the hidden gems of South Jersey. I’m sure there are tens or even hundreds more lurking right under our noses. So, put on those driving shoes, fire up your beloved BMW and hit the road for a new adventure! See you out there....

New Jersey BMW CCA Board Meeting Minutes

April 22, 2015

Board members present: Jeff Caldwell, Ron Gemeinhardt, Jeff White, Neil Gambony, Marc Goeller, Jerry Faber, Bob Isbitski, Vic Lucariello, Jr., Dave Allaway, Ross Karlin, Colin Vozeh. Board member absent: John Gyorfy. Others present: Mark Mallory, Larry Engel, Doug Feigel, Stan Mayer, Elihu Savad, Matt Baratz.

Jeff Caldwell called the meeting to order at 7:42 PM at Alfonso's in Somerville. Ross Karlin motioned to accept the March minutes as distributed and Marc Goeller seconded. Carried unanimously.

Oktoberfest

Larry Engel reported that O'Fest registration is open as of 4/20. Accommodations were discussed. Responsibility for the TSD Rally has been transferred back to the NJ Chapter from National. Autocross staffing is needed, and 45 minutes need to be reserved at the end of the day for the autocross awards. The NY Chapter has volunteered to assist. A Car Control Clinic is scheduled for Thursday at Bader Field and Bill Wade will be in charge. Larry reviewed the O'Fest schedule and pricing. The Friday banquet speakers will be Brian Redman and Bill Auberlen. Saturday night will be the Club Racing Banquet at the NJMP Officers Club. GFest 2015 will be at the track on Saturday with a corral and vendor area. This is being coordinated by National. The E30 M3 SIGFest may also be added. There will be no gate fee and NJMP will be open to the public. Volunteers will be needed for handling credentials and directions at the gate. The NJ Chapter will provide volunteer T-shirts for our events. There will be mobile apps for bne O'Fest activities. It was noted that we requested and obtained approval for two ambulances all day at each track (funded by National). National will be handling garage rentals. Instructor registration will be via MotorsportReg.

President

Jeff Caldwell reported that the BMW Vehicle Distribution Center (VDC) tour was a great event. \$1,600 was raised at the gate and \$1,600 at the auction. In all, Flemington BMW raised over \$5,000. All proceeds will go to the BMW Foundation. There was an early-production 340i on display. Jeff sent out a sample of the chapter's new content- rich blast e-mail today, and board reaction was very favorable. Jerry Faber suggested archiving on the website. Jeff suggested a prominent note in the printed newsletter to make sure that members have their e-mail addresses up to date with National. Of our 2,600 members, approximately 400 have blank e-mail addresses, including associate members. Jeff motioned to continue with MailChimp at \$35 per month (at our address level) for unlimited e-mails. We will no longer be using the National blast e-mail system. Dave Allaway suggested calling this the NJ Chapter e-Update to differentiate from the printed Bulletin.

Vice President

Marc Goeller reported that the 5/19 meeting will be at Circle BMW, with the Eastern Regional Representative from Dinan as guest speaker. Friday 6/5 will be the Biergarten at Deutscher Club of Clark, with BMW as the featured marque. A Shine & Show will be our next event. Marc thanked Charles Craig for keeping the event schedule up to date on the website. Jeff Caldwell will follow-up on posting some non-track events on the National calendar.

Treasurer

Ron Gemeinhardt distributed the current financials. The permit fee and deposit for Campgaw were included. Colin Vozeh motioned to approve a \$242 reimbursement for dinner expense related to the Westlake School presentation. Marc Goeller seconded. Carried, with participants abstaining and no objections. Reimbursements from National for the 2014 Regional Instructor Seminar and 2014 Instructor Training School (ITS) are still outstanding. It was noted that similar reimbursements to some other chapters are also being withheld. This issue is being pursued by the National Driving Events Committee (DEC) and Ross Karlin is following-up.

May 20, 2015

Board members present: Jeff Caldwell, Ron Gemeinhardt, Jeff White, Neil Gambony, Bob Isbitski, Jerry Faber, Dave Allaway, Ross Karlin, Colin Vozeh. Board member absent: Marc Goeller, John Gyorfy, Vic Lucariello, Jr. Others present: Larry Engel, Doug Feigel, Stan Mayer, Elihu Savad, Sharon Caldwell, Jamie Kavalieros.

Jeff Caldwell called the meeting to order at 7:36 PM at Alfonso's in Somerville. Jeff White motioned to accept the April minutes as distributed and Jerry Faber seconded. Carried unanimously.

Oktoberfest

Larry Engel provided an update on O'Fest. National is very pleased with the number of early registrations, which currently total 467. A number of registrations for each event are in. Seaview is and run by the bookend area national will soon be making other accommodation arrangements in the area. Tricia Jones needs to discuss Gymkhana preferences with Jamie Kavalieros. There is still an open question on responsibility for the Saturday evening banquet at NJMP. Mark Mallory will be attending an SCCA Autocross at Bader Field this weekend. There will be a Golf Tournament on Monday. The TSD Rally will be Tuesday, with the South Jersey Region SCCA having major responsibility. We will have another senior staff meeting within the next couple of weeks.

President

Jeff Caldwell reported that the eUpdate went out, and Jeff provided statistics on opens and click-throughs. We need to work on getting more content on the website that we can link with the eUpdate. We need a manager for communication and social media. Sharon Caldwell will define that roll.

Vice President

Marc Goeller provided a report via e-mail. A successful meeting was held at Circle BMW last night with about 40 members in attendance. Circle BMW was very pleased with the turnout. Our next event is the Biergarten event at Deutscher Club of Clark (DCC) on June 5. Around 13-14 cars have been entered into the Concours. John Sullivan, our Regional VP, and his wife Barb will also be in attendance. The available Fridays we have at DCC for our Show, Shine and Swap event are July 3 and 17, and August 7, 14 and 21. Marc proposed July 17 (week prior to Summit Point driver school) or August 21. Marc has been in contact with Jay Baier at Turner Motorsports for a September meeting. We should also lock the December Meeting/Election/Pinewood Derby date at the DCC.

Treasurer

Ron Gemeinhardt distributed the current financials. We have received a partial reimbursement for O'Fest. All the needed Autocross Equipment has been acquired and was successfully tested this past weekend. Our 2014 tax return

July 8, 2015

Board members present: Jeff Caldwell, Ron Gemeinhardt, Jeff White, Neil Gambony, Bob Isbitski, Dave Allaway, Ross Karlin, Colin Vozeh, Marc Goeller, John Gyorfy, Vic Lucariello, Jr. Board member absent: Jerry Faber. Others present: Larry Engel, Doug Feigel, Stan Mayer, Elihu Savad, Mark Mallory, Blake Smith, Warren Brown, Jamie Kavalieros.

Jeff Caldwell called the meeting to order at 7:34 PM at Alfonso's in Somerville. Jeff motioned to accept the May minutes as distributed and Jeff White seconded. Carried unanimously.

Oktoberfest

Larry Engel provided an update on O'Fest. There are 520 registrants so far, and a late surge in registrations is expected. Driver school registrations are on the light side. We need a push for local registrants. The final application for Bader Field will be submitted within the next two weeks. Larry distributed the current list of Golf Tournament sponsors. Larry will send a letter to chapter sponsors to notify them of O'Fest sponsorship opportunities. We have a meeting on Sunday with DelVal Chapter representatives. The TSD Rally will be organized and run by the South Jersey Region SCCA. Planning for the Fun Rally is underway. Chris Hennessey at National is responsible for vendors. Jeff and Sharon Caldwell have drafted the paddock layout for NJMP. Jeff Caldwell discussed the GutenFest planning. Glasstown Brewing may provide beer for the dinner. Bill Auberlen and Brian Redman will be banquet speakers and will do charity laps at the track. Jeff Caldwell and Dave Fligas have done track write-ups. Larry distributed the current volunteer list.

President—Jeff Caldwell discussed items for the next eUpdate. It was noted that there will be a Show, Shine and Swap meet on August 21st.

Vice President

Marc Goeller reported that the Biergarten event at Deutscher Club of Clark was successful, with 30 or more members and 20 cars on display. The People's Choice winners have been posted on the website. The 8th was agreed upon as the tentative date for the December meeting. Brian Morgan agreed to be available as guest speaker for the October meeting. Philippe Defechereux, author of "Watkins Glen, The Street Years 1948-1952", was suggested as a possible speaker. Marc will follow-up with Bob Zecca.

Driver Schools—Jeff White reported that we are within two students of being full for Summit Point. Racers are still needed. Regarding The Rack Street Survival school: Ron Gemeinhardt needs to provide a check to Franklin Lakes Fire Department. A copy of the check to Bergen County is needed. Warren Brown brought up the topic of cell phone app use by driver school students.

Business Manager

Matt Baratz reported that Shade Tree Garage has renewed. Matt noted that we are now using Square for credit card charging. It was very successful at VDC. JMK requested that their sponsor profile be deferred to this fall. Our first sponsor profile will be Bergen Smile Confidence (Andy Korinis).

Social Events

Jeff Caldwell reported, on John Gyorfy's behalf, that the deposit has been made for the 2016 banquet.

Newsletter—Jerry Faber noted that the deadline for material for the next newsletter is 5/16.

Driving Events

Mark Mallory distributed quotes from Race America for upgraded autocross equipment needed for O'Fest. Jeff Caldwell motioned to authorize up to \$5,700 to purchase needed equipment, not including a laptop (already approved in 2012), and including a new timing system and display and associated equipment. This will be funded out of our O'Fest reimbursement from National. Colin Vozeh seconded. Carried unanimously. Larry reported that the 6/7 TireRack Street Survival (TSS) school is sold-out. We are still awaiting our permit from Bergen County.

Driver Schools

Jeff White reported that Thunderbolt was a successful event, with no incidents, and 8 out of 12 ITS candidates have passed. We discussed driving coach Claude Bourbonnais being available at Summit Point. Stan Mayer will coordinate. Jeff Caldwell will also follow up with Frank Patek at National regarding Claude coaching at O'Fest and will put Stan in touch with National if needed. Feedback was favorable from the board.

Autocross

Elihu Savad reported that we had 28 participants at our first autocross of the season at PNC Bank Arts Center. Our next autocross is 5/17 at NJ Expo Center. On 6/14 we will be guests at the Motorsport Northeast autocross at the Meadowlands. We will obtain our own insurance. More dates are now available to PNC, including 6/28, 7/26, 8/17 and 9/6.

Members-at-Large

Bob Isbitski noted that the officers need to be updated on the website and newsletter. Vic Lucariello, Jr. will follow-up.

Old Business

Jeff Caldwell will draft a policy on memorial donations and will circulate to board members. We are still looking for a New Membership Chair, and Jeff and Doug Feigel will coordinate.

New Business

The next board meeting was set for 7:30 PM on 5/20 at Alfonso's. Jeff White motioned to adjourn at 9:43 PM and Jerry Faber seconded. Carried unanimously.

Respectfully submitted, Dave Allaway, Secretary

has been filed, with an approximate \$400 tax liability. Ron noted that we may have an increased tax liability in 2015 due to decreased newsletter expenses.

Business Manager

Matt Baratz reported (via Jeff Caldwell) that Shade Tree Garage renewed its advertising order. Turner Motorsports has renewed an invoice for the second half of its annual commitment. Precision Track Time has contracted for a quarter-page ad in the Spring newsletter. We will be doing sponsor profiles of Bergen Smile, Circle BMW and JMK BMW. Bimmer Tools is not renewing.

Newsletter

Jerry Faber reported that we have ample content for the next Bulletin.

Website

Colin Vozeh reported that everything is up to date. Vic Lucariello, Jr. will be writing the Circle BMW article.

Driver Schools

Jeff White reported that the June NJMP Thunderbolt event is short on students and racers. Ross Karlin reported that we may have as many as a dozen attendees from the Westlake School. Larry Engel reported that the June TireRack Street Survival is sold out.

Autocross

Elihu Savad reported that we had 22 participants and 14 runs at our May 17 autocross at PNC Bank Arts Center. We used our new wireless scoring system. Our next autocross will be June 14 with MotorSports North East (MSNE) at the Meadowlands. We are also planning on an autocross with MSNE on July 12.

Members-at-Large

Bob Isbitski asked whether we have insurance for the autocross equipment. Jeff Caldwell will follow-up with Lockton.

New Business

The next board meeting was set for 7:30 PM on June 17 at Alfonso's [since rescheduled to July 8]. Dave Allaway motioned to adjourn at 8:14 PM and Jeff White seconded. Carried unanimously.

Respectfully submitted, Dave Allaway, Secretary

Autocross

Elihu Savad reported that the next autocross will be this Sunday at the Meadowlands, in conjunction with Motorsports North East. We have 35 sign-ups so far. Elihu noted that we may need to schedule the NJ Expo Center for a later date in order to avoid a cancellation penalty.

Treasurer

Ron Gemeinhardt distributed the current financials. Ron has separated the Advertising and Newsletter financials, and the report will be changed to include Other Media expenses such as blast e-mails. \$1,775 has been earmarked as Westlake donations from the auction, to which we still need to add the net from the garage rentals. We have \$4,214 in charity receipts from the VDC tour.

Business Manager

Matt Baratz reported (via e-mail) on sponsor renewal status. All revenue Matt receives is being added to the Square register for improved tracking and reporting, and he is using the invoice capability for advertisers. Matt is working with four pages per issue at a cost of \$500 per issue. Jeff Caldwell motioned to approve adding four pages to the Bulletin, on an as-needed basis, and John Gyorfy seconded. Approved unanimously. It was noted that August 15th is the deadline for the next quarterly Bulletin.

Newsletter

Jerry Faber expressed concern (via e-mail) on Bulletin space under the new quarterly schedule, and would like to add four pages per issue at a cost of \$500 per issue. Jeff Caldwell motioned to approve adding four pages to the Bulletin, on an as-needed basis, and John Gyorfy seconded. Approved unanimously. It was noted that August 15th is the deadline for the next quarterly Bulletin.

Members-at-Large

Bob Isbitski noted that Bimmerfest East will be held at Raceway Park in Englishtown on August 15th, with approximately 800 cars expected. Bob asked for volunteers to assist him with our 20x40 booth. Items needed include at least two NJ Chapter banners and other pop-up signage, O'Fest flyers, and raffle items (such as a one- day Driver School). Clarification was requested on membership sign-up and whether we need Square for membership sales. The consensus was that, for this event, we should direct potential members to the National website.

New Business—Warren Brown reported that he has received new donations to the Chapter Library, including factory manuals which may be suitable for the BMW Foundation archives. The next board meeting was set for 7:30 PM on August 5th at Alfonso's. Ross Karlin motioned to adjourn at 8:59 PM and Marc Goeller seconded. Carried unanimously.

Respectfully submitted, Dave Allaway, Secretary

Finish Lines

By Thom Rossi

For the past several years Finish Lines has chronicled my journey from Driver Event (DE) student to instructor to racer and car builder. It's been a place for me to reflect upon the actual events that happened and their inner meanings; to laugh about my frustrations, and celebrate the friendships I've made along the way. The journey has carried me across the country and into Canada to some of the most iconic race tracks in the sports car racing world. And like any adventure, it had a start, an epicenter, and an end.

The beginning, at least of the serious phase of my adventure - that is the part of my adventure when I stopped cording a set of Hoosiers every weekend in my E39 540 - was catalyzed by Bob Conway. In chemistry terms, he was the initiator in a chain reaction. True story: I was hiring an engineer and project manager for a company I worked for. A mutual friend recommended Bob, whom I met at the local Chili's for an interview. The interview went well (Bob is an impressive guy), but I was convinced his background was not quite the right fit for the job and had decided to take the discussion no further. As we left the restaurant and walked into the parking lot, I noticed an E36 M3 parked next to my 540. At the same time, Bob noticed a 540 parked next to his M3. We looked at each other and slowly it began to dawn on us that we had occasionally seen each other at BMW CCA DE's. After a few laughs and a handshake, Bob became the first full time employee to be hired by the company, and grew to become a good friend.

It took Bob about a year to convince me to give up on the high horsepower, heavy 540 and learn how to drive in an E30. That was the catalytic decision that led to everything else. You see, I figured if I was going to buy an E30 dedicated to the track, it might as well be a race car. And when you buy a race car, you need a trailer. Once you have a trailer and a race car, you need a dedicated tow vehicle. And by the time you have all that, you figure out that you need a shop to work on everything.

That is why I credit Bob Conway with the nudge that led to the cascade of decisions that caused me to build a garage on my property and outfit it with a lift, compressed air, and all the tools you need to build and fabricate and maintain a race car. That garage became the epicenter of my racing and car hobbyist life. The hours I spent there by myself were long and therapeutic. But it was the time I spent there with friends that really left an indelible mark on my soul. That garage became more than a place to build and fix things. It became sacred ground - where I forged bonds with other guys; the kinds of bonds that guys can only form when they are engaged in common cause, working with their hands and their minds to build and improve and fix things. It's where I worked with Geoff Atkinson to build my race car, the 726, and provide him with a place to get his fledgling GMA Motorworks off the ground. I remember spending time doing an engine installation with the help of the late Phil Eiseman of the DelVal chapter. I recall occasional appearances by Jeff Caldwell, Bob Mann, Robert Isbitski, and numerous other NJ Chapter members who lent a hand here and there, borrowed a tool, or just came by to shoot the breeze. I spent 3 sweaty days there with my friend Michael Bovino as we prepped and painted the 726 in a make-shift paint booth constructed from polyethylene sheeting and duct tape. Even Mrs. R. picked up a wrench or pushed a car every now and again, always punctuated with a statement like: "that's the last time I'm ever doing THAT!" And more recently, many midnights have been passed with Zach Ketrang, my racing crew chief and owner of ZakSpeed in Louisville, KY, fixing and preparing both the 726 and the 99 for competition in BMW CCA and American Endurance Racing; along with Mitch Tucholski our additional crew member. How many of those nights did I spend out there barely keeping my older body going while Zak zipped along in hyper drive, often working until the small hours of the morning in an all-out effort to keep us on track? Too many for me to count: but enough for those nights to have left their own special mark on me.

The garage was my hero space, too. It's where I maintained our kids' cars, making automobile ownership affordable, safe, and possible for them. There, I rescued Starla, my daughter's A4, from the scrap heap it so richly deserved to be crashed in to. There, I kept Chris's much-abused 325xi in good working order despite the worst that Philadelphia roads and drivers could throw his way during his commuting years. There, I taught both kids to use tools and their brains to fix pretty much anything. There I used tools most people don't have access to, to fix things around the house and keep Mrs. R. happy (like the time I had to use my welder for an emergency repair to our clothes drier!).

But, that was then, and this is now. We've worked hard this year to complete our transition from New Jersey to full time residents of New

Hampshire. Part of that process was the decision to sell our house in NJ, which meant it became time to wind down the garage. I shipped the cars and all the spare parts to Louisville to reside with Zack. I stored everything I wanted to keep for an eventual new garage (someday maybe) with David Finch, and I sold the rest to fellow BMW CCA racing and driving enthusiasts. Last week, I made a final sweep of the old workshop, clearing out the last remnants of my life there. As I looked at the vacated space, it felt anything but empty. Instead, it was crowded with the ghosts of the past; the memories of friends I will never again see in this life but hope to meet again in the next and the images of those of us who are still here and just won't be working together in that space. I guess some people would call that nostalgia, but to me those ghosts are too tangible to be dismissed so easily.

When I was young, my Dad tried to explain to me why things had to end; why plants, animals and people had to pass from this earth. It boiled down to nature making way for new things. In a strange way, I have that same feeling about dismantling that garage. At the same time as I was emptying that space, I started seeing Bob Conway posting his plans and construction photos for a long awaited and beautiful new garage. It's a fresh start. It will be his new epicenter. And my sincere wish for him is that over time he will populate it with as many ghosts as currently roam the space I used to call my shop. Could the laws of symmetry be working their magic? Was that fateful Chili's interview and Bob's subsequent success with the company also a catalyst for his creation of his own slice of the car hobbyist's dream?

Thank you, Jerry Faber, for allowing me the opportunity to write in the NJ Bulletin over the past years of Finish Lines. I hope to continue to find an occasional literary (if that's not too much of a stretch!) outlet for my future adventures, now originating in the Granite State. If anyone who has read these columns cares to continue to follow along, you will be able to find my writing on Kinja.com <https://kinja.com/wayoffline>.

And with that, for the last time, I cross the Finish Line.



The understanding wife.

Initial Ramblings

By JT Burkard

Redemption

Sometimes to achieve success you need to know when to go to the experts for advice. As you read in the last newsletter, my E36 was the source of stress and frustration. The convertible top failed and with numerous attempts to rectify the situation, it was to no avail. I threw in the towel and forced the 320i out into the weather while the topless convertible got the garage until I could come up with a solution. The one silver lining to this was since the E21 was already outside I wound up driving that car more in one month than I probably did most of last year. There was nothing to move out of the way, just hop in, turn the key and drive. The E36, a different story.

I received several emails from club members after my article was published who were kind enough to give me some advice to repair the top. This is why this club is so wonderful. Its members are willing to reach out to each other and offer advice and a helping hand. I appreciated each and every one of you who contacted me. Unfortunately, the issues were beyond a simple synchronization of the motors. There was something else lurking in the depths of the convertible hell I was in. It was time I contacted an expert, Don at Mr. M Car in Farmingdale, NJ.

When I dropped the car off to Don and Dwayne, I explained what was happening and what I had done. I also gave them a small list of other items that needed attention as well. Within a day or so they had diagnosed the source of the anguish. The passenger convertible boot latch that contains the micro switch was faulty. It was not reading the position of the boot so it was not allowing the system to synchronize. Finally, success! A convertible that converts. The top still had some quirks like the tension straps were weak but it goes up and down.

I was told I had to watch the edge of the convertible top and the boot lid because if you didn't make sure the rear of the top was fully up, they would meet, which would cause the boot lift bar to pop off the motor again. This happened twice to me. The main cause of this was the clip to hold everything in place was not the correct one. A trip to Circle BMW's parts counter solved that issue with a brand new OEM piece. I got really good at accessing the top motor by now so it only took a matter of minutes to install the proper clip thus resulting in worry free topless driving.

Since the love was lost with all the problems, I was determined to sell the car. It left a bad taste in my mouth. I had owned it for 6+ months at this time and only drove it 100 miles. I was almost mad I traded my E38 for this thing. I loved that 740iL. I was ready to put the 323i on the chopping block but then something happened. I started to drive it. True to any BMW, it was a great driving machine. With 95% of its issues taken care of I was happily cruising around town with the top down, and wind in my hair. The car was starting to grow on me. The strange thing is for whatever reason I just never had an appreciation for the E36's. Maybe because most of the ones I had seen on the market were driven hard and put away wet. Well this one made me change my tune a bit. It is a lot of car for the little money you spend. A great bang for the buck if you will.

Any day that was sunny and I didn't need my truck for business I was topless and loving every minute of it. It became my fair weather daily driver. This E36 was a pretty nice car. My wife even drove it to work and got lots of compliments on it. Maybe I am going to keep this thing?

But reality set in. I am now going into business for myself brokering European, classic and specialty vehicles. I am also providing local, national and worldwide vehicle transportation. Some of the extra toys have to go to raise the needed funds for startup capital. I drove the E36 cabrio to Bimmerfest at Raceway Park and put a for sale sign on it. I had a lot of interest but no real buyers. Next was internet marketing. This is where my talents and experience come into play. In a matter of 6 days I had this car sold to someone who was giving it to their girlfriend's daughter as a first car. I have to say, two months ago I wouldn't have cared too much but when I delivered it to their home, I was a little sad that I had sold it. With


the rollercoaster of emotions this car gave me it was certainly a journey. I am happy that it wound up with a new home, in better condition than when I first got it. More importantly, it helped me get one step closer to starting my business.

The small sacrifices I make now will return long term gains. But once things get rolling I can put my eye out for the next acquirement. Maybe an E46 M3, or an E28 M5, or another E30 convertible or better yet that E30 Touring I've been searching European listings for. But at least this E36 redeemed itself which in turn opened my eyes to one of the best bargains in the BMW market.

JT Burkard

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Send comments and suggestions to jtburkard@comcast.net



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Safety First at Driving Events

By Jeff White

For those of you who may be thinking about attending one of the NJ Chapter driving events (autocross or driver schools) or those who have been to an event, you may be wondering: what is the rationale behind the various rules we have? The short answer is SAFETY. Driving a car at any speed carries some degree of risk. We want to take reasonable measures to help keep you and, in the case of driver schools, your instructor safe.

It is important to understand that regulations and requirements can come from several sources.

State law - in NJ, all competitive driving events, from snowmobile and lawn mower racing to drag racing, and all events that take place at a race track (including driver schools) are regulated by the NJ State Police. These laws and regulations are issued and updated periodically and have a public comment period in which changes can be requested.

Track or venue requirements - while tracks also fall under state regulations they may impose additional restrictions based upon special considerations of the venue itself.

BMW CCA Minimum Standards - as a member of BMW CCA we must abide by the regulations set forth by the national Driving Events Committee and approved by the Board of Directors.

NJ Chapter requirements - as a consequence of the 40+ years the NJ Chapter has been sponsoring driving events, we have learned both vehicle-specific and track-specific lessons that we have incorporated into our operations. The NJ Chapter Driver School Committee and Autocross Committee review these regulations each year and incorporate changes and updates as needed.

Perhaps the most common question we hear is: "why is my convertible prohibited at on-track driver schools but allowed at autocross?" The first part of the answer is that Minimum Standards require that any convertible used on track must have a roll bar that extends above the occupant's head (with helmet) by 2 inches and on a line from the top of the roll bar down to the top of the shock tower. In addition, all convertibles must have 5- or 6-point harnesses for driver and passenger. Clearly, no stock BMW passes these requirements. These restrictions do not apply to autocross events and so your stock convertible is welcome there.

But what if you have decided to have a roll-bar or full roll cage installed in an open top car? Here, two NJ Chapter-specific requirements come into the picture. First, from our experience at the tracks where we hold events it is our belief that an open top car, even with a full cage, does not offer sufficient protection in certain roll-over and off-track incidents. In an open top car it is possible for a piece of tire wall, Armco or a tree branch to enter the occupant area and cause injury. The second area of concern is that our Tech workers are not experts in assessing the safety of any installed roll-bar or cage. Indeed, Vic Lucariello believes that to truly determine the structural integrity of a weld it must be x-rayed. So, for these two reasons, we do allow Spec Miatas (or similar vehicles) that have a factory hard top that is bolted on and a current SCCA logbook showing an SCCA-approved shop has inspected the roll cage.

The next most frequent question concerns window tint. We often get an email saying: "I have an xx% tint on my windows, will this pass Tech?" The corollary to this question is: "What can't I bring my X3/X4/X5/X6 to a driver school?" Both questions reflect our belief that track safety requires that a car behind you be able to see through your car to the car or track ahead. Obviously, if you are driving behind an X5 all you can see is the license plate and brake lights. For a car, we

ask that you submit a photo looking from the rear forward so we can assess how easy it is to see through the car. Simply knowing the percent of tint can be misleading because other factors including the angle of the rear window and any factory tint come into consideration.

Next we come to the topic in which the landscape is changing faster than we can keep up: video and vehicle data recording and analytic equipment. Reviewing video and/or data after an on-track session can be a valuable tool to aid both safety and performance on the track. Minimum Standards recognize this value and do not prohibit use of these devices but as an event organizer the chapter cannot post or promote comparison of lap times, maximum speeds or other competitive data as this is considered promoting racing. Our safety concern in using these devices is that they are secure in or on the vehicle and cannot become a hazard during a session. Our current restrictions are that any recording device inside the cabin be securely mounted and tethered. We want to avoid the situation of a device coming loose during a session and ending up under the driver's feet or becoming a projectile in case of an off-track incident. For a device outside the car, we require a permanent manufacturer or tow hook mount. We understand that suction cup mounts can be very strong when applied under ideal conditions and to ideal surfaces; however, our Tech crew cannot assess either of these so we err on the side of safety.

The second area of concern for video and data equipment is having a student look at the device while at speed on track. Cellphone apps (such as Harry's Lap Timer) make it easy and inexpensive to obtain data. It is easy to put a cell phone mount where the phone is visible to the driver. THIS IS NOT SAFE! Your vision should be on the track ahead with a brief glance at your gauges. Do your data analysis in the paddock or at home. If you can't keep your eyes off your screen then cover it while you are on track. We are also reminding our instructors to monitor their students. We will review our policies for video and data recording equipment in the off-season and make adjustments as needed.

Finally, why do we have a Tech line at the track when every car has gone through a pre-event inspection? Again, we are just trying to keep you and your instructor safe - an extra couple of sets of eyes looking over things never hurt anyone. While our track Tech cannot substitute for the thorough pre-event inspection, we do occasionally find a loose exhaust, suspension pieces that need tightening, a loose battery, a non-working brake light or a tire that developed a sidewall bubble on the trip to the track. So, when you are waiting in the Tech line please remember that our workers are not trying to make you uncomfortable but they are there for you and your safety.

By the time this hits your mailbox we should be just a couple of weeks away from Oktoberfest. We hope that you can find the time to come on down to Absecon and NJMP for some great fun. It is rare to have this national gathering on the East Coast - don't miss the opportunity to participate. At the Seaview Hotel there will be seminars by Griot's Garage, Bridgestone, Michelin, Pirelli, vendor displays, the NJ-themed gymkana and the Spaten/Redd's Biergarten! Individually themed dinners are planned each night ranging from southwestern cuisine to a special Throwback Prohibition theme on Thursday and, of course, the main banquet on Friday night at Resorts in Atlantic City featuring Bill Auberlen and Brian Redman as speakers. There is still plenty of room in all the driver schools at NJMP including the special "First-timer" run group on Thursday and the Classic Car group on Friday. There will also be club racing to watch on Fri, Sat and Sunday. Don't miss out!

We'll see you at the track-Jeff White

Autocross News

By Elihu Savad

We ran our latest autocross with MSNE at MetLife stadium on July 12. The course was laid out in one of the stadium's giant lots. Lots of fast spots, still 2nd gear, about 60 seconds. Results are on our website.

We originally had scheduled two more events this summer, Aug 2 and 16 in combination with MSNE at the stadium, but these dates were bumped due to football practice. We are currently re-scheduled for Aug 23 at MetLife stadium. All those registered for Aug 2 were transferred to Aug 23. This will be our only other autocross this summer, so I advise you to sign up now.

I have requested an event date for autocross at the PNC Bank Arts Center for Oct 18. Championship series spreadsheet will be posted soon. Sorry for not keeping up with the award tags and certificates. Registration with the MSNE event has not left me with addresses for mailing. I hope to correct this by the end of the season.

Don't forget autocross at Oktoberfest, Bader Field in A.C., on Sept 24 and 25. This is our chance to participate in a national event for BMW CCA!

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NJ CHAPTER CALENDAR

September 2015
Dates: 21st to 27th
Oktoberfest!!

October 2015
Thursday, 29th
Philippe Defechereux, author of
book: Watkins Glen, the Street
Years, will speak at the Deutscher
Club in Clark, NJ. 7pm.

December 2015
Tuesday, 8th
Annual elections and Pinewood
Derby. See website for details.

Communications

To reach our members in the fastest
way possible, we will be using
email. Please make sure your email
address is part of your profile at the
BMW CCA National website.

Welcome New Members

Joseph Albanese
Kevin Atkins
Mike Bianco
David Briegs
Edric Chan
Humphrey Chen
Andrew Cirioco
Jordan Cirioco
Frank Decker
Christopher Diamantes
Eleni Diamantes
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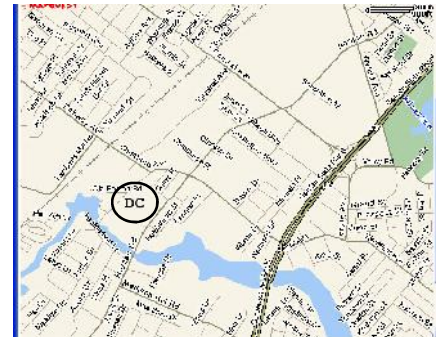
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MEMBERSHIP MEETING INFORMATION

The New Jersey Chapter's monthly membership meetings begin at 8pm and are usually held on the third Wednesday of the month at the Deutscher Club of Clark. However, special topics often result in a different date and/or location. Please check the calendar of upcoming events (or the Club's website).

MEMBERSHIP INFORMATION

Annual BMW CCA and New Jersey Chapter dues: \$48.00. New Jersey Chapter Dues and Bulletin Subscription ("dual citizenship" for primary members of other chapters): \$15.30. All membership applications, renewals, and address changes can be done via the BMW CCA National website: www.bmwcca.org or can be sent to:
BMW CCA National Office, 640 South Main Street, Suite 201, Greenville, SC 29601
800-878-9292 (Mastercard or Visa)

Please do not send applications, renewals, and address changes to the newsletter, the PO Box or any of the club's officers; contact the National office. Members of other BMW CCA local chapters may additionally join the New Jersey Chapter. Contact the National BMW CCA office for details.

Sponsor Profile (Continued from Page 3)

As I was beginning to hear about Tim's amazing 2001 M5 which was featured in Roundel, Pam came by to introduce Harry Abrahamsen, one of Circle's BMW Geniuses. The "BMW Genius Everywhere" program was inspired by the success of Apple's innovative approach to customer service. It's designed to build better understanding of BMW products and uses "product geniuses" within dealership as well as applications for smartphones and tablets and a dedicated telephone hotline.

Harry has been working at Circle for four years. He started as a car valet and was promoted to Genius as a result of his passion for the brand. He drives a 2014 silver i3 Megaworld. When I asked him how many miles he had put on it he pulled out his iPhone and said, "5,285 miles, 0 gallons of gas. I use the BMW charger at the dealership and, occasionally the '110' at home." Harry loves how much fun it is to drive. "I can go home 20 miles, to gym and back to work where I recharge," Harry said, "I love the torque and the quiet."

Harry is eager to share his passion with customers. "I enjoy speaking with customers and talk to many of them every day. I have a lot of product knowledge and can go into depth if customers need more information about a product. Client Advisors ask me to help out with drives and product briefings. I can spend extra time with customers to fully explain important features and benefits," he added.

After spending a few minutes with Harry, Ken Vicari introduced himself. Ken is Circle BMW's Parts Manager, who began his career in the auto industry at age 11. "My Father opened an auto parts store back in the Late 70's in Lakewood NJ," he told me. "I could never stand to be away from my Dad for too long and at 11 years old I was pulling orders, learning how to do inventories and reading parts catalogs. By the time I was 17 years old I was a seasoned Parts Counterperson working alongside some pretty rough guys in a pretty rough town," he said.

Ken worked at a Honda dealership for 17 years as it expanded and added other Asian brands to its Honda store. "It wasn't until 2002 that I switched to German vehicles, Porsche and now BMW, and I hope to stay with BMW for the rest of my career," he said.

Having spent most of his life in auto parts, Ken believes that Circle BMW has one of the best teams in the industry. "Our parts and service team is amazing and really highly rated," Ken said, "we like working together and perform like a team." Ken noted with pride that Circle is family-owned rather than some large corporate sales factory. "It allows everyone to have a personal connection with entire staff," he added.

The late spring sun was setting when another great event at Circle drew to a close. As NJ Chapter members were walking from Circle's pristine service area to the parking lot that was flooded with the golden light of sunset, I said Circle BMW is a BMW Center of Excellence.

Show 'n Shine

Photos by Elihu Savad



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