

November 1995

Zündfolge



*See the New
Z3 Roadster*

*BMW's 14th Art
Car by Hockney*

*Annual Banquet
Set for Jan. 20*

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1

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2

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3

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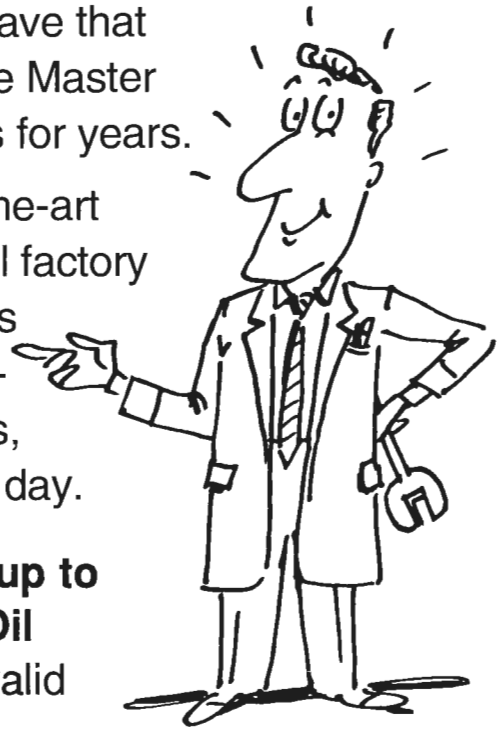
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Art Car Number 14
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Calendar

- November 24** **Deadline** for the December *Zündfolge*.
- November 30** **General Meeting** at Bellevue BMW. See the fabulous Z3 roadster and meet the new management.
- December 7** **Board Meeting** hosted by the Lancasters.
- December 12** **Open House** at BMW Seattle to view the BMW Z3; 5-8 pm.
- January 20** **Annual Banquet and Auction.** See the article on page 3 for all the particulars.

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

Meeting at Bellevue BMW

Fall is giving way to winter. The rain and falling leaves are strong indicators of the change of seasons here in the Pacific Northwest. Once again we have had a full calendar of events. This year we are closing out our general meetings with a special opportunity to visit one of our local dealerships and see a car that has captured the imagination of many car aficionados.

The Bellevue BMW dealership has, in recent times, undergone many changes. This time it appears that the change is going to take; this is apparent when you visit. The present dealership is enthusiastically committed to success with BMW. This meeting is an opportunity to meet and talk with the new management team.

A topic I am sure you will want to discuss is the new roadster. As part of their introduction program, BMW is making pre-production Z3 cars available to dealerships throughout the country beginning in late November. This meeting will provide you with the opportunity to be among the first to see a Z3 in person. Refreshments will be provided; a limited number of chaperones will also be available for those who would like someone to restrain them from adding their name to the waiting list. See you Thursday, November 30th rain or shine! The time is 6:30 to 8:00.

— Stephen Niver

25th Anniversary Banquet

Our annual banquet is set for Saturday evening, January 20th. It will combine dinner, an auction, our usual camaraderie, and an entertaining guest speaker. This year will also feature a toast to the club's 25th anniversary.

The evening will begin at 6:00 with the opening of the silent auction. The no-host bar will open at the same time. A short oral auction will be held in the dining room at 7:30. Dinner will be served at 8:00. Our program begins at 9:00.

The program's featured speaker is Ross Shafer, television star and comedian. Ross also drives a current model BMW 3-series.

The location for the year's banquet will be the same as last year's: the Harbor Club. The Harbor Club is at the top of the Norton Building in downtown Seattle and has a stunning view of Elliott Bay. They have expanded the club since last year. They have also hired a new chef from the Four Seasons who promises to improve on last year's excellent food. Free, secure and covered parking will once again be available.

More information and a reservation form will be in the December *Zundfolge*. But mark your calendar now, and plan to attend on January 20th. Don't miss this event!

— Al Lancaster

Ross Shafer



Ross Shafer is a Seattle native who attended the University of Puget Sound on a football scholarship. In college he began singing (for money) and doing stand-up comedy. In time he was opening shows for the likes of Dionne Warwick, Eddie Rabbitt and Crystal Gayle.

In the summer of 1984, Ross became the original host of *Almost Live*. In fact, the show was originally called *Almost Live with Ross Shafer*. In four years with Ross at the helm, *Almost Live* won thirty-five Emmy awards; six to Ross for his work as actor and host.

Ross also hosted a show on KJR radio in the mid-1980s. Then Hollywood called.

Ross hosted the game show, *Love Me, Love Me Not*. Two *Ross Shafer Comedy Specials* followed. Next, he replaced Joan Rivers as host of *The Late Show*.

Ross has continued to do comedy on *Evening at the Improv*, *Comic Strip Live*, *Hollywood Squares* and others. He also co-hosted *Day's End*, a nightly ABC entertainment magazine show. Then came a year-long run as host of the new *Match Game* on ABC.

But LA's earthquakes, floods and fires drove Ross back to the Northwest. Today he hosts his own weekly celebrity interview show called *Off Stage with Ross Shafer*.



See this car on November 30th at Bellevue BMW.



Stalls

By Thomas B. Nast

On the Cutting Edge

Much ink has been spilled over the years about the grafting of aerospace engineering into cars, and lately about the grafting of car technology into airplanes. Turbochargers (we see a lot fewer of these on cars these days, have you noticed?), drive/fly by wire, and ABS are but three examples. What is of at least as much interest is that designers of both cars and planes sometimes emulate each other's mistakes. This is usually expressed as engineering for engineering's sake. Happily, BMW lands on its collective tires this time.

Remember Burt Rutan? Back in the '80s he designed an airplane called the Voyager, which (barely) flew around the world without landing or refueling. He has designed a lot of other planes too, a few of which were produced on assembly lines (as opposed to home-built and prototype planes). Perhaps the most notable of these planes is the Beech Starship. I was reminded of this plane a few months ago, as I watched one approach Boeing Field; looking at it makes you think you've fallen through a worm hole into the future.

This plane followed Rutan's non-conformist approach. As you can see in the photo, its main wing is aft with an adjustable canard wing in front (the canard also sweeps, like an F-111 wing). It has two turbine engines in the back,

about as close together as you can get them without a push-me pull-you setup. And it has huge winglets incorporating the rudders, presaging widespread adoption of vertical wingtips. This plane became available for purchase in 1990, at a price of about \$4.1M.

These features were not altogether unique. Within a year, you could also buy a Piaggio Avanti P180, also for about \$4.1M. It, too, featured a rear-mounted wing, rear-facing turboprops, and front canard (fixed). But it was designed with a conventional rear T-tail and no winglets. Although there are differences in engines, cabin size, etc., the bottom-line Starship and Avanti numbers in terms of payload, speed and range were initially fairly close.

It is the differences which you cannot see that are the most interesting. The Starship is all-composite in construction, the only production plane of its type to adopt these materials. This caused years of delay (it wound up taking seven years to develop). It resulted in high airframe weight, because parts were overbuilt to compensate for engineering inexperience with the materials, and because composite simply weighs more than aluminum in some applications. Satisfying the FAA was a real migraine, again adding weight and delay; for example, a wire mesh ground plane had to be bonded into the composite to protect against lightning

strikes.

The Avanti, on the other hand, has a fuselage of aluminum. Its wing is aluminum except for the forward (non-structural) part, which is composite. In fact, except for the tail, all of the structural parts are metal and the non-structural parts are composite. The result is not subtle. The Avanti weighs about a ton less than the Starship (which coincidentally came in a ton over its target weight), burns less fuel, requires less power in cruise, supports greater cabin pressure, and undoubtedly took a lot less time and money to bring to market.

The biggest difference of all is that the Avanti is still being built and sold, and the Starship isn't. After constructing perhaps fifty or so Starships (my guess), production was suspended a year ago. My estimate is that Raytheon, Beech's parent, lost over \$10M on each plane built. My guess is that Piaggio will eventually make money with the Avanti.

The point is that trying to use a material for its own sake, instead of one that makes practical sense, is not very smart. It is an exercise in engineering egotism, not an advancement in the state of the art. It is also a good way to go broke.

It looks like this lesson is about to be relearned in Germany. There, the rôle of Beechcraft is reenacted by Audi. Soon to



The Beech Starship 2000A.



The Piaggio Avanti P180.

appear at a dealer near you is the Audi A8, an all-aluminum car (aluminum shell over aluminum spaceframe) with a 4.2 aluminum V-8 and a \$65K price tag. Performance is merely adequate for the class; 0-60 in 7.1 seconds and a top speed of 155 mph. Aluminum is a good material for cars, except if they crash, need painting, or drive on salty roads. Alfa brought in a few aluminum cars in the '60s, and the Honda NSX is a more recent example; neither was particularly successful in the salesroom. The Audi is simply bombing in Europe, and since reputation, price and the cost of insurance will further conspire against it here, it would be safe to buy a coffin for it even before it is delivered.

The next BMW 5-series, on the other hand, uses a steel bodyshell but an aluminum suspension and aluminum engine. This is our Bavarian Piaggio. Although larger than its predecessor, it gains no weight. In terms of rigidity, crashworthiness, repairability and affordability, it will easily outstrip the Audi. Although I have not seen performance figures, expect it to equal or exceed the Audi. Being evolutionary, it will sell well and present fewer service and reliability headaches. It is a smart car, advancing engineering as necessary and not for its own sake.

The idiot award goes to General Motors, of course. Combining a steel spaceframe with a composite body using a unique production process, it achieved the grossly overweight Fiero. And about when its engineers crammed a big enough engine into it and tamed its handling, management decided to kill it. In so doing, management threw away the production technology and hard-won improved reputation the Fiero gained, without ever addressing the underlying failure of misapplied materials.

It can be hard resisting the temptation to pioneer bleeding-edge technology, but I am proud that BMW has done so in its use of materials. All BMW or us would have is very expensive bragging rights, with nothing practical to show for them. Remember, you can always spot a pioneer by the arrows in his side.

Race for Food Update

After two of the three races scheduled for BMW ACA's charity event, the 325is driven by club members Gary Parr, Dan Alvis, and Mike Helton has amassed 429 laps — 237 completed at Portland and 192 at Seattle — finishing second and fourth in class respectively.

The final race of the series, a four-hour enduro, will be held at Sears Point in Sonoma, CA on November 11th. The

team's best estimate is the accrual of 115 more laps for a total just shy of 550 in the three race series.

It is still possible to add your support by pledging lap money or a fixed amount. Remember, every penny goes to NORTHWEST HARVEST. With your help we hope to donate \$2000 - \$3000 to help others.

— Mary Lee Helton

YES! I will help the BMW ACA "Race for Food".

- A. I pledge _____ per lap for each lap completed during the three Enduros.
 B. I prefer to donate a fixed amount of \$ _____ without regard to the number of laps completed.

I understand that all of the amount contributed will be given to the charity designated by BMW ACA Puget Sound Chapter.

Please print:

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Phone _____

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BMW Announces Price for New Z3 Roadster

BMW of North America, Inc. announced that the all-new BMW Z3 roadster will have a base price of \$28,750.

Though the car is not scheduled to go on sale until late during the first quarter of '96, because of consumer demand for more information on the roadster the company is announcing the base price early.

"Our dealers have been inundated with people wanting to learn more about the Z3 roadster, and in some instances wanting to put money down on the car," commented Vic Doolan, president, BMW of North America, Inc. "Never in my more than 30 years in the car business have I seen such enthusiasm for a new model introduction."

To date the company has received more than 2,700 deposits on the sports car — more than four months before the first model is scheduled to go on sale.

Enthusiasm for the car has been heightened recently through promotions for the James Bond film, *GoldenEye*, which stars Pierce Brosnan and features the new roadster. *GoldenEye* debuted in theaters nationwide on November 17. In addition to the film, Neiman Marcus offered 100 special "James Bond BMW Z3 roadsters" in their Christmas catalogue — which sold out in hours. Never in the 80 year history of the catalogue has Neiman Marcus received such a strong response to a product.

BMW has also received inquiries from more than 5,000 additional customers that called too late on the special Neiman Marcus car.

Powered by a 16-valve, twin-cam, 1.9 liter engine mated to either a 5-speed manual or 4-speed automatic transmission, the Z3 roadster is being built exclusively at BMW Manufacturing Corp. — the company's newest, and highly flexible, manufacturing facility based in Spartanburg, South Carolina.

"By manufacturing the car exclusively in the U.S. we're able to offer customers something quite unique: custom-built, personalized roadsters," stated Doolan. "Every dealer has the ability to custom order a roadster for each individual customer." The new sports car, which is the first BMW ever to be built exclusively outside of Germany, will be exported to all of the company's world markets.

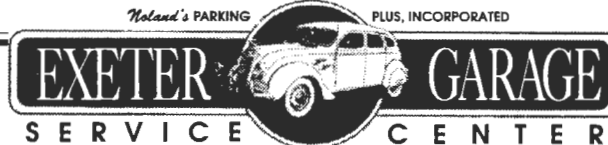
— BMW NA Press Release

NEW MEMBERS

Member	Referred By	BMW's
Reza & Faranak Jaberri	Starke Shelby	'94 530i
Henry Hardnett	Dan Alvis	'74 2002
Fraser & Barbara Ross	Comp Card	'76 2002
Michael Catt		'83 733i
Drake & Susanne Pruitt		
Daniel & Betty Siou	Chris Lange	'93 325is
		'95 318is
C.R. Sturge	BMW Seattle	'83 633
Ted Hase		'95 M3
Arne Vemo		
Mark & Susan Beers	Margo Easton	'86 528e
	Dave Beckwith	'91 318is
Brian Wendorf	Alex Richter	'72 2002
Skip Foss		'95 318ti
Imre & Suzanne Nagy, Jr.	Ted Rodgers	'88 M3
Robert Wilkus	Zundfolge	'85 535i
Peter Andersen		'90 M3
Nancy Souriall		'95 325is
Rich Andrews		

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BMW Individual at Frankfurt

by David Lightfoot

BMW Individual had a large presence at the Frankfurt Auto Show in September. They showed a number of their specially customized BMWs to demonstrate what is possible. The pretty violet convertible on last month's *Zundfolge* cover is but one example of their handiwork.

History

BMW Motorsport was founded in 1972. The activities of Motorsport were originally the development of racing cars and the racing of same. They also supported the independent teams that raced as quasi-factory teams, such as Alpina.

In time, Motorsport's activities expanded to include street cars. Street versions of the M1 were built (by outside contractors) to homologate the racing version. Later, Motorsport did its own assembly of the first generation M5. A number of European customers asked for custom work to their M5s. Since the cars were to be hand-assembled, this was possible, and many customer desires were met.

This initial experience in the 1980s led to more custom work, beginning in 1990. An initial test of the Individual concept was made at the Frankfurt Show in September of 1991. Based on good customer response, the concept was exposed to a wider audience at the Geneva Show in March, 1992. At that time, BMW Individual became one of

five "service ranges" offered by BMW Motorsport.

Five Divisions

Because BMW Motorsport was no longer indicative of all the services offered, the corporate name was changed on August 1, 1993, to BMW M GmbH.

The five divisions of BMW M are:

BMW Motorsport International—the racing department.

BMW M Vehicles—the development, and sometime construction, of M cars for the street.

BMW Driver Training—driving schools.

BMW System Technology—outside contract engineering, the most conspicuous of which has been the development of the V12 engine for the McLaren F1 supercar.

BMW Individual—more about these activities in a moment.

Corporate Profile

Under German law, BMW M is an independent automobile manufacturer, just as Alpina, Hartge and other tuners are. The Chairman is Adolf Prommesberger and the head of the technical department is Paul Rosche. Since 1974, the corporation has produced 15,000 cars from its own facilities. Since 1978, 40,000 other M cars have been built in BMW AG factories (the normal production lines). BMW M currently has about 450 employees.

Individual Production

BMW Individual's sales have grown impressively over the years:

1990	2,264
1991	6,459
1992	10,126
1993	26,502
1994	23,000

Sales for 1995 are projected at 29,000 units. Sharp-eyed readers will note that these sales figures are greater than total production figures for BMW M. That's because most Individual orders are built on the normal production lines, just as most of the M cars are. In fact, 90 percent of BMW Individual orders are handled on the normal lines.

What is remarkable is that this level of flexibility is possible in the BMW factories. The assembly lines produce the standard cars to dozens of different national specifications plus most of the M cars, and most of the Individual cars. And keep in mind that just the German market has dozens of models. BMW has already achieved what many large manufacturers are striving for. They have achieved what is being called "mass customization." This is flexible mass production in order to customize end products for market niches, or to produce one-of-a-kind products on a production line.

BMW Individual

And exactly what is it that BMW Individual does? According to their press release, "Quite simply, it is the superior form of customer orientation; the goal of this operating division is to translate the personal wishes of a customer for BMW quality and safety standards into the best harmony of design at reasonable prices." What's that? It's still not clear? Let's try again.

We received a very thorough press kit from member Ron Slusser who attended the Frankfurt Show. And I apologize for misspelling Ron's name in the October *Zundfolge*. But the press kits from BMW are always composed in German, including all the technical terms and business buzzwords. These are then translated to the English versions we receive. Some things don't translate too well. For example, the press kit explains that the driving schools, in their early days, grew via "mouth-to-mouth



This is called the BMW 318i Compact Fashion. It features black paint and red leather.

propaganda.” While “mouth-to-mouth propaganda” might be effective on a limited scale, I think they meant to say “word of mouth.”

So we *Zundfolge* editors, your humble servants, translate this information from English (we get UK versions) to American. One of the requirements of being a *Zundfolge* editor is being fluent in both English and American. This includes making some educated guesses about what BMW intended to say.

So, with that digression, let's get on to what BMW Individual really does. Since it's not entirely clear, we will provide both the verbatim text from the press release and our translation. Just as Individual is one of five divisions of BMW M, Individual's range breaks down in five categories:

Unique BMW Individual Cars—With the help of BMW M specialists the customer designs his personal Automobile Production. (Translation: They will build you a non-standard model. For example, a diesel convertible, or a 3-series with the all-wheel-drive iX system currently available only in the 5-series in Europe. Legal restrictions, technical feasibility and your checkbook are amongst the constraints. It is possible to have a truly one-of-a-kind BMW.)

Individual Components—The customer chooses from an extensive range of individual specifications—**Paintwork, Leather, Wheels.** (Translation: This one is pretty clear. You can choose a custom paint color, custom interior work and custom wheels or other accessories. This is all cosmetic stuff. Two-tone interiors are popular, especially using a primary color of leather with a complementary second color for piping on the seats and other accents.)

Individual Collection—BMW M GmbH uses its extensive design competence to draw up ideal proposals for particularly pleasing colour compositions and offers these actively at regular intervals—**Design Models.** (Translation: They cook up show cars to demonstrate what is possible. The Frankfurt Show had about seven of these “spec” vehicles displayed. Last month's cover car was a good example: a violet M3 convertible with violet and blue upholstery. “Offers these actively at regular intervals” means they do NOT offer these cars passively at irregular intervals.)

Individual Models—BMW M GmbH develops target group-specific



Last month's violet cover car was thought by some to be a bit over the top, but others found it drop dead gorgeous.

outfits which give the entire car a special character—**Open Air Compact, Luxury Compact.** (Translation: They develop special packages aimed at a specific group of potential buyers. The Open Air Compact is an example. The target group is young people who would love a BMW convertible but can't yet afford it. The Open Air Compact provides an experience similar to a convertible, but at a more modest price. These packages are standardized and are offered through the normal production and distribution channels.)

Individual Series Limited—BMW M GmbH or the BMW dealer offer during a limited period of time a limited number of smaller series—**318is Class II, 3-series Avus Coupe, M3 GT.** (Translation: Small series of specialized BMWs will be offered. These will often be homologation specials for racing. The new 540i Sport is a good example of a non-racing limited series; 200 will be built for the US market.)

US Availability

You'd probably like to be able to order something through BMW Individual. Clearly, non-standard models won't pass muster with the feds and will be virtually impossible to get here. But, the cosmetic work is supposed to be available in the US right now. Unfortunately, the dealers have not been told how to place an order with BMW Individual. However, this will probably soon be cleared up.

So you won't be able to order that violet M3 convertible that was on last

month's cover. But you should be able to order a standard US-market convertible that has violet paint and violet and blue upholstery and will look exactly like the cover car. And if violet is not your thing, choose any color you like.

Other examples of Individual's work shown at Frankfurt included several M3s with special paint and leather, a 318ti with Fiji green paint and 17 inch wheels and tires, a 328ti (that's an interesting new model designation) touring Family Sport in romantic red, a 528i Mobile Office, and a BMW 750iL High Class with every conceivable electronic device.

Eventually, a branch of BMW Individual is supposed to operate out of the Spartanburg plant, so you can have your Z3 roadster in whatever flavor you like. Ladies and gentlemen, start your checkbooks.



BMW gets down with its nimble, youngster, hip self.

Two Exclusive New Models

BMW of North America has announced two new models, exclusively for North America. These are the 540i Sport and the 318ti Club Sport. Here's edited versions of the press releases on these cars.

318ti Club Sport: New Limited-Production Version of BMW's 3-Door Coupe

A new and sportier version of this most affordable BMW is being added to heighten its appeal to enthusiastic drivers. Called the 318ti Club Sport, the new model is a product of BMW M. It is part of BMW M's new Exclusive Edition program. The 318ti Club Sport joins two other limited-production Exclusive Edition models, the likewise newly introduced 540i Sport and the M3 Lightweight, and will be available beginning in October 1995.

The name "Club Sport" refers to a time-honored tradition among driving and racing enthusiasts, whereby one takes one's own vehicle, suitably prepared for racing safety but only lightly modified otherwise, to the race track for sporting enjoyment at reasonable cost. The base price is \$23,650.

As the sportiest model in the 318ti line and the one created by BMW M, the Club Sport offers special engineering, exterior and interior features. For an additional increment of tautness in its handling, it has been endowed with suspension specially fitted and tuned by BMW M, with firmer springs, shock absorbers and anti-roll bars, and ride height lowered by 0.6 in. Sporty 16 x 7.0-in. 5-spoke alloy wheels are an inch larger in diameter than those of the 318ti with Sport Package, and carry 225/50R-16 V performance tires.

From the outside, the Club Sport is identified by the special wheels and tires plus standard-equipment foglights and M mirrors, M front spoiler, side sills and rear apron; to highlight its exclusivity, the model is available in only two colors, Bright Red and Jet Black. Inside, the front sports seats are basically like those in the 318ti with Sport Package, but distinguished by black Montana leather for the seats' side and center bolsters with red stitching and 3-dimensional red/black Millpoint cloth on the actual seating areas, the doors and the rear-compartment side panels.

"By Popular Demand": The BMW 540i Sport

A few months ago, a major American automobile magazine tested a new version of the BMW 540i that was available only in Canada, then suggested strongly that BMW of North America should offer the model in the U.S. Naturally, the magazine report sparked inquires by American enthusiasts.

BMW has responded. A year previously, the Munich automaker had expanded the buyer's 540i choices by offering, in addition to the original model with 5-speed automatic transmission, a version with 6-speed manual transmission, sports suspension and sports seats. Now a third version of the 540i does indeed come to America, in the form of the new 540i Sport. It is the

same version introduced earlier in Canada, and is offered (along with the also new 318ti Club Sport and the M3 Lightweight model) as part of BMW M's new Exclusive Edition program, which creates special versions of BMW models specifically for the North American market.

The new 540i Sport is a blending of the BMW 540i, with its 4.0-liter V-8 engine, and the M5, an all-out BMW M sports sedan. The current M5 model was offered in the U.S. in model years 1991-93 and continues in Europe. At the time it was available in America, the M5 was powered by a 3.6-liter, 310-hp 6-cylinder engine suited only to a manual transmission, and included a sports-tuned suspension system with self-leveling, specially calibrated power steering, massive brakes, special 17-in. wheels



BMW 540i Sport-Combining the styling, chassis and brakes of the legendary M5 with BMW's 282-hp, 4.0 liter V8.

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BMW 318ti Club Sport — A version of the hatchback aimed at enthusiasts.

with ultra-low-profile tires, distinctive and functional aerodynamic body features, and sports front seats among the features that distinguished it from the more "ordinary" 5-Series sports sedans.

The new 540i Sport combines the present V-8 engine — which delivers 30 lb.-ft. more torque than the M5's 6-cylinder engine and is just as much at home with an automatic as a manual transmission — with the appearance and chassis features of the earlier M5. In fact, in some respects the new model actually goes beyond what the M5 offered. The features that set it apart from other 540i versions and tie it to the M5 are:

M5 adaptive suspension. The 540i Sport uses the *present* M5's adaptive M sports suspension, the so-called "Nurburgring Package," enhanced by BMW's sophisticated Electronic Dampening Control system. This is the first application of EDC to a BMW M suspension in a model offered in the U.S.

M5 high-performance brakes. The normal 540i brakes are ventilated discs all around, with 11.9-in. diameter at the front and 11.8 at the rear; the 540i Sport goes a step further with M5 front discs

with 12.4-in. diameter and 0.2-in. greater thickness.

M5/850CSi 17 in. wheels and tires. The 540i Sport's wheels are 8-in. width front and rear and carry 235/45ZR-17 tires just as the M5 does. They are made

of forged alloy.

M5 body attributes. In addition to its special wheels and tires, the 540i Sport is recognizable from the outside by special "M" aerodynamic features including front spoiler, mirrors, rocker panels and rear "skirts" that, together with the lower vehicle height, contribute to reduced aerodynamic lift at speed.

M5 interior features. Standard in the M5 are 12-way power seats; these are also part of today's 540i with manual transmission. In the new 540i Sport, the sports seats are standard whether the vehicle is equipped with manual or automatic transmission.

By now the brilliant performance of BMW's big V-8 engine is familiar to many enthusiasts; *Car and Driver* called it "the velvety, robust 4.0-liter V-8" and timed it from 0 to 60 mph in just 5.7 seconds with the 6-speed manual transmission. BMW's own factory data indicate a more conservative time of 6.2 sec. for the 0-60 sprint, and this is only a tenth off the 6.1-sec. time quoted for the 1991-93 M5. Yet the 540i V-8 turns in 3 mpg more on city and highway EPA mileage tests with the manual transmission than did the M5.

The 540i Sport will be available beginning in November; its base price is \$57,500 with the 6-speed manual transmission, \$57,000 with the 5-speed automatic. Only 200 units are planned, of which 135 are expected to be equipped with the manual transmission.

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First Half Report

At the Frankfurt Auto Show BMW reported on the business results for the first half of 1995. In general the results were good. Here are the highlights.

During the first six months of 1995, the BMW Group produced 587,000 cars. This includes 331,000 BMWs and 256,000 Rover cars, Land Rovers and MGs. Although 587,000 cars were produced, only 526,000 were sold. This was due to a desire to build up inventories since summer is the peak sales time in France and Great Britain. Of the 526,000 cars sold, 300,000 were BMWs with the remainder from the Rover Group. In units sales, Rover made up 43 percent of volume. But in D-mark terms, Rover Group was only 24 percent of total sales volume (DM 5.66 billion of a total of DM 23.3 billion). Sales would have been even higher except that several of BMW's major export markets had their currencies drop in value.

BMW continues to fight the battle on costs. The strong D-mark helped when purchasing goods abroad. Unfortunately, most components originate in Germany. And German suppliers' costs continue to rise. BMW continued to take advantage of opportunities to make joint purchases in cooperation with the Rover Group. But the German labor force, already the world's highest paid, got substantial raises. Autoworkers got a 3.4 percent raise on May 1 and another 3.6 percent effective November 1. To add insult to injury, a decrease in working hours begins October 1st. BMW put it, "...these pay raises greatly increased the need for further improvements in productivity." Right now, I think all North American BMW enthusiasts should thank the German labor unions. Because of them, Spartanburg has a bright future. I'm predicting a plant expansion.

The 300,000 BMWs delivered to customers in the first six months was a 4 percent increase from 1994. Want to know how important the 3-series is to BMW? The 3 accounted for 210,000, 70 percent, of those sales. Most of the sales increase came from the new hatchback.

Sales of the 5-series sedan deteriorated due to anticipation of the new body style. Demand for the 5-series touring stayed strong (in Europe), as the old body style will remain in production for some time.

The new 7-series has been doing very well. Sales were 26,000 units, double

the 1994 levels. With the introduction of the six-cylinder 7-series, volumes are expected to increase still further.

Conspicuous by its absence is the 8-series. The report from BMW does not even mention the 8. Sales must be almost nothing.

Sales were up in Great Britain and about level in Germany, France and Italy. The U. S. market did very well with a 12 percent increase to 46,600 units. Sales in Japan also showed a big increase.

At the Spartanburg plant, 80 cars per day were being produced at the end of June and 1,000 employees were working. Expected year end head count is 1,400.

BMW motorcycle sales also were healthy. In 1994 a 35 percent increase in sales was achieved. The first half of '95 showed another 6 percent increase. BMW's world market share for bikes is now 6 percent. The motorcycle plant in Berlin put on another shift and the total output is now 235 motorcycles a day. By the way, as of May 1995, all Beamers have catalytic converters.

Rover Group saw a decrease in sales, but an increase in exports. The mid-engine MGF was introduced. Some feared that BMW's takeover of Rover would mean layoffs in England. Instead, Rover put on

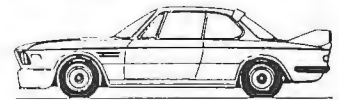
more employees and construction of a new Design and Engineering Center at Gaydon began.

In February, the BR710 aero engine completed testing. Assembly began on June 19, 1995 at the BMW Rolls-Royce plant in Dahnlewitz. The maiden flight using this engine is scheduled for November.

BMW expects 1995 total sales to be up slightly from 1994 levels. The new 5-series and the Z3 roadster will have little impact until 1996.

— David Lightfoot

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Natural Gas-Powered BMWs Now On Sale In Germany

by Tom Williams

Ever conscious of the increasing attacks on the automobile, BMW is responding by offering natural gas-powered vehicles to the German market beginning in November. If all goes well, marketing will be incrementally expanded to include the rest of Europe as well as the US.

The two models that will be available with natural gas power are the 316 compact and the 518 touring. Both will be "flexible fuel" vehicles, able to run on petroleum-based gasoline (hereinafter referred to as *petrol*) as well. Each car features a cockpit-mounted control to switch between natural gas and petrol as needed.

BMW cites two main advantages for natural gas: virtually unlimited supply and lower emissions. In order to make the "unlimited supply" claim a reality, BMW envisions a time where one will be able to pull into a filling station and fill *both* the natural gas and the petrol tank. BMW estimates that the 80-liter natural gas tank will provide a driving range of 200-250 kilometers.

As for lower emissions, it turns out that depending on the particular pollutant, use of natural gas provides differing benefits. On the one hand, emissions of carbon monoxide are drastically reduced with natural gas. In the case of hydrocarbons, the story is a bit more complex. Without attempting a chemistry lesson, suffice it to say that the hydrocarbons emitted from natural gas combustion are far less likely than their petroleum-based counterparts to react with other atmospheric compounds to produce smog. In effect, the ideal output of natural gas combustion would be pure steam.

Without downplaying the benefits, there are some drawbacks to having a flex-fuel vehicle. Chief among them is the requirement for a second fuel tank. In the case of the 316g compact, the addition of the tank for the compressed

natural gas is achieved at the cost of the rear seat, although luggage space is said to be up 55%. In the 518g touring, the rear seat stays, but the extra tank takes away approximately 15% of the cargo space. The only way around this is to store liquid gas in cryogenic tanks at a temperature of minus 162 degrees centigrade. This would require very sophisticated technology to prevent unwanted heat transfer, and is not viewed as cost-effective at this time.

The other significant disadvantage is performance. BMW estimated that the reduced cylinder charge and lower heat content in the fuel/air mixture would result in up to a 15% decrease in engine output. The following provisional numbers are provided by BMW in the table below.

	316i compact	316g compact	518i touring	518g touring
bhp	102	88	115	102
0-100 km (sec)	12.3	15.3	14.0	17.5
80-120 km (4th gear, sec.)	12.2	15.8	13.4	16.4
Top speed	117	110	119	112



G-wagens: the new 318g and 518g flex-fuel BMWs.

Most of the mechanical components required for fuel delivery are housed in the engine compartment. The control units and switching systems are housed in the car's main electronic control unit. There are few outward signs of anything different: a second fuel gauge, telltale in the instrument cluster showing the car is running on natural gas, and a center console-mounted switch to change between petrol and natural gas are the only visible cues.

With the exception of the natural gas-related hardware, both the 316g compact and 518g touring are the same as their petrol-propelled brethren. The 316g is designed for those who do a lot of driving in densely populated areas and have a need for cargo rather than passenger room. On the other hand, the 518g is being sold as an able long-distance machine, having the extra range of the natural gas feature.

BMW expects to sell about 1,500 natural gas-powered 316g and 518g vehicles annually in Germany. No price for either vehicle was announced.

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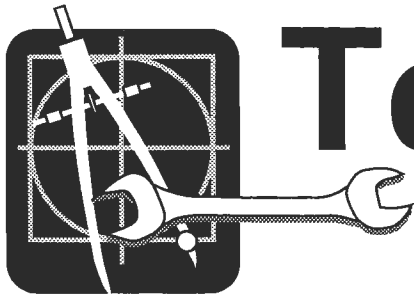
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Technik

edited by Greg Mierz

Here is part two of Steven Bernstein's FAQ file on E28 brakes and suspension. Part one ran last month.

9. Why buy stock?

I consider this to be fact; others say it's subjective, so standard disclaimers apply. First, with the Club discount, the price can't be beat. If anyone finds a comparable set of pads/rotors that beats the factory prices, I'd like to hear about it (local ADAP parts need not apply). Second, all parts (except bulbs and brake pads) come with a 12-month, 'unlimited' mileage warranty. As long as you have a valid receipt from a dealer, they will allow you to replace warped rotors - for those do-it-yourselfers, the only cost is your time to do the labor. I would check with the dealer, at the time of purchase, what procedure they use to replace rotors under warranty. Some dealers will replace them for you even if you didn't buy them there, but this is rare, so don't count on it. One year I went through four sets of rotors until I isolated the worn suspension part that was causing the problem (see previous question). I have not been able to locate the Jurid brand pads from anyone other than the dealer. Also, see the next question for a discussion of stock vs. aftermarket rotors.

10. C'mon, what's the difference between the stock rotors and the same rotors from an aftermarket?

Well, aside from the warranty, which is REALLY important to me, the stock rotors are spin-balanced at BMW after the OEM manufacturer (Brembo, Ate, Balo, etc.) ships them to BMW. Some manufacturers claim to spin balance their rotors, but they may use less reliable clip-on or glue-on weights, whereas BMW shaves metal off the rotor to achieve the proper balance. My experience is that from a reputable BMW dealer with an aggressive parts department, you can buy rotors CHEAPER from the factory. The aftermarket suppliers have been, in EVERY case, MORE expensive (to my surprise as

well), and there is rarely a warranty with their products.

11. Ok, now I'm replacing suspension parts. Do polyurethane bushings help?

Not really, unless you are planning to modify the springs, struts, and sway bars. Some people have claimed to use the 750iL bushings successfully, but my feeling is that the car, in its stock form, wasn't designed to run with these, and these stiffer bushings will put more stresses on the rest of the suspension, which were not designed to work with them.

Needless to say, any new bushings WILL help, if your existing ones are worn. The stock bushings are very cheap - the labor is difficult, unless you can remove the ball joint without damaging it, and have a workbench to carefully press out the old bushings and press in the new.

12. Ok, I'm using the stock pads and I'm happy. But the stock pads generate a lot of brake dust. Can I use dust shields?

General consensus has been that dust shields are the WORST thing you can do for the health of your suspension. While they do appear to keep the dust off of the wheels, some people have claimed that the heat from braking isn't dissipated properly, and some have empirical data of amazingly fast rotor warpage with their use. A good wheel cleaner is the best solution. I happen to prefer P21S, due to its overall excellent design and environmental-friendliness (it won't kill your cat, it won't ruin your glasses, it won't destroy your brakes). Admittedly, it requires a bit of elbow-grease. But the results speak for themselves. There has been some speculation about the negative side effects of Armor All's QuickSilver wheel cleaner, but I don't know much about that, except to say that anything corrosive should not be sprayed near any brake components. Period.

13. What about cross-drilled rotors?

If you're doing driving schools monthly, you're probably in a different realm of brake pad/rotor/fluid than most of us. You're probably using Cool Carbon pads, and maybe even racing brake fluid. In this case, cross-drilled rotors probably make sense for you for adequate cooling and to prevent brake fade. You might even go with air ducts that provide extra cooling to the brakes. But if you're not pushing the envelope with this type of driving, cross-drilled rotors are a waste of money. Better spend it on some driving school to learn how to drive.

14. Speaking of driving habits, can my driving habits cause my brakes to warp?

This is a tough question, because I have some firm opinions here, which all may not agree with. I don't believe in automatic transmissions, because I believe they relinquish too much car control to mechanisms that don't have eyes. I feel that with automatics, one must use the brakes much more often since they have less control over the drivetrain. Some people claim that braking with the engine (ie. downshifting) is wrong because brakes are cheaper to replace than a clutch. Well, I got 220k out of my first clutch, and I downshift ALL the time. I'd much rather replace a clutch than play detective with my front suspension. Determining worn suspension parts can be an expensive, frustrating, iterative process.

I guess my real point is that you shouldn't ride the brakes. You should be aware of your driving so that you don't use the brakes until you need to. That may sound simplistic, but if you think about it, and practice it while you drive, you can drive smoothly and preserve your brakes for when you actually need them. Short, firm braking, combined with downshifting, allows far more cooling than riding the brakes for a hundred meters before a stoplight, toll-booth, etc. Your brakes need the time/air to cool. I also don't sit with my foot firmly on the floor at a stoplight, pressing the pads against hot rotors, but this probably isn't an option on an automatic.

15. Can I do driving schools with an E28, or will it warp my brakes?

The answer to this is completely subjective. My answer would be yes, but to be fair, the stresses on your car during a school are quite high, so you shouldn't complain when things break. Schools do

wonders at exposing weaknesses in your car. You can surely commence rotor warpage during a day of "spirited" driving at a school.

16. Are BMWs the only cars that warp rotors?

No. In fact, due to non-asbestos pads being mandated by the government, all cars now use them. One reason that this wasn't as much of a problem with American cars is that they would die long before the rotors warped. On my first E28, they warped after 130k miles. Another reason is that these other cars are designed to provide very soft rides, which usually means very heavy front suspensions, which masked out many vibrations until the vibrations were quite serious. Now, with CabForward designs and more nimble suspensions, I commonly hear about those new Chryslers warping rotors in only 25k miles of driving!

These notes from long-time member Keith Wollenberg.

Just a couple of points to add to your E28 Brake FAQ:

1. In my E28 M5 the factory replaced the front bushings with 750 hydraulic bushings. With the larger wheels and tires which are stock on the M5 (225/50/16ZR tires), this is the only thing which prevented the shimmy from recurring every 8k miles (on a new car, with nothing worn).

2. There is available a spun stainless steel hub cover, which redirects air flow, and GREATLY reduces the incidence of rotor warpage. These can be obtained from Carl Nelson at CNPR 1-800-466-8184.

3. For track use, if you wish to engage in spirited driving, and do not want warped rotors, Cool Carbon Pads are a MUST. They are the only way I have avoided the problem. At a BMW ACA drivers school at Laguna Seca, the Instructor asked me why my rotors weren't warped, as all the other E28 M5's he had been in that day were. For the answer, see above.

Remember these thoughts are the results of one guy's experience and others he has polled or gathered from the BMW digest email group. Your experiences may be a little different.

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David Hockney Creates 14th BMW Art Car

David Hockney, the British-born Los Angeles-based artist, set out to create the 14th BMW Art Car by "playfully destroying the car's outer surface while at the same time respecting its overall design."

"The car has wonderful contours which I followed and began to play with," Hockney recalled about his initial work with a 1:8 scale model in his Hollywood Hills studio. "I did my design very slowly and whenever I stopped painting I photographed the whole thing, studied the photographs and kept changing the shapes again and again until I had what I wanted. I am a great fan of contemplation," he added.

"I tried to imagine a car without an outer body and with a dog as a passenger. I thought it would be good to perhaps show the car so you could be looking inside it," Hockney explained as he completed the car. Stylized intake manifolds on the hood, a steering column and torso of a driver on the door and a dachshund in the rear seat are playfully used in the design. "The dog is a passenger, but my dachshunds wouldn't dream of making do with the back seat. They prefer to sit up front," he added.

"Traveling in a car means also experiencing landscapes, which is one of the reasons why I chose green as a predominant color. It wasn't easy to find a balance in the colors — white, black, green and the others — to achieve a sense of harmony in the viewer's eye. In a playful manner, I tried to destroy the car's outward surface while at the same time respecting the overall design. That gave me a lot of fun. Actually, I love driving — which is a good thing if you live here in Los Angeles," Hockney noted in showing the car.

Hockney used BMW's California design studio, Designworks/USA in Newbury Park, CA, as the venue for his two and a half days' work with the BMW 850CSi. He used a collection of long brushes to cover every inch of the eight-by-ten foot canvas the car represented. The art car project coincided with his current interest in large spaces and "painting with the whole body, not just the wrist or hand."

— BMW of North America, Inc.



Hockney's 850CSi, also shown on our cover.



David Hockney "playfully destroys the car's outer surface while at the same time respecting its overall design." Huh?



David Hockney and his very spoiled dachshunds.

M formation

...from the
editors

M3 Now Qualifies for Rebate!

As a special thanks to BMW Club members, BMW NA has added the M3 to their rebate program. BMW ACA members, who have been members for a year or more prior to the date of purchase, will qualify. The purchaser of an M3 between October 1, 1995 and December 31, 1995 will receive a \$1,000 rebate. Delivery must be taken prior to January 30, 1996. The M3 rebate offer is **not retroactive**. BMW is also offering 5.9% financing, although this may end soon. See the inside back cover for more information.

BMW is developing a hot version of the Z3 roadster. Testing at the Nurburgring is a Z3 with a modified version of the Euro M3's 321-hp, 3.2-liter six. Rumor is that BMW will run a coupe version of the super Z3 in the BPR Global GT Championship. (*AutoWeek*)

The 850 CSI is now out of production. The 850Ci and 840Ci remain. The 750iL now comes standard with a **heated steering wheel**. An electric element in the wheel is activated by a switch on the wheel. (*Car & Driver*)

BMW doesn't sell an M3 convertible in America, so Tommy Charles built his own. He put an M3 engine into a 325iC. Then he bolted on standard M3 body panels. He upgraded the chassis, wheels, tires and added an Autothority chip. Total cost \$58,000. (*Car & Driver*)

BMW NA ONCE EXPRESSED HOPE THAT M-CAR SALES WOULD EXCEED PORSCHE SALES. THAT GOAL HAS BEEN REALIZED. FOR THE PAST SIX MONTHS, M3 SALES (THE ONLY M-CAR AVAILABLE HERE) HAVE OUTPACED SALES OF ALL PORSCHE MODELS.



Shawn Hendricks drove the Ed Arnold Racing BMW M5 to victory in the 1995 IMSA Supercar Series.

Just 4/2

At the Tokyo Auto Show in late-October, early-November, BMW presented Concept Just 4/2 (pronounced Just For Two). As Europe's only manufacturer of cars and motorcycles, BMW continues explore blending the two types of vehicles. Just 4/2 combines automobile safety and stability with a driving experience similar to riding a motorcycle. The Just 4/2 was developed by BMW Technik

GmbH using a 100 hp BMW K1100 motorcycle engine. With 100 hp pushing only 1300 pounds, both performance and economy are outstanding. Zero to sixty time is said to be six seconds flat, while top speed is indicated as "fully satisfactory."



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Wolfgang Reitzle, who lost out when considered for BMW CEO, has become chairman at Rover, the BMW subsidiary. He is still a BMW board member and

actively involved in product development for both companies. Reitzle admits that Rover will need investments of "several billion dollars" before it can make a significant contribution to BMW Group profits. (*AutoWeek*)

OUR CLUB NOW IS ON THE INTERNET!!

With the help of Mark Magee of the BMW CCA Golden Gate Chapter our Puget Sound BMW ACA has a World Wide Web home page. Its URL is <http://www.zoom.com/ggc-bmw-cca/psr/psr.htm>

Set your Internet web browser to it and check it out. It's new and hopefully will develop like other BMW web sites on the Internet.

Other BMW web sites of interest are:

- Golden Gate Chapter BMW CCA <http://best.com/~ren/bmw/ggc.htm>
- BMW Enthusiasts home page <http://cbsgil1.be.edu/bmw/bmw.html>
- The 2002 Page(Great 2002 stuff) <http://ccwf.cc.utexas.edu/~efrank/2002.html>
- Canadian BMW home page <http://getafix.isgtec.com/bmw>

Most of these have links to other places, check them out.

Plans to replace Rolls-Royce engines with BMW units for the redesigned late '90s Rolls and Bentleys have shaken things up at R-R headquarters. Rolls-Royce will begin making its own bodies (currently they are made by BMW subsidiary Rover). Panels will still be made by an outside contractor, probably Rover. Even more radical, Rolls-Royce will install a moving assembly line. (*Automobile*)



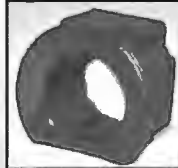
A BMW sport utility vehicle on a Land Rover platform looks likely. Price would be about \$47,000 and the level of luxury would be high. Availability looks like 1998, with Spartanburg production likely. (*AutoWeek*)

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BMW has confirmed that the 750i will be available with an automanual transmission, called **Steptronic**, before the end of 1995. The option combines automatic and manual shifting, and should be available eventually in all 7-series cars. The move is to counter the similar transmission in Audi's top-of-the-line **A8**. (*AutoWeek*)



The stick for BMW's new Steptronic transmission.

Tisa Info Wanted

Club member Terry Forland is restoring a BMW 1800 Tisa for vintage racing. He'd like information about Tisas in general, and his car in particular. This particular car was built in 1964, like all Tisas, and purchased new in 1967 by Brian Lewis in Portland. Mr. Lewis raced the car in the Northwest for many years. Unfortunately, he is now deceased. The car was also previously owned by Gordon Jones of Portland. We know Gordon is still around. Anyone who can help is asked to call Terry at 206-526-0892.

▶▶▶ Vice Champion?

The World Touring Car Championship was held at the Paul Ricard Circuit in southern France. The Championship pits the top drivers and teams from the various 2.0-liter national series around the world. BMW was well represented among the 40 cars that started. Audi won the championship, with BMW placing second. The press release calls BMW the "Vice Champion." The top finishing BMW driver was Steve Soper of BMW Team Bigazzi. Playing supporting roles were Yvan Muller of Team Oreca and Johnny Cecotto of the BMW Motorsports Team.

YOU'D EXPECT THE 2.8-LITER ENGINE TO PROVIDE PLENTY OF POWER FOR THE 3-SERIES, BUT THE 7-SERIES IS SO MUCH HEAVIER. STILL, THE NEW 728i FEELS FLEET. THE ENGINE IS SMOOTH AND TORQUEY. THE 728i IS 10 PERCENT QUICKER BUT 20 PERCENT MORE ECONOMICAL THAN THE OLD MODEL 730i SIX-CYLINDER. AND IT RUNS SUPER-CLEAN, TOO. THE 728i ALSO IS WELL EQUIPPED AND CHEAPER THAN EXPECTED. (CAR)

⇨⇨⇨ M3 Wins SSA

Randy Pobst drove his M3 to the 1995 Showroom Stock A championship at the 33rd annual Runoffs. Pobst started from the pole and led every lap at the Mid-Ohio track.

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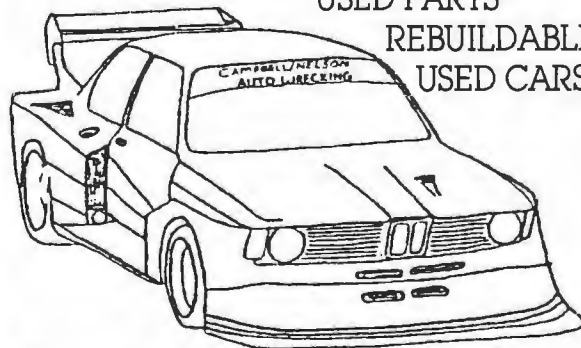
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1984 Hartge H23 (E30 323i). Burgundy metallic/Pearl Beige cloth. Many performance mods, all genuine Hartge. Nakamichi/ADS stereo. Get M3 performance for less. \$9,000 OBO. Phil 206-448-2820.

1984 518. Single owner, dealer maintained in Stuttgart, Germany and Seattle. Five speed, excellent condition, red/black interior. 92,000 miles on original engine. Asking \$6000 or serious offer. Call 206-661-5632.

1982 528e. Rebuilt head, good interior and exterior, 40,000 miles,

\$2600 OBO. Todd 820-9416.

1977 320i. Topaz brown (coppertone) with tan interior. Four speed, lowered, Bilstein shocks and springs, strut brace, 15", 3-piece wheels, limited slip diff. Personal wood steering wheel, sheepskins. One owner car, 154,000 miles. \$2000. David or Lucetta 282-2641.

Parts For Sale

1) Four 4.5 x 13 steel wheels and full wheel covers from my '73 2002. Great for your snow tires. 2) Four 165 x 13 Semperit studded M & S

Deadline for the December issue is November 24.

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. *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.



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BMW ACA New Car Rebate Program

BMW of North America has generously provided a special rebate program to BMW ACA members who have been club members for at least one year. The rebates are based on the purchase of selected new BMW models. See below for details.

Thanks BMW NA for this super deal!

Special Purchase Program Price List

As a member of the BMW ACA, you are eligible to receive the following allowance on your purchase or lease of a new BMW automobile or motorcycle. After purchase through an authorized BMW dealer, please submit your proof of purchase and Special Purchase Allowance Check Request Form to BMW ACA, P.O. Box 1259, Bellevue, WA 98009. The club will verify your eligibility and then forward the information to BMW NA.

Allowances:

Automobiles

8-Series*	\$3000
7-Series (all)	\$2000
5-Series (all)	\$1500
3-Series	
325i/is/iC	\$1000
318i/is/iC	\$ 500

Motorcycles

K 1100 Series	\$1000
K 100 Series	\$1000
R 1100 Series	\$1000
K 75 Series	\$ 500
R 100 Series	\$ 500

Eligibility

Individuals who have been members of the BMW ACA for a minimum of one (1) year are eligible to receive a special allowance on their purchase or lease of a new BMW automobile or motorcycle.

Financing

Financing will be available through BMW Financial Services. Approval for financing is based on the credit worthiness of the applicant. Incentive lease and retail programs can be used in conjunction with your purchase price negotiated with the dealer.

Procedures

You deal directly with the dealer of your choice. After negotiating the best deal you can with the dealer, submit proof of purchase to BMW of North America, Inc. with the Special Purchase Allowance Check Request. Once approved, the allowance check comes to you directly from BMW of North America, Inc., not the dealer. Your BMW dealer, however, will handle all ordering, financing and delivery.

Terms and Conditions

Program is subject to cancellation. Program is effective through December 31, 1995.

Special Purchase Allowance Check Request

BMW AUTOMOBILE CLUB OF AMERICA, INC.

Puget Sound Region

Member Name: _____

Address: _____

Phone Number: (____) _____

BMW ACA Membership

#: _____

BMW Dealership: _____

Dealer Address: _____

Model: _____

Vehicle Identification Number (VIN): _____

Allowance: _____

Finance Contract #: _____

Please attach proof of purchase to this request form.

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Authorized Signature: _____

BMW Department Manager

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