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Boilerplate
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Calendar

December 23 Deadline for January Zündfolge.

January 5 Board Meeting hosted by the Lightfeet.

January 12-14 Annual Meeting of the Classic Car Club of America at the Bellevue Red Lion.

January 21 Annual Banquet and Auction. Reserve now! Your January Zündfolge will probably arrive too late to register. Do it now, don't delay!

February 18 General Meeting hosted by Vintage Racing Motors in Redmond. See over 50 historic race and classic cars.

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

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Goodbye From the Vice

As of the first of the year I will retire as the Vice President of the BMW ACA. This will make room for one of you out there to get involved in your club on a more direct level. The club needs someone to step up and take charge for a year so we don't get stale on the board of directors. Simply put, we need new blood. (We have other positions available, too. Call President Gary Parr if you'd like to get more involved. - Ed.)

I will however be busy putting together the EIGHT or NINE track days for the next year. You read correctly, eight or nine track events. At the end of the season this year I noticed a fever of enthusiasm building for track time and I have responded in-kind with new venues to drive and plenty of lap time.

The club has secured six track days at Bremerton Raceway located on the inactive side of the Bremerton Airport. This track has lots of potential for different course setups and driver education situations. You, as a new BMW owner, will have the opportunity to learn just what the ABS system is all about and how it works when the rubber meets the road. Additionally if you have All Season Traction (AST), you will get the opportunity to test it, feel how it works in corners, and on straights.

If you are an owner of an older BMW like myself, you will get the opportunity to learn the skills necessary to avoid accidents and control skids and drive really fast without fear of getting a ticket or bringing harm to your favorite toy.

I know of at least nine individuals out there who are building “purpose built” cars for running fast on track days. For those who don’t know, there is a long standing unofficial King of the Hill/Who has the Fastest mentality. Right now, Roger Wales in his Turbo M5 is probably the King at the moment. However, the club and the board do not advocate racing or unsafe driving of any kind. Having said that, we do let you go fast. As fast as you can go SAFELY!

The first drivers’ school is scheduled for the first Saturday in March. That’s right March! It will focus on the skill building and car handling this club is famous for and you will be oriented to the new track layout that I’m sure you will enjoy. The track is 1.4 miles but has a long straight, some second gear corners and some flat-out third gear sweepers. It tends to be hard on brake pads. More on that later.

INCENTIVE!!! This year we are having an incentive program for folks who volunteer to work at the track events. If you work at three events you will be able to attend an event for free. If you want to become an instructor you must first pass to level 2 driving and be signed off by a club instructor. Then attend an instructor training session and then we wave our magic wand, presto you are an Instructor.

Keep watching for up-coming info on the 1995 driving schedule. It will be information on autocross events and schools. We (the BMW ACA) have been invited to attend the Corvette Club and the Alfa Club track days at SIR. The BMW ACA will have one lapping day at SIR on the 10th of June. This will be similar to the Wednesday nighters but it will be on Saturday and you will be able to go through about three or four tanks of gas. BIG FUN! Hope to see all of you at the Banquet. Stay alert means stay alive!!

—Dan Alvis

Cover Story

Each year BMW NA sends the club a very nice Christmas card. I wanted to share this year’s card with the entire club. So I asked the always helpful Rob Mitchell for an early copy of the card so I could use it on the cover.

Unfortunately, the card was not the usual format and used what printers call a “coarse screen.” We tried to make it work on our cover, but it just wouldn’t. So, you see the 1994 card, in black and white, adjacent to this text. The cover features the 1993 card.

Thanks for your efforts, Rob. Maybe next year. Happy Holidays to all.

—David Lightfoot
The First Annual Stalls Year in Review, Again

01-01-94 Here are the hard-to-get statistics: Federal gasoline taxes are now $0.184 per gallon ($0.244 per gallon for diesel). Washington State taxes are now $0.23 per gallon, with Mike “Tax increases are a last resort” Lowry seeking additional increases. Counties may impose an additional 2.3 cents per gallon. Vehicle registration is limited to 2.2% of the fair market value of the vehicle (RCW 82.44.020), plus 0.725% if within certain municipalities (RCW 35.58.273), plus 0.800 to .0815% if within certain counties (RCW 81.104.160), plus an “additional fee” for “transportation purposes” of $15.00 (RCW 82.80.020), plus a 0.2% “clean air excise tax” and an additional $2.25 per vehicle (RCW 82.44.020). Employ­ers must pay $2.00 per month per employee in certain jurisdictions with transit systems (RCW 81.104.150), and Seattle is reportedly also charging this to each property owner within that City as well. Just thought you might be interested. You might also be interested that the Washington Constitution, Article 7, §2, limits “the aggregate of all tax levies upon real and personal property” to one percent of fair market value per year. Vehi­cles must be covered by a different constitution, or perhaps are no longer personal property.

02-02-94 An electric car at Atlanta Motor Speedway in Georgia traveled 24 hours averaging 35mph. “An electric Chevy S-10 pickup truck, toting in its bed enough batteries to run a whole house for a day and traveling 44 to 45 laps of the 1.477-mile oval between charges, covered 831.8 miles. That beat by 200 miles the previous 24-hour record, set in Los Angeles on July 12, 1993, with a Geo Storm using the drivetrain and batteries of an Impact.” Called a “breakthrough” by the New York Times, it was not disclosed at what speed the truck actually traveled, or how long the recharges took, or the life expectancy of the batteries, or the net payload of the truck, or the cost of the batteries, or anything else which would suggest that Ponds and Fleishman were not behind this alchemic “breakthrough.”

02-18-94 (AP) “The Swedish automaker Volvo A.B. and Renault S.A. of France agreed yesterday to dissolve their cross-ownership arrangement, which failed last year to develop into a planned merger. Volvo withdrew from the merger agreement in December.” Always best to live together before marrying, we say. Sources close to Volvo report that Renault’s snoring is insufferable.

02-19-94 (Bloomberg Business News) GM’s Saginaw steering gear division (Plant 21, Athens, GA) gets an Q1 Preferred Quality Award for steering pumps. From the Ford Motor Company.

02-21-94 (New York Times) Complaints swell from customers of the Acura NSX, whose rear tires bald as soon as 3000 miles. “Imagine having to pull into a service station every few months, saying ‘change the tires and check the oil,’” said Ronald Koksal, a lawyer who is suing the American Honda Motor Company.” NHTSA has opened an investigation. A neurosurgeon in Knoxville had back injuries from a 45 mph accident in a 6,043 mile NSX with bald tires (and we sure don’t want him cutting us!) Of 5000 cars sold, 200 complaints were lodged, with tire life averaging 5000 miles.

03-12-94 Gov. Lowry, while chauffeured from his mansion to the DSHS building, spotted a pothole. He summoned the Legislature into executive session to impose a $25.00 muffler inspection fee, with the net proceeds to be devoted to road improvements “and other essential programs,” to be determined in a closed session of the House and Senate majority members.

03-04-94 (NYT) Judge G. Ross Anderson of U.S. District Court in South Carolina found that there had been a “systematic destruction” of documents concerning Chevrolet and G.M. pickups made from 1973 to 1987 with dual, side-mounted tanks. He said he believed that G.M. lawyers may have lied about the matter, and that the lawyers may have destroyed, or have been aware of the destruction of, the documents.

03-06-94 Hillary Clinton reassigns her Whitewater counsel to look into G.M.’s handling of documents concerning side-saddle gas tanks. “Dan [Rostenkowski] is taking care of this [Whitewater] for me, and I promised those guy’s four year’s work,” she tells a reportoid.

03-23-94 (BBN) In an effort to demonstrate that its side-saddle gas tanks are not unusually dangerous, GM told owners of 2500 compressed natural gas-powered pickups to stop using them, after two tanks ruptured during refueling. It put on hold its plans to offer Chevy Caprice and Corsica cars, and light and medium duty Chevy and GM trucks and busses, using CNG.

03-27-94 (Seattle Times) The 16th Karmapa Rinpoche scrawled a riddle before dying, to help his disciples find him in his new incarnation. “From here to the north in the east of the land of snow is a country where divine thunder spontaneously blazes in a beautiful nomad’s place with the sign of a cow. The method is Dondrup and the wisdom is Lolaga. Born in the year of the one used for the earth. With the miraculous, far-reaching sound of the white one: This is the one known as Karmapa.” His four disciples, after finding the note years later in an amulet, appointed Kongtrul Rinpoche to go to Tibet to find their new leader. Three days before departure, he was killed when his BMW crashed.
04-01-94 (NYT) Unable to determine why its pickups explode during CNG refueling, GM offers to buy them back or exchange them. The tanks had a $5000 surcharge. It cancels plans to sell natural gas-powered cars and pickups.

04-29-94 ITT announces a record first quarter loss with the closure of its largest customer's telephone system, that of the Volvo/Renault complaint department. Although it would not reveal future plans, ITT's arrangements to replace its fleet with 50,000 Chevy Caprices was widely noted in the financial press.

05-26-94 At a press conference, Gov. Lowry announces that his investigation revealed that Kongtrul Rinpoche's BMW was not sabotaged, as was widely believed, but fatally crashed due to an encounter with an especially virulent pothole. He announces that he is leading a fact-finding expedition to depart immediately after the legislature passes further tax measures for road improvements and mass transit.

06-14-94 During a pothole patrol, Tacoma Police officers received an all points bulletin to apprehend shooting suspects fleeing in a black Chevy Monte Carlo. Tacoma's finest potted, at gunpoint, former SuperSonic Dean Tolson and two of his friends, Larry Potts and Noble Davis, who were driving a black BMW. In defense of the lawsuit filed today, the police remarked, "We mistook Potts for Pothole. We're just trying to do what the Governor ordered. Get off our backs, huh!"

07-21-94 Returning from Nepal, Gov. Lowry notices pavement checking near SeaTac. The Legislature is immediately summoned back into special session.

08-22-94 In the wake of a $2.9 million jury verdict in favor of a New Mexico woman who suffered third-degree burns from a cup of coffee purchased at McDonald's, General Motors recalls every car it has built in the last twelve years. "We want to remove the cup holders before those lawyers make us the next targets in hot-drink litigation," said a spokesperson. "Putting in cupholders only encourages them."

08-23-94 The Washington State Legislature passes a new set of revenue-raising measures directed at drivers "of those filthy, anti-social, four-wheeled pollution machines," as the statute's preamble puts it. Earmarked for road repairs including "overhaul of the marine highway roadbed," these include a fee of $1.00 per pound of air pressure in tires and $4.50 per cupholder, to be imposed at the time of mandatory vehicle inspections.

09-12-94 With election campaigns in full swing, House and Senate majority members install deeply tinted windows in all of Gov. Lowry's limousines. "We are concerned that the sun not blind his clear vision of the future of the State of Washington," they remark to the press. Potholes throughout Thurston County heave a sigh of relief.

10-04-94 The New York Times reported today that "On the production line, most of the progress to date has come from fairly predictable steps. Volvo has automated the process of bolting together the chassis and the body of its cars."

10-05-94 A Volvo spokesbroll, responding to a reporter's question, admits to being "unaware whether we abandoned unibody construction," but promises to look into the matter in light of recent New York Times press accounts.

10-05-94 (NYT) "The General Motors Corporation announced its fourth reorganization in ten years today in an effort to streamline its approach to developing cars. Executives stressed that the latest attempt would not yield cataclysmic change, like the reorganization of 1984, which paralyzed the company."

10-15-94 Citing "unrealistic customer expectations," the Saturn Car Division was folded into General Motor's reorganized North American Car Division. "We couldn't have Chevy buyers expecting service like we give the Saturn owners, now, could we?", commented a G.M. spokesman.

11-23-94 General Motor's labor unions are sick and tired of too much mandatory overtime, according to the New York Times. No mention is made of the $350M North American loss by G.M. in the last quarter. No mention is made of how a company whose factories are producing to capacity can be losing so much money. No mention is made . . .

11-10-94 Europe perfects "the pleasure of driving" by putting cars on an underground railroad (dubtily called "The Chunnel") from France to England. President Bill "Middle class tax cut" Clinton points out that America's underground railroad became redundant over a century ago, and that America similarly perfected "the pleasure of driving" through federal regulation with virtually no capital investment.

12-22-94 G.M. is named defendant in a ground-breaking suit by a Georgia construction worker scalded by a cup of hot egg nog being held between his legs. "If they hadn't taken the cup holders out in that recall, this never would have happened," he stated in a high-pitched voice.
1994 Annual BMW ACA Banquet

Saturday
JANUARY 21st
6:00 pm

The Harbor Club
801 Second Avenue
17th floor Norton Building
Seattle, Washington 98104

Make your reservations - NOW - Don't miss this event . . . Our 1994 annual meeting, is set for Saturday evening, January 21st and will combine our customary camaraderie, with dinner, an auction and a distinguished guest speaker.

AGENDA

6:00 pm  No Host Bar / Silent Auction
7:30 pm  Live Auction (raise your hand time)
8:00 pm  Dinner (use both hands time)
9:00 pm  Speaker / Program (use both ears time)

Early reservations are urged for this event. The annual banquet is always a popular and well attended social affair and this year's special guest, Steve Pool, and our annual silent/live auction should make for a particularly interesting evening for all of our members and their guests. The Harbor Club is a wonderful setting for this event as all tables enjoy spectacular views of Mt. Rainier, Elliott Bay, and the Olympics. It has been the home of true hospitality and dining in downtown Seattle for thirty-four years. Attended parking will be available at no charge inside the Norton Building thanks to your dues and the Club's gracious Board. Just follow the map, the Norton Garage is on the 1st Avenue side of the building. Use the reservation form below to ensure participation in one of the year's highlight events.

BANQUET RESERVATION

NAME OF THOSE ATTENDING:

Contact phone: Home:____________ Work:____________

Dinner Choices                          No.      Cost
Roast New York                           _______  $32.00
Seafood Skewer (Salmon, Prawn, Fish)     _______  $32.00
TOTAL ENCLOSED                           _______  $_____

All dinners are served with seasonal greens with Cabernet vinaigrette, potatoes or rice, fresh market vegetables, coffee or tea and roll and butter. Dessert will be a surprise this year, you'll just have to come and see . . .

Make checks payable to BMW ACA. Mail reservations to: Al Lancaster
                                      27620 37th Ave. S.
                                      Auburn, WA 98001

E. STEVEN POOL

BIOGRAPHY

CURRENT POSITION:
KOMO News 4 weekend weathercaster
and host of weekly nationally syndicated program "Front Runners"

AWARDS:
Seven Emmys for work in special programming and reporting
UPI Feature Reporter of the Year in 1984
Three Sigma Delta Chi awards for Excellence in Broadcast Journalism from
Western Washington Chapter, Society of Professional Journalists
Four New York International Film Festival
Medals National Iris Award

EXCEPTIONAL ACCOMPLISHMENTS:
Has appeared on ABC's "Good Morning America" over 55 times delivering weather
reports for the nationally televised morning program

COMMUNITY SERVICE:
Honorary chairperson of Youth Eastside Services' Hundred Club
Museum of Flight Board of Trustee Member
Honorary Chairperson of the annual Steve Pool Celebrity Golf Classic, benefiting Childhaven
Steve appears at 75 speaking engagements and public appearances yearly for
community organizations

EDUCATION:
Bachelor of Art's degree in television/radio

Driving Directions

Directions to the Harbor Club located in the Norton Building: From Northbound I-5, exit at
Seneca St. Go downhill on Seneca. Turn left on 1st Avenue. Go three blocks south, From
Southbound I-5, exit at Columbia St. Go downhill on Columbia. Turn right on 1st Avenue. The Norton
Building Garage is located on the east side of 1st Ave. between Marion St. and Columbia St.
Parking is prepaid by the club. Just tell the attendant you are with the BMW Club. Take the
elevator to the top floor.
SAVING THE BEST FOR LAST — THE ENDURO SEASON

By Michael Helton

The Prelude
We're at Seattle International Raceway, Thursday, October 20, 1994. It's pouring rain! Our enduro race team had gathered to practice for Saturday's race. Most of our time, however, was spent watching the tool boxes fill with water or scooping mud out of the wheel wells and reattaching the air dam after various spins. Fortunately, in the best tradition of the stage, this soggy practice resulted in two strong finishes in the enduro races that followed.

What's an Enduro?
For those unfamiliar with enduros, a few words of explanation. Originally popular in Europe, this form of road racing lasts much longer than club or professional "sprints" most often encountered in the U.S. An enduro may last anywhere from four to 24 hours, with the drivers pushing the car to its limits and an exhausted crew trying to keep the car running and, often, to repair the damage caused by "on-track incidents."

One notable feature of many enduros is the Le Mans start — often seen in 1950's European race films. Visualize the drivers lined up on the side of the track opposite their cars. At the drop of the green flag they sprint for the cars, belt in, start engines and roar onto the track. The race is underway. The foot race part of this is both funny (in my case, anyway) and usually orderly. However, once driver joins automobile, mayhem results as the foot race has supercharged the adrenaline level of the drivers, a group not known for reticence even during the well controlled rolling starts used most often in motor racing. And although the primary goal of enduro racing is to be there at the finish, as the gaggle of cars leaves the pit and reaches the first turn, it invariably becomes a game of survival. At least one slow sprinter with a fast car decides to make up for lost time by attacking the entire pack. After a few laps, all the surviving cars find a "good" pace — one that is kind to the car, but as fast as possible — and the race becomes one of endurance.

The Race
Here in the Pacific Northwest there are two six-hour end-of-the-season-race-what-is-still-running enduros. These are sanctioned by the International Council of Sports Car Clubs and run by the International Race Drivers Club in Seattle and Cascade Sports Car Club in Portland. This year's "Six Hours of Seattle" at SIR was scheduled for October 22nd, with "Six Hours of the Cascades" at PIR in Portland two weeks later on November 5th. Our team boldly planned to enter both with the AKG Motorsport-prepared BMW 325is, which had just completed its first racing season.

The Dream Team
BMW ACA President Gary Parr, Capt. Dan Alvis (USA), and I were the drivers. We quickly assembled a world-class pit crew from BMW ACA members and friends: Andy Kueblbeck (chief), David Culp (chief mechanic), Marylee Helton (lap timing/strategy), Kevin Oelschlager (fire captain), Lorie Ann Lyle (pit board), Kathy Erwin (runner/communications), Sue Alvis (food!), Michelle Alvis (tool runner/pit crew) and Chris Alvis.

Cars in these two races actually compete within their classes, which are based on engine displacement. There are four classes: P1-over 2500cc, P2-1650 to 2499cc, P3-below 1649, and SR for purpose-built race cars (all must be closed wheel). The speed differential makes for exciting racing, and sometimes hair-raising experiences for the drivers. Our 325is displaces 2494ccs, putting us in P2 — usually the largest class.

SIR — October 22, 1994
Amid ominous predictions of foul weather, 23 competitors (two P1, nine P2, eight P3, four SR) gridded up for the "Six Hours of Seattle." Positions on the grid are assigned by entry form receipt date. As a result, we are #14. For those familiar with SIR we were at the "low spot" in the pits — the magic place where water puddles even when there is no rain. The weather did look doubtful, but rain held off, and at 11:08 pm the flag dropped for the Le Mans start and we were seventh out. We soon marked our competition as a red RX-7 (fast, good fuel range) and a Mitsubishi right-hand drive turbo enduro car from Canada (faster yet, unknown fuel range). During my first stint I "parked" on the Mitsubishi's bumper for an hour to measure what I thought was the P2 class pace setter. The 325 held its own quite comfortably, but obviously we had less fuel range than the Mitsubishi, as we needed to refuel/change drivers hourly, consuming about 8.5 gallons per hour from our fuel cell.

Gary Parr had driven a most credible second leg of the race, holding position — no small feat for a first time enduro driver. On the third leg, Dan Alvis was...
gaining on the leaders, a bit each lap, and at 2:00 pm we were shown in eighth place overall, third in class behind the RX-7 and the Mitsubishi. By 3:00 during my second stint (four hours into the race), the Mitsubishi had developed a miss, and we went into the pits for repair. We were now seventh overall and second in P2, 14 laps ahead of the Mitsubishi.

With Gary Parr in the car for his second stint, the 4:00 pm result sheet showed that we were now five laps ahead of the RX-7 with about an hour left. As both cars were running approximately the same lap times, we needed a big break!

The Big Break
It came in the form of the universal gremlin known to all racers — fuel pickup problems — for the Mazda. Dan Alvis was now in the car for the last leg, and doing what he does best. Throwing caution to the wind, he ran 1:44 laps on end-of-their-useful-life tires. The RX-7 sounded awful (consider the choice of the word “awful” in the context of the way a Mazda race car usually sounds, and you can appreciate how bad it was). It cruised at what appeared to be half-speed, but we were still two laps down with 25 minutes to go.

The Thrilling Finish
The Mazda limped into the pits. With 20 minutes to go, he pulled back on the track. And was passed by Dan! We were in first place!!! Unfortunately for the RX-7, it “died” on the next lap and finished the race in the pits. Dan, of course, didn’t know all this, so our next job (not an easy one) was getting him to SLOW DOWN — as Andy Kuebbeck was agonizing over the condition of the right rear tire. With the whole gang signaling, Dan finally got the message and completed the final ten laps at a sedate pace. The checker fell at 5:08: 190 laps completed, 428 miles run. At the end of the race 17 cars were still running (or had enough laps to “finish”). Only five survived in our class, but the 325 was still running like clockwork, though sadly in need of a wash and some new tires.

Afterglow
A strategy meeting, held during the awards presentation after the race, confirmed that we were all ready to do the same thing again in two weeks at Portland. We also decided that we had pushed our luck too far weather-wise. In addition to the new Yokahamas, we bought a set of real rain tires, figuring that Portland would surely be a rain race.

One More Time, With Feeling
Having purchased the new rain tires, you might guess that after a rainy, cold, miserable tech/registration the night before, race day was absolutely glorious. One of those crisp, crystal-clear Northwest days. With Mt. Hood in the distance (we were in the pro pits) we were ready to start the “Six Hours of the Cascades” which starts at 12:00 noon and runs approximately an hour and a half in the dark.

During the driver’s meeting Dan and
Gary was unable to drive, as he left for a business trip to Germany that day, and his BMW 325 was fourth. We were even ahead of all of the P1 cars! Our plan had called for three stops and a "splash and go" if needed.

**The Dramatic Finish**

In the dark, with 20 minutes to go, the car was running out of fuel. I got the IN sign from Lorrie Ann, and the crew gave me a quick car check and just enough fuel to finish — but not a drop extra — all in 37 seconds. At 6:00 pm an exploding rocket announced the end of the race. Two hundred forty-two laps — 464 miles, fourth place overall and second in class P2. The car was still running perfectly, brakes and handling good to the end, averaging 77.3 mph (stops included).

**The Orgy**

One of the many phenomena of endurance racing is that at the end of one of these grueling brawls, everyone involved is so happy to just finish that it doesn’t seem to matter where they placed. For a few glorious moments, the place erupts into an orgy of good sportsmanship unlike anything likely to be experienced anywhere else. Everyone — crew, corner workers, wrecker drivers, yes, even the car drivers, are congratulating everyone else for simply surviving the whole thing. Perhaps that’s one of the reasons we do it.

**Thanks, All**

Our thanks go out to ICSCC, IRDC, and CSCC for putting on such well organized and fun races. To our sponsors Milgard Windows of Tacoma, Schuller International of Denver, Discount Tires of Tacoma, and 1-5 Racing for their support; to Andy Kritikos of Zion, IL who turned a wrecked ‘87 325is into a rock-solid race car; and to BMW for building a great car to start with. Finally, I want to administer a big pat on the back to our crew who did such a superb job of helping the BMW run for 12 hours and clinch one win and one second in two races against more than 60 other entries. These folks certainly know how to endure.

---

**A Long Day**

The hours go by. With better fuel economy here, we got one and a half hours before fueling/driver changes. The number of cars dropping out continued to climb; 40 started the race, but by 3:00 pm it’s obvious the McLaren, the Porsches and others have disappeared. Only 22 cars eventually finish. Dan ran over a piece of metal from the bellhousing of a Mazda that blew up (literally) on the straight in front of him — and us — luckily it caused no damage.

**My Last Leg**

I climbed in the car for the last leg at 4:30, with no idea of our race position. The crew finally received the first list about 15 minutes later which showed us as seventh overall and third in class P2. About five minutes later, the 4:00 list arrived which showed us as fourth overall, second in P2. Sports racers were first and second, a Porsche RS was third,
BMW Opens New Plant in U.S. with a Bang!

By John Bergen

With a Grand Finale of a fireworks show worthy of the 4th of July, BMW officially opened its new production facility in Spartanburg, South Carolina on November 15, 1994. The ceremony featured speeches by top BMW executives and South Carolina Governor Carroll Campbell. BMW Manufacturing Corp. is BMW's newest and first full production facility outside of Germany, and BMW opened it with a bang.

The numbers are impressive. BMW has invested some $400 million to date, and the total investment is expected to reach $600 million. The plant covers some 1.2 million square feet, and includes a vehicle preparation center. The VPC at Brunswick, Georgia is being phased out. With the groundbreaking in September, 1992, it took only two years until the first car, a 318i, came off the line. Currently there are 570 "associates" at the plant turning out twelve cars per day. The first car rolled off the line September 8th, and about 150 have been completed. None have been shipped to dealers as yet. About 950 cars were expected to be made this year, but that goal probably will not be met. BMW is deliberately starting production slowly to ensure that the quality of the new cars is the same as the cars produced in Germany. Bernd Pischetsrieder, BMW Chairman of the Board, stated in a press conference that "the customer will not see a difference between the Bavaria 318 and the South Carolina 318." However, problems with equipment have taken more time than expected to solve. The paint shop is the most automated, and has proved to be the most difficult to get up and running to BMW standards.

At a press conference on November 14, 1994, Ed Buker, the plant's vice president of Manufacturing, admitted that "570 people building twelve cars a day is not an all-time record for efficiency, but it's pretty good for a start up." According to Al Kinzer, the president of BMW manufacturing, the goal is to reach a production rate of 150 per day by the end of 1995, and 300 per day by the end of 1996. Helmet Panke, Chairman of BMW's U.S. holding corporation, stated that the breakeven point for the South Carolina plant is expected to be reached sooner than Regensburg, the last plant that BMW opened in that German city in 1986. By 1991, the 7000 employees at the Regensburg plant were producing 130,000 cars annually. However, the breakeven point for the South Carolina plant is expected to be about 60,000 cars per year, or 300 cars a day. Planned capacity is about 90,000 cars annually.

BMW expects employment at the new plant to grow to 1,200 to 1,400 by the end of next year, and to 2,000 employees by 1998 or 2000. The average age of the workers is 33 to 34. About 150 of the employees have been to Germany for training. New associates, and BMW calls all plant employees associates, right up to the President, Al Kinzer, are carefully screened by an agency of the state of South Carolina, and then must pass a series of rigorous tests in order to qualify. Wages are about $16.50 per hour,

![Picture of BMW plant](image-url)

Caution: Man with big tool. Production Associate Scott does, ah, something that makes a lot of really cool sparks.

---

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which is higher than the average manufacturing wage in South Carolina of about $10.00, but lower than the average wage at U.S. big three plants of some $19.00. However, it is difficult to compare compensation since BMW associates are offered generous benefits, including medical and dental and a low cost leasing plan for a new BMW. With more than 50,000 job applications submitted, there seems to be few complaints from the plant floor.

The plant itself is laid out in a large L shape, and all paths cross in the middle at the communications plaza or “K-Platz.” In front of the plant is the “Zentrum,” which is where the visitor’s center will be once plant tours are available to the public. This will also be used for local events such as art exhibitions. In the plant itself, there are no walls, except around the paint shop, and those are glass. There are two office areas, all open to the plant floor, and a large cafeteria, all adjacent to the K-Platz, or central area. The bodies are assembled in the body shop, and after careful inspection, sent fully assembled through the K-Platz, but on overhead conveyers, to the paint shop.

The paint shop is state of the art, and with glass walls, most of the operations are visible. Some of the ovens and other areas where there are toxic materials, are behind solid walls, but these are in the very back. After moving through the various processes (cleaning, zinc phosphate coating, primer, drying, base coat and clear coat) the bodies enter a series of holding areas where they are carefully inspected. Only after inspection and quality approval do the bodies advance to the next stage in the process. The bodies are sorted by color, so that batches are painted in each color. Currently only black, white and red are being built. Other colors, including metallics, will follow as the process comes up to speed.

The painted bodies once again pass through the K-Platz to the final assembly area. The doors are removed to be assembled separately, and the finished body gets all of the systems installed, beginning with wiring, brake lines, fuel systems, etc. Finally the dashes, seats and glass, doors, engine, transmission and related systems are installed. Fluids are added, tires are bolted on, and finally the car is started and driven off the line. Each car undergoes a road test on the one mile test track, then goes back to the final finish area to correct any anomalies prior to shipment.

The entire process is planned so that problems are solved on the spot in each of the three areas, with open communication among the various processes. There is no assembly “line” in the traditional sense. The bodies are on dollies (called an A.A.B.V. or automatic assembly body vehicle) that move along grooves in the floor. Once production approaches capacity, the process will no doubt be less leisurely than it appears at twelve cars a day. The plant in Munich moves at a brisk, but orderly pace, while the new plant seems to be in slow motion by comparison. This will change. Most of the assembly processes are now done manually, and as production speeds up, and the workers become more proficient, many of the tasks will be automated.

Also in the near future, production will expand to include a six-cylinder 3-series (probably the new 328i), and in September 1995, production of the new roadster will begin. Worldwide production of the roadster will be here, the only plant where it will be built. There was evidence of the new roadster in some odd fenders laying around, and space was designated next to the line for roadster parts storage.

Speaking of parts storage, as one would expect, “just-in-time” inventory management is fully implemented. Parts are delivered within hours of installation. Suppliers are expected to adhere to a very tight delivery schedule, and it seems to work. Also, many suppliers are local, or are locating locally to supply the plant. Seats are made by Lear in the area, as are many other parts, such as oxygen sensors by Bosch. At the moment, the 318i local content is about 25%, but the roadster will be closer to 60%. As local content increases, many more jobs will be created with local suppliers opening plants to supply BMW and others. There are no present plans to build engines locally, all will continue to be produced in Europe. Also body stampings will still largely be
A 318 in the paint booth, the only walled area in the plant. Only red, white and black are currently being sprayed.

sourced from Germany, although this may change depending on whether local suppliers can provide quality parts.

The plant is intended to be "flexible," which means it can build more than one type of vehicle at the same time. This gives product planners much more flexibility in planning production. BMW officials state that this is the first of similar facilities worldwide but no specifics were offered. Most interesting is the fact that cars built in South Carolina will cost some 30% less to deliver to the U.S. than identical models built in Germany. The cost savings will be less, obviously, when cars are shipped from South Carolina to Europe or Asia. However, don’t expect lower sticker prices, prices are dictated by “value,” not cost, according to BMW officials. The Port of Charleston has been designated as the import point for parts for the plant, for other BMW models coming in for sale to eastern cities, and for export of completed vehicles. Transportation to and from Charleston will be by truck and rail.

So how did BMW celebrate the plant opening? As I stated at the beginning, it was quite a show. It began in fading sunlight, and ended as the nearly full moon rose behind the stage. Dr. Helmut Panke gave us the inside story on how this all came about. After some preliminaries, it was done between Governor Campbell and the top BMW executives, in shirt sleeves around the pool at the Governor’s mansion, on a paper napkin with no lawyers present. This got the biggest laugh.

However, the lawyers did have plenty to do after that, what with acquisition of over a thousand acres, 152 parcels, in only 90 days, among many other things. Then all 570 associates, wearing commemorative white jackets, marched onto the stage to Aaron Copland’s “Fanfare to the Common Man,” as played by the Greenville Symphony Orchestra. It was quite moving.

After Al Kinzer spoke of the dedication to BMW quality, Bernd Pischetsrieder again stated BMW’s commitment to a world-wide market, and it is obvious that BMW is committed to this plant, and the community. Finally a white 318i came up the ramp, with great fanfare and to a standing ovation. This was the “signature car.” All 570 associates had already signed the body. Finally, having shed their suit coats for white associate jackets, Dr. Panke, Mr. Kinzer, and Mr. Pischetsrieder all signed the car as well. The car will be kept to mark this historic event. Then the fireworks show exploded. Finally all 2,500 people were invited to a reception in the Zentrum, complete with champagne, German beer, great food and lots of it. A gala not to be missed, or forgotten.

And from the size of the crowd, it seemed that nobody did miss it, including former chairman Eberhard Von Kuenheim, who had the vision for this plant, and majority shareholder of BMW AG, Mrs. Johanna Quandt. The ceremony was carried live, start to finish, on local TV. This is a major event in upstate South Carolina, and a major step forward for BMW worldwide.

When you see that 318i in your local showroom in the next few months, check the VIN. If it starts with ”4USC” it was built in South Carolina. Take a good look at it, BMW is confident that you will be hard pressed to tell it wasn’t built by those elves in Munich, or Regensburg. As the slogan on the license plate says, BMW is “proud to call South Carolina home.”
Spartanburg Factory Chronology

June 22, 1992
Announcement that BMW would build a plant in Spartanburg County, South Carolina.

September 30, 1992
Groundbreaking Ceremony

April 6, 1993
Construction begins on plant.

January 4, 1994
First production associates hired.

June 23, 1994
First BMWs imported through Port of Charleston.

July 11, 1994
BMW associates move into production facility.

September 8, 1994
First car comes off assembly line.

November 15, 1994
Opening Ceremony for BMW production facility.

Factory Facts

Capacity
100 cars per day by the end of 1995
300 cars per day by the end of 1996

Investment
$400 million for plant and equipment
$200 million additional tooling costs

Physical
1,039 acre site
1.2 million square foot plant
Expansion capabilities

Associates
600 by the end of 1994
1,200 by the end of 1995
2,000 by the end of the decade

NEW MEMBERS

<table>
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<tr>
<th>Member</th>
<th>Referred By</th>
<th>BMWs</th>
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<tr>
<td>Dale &amp; Tara Terwedo</td>
<td>Dan Alvis</td>
<td>'94 790IL</td>
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<tr>
<td>Bryan Mazza</td>
<td>BMW Seattle</td>
<td>'86 325es</td>
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<td>Kevin Rist</td>
<td>Internet</td>
<td>'95 M3</td>
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<tr>
<td>Frank Lindsay</td>
<td>BMW Seattle</td>
<td>'89 535i</td>
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<td>James &amp; Barbara Fitzgerald</td>
<td>BMW Seattle</td>
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<td>David &amp; Tracy Nadelson</td>
<td>BMW Seattle</td>
<td>'94 325iS</td>
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<td>Jay &amp; Connie Hoag</td>
<td>BMW Seattle</td>
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<td>Dan Alvis</td>
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<td>Drew Lyle</td>
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<td>Richard Cornwell</td>
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<td>Timothy Moebes</td>
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<td>Peter &amp; Tracy Beck</td>
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<td>Andrew Spain</td>
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<td>Clarence Upshaw</td>
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<td>'92 525i</td>
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John Cephas Martin
1922 - 1994
By Bob Gerrity

John Cephas Martin, 72, retired Vice President of Boeing Electronics Company and Chairman Emeritus of UTILX Corp., died on July 15, on Mercer Island, Washington, where he had been a resident for 20 years.

He was a member of the CCCA Pacific Northwest Region, the BMW ACA Puget Sound Region, and the BMW Vintage Car Club of America. His immediate connection to these organizations was his restoration of a 1938 Type 328 Frazer Nash BMW roadster which he and his wife had owned for over 40 years. The restored roaster took second place in its class at the 1988 Pebble Beach Concours D'Elegance.

But, indeed, Mr. Martin grew up, married into, and spent most of his life involved in and in love with the automobile industry.

Mr. Martin was born in Elgin, Illinois, the son of Elmer R. Martin, who had earlier worked for Marmon Motors in Indianapolis where he was one of the principal designers of the "Wasp" (#32) that won the first Indy 500 in 1911. John's father had also been Chief Engineer of the Traffic Motor Truck Corporation in St. Louis and possessed several patents including an early speed governor and one of the first integrated street sweepers, which he developed in Springfield, Ohio, where John grew up and graduated from Wittenberg College.

After serving in the Army Air Corps Technical Training Command during WW II, John worked as a test engineer in the diesel research laboratory of Superior Engine Division of National Supply Company before going to MIT to earn Mechanical Engineering and Business/Engineering Management degrees in 1947/8.

In 1947, he married Nancy Chayne, daughter of Charles Chayne, then Chief Engineer of Buick and later Vice President of GM Engineering. Chayne had also worked at Marmon, during the 1920s. The first car Nancy owned as a teenager was the 1910 Buick Bug racer - built just a year earlier than John's father's Marmon Wasp - and now in the Sloan Museum in Flint.

With their joint Marmon connection and mutual appreciation for automotive engineering and the joys of the open road, John and Nancy were hitched from almost their first date.

From MIT, John went to work for 3M Company where he became Plant Manager and Director of Product Development for the Detroit-based division, selling to the automobile industry, and calling on young managers like Ed Cole and Pete Estes. In 1954, he moved to the Frigidaire Division of GM in Dayton, serving as Assistant Chief Engineer throughout much of the 1960s, becoming its Chief Engineer in 1968. His son, John, Jr. recalls him periodically bringing home cars which were test-beds for new automotive air conditioners. Frigidaire was the leader in automotive air conditioning and during John's tenure, branched out from GM, selling air conditioner systems to Rolls-Royce, other European makers, and even Lincoln.

The 70's and 80's saw Mr. Martin move into electronics, moving to Seattle and eventually serving as Vice President of Boeing Electronics Company and as Chairman and CEO of two Boeing subsidiaries in Texas.

In the mid-80's, the Martins partnered with fellow Boeing executive Bob Gerrity and Seattle restoration experts John Kane and Bill Mote in rebuilding their BMW, which had always just been the family's "other car". They were proudest to be invited to exhibit the newly restored roadster at the Pebble Beach Concours, where Mr. Martin's father-in-law had served as a judge from the mid-60's through the mid-70's. The Martins then became active in the CCCA and local automobile organizations and included their BMW in numerous exhibitions and meets in Washington and Oregon, most recently at the 1993 Mercer Island Concours D'Elegance.

(Reprinted from Bumper Guardian, the publication of the Classic Car Club of America, Pacific Northwest Region)
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<th>Oil Service</th>
<th>20% Off Dealer Price Factory Maintenance Service I &amp; II</th>
<th>$25 Off Any Major Repair Over $250</th>
<th>$50 Off Any Major Repair Over $500</th>
<th>Fuel Injection Service $44.95 (4 &amp; 6 cylinder) V8 &amp; V12 extra</th>
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</table>
Here's the best photo yet of the roadster BMW plans to build in South Carolina. The "BMW Miata" sports tight, sleek lines and stout fenders. The kidney grill is chrome. Price is still to be under $30,000. Initial engine will be the 1.8-liter four-cylinder from the 318. The roadster will come with a 5-speed manual as the only transmission available. (AutoWeek)

7-Series Here

The new 7-series has hit the area dealerships. The cars are on display and available for sale. Stop by and see one.

LETTERS

Folks:

I just received my complimentary copy of Zundfolge, the monthly magazine of the Puget Sound Region Region BMW ACA. What a great publication! Interesting, high quality, etc. etc.

I can't say enough! Anyone even near this region ought to sign up, if only to get the monthly issues. Sorry for my pontification, I couldn't resist. — Rock Tabor, '77 530i

The BMW ACA has a wonderful newsletter. The production quality and layout on par with professional publications. I enjoyed the inside info on ///M news. — Phil

The M3 is to be available with an optional automatic in January 1995. A luxury upgrade package will also be available with more leather, wood and electric accessories. (Roundel)

Last July, Sotheby's sold a 1938 BMW 328 sport roadster at auction for only $108,730. (Automobile)

DANNY SULLIVAN, INDIANAPOLIS 500 WINNER IN 1985 AND INDY CAR DRIVING CHAMPION IN 1988, WILL RETURN TO THE AUTO-RACING SERIES IN 1995 IN THE PACWEST CAR, ACCORDING TO THE PRESIDENT OF THE BELLEVUE-BASED TEAM, BRUCE R. MCCAW.

"I'M DELIGHTED TO BE BACK IN THE INDY CAR SERIES," SAID SULLIVAN, WHO RACED FOR THE GALLES TEAM IN 1993 BUT WAS SQUEEZED OUT IN 1994 WHEN IT WENT TO A ONE CAR OPERATION.

SULLIVAN, 44, WHO LIVES IN ASPEN, CO, HAS 17 VICTORIES AND MORE THAN $8 MILLION IN EARNINGS SINCE JOINING THE INDY CAR SERIES IN 1982. (SEATTLE TIMES)

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ZUNDFOLGE December 1994
These are the first photos of the new 5-series in final production form. Styling is a bit more curveceous, and much like the 3-series. Note the covered headlights, like the 3 and the new 7. The car will be seen in North America next fall. (Auto Motor und Sport)

Automobile of the Year

Automobile magazine has named the BMW M3 its Automobile of the Year. The M3 beat contenders such as the Chrysler Cirrus, Ford Contour/Mercury Mystique, Lexus LS400, Mazda Milenium, Olds Aurora and Nissan MAXIMA. The magazine called the M3, equal parts marketing masterpiece and banzai automobile. A separate award was made to BMW CEO Bernd Pischetsrieder as Man of the Year.

Green Wallets?

A recent survey in the UK reveals that most drivers think an environmentally friendly car is a great idea—as long as they don’t have to pay for it. The naive response was, “Car makers and oil companies should pay.” BMW engineering boss Hans-Hermann Braess said, “Mineral oil was like a gift of nature. Everything we introduce in the future will be more expensive.” (Complete Car)
ROLLOVER

The TUV (German testing agency) recently tested a 3-series cabrio. The convertible used did not have the optional pop-up real roll bars. The test found that the windshield-surround, despite strengthening, does not offer sufficient rollover protection. If you buy a convertible, order the roll bars. *(Complete Car)*

328i Coming

With the Audi A4 and the new Mercedes C-class selling well, BMW has planned a counter-attack. In January, BMW will launch the 328i, replacing the 325i. The 328i will be powered by a new inline six from the new M52 engine range that will power the next generation 5-series. Despite the displacement increase from 2.5 to 2.8-liters, the new motor weighs 70 pounds less than the current one. The 328i will be quicker than the 325i; 0 to 60 mph will take seven seconds. Fuel economy will be up eight percent to 33.2 mpg. *(AutoWeek)*
Great service starts at the top

Year after year customers continue to rave about the quality of service at Acura of Bellevue. When I purchased BMW of Bellevue in December of 1992, the same comments were not expressed by past or present customers. I am going to have a successful BMW franchise and that means my personal commitment to customer service. For that very reason, I have brought Greg Pardee and Nelson Nakasone to BMW of Bellevue. Because of their dedication to our service customers at Acura of Bellevue, we have won the prestigious Precision Team Award, Acura's highest industry award for customer service and satisfaction, for two consecutive years. These two gentlemen understand my commitment to Making Customers For Life.

If you have not had a pleasant service experience at BMW of Bellevue, we want to be the first to know about it. We will do whatever it takes to ensure your complete satisfaction in the service of your BMW. We truly are dedicated to Making Customers For Life.

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Cars For Sale

1991 BMW M3. "Brill" red/black. VIN # WBSAK0312MAE34497, 26K mi. Flawless condition. Dinan chip and exhaust cam sprocket. 2.5K in stereo and alarm, garaged. War thru summer 95. Great car and as close to new as possible. Recent buyers inspection by independent BMW shop confirms condition. $25,000. Open to intelligent, reasonable offers. Tracy Ross. 206-285-3559.

1970 2002. Full Zender body kit, rebuilt engine with dual sidedraft DCOE 45 Webers. Schrick 292 cam, 10.1 pistons, header, oil cooler, dual valve springs, 121 head, moon roof, standard 320 wheels (not the ones in photo). Ferrari red paint in excellent condition. $2950 or will sell car and engine separately. Adrian or John Crabtree 557-9529.

Parts For Sale

1969 1600, parts car or project. Strong 2.0L motor good driveline, trane and diff. Body and interior needs work. Will come with all the needed parts $800. Also have several parts cars, come and take one. Dan 206-582-0803.

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Deadline for the January issue is Dec. 23

Classified Advertising Policy: Classified ads are free to members in good standing (paid up dues). There is a $10 fee to non-members. Photo classifieds are $15 to members, $25 to non-members. Ads will be run for two consecutive months, space permitting. Zundfolge staff reserves the right to edit all classified ads. Ads must be typed or neatly printed and sent to Zundfolge, c/o Lucetta Lightfoot, 2641 39th Ave. W., Seattle, WA 98199. Attn. Classified ads. Make checks payable to BMW ACA.

Rebuilt stage two motor. Lightened and balanced, blue printed, 9.3:1 compression, oversize valves and large cam. Body and interior needs work. Will come with all the needed parts $800. Also have several parts cars, come and take one. Dan 206-582-0803.

2002 and motor sport pins $3 each. Dan 206-582-0803.


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