



# New Jersey Bulletin

BMW CAR CLUB OF AMERICA  
NEW JERSEY CHAPTER

March 2013

<http://www.njbmwcca.org>

Volume 44 Number 3



It's almost Spring

Photo by Etchphoto  
[etchphoto.com](http://etchphoto.com)



M3 Lime Rock Edition - Paul's wish - Photo by Paul Ngai



M3 Lightweight - Lucky Bob I. - Photo by Terry Shea

**The Best Service  
and Technical  
Support on Earth!**



**We Are NJ's  
Brake Specialists**

*Same Day Shipping · Pick Up Available  
· 1,000s of Products In-Stock! · Low Prices*



**ZECKHAUSEN  
RACING**

THE EXPERT SOURCE FOR BRAKES AND MORE

**www.zeckhausen.com  
call 1-800-222-8893**

**123 US Hwy 46 Fairfield, NJ 07004  
info@zeckhausen.com**



World's #1 StopTech Dealer  
5 Consecutive Years



## Winter Snow

Peaceful Sleep



Photo by Jerry Faber

Cruel and Unusual Parking



Yes, it's an M Roadster

Photo by Doug Feigel



---

# President's Page

By Jeff Caldwell

## Rolex 24!

Until this year I had never been to the Rolex 24 at Daytona. I made excuses in years past or things came up which made the trip hard to justify. What a mistake I was making! The Rolex 24 is absolutely an incredible event that is difficult to describe to the uninitiated. I know this because I was a non-believer until very recently. To the casual motorsports fan it sounds like just another race, a long race to be sure, but just another race. To a person who isn't into cars or racing it is even more difficult to explain. Many people I told about the race replied "Daytona....that's NASCAR right?" No, it's definitely not NASCAR! Let me try to make sense of it for you.

The truth of the matter is there are so many ways to enjoy the race weekend that there's something for everyone. You know how people say when something goes well that the "stars align"? The Rolex 24 is a weekend when all of the motorsports stars align. I mean that literally. There are so many star drivers, team owners, factory staff, and amazing cars that it truly is racing heaven. Even for the less than enthusiastic attendee there is sure to be something to get caught up in...even if Patrick Dempsey isn't racing that year. Did I also forget to mention it's 70 and sunny? I don't remember what the weather was in NJ, but I guarantee it was probably forty degrees colder and snowing. The sun and warmth is as much of a draw as the racing for some.

Our Rolex 24 weekend began on Friday morning. It was our plan to arrive at the track around 9:00 AM so we could get a good parking spot in the infield. My wife Sharon and I spent the weekend with close friends and fellow BMW CCA track addicts Steve Herchenrider, Sr. and Steve Herchenrider, Jr. They had been to the race the previous year and were our guides. A lot of our fun was due to their planning and preparation. (Thanks Steves...we owe you guys big time!) Once the car was parked, we set out to explore the grounds and get our bearings.

The track itself is incredibly impressive. The size of the facility is hard to comprehend from television. It is truly massive and awe inspiring. The banking is extremely steep and when standing in front of it, the banking looked more like a wall of asphalt than a racetrack. After marveling at the track for a moment, we ran into NJ Chapter President emeritus Larry Engel who is a nine-year Rolex 24 veteran. Larry drove down to Daytona from NJ in his E90 M3 and has done so the past couple years. Now that's commitment! He was heading to the garages and we decided to follow suit.

Unlike NASCAR, the garage area is open to fans for the entire weekend. You can get up close and personal with the cars, crew, drivers, and even the occasional celebrity! As we were walking through we ran into fellow NJ Chapter members Greg Falcone, Nathaniel Orens, Edward Bansch, Drew Groelinger, and Charlie Orens who happened to be heading the other way. During our mini-reunion, we were approached by a gentleman holding some vinyl stickers for one of the race cars. He asked if anyone had steady hands and was good at applying stickers. I immediately grabbed my wife who has a knack for detail and precision with those sorts of things. He spun her around, handed her two stickers, pointed at a Daytona Prototype race car and said "we need to put these on there!". We had been in the garages for ten minutes and Sharon (with assistance from Steve Sr.) was already involved in helping out Team Seattle with their car graphics. Wow! So goes an average day at the Rolex 24. See, something for everyone! The rest of our first day was spent enjoying the sun, racing, friends, and occasional cold beer. What could be better? Well now that you ask, it did get better when Bimmerworld Racing placed 2nd and 4th in the Continental Tire Sports Car Challenge race that afternoon. It was a great finish for them and for BMW. Way to go guys!

Day two dawned and we were back at the track by 9:00AM again. Today was the start day for the 24 hour race. The green flag was set to drop at 3:30 PM and racing runs continuously until 3:30 PM on Sunday. As you can imagine there is a flurry of activity as the teams

prepare. It is no small feat for man and machine to compete at this level for such an extended time period.

We set out to explore the garages again and check on the various BMW teams. This year, Turner Motorsport is campaigning two BMW M3s in the GT class. However in Daytona Prototypes (DP) there are several teams running BMW engines, most notably Ganassi Racing and series newcomers Team Sahlens. After spending an hour or two in the garages, we wandered over to the midway which is full of food/drink vendors, merchandise of every kind, and of course displays from several prominent auto manufacturers. BMW had a nice setup where they displayed the new X1 as well as the BMW CCA Foundation historic race cars. Porsche and Chevrolet were well represented. The Porsche Club of America also had a very nice hospitality tent and car corral for their members. Also in the midway is a massive ferris wheel, which I promised Sharon we would ride after dark. Around the ferris wheel there are several other rides, games and vendors. It's a great area for kids, although I must admit I enjoyed it quite a bit myself.

A quick check of our watches reveals it's almost 2:00PM...where did the time go? It's time to head over to the pits where the fan walk is beginning. The fan walk is a chance for everyone to meet drivers and see the cars in their starting positions. We chatted with a few drivers, took some pictures, and before we knew it the time had come for the race to start. We quickly moved to the turn one area to watch the start of the race. It's really exciting to see the green flag drop and the cars come screaming down the front straight. So exhilarating!!!

After watching about an hour from turn one we moved to several places around the track. The great thing about a race of this length is that you can move from place to place and not feel like you are missing anything. As darkness fell and night took over we watched a good bit from the main grandstand, which affords an incredible view of most of the track. At this point everyone was getting tired, so after our ferris wheel ride we retreated to the hotel for a couple hours sleep.

Day three came early and we were at the track by 7:30AM. As we were approaching the track, we noticed a heavy fog rolling in. The fog kept the race under yellow flags for over an hour and half! After the fog lifted, the green flag dropped and the race resumed. The night had not been kind to several teams and a quick survey of the garage area found several machines parked for good with their races over. Most often the decision to retire is made after a hard impact causes irreparable damage or after catastrophic engine failure. The team mechanics can fix pretty much anything else! We were happy to see the Turner Motorsport M3 still turning laps, although down to 20th position due to a crash during the night. The BMW-powered Daytona Prototypes from Ganassi Racing were still stalking the top spot and we sensed there would be some great racing as the checkered flag approached. We were not to be disappointed! The race in GT came down to the final lap with several Audis, Ferraris, and Porsches all vying for the top podium step. In the end, Audi was victorious with a one - two finish in GT with Ferrari in third. BMW was successful in DP, with the Ganassi Racing BMW powered #01 car taking the top spot! BMW fans rejoiced as the roundel flag was hoisted in victory lane.

Sadly, now the race was over, the engines quiet, and fans were streaming for the exits. We took our time leaving and enjoyed walking the garages one last time to catch up with friends who were driving in the race and working on various crews. As we watched the cars being loaded on the haulers and the gear being packed up we kept hearing the same thing repeated by drivers and fans alike. "There's always next year." How true, there certainly is always next year! 2014 marks the 52nd running of the Rolex 24 at Daytona and the first year of the combined Grand-Am/ALMS series. We're already planning the trip. Why don't you join us?



# Philes' Forum

By Vic Lucariello and Jeff White

Hello, Bimmerphiles! This month driver-school chairman Jeff White and I would like to revisit some items regarding car preparation for and safety at our very popular driver schools, which the NJ Chapter has been holding since 1974. Although certain types of vehicles are prohibited from our schools for either safety and/or visibility reasons, generally all makes of cars are welcomed. The goal of our driver schools is to improve your skills and have fun doing it - those goals are independent of the marque you bring to the track.

For those that have not yet participated [You don't know what you are missing!], our driver schools are presently held at two racetracks: New Jersey Motorsports Park in Millville, NJ and Summit Point Raceway in West Virginia. Each track has more than one circuit, so even though we patronize only two tracks, it's like driving on four different tracks if you attend all our events.

At our driver schools, where our emphasis is on SAFETY, we provide in-car instruction on high-speed car control. Even students who are deemed qualified to drive "solo" are required to have an instructor ride for at least one track session at each event. In addition, all events have mandatory classroom sessions that set the stage for, and then reinforce, our in-car instruction. At our Shenandoah school in September and at our Introduction to the Track school in October, we even have skid-pad instruction. Any one who had to drive in the "blizzard of 2013" can appreciate the value of skid-pad instruction.

And yes, the skills you acquire at our driver schools are directly transferable to street driving.

As you might expect, a driver school can stress your car more than everyday driving. So we require that you have your vehicle inspected by a qualified individual prior to bringing it to the track. This requirement applies even if your car is new or nearly new. The qualified individual may be yourself, a friend, or a shop you pay to do the inspection. Our Chapter Tech Form, which is to be completed at the time the inspection is performed, provides a guide as to what areas of the vehicle need to be examined. The important thing to remember is that, regardless of who actually performs the pre-event inspection, it is you [and your co-driver, if any] who, by signing the Tech Form, are certifying that the car is safe for track use.

We want to emphasize for students who are new to the track, it is NOT necessary to modify your stock vehicle before you come to an event. BMWs are engineered from the factory to be highly capable cars and you will not exceed those capabilities as a beginning student. Money spent on more seat time will do far more for your driving skills than money spent on aftermarket "upgrades".

One of the most important items in preparing a car for track use is the brake fluid. DOT 3 and DOT 4 brake fluids commonly found in passenger cars today are what is called "hygroscopic"; meaning that they have an affinity for moisture, which they draw from the air. One effect of this moisture is that it reduces over time the boiling point of the brake fluid.

We all know that brakes can get very hot in operation. They do so as they convert the car's energy of motion [kinetic energy] into heat. This heat increases the temperature of the brakes, including the brake fluid. If the temperature of the fluid exceeds its boiling point, the fluid will start to vaporize, and initially cause a "spongy", low brake pedal. If the brakes are not allowed to cool, continued boiling of the brake fluid can result in a complete loss of braking capability as the pedal goes to the floor! Don't ask either of us how we know that this is a dangerous situation!

The only way to restore the boiling point of brake fluid is to replace it periodically with fresh fluid. This is quite different from "bleeding the brakes". For driver-school use, the NJ Chapter requires that the fluid be less than 6 months old. For a detailed look at brake bleeding and brake-fluid replacement, see the 3-part series on the subject that ran in the July, August, and October, 2011 issues of the New Jersey Bulletin. You will find back issues of the Bulletin on our website,

[njbmwcca.org](http://njbmwcca.org).

Just as important as fresh brake fluid are brake pads of sufficient thickness to withstand two days of hard braking experienced on the track. We require that pads be at least 50% of original thickness at the start of the event. If there is any doubt, put in a fresh set at the same time the brake fluid is changed; it is money well spent.

Beyond your brake system, the rest of your car preparation includes inspection of drivetrain, suspension, steering, tires (particularly important for run-flat tires), wheels, exhaust and other components for signs of wear. Again, our first concern is your, and your instructor's, safety, and taking car preparation seriously is the first step toward an enjoyable event.

Part of the event-registration process at the track is what we call Event Tech. For your convenience as well as ours, we try to hold Event Tech the evening before the event, as well as on the morning of the event. Event Tech consists of a thorough examination of your Tech Form, and you will be required to complete any areas on the form that were not completed when you filled out the form at the time of your pre-event inspection. Our personnel will also check your helmet [see below] and take a cursory look at your car. It is of extreme importance that you understand that Event Tech cannot possibly serve as your pre-event inspection. At the track, we have neither the time nor the facilities to perform your pre-event inspection.

Don't think that you need to go out and buy a helmet in order to come to one of our driver schools. The Chapter has a limited number of helmets, which we lend on a first-come, first-served basis.

For more information on our driver schools, visit our Chapter website at [njbmwcca.org](http://njbmwcca.org). You will find copies of the Tech Form as well as a very informative "Tech FAQ" that addresses frequently-asked questions. We sincerely hope to see you at one of our driver schools this season!

The regular Philes' Forum column will return next month.

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](mailto:vic.sr@njbmwcca.org). I'm interested in tech tips, repair /maintenance questions, repair horror stories, emissions-inspection sagas, product evaluations, etc.

Copyright 2013; V.M. Lucariello, P.E.



**Merrill Lynch**  
**Wealth Management**

Bank of America Corporation

Laurence P. Engel, CFP®, CRPC®  
Vice President  
Wealth Management Advisor

800.474.7040 • Tel: 908.789.4318 • Fax: 908.838.4689  
[larry\\_engel@ml.com](mailto:larry_engel@ml.com)

NJ2-530-03-00, 530 South Avenue, Westfield, NJ 07090  
Merrill Lynch, Pierce, Fenner & Smith Incorporated

---

# Finish Lines

By Thom Rossi

What do you do when a hurricane has just devastated your community, you are in the middle of a two-week power outage, the state of New Jersey is declared a national disaster area and you have some time on you're hands? Shop for cars, of course. The skies were still gray and most of the community of Flemington was still without power. Mrs. R. and I were looking for a place to have coffee when we noticed that the lights were on in the Mercedes dealership. This may sound like a crazy time to shop for a car, but think about it. It was late in the year, new 2013 models were on their way to the show room, and nobody at all was shopping for cars in early November. That's a buyer's market.

Thus entered "Sandy", a Mercedes Benz GL550, into our stable. She was purchased with the specific purpose of providing Mrs. R. and I with a reliable and comfortable long distance cruiser.

In her brief history with us, Sandy has lived up to her name and is developing a stormy relationship with Mrs. R. In our inaugural long distance drive, we went up to New Hampshire in late January to scope out the town of Portsmouth. Just as we set out for the drive, I noticed an alert on her dashboard: Pre Safe System Inoperable. During the drive up, we tried to use the owner's manual to decipher the message and find a way to reset it - to no avail. What the heck is a pre safe system? It seems it's that part of the car's busy-body electronic brain that attempts to anticipate an accident and prepare the cabin for impact - cracks open the windows, closes the sun roof, pre-tensions the safety belts and, etc.

Mrs. R's immediate reaction to the malfunction was to state that we should just return the car and be done with it. Given this amazing lack of tolerance for error messages and shortcomings, I am stunned when I stop to consider how many times she must have thought the same thing about her spousal choice over the past 33 years. Hmmmm... I've probably been circling the drain many times in happy ignorance of my probationary status.

We attempted to get Sandy back in working order at a local dealership near Portsmouth. Not only did they fail to fix the problem; they decided to update the car's electronic programming. The result? They converted the dashboard and nav system to kilometers instead of miles. By the time we noticed this, we were already away from the dealership and thought we could just figure out how to reset to miles ourselves. Nope. Even I was starting to get p.o'd at Sandy by this time. I spent the long ride home trying, sometimes successfully, to convince Mrs. R. that I wasn't speeding even though the speedometer was pointing to 110 in 65 mph zones. *Are you sure? Yes. Really? Yup. I don't think you got that right.* Sigh... *Why are you sighing?* Ooops. Thanks a lot Sandy.

Sandy is now back at the dealership in Flemington for a good sorting out. They better get it right, though, because Mrs. R. doesn't suffer automotive inadequacies gladly. And at this point, I'm starting to see it her way.

---

# Initial Ramblings

By JT Burkard

## The Art of Selling Your Car

So it's that time in the vehicle ownership relationship we all dread... the Break Up. Whether you want to upgrade to a new model or your car is to the point where you can no longer stand it any more, it's time for it to go. So, how do you make it disappear? The sleazy way is to park it in the Bronx and leave the keys in it. I give it 10 minutes before someone slips behind the wheel and takes off enjoying what was once yours. This illegal method is highly frowned upon. On the more up and up, you can always trade it in to a dealership but you will only receive wholesale or even under wholesale value for it. The advantage is it's a quick process and you don't have to spend weeks advertising and showing the car to people. Also you get a tax break on the trade in value of the car towards the new purchase. If you are still making payments on the car, then trading sometimes makes it a whole lot easier. I prefer to sell my cars on my own instead of giving money away by trading it. More cash in your pocket is always good, especially in these times when every penny counts.

So how do you go about selling the car yourself? There are many online sources, auctions and print publications you can advertise in to find a buyer. Some of the more popular spots are Craigslist and eBay. You have to watch as there are a lot of scammers out there who will respond to your ads and you have to be savvy enough to be able to decipher who's real and who isn't. The typical scam email you will receive contains any of these items:

- Is the vehicle still for sale?
- Do you have the vehicle in your possession?
- Do you have more pictures of the vehicle?
- Is the vehicle in good condition?
- I already have a shipper who will come and pick the vehicle up.
- What is your last price?

Consider the vehicle sold and I will pay you \$150 extra to remove your ad.

Usually it's a very general email never mentioning what make or model you are selling and you can tell it's not a true buyer. What they intend

to do is send you a bad check for more money than you are selling the car for and ask you to forward the overpayment to their "shipper" through something like Western Union. Ideally, they will demand the money to be sent the day you receive the "payment" before you find out the check they sent is not good. When in doubt, delete the emails and don't bother responding. Or you can tell them you only accept buckets of fried chicken as payment from a person wearing a clown suit at 3 pm on Tuesdays. This should confuse them.

So how can you make your car sell quickly and stand out better than the rest of the hundreds of cars that are your competition between dealers and private sellers? It's all in the way you structure your ad. This is where more people fail as they do not put any effort in their advertisement. I see this all the time where you scroll down and there is an ad headline that just says "BMW" and when you click the ad it just states "Runs good, call 732-XXX-XXXX". Not even a picture is posted. How did that ad grab you? It doesn't. They didn't state even the obvious - Year, Make, and Model. The more information you put, the more likely you will get a serious buyer. I always think if the seller doesn't want to put any effort into his ad, he probably didn't put any effort into maintaining the vehicle as well. You do not get a second chance on a first impression.

Here are the tips I have learned over the years as a professional car broker. Always list the year, make, model and sub-model if applicable. List the mileage. If you don't do this it is going to be the first question people ask you. List all of the options like leather interior, heated seats, sunroof, suspension packages, etc. List recently important service history including large items like timing belt services, brake jobs, engine work, new shocks, tune-ups, etc. If you are putting your car on eBay, also list items like paint work, dings, scratches and other blemishes. You don't have to list every small paint chip but be honest. Most buyers will be out of state and many will never visually inspect the car before they buy it so the more honest you are with the buyer, the better they feel about the deal. I always say, list the things you would want to know about the car as if you were going to be buying it. If it stands out, the buyer should know about it. One thing to point out, too much information is not always good either. No one wants to read a novel, they just want straight facts about the car and pertinent info. Too long of an ad or auction description and people stop reading. Just give them enough so they

(Continued on Page 8)

---

# 2013 Driver School Registration

To register for the 2013 NJ Chapter Driver Schools go to [njbmwcca.motorsportsreg.com](http://njbmwcca.motorsportsreg.com). We are holding registration fees constant from 2012.

When you register, please take the time to review your Profile on [Motorsportsreg.com](http://Motorsportsreg.com). Make sure your email address is current, your Driving History is up-to-date and your BMW CCA membership number is listed. Under rules instituted by BMW CCA National, all student driver school participants must be BMW CCA members. As a reminder, your helmet must be Snell2005 or Snell2010.

Also remember our friends in the DelVal chapter. We work hard to

develop programs and calendars that are complementary and that provide ample opportunity for our members to experience a variety of tracks. DelVal will be running their traditional schools at Jefferson/Summit Point in late April, Watkins Glen in July, the 3-day Driver School and Club Race at Lightning in August and at Pocono in October.

Four of our five events last year sold out with a waiting list so don't delay. Register now and start thinking warm thoughts.

We look forward to a great season and seeing you all at the track.

Jeff White

Date	Track	Type	Cost
April 8-9 (M-T)	Thunderbolt	Driver School/ITS	\$400
June 3-4 (M-T)	Thunderbolt	DS/CRS/CR	\$395/\$425
July 27-28 (S-S)	Summit Point Main	Driver School/Club Race	\$425
Sep 7-8 (S-S)	Shenandoah	Driver School	\$350
Oct 13-14 (S-M)	Lightning	Driver School	\$150-\$395*

\* Registration fee for October varies for First-time vs. Experienced students and one or two day participation.

---

## New Jersey Chapter of BMW CCA Board Meeting

January 9, 2013

Board members present: Jeff Caldwell, Paul Ngai, Bob Isbitski, Neil Gambony, John Gyorfy, Ron Gemeinhardt, Marc Goeller, Jeff White, Ross Karlin, Dave Allaway. Board members absent: Jerry Faber, Colin Vozeh. Others present: Al Drugos, Larry Engel, Doug Feigel, Vic Lucariello, Elihu Savad, Jamie Kavalieros, Ron Acher, Blake Smith, Brent Jerolimic.

### President

Jeff Caldwell called the meeting to order at 7:34 PM at Alfonso's in Somerville. Paul Ngai moved to accept the November minutes as distributed and Neil Gambony seconded (carried unanimously). Paul Ngai moved to appoint Jerry Faber as Newsletter Editor, Colin Vozeh as Webmaster, Jeff White as Member-at-Large/Driver School Chair, and Ross Karlin as Member-at-Large/Race Chair. Ron Gemeinhardt seconded (carried unanimously). Jeff Caldwell expressed a desire to better handle the data and evaluations from track events and to incorporate suggestions. He also wants additional focus on social events other than track events, for example vintage events, possibly partnering with DelVal (Bill Foster). Ron Acher volunteered to continue to handle blast e-mails. Items for this weekend's e-mail were discussed.

### Vice-President

Paul Ngai reported on the upcoming January 17th meeting at Deutscher Club of Clark (DCC) at 7:30 PM with Mike Renner of the BMW Performance Center as guest speaker. One BMW M School gift certificate will be awarded by drawing. It was agreed that only current club members would be eligible. February 21st will be at Unique Photo with Klaus Schnitzer as presenter. Saturday March 23rd will be the BMW Vehicle Distribution Center (VDC) tour at 9:00 AM. Lunch will be sponsored by Flemington BMW. Paul will extend invitations to BMW NA. Paul is also working on a possible meeting at BMW NA in May or June. Jeff White suggested a possible motorsport video presentation by Veloz Media, and Paul will work with Will Turner on that topic.

### Treasurer

Ron Gemeinhardt distributed and reviewed the year-end financial reports (income & expense and balance sheet). These included chapter donations to the Westlake School and to the BMW Foundation. Deposits have been made on all 2013 NJMP events. Ron reported that we were on target with our 2012 year-end cash balance.

### Secretary

Dave Allaway reported on the December elections and thanked Neil Gambony for taking the November minutes.

### Social Events

Al Drugos and John Gyorfy reported that the banquet is scheduled for March 2nd at the Hilton Newark Airport. Al is working on booking a band. There will be a private cash bar, and special-rate \$99 rooms will be available. Doug Feigel will work on door prizes, which will include one VDC admission and one free driver school.

### Newsletter

Jerry Faber reported (via e-mail) that the January issue should be hitting mailboxes this week, and that January 15th is the deadline for the February issue. Jerry is still awaiting a postage report from PrintTech and will follow up. Jerry expects a great year. Doug requested swapping the inside-front and inside-back covers, to avoid conflicting ad placements.

### Website

No report. Brent will continue as web forum moderator, and will also monitor Facebook to ensure appropriate content, with notifications to Colin. Jeff Caldwell would also like Colin to freshen the website and improve the forum architecture.

### Business Manager

Doug Feigel had nothing additional to report.

### Driving Events

Neil is working on awards for the banquet. Neil would like to have a Spring Rally. Larry expressed a desire to have two Tire Rack Teen Survival (TSS) schools and offered to chair.

### Driver Schools

Jeff White reported that the Driving Events Committee will set 2013 event pricing at this Sunday's meeting. Jeff reported that he has dates from Summit Point and signed contracts from NJMP. Registration should be open by the end of the month for all events. Ross Karlin reported that he is working on a Regional Instructors' Seminar.

### Autocross

Elihu Savad reported that he has no finalized autocross venues yet, although PNC Bank Arts Center is available. A proposed layout which would work around the TD Bank new construction was circulated. It was noted that MetLife and Englishtown are both \$4K per day. Other possibilities mentioned were Raritan Valley Community College, Ortho Pharmaceutical, Adesa Auto Auction, and NJ Expo Center. Elihu is actively seeking viable suggestions. The annual NJSP permit has been requested.

### New Business

The Board wished Bob Isbitski a happy birthday. The next Board meeting was set for Wednesday February 6th at Alfonso's. Jeff White moved to adjourn the meeting at 9:17 PM and Ross seconded (carried unanimously).

Respectfully submitted,  
Dave Allaway, Secretary





# The Ultimate BMW dealership for all of your needs.

JMK BMW offers special discounts to BMW Car Club members.  
[www.jmkbmw.com/jmkcca.aspx](http://www.jmkbmw.com/jmkcca.aspx)

## Why buy or service your vehicle at JMK?

- Family owned and operated since 1965.
- A+ rating with the NJ BBB.
- Indoor 3 level showroom. "M" certified dealer.
- Climate controlled service drive.
- 90+ BMW loaners, wifi, snacks, coffee, water.
- "Fast Service" available while you wait.
- Service coupons from other BMW dealers honored.
- BMW Certified Bodyshop (ding & dent, headlight restoration, etc.).
- Special pricing and discounts for BMW CCA members.

# **JMK BMW**

Isn't It Time? • A Family Tradition Since 1965

391 Route 22 East • Springfield, NJ

**1-888-356-5260**  
**(973-379-7744)**

---

# Initial Ramblings

(Continued from Page 5)

know what you honestly have and if they are serious and have other questions, they will contact you. The idea is to get them to call, email and buy. We live in a society where people get bored quickly so you want to grab their attention fast and keep them from moving on. Make it A.D.D. proof!

The number one important thing you need to do... PICTURES! I can't stress how much this influences the amount of people who will contact you as well as the price you can get when selling on line. EBay allows 24 pictures, Craigslist had space for 8 and online places like Cars for Sale and Cars.com you can list 50+ pictures of the vehicle. You don't have to go nuts and take pictures of the brake pedal pad or a close up of the inside of the glove box, just cover the whole car from front to back, inside and out as well as engine pictures and trunk. Make sure it's CLEAN before you take the pictures!!! A virtual walk around so every one can see the car as if they are walking around it in person. The quality of pictures is just as important as the quality of the description. When you look through the camera lens, or screen, what do you see? Is the whole car pictured or are you cutting off the bumper or headlight, etc? Make sure you can see everything in the lens! Same with the interior. Don't just take a picture of the steering wheel; make sure you capture the whole seating area as well. You

don't need a professional photo shoot but a couple tricks will make a world of difference.

Do not take pictures of your car when it's still in the garage! You can't cover the whole car and it will not show well in good light. At the very least pull the car out into the driveway where you can get all around the car to take the pictures. Don't take pictures in the dark either. A clean background is much better than clutter. Make people focus on the car and not what is around it. Ideally, make sure it's a sunny day or even a slight haze in the sky to dull down the glare and drive your car to a very open parking lot or a park. You will be amazed how much nicer the car will look compared to taking the picture in the street or driveway, unless you have a lavish palatial estate, then that would work too. Shoot the interiors, engine and trunk in a shady area free of sun spots. You will have a more uniform and cleaner picture. This should give you the results you want.

I hope these tips will help you in the future when selling your car. If you need any further advice, I am more than happy to help. Good luck and may you sell big!

JT Burkard

[jtburkard.blogspot.com](http://jtburkard.blogspot.com)

Send comments and suggestions to [jtburkard@comcast.net](mailto:jtburkard@comcast.net)

---

## New Jersey Chapter of BMW CCA Board Meeting

February 6, 2013

Board members present: Jeff Caldwell, Paul Ngai, Neil Gambony, Colin Vozeh, John Gyorfy, Ron Gemeinhardt, Marc Goeller, Jeff White, Dave Allaway. Board members absent: Bob Isbitski, Jerry Faber, Ross Karlin. Others present: Al Drugos, Larry Engel, Brian Morgan, Doug Feigel, Mark Mallory, Vic Lucariello, Warren Brown, Elihu Savad, Ron Acher, Blake Smith, John Schmidt.

### President

Jeff Caldwell called the meeting to order at 7:35 PM at Alfonso's in Somerville. Marc Goeller moved to accept the January minutes as distributed and Jeff White seconded (carried unanimously). Jeff Caldwell reported that Princeton BMW is interested in greater involvement in the club, including hosting a monthly meeting possibly coinciding with a new model release. Doug Feigel and Paul Ngai will follow-up. Jeff reported that the Fairfield Marriot in Millville has set an \$89/night discount rate with the club. They are also interested in becoming the official hotel for our NJMP events, and in exchange could provide a limited number of free rooms which we could use for race stewards, etc. After discussion, the Board had no opposition to this. Jeff Caldwell, Ross Karlin and Paul Ngai are signed up for the BMW CCA Chapter Congress, and Doug Feigel may also attend. Jeff spoke with Mike Renner of the BMW Performance Center about a group trip to Spartanburg as a Chapter event, possibly next year. Jeff will pursue this idea. Jeff reported that he attended the DelVal Chapter banquet and spoke with Bill Foster about collaborating on vintage events. John Gyorfy will follow-up. Jeff initiated a discussion on the need for maintaining an abbreviated summary of our upcoming events which could be used to respond quickly to requests from National, such as the quarterly regional newsletter. Jeff will follow-up on assigning this.

### Vice-President

Paul Ngai reported on the upcoming February 21st meeting at Unique Photo with Klaus Schnitzer as presenter, starting at 7 PM. Saturday March 23rd will be the BMW Vehicle Distribution Center (VDC) tour at 9 AM, sponsored by Flemington BMW. Paul noted that the BMW NA presentation at the NY Auto Show will again be held as a NY Chapter event. Monthly meetings for April and May are still TBD. We have been offered June 7th or August 2nd for the Biergarten event at the Deutscher Club of Clark. It was decided that Paul will book the June 7th date. There was discussion of a proposed promotional video for the Chapter by Veloz Media. It was decided that we would pass on this, due to cost.

### Treasurer

Ron Gemeinhardt distributed and reviewed the year-to-date financial reports (income & expense and balance sheet). Ron will follow-up with Ross Karlin on issuing the Westlake School donation check.

### Social Events

Al Drugos gave an update on the banquet, and reported that he is still looking for a band. John Gyorfy distributed a draft of planned and ad hoc social events, which was well received. John will move forward on these.

### Newsletter

Jerry Faber reported (via e-mail) that the February issue should start hitting mailboxes soon, and that February 15th is the deadline for the March issue.

### Website

Colin Vozeh asked about 2013 medical and tech forms. Jeff White and Vic Lucariello reported that they are up to date, respectively. An editable version of the tech form is being worked on. Jeff Caldwell noted that the new web hosting service has been rock-solid.

### Business Manager

Doug Feigel reported that he has been working on acquiring banquet door prizes. There was a discussion on the Chapter funding additional door prizes, such as a camera from Unique Photo and an iPad Mini. Jeff Caldwell moved to authorize \$750 for this purpose and John Gyorfy seconded (carried unanimously).

### Driving Events

Jeff White reported that our Regional Instructor Seminar has been tentatively set for Saturday March 9th at BMW NA. Jeff reported that Ross Karlin attended the BMW CCA Driving Events Congress. Jeff noted the rise in event insurance premiums, and stressed the importance of ensuring that all event attendees, including spectators, sign the waiver form. Blake Smith reported that the Instructor Training School is full. Neil Gambony reported that he is finalizing the Champ Series trophies, and is still intending to have a Spring Rally.

### Driver Schools

Jeff White noted that registration is open for all 2013 driver schools, and early applications have been received for all schools. Larry Engel asked for possible TireRack Street Survival (TSS) dates, and will schedule June and September, avoiding our events and the September GVC race/school weekend.

### Autocross

Elihu Savad reported that use of TD Bank Ballpark is unlikely in 2013. For the April 21st autocross at PNC Bank Arts Center, Elihu reported that he may need to use MONOC for EMS. This, plus the increased insurance, would add approximately \$200 to the cost. The Board was not opposed. The May 19th autocross will be at NJ Expo Center. Other sites are being worked on, including Wall Township. Elihu is anticipating a break-even or slight loss on the 2013 autocross program, due to increased costs. Jeff White suggested using the same new member promotion as driver schools.

### Old Business

Jeff Caldwell is continuing to maintain the toolbox.

### New Business

The next Board meeting was set for Wednesday March 13th at Alfonso's. Colin moved to adjourn the meeting at 9:34 PM and Ron Gemeinhardt seconded (carried unanimously).

Respectfully submitted,  
Dave Allaway, Secretary





**eurosport**  
OF WESTFIELD

- Complete BMW Service Capability
- TireRack Recommended Installer
- 50 Years Combined BMW Tech Experience
- Jeff Machos, Master Tech, On Staff

*Please ask for your 10% BMW CCA parts discount at time of service estimate.  
(Not combined with other offers.)*

Now Offering **FREE** Pre Purchase Inspection  
*Please call for details.*

**459 North Avenue East  
Westfield, New Jersey 07090  
(908) 654-5228**

## Do it yourself and save!

In *Fast Times*, our free, tech newsletter, we show you – step by step – how to repair and maintain your BMW or MINI. You can save hundreds, if not thousands of dollars on labor. Buy your parts from us and save even more (best price guarantee, free shipping, no sales tax, etc.).



BMW parts, accessories & knowledge since 1974 – MINI since 2002.

**www.BavAuto.com • 800.535.2002**

*Browse every issue since 2003 at  
www.BavAuto.com/newsletter.*

## EXPERIENCE MATTERS...



### THE FOREIGN CAR EXPERTS

BMW • Mercedes  
Porsche • Audi  
Volvo • VW  
Acura • Honda  
Toyota • Lexus

### Factory-Level Software

Great Warranty - 30 Months or 30,000 Miles  
As a Bosch Car Service Center, we get our training from the guys that made the systems.  
Ship us your tires and parts for us to install!

*Anything the dealer can do,  
we can do better...at competitive rates!*

## SHADE TREE GARAGE

171 Washington St., Morristown, NJ 07960  
(973) 540-9880

[www.shadetreegarage.com](http://www.shadetreegarage.com)

**Mention this Ad & Save \$50 on  
an Autologic Performance Tune**



## COME IN AND TEST DRIVE OUR VERY OWN 335i CUSTOM BUILT DINAN BMW.

#1 DINAN Performance Parts & Accessories Dealer in the U.S.  
Our DINAN demonstration vehicles include a 335i and X6 50i SAV.  
Test drives are subject to vehicle availability.

State of the Art Service Drive • Huge Parts Inventory  
Fast Service • Knowledgeable Staff • Convenient Location  
Luxurious Waiting Area with Complimentary Snack Bar



Prestige BMW | 985 Route 17 South | Ramsey, NJ 07446 | [PrestigeBMW.com](http://PrestigeBMW.com) | (201) 669-4696

## NJ CHAPTER CALENDAR

### March 2013

Saturday, March 2nd

Annual Banquet at 7pm at the Hilton Newark Airport. Two special guests - longtime friends of the club and recent BMW NA retirees Rich Brekus and Larry Koch will be there.

Saturday, March 23rd

Place: BMW VDC (Vehicle Distribution Center)  
Time: 9am. Registration details will be posted on our website.

### April 2013

Thursday, April 18th

Tech Session at Shade Tree Garage, 171 Washington St, Morristown. 7pm. Bring your problems (car) and questions.

Ricardo Batista  
Kathleen Bayne  
Jaydeep Bhatia  
David Brucas  
Richard Evans  
Elliot Ferris  
James Harper  
Reid Hensen  
James Hughes  
Seth Kanowitz  
Younggon Kim  
Victor Koudriavtsev  
Brace Krag  
Sean McDonagh  
Mike McHugh  
Alvaro Muir  
Andrew Potechko

## Welcome New Members

Saum Rahimi  
Gregg Rentko  
George Rubanenko  
Charles Ryan  
Hemanth Satyamurthy  
Heather Siessel  
Ted Skopak  
Jairo Soto  
Stephen Tsoucaris  
Gary Vernick  
Richard Wallach  
Nan Yang



### NJ BULLETIN STAFF

**EDITOR** Jerry Faber  
jerryfaber@njbmwcca.org  
**TECH EDITOR** Vic Lucariello  
vic.sr@njbmwcca.org  
**BUSINESS MANAGER** Douglas Feigel  
douglasfeigel@njbmwcca.org

### CHAPTER OFFICERS

**PRESIDENT** Jeff Caldwell  
jcaldwell@pci-hplc.com  
**VICE PRESIDENT** Paul Ngai  
pkngai@yahoo.com  
**DRIVING EVENTS** Neil Gambony  
neilgambony@njbmwcca.org  
**SOCIAL EVENTS** John Gyorfy  
jbajm61@aol.com  
**TREASURER** Ron Gemeinhardt  
rgemeinhardt@njbmwcca.org  
**SECRETARY** David Allaway  
david@allaway.us  
**WEBMASTER** Colin Vozeh  
colin@availabledark.com  
**MEMBER AT LARGE** Bob Isbitski  
goinfastmbob@yahoo.com  
**MEMBER AT LARGE** Marc Goeller  
bmw.mtrois@gmail.com  
**MEMBER AT LARGE** Jeff White  
jwhite@njbmwcca.org

**MEMBER AT LARGE** rosskarlin@njbmwcca.org  
**CHAPTER TOOLBOX** toolbox@njbmwcca.org  
**MEMBERSHIP** neilgambony@njbmwcca.org  
**DEALER LIASON** douglasfeigel@njbmwcca.org  
**LEGAL COUNSEL** brianmc3racer@aol.com  
**CHAPTER LIBRARY** neilgambony@njbmwcca.org  
**TECH TIPS** vic.sr@njbmwcca.org

### DRIVER SCHOOL COMMITTEE

**Chairman** Jeff White  
**Chief Tech Advisor** Vic Lucariello  
**Chief Instructor** Barry Stevens  
barrystevens@njbmwcca.org  
**Registrar** Jamie Kavalieros  
jimkavo@optonline.net  
**Member** Neil Gambony  
**Member** Warren Brown  
**Member** Blake Smith

### CLUB RACING COMMITTEE

**Chairman** Ross Karlin  
**Scrub** David McIntyre  
**2nd Assistant Scrub** Gary Bossert  
**3rd Assistant Scrub** Justin DaSilva

Ross Karlin

Jeff Caldwell

Neil Gambony

Douglas Feigel

Brian Corrigan

Neil Gambony

Vic Lucariello

### AUTOCROSS COMMITTEE

Elihu Savad drautox@comcast.net  
Brent Jerolomic autox@bjerols.com  
Chris Graf fraff1@gmail.com  
David Ngo dngo@commvault.com  
Douglas Feigel douglasfeigel@njbmwcca.com  
Ed Walters edw@teamdfi.com  
Ivan LeGrand ivanlegrand@gmail.com  
Jim Kavalieros jimkavo@optonline.net  
Larry Engel larryengel@njbmwcca.org  
Mark Mallory mmallory@att.com  
Mo Karamat manko@optonline.net  
Robert Steele steele@whafh.com  
Steve Pulvers sbpulvers@msn.com  
Walter Baliko balticvid@msn.com

**HOTLINE: 908-322-2758**

<http://www.njbmwcca.org>

Deutscher Club (DC)



This newsletter is a publication of the New Jersey Chapter of the BMW CCA, Inc. and it remains its property. All information furnished herein is provided by the membership for members only. The Club is not associated with BMW of North America nor BMW A.G. and none of the information contained herein bears "Factory Approval" unless so noted. Ideas, suggestions, and all technical opinions are solely those of the authors, without authentication by nor liability to the Editors or the Officers of the Club. Modifications within the warranty period may void your warranty.

### NEWSLETTER CONTRIBUTIONS

Contributions are both welcome and encouraged. Contact the *Bulletin* staff by mail or email. Please send your articles, photos, artwork, and ideas to: NJ Chapter Newsletter, BMW CCA, PO Box 2305, Westfield, NJ 07091-2305. Permission is hereby granted to copy any and all material contained herein for non-profitable applications provided that proper credit is given to the author and to The New Jersey Bulletin. Copyright 2013, New Jersey Chapter of the BMW Car Club of America, Inc. All rights reserved.

### ADVERTISEMENT POLICIES

For information on advertising or for an advertising contract, please contact the Bulletin's business manager. Send advertising artwork to the Bulletin's PO Box or to the business manager's email address.

### 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](http://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.



# Park Ave BMW Welcomes NJ Car Club Members



## Visit Our New Service & Parts Center

530 Huyler Street  
South Hackensack  
201-843-4999



Opened in May 2009, our Ultimate Service Center takes the experience of servicing your BMW to a new level. Doors open automatically as you drive your BMW into our temperature controlled service drive. Your service advisor meets you at your car where wireless technology allows your service advisor to remain with you at your car during the write up process. A few minutes later you're able to walk to your loaner car, waiting just feet away. Or if you're with us for a short visit, why not wait in one of our lounge areas and help yourself to our magazines, televisions and our Business Center equipped with computers, printers & WiFi, while helping yourself to light snacks in our cafe.

NJ Car Club Members  
**Exclusive**

**20% Off**  
BMW Parts

Member ID required.

NJ Car Club Members  
**Exclusive**

**\$99.95**  
Oil & Filter Change  
Rotate & Balance Tires

Member ID required.

**Experience, Quality & Everyday Value  
in the Heart of Bergen County**

[ParkAveBMW.com](http://ParkAveBMW.com)

**New Car Sales**  
210 Route 17 North  
Maywood  
201-843-7900

**Internet Sales**  
250 W Passaic Street  
Maywood  
201-843-7901



# OPEN ROAD BMW

Edison | Morristown | Newton | Roxbury

## 4 Great Locations 1 Ultimate Experience



BMW M6 Convertible

BMW M6 Coupe

Look through our extensive inventory by visiting:

## OpenRoadBMW.com

Open Road  
BMW

OpenRoadBMW.com



The Ultimate  
Driving Machine®

## OPEN ROAD COURTESY DISCOUNT

### 20% Discount on Parts to ALL BMW CCA Members.

Visit any of our 4 State-of-the-Art Facilities.

Membership ID Required