

New Jersey Bulletin

BMW CAR CLUB OF AMERICA NEW JERSEY CHAPTER Spring 2017

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Volume 48 Number 2

NJ Chapter contributes to Westlake School



NJ Chapter officers Larry Engel, Doug Feigel, Jeff White and Ross Karlin presented the annual contribution to the Westlake School. Accepting the check for \$8500 are Westlake School Principal Claudine Tantillo and Terry Foppert, Superintendent of the Union County Educational Services Commission.

The contribution was made possible through the generosity of many club members throughout the year, with special recognition and thanks to our NJMP Premier Sponsor Flemington BMW.

Autocross

Photos by Paul Ngai









Hamilton Jewelers meeting recap By Marc Goeller

It was with great anticipation that I was looking forward to our knowing that you are getting the best advice possible. meeting at Hamilton Jewelers in Princeton. Not only did we, at the NJ BMW CCA chapter, want to expand the horizons of our events by bringing a new experience to our members, but as a watch enthusiast myself (also dubbed "a WIS", or Watch Idiot Savant as we call each other in watch collector circles), I was excited to meet other like-minded people who enjoy both fine cars (and what finer car than a BMW!) but also fine watches. Now, to be quite honest, in addition to looking forward to meeting other people passionate about mechanical marvels, I was also looking forward to seeing what our contact and planning partner at Hamilton Jewelers, Ms. Donna Bouchard, the Vice President of Marketing and Social Relations at Hamilton, had planned for all of us! Indeed, from the day I had gotten in contact with Donna, I was absolutely impressed by her passion, dynamism and (contagious) energy to plan a memorable event for us. I can honestly say that if all the meetings we try to bring to you would be led by someone like Donna, I would be without a job (Not that I am paid anyway, and let us all remember that all club directors are volunteers, but just sayin')!

Now as we all know, good things never come easily (except may be for those who are born in wealth and privilege, but fortunately, we all live in a country that gives so many opportunities to hard working people. Let us hope this will remain so for the years to come)! While we all thought that we had pretty much cleared Winter and thought that Spring was just around the corner, Mother Nature had to send us one last curveball in the form of a pretty nasty snow storm just two days prior to our expected event!! Many of us had to work snowblowers or snow shovels for hours to clear the driveway, but clearly, this Act of God was threatening this event. Within a few hours however, Hamilton had confirmed that we were still a GO and so, confirmation was sent to all registrants. Sadly about 15 members had to reluctantly cancel at short notice due to the inclement weather. We certainly hoped that nobody would take inconsiderate risks to drive to Princeton, and I will say that for myself, I was certainly grateful for the wonderful X3 loaner that I had been provided by **BMW of Bridgewater** when I dropped off my car for service. I am huge believer of a rear wheel drive equipped with true snow tires, but let me tell you that the X Drive system of that X3 equipped with regular all season tires was quite impressive and confidence-inspiring. So much so that it has planted a SUV/SAV bug in my mind, so please stay tuned

Anyhow, let us get back on track (no pun intended after this "off road" parenthesis). All in all, 70 or so members eventually managed to join me at Hamilton that night and the first person to greet us all was none other than our very president, Mr. Jeff Caldwell who had very kindly volunteered to sign in attendees. Since Donna was not able to join us in person that very night (luckily for her, given the NJ weather, she had been given the very difficult mission, that I believe she happily accepted, to travel to Hamilton's second location in Palm Beach Florida for the week!!), we were all greeted by Ms. Terri Goldsmith, the Flagship store director, and her very experienced and knowledgeable team. Talking about knowledgeable, allow me a quick, but important, side comment. As a watch enthusiast who knows a fair deal about watches, I can say that there is nothing more refreshing than meeting sales advisers who know in details their products and boy was I impressed by the Hamilton staff! Through my discussions with Mr. Peter Dunn concerning current models of several high-end manufacturers or with Mr. Donny Brady, one of the sales associates of H1912 (the year Hamilton was founded!) which is the arm of the company that is specialized in vintage and preowned timepieces, it was evident that all people at Hamilton are truly expert and passionate about their products and watches in particular, which would make anybody's purchasing experience a real treat, especially

So, what did this event really consist of?? Well, there were really a wide number of experiences that could be enjoyed during that special night. First and foremost, members were able to check out watches in the flesh from one of the broadest range of highend watches there is in New Jersey! From Rolex to Breguet, from Cartier to Jaeger LeCoultre, from Tudor to Patek Philippe and from Hermes to Breitling, one of the key sponsors of the evening, there was an amazing array of dressy and sporty watches that could really suit any taste out there.... (for all budgets as well, when one considers that prices started in the hundreds and reached the "sky is the limit" levels)! As a matter of fact, Breitling did not only spoil us with the goody bag we were all able to bring home, they also did by bringing their most recent model, the Avenger Hurricane, which is made of high tech carbon fiber material and, as such, ultra-light and resistant. A true Instrument for Professionals!

Members were also able to share with one another the stories about their personal favorite watch(es) whether they originated as a graduation gift, a wedding present or simply an impulse buy as a young boy. Just like for cars, the connections with these little marvels is often shared from one generation to the next and so it was no surprise to meet members of three different generations of one single family enjoying a night out together. Others explained how they had been wearing the same watch for nearly 30 years and others still shared the intimate connection with an ancestor that they were able to preserve when they inherited a watch from them.

The team of Hamilton watchmakers led by Mr. Eric Norrbom, a WOSTEP and CW21 certified watchmaker, were also on deck that night, and all members could get their watches inspected or checked for accuracy on one of the several instruments available in their shop.

And that was not all! Not only were we all smitten by the timepieces on display, mesmerized by the impressive store décor, absorbed by all the social interactions with our fellow club members... all of this took place while eating delicious cocktails provided by the **Peacock Inn** located on Bayard Lane in Princeton and tasting beer crafted by the Beach Haus Brewery located in Belmar!! Can you really believe this?? I am pretty confident when I say that absolutely everybody had a great time there and I think that there was no better testament to this than to seeing again some of the same new faces a couple of months later when we all met at Guten Parts in South Orange for our following meeting.

But this is another story, and since I am one of the last contributors to this great bulletin that our Editor in Chief, Jerry Faber, passionately puts together issue after issue, let me wrap this up by thanking again Donna and the entire staff at Hamilton Jewelers for having hosted us and for having put together a memorable show for us. We hope to be back in the future and I certainly do know that I will pay them a visit when I will be considering my next purchase!



Philes' Forum By Vic Lucariello, Sr.

Trip Lee 1947 - 2017 **New Jersey Chapter Icon**

The New Jersey Chapter, as well as humanity, suffered a great loss when Trip Lee passed away on 14 February. Trip was a unique, consummate gentleman of intellect and character, and I feel privileged to have known him for more than 30 years. If you are thinking I greatly respected and admired Trip, you are correct.

While some gearheads tend to be one-dimensional, Trip had varied interests, including history and aviation, in addition to his love of all things mechanical. One time he told me that as part of his study of the U.S. Civil War, he was reading soldiers' letters written during the conflict. That's some pretty serious study if ya ask me.

Trip and I would occasionally recommend books to each other. Our most recent correspondence, late in 2016, concerned a book about the closing months of WW II and how British airmen, at great cost, helped ameliorate the swarm of Kamikazes over the waters near Japan. The Brits did this by attacking Kamikaze airfields.

I can neither count nor recall all the times Trip helped me out, whether it was instructing novice-driver me at Lime Rock, mentoring me when I aspired to become a driver-school instructor, tactfully advising me when I became Chief-of-Tech for our driver schools, giving me lathe-operation pointers, or finding cool gearhead stuff for me or us. He once found a source in Germany and had imported two "dogleg" or "close-ratio" 5speed transmissions, one for wife Judy's M3 and one for mine. Trip found me a very nice, industrial-quality, [made in U.S.A., no less] floor-mount drill press that I use in my shop nearly every time he gave me a completely functional, 12" Clausing turret

I could continue, but knowing Trip, he would say, "Enough already; let's get to the good stuff". [But Trip would phrase it tactfully.] So Trip, if you are reading this, thanks, man.

good stuff this month concerns BMW power-steering reservoirs. I looked in the



Photo #1 Ubiquitous Power Steering Reservoir

Philes' Forum archives, and the best I can tell I have not written on this subject in more than 10 years.

In January 2007 I was writing about oil filters, and I wrote that in addition to the oil filter, air filter, fuel filter, and cabin filter, your Bimmer also has a power-steering filter. This filter is located in the bottom of the powersteering-fluid reservoir, and unfortunately, unless your Bimmer is 40 or so replaceable without changing the reservoir.

Photo #1 depicts the power -steering reservoir found on many Bimmers from model year 1982 right up to much

later models, such as the E84 X1 and E87 1-Series. Photo #2 shows a reservoir cut in half to reveal the internal filter. I think it a good idea to change the reservoir/filter whenever you do maintenance on the power-steering system such as changing the fluid, hoses, pump, or steering box. While you're at it [actually, before you install any new parts], it's also a good idea to flush out the system. The January 2007 Philes' Forum [available on the NJ Chapter Website], describes one procedure for flushing the power-steering fluid.

Driver-school Padrone Jeff White emailed me about his 2000 528i E39 5-Series [manual trans!]. touring

Photo #2 Steering Filter Revealed

Jeff is replacing the power-steering reservoir, and the replacement-reservoir's cap indicates that Pentosin CHF 11.S fluid is required, and Jeff has been using Dexron-type automatictransmission fluid [ATF] as specified in his owner manual. Jeff was told by the aftermarket supplier of the new reservoir that Jeff needed to convert the system to CHF 11.S fluid, and Jeff questioned me on how to do this.

The current BMW part number for Jeff's power-steering reservoir day. When Trip upgraded his TIG welder, I got his old one. One is 32 41 6 851 217. The only apparent difference between the current version and superseded versions [eg: 32 41 1 097 164] is that the cap on the current version specifies CHF 11.5 fluid, not

> See Photo [Courtesy of Jeff White].

My response to Jeff is that the steering-system design, not the reservoir, is what determines which fluid is to be used, and that he should continue to use ATF in the E39's power steering. Just double-check, contacted Matt Kimple, service manager at Bridgewater BMW, and he confirmed that IF YOUR BIMMER ORIGINALLY USED DO NOT PUT CHF 11.S IN IT,



ATF IN ITS POWER-STEERING, Reservoir [Photo by Jeff White]

REGARDLESS OF WHAT THE RESERVOIR CAP INDICATES. If you are in doubt about which fluid to use, call Bridgewater's parts department [888-579-0048] with you VIN and they will supply the correct fluid. Pentosin CHF 11.5 fluid is greenish in color while ATF is reddish. Old yucky ATF can be a reddish-brownish.

years old, the filter is not Further investigation suggests that when BMW switched to CHF 11.S steering fluid on most models beginning circa the E60 5-Series, they changed the fluid-reservoir cap such that it indicates that CHF 11.S is required. But what if you, like Jeff, need a reservoir for an older model? BMW thought of this as well, and provides a label indicating that ATF should be used.

(Continued on Next Page)

New Jersey BMW CCA Board Meeting Minutes

February 15, 2017

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

President Jeff Caldwell called the meeting to order at 7:52 PM at Alfonso's in Somerville. Neil Gambony motioned to accept the January minutes as amended and Jeff White seconded (carried unanimously). Jeff commented on the Rolex 24 at Daytona, BMW Experience and BMW CCA Infield Corral and Hospitality which was awesome this year. Lots of club members were in attendance. Jeff will send an e-mail tomorrow on the upcoming banquet and BMW of Bridgewater meeting.

Vice President Marc Goeller reported that our February meeting and tech session will be 2/23 at BMW of Bridgewater. Our March meeting will be 3/15 at Hamilton Jewelers in Princeton. Registration will open at noon on 2/19, and BMW CCA membership ID will be required at the door. The April meeting will be the VDC tour (see below). The May meeting will be at Guten Parts in South Orange, as a monthly meeting, social get-together and car unveiling. The June meeting will be at BMW NA on 6/10, in conjunction with the E30 SIGFest. Friday 7/7 has been proposed by the Deutscher Club of Clark (DCC) for their Biergarten, and the board strongly agreed that we should accept. A Show, Shine and Swap is planned for a Thursday in early to mid-August (to be scheduled), with Griot's Garage as a presenter.

Treasurer
Ron Gemeinhardt reported via e-mail that the reservation deposits for all track events have been cashed. The invoice for our remaining deposit for the April NJMP event has not been received. We are still waiting for Bergen County to refund our 2016 deposit. We received our January due rebate, about \$3,160. Banquet ticket sales have been very slow. Ron estimated less than \$500 so far. MotorsportReg shows quite a few driving event registrations already, but they have not send funds to us, to date.

Driving Events
Neil Gambony reported that the awards and trophy are ready for the banquet. The Northern New
Jersey Region SCCA's first rally of the year is 5/7 (format to be determined), and Neil proposed
that this be a Champ Series event.

Driver Schools and Club Racing
Jeff White reported that signups are going OK for our first event. We have 11 registrants for ITS, and are 50% full on Saturday/Sunday. We are low on registrants for Friday (solo), and Jeff Caldwell will publicize. The September NJMP contract has been finalized. Ross Karlin reported that the annual Instructor Seminar will be 3/4 at BMW NA. Speakers are being arranged, including BMW NA.

March 22, 2017

Board members present: Jeff Caldwell, Bob Isbitski, Neil Gambony, Jeff White, Dave Allaway, Ross Karlin, Ron Gemeinhardt, Jamie Kavalieros. Board members absent: Marc Goeller, Jerry Faber, Vic Lucariello, Jr., Colin Vozeh. Others present: Paul Ngai, Doug Feigel, Stan Mayer, Blake Smith, Brian Morgan, Larry Engel.

President Jeff Caldwell called the meeting to order at 7:32 PM at Alfonso's in Somerville. Jeff motioned to accept the February minutes as distributed and Jamie Kavalieros seconded (carried unanimously). Jeff noted that he will be attending the BMW CCA Chapter Congress in Dallas. On Marc Goeller's behalf, Jeff reported that we had a great meeting at Hamilton Jewelers, with about 70 attendees. Breitling provided gift bags. Hamilton Jewelers requested a list of attendee e-mail addresses after the meeting, which we are unable to provide without permission, but we will e-mail attendees and ask if they wish to add themselves to the list.

Marc Goeller was delayed in Europe and unable to attend. All upcoming events have been added to the calendar.

Treasurer Ron Gemeinhardt distributed the income and expense reports for February and March.

Driving Events
Neil Gambony reported that the Northern New Jersey Region SCCA will be hosting a gimmick rally
on 5/7. The starting point will be in the Denville area. This will be an NJ Chapter BMW CCA
Champ Series points event.

Driver Schools and Club Racing
Jeff White reported that our first event of the season (NJMP Thunderbolt) will be in 10 days.
Saturday-Sunday is full, with a wait list. We have 74 regular students, 12 ITS candidates, and 20
first-timers. We are short on Friday solo drivers (only six students) and on instructors. The
Saturday banquet is set. There was a discussion on allowing NJMP club members in the Friday
solo group. We will be part of the Bridgestone tour, including tire support and a contribution
toward event sponsorship. Ross Karlin reported that Bell helmets are on national backorder and
we will not have the helmets we ordered for this event. The Del Val Chapter will be bringing
their loaner helmets. Ross also noted that the Westlake School check presentation will be at 7
PM on Wednesday 4/5. Larry Engel reported that our Tire Rack Street Survival (TRSS) events are
confirmed for 6/25 and 9/24 (both Sunday) at Campgaw Reservation. He is also working with the
South Jersey Region SCCA on a TRSS event at Bader Field, tentatively on 8/19. He is also
considering a late season TRSS event. Ross reported that we had close to 80 attendees at the
instructor seminar at BMW NA. BMW led a discussion on the impact of driver assist systems on
driver training.

Autocross
Elihu Savad reported that nothing definite has been lined up. The NJ Convention & Expo Center las no dates for April or May. Colin Vozeh is still working on the Ft. Dix (JB MDL) application. The Vintage Triumph Register inquired about renting our timing equipment for their August event at Westin Forrestal Village in Princeton. We declined. Our 2017 NJSP permit has been applied for. Elihu noted that our attendance at NNJR SCCA events has been low. Marc thanked Elihu and his team for their persistent efforts to obtain autocross

Social Events Bob Isbitski confirmed that our Facebook page has the banquet information. Vic Lucariello, Jr. inquired about obtaining ongoing banquet registration/headcount information. This should be available from Ron Gemeinhardt.

Business Manager Paul Ngai reported via e-mail that the BMW Vehicle Distribution Center (VDC) tour is set for Saturday 4/22. Registration opens 30 days prior to the event on MotorsportReg. BMW of Bridgewater has expressed interest in sponsoring this event. Banquet door prizes are still being collected, and we have donations and verbal commitments from several sponsors already.

Newsletter Jerry Faber reported that the next Bulletin is about done. Larry Engel provided a Rolex 24 writeup and great photos. Jerry asked about delivering e-mailed PDF Bulletins for those 500+ members who have indicated electronic delivery as their preference. This would be a savings of about \$2,000 per year. Our current e-mail service does not allow attachments. Jerry will contact Colin Vozeh and Steve Schlossman (BMW CCA national office) about e-mail options. Marc Goeller and Jeff Caldwell thanked Jerry for his continued efforts on the Bulletin.

Members-at-Large
Bob Isbitski reported that he will be representing the club at Bimmerfest East on 7/29 and 7/30 in Englishtown, and that we will have a centrally located booth. There was an inquiry from Bimmerfest as to whether we could run the autocross (they used SCCA in 2016). Bob will obtain more information and follow up with Elihu. Bob requested an inventory of chapter-owned items. Jeff Caldwell noted that we are no longer loaning out the scales and they will be reserved exclusively for Club Racing. Jeff would like to update the toolbox with some newer tools and sunset some older tools. He solicited suggestions.

Old Business Jamie Kavalieros is purchasing helmets.

The next board meeting was set for 7:30 PM on Wednesday 3/22 at Alfonso's. Ross Karlin motioned to adjourn at 8:58 PM and Jeff White seconded (carried unanimously).

Respectfully submitted, Dave Allaway, Secretary

Autocross Elihu Savad reported, via e-mail, that we have been denied use of the lot at Ft. Dix. Elihu noted that the Red Lot at TD Bank Ballpark is still available for our use. He will visit there Sunday and the autocross committee will consider whether we can run an autocross there with a smaller layout and fewer runs (one car on course at a time). The operations manager has approved having our paddock and staging under the solar panels. If we chose to go forward with this, our first events there will be 5/14 and 6/11.

Business Manager
Paul Ngai thanked our sponsors who supported the banquet, including BMW of Bridgewater, BMW
of Morristown, BMW of Tenafly, Circle BMW, Shade Tree Garage, BimmerWorld, Bavarian
Autosport, Guten Parts-Service, and Bergen Smile Confidence. Registration for the BMW Vehicle
Distribution Center (VDC) tour on 4/22 opened today, with BMW of Bridgewater as our sponsor
this year. Matt Baratz is continuing to assist with invoices. We will have a tent at BMW of
Bridgewater's summer car show (Bimmers & Brauts) on 6/11. We still need a major sponsor for
our June NJMP event.

Newsletter

Jerry Faber reported, via e-mail, that the next deadline is 5/12. Write-ups are needed for the March meeting (Hamilton Jewelers), the VDC tour, and the May meeting (Guten Parts-Service), each 200-300 words plus photos, as well as regular columns. Jerry is awaiting a quote for e-mailed newsletters.

Members-at-Large
Bob Isbitski reported that Frank Patek (BMW CCA Executive Director) asked if the New Jersey
Chapter could run the autocross for Bimmerfest East (7/29-30) and we agreed. National will pay
for everything, including the lot. We will be paid a percentage of the proceeds, with no risk.
BMW CCA membership will be requested prior to signing up on MotorsportReg.

Old Business Ross Karlin reported that the projector (previously approved) has been purchased.

The next board meeting was set for 7:30 PM on Wednesday 4/26 at Alfonso's. Ross Karlin motioned to adjourn at 8:53 PM and Jeff Caldwell seconded (carried unanimously).

Respectfully submitted, Dave Allaway, Secretary

(Continued on Page 13)

Philes' Forum (Continued)

The part number of this label for Jeff's E39 is 71-24-6-798-132. Or you can make your own label like Jeff did. That's what I would do. So too would Trip.

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, emissionsinspection sagas, product evaluations, etc.

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Performance Center Delivery By Larry Engel

I've come to the conclusion that I'll always need some sort of All you need to do is arrange it through your dealer when you want to drive a "mommymobile". She's been driving her young and fun Mini Coopers since 2009 when she put her foot down and didn't allow me to replace our first X3 with another one.

After two years of running to Home Depot and the town conservation center in a toy car (or the M3), I decided we had to have a practical vehicle and ordered a 2011 X3. Performance Center Delivery at the Factory in Greer, SC. Performance Center Delivery is what this article is really about, but I'm not ready to tell that part of this story just yet.

We leased the X3. It was a "loaded" 28i. I was never in love with it. It had an early version of the electric steering rack, and I'm happy to report that they're much better today. addition, it was one of the last applications of the N52 series engine. Frankly, a turbocharged four does a better job of getting a 4,000 pound vehicle off the line than a lovely naturally aspirated six that was designed to propel small sedans and fun cars.

This brings me to the X3's replacement. When the lease expired in 2014, number one son had moved from Vermont (which reinforced my rationale for choosing a SUV over a more practical minivan) to California. Grandchild number two was also on the way. Since we were assured that California wasn't a permanent home and they were likely to end up back in New England at some point, I weighed the situation and ran down to my local BMW store and ordered a 2014 X5 with the optional third row. You know, because it was practical and could hold my growing family. Oh, and one other thing - it was a diesel! And oh yeah, it gave me reason for another Performance Center Delivery! (The real reason for this article.)

This is the part of the story where I tell you that you're crazy if you're shopping for an X5 and you don't at least consider the diesel option. The car is fantastic! The combination of low end torque coupled to an exceptional 8 speed automatic allows this heavyweight to glide through traffic. It doesn't hurt that I get 34 mpg on most trips! It's absolutely the best highway cruiser/ hauler I've ever owned (and I'm pretty old). For my purposes (long trips and occasional need for 7 passenger seating) there's no better vehicle on the market. If I used this vehicle for mostly short trips and didn't need the third row, I'd probably go for the 40e version (ask Chapter President Jeff Caldwell how he likes his), but the diesel is perfect for my needs. (This is the point at which I give a shout out to VW - thanks so much for screwing up the future of this wonderful technology. I'll probably never forgive you. Here's to you VW, and the horse you rode in on! I hope you choke on your particulates! They tried to get the X535d to fail an emissions test, but they couldn't. Clean diesel does exist.)

Bulletin Editor Jerry Faber is relieved that I'm finally getting to cubicle and you drive out into the real world for your next the point.) My intent was to buy the 2014 X5 when the lease adventure. Karin and I spent another night in Greenville and expired. It really was. But there were a couple of options that I didn't check off on that one, and I really missed them. Leasing to Charleston for a few days and then driving home. For anyone allows a do-over on stuff like that. Mostly though, I realized that I wouldn't be able to take Performance Center Delivery if I bought it out of the lease. When the dealer called me to let me Delivery. You won't regret it! know they could do a pull-ahead and a new one would have a lower monthly payment, I knew what the outcome would be.

On March 27th, a few short weeks after ordering it, we took delivery of our new 2017 X5 35d at the Performance Center in Greer, SC. The experience remains one of the great joys of buying a new BMW, particularly one that's built here in the US.

practical vehicle in my life - something that can haul a lot of order the car and then get yourself to Greenville-Spartanburg stuff and get us places in tough weather. We went a year or two airport on the designated date. We flew in on a Sunday. We without one after the kids got through school and Karin didn't had instructions to call the Greenville Marriott when we arrived. They picked us up in a lovely loaded X5 50i and rolled out the red carpet when we arrived at the hotel. We had drinks and a very nice dinner on BMW and retired for the night. We were instructed to have the breakfast buffet on Monday morning and be ready to travel to the Performance Center at 7:45.

> We took The bus ride to the Performance Center is always full of anticipation and excitement. As you arrive, several new vehicles can be seen in the delivery bays, which are glass walled cubicles in the front of the building. (This time we had an afternoon delivery, so ours wasn't visible when we arrived. On our two previous deliveries, we could see our car through the window when we arrived. (You can look, but you can't touch!)

> > Upon arrival you check in and sign waivers. You're led into a classroom and they give you a short overview of the day. Next, you head out back to begin having fun! "Out back" is basically a test track/skid pad/ handling course where you're guided through several exercises, most of which are driven in a vehicle similar to the one you're buying. You get to use their cars because they want yours to remain pristine, at least until you leave the property. They lead you through an emergency braking exercise and a handling course that's part race track, part autocross course. It's tons of fun! (In the case of the X5, literally 2 ½ tons of fun! It's unbelievable how well these things handle when you push them!) They also do a wet skid pad exercise with a 430i. The objective is to showcase the DSC system. You do a lurid spin with the system off and then they engage it and your fun is done, but the vehicle stays under control. They use a RWD 430i because the X-drive vehicles won't spin.

> > When the driving exercises were done, we drove across the highway for a plant tour. It's always amazing to see how cars are assembled. It's such a complex ballet of high-tech machines and human effort. Watching the process really makes you appreciate how modern car manufacturing has evolved.

> > After the plant tour, we went back across the highway and did the off-road course in our borrowed X5s. It's really fun to see what these vehicles are capable of. We drove through a 20 inch deep stream, climbed hills so steep the only thing we could see ahead of us was sky, and descended grades from which we were sure we'd slide off sideways!

Next was a great lunch at the Performance Center, and then we were escorted into one of the delivery bays to see our new X5 35d for the first time. Part of the deal is to get a full explanation of the systems in your new BMW from a product expert. Since this was our second F15 X5, we concentrated on the updated electronics, which have made huge advances in just the last three years. After they answer every question you can Anyway, back to the original premise for this story. (I'm sure think of about your new car, they open the front of the delivery enjoyed a fantastic dinner at Hall's Chop House before heading considering a new BMW, and especially a SAV made in South Carolina, do yourself a favor and consider Performance Center

Driver School at NJ Motorsports Park



Not Your Typical Garage Photo by Thomas Lawrowski



Luis with instructor Andy. Photo by Luis Geronimo



And the winner is... Photo by Elizabeth Kramer

Performance Center Delivery



Photos by Larry Engel



May 14th Autocross



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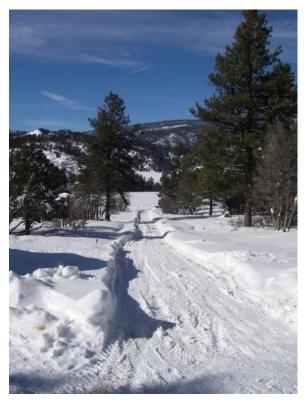


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It's Not Spring Everywhere



Photos by Vic Lucariello Sr.



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Initial Ramblings

Craigslist is the People of Walmart of the Internet

As an automotive broker, consignor and dealer, I find myself spending a good portion of the day on the internet placing ads on various paid sites as well as on free ones like Craigslist, Facebook Marketplace, Letgo, etc. There is a certain element I find on these sites that you don't see anywhere else. I am talking about rude, inconsiderate, combative, confusing, and disrespectful "buyers" who have no boundaries. It's an interesting segment of society that only comes out under the cover of darkness of the internet. Now, not everyone is like this, but I would say a good 83.68% are virtual tire kickers with attitudes to match. This is, of course, according to my independent scientific survey. This doesn't include the scammer segment of the buying populous, but we won't get into them in this article. This is just a small look into my world as an internet vehicle marketer.

Just last night, at 11:00pm I received a phone call from an unknown number. I thought to myself "Who the [expletive] is this at this hour?" I let it go into voicemail, which they did not leave a message. But right after I received two text messages: "Wheel still sale" and "Call mi at 732-xxx-0000". This morning I responded with "Yes, the wheels are for sale and it's extremely rude to call someone at 11pm". Their response was "ok, thank you".

Those of you who follow me on Facebook have seen me post about a few of these interactions and I have actually started to put them on my blog as well for all to see with screen shots from my phone so you can see that yes, these actually happened. The most notable I will share with you with spelling and punctuation as sent by the consumer to retain its authenticity:

"Hi I could u Chrysler. I hewed 900 ok for you" I responded with "I don't understand". They followed up with "U have four sale Chrysler. How much pirays" - I laughed so hard, I couldn't even respond. Are pirays the new Bitcoin? This one goes down in the JT Text Message Hall of Fame.

Another popular one from my JTTMHoF: "Do u got anything better then that I take a truck 3rall that works good I give 1000 for" - I'm sorry, but I'm all out of 3rall's at the moment.

A third for your entertainment: "hello, i want to ask the lowest price of your car on craigslist". I ask "Which car? I have several advertised." They state "the first one posted". I ask "I don't know which one was posted first. Can you please let me know which car you are interested in? Thank you." They never responded back.

But wait, it's not just text messages or phone calls. I had a glorious interaction with a man who showed up at my place to buy a car I was selling for one of our fellow club members. It was a Metallic Blue 2007 Pontiac G6 with 30k original miles. This car was perfect. I did my research on what the realistic price for this car would be comparing to real world comps. This is the best way to gauge a true value. I listed it at what I thought was a very reasonable price, especially since it was the lowest mileage one on the market.

I listed the car and several hours later I get a phone call from a very interested party. He said "this sounds like the exact car I'm looking for and I'll come around tomorrow lunch time to see it". I had high hopes. Noon arrives, as well as my buyer. The first thing out of his mouth is "What are all of these cars? Are you a flipper?" I said, these are my personal cars, they are not for sale (admittedly, it does look like a car lot with all the cars Sandy and I have collected). He says "Is that a Mercedes under that cover? What are you asking for that" Yes it's a Mercedes; no it's not for sale. That my wife's car. Then he's pointing to the other cars and asked what was under the other car cover. I said that's our Alfa Romeo. He then goes on how those were horrible cars and other Italian car comments. This is starting out smashingly, with insults.

I direct him to the G6 in the other driveway. Immediately he tells jtburkard.blogspot.com me all the problems these GM products have and how he guarantees this car is ripe with issues because he has had a few. I said if you owned so many of these cars and they are so problematic, why do you still want to buy one? I basically called his bluff. I know his game. Shoot down the car so you can come in

at a low-ball offer. This guy doesn't realize I am a professional in this game.

I open the door, fire the car up, and he checks under the hood. First thing out of his mouth "This isn't a garage kept car like you said, I can see it stayed outside. What else aren't you telling me right?" The engine compartment was super clean and had ZERO signs of being left outside. He was basically calling me a liar. That doesn't sit well with me at all. He proceeds to tell me the tires are worn (they weren't) and all these other mythological issues the car had. I thought to myself: Wow, you must be some kind of savant mechanic because you didn't even sit in the car or drive it yet and you are telling me it's going to need thousands of dollars of work, on a mint condition car with 30,100 miles. All with an attitude that he seemed to have the moment he stepped out to see the car. My patience was quickly running thin.

Next, he asks me how I got the car. I tell him I am selling the car for one of my fellow BMW club members, because he is tired of dealing with people from Craigslist, like you. He just ignored my little dig at him. He then says "well whose name is it in?" I said the owner's name, I am selling it for him as a favor and he just explodes with all kinds of gibberish like I'm jumping title, what if the DMV questions who he bought it from, I'm illegally selling the car, etc. I ignore him.

Then he said "what I think is going on is you bought this car for very cheap and you are trying to sell the car for a big profit and that's wrong" I quickly cut him off and reiterate the truth, and to not call me a liar because this conversation is going to end quickly. He then asks me "Who came up with this price?" I say the seller and I came up with a fair price for the car in comparison to similar cars currently on the market. He says "Well KBB private party says it's worth much less and needing tires, I want a \$500 deduction, and that's before I drive it, and find more issues the car has." I inform him that guides are not realistic with cars like this. I am going by real world cars for sale at the moment. His response was "Yeah, but they are dealers and do financing and offer warranties. I don't buy from dealers; I buy from private parties so I avoid all the bull". I encouraged him to find a car in the price range he wanted to be in because those cars have triple the mileage. I knew he wouldn't find another one equal within a 1,500 mile radius. I already

He continues on his almost-tirade when I said I had enough. I closed the hood, shut the car off, locked the door, I reached out and shook his hand that he wasn't even offering to me, and said thank you for coming to see the car, I am sorry we can't make a deal. You are going to have to leave. I started walking away and he responds with "that's it, you're not going to even negotiate with me?" and then starts spewing I'm a flipper, illegally selling, not following the law, I'm flagging you on Craigslist, etc.

I never turned around, I didn't even respond. I just walked away and let him ramble on until he left. What a nutcase. This guy needed some Prozac or something. I feel real sorry for the next person he meets when car shopping. "I only buy from individuals." That's because you want to wear them down with your anger so YOU can steal the car at a bargain basement price. I've been in this business for 17 years and I don't think I ever had to deal with someone like this before.

Yes, these people do exist and I seem to find them all. It's my gift, like seeing the Matrix. Maybe I'll have my own TV series "Tire Kicker Hunters" where you watch me deal with the bottom of the barrel each week. There won't be a need for a script, these interactions come naturally. Until then, I'll just keep posting these stories on my blog for all to enjoy. And please don't forget when car shopping to always bring your pirays and 3ralls.

JT Burkard

Send comments and suggestions to jtburkard@comcast.net

Bridgestone, DelVal and NJ team up to start the season

By Jeff White

The 2017 driving season began with a very special 4-part, 3-day. We awoke on Saturday to cold temperatures and gray skies but event at NJMP Thunderbolt on the weekend of Mar 31 - April 2. In an effort to both increase participation and reduce financial risk for everyone, we teamed up with our friends in the DelVal Chapter to make this a joint event. We then received a welcome email from the national office informing us that our event had been selected to be part of the Bridgestone BMW CCA 2017 HPDE Tour! More on that later.

So, what made this event so special? Well, last fall some deranged person decided it would be a great idea to start the season with the most logistically difficult event we've run since O'fest: 1) our annual Instructor Training School, 2) a new category of Advanced Solo students (aka Group S), 3) a standard driver school and 4) the return of our Introduction to the Track group. In the best of all possible situations this event would require smooth, incident-free running for three days so just to add a further level of uncertainty, it was being held at the time of year when the weather is the least predictable. Tell me again whose idea this was...

Think back to the weather we had in March. The month started with temps in the 70's (break out the mojitos!) was back to the 20's-30's by mid-month and then back up to 60 the week before the event. We had no idea what to expect. The plan for Friday was that the new Advanced Solo group would have the track for 6 hours with 4 sessions of the Instructor Training School taking I want to again thank Bridgestone for their support. Chris Welty, the remaining 2 hours. The Advanced Solo group is relatively new to BMW CCA events. It was conceived of by Genesee Valley and has been implemented by GVC, Patroon and Boston Chapters. This group is for students who have been signed off as solo drivers on several driver schools. GVC recognized that there was a population of students who did not want to, or weren't ready to commit to, become instructors or club racers but did want something more from driver schools than the typical advanced run group provides. Running in this group is by invitation only and requires the student to have been signed off solo on multiple occasions, have very good situational awareness and be courteous. Instructors also run in this group so closing speeds can be fast and passing in corners is both allowed and expected as a way to keep the group running smoothly. Students in this group have the benefit of a group of Mentors who are available to go out with the student and provide input on refinements the student can work on. There are also classroom debriefing sessions in which students meet to discuss what they are working on and provide observations on how each other is doing. We are grateful that David Gelardi and Al Dimisko came down from Patroon chapter to help us get this program off the ground and instill in the students the mindset that each time you go out on track you should have a specific goal to work on and have a way to measure your progress against that goal. With 6 hours of track time scheduled, this should have been a driver's dream.

Unfortunately, Mother Nature had other ideas. Friday started off cold and rainy. The 12 ITS candidates and mentors got to meet each other and then the candidates began their classroom instruction. The Advanced Solo students and instructors who actually showed up took the track with appropriate caution. By mid-morning, the rain had lifted, the ITS candidates had their first on-track session and we had hopes for usable day. Those hopes were dashed all too soon as the rain and wind returned and became progressively worse during the day. By late afternoon, the conditions had deteriorated to the point where all the corners were filled with water, there was water running across the track in several places and drivers were literally navigating just to stay on the track. Meaningful learning had stopped and the ITS groups were not able to conduct the exercises they needed to for the school to progress. We had no choice but to end the day early - Saturday's schedule now had to be revised and the weekend was looking to be a scramble.

the rain was receding and hopes were rising. All the student run groups were full, which speaks to the wisdom of holding this as a joint event and on the weekend, and we added something new for this year: the ITS candidates would be running in the advanced student groups as the candidates completed their incar exercises. Also of note, of the 28 students in the Beginner run group, over 20 were either new to the track or new to the NJ and DelVal Chapters. We were happy to have them. Fortunately, the weather improved all day, the run groups were incident free and we finished the day with a terrific banquet at the Officer's

Sunday was the final piece of our 4-part puzzle as we welcomed 20 students in our Introduction to the Track run group. The clouds parted, the sun came out, temperatures rose; this is what a driver school is all about. Four of our newly minted instructors were immediately put to work with a first-time student. The first timers had their own classroom sessions and run group and, this year, Victor Abdy from DelVal organized a lunch for the Intro students so we could gather in the classroom and become better friends. The regular driver school students ran smoothly and the advanced students were happy to have a small run group with the graduation of several instructor candidates. By the time the final checker was shown, we had finished a great weekend.

an experienced racer and all-around great track day guy, along with his staff spent two days dispensing advice at their truck, talking with students in the classroom, handing out shirts and other goodies and providing tire mounting and balancing. They brought along a very "trick" device borrowed from their Indy car program that allowed you to determine the accuracy of your tire gauge - turns out my well-worn gauge is still pretty good. Chris also gave us some prizes to help raise donations for Westlake. Bridgestone's cash contribution will greatly lessen the financial burden of this school and keeps us on sound footing for the season. We cannot say thank you enough for their sponsorship.

Let me return to the theme of the headline for this article: teamwork. Pulling off a three-day event with as many overlapping parts as this one required the efforts of a large number of volunteers. Scott Reiman, Mike Dion and Lisa Mellot coordinated efforts from DelVal. Blake Smith, Geoff Ehrman and Ross Karlin managed the ITS logistics (screening candidates, recruiting mentors, updating and printing materials, buying a new projector, etc.), Warren Brown, Dave Somma and their crew of Tech workers took care of Tech inspections on 4 different days, the aforementioned Dave Gelardi and Al Dimisko came down and helped us lay the foundation for the Advanced Solo group, Tom Fitzgerald handled classroom sessions for all the regular driver school students while Lou D'Angeli stepped up and took care of classroom for the Intro students, Jamie Kavalieros and Barry Stevens took care of a highly complex registration process (including garage rentals) and instructor-student assignments and finally our corps of instructors did whatever was asked of them to keep all the students on track while still learning. Please remember that these events don't happen without a large and dedicated group of volunteers.

This was an event when we celebrated the "new": 8 new instructors with 4 more on the horizon, a new student run group and 40+ new students. We look forward to seeing them all at future events. As a reminder, our next event is the June 19-20 charity driver school and club race at Lightning to benefit Westlake School. This is a premier event for Club Racing so we anticipate a full field; we will have the usual 3 student run groups and a Monday banquet. Come on down, enjoy a great time and let the kids bring a smile to your face.

Autocross Briefs

By Elihu Savad

Our May 14th autocross was the opening event for 2017 and drew Our next events will be June 11 and July 16 at the ballpark. We 27 drivers to TD Bank Park in Bridgewater.

We paddocked under the solar panels, and the rest of the lot accommodated a fast and challenging course that kept drivers busy searching for the smoothest line. Most contestants got 11 runs before a thunderstorm caused us to withdraw to safer quarters. Results are posted on our website.

are planning to be at NJ Convention and Expo Center on Saturday, August 19th. Please check our website for registration at motorsport.reg.



Board Meeting Minutes

April 26, 2017

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

President Jeff Caldwell called the meeting to order at 7:32 PM at Alfonso's in Somerville. Jeff motioned to accept the March minutes as distributed and Jeff White seconded (carried unanimously). Jeff asked board members to seriously think about their possible board positions for 2018, and reply to him yes or no on whether they wished to run again. Jeff noted that we now have one-lap videos of all the tracks we run at, up on our website.

Vice President Marc Goeller reported, via e-mail, that he is currently in contact with Levent Erhamza at Guten Parts to finalize preparations for the 5/4 meeting. The annual Show, Shine and Swap meeting is now set for 8/10. Colin was asked to recycle the prior announcement and post it on the calendar. Marc is working on a fall meeting and car collection display at a horse farm, courtesy of a chapter member he met at the Hamilton Jewelers meeting. Other upcoming events noted by Jeff Caldwell are the May Dayze Rally (SCCA), autocrosses on 5/14 and 6/11, the BMW NA meeting, the June School and Race at NJMP, and the event at BMW of Bridgewater on 6/11. Jeff plans to get an e-mail out by Friday.

Treasurer Ron Gemeinhardt distributed the current financials. All income from the April NJMP was reflected, except for Bridgestone sponsorship. The current financials do not reflect our BMW Vehicle Distribution Center (VDC) cash and checks. We raised close to \$5,000 for the BMW Foundation at that event, and hope to reach that figure. We are \$3,000 short on dues, due to lateness on our annual report filing. It is anticipated that this will be rectified this weekend.

Driving Events
Neil Gambony presented the 2016 Champ Series 2nd Place trophy to Colin Vozeh. The 5/7 Rally
with SCCA (an NJ Champ Series points event) was noted.

Driver Schools and Club Racing
Jeff White reported on our first driver school of the season. Eight out of 12 current ITS students
graduated during the weekend. The Friday advanced/solo group went well, although with fewer
participants than desired. Our Bridgestone sponsor was very busy and helpful. Eff anticipates a
\$1,000 to \$1,500 financial loss. We have minimal sign-up so far for the June school and club race
to benefit the Westlake School. We currently lack a major sponsor for that event. There was an
extended discussion on sponsorship. Key points summarized: We need a better marketing plan for
event sponsorship, including an updated brochure. We need to prioritize major event sponsorship

over merchandise giveaways. We need to develop a framework and plan for the entire year, so that we aren't repeatedly contacting the same sponsors. Larry Engel reported that registration is open for the 6/24 Tire Rack Street Survival (TRSS) school, and we have 22 students already. Our second TRSS school of the season will be in September. Larry is considering a third, possibly on 11/12, at Brookdale Community College in Middletown. Warren Brown reported that he purchased a brake fluid tester, new as a close-out deal, which was used at our April school. He has also purchased new helmet stickers. There was a discussion on the level of at-event technical inspection.

Autocross Elihu Savad reported that, after site inspection, the TD Bank Ballpark Red Lot is no smaller than it was before they installed solar panels, and the pavement is in excellent condition. They gave us an availability schedule which would permit 6 to 7 events per year. Our 5/14 autocross has 10 registrants already. 6/11 and 7/16 are pending contracts. The NJ Expo and Convention Center can offer us 8/20, 9/17 and 10/22.

Business Manager
Paul Ngai reported that the VDC tour was a huge success, as usual. Paul thanked chapter members for their donations, and especially the BMW VDC for their generous donation of merchandise, which helped us to add to the cash donations total. As noted above, \$5,000 was raised for the BMW Foundation. Paul also thanked BMW VDC and BMW of Bridgewater for their support of the event. As noted above, we are still looking for a sponsor for our June NJMP charity event.

Social Events Vic Lucariello, Jr. reported that we are booked for 2/24/18 for the Madison Hotel, but have not yet made a security deposit (\$1,000 this year). The board was disinclined to continue with the same banquet format and venue, due to cost. Jeff Caldwell motioned that we not renew our contract with the Madison Hotel for 2018. Dave Allaway seconded. Motion carried (8 in favor, 1 abstention).

Members-at-Large Bob Isbitski reported that everything is updated in Facebook.

There was a reminder of the tribute to Harry Vernon "Trip" Lee III on 5/7, with RSVP to Sal Puleio. Doug Feigel generously offered to reestablish chapter name tags at no cost.

The next board meeting was set for 7:30 PM on Wednesday 5/24 at Alfonso's. Jeff White motioned to adjourn at 9:20 PM and Ron Gemeinhardt seconded (carried unanimously).

Respectfully submitted, Dave Allaway, Secretary

NJ CHAPTER CALENDAR

June Saturday, 17th
Meeting at BMW NA in Woodcliff Lake.

Held in conjunction with SIGFEST. This is a very special gathering.

July Friday, 7th Biergarten at the Deutscher Club in Clark. 6PM start. Admission: \$2/pp.

August

Thursday, 10th
Our annual Show, Shine and Swap
meeting will be at the Deutscher Club in
Clark. Check our website for time and details.

Communications

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

For those who indicated delivery preference of email, we will be doing this in the near future.

Welcome New Members

Richard Altman William Davenport Rhett Arcilla Stephen DeLuca Ellie DeSimone Eduardo Areche Barry Arthur JC Di Maggio Edward Bernstein Wen Di Nicholas Chong Mike Bianco Jennifer Diamond Bobbie Bing CHRISTOPHER DICOVSKIY Jerahmeel Blair Claus Dicovskiy Peter Blake Flavio Diomede Theresa Bochicchio Brian Duddy Mark Borkowski Edward Dylewski Robert Bove Richard Evans Nickole Brewer Joshua Fahlbush Harry Feinberg Andrew Brown Michael Camacho David Ferio Robert Carbognin Joe Ferrante Thomas Carbonaro Jack Flannery Victor Carducci Lisa Foley Ken Carness Kin Fong RJ Cilurso Landon Fraley Mark Gallo Ryan Covington **Edward Crane** Haiqing Gao Mark Crystal Robert Gardella Thomas Dabb Eric Gerber Bruce D'Adamo Luis Geronimo Neall D'Adamo Ryan Gibson Mike Dai John Gideon

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Neil Gambony Member Member Blake Smith Member Bob Isbitski

CLUB RACING COMMITTEE

Ross Karlin

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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).

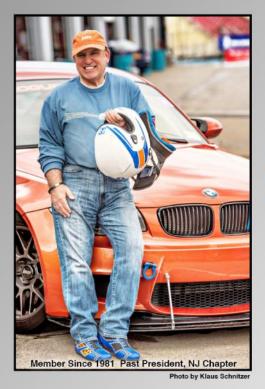
MEMBERSHIP INFORMATION

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

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.

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