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Cover: BMW's fabulous new 850i coupe.

Inhalt

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Activities

Annual Banquet Nov. 18:

Party Time!

Well, here we are, nearing the end of another year of club activities. One other major event remains, and to a lot of folks, it is the best of all: the annual banquet.

This year's event once again promises to be a special occasion. For starters, we have secured the Lake Union room at Triples for the event. This site features a fine panoramic view over the lake - breathtaking indeed. And Triples features fine steaks and seafood to tempt your palate. You'll also enjoy the opportunity to socialize with other club members. In addition, you may wish to participate in the silent auction.

The best part has been saved for last: thanks to the efforts of club member Dan Alvis, our speaker at the banquet will be none other than Ray Korman! Ray is well-known among BMW aficionados nationwide for a couple of reasons. First, he is heavily involved in racing, running an M3 in the Firehawk series. He has raced BMWs for many years in many different types of events. Secondly, he has a BMW parts business in North Carolina which has been described as an "aftermarket toy store for BMW fanatics." There are sure to be a lot of questions for Ray about his racing and his parts business, so plan to join the fun! Don't miss the separate article about Ray which is elsewhere in this magazine.

A few particulars to take note of. There will be two menu choices: New York Steak or King Salmon. Both are accompanied by salad, new potatoes, fresh vegetable, sourdough bread and coffee. Cost for either entree is \$25, the same as last year. Please make your reservations by November 15 using the form included, or write your menu choices and attach the note to your check. Given publishing deadlines, this will most likely be the only notice you'll receive, so be sure to act right away.

Calendar

- November 2** Board Meeting at Treasurer Terry Jeppesen's home.
- November 18** Annual Banquet at Triples Restaurant. Silent auction, Ray Korman and lots of fun. November 15th is the reservation deadline.
- November 19** Korman Clinic at SIR. A personalized school conducted by our banquet speaker and a long time BMW racer.
- December 7** Board Meeting. Location to be announced.
- January** Tentatively we are planning to visit a traveling BMW art show which will be visiting Seattle. Contemporary art is featured. The exact date will be determined later.

BMW ACA events are partially supported by a generous grant from BMW of North America.

The schedule for the evening begins with a cocktail hour at 6 p.m. Wine, beer, cocktails, and non-alcoholic beverages will be available. The silent auction will run during registration and the cocktail hour. Dinner will be served at 7:30. Parking is available in the AGC lot (lake level) for \$2.00 for all evening or off of Westlake for free.

To get to Triples from I-5, (north or south) take the Mercer St. exit. Follow

the exit to the right, then make the left at the first light you see. Then make your first right, which is Westlake. Triples is located at 1200 Westlake North in the AGC building, on your right as you travel north.

Keep in mind the Nov. 15 reservation deadline and if you have questions in the meantime, call a board member, who'll be happy to help. See you there!

Banquet Reservation Form

Name(s) _____

Address _____

Phone _____

Menu Choices: New York Steak King Salmon

Please return by November 15 to:

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Stalls

by Thomas B. Nast

Department of Fact Checking, BMW Division

Tom Clancy, author of *The Hunt for Red October* and *The Cardinal of the Kremlin*, spins a pretty good yarn. His blend of high-tech militarism and jingoistic patriotism seems to bring out the boy in enough of us to keep him at the top of the best-seller list for years. But his knowledge of cars is such that one must question some of his other assertions (supposedly based on inside poop) about lasers, electronic intercepts and the like. Exhibit 1 appears on page 442 of his latest effort, *Clear and Present Danger*.

During an ambush, the Bad Guy has an M3 riding shotgun fore and aft of his limosine. The M3's take the brunt of the attack.

"Somebody blew the shit out of them," Larson noted. Clark's evaluation was more professional.

"Thirty-cal fire. Heavy machine guns at close range. Pretty slick ambush. Those are M3 BMWs."

"The big, fast one? Somebody with big-time money, then. You don't suppose . . .?"

Apparently nobody told Mr. Clancy that the M3 is the smallest-chassied BMW available (Z-1 excepted), or that it is less expensive than nearly any of the large-block six-cylinder models (or the Z-1, for that matter). I have a hunch Mr. Clancy spends more time driving to the bank (in a Buick, no doubt) than visiting BMW dealers. Certainly it sounds like he meant to depict a 750i, or at least an M5.

By the way, Mr. Clancy also seems to think that Beechcraft King Airs have piston engines, and he spends a lot of time putting avgas into jet A fuel tanks (which is like putting premium into a diesel), but never mind that. This is a BMW column.

Department of Rumors, Motorcycle Division

BMW has discovered that the folks who buy its K bikes (three and four



cylinders, in-line, water-cooled) are not the same folks who buy (or bought) its R bikes (two cylinders, horizontally opposed, air-cooled). This is not a surprise to anyone but BMW, which thought it could replace that labor-intensive R bike line with robot-produced K bikes. (If this sounds to you like a rerun of Porsche's now-abandoned efforts to supercede the 911, give yourself a gold star.)

The sensible thing would be to build a traditional R bike, let the product continue to evolve as it has for decades, admit that the tooling was paid off ten years ago, and sell it for less money (they now go for \$8,000+). Thus, people who would like to replace the one they have, or even to buy their first, could rationalize it. As it is, economics strongly favor keeping existing R bikes on the road, as the cost of a new one so greatly exceeds the cost of maintaining an old one (or buying a clean used one, or buying a car, or putting your kid through college). The K bike could be the high-tech whiz-bang it is, and continue to price itself out of any meaningful market share. But BMW abandoned sensible thinking (at least its motorcycle division did) many years ago, so here's what I hear is in store: A high-tech R bike.

Thus, BMW can alienate *all* of its customers, both the traditionalists and those who just paid five digits for the latest in aluminum. Pretty smart, eh?

This high-tech R bike will have four valves per cylinder, overhead camshafts which are belt driven, oil-cooled heads and cylinders, and a centrally located spark plug. It will be fuel injected, and no doubt feature a sophisticated set of chassis computers which are not repairable by the owner. The chassis would be all new. About the only parts which would interchange with existing R bikes would be 6mm nuts. Rumored introduction is for the 1992 model year, but U.S. dealers are reportedly plumping for a 1991 introduction, feeling that something new, *anything* new, is needed, as the market for old R bikes is saturated.

The present R bike may not be high-tech, but it is no Morgan either. It is reliable, easy to work on, and can be repaired on the side of the road with the factory-supplied tool kit. It is the product of about seventy years of evolution. It has a loyal following.

Back around 1980, when BMW took over distribution from Butler & Smith, the price of the bike (only R bikes were made then) was lowered over 10%. Sales shot up. If BMW now offered a R100 in traditional black with white pin stripes (last seen in 1976) for about \$2,000 less than it is charging, sales would most likely double. Make a high-tech R100, sales will be strong the first year and then be less than they now are for ever after.

Some products do not need extensive reengineering, and are better off without the associated cost being onto the price tag. (And per-unit engineering costs are significant when distributed over a small number of cycles.) This is true from children's games to Mercedes Benzes. The R series BMW is such a product. It already does everything well, achieving the best balance of compromises on two wheels. Change for change's sake is a dangerous game.

Howdy, Neighbor



Photo provided by: Washington Historical Society

100 years ago, in the “good old days,” people looked for a safe and friendly place to keep their money. Today, members save at Weyerhaeuser Tacoma Credit Union (WTCU) for these very reasons.

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An Interview With Ray Korman

by Ellie MacDougall

“My first BMW was a present to myself for making it through Harvard Graduate School. One of the fellows at BMW tells me he thinks that 1964 1800ti was the first one brought into the U.S.”

“I was always interested in cars. It wasn't until I was stationed in England that I became interested in motor-sports. I had a Triumph then. I saw Jim Clark when he was running Formula 3 cars, then in his first Grand Prix. Sterling Moss, Graham Hill — I got to watch them racing when they were in their prime.

“It was when I got back to the States that the first real sports sedan came along — the Lotus Cortina. I thought it'd be nice to have one. Then when I was in Texas at Officer's Training School I picked up a *Road & Track* and there was a photo of a BMW 1800Ti engine with sidedraft Solexes. I'd driven a 1600 the year before. I'd never heard of BMW before that but I was astonished at how it handled.

“I was looking forward to being an Air Force Academy instructor and driving the car out to Colorado Springs. But the Air Force decided I'd spent too long in an academic environment. They issued a set of orders sending me to Arizona in preparation for Southeast Asia. Instead of teaching at the academy, I ended up teaching in drivers schools.

“I never saw another BMW in the two years I was in Arizona. Even the oil and filters had to be sent in from L.A. That's when I developed a great respect for the way BMW made cars. I started autocrossing with no parts, no backup — and I drove that car for eight years, including over one hundred speed events without a single DNF. It was the first car I ever had that was still running good after it'd been paid for.

“In Asia, racing got the front page in the sports section of the paper. Every taxi driver in Bangkok wanted to race with me.”



Cowboy Ray relaxes after his Portland race in 1988.

“There was a very active sports car club in Southeast Asia. We ran in Asian Grand Prix events with sponsors like Air Siam and Malaysia-Singapore Airlines. There were times when we put on our Air Siam jackets to load the car, then had to change jackets and decals on the car when we arrived and unloaded in Singapore.

“It was here that I started building my cars because I couldn't afford to pay someone to do it for me. I had a great working relationship with the BMW factory tech rep — the parts would come down from the factory and we'd work on the car together. That's where I learned about race preparation.

“We also did crazy things like two or

three day rallies in Ford Anglias. I slept in the back until we got to the sections where they wanted someone to drive flat out.

“The Macao Grand Prix was a great adventure. I have photos of the car being unloaded at the dock with a Chinese gunboat watching over it all.”

“China was less friendly then, but they put up with the Portuguese colony of Macao because it was their financial link to the outside world. They gave us a three day visa even though we'd be there for at least five — in case they wanted to talk to us. I had some difficulty getting permission to go because I was involved with the Thai forces in counterinsurgency and air base defense. I got a second, tourist-type passport and under 'occupation' it just said 'race driver'.

“They enjoy racing so much over there you can take your race car out and drive through city traffic. You made a lot of noise but as long as you took it easy everybody would turn and give you thumbs up. They loved it.

“We tested the brakes for about two laps. They turned blue and were fading. Too thin. And this was not the kind of track to start on without good brakes. It was too bad because it was the first time people had seen an American over there, BMW was a very well respected car and I'd managed to put it on the front row of the grid in the three laps I'd turned.

“One of the Datsun drivers was a New Zealander who had come with us from Bangkok. His sponsor, a Datsun dealer, said, 'You have to be very careful if you leave now. Don't go anywhere by yourself and don't go out at night. The Chinese bet big money on you and they will be very mad.'

“When I came back to the States BMW wanted me to keep on racing. They gave me a Bavaria for a street car. I won my first race at Pocono in a 1600 towed to the track by the Bavaria. I couldn't go up those hills over 40 mph so I got there late, missed practice and

started dead last. I traded the Bavaria in on a van.

“When I got back to the States I still couldn’t do any development – just got a feel for what worked and what didn’t. It made people crazy because I was winning races by putting a 2002 together on a shoestring in my carport for IMSA racing while working days and teaching nights.”

“During the race, drafting moved me into third place. A car spun in front of me, I had to nail the brakes and three guys passed me. I passed them all and somebody spun in turn three and came back on in front of me so I nailed the brakes again and these same guys passed me again.

“As the end of the race came I was in third and the second place car spun in turn one. I came through and he was up on an angle facing downhill. He started to U-turn right in front of me. He was too far out for me to go around to the outside so I had to turn a tighter radius to try and get past his nose. He was moving, so I had to turn tighter and tighter and the back end was getting looser and looser and I just squeaked by. But I was on my brakes, sliding, losing my momentum and two fellows passed me at the top of the hill. I came down the hill, rushing up behind them and gaining speed and there was this crazy man waving the checkered flag and I was saying ‘No! No! Give me one more lap!’

“Racing gives us tremendous exposure. We go to Montreal and race and a few weeks later someone asks us to ship him an engine.”

“I always thought I was going to teach college when I got out of the Air Force. Then I looked at a professor’s salary and realized I wouldn’t be able to send my own kids to college.

“I put in applications for government jobs and though I was eligible, I had a long wait. So I opened Korman semi-tenatively as a way to keep racing because we don’t have the kind of sponsorship a lot of other teams do.

“Racing also supports the business. It’d be tough to justify an engine dyno for a business my size, but we use it for our racing development program. Our customers benefit because we also use it for their street and competition cars.

“We found that because we have this equipment, BMW has asked us to do occasional developmental work for them. For example, we worked with them to fine-tune the jetting on the first Weber downdraft kits, then the triple Weber sidedraft kits.

“My mechanics work on customer cars during the day, then on the race car nights and weekends. Most of my mechanics have been with me a long time and many of them have been able to take advantage of BMW factory training because of our racing efforts.

“The 2002 is still a very popular car in SCCA GT3 racing. We do a lot of engines. It always amazes me how many people come up ten years after the car is out of production and want a fresh, new 2002 for racing.”

“It is a very good car for that. If you go with some of the Japanese cars the chassis so so weak you need a tube frame. If they hadn’t changed the rules to allow tube frames BMW would have come out ahead.

“My personal car is a 630 coupe that I picked up in cardboard boxes from a Ford dealer who’d just gotten a BMW franchise. It finished second at the Southern Sports Car Show behind a 1935 Mercedes open coupe. We had a big display and I guess the judges were impressed because they gave us a special award and check.

“I take my 630 coupe to drivers schools for the same reason as everyone else: it’s the only time I can really enjoy it without getting arrested.”

“I like instructing at drivers schools. I never make my students go faster than they feel comfortable. I try to make them drive conservatively – because when you drive at the limit and go into a corner, you cannot slow down. You must have the power and

suspension to drift through. Some people are able to learn how to push the car beyond the limit. That loose, committed position comes with time.

“It’s tough to pin down one factor that contributes to going faster. Athletic ability is important. I get regular exercise swimming and biking.

“I’ve always had a good feel for what I could or could not do in a corner. That’s helped me go faster. For instance, with the Lotus 7’s small engine and good handling, I’d just grit my teeth and stuff it in.

“Concentration is important, too. Letting your mind wander can be extraordinarily dangerous. I remember one time when I was working on the 2002 engine myself. I was exhausted when I got to Road Atlanta. They had to remind me to put on my helmet for qualifying. I felt groggy when I stood up. At turn five I went clean past the braking point. The car went up forty-five degrees into the tire wall.

“Confidence is a major factor in going faster, too. Having built the cars I drive, I know how hard I can push them. Because of this I’ve been able to drive twenty-four hour races with laps averaging within a second of my qualifying times. Most other people are driving five or six seconds slower at the end.

“I’ve had the opportunity to race other cars since I started with BMW. But I’ve always had good relations with BMW. And over the years I’ve driven almost every model from the 1600 on at one time or another.”

“BMW has always been generous with their training and technical support. But there are times when they’ve had their priorities and I didn’t always fit in. I can understand that. Because racing is expensive and it focuses a lot of attention for a company. It takes a lot of people and you don’t have time to split yourself out and say you’re going to help this fellow or that fellow. You make a decision on where you focus your attention and stick with it.

– BMW CCA Roundel

Special Korman Clinic

All right folks, here's one of those special events that the Club manages to put together every once in a while. Our banquet speaker, professional BMW racer Ray Korman, has generously offered to share some of his racing knowledge with a few lucky Club members. He will be hosting a high performance driving clinic the day after the banquet. This clinic will be held at SIR on Sunday, November the 19th. Essentially, what it's going to be is an open track session with some personal instruction from Ray for each of the participants. What Ray will do is drive each person's car for a number of laps to get a feel for the car. Then he will instruct the car's owner on the best line and technique for driving SIR at

the highest possible speed in their car. This differs from the Club's and other driving schools in that you will be told what is the best driving technique for your car instead of the standard generic skills taught at a driving school. This will give you the opportunity to compare your driving style with what a top notch professional would do if he was racing your car. This will also be a great opportunity to ask a person who is an authority on modifying BMWs, what would be the most effective modifications for your vehicle.

For those of you that have been in the Club for a while you will recall the special Bondurant and ProFormance schools that we had and what a success they were. They were quickly sold out and had people on a waiting list for possible drop outs. Undoubtedly the same will hold true for this event. So don't delay on this one. If you are at all interested send the registration form and your check in right away so that you don't miss out.

Now read this carefully because these are the requirements for attending the clinic:

1. You must be at least a level 1 driver to take part.
2. You must allow Ray Korman to drive your car for a number of laps.
3. There is a limit of 20 people.
4. The cost is \$85 per driver, no discount for multiple driver cars.
5. The clinic will be filled on a first come first served basis. So send your registration and check made payable to BMW ACA to the Club's Track Events Chairman, who's address is on the registration form, for fastest processing.
6. Be sure to include your phone number on the registration form so that you can be informed whether you are in the clinic or on the waiting list.
7. There will be no refunds unless there is someone on the waiting list to replace you at the clinic. If a replacement is found then you will receive a full refund. If not, you're out of luck.
8. Each person in the clinic will be responsible for having their own vehicle in track worthy condition when they come out to the track since there will be no tech inspection.

If you have any questions at all feel free to give me a call at 854-1986.

-Paul Touby, Driving Events Chairman



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Registration for Special Korman School At SIR November 19, 1989

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Sign me up for the special Korman School.

Name _____

Address _____

City _____ State _____ Zip _____

Phone _____

Send this form or a copy of this form along with your check made payable to BMW ACA to the event chairman and not to the clubs PO box for quickest processing. The address to mail to is:

Paul Touby
Track Events Chairman, BMW ACA
9613 S 240
Kent, WA 98031

For more information call
Paul Touby at 854-1986

New 3-Series

On October 10, 1990, the first four-door version of the new BMW 3-series, dubbed E36, is set to roll off the line.

For almost one year, the old two-door and the new four-door cars will be built alongside each other. In the autumn of 1991, BMW plans to introduce the new two-door model, which has coupe-like design. At that stage, the old-style 3-series Touring is expected to be phased out in favor of the more practical 5-series wagon that goes into production in April '91. The sporty M3 and the Cabriolet are likely to be replaced in the course of 1992.

The E36 goes on sale in January 1991. The four-door model is roomier than the car it replaces. Its cabin is wider and longer, its trunk and fuel tank are bigger, and the rear bench can be folded forward to load bulky goods. The body is much more slippery than the current shoebox design. Striking styling elements include a low, tapered nose, a tall and short rear end, a bulbous wrap-around back light, thin roof pillars, flush-fitting windows and door handles, a wide track and drag-cutting underbumper aprons front and rear. The production version has a wide body-color kidney framed by four round headlamps and prominent indicators. For the first time, the headlights sit under a joint glass cover, which is easier to clean and more aerodynamic than the present arrangement. The tail-lights are taller than those of the 5- and 7-series, but they retain the typical transverse section that is part of the trunklid. The latter reaches down to bumper height to facilitate loading.

For a while BMW toyed with the idea of transferring the suspension of the bigger models to E36. But in the end the upmarket hardware turned out to be too heavy and too expensive. This is why the car adopts the modified chassis of its predecessor. While the geometry, the mounting points and the calibration will be changed, the basic

layout remains the same. The body is notably stiffer, but thanks to the extensive use of computers the engineers managed to keep the weight penalty at bay. The ABS-equipped brakes are even more powerful than before, the speed-sensitive Servotronic power steering is extensively reworked, and instead of the old four-speed automatic the six-cylinder models should be available with a new chip-controlled five-speed self-shifter.

While the 5- and 7-series cars will be offered with ASC II (throttle modulation plus brake actuation to limit wheel slip) for 1990, E36 can only be had with the less expensive first-generation traction control device. Although BMW is evaluating a low-cost 4wd concept, featuring free-wheeling front axle hubs, our sources tell us that the new 325ix will again be fitted with a permanent 4wd system enriched by progressive chip-controlled center and rear differentials.

In the autumn of 1991, the two-door variant is scheduled to go into production. Among the prominent styling features are said to be rectangular headlamps, an even wider kidney, frameless door windows, no B-posts and a sloping backlight. Because this shape does – despite the underbody similarities – look more like a coupe than a sedan, the marketing experts may call this model the 4-series.

Next in line is the Cabriolet Mk2, based on the two-door model. Both cars are likely to be equipped with the safety seats of the 850i. Options for the convertible include an electric roof and a hardtop with an integrated carrier system.

Also due to see the light in 1992 is the successor to the M3. Expect familiar styling cues and a state-of-the-art chassis. The biggest question mark concerns the engine. The choice is currently wide open. It ranges from an evolution of the existing multi-valve four to a turbocharged 24-valve 2.5-litre six to a tame edition of the 3.5-

litre eight-cylinder formula one powerplant that may be under development. This top-secret project is masterminded by engine wizard Paul Rosche who resides in an isolated wing of the new R&D center.

The mainstream E36 models will be offered with three four-cylinder and five six-cylinder engines. At the bottom end of the range, we find the 100bhp 316i, the 115bhp 318i and the 136bhp 318iS. The S denotes the new multi-valve technology which is also used for the 150bhp 320iS and the 190bhp 325iS. The program will be completed by the 130bhp 320i, the 170bhp 325i and the 115bhp 324td turbodiesel.

Let's take a closer look at the new 24-valve sixes which will also be fitted to the 5-series and, most probably, to the Z1. Internally known as M58, this new engine generation surprises with several unusual engineering solutions. Among them is a direct ignition system which consists of six coils, a set of high-performance spark plugs and access to the Bosch M3 Motronic DISA. Instead of relying on single-throttle housings, DISA boasts a twin-channel layout with one small-and one large-diameter throttle blade for each cylinder. The opening and closing sequence of the butterfly valves depends on the revs and on the accelerator position.

Under development but not yet signed off for production are a 2.5-litre 24-valve diesel and turbodiesel (M51D), an entry-level 1.4-litre four (314i, certain export markets only) and a 1.9-litre derivative that might eventually supersede the 318i.



BMW 750iXL? The wild-eyed visionaries at Koenig Specials felt BMW's biggest car was hardly big enough and built this barge. The three-and-a-half foot stretch on a 7-Series chassis allows a third row of seats and a minivan-like capacity of seven people. Koenig says it takes four months to make the conversion on a 750iL at an option-laden price of 250,000 DM, or roughly \$131,500. The freight to stretch an el-cheapo 735i, with no options? A mere \$79,000. (*Autoweek*)



Anyone thinking of taking a car to Bavaria, the Tirol or eastern Switzerland within the next few months? If so, beware the dreaded marder!

What's a marder? Apparently, a nocturnal four-legged machine, halfway between a red squirrel and a stoat. The German dictionary translates this as a pine marten, but, if so, it must be a good deal smaller than the Scottish version.

Anyway, the brutes have worked out that engine bays are fun places to play in and warm at night. They incidentally acquired a taste for electric cable – especially BMW's (nothing if not discriminating!). In some areas, the incidence of damage is even higher than that of radio thefts in central London. A friend of ours in Munich had her 3-Series BMW damaged several times last year. And marder repellants are now available.

So, if you're up in the hills among the fir trees and your car won't start,

...from the editors

check the high tension leads for teeth-marks! You have been warned. (*Car*)

BMW is preparing a selection of interesting, mainly safety-oriented developments. Several of the new ideas were conceived under the umbrella of Prometheus, which is an abbreviation for 'Programme of a European Transport System with Highest Efficiency and Unprecedented Safety.

Perhaps the most futuristic contribution to Prometheus is labelled 'heading control'. This is an automatic steering system which still permits every degree of driver interaction. The HC car is fitted with a roof-mounted video camera which scans the tarmac for surface markings and roadside signals. In conjunction with an on-board computer, the visual information is translated into steering inputs which are effective up to a speed of 90mph. So far, HC can only steer the car, but in a next step it will also be able automatically to accelerate and decelerate the vehicle. (*Car*)

The September issue of *Automobile* featured an article on an adventure undertaken by the editors

and staff to determine the best car in the world. They drove coast-to-coast in ten candidates: Ford Taurus, Range Rover, Mercedes-Benz 560SEC, Lincoln Continental, Ford Probe, BMW 750iL, Chevrolet Corvette, Honda CRX, Ford Mustang and Ferrari Testarossa. The only breakdown involved the Ferrari. The fifteen drivers rated the cars on a variety of criteria. The winner by a wide margin, was the BMW.

At the end of the trip, the fifteen journalists were asked, if they had to turn around and pick one car to drive back across the country, which would it be? One picked the Ferrari and one the Ford Probe. The other thirteen chose the BMW. The consensus was, "right here, right now, the BMW 750iL is the best car in the world."

Legendary BMW engine designer, Alex von Falkenhausen died in June at 88. His most famous design was the four cylinder for the 1500, which was the basis of every subsequent BMW four cylinder engine. He was also responsible for the current BMW six cylinder range of engines.

Von Falkenhausen started his career with BMW in 1934. From 1958 until his retirement in 1975 he was head of engine development. He remained a consultant to the company after he retired. (*BMW CCA Roundel*)

BMW NA plans to market a new entry level model in 1990. The 318is will feature a sixteen-valve, twin cam, 1.8 liter four cylinder engine. The intent is to sell a bare-bones, no-frills economy version of the M3 to enthusiasts. Price? Right around \$20,000! Round tail light club members: stop whining and start saving. It might be time to buy a new BMW to park next to the 02. (*BMW CCA Roundel*)

BMW is currently training mechanics for a new dealership in

Moscow. It will be the first BMW dealership in the Soviet Union. (BMW CCA Roundel)

Although Daimler Benz has a new S-class Mercedes on the way, for the past two years BMW has sold more 7-series than Mercedes has sold S-class cars in Germany. In the U.S., Mercedes still outsells BMW in the top-of-the-line models. (New York Times)

The designers under Claus Luthe are laying the finishing touches on topless versions of the 8- and 5-series models. The 850i cabriolet is a logical addition to the range which could barely survive on a single-model, single-engine basis. While the fixed-head 850i debuts at the Frankfurt Show in September, its soft-top sibling is likely to bow in 1991. Munich's answer to the Mercedes SL was at one stage expected to be built by Karmann, but the latest information suggests that the car will be converted at the company's own Dingolfing plant.

Although the BMW V8 is officially still on hold, the chief engine designer, Dr. Karlheinz Lange, keeps on modifying and improving the promising power-plant, which could appear within 24 months – if only the board gives the nod. Since the V8 (in 3.2 and 4.0-litre form) was developed simultaneously with the V12, BMW must make a decision soon – or it may have to design an all-new and even more modern eight-cylinder.

Unlike Mercedes, which is working on a common components engine family (4/5/6/V8/V10/V12) featuring identical cylinder spacings and capacities, BMW believes in conceiving individual engine lines. After the V12 (M70) and the revamped fours (M40, including the latest 136bhp 1.8-litre 16-valve version), the company is about to certify the new multi-valve sixes

dubbed M50. These units were scheduled to see the light at the end of this year in the 5-series range, but since the Munich mid-liner is doing so well it was decided to defer the launch until 1990. There will be two 24-valve versions: a 150bhp 2.0 litre and a 200bhp 2.5-litre. (Car)

Mario and Michael (Andretti) each drive a BMW 750iL. Mario keeps a fresh Countach ready for more conspicuous entertainment. Twinkling the Latin grin of an ex-Ferrari F1 ace, he says he's on the short list for an F40. (Car & Driver)

Linked to heading control is the so-called vision enhancer which uses an infra-red camera to turn the night into day, clear the fog and help you see through rain and snow. Since the infrared beam is sensitive to the most marginal differences in temperature, the vision enhancer paints a surprisingly clear picture of the road ahead. By employing an advanced head-up display, electronic optics can detect impending hazards long before the human eye. The vision enhancer can also exchange certain data such as speed, position, distance and direction of travel with other vehicles. As soon as this kind of information is pooled efficiently, cars will be able to warn each other from accidents, patches of dense fog or slippery roads. By drawing inputs from a variety of interlinked sensors, vehicles will eventually even be able, automatically, to decelerate before crossing an icy bridge. (Car)

Small executive suites on wheels are in the future product plans at BMW. The automaker is investigating luxury minivans, complete with fax machines, cellular phones, computers, copiers and television/VCR combinations, to compete at the top-end of that market. (Autoweek)

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Wheel Balancing Tips

BMW automobiles are known to need well balanced tire to get the most out of their suspensions. A recent Service Information bulletin addresses the issue of getting the best balance possible with today's tires and wheels. Their point of view is to do the job right the first time, eliminating repeat visits.

In over-viewing this report many small points of interest are noted that customers of a tire shop might well have to ask for specifically to get done. Some of the tips are well accepted practices at most reputable tire shops, but some of the practices are not. Modern low profile tires are prone to flat spotting after sitting with the cars weight on the tires. To eliminate this, come into the shop with warmed up tires from a drive and get the car up into the air right away. In most cases this would have to be arranged, but balancing out the flat spot otherwise leaves a small imbalance when the tire is warm.

The factory says never use a centering cone to mount the tires. Mount the tires using a flange plate adapter to maximize the surface contact area for best control of runout. They go into detail about the runout specs (max. radial runout 1.6mm or .063inch).

The wheel and tires are to be cleaned off, brake dust accumulations, mud and other things can be a problem. Care is to be taken to check the bead area for precise mounting of the tire to the bead area of the wheel. Chromed bead surfaces can cause problems of bead rotation on the wheel.

To check the tire, remount 180 degrees and see if the balance is within 5 grams. Be sure the balancing machine isn't slipping. Be sure and use correct wheel weights for your type of wheel.

The mentioning of "finishing balancing" means that once a wheel on the car is balanced, only minor adjustments should be necessary once the wheel and tire are mounted on the car.

This will correct any wheel imbalance of the rotating mass.

These points might make the difference from having a smooth machine with no front wheel shake to the annoying wheel patter that comes with tire imbalance.

-Greg Mierz

3-Series Bulletins

Here is a partial list of Service-Information bulletins that relate to the Three-series cars:

1. Chafing damage to convertible top materials #540189
2. Leak at rear window of accessory hardtop #540289

3. Rear side window trim #510889
4. Noise from rt front area of sun-roof #540389
5. ABS Brake control units #340189, 340489
6. M20 Crankshaft main bearing service #110789
7. M20 motor incorrect dipstick length #110589

These bulletins may answer some questions you may have about your car's needs. Contact your nearest dealer if you are having trouble or questions about any of these.

Due to the complexity of the 5 and 7 series a listing relating to them is still in the works.

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850i Super Coupe Debuts



BMW has released the first official photos of its new 850i, and — as we predicted (AW, April 17) — the car is sure to cause a stir at its Frankfurt Auto Show debut. Described by BMW officials as the new corporate flagship, the 850i will be priced higher than the \$72,175 750iL sedan when it debuts here next summer.

After going back and forth on 8-Series versus 6-Series for model names, it was decided to use 8 to indicate that this is the company flagship. The new 8 will have a price similar to the 7-Series but the intent is to take the 8 even further up-market. The car will be available later with four-wheel steering, active suspension and an infrared driving aid for poor visibility conditions.

A short, tersely worded statement from BMW AG confirmed the new car would be powered by the 750iL's 300 hp, quad-cam, 5.0-liter V12, mated to a choice of transmissions: a four-speed automatic or six-speed manual. (A ZF five-speed automatic will be offered late in the '91 model year.)

The 850i will be close in size to the 635, but have a wheelbase that is three inches longer. Width will also increase slightly, as will weight. Overall, the car should be slightly roomier — especially in the back — but the steeply sloped roofline means rear headroom should still be at a premium.

A competitor for Mercedes-Benz's new SL (AW, June 12), the 850i will offer a number of interesting features. They include:

- SL-like seatbelts integrated into the seat frame;
- Separate heating/ventilation controls for rear seat passengers;
- Adaptive suspension that sets shock absorber damping dependent upon load, speed and road conditions;
- A traction control system that can be deactivated by pushing a dash-mounted button;
- Electro-hydraulic rear-wheel steering that operates independently of the front wheels. It is designed to reduce oversteer and improve high-speed stability, but does not affect low-speed maneuverability; and
- An electronic proximity warning system designed to warn the driver if he comes too near an object (based on distance and relative speed) is also on the books, and should debut in 1994.

But the 850i will not be the only model available. Sources indicate two six-cylinder models will also be offered: a 3.5-liter, 210 hp version with a top speed of 146 mph and a home-market price of \$68,900; and a 3.0-liter, 188 hp, 137 mph version with a \$61,000 price tag. The 300 hp 850i has, it is reported, topped 186 mph in testing, but will be held to 155 mph to comply with an unwritten agreement between

German automakers designed to appease environmentalists. This car will cost \$78,500 in Germany. U.S. prices haven't been set.

Come 1993, the V12 will have been increased from 5.0 to 5.4 liters, and from 300 to 400 hp. This model will compete with the V12 version of the SL planned for 1990 introduction.

The 850i will be built at Dingolfing, at first in very small quantities to assure quality. Eventually, 50 coupes a day will be built, compared with 15 to 20 of the old 6-Series.

The 8-Series was designed by BMW internally. Like all current BMWs, Claus Luthe's team was responsible. The 8 has pop-up headlights and a nose reminiscent of the M1. The body is wedge shaped with slight fender blisters. The tail sports full width lights and a trunklid cut down to the bumper.

Rumors that BMW would cancel the planned cabrio version because of cost overruns have proven false, but the company will build the convertible version in-house rather than farm it out to an outside supplier like Karmann or Baur. Only 16 635s are now built daily, but BMW says it will produce up to 45 850is per day as soon as the cabrio version becomes available. At this level, annual production would reach 10,000 cars per year — about the number of 6-Series coupes sold four years ago. A tall order considering the new car will be significantly more expensive than the old.

The only engine available in the U.S., at least for a while, will be the 5.0 liter V-12. The engines 300hp is aided by excellent weight distribution and Anti-Slip Control II. Tires are 235/55 VR16s. The nearly 4000 pound car is capable of 0-60 mph times under 7 seconds.

— Autoweek and
BMW NA Press Release

Diverse Daimler Versus Brilliant BMW

Some of the world's leading motor companies have decided that their future lies in diversification. General Motors bought Hughes Aerospace; Chrysler took over Gulfstream, an executive-jet maker; and going the other way, British Aerospace has bought the Rover car group. But diversification already has a patchy record and, for carmakers, it may yet turn out to be a big mistake. One of the boldest diversifiers has been West Germany's Daimler-Benz, maker of Mercedes cars. Daimler's move into other businesses may have been too bold, judging by its poor showing against its German arch-rival Bayerische Motoren Werke (BMW), a company that has stuck steadfastly to making what it makes brilliantly, cars.

Apparently distracted by Daimler's huge array of businesses, the group's managers are struggling to hold its share of the fiercely competitive West German market for luxury cars. BMW, meanwhile, is thriving. On May 31st the Munich-based firm reported what it called "remarkable" figures for the first four months of this year. Turnover rose 23% to DM8.9 billion (\$4.5 billion) and production is expected to increase to more than 500,000 cars this

year, compared with 485,000 in 1988. Better yet, its share of the German car market continued to edge up, reaching 7% compared with 6.5% last year and 5% in 1987.

Daimler, once almost exclusively a vehicle-builder, began its diversification lavishly in the mid-1980s. It bought the 50% it did not already own of MTU, an aircraft-engine maker. Then it took a majority stake in Dornier, an aerospace concern, and AEG, an electricals company, to make itself West Germany's biggest industrial company.

Now Daimler is battling to take control of Messerschmitt-Bölkow Blohm (MBB), Germany's largest aerospace business. Success is likely despite grumbling from the government (which at first was keen on the deal but has since got cold feet) and objections from the federal cartel office.

Like other diversifiers, Daimler says it has two main aims. One is to acquire technological expertise in other fields that will help it in its own. The other is to avoid excessive dependence on one market. The theory is that the markets for cars and aerospace are unlikely to turn down at the same time. The arguments sound plausible, but

consider the following.

Last year, in the face of flagging demand, Daimler cut its car output by 6½% to 560,000. New Mercedes registrations fell in West Germany for the second year in a row, although the company's share of the car market rose by 0.1% to 10.2% (compared with a peak of well over 11% in 1985).

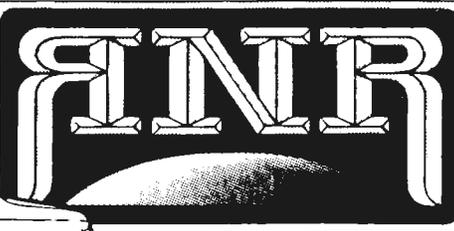
Daimler blames the setback mainly on falling demand for diesel-engined cars, which it feels are unjustly thought to be harmful to the environment. But there are other causes too. The company has been too slow – especially in comparison with BMW – updating some models, and has had nasty technical problems with the new ones it has unveiled. Other car firms before now have had problems, but Daimler has an especially precious image to protect. Nor, despite its huge cash reserves and still-strong earning power, can it afford to see the car side of its business flag for long. Cars accounted for 43% of Daimler's DM73 billion sales last year and the vast majority of its DM1.7 billion net profit.

Daimler's problems in its core business have coincided with its drive to diversify, which has tied up its executives and caused uneasiness among the

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labour force. Loyal Daimlerites insist there is no direct connection between the two. But look at the recent showing of the more single-minded BMW, going after similar upmarket customers.

Last year, in contrast to Daimler, BMW raised production by around 5%. Its domestic registrations soared by more than a fifth and it gained market share. This year it has continued to grow. The reason for the company's sudden surge in West Germany was the booming sale of its new middle-of-the-range 500 series, itself coming a year or so after the thumping success of a new limousine in its top-of-the-line 700 series of cars, which a lot of wealthy Germans now prefer to

the elderly-looking Mercedes "S" model. BMW has supplemented its design and engineering skill with a clever marketing campaign which has persuaded customers they can be exclusive and sporty at the same time.

BMW has diversified too, but nothing like as much as Daimler. Its main targets have been smallish high-tech businesses whose performance, good or bad (there have been some duds), makes relatively little impact on the parent concern. Why the different strategy? The answer has much to do with Mr Eberhard von Kuenheim, the East Prussian-born chief executive who has run BMW like an absolute monarch for almost two decades.

Mr von Kuenheim has stayed unchallenged at the top for so long partly because of his uncanny sense for what the market will want next; partly because of his close relations with the heirs of the late Herbert Quandt, who hold an estimated 60% of BMW's shares. His priority has always been to make better cars (and motorcycles), not look for new worlds to conquer. Because of his success, the Quandts have been happy to give him a free rein and to stick with their massive investment, despite repeated rumours over the years they are about to sell.

Mr von Kuenheim has eyed (and still eyes) bigish non-vehicle acquisitions from time to time. A few years ago he considered buying into MBB, as Daimler now wants to do. But he dropped the idea because he felt MBB's



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complex ownership structure (which includes big holdings by several of Germany's state governments) would make firm management impossible.

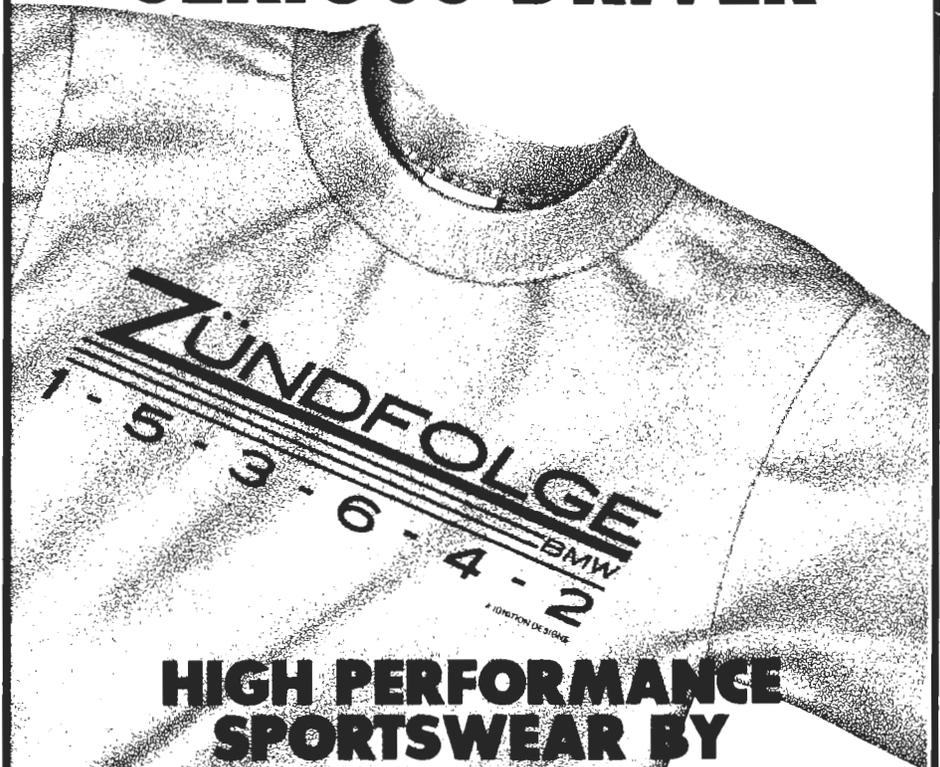
That did not bother Daimler's boss, Mr Edzard Reuter, the company's former finance chief and architect of its diversification strategy. In 1987 he took over the top job from Mr Werner Breitschwerdt, a brilliant car engineer who was reluctant to steer Daimler into new fields. Mr Reuter was backed by Mr. Alfred Herrhausen, head of Deutsche Bank, which is Daimler's biggest shareholder with a 28.1% stake. Mr Herrhausen is a bold diversifier in his own field of finance and hence a natural ally for Mr Reuter. The two stand, and may possibly fall, together.

Daimler is not taking the BMW challenge lying down. Stung by accusations that it has become stodgy, it now aims to introduce a new car model every year. Roughly 75% of its planned investment of DM30 billion over the next five years will go to its vehicle division. At BMW headquarters in Munich, managers still reckon their main challenge will come from their Daimler neighbours in Stuttgart despite growing pressure on both companies from the Japanese.

Even without the Japanese threat, there is a widespread feeling that Daimler might prove to have bitten off more than it can chew with MBB. Including MBB, the Daimler group would have annual sales of more than DM80 billion (around 40% of West Germany's GNP) and 380,000 employees. The group will be too big and too diverse, critics argue, for the men who run Daimler to keep proper control of it. Even within Daimler there are fears that the group's growing importance as a maker of military hardware may further scratch its image as a prestige-car builder. A takeover of MBB would increase that military role still further. Mr von Kuenheim would weep no tears.

— *The Economist*

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BMW To Replace 7-Series in '92

"Be sure," Daimler-Benz president Edzard Reuter told the assembled press recently, "our new S-Class models will be the best cars in the world."

BMW must have listened to – and believed – Reuter's claim. Rather than wait for 1995, when the 7-Series would normally be replaced, BMW will replace the present car in 1992 – one year after Mercedes-Benz introduces the new S-Class.

Testing of the new car is under way, with prototypes running the new nose on the present 7-Series. The new car will drop BMW's famous quad, round headlight arrangement in favor of slim, rectangular units. As can be seen in the photographs, the new Seven's nose is lower and flatter than the present version's, and ends in the typical – but now even broader and flatter – BMW twin-nostril grille.

Despite denials from company officials, BMW is busy working on its new V8 engine. The reason is simple: BMW is afraid the gap between the top of the line V12 and base six-cylinder model is large enough to drive a new S-Class through. Mercedes will have V12 and V8 engines in the '91 S-Class, although it is uncertain whether or not a six-cylinder version will still be offered.

BMW's plans call for two V8s: a 3.0-liter, 230 hp model and a 270 hp 4.0-liter. The two-valve, 5.0-liter V12 will still be offered in the big new BMW, and it will be joined by a 400 hp, 5.4-liter variant in the 1992 model year.

But the suspension really holds the key to the new car. Insiders say the electronically-controlled suspension will be a nine-link design (Mercedes uses five at present on the S-Class) with adjustable shock absorber and antiroll bar settings, and active rear-wheel steer. The idea, say the sources, is to have the ability to stabilize the platform even if the driver loses control of the vehicle.



There is no word how much the new 7-Series will cost when it debuts in 1992. – *Autoweek*

Collectible Classic

In 1968, BMW shoehorned its 2800 sedan's smooth 170-bhp SOHC six into a stylish two-plus-two, the 2800CS. Initially, rear drum brakes were offered instead of the four-door's powerful rear discs. Still, with a sleek pillarless body and 128 mph on tap, the 2800CS was a match for contemporary Porsches and Stuttgart's 250SL.

Three years later, the improved 3.0CS had rear disc brakes and a choice of a four-speed Getrag gearbox or a Borg-Warner automatic. Best of all, the bored-out engine developed 192 bhp. Late in '71, the even quicker 3.0CSi

appeared. Bosch injection and higher compression raised the output to 200 bhp – good for 137 mph. It wasn't long before BMW developed a lightweight racing variant called the 3.0CSL. CSLs were distinguished by alloy doors, hoods, and trunks, as well as tail fins that led to a rear wing.

Although CSLs are both hard to find and expensive, 2800s, 3.0CSs, and 3.0CSi's are readily available and affordable. When you're shopping, watch rust, especially where the front struts mount to the coachwork; for cracked front rotors; for sagging rear springs; and for gearbox synchros that have disintegrated. Expect to pay about \$10,000 for a 2800CS, \$12,000 to \$15,000 for a 3.0CS, and slightly more for a CSi.

–Ken Gross,
Automobile Magazine



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FOR SALE: 4 14" wheels and tires for 5-Series. Non-metric! \$150. Call Lucetta or David at 282-2641.

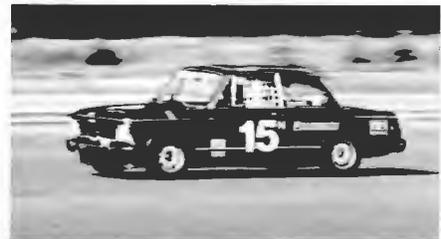
FOR SALE: Tii fuel injection pump. Good condition. \$350. Call Joseph at 234-5694 (days) or 789-5408 (eves).

FOR SALE: Set of alloy rims (4). 5.5x13 from 3-Series. Factory original in excellent condition. \$400. Aki Ohsawa 232-0088 (eve) or 682-9107 (days).

FOR SALE: New 318i exhaust catalytic convertor, alternator for 318i with A/C. Left tail light lens, other misc. parts. Call Chris 234-5881 (days) or 226-9478 (eve). Leave message.

FOR SALE: Nordica NR940 men's ski boots. \$125. Red, four buckle racing size 9½ to 10½. Call Chris 234-5881 (days) or 226-9478 (eve). Leave message.

FOR SALE: 1969 BMW 1600 2-door, ONE OWNER, Good original condition, 204,000 Miles, driven daily. Sahara tan color, tach and suspension additions, many spare wheels, tires, etc. \$1750 or make an offer. Si Johnson (206) 485-9036.

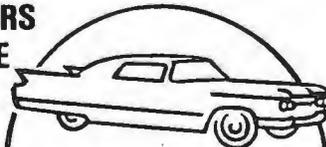


FOR SALE: 1972 BMW 2002, ITB Racer/SCCA, Conference. Ready to race, fresh balanced and blueprinted motor \$5500.00 Equipment list available (lots of spares). Trailer available \$1000.00. Built to car specs. Please call if interested. Denny Warner - 643-4555, Steve Ingerson - 246-0977.

FOR RENT: Double car garage. North Seattle. \$200 or \$100 per space. Quiet neighborhood. Secure. 363-3593.

Classified Advertising Policy: Classified ads are free to members in good standing (paid up dues). There is a \$5 fee to non-members. Photo classifieds are \$15 to members, \$20 to non-members. Ads will be run for two consecutive months, space permitting. *Zündfolge* staff reserves the right to edit all classified ads. Ads must be typed or neatly printed and sent to BMW ACA; P.O. Box 1259; Bellevue, WA 98009; Attn: Classified ads. Make checks payable to BMW ACA.

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The Parting Shot

We Are What We Drive by David Lightfoot

A few months back, our resident computer wizard and keeper of the Club roster prepared an analysis of the types of BMWs owned by our membership. We had been asking for this information on membership renewal forms for a couple of years now and our data-base was finally quite complete.

The results were interesting and shattered some myths and preconceived notions many had about the club. The information will prove useful to the Board of Directors in planning activities and the direction to guide the club. The results should also be of interest to advertisers as this is a group with a lot of economic power.

The first striking thing was the number of BMWs involved. We had information on 650 members. These 650 families own 1000 BMWs! In other words, about half our members own two BMWs. The extent of multiple BMW ownership astonished me. These people must be happy with their cars. BMW NA take note: you're doing good.

One myth was that the club was made up mostly of owners of 2002s and other old models. Not so. Only 27.8% of the cars owned are 1976 or older models. The rest (72.2%) own the 1977 and newer cars; those I would consider the new range which has not changed markedly up to the present.

Another myth was that within the club existed factions; the new versus the old. Again, not so. Many of the multiple BMW families own an older BMW, usually a 2002, and one of the newer cars. You often hear about people buying a car similar to the one they owned in high school or college to bring back fond memories. There must be a fair amount of this going on amongst BMW fans, but club members often still have their "college" car. They just couldn't part with their faithful old 2002 but now they need four doors or more comfort or more power.

Or all the above. So the 2002 stays in the garage as kind of a hobby car or toy or commuter and a 533 or 535 serves as the heavy duty use machine. Those that enjoyed the simplicity of the older cars are not immune to the sophisticated benefits of the newer cars.

The club boasts all kinds of exotica: M1s, M3s, Glas 1600s, 502s, turbos, tourings and about everything else. I won't try to list in detail this ever changing group of cars. But I have summarized, in broad groupings, the 1000 BMWs owned when we took our

| | |
|-----------------------------------|---------------|
| "snapshot" of club members' cars: | |
| 1600/1800/2002 | 22.0% |
| Senior Sixes (Coupes, Bavarias) | 5.8% |
| 3-Series, Mark 1 | 23.1% |
| 3-Series, Mark 2 | 20.5% |
| 5-Series | 17.8% |
| 6-Series | 6.6% |
| 7-Series | 4.2% |
| Total | 100.0% |

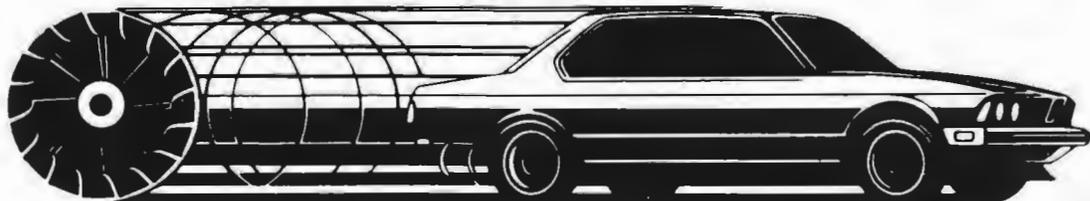
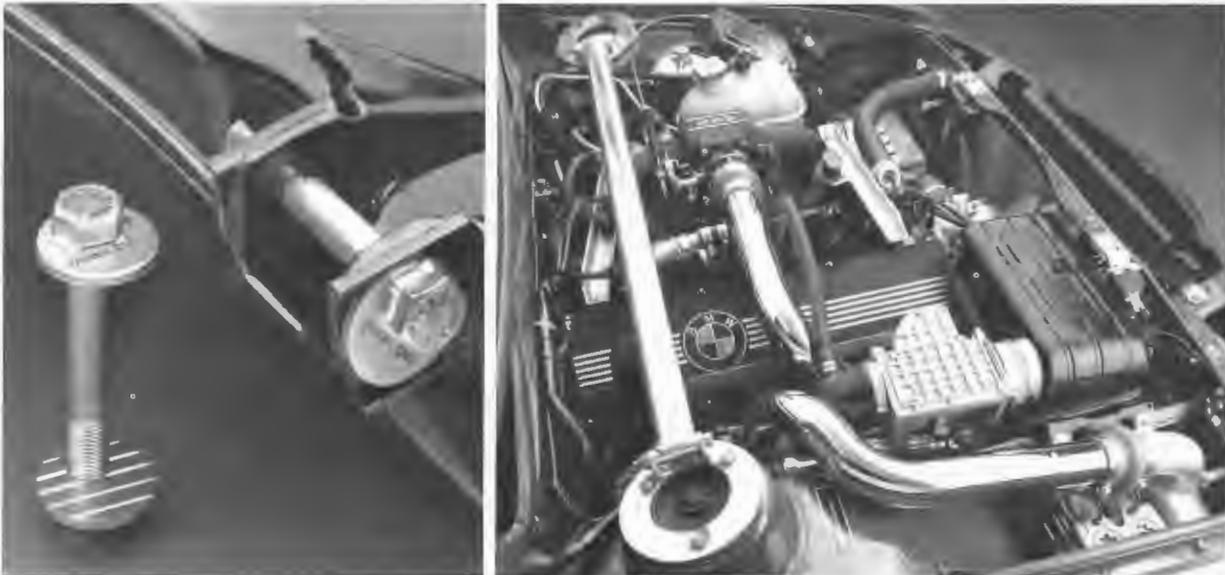
With all the diversity, we all share our enthusiasm for this grand marque, BMW.

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