



Zündfolge

August 1997

Official Publication of the BMW Automobile Club of America Puget Sound Region



**Concours 1997
Coverage**

**Tour To Hood Canal
September 20th**

**Laps To Go
Track Day Photos**

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of the commute.

It's the quality.

I-90

Floating

Bridge

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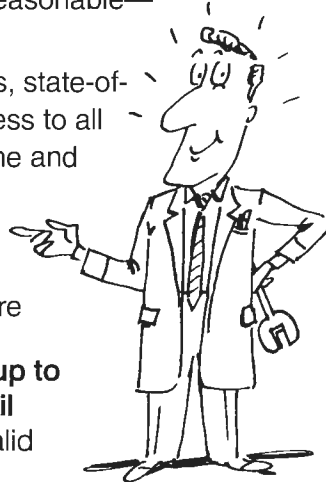
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Zündfolge

Volume 27

Number 8

August 1997

Zündfolge



Cover:
An M3 waits to
enter the track
at SIR. From
the July 19
lapping day.

Club Hotline

206 286-1209

Club Website

www.bmwaca.org

Zündfolge Staff

Editors-In-Chief

Lucetta and David Lightfoot

2641 39th Ave. W.

Seattle, WA 98199

206 282-2641

Fax 206 282-3614

Production Editor

William Linder

Editor Emeritus

Denny Organ

Columnists

Thomas B. Nast

Greg Mierz

Photographer

Brian Horne

bhorne@interserv.com

Postal Notice

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August 7 **thursday**

Board Meeting at Ray Kirkland's home.
Starting time is 7:00.

August 24 **sunday**

Deadline for the September Zündfolge.

September 12-14 **friday-sunday**

Classic Car Rally by BMW Seattle to Port Townsend.

Call (206)323-0624 or www.collegeplan.org/rally.htm

September 20 **saturday**

Tour to Hood Canal. Mountains, wonderful roads, and a stop at a unique restaurant for lunch.

October 18 **saturday**

General Meeting. A visit to the office and car collection of Patrick Hart.

November 2 **sunday**

Driving School at Bremerton Raceway.
Our last track event of the year.

Board of Directors

Please limit phone calls to these volunteers to between the hours of 9am and 9pm.

President

Stephen Niver
2546 186th Ave. N.E.
Redmond, WA 98052
425 883-8577
Niver@aol.com

Vice-President

Ray Kirkland
11303 224th Ave. N.E.
Redmond, WA 98053
425 868-1089
RayK@mci2000.com

Secretary

Michael Thompson
10821 S.E. 172nd St.#4A
Renton, WA 98053
425 228-0848
alpina@halcyon.com

Treasurer

Roger Wales
2515 140th Pl. S.E.
Mill Creek, WA 98012
425 743-9246

Membership

Mary Lee Helton
4700 Somerset Ave. S.E.
Bellevue, WA 98006
425 643-4729

Roster Manager

Greg Mierz
2218 S.W. Willow St.
Seattle, WA 98106
206 768-0376
GregM@aol.com

Zündfolge Editors

Lucetta & David Lightfoot
litefeet@brigadoon.com

Driving Events

Jacqueline Kahn
8034 NE 178th Lane
Bothell, WA 98011
425 481-9571
Kahn@esca.com

Wes Hill
425 989-9516

Concours d'Elegance

Al Lancaster
521 S.W. 293rd St.
Federal Way, WA 98023
253 946-4100
ghibliss@msn.com

Banquet

Hugh Golden
23610 51st Ave.S.
Kent, WA 98032
253 859-5947

Past President

Gary Parr
3573 E. "L" St.
Tacoma, WA 98404
253 472-4505

Tour #2 Hood Canal & Beyond

The second tour of the year destination has been set, and the winner is Hood Canal. This promises to be a great outing as there are many interesting roads in the area and lots of scenery to enjoy. The exact route is not determined yet, but it will include a drive down Highway 106 which follows the eastern shore of the hook of Hood Canal.

Along Highway 106 we will stop at Victoria's Restaurant, which is a very nice spot, for lunch. They have a slightly upscale menu, and will accommodate a large group with whatever type of food we would like. The plan is to pre-arrange the food so that it is waiting when we arrive. This means a somewhat limited menu, but we can customize it as needed. We would also like to collect funds in advance so that it will make it easy to get in and out in a timely manner. The cost should be around \$10 per person.

From here it will be up Highway 101 along the west shore of the canal, either to Port Townsend or Port Ludlow (or points in between) and then return via the Hood Canal bridge.

We're looking forward to setting the route (that's half the fun for the tour leader) and sampling the wares at Victoria's. If you would like to help, or have input as to roads or destinations, please call or e-mail. We will have the fine details worked out by the next *Zündfolge* issue.

—Brian & Karen Horne
(253)850-3047
bhorne@interserv.com

Patrick Hart Car Collection in Redmond

A visit to Pat Hart's car collection and office in Redmond has been arranged for members of the club. Pat brought his M1 to the concours and has many other interesting cars in his collection.

Pat's office is something to see too. In addition to the many cars displayed in a museum like setting, he has many rare and intriguing artifacts in his office and on the

walls of the display area.

In addition to the M1, the collection includes: a '39 BMW, '39 Jaguar SS, '41 Mercury Special, '56 Healey, '73 Sbarro BMW, '51 Simca, '71 Dino 246 GTS, '94 Butler Cobra, as well as many finely restored MGs. Mark the 18th from 10:00am until noon on your calendar and don't miss this event!

—David Lightfoot



BMW ACA PUGET SOUND REGION NEW MEMBERS



Member	Referred By	BMW's
Judy & Dave Friedt	BMW Seattle	'95 525i
Thomas & Sara King	Bellevue BMW	'97 M3
David & Nara Shaulis	BMW Seattle	'90 325i
Robert Johnson	BMW Seattle	'94 840Ci
Peter & Gretchen Brunner	BMW Seattle	'76 2002
Richard & Lorraine Smith	Internet	'97 328ic
Richard Post	BMW Seattle	'92 325i
Laura Riddick	BMW Northwest	'97 328i
David Mao	BMW Seattle	'80 528i
David Likosky	Internet	'72 2002ti
Kris Vandenberg	BMW Seattle	'77 530i
Joe Whan Lee	Bellevue BMW	'95 740iL
Cary & Carlene Brown		'88 735i, '87 750iL
David & Joan Tononis	Request	'90 735iL
Peter & Cythia Stevens	Internet	'93 325i

Harold Lemay Car Show

If you've never been, you don't want to miss this! He has the largest car collection in the world! He shares his passion with the public only one day a year and only asks for donations to a local charity. It's difficult to describe what you will see and it changes from year to year but you will see a lot of cars and the variety is amazing!

The show runs from 9:00am to 5:00pm. You should arrive early as parking is limited. There are shuttle busses that will take you to the various sites from the parking areas. If you would like to volunteer to help with the event, call event organizer Charlie Maxwell, (253)588-1705.

To get to the event, follow these directions: The LeMay home is at the corner of 135th and C street in Parkland (south Tacoma area). Exit SR 512 onto Pacific Avenue (SR 7) and head south. Turn Right on 135th Street. Park as directed. C street is one block ahead. Any questions contact Wes Hill (425) 989-9516.



The entry at the Hart Properties office.





Stalls

by Thomas B. Nast

Retrograde Fever

For those who missed last month's sun-stroked Concours, there were three good reasons to be there, namely Steve Norman's 327/28 Cabriolet, Nancy Martin's 328 Frazer-Nash, and Patrick Hart's M1. The 328s were a study in contrasts; Steve's is unrestored, and Nancy's could throw stones at Pebble Beach. (Though, seemingly no amount of restoration can get the Solex carbs to stop leaking!) They really complement each other, and I hope Steve does not change his, as an unrestored car is more of a testament to good engineering and durability than is a restored one.

BMW has always gestured to those of us who have tried to preserve its past, but only in the last few years has it done so with other than its central digit. (In stark contrast to BMW's star competitor, to be sure). Support for the classic fleet is still meager, at best. But BMW has opened the flap of the revivalist tent with the Z3, and is now doing 360s inside it with a two-wheeler.

The Beamer Cruiser (affectionately called the Creamer or Bruiser) was unleashed last month, and may be seen (and ridden) at dealers (and revivalist tents) everywhere. While not my stein of stout, it is not nearly the gargoyle that spy photos forecast.

BMW set out to appeal to a niche market while retaining the core product; philosophically this also was done with the Z3, but the Z3 genuflected to BMW's past, and the 1200C (Creamer) genuflected to that of Harley-Davidson.

Some things BMW got right on the Creamer are a pair of low pipes (never mind their styling or the catalyst), an actual rear fender (essential to the visual lines of any motorcycle except Ducati) and a

long-awaited gearbox that (1) shifts, and (2) is not made of Wonder Bread. The bike has very clean lines, allowing full view of the elegant motor and completely concealing the high-tech jiggery-pokery, both being blessings. Wrong are the simian-suspension handlebars, and the absence of a centerstand and tachometer. The rest of the package you can take or leave, depending on whether or not you plan on taking passengers and how much you like polished metals. At least they're not chrome-plating plastic like they did in the bad old days.

These Creamers should sell well, with a goodly portion going to new riders and riders of other marques. Perhaps that will encourage BMW to take some of the Creamer's styling cues into a touring machine, despite an expected model-line



makeover due to a new frame rumored in the works (the current crop has no frame, except for the water-cooled K1200).

Well, this would be of little interest to car folk except for a movement in the four-wheeled world. This movement has numerous appellations, with the almost-a-word retro being the most popular. Retro refers to new cars are being styled to look like old cars, which is necessary since designers have run out of ways to make jelly beans look interesting. Examples abound, from the Dodge Viper to the Jaguar XK8, with hyperpriced VW Beetle

II and, yes, the Z3. Somehow, I cannot bring myself to include Kia in this list, despite it using Yugo as its styling cue.

Datsun, known this week as Nissan (or, possibly, Infiniti), has gone one better. A lot better. With full factory support, it has contracted for some hundreds of 240Zs to be fully restored and sold through dealer channels as new, 1970-72 cars (an arrangement that minuets around a lot of legalities). Now, I was never a big fan of the 240Z, finding the styling derivative, the materials cheap, the chassis over-rated and the cockpit uncomfortable. And I voted with my wallet, buying my first BMW in 1971. But for a lot of people, the 240Z was the seminal post-British sports car. And DatNisIti, which hasn't had an original thought since the last time J.

Edgar Hoover hung up his dress, is making a surprisingly original and inspired move. Here are our roots, they are saying. We're proud of them, and they have endured and remained strong. The cars we made a quarter century ago can still be enjoyed today as they were then.

Nice concept. Oh, it's been tried before, notably with the VW Beetle I and 2002, and doubtless others I've forgotten about. But not with full factory support, meaning parts and marketing (and presumably a little start-up capital).

Now, I don't expect BMW to put the 328 back into production, even though Eisenach could use the work. But the 1971-73 2002? Why not? And just to show us that they really mean it, and that the Japanese didn't think this through all the way, re-roll the 1960-1969 R60/2 motorcycle, too. And like the 240Z, do it here in the U.S. of A. And if you need a hand, give me a call. Are you listening, Montvale? 🍷

The Drive For The Cure

by Camille

On the 30th of May, the traveling caravan of 16 silver BMWs from BMW of North America, came to the Seattle area. Their first stop was BMW Seattle on Friday, the 30th. On Saturday they were at Bellevue BMW and on Sunday they were at BMW Northwest in Tacoma. These cars were made available to those who chose to experience the sheer exhilaration of driving pleasure. This caravan of cars is touring the western and central USA while a white fleet tours the east coast.

For each mile of test driving that is logged on the cars, BMW of North America will donate one dollar for breast cancer research, with a goal of one million dollars. Hence the title, "Drive for the Cure." Each car had a Drive for the Cure decal on the windshield and the pink ribbon of research on the steering column. The name of a female celebrity who has had breast cancer was painted on the driver's side fender.

I visited the caravan and did my part for the cure when the tour stopped at BMW Seattle. I had the privilege and great fun of driving a rather complete sampling of the entire BMW line of automobiles. I had an absolutely wonderful time in spite of the horrible, traffic-laden, accident-ridden, rainy, Friday morning commuter rush.

The Z3 was my first choice and, as it turned out, this car won my heart for the car that I would most like to own. The Z3 perfectly fits what I would like in a car: responsive to the road, quick, plenty of power, easy to handle and really cute. Since I am single and almost never have any passengers, the two-seater is just right. Put my golf clubs in the back and poof—I am gone! Moving through traffic, up and down hills, dancing along the curvy Interlaken Drive, and zipping onto and down the freeway, the car handles beautifully the route so expertly suggest-



ed by BMW Seattle. In the Z3, feeling the road through the car was sheer delight!

Seeking to know the other end of the spectrum, I next took out the 740iL. Posh! Plush! I conquered the initial difficulty of how to turn off the television's sound system by touching buttons until I silenced the thing. I prefer to listen to the engine purr and feel the car without some blaring noise box. The car was the ultimate in smoothness and luxury. I felt comforted and safe, shielded from the worries of the commonplace. If I did a lot of long distance driving, this car would be marvelous. I would love to have one to drive to Vancouver or down the coast. It would be lovely!

The 240 horsepower M3 was next: powerful, fun and assertive. The rain was getting heavier now and if memory serves, I skidded the back end a bit going around the curves of Interlaken Drive. (I was alone in the car—no sales staff.) The M3 even in the slight skid felt safe; my heart skipped a beat though.


Then came the "Rocket." The 540i with six-speed. For an inexplicable reason, the car stalled twice, was difficult to restart and had a strange odor inside the car. By this time the rain had progressed from drizzle to showers so that accidents stopped traffic on I-90, I-5 and 520. There were accidents on the surface streets too,

so I was rather checkmated and took the car back to the dealership. I had driven the car but not really experienced its performance. The stopped traffic would not allow the luxury of driving.

For, I thought, the sake of completeness, I took out the 328i. I am so glad that I did. What a surprise! Traffic had cleared by then so I could drive the suggested route and also drove onto the freeway. Driving the 328 was another delightful experience—lithe and responsive, rather the way I feel after losing a few pounds. If I needed passenger space in my daily driver, this would be my car of choice.

I autographed the showroom car as proof of my participation in this generous event.

I had never test driven a car before so I found this experience thrilling. I enjoyed it and found it intellectually interesting to experience the entire range of BMW cars. I came to the realization that each model is designed and built for a specific clientele.

My compliments to the staff of BMW Seattle and the touring group from BMW of North America for being such gracious hosts to me. I sincerely hope that the contribution from BMW will drive breast cancer research forward to a cure. 





...from your Driving Events Committee

Stop It!!!

part 2

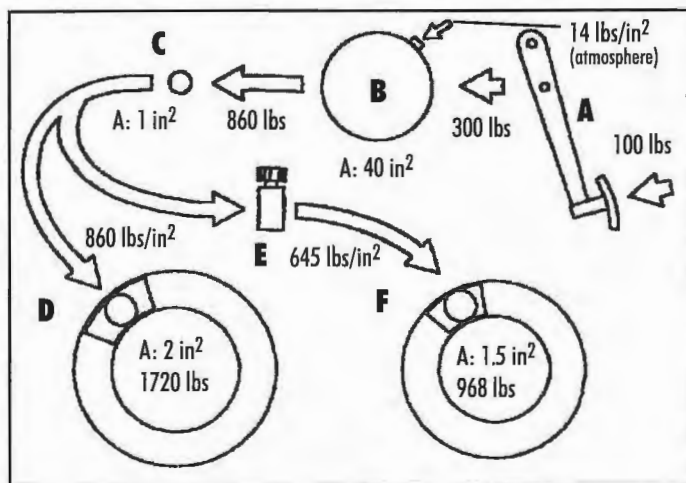
by Wes Hill

Last month I described a situation where a driver went beyond the braking limitations of his car. This month I'd like to explain the braking system itself and then next month talk about upgrades. Basically this is a short course on brake system theory for the deceleration-challenged with some math, and although boring to most, I'm sure there are some gear-heads out there that will find it interesting.

Brakes work by turning kinetic energy from a moving car into heat energy, allowing the car to slow down. This heat conversion is accomplished by the friction between the brake linings, either pads or shoes, and the rotors or drums. An "adequate" brake system must be able to 1) magnify the mechanical leverage of your foot enough to create a sufficient amount of friction at the linings to stop the car and 2) then be able to absorb and/or dissipate the resulting heat quickly enough to prevent damage to the systems components. All of the brake system's hydraulics, boosters, valving, and rotors or drums are there to accomplish this simple goal. Now lets examine this system more closely.

Thanks to Sir Isaac Newton and his first Law of Motion, we know any object in motion (in this case your car) will stay in motion unless acted upon by an outside force. So, we're at the end of straightaway, we're flying along having converted some stored chemical energy from our fuel into a large amount of kinetic energy. You might be surprised by how much. It can be calculated by the simple formula: $K.E. = W(S)(S)/29.9$ (W is weight in pounds, S is speed in miles per hour). Lets assume our 540i (the car from the example last month) weighs in a 3800 pounds and we were traveling at 100 miles per hour. Then we were strapped to $(3800*(100)(100)/29.9)$ or approximately 1,270,903 foot pounds of kinetic energy.

This is the amount of energy we were carrying through turn #1 and now we're approaching turn #2. It is critical at this point that we now convert some of that kinetic energy to heat quickly so that we can slow this car down to the required 50 mph to make the next turn. Doing the math, we really need to convert 317,726 foot pounds of energy to heat $(127,903 - (3800*(50)(50)/29.9))$ (this is 100 mph=50 mph=required 50 MPH for the turn). This fast conversion will require a tremendous amount of friction and is where the modern hydraulic braking system comes in to play.



We need to slow the car quickly so we'll push the pedal hard to the floor, lets say with 100 pounds of pressure. Take a moment to examine the diagram. Since the pedal (A) is a lever with a 3:1 ratio, this force becomes 300 pounds by the time it pushes on the master cylinder rod. As the rod moves forward, a valve in the vacuum booster (B) opens and lets normal atmospheric pressure in to push against the diaphragm inside. If this diaphragm is 7 inches in diameter, then its approximate 40 square inches of area will convert 14.7 psi atmospheric pressure into an addition 560 pounds of force, for a total of 860 pounds of force to activate the master

cylinder. This force is used to drive a piston (C) (for simplicity sake, lets say 1 square inch) that now puts 860 psi of pressure on the brake fluid in the cylinder (pressure is defined as the force over the area).

A 17th century Frenchman, named Blaise Pascal, reasoned that in a closed hydraulic system pressure will be equal at all points due to the fact that liquids, unlike gases, were not compressible; that is their volume would not shrink no matter how much pressure was applied. This bit of insight is known fittingly as

Pascal's Principle and is the reason that hydraulic brake systems work. When pressure is applied by the master cylinder, then all other points will experience the same pressure. This means that if our master cylinder is producing 860 psi of pressure, then this pressure is being transmitted by the brake fluid to the pistons located in the

disk brake calipers or the drum brake wheel cylinders. If (as in the diagram) the piston in the brake caliper has an area of 2 square inches, then the resulting force will be $2*860$ psi or 1720 pounds (D), which is used to squeeze the pads against the rotor to generate heat to slow the car down. If in this system all the calipers had the same piston area, the braking force would be equal at all four wheels. Because of the weight transfer that occurs during braking, reducing the grip of the rear tires of the vehicle, this braking force must be reduced to the rear wheels. This is done two ways: with a proportioning valve that lowers line pressures to the rear

of the vehicle and with piston diameters that are substantially smaller at the rear than the front to lessen their clamping force. In this diagram our proportioning valve (E) is reducing the rear piston pressure by 25% that is reaching the rear brakes (F) which are 25% smaller. (This produces a total reduction of clamping force of more than 40% from the front brakes.)

We're back on the track and nearing the turn-in point of turn 2 and the 860 psi from the master cylinder is producing 1720 pounds of clamping force at the front wheels and 986 pounds of clamping force at the rear wheels. All this clamping force when applied to the brake pads converts that kinetic stuff to heat by friction, and as the car's brake rotors or drums heat up, the car slows down. The amount of heat is important and can be approximately calculated as follows: the amount of converted kinetic energy is divided by the weight of the rotors or drums and is divided again by a constant of approximately 77.8. For our track driven four-door approaching turn 2, this works out to be $(317,726/31(\text{pounds})/77.8)$ approximately 132 degrees Fahrenheit rise in temperature of the brake components for our 100 to 50 mph slowing. This (and this is really important) is in addition to the temperature of the brake components before this usage. If they were already hot, they just got a lot hotter.

Finally, (if you're still with me?) we've drifted past the apex of turn 2, we've released the brakes completely and are hard on the gas. During this period, the heat that the brake components absorbed is being released to the wheels, suspension components, (and hopefully) primarily to the air and the temperatures will begin to drop in preparation for the next corner. I know this is dry, but now that we've looked at a simplified brake system we've described what was going on in that 540i when we tried to slow down that day. If you understand the mechanics of what was going on, then next month we'll talk about what failed and why. We'll also discuss improvements to factory components and why some work and some don't. Hopefully you already see some cause/effect relationships that affected our afternoon run. We'll see you next month. ○

Driving Events Calendar

October

4th

Octoberfest High Performance Driver's School at Portland International Raceway. BMW ACA - Portland Chapter. Contact Doug Buchner at (503) 282-0486 or Norm Reini at (503) 288-1407 for more information and registration.

24th, 25th, 26th

Professional Sports Car Racing (formerly IMSA) at Laguna Seca Raceway. See the BMW powered McLaren's & other exotics Call 1 800 327-SECA or www.laguna-seca.com . .

November

1st

Alfa Romeo Club Lapping Day at Bremerton Raceway. Contact Dan Alvis at (253) 582-0803 for more information and registration.

2nd

BMW ACA High Performance Driver's School at Bremerton Raceway. Details forthcoming in future Zündfolge issues.

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Another Successful Lapping Day!!

by Jacqueline Kahn



Member cars get a deserved rest between run groups.



Sunny weather, an M3 at speed, life doesn't get much better.



Excuse me, are you pre-registered?



The red group lines up.

July 19th was our second and final lapping day at Seattle International Raceway for our club this year. For those who attended we hope you had a terrific time! As with our lapping day in June, we had another super turn out of drivers! The accompanying pictures show only part of the great time had by all.

Although we don't have another lapping day scheduled this year, remember to check out our Driving Events Calendar for upcoming events with other car clubs (which our club members are invited to attend).

We do though have one more High Performance Driving School coming up in November (and yes, it could rain — but what better weather conditions to learn those important car control skills!!).

Stay tuned for the September *Zündfolge* issue for a look back at our last three track events and for further details on our upcoming Driving School. 🏁



I know I'm forgetting something.

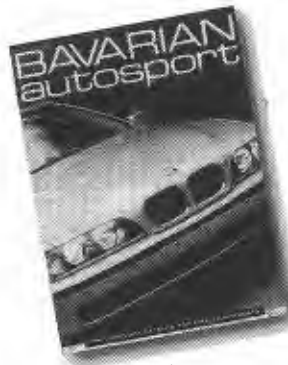


You saw Super Speedway how many times?.



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Concours d'Elegance '97 at the Lid

July 27th Mercer Island, Washington



Everyone wants one.



Nancy Martin's pristine 1938 328.



An impromptu board meeting.



*Big Coupes:
Tim Carter's '91 B50i
and Russell Poffenroth's
'88 M6.*



Trophy winners and the beautiful Bancheros prizes.



Coloring contest participants. Someone's Dad didn't win a trophy.



Just take the picture!



Patrick Hart's awesome M1.

1997 Concours d'Elegance

by David Lightfoot

On July 27th, the club held its annual Concours d'Elegance. This is our largest event each year, and this year was no exception. Although entries in the judged classes were down, there were lots of spectators and an enormous number of BMWs both on the lawn and in the adjacent parking area.

And once again proving that God drives a BMW, the day was one of the all too rare, picture perfect, Seattle days. Temperatures were in the low 80s, there was a gentle breeze off the lake, and the city skyline was our backdrop. Yes, it was a day when all was right in the world.

Besides the four judged classes, we had a number of exhibition cars in the middle of the lawn. Pat Hart brought out his 1980 M1 with BIG wing and fender flares. Subtle it isn't, but cool it is. Pat owns a couple of other interesting BMWs which we'll be able to see, along with his other cars, at a general meeting in October. Check the Calendar. Alex Long brought out his M3 Lightweight race car that was featured on the May cover of *Zündfolge*. Michael Bracken, who runs BMW Limousine, brought his 1988 735i, which is a stretch limo I dubbed the LLL version. This has got to be the ultimate special occasion car for the BMW fan. Michael is talking about offering a club discount. BMW Seattle brought out a

1997 528i in aspen silver (a slight violet hue to the silver) with the new navigation system. Mark Herrington was demonstrating the system to all. Speaking of BMW Seattle, owner Steve Norman brought out his latest addition to the fleet, a 1938 327/28 Cabriolet. The car is

yellow and not pristine, but it's a nice example of a pre-war car that is a driver. And Nancy and John Martin brought out their stunning red 1938 328. This little roadster is the star of any show it goes to. It is always a treat to see this car.

The annual coloring contest, a part of the Concours the last few years, was extremely popular. This must be a fertile bunch, because there were sure a lot of children in attendance. And at least a couple of dozen took part in the coloring contest. The kids did a great job coloring the 6 Series car outline that was provided.

The results of the judged classes you can find in the sidebar. Just a couple of comments: Tim Carter's white 850i won Peoples' Choice. This is by vote of the spectators. Tim's car features a full Schnitzer body kit and one of the biggest stereo systems I've ever seen in a car. The



The 1988 735iLLL attracting attention.

polished spoke wheels are nice too. It's easy to see why this car won the popularity contest. The Entrants' Choice award is decided by the vote of the entrants in the judged classes;

it's a vote of the winner's peers. The winner was Mark Harrington with his very nice '95 325is, red with Schnitzer wheels.

And the Best of Show, our top award, went to Bob Rehkopf for his astonishing '81 320is. The 320 seems to be the forgotten BMW and very few are present at club events these days. It was great to see such a well preserved example. Bob's car actually was out pointed in the 3 Series class by John and Brigitte Nickerson's '96 328i in terms of pure condition and cleanliness. But in order to allow cars of differing ages and mileage to compete, we use a bonus system. One bonus point is awarded for each year of age and one point is awarded for each 5,000 miles. Bob Rehkopf's 320 caught up and passed the Nickersons' almost new car by way of age and mileage points. This is not to take anything away from Bob's car, as it was a beauty. And that's why, after cross judging the class winners, it was judged Best in Show.

Kudos to Al and Bea Lancaster for organizing another great Concours d'Elegance. They put in countless hours, and the results showed. Also thanks to all the volunteers who judged, registered or did other jobs to make the event go smoothly. A special thanks to Lois Schack who created a special Excel spreadsheet for scoring and then tallied all the scores. All of you volunteers make this terrific event possible. ☺



What time is lunch?

Concours d'Elegance July 27, 1997 Results

Big Coupes

first

Russell Poffenroth '88 M6

second

Steve Melrose '81 635CSi

BigSedans

first

Dick Brown '79 528i

second

Roger Haggitt '95 540i

3 Series

first

Bob Rehkohf '82 320is

second

**John & Brigitte Nickerson
'96 328i**

Vintage

first

Kevin Wall '76 2002

second

Lubo Dolak '71 2002

Entrants' Choice

Mark Harrington '95 325is

Spectators' Choice

Tim Carter '91 850i

Best of Show

Bob Rehkohf '81 320is

..... Club Discounts

The following businesses have generously agreed to extend price discounts to BMW ACA Puget Sound Region members. To receive the discount, members must show their membership cards before the purchase is transacted. Discounts may not be made after the sales form is completed. If anyone has questions or suggestions of businesses to be added to the list, please call Roger Wales' 425 743-9246

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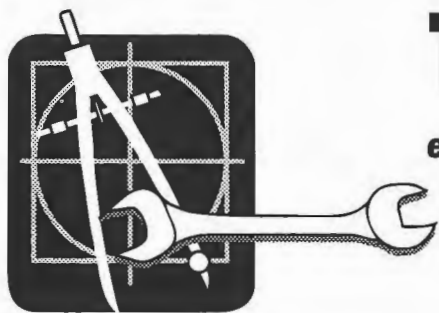
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Technik

edited by Greg Mierz

Filtering Details

K& N air filters are a common replacement filter that happens to be reusable. A K&N filter is made of special gauze and wire and comes in standard replacement sizes for many applications. They come in custom shapes and sizes and are often recommended for a modest performance improvement on fuel injected cars. The question of filtering ability is sometimes brought up, whether they let in too much dirt for the improvement in airflow. I've utilized a Datsun 260Z element in my custom-made airfilter for my sidedraft Webers for many years. It has performed as expected, provided good filtering, with the ability to be reused after cleaning and reoiling.

The following report is from K&N and addresses the issue of filtering ability. Remember that they wish to prove their point but the facts seem correct. This was issued as a response to someone in the construction industry that called into question the ability of the filter out dirt.

Regarding the silicone levels K&N has recorded over six years running oil analyses from two Southern California transit authorities: This includes some 800 large diesel buses and 200 "Dial A Ride" gasoline vans. Oil samples were taken every 60 days and did not exactly match the changing or servicing of the air filter element! All air filters were serviced at 25 inches of water restriction. When running with paper air filters we did notice an increase of silicone, as the element grew dirty some as high as 25 ppm. When the K&N elements were installed we noticed a drop to more acceptable levels (6 to 12 ppm) at the next oil sample test. Not once have we recorded any abnormally high silicone counts with the K&N elements. Average mileage per vehicle is 50,000

miles per year. At 50,000 miles times 1,000 vehicles, that equals 50 million miles a year. Not one engine has suffered damage during this time while using K&N air filters.

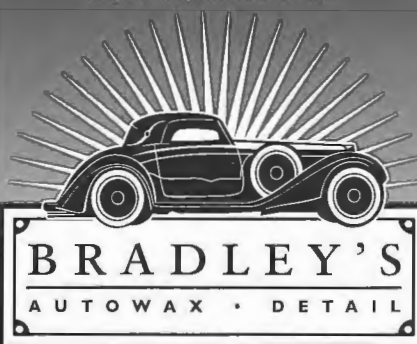
K&N did save the two transit authorities a lot of fuel, reduced their labor to change out the paper air filters (one K&N would last the same time as three paper elements) plus hundreds of thousands of dollars purchasing new paper elements. For the record, K&N do not manufacture or specify any of its air filters for the mining or construction industry.

We do on occasion rebuild some very large and strange air filters for some of our customers. Rebuild means that we take a dirty paper air filter, disassemble it and by using the old end caps and wire baskets we will rebuild the filter using the K&N filter media. Upon delivering the "rebuild" to the customer, they are advised that we will not vouch for the application or proper sealing of the element into his air filter canister. We have no way of testing the seals of the gaskets. We suspect this is the type of K&N air filters which Mr. Johnson used in his test. Evidently, Mr. Johnson was conducting his own evaluation, which is good, as we do it on some things we source out. However, had K&N been on site or directly involved with the test, I'm certain the test would have been more favorable for Mr. Johnson and K&N. First off, you do not want to mix one of the oil impingement air filters (K&N or foam) in combination with paper, especially paper safety filters. Try this simple test yourself by spraying your paper air filter element with a very thin oil or WD 40. WOW! That combination will lock up an air filter very quickly, plus you could damage the paper filter media. I'm not surprised that Mr. Johnson's safety filter clogged, but I am pleased it went a full half-day. I would

have bet one hour at most. If you fit a new paper safety filter with a new K&N or foam outer filter, just remember any excess oil, and there will be excess oil, will be pulled off almost immediately into the safety filter and you have instant restriction.

Instead of using an inner paper safety filter, why not incorporate a foam or polyester pre filter on the outside of the K&N element? This combination has proven to be extremely effective operating in very dusty desert conditions. Offroad racers, operating in desert sand and fine silt beds, will use an oiled foam wrap or pre filter on the outside of the K&N element. Once the wrap is clogged it can be replaced in just seconds. Baja racers will change foam wraps at each pit stop and never touch the K&N set up during the entire 1,000-mile race. For mud and heavy sand, we recommend the polyester Precharger wrap. This

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is a fine denier mesh (similar to panty hose) that will deflect the sand and mud. Being of a very slick material, the Precharger will cause the dirt to slide off and not pack into the K&N filter pleats. Also, the polyester can be changed rather quickly.

What about efficiency of the filter or the filters ability to stop dirt? There are two acceptable tests used by the filter industry to verify the efficiency (actually just one test but with two grades of dust) SAE J726 F or C (fine or coarse dust). The exact mixture is detailed at the end of this report. One hundred percent efficiency is perfect but rare for any air filter that also allows enough air through for engine use. One major air filter manufacturer of paper elements has consistently advertised a 97% dirt free media filter for all its elements. This is very good, yet there are some others that claim 98.99%, but I have never seen one of their test reports. K&N has certified reports of 97.4% fine for its four ply (four layers of cotton gauze) and 98.2% coarse for the commercial 6 ply filters.

Incidentally, the U. S. Army just completed a 30-cycle test of the K&N air filter for possible use on helicopters operating in dirty dusty desert conditions. The 30-cycle test consisted of air being pulled through the K&N filter at speeds required by the helicopter jet engine for full power. At the same time, dirt is induced into the air stream per the SAE J726 C test procedures. When the restriction reached 25 inches of water, the filter was removed from the test chamber and serviced per K&N's instructions (washed and reoiled). Again, the same element was tested and serviced over and over for 30 complete cycles. In the end the K&N was still operating with 97% efficiency. In conclusion, K&N have been manufacturing and selling the washable reusable air filter for over 30 years. To date, we have not lost one engine because of the filter media being inferior.

I hope this provides information you can use. I've been a satisfied user and so have many other people. Until next month..

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BMW to Reduce Distribution Costs

BMW is launching an overhaul of its US dealer network in a bid to double its market share in the next three years. Victor Doolan, president of BMW NA, said the strategy is to make the buying process simpler and more customer-friendly. At the same time, the intent is to cut distribution costs by decreasing dealer inventories and allowing more customization of individual vehicles. Doolan said that 29% of the sticker price of a new BMW represents distribution costs. He hopes to reduce that to 24% by 2000. Doolan was quoted as saying, "Retailers have to concentrate on developing a viable preowned business and bonding in such a personal way that customers will want to come only to that franchise."

The new program has been introduced at five of BMW's 342 dealerships so far. Instead of the three people involved in selling a car now, salesman, manager and finance officer, a single "customer counselor" is employed. These counselors will use a new multimedia computer system to place, track and display on-line orders for customized vehicles. BMW wants to sell cars from orders rather than selling what is in stock. In 1996, BMW's share of the US market was .7%.

If dealers endorse Doolan's new plan, he predicts a market share of 1.5% by 2000. The new program intends to cut inventory levels to about a ten day supply from the current 30. Most domestic manufacturers run about a 60 day supply. BMW wants its dealers to have only enough cars on hand for test drives and for use as loaners to service customers. Dealers can order customized Z3s with a two week lead time and German-built cars with a month lead time. BMW is trying to reduce those times with a new computerized ordering system. (*Wall St. Journal*)

Minis for US

The new Rover Mini, due in 1999, will be sold in the US. It is to be sold in the US through BMW dealers since Rover's only presence here is Land Rover which is not seen as an appropriate place to sell an urban car. The Mini should be BMW's answer to the Mercedes A-class. (*Car & Driver*)

New M3

The new 3 Series makes its debut at the Geneva Auto Show next March. But you knew that. You probably also knew that the sedan version will come out first, followed by the coupe a year later, and the Touring and convertible versions later still. What you didn't know was the new M3, due in 2000, may feature a 4.4 liter V8, at least in European versions. Now you know what it takes to top the 3.2 liter, 321 hp engine the Euro version has now. (*Car & Driver*)

M3s Finish 1-2 at Sears Point

Prototype Technology Group repeated its 1996 victory at Sears Point with another win on July 13th. Bill Auberlen and Boris Said drove the No. 10 M3 four door to its first win. Second place was taken by the independent entry of Mattco Racing, driven by Pete Halsmer and Matt Cohen. BMW M3s have won five of the six races this season in the GTS-3 class of the Professional SportsCar series.

Isettias at Pebble Beach

What's in the iced tea at the Lodge? Organizers of the Pebble Beach Concours d'Elegance previously announced a class for hot rods at the 1997 event. Odd, until you realize that the primary sponsor of the event is Chrysler. And that Chrysler is introducing the Prowler this year. But now comes news that there will also be a class of microcars at the 1997 concours. So on August 17th, expect Isettias and other tiny cars to join the big iron on the 18th green.

The BMW Space Program

In February of this year, BMW changed the spelling of its model designations. In contrast to the former use of a hyphen between the number of the series and the word 'Series,' BMW has deleted the hyphen. The proper designations are now 3 Series, 5 Series and 7 Series. Series is supposed to always be capitalized. Which contrasts with the Z3 roadster, M roadster and M coupe. In these designations, roadster or coupe is supposed to begin with a lower case letter. All right, class dismissed.

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BMW to Return to Formula 1

We keep hearing rumors. Now *BMW Car* reports that BMW will announce its return to Formula 1 at the Frankfurt Motor Show in September. BMW will be the engine supplier to Williams Grand Prix Engineering. Williams will begin using the BMW motor in 2000. No official announcement has been made, but approval to develop the engine has been given by the BMW board. An F1 spec engine has already been run in Munich and the results were encouraging. It is probable that the engine will follow current Formula 1 convention and be a V10. Testing will begin in 1999. A BMW engine last powered an F1 car in 1987. BMW's greatest success in Formula 1 was with Nelson Piquet's championship Brabham BMW in 1983.

M Roadster

The US version of the M roadster should be arriving next spring. We won't be getting the 321 hp European super motor, but the 240 hp motor from the M3 should do just fine. The US-spec car is said to have a 0 to 60 mph time of 5.8 seconds. The European car does 5.4 seconds. Amazing. The US M roadster will get the same 17 inch wheels that the Euro version gets. It will also have two exhaust outlets, with chrome tips, aerodynamic modifications, M3 brakes, and beefier rear suspension. The shocks are stiffer than on a Z3 2.8 and the springs are shorter. A limited slip differential is standard. Bolt-on optional roll bars will be available, as will a hardtop (at last!). The M roadster gets special sports seats and a redesigned center console. "The M roadster has riveting brakes, roadholding tuned in heaven, and a surprisingly compliant ride. For some, this may indeed be the ultimate driving machine." (*Automobile*)

M3 Wins Again

Car & Driver tested four sports cars that cost about \$40,000. The BMW M3 was the winner despite the other three cars being decidedly more sports cars, while the M3 is more of a sports coupe. The beaten cars were the Mitsubishi 3000GT VR4, the Toyota Supra Turbo, and the new Corvette. The M3 won despite having the least power of the group and having a Spartan spec (what, no CD player?). But the editors agreed the M3 was the most fun to drive.

RETURN OF THE 323

A hallowed name in BMW history is about to return: the 323. Many remember the 323i as a favorite of the gray market back when we could only get a four cylinder 320i. The name will be reintroduced with the 323ti. That's the little fastback 3 Series, now with a six cylinder 2.5 liter engine. No, we don't know why it's not the 325ti. But in Europe they have the same confusing nomenclature. The 318ti will still be available, so the 323ti will get an M division body kit including body-colored bumpers and front spoiler to set it apart. The 323ti will also come standard with 15 inch alloy wheels and dual tailpipes. A lowered and stiffened suspension will be standard. In the interior, the 323ti gets chrome-rimmed instruments, like the Z3 2.8, and a leather-wrap steering wheel and shift knob. (*AutoWeek*)

McLaren No More

The last McLaren F1 street car was delivered to its lucky customer last month (July). That makes a total of 100 cars, far short of the original production run plan of 300. More could be sold, but McLaren has a conflict. You see, Mercedes supplies the McLaren with Ilmor engines for Formula 1. And Mercedes expects to be selling road versions of its CLK GTR by the end of the year. Mercedes doesn't want the BMW-engined McLaren F1 as competition. One Mercedes insider even hints that McLaren is being paid by Mercedes to stop production of the McLaren F1. Meanwhile, BMW is said to be working with the Williams Formula 1 team to develop a new racing sports car. And, after all, the McLaren F1 was at about the limit of its development potential for racing anyway. The new BMW-Williams GT will race in the 1998 season. (*Car & Driver*)

FIA GT

It looks like the Mercedes CLK GTR finally has the measure of the McLaren F1 GTR. In the fourth race, at the Nürburgring, the Mercedes beat the best finishing McLaren by a lap. Team BMW McLaren drivers Steve Soper and JJ Lehto still lead the series.

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Retail 2000

A new concept in automotive retailing, called Retail 2000, is being rolled out to 342 BMW retailers across the US. Encompassing all aspects of the luxury automotive sales market, the new program is designed to make a dramatic shift in the way BMW and its retailers sell automobiles. BMW asked its customers what they expect from the person who sells them a BMW and used their answers as the basis for a new retail initiative. BMW's research has shown that buyers feel that the person who is qualified to sell them an automobile should be qualified to consummate the deal. With Retail 2000, a more empowered sales person becomes the key customer contact for all transactions, beginning with a proactive marketing program. It will involve all types of interactions (e.g., making service appointments). Other elements of Retail 2000 include reducing the inventory carried by dealerships and building capacity at BMW retailers utilizing satellite facilities.

Much of the Retail 2000 plan is dependent on new computer hardware and software which will allow customers to order made-to-order BMWs and allow retailers to utilize a "transparent" ordering system. The computer system is being supplied by Reynolds & Reynolds and ADP. The cost to each dealer is about \$300 per user per month. Five dealers participated in a pilot program which is now over. Retail 2000 will now be rolled out to all dealers over the next three years.

(BMW NA Press Release)



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Automobile Quarterly Special Issue

Automobile Quarterly, a hard cover, no advertising, quarterly periodical, will feature BMW in its Volume 36, number 4. Expect 112 pages of super high quality coverage of BMW's history. Jonathan Stein, editor, has enlisted authors including Karl Ludvigsen, John Matras, Randy Riggs, Ken Gross and others. The cover features a special painting of a 2002. The issue should be available as you read this. BMW dealers are supposed to carry it, priced at \$20. (Roundel)

M3 Convertible

BMW of North America may finally import the M3 convertible, a major hit in Europe. In the past, the problem has been getting the M3 ragtop through the US pendulum test. The pendulum hits the front of the 318 and 328 convertibles, but the M3 is lower. In the past, the pendulum rode up over the hood of the M3 convertible and ripped off the windshield and top. Evidently the problem has been solved. The Roundel reports the car could be offered here as soon as next year.

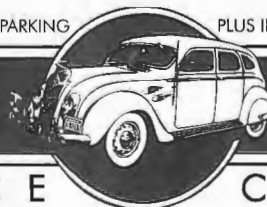
More 3 Series News

There's a rumor that the 3 Series Touring (station wagon) will be brought to the US. Europe has had this handy little car for years, but BMW NA has never brought it here because of the poor sales history of the 5 Series Touring. For 1997, all 3-series coupes will get six-cylinder motors. The 318ti and sedan will still be available, but the coupes will be the 323i and 328i. The 328i's engine output will be increased to 210 horsepower. (Whispering Bomb)

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BMW
Cruiser

BMW has announced a motorcycle for the cruiser market, a first for the company. The new R 1200 C will go on sale this fall. The cruiser market is now the largest motorcycle submarket, accounting for over 33 percent of sales, and BMW could no longer ignore it. The cruiser market originated in America in the 1950s with choppers. The cruiser story reached Europe in 1969 with the film *Easy Rider*. The film is credited with the revival of motorcycling in Europe. The cruiser market is dominated by Harley-Davidson, but there are a lot of Harley wannabes in the market too. Fortunately, BMW's cruiser, while featuring many traditional cruiser features, still is unmistakably a BMW. The heart of the bike is a 1200cc boxer motor with all the latest technology. Further proof that this is a modern motorcycle comes with the ABS brakes, catalytic converter and state-of-the-art suspension. But in catering to the cruiser crowd, BMW offers accessories that range from leather riding suits to a pocket watch and lighter.

Certified Pre-Owned

BMW dealers now offer Certified Pre-Owned BMWs. To be eligible for certification, a pre-owned BMW first must have at least one month and 1,000 miles remaining on the BMW New Vehicle Limited Warranty. The vehicle must pass a comprehensive inspection to ensure that it meets BMW's high safety and quality standards. Once certified, the cars are covered by BMW's Protection Plan and Roadside Assistance. The Protection Plan takes effect upon expiration of the BMW New Vehicle Limited Warranty and provides protection against defects in covered parts and components for two years or 50,000 miles.

Crisis of Confidence

Britain's *Car Magazine* does tend to dwell on the bad news, but then, it is British. Still, it is probably the best English language car magazine in the world and usually is authoritative and first with news. So when they sound the alarm, we should listen. *Car* claims that although BMW is selling more cars than ever, these results reflect the past and the future is not so bright. They further claim that BMW has lost its way and ceded its lead to its German rivals, especially Mercedes. The writers note that Mercedes has the A-class being introduced, which creates a whole new category of vehicle, the SLK and CLK are in huge demand, and the E-class is selling well. Then the M-class debuts this fall. It is already sold out years in advance. Meanwhile BMW is facing a serious design crisis. The M Coupe is being criticized by all before it sees the light of day. The E52 roadster, limited to 4,000 units, is another retro-look roadster for over \$100,000. Promising projects have been canceled. These include the 5 Series coupe, the 5 Series convertible, an upmarket minivan, and a new ti that was more than a sawed off 3 Series. Has management at BMW lost its drive and courage? *Car* seems to think so and goes further to say that engineering as well as design has gone stale. Is BMW's new generation of leaders, all in their 40s, to blame? Is it complacency borne of success? *Car* does say that the Rover-BMW connection is better than ever and that Rover is finally on the right track. They also give high marks to BMW's top leaders Bernd Pischetrieder and Wolfgang Reitzle, who hopefully will get BMW refocused.

Vision '97 Thing

BMW dealers from the western region attended a team building meeting (Vision '97) which included lunch and an autocross event at Emerald Downs on July 24th. On course each 5 Series held 3 passengers and a driver. After completion of the circuit passengers were fire drilled into the drivers seat until all four had driven. Results are pending.



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1992 735iL Silver/silver. Immaculate, locally bought, owner, serviced. None nicer, like new at 80,000 miles. \$25,000. Call Tom at 425-277-4548.

1987 325 two door, 5 speed. Bronzit beige. All records, very nice and well maintained. 148,000 miles. \$5,500. Jerry 772-0873 eve.

1985 635CSi White with blue leather, sunroof, automatic, 111,000 miles, immaculate condition. \$9,750. Call John at 425-557-9529.

1980 320 with '88 Mazda RX7 turbo II engine and 5 speed RX7 transmission, black, tan interior, Scheel seats, LS 3.90 diff, stress bar, Bilsteins, vented rotors, 15 X 7 alloys with new Bridgestane RE71s. This is a very quick car but purchase of '97 M3 forces sale. \$4,995. Call Adrian Crabtree, hm 313-5769, wk 557-1275.

1975 2002 Automatic. White, extensive rebuild, no rust. \$3,850. Eric Paulsen 619-350-1476 CA

1973 2002tii Inka/black interior, 4 speed, sunroof, original paint in great condition, rebuilt injection pump, rebuilt suspension (Bilstein, Carrera springs, ST sway bars) handles great. Dynograph, BWA wheels runs great. Must sell \$5,950 OBO 783-6348

1972 2002tii 63,500 original miles, 5 speed, red on tan, garaged and rust free, runs great. \$5,500. Please call Bill 425-556-9100.

1971 1600 For parts or possible restoration. Charles Holley. 206-932-1055.

Cars Wanted

525i, '91 to '93, white, tan leather, automatic. 425-822-5951/982-9600.

Parts For Sale

Z3 Accessories: Sold my car and no longer have use for one top-of-the-line car cover (genuine BMW) and nose mask—very little use. Originally \$250 for both, sell for \$125 firm. 206-232-6754.

325is factory front spoiler with fog lamps-\$395. Dinan chip for '87 325e-\$225. Jerry 772-0843 eve.

BBS Wheels Four RA 16 inch alloys with new Dunlop 205/55ZR/15 tires. Wheels are in good condition but need paint. Fit 5, 6, 7-series. \$725 OBO. Mark 206-325-1324.

Bilstein Sport Strut Inserts One pair suitable for '77 to '83 320. New in box for \$80. Four chrome 14 inch star pattern wheels in excellent condition with tires 95% tread, will fit 318i to 325e four bolt pattern. Will bolt on to 2002 but center caps will not fit. Four Fittipaldi Star pattern 15 inch wheels with covered centers, good tires, some curb rash. Will fit 5, 6, 7-series. \$400. 2002tii brake booster, new old stock. ATE \$475. Metric Mechanics 320i 4 speed, never installed, \$600. Call Steve at 1-360-426-6486.

AC Schnitzer carbon fiber upper strut tie bar for an E36 3-series. Complete with billet aluminum mounts, never installed, demo model. Best offer. Contact Eric at 408-375-9373 in CA.

1995 M3 Chassis Needs home. Light front end damage and engine fire. Great start for track car. Have some parts. Please no daily driver inquiries. Also **1993 325is leather seats** front and rear. Dove gray. Excellent condition. \$1,000. Scott 206 488-2299.

M3 light weight rear wing. Brand new, white. \$500. Four 14 X 6.5 BBS wheels from E30 3-series. Will also fit 2002s. \$400. Please call Bill 425-556-9100.

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