

**BMW ACA
Puget Sound Region**

Zündfolge



**March Meeting
Features Bardahl**

**Smarts Sell
BMW Seattle**

**Mast on
Cats & Crackers**

Twice As Smart.

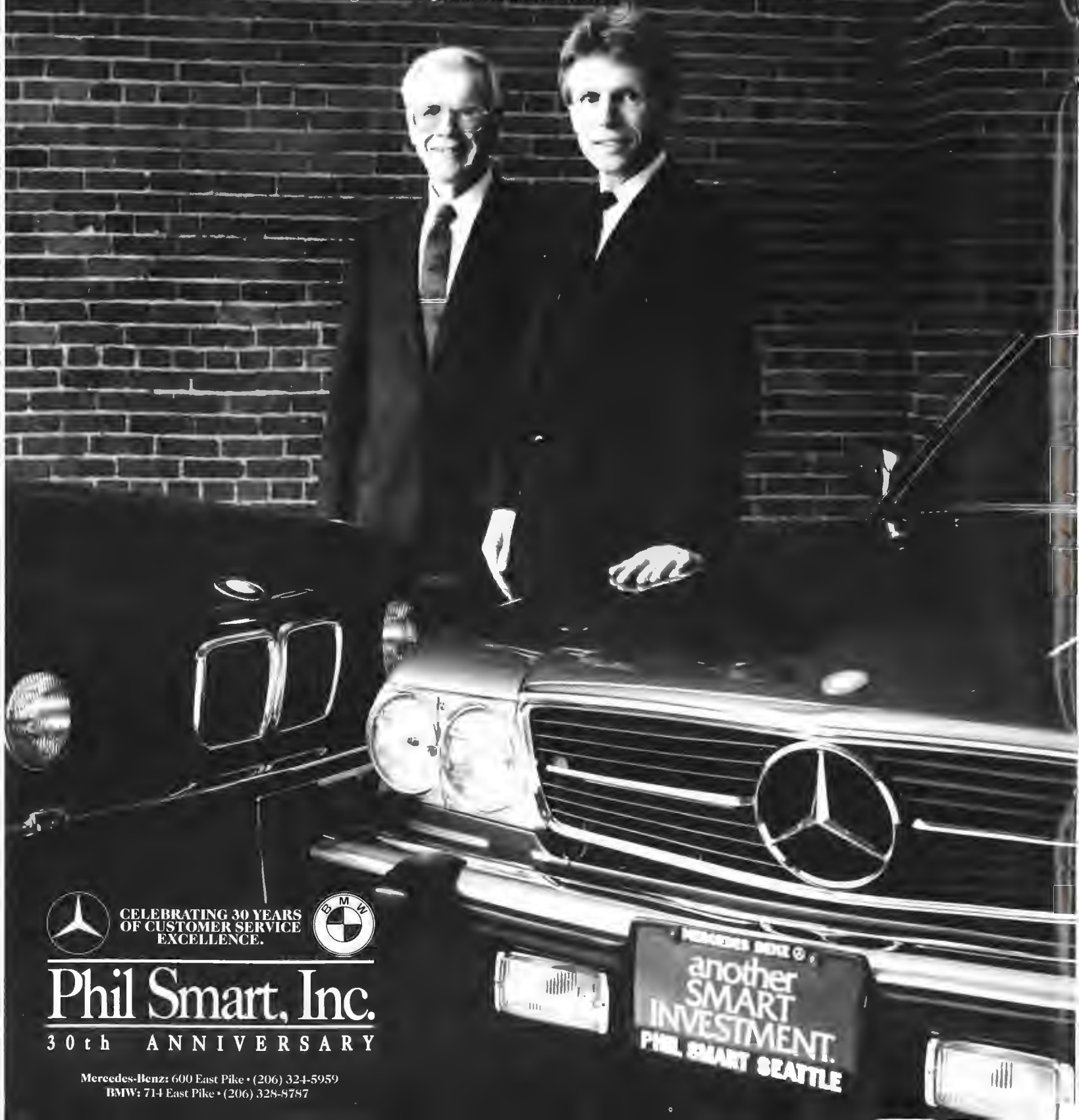
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Cover: The V-8 powered 503 from the mid-1950s.

Inhalt

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Activities

Bardahl Meeting

Our guest speaker will be Mr. Art Kiehn a local representative of the Bardahl Manufacturing Corp. Mr. Keihn has chosen three major topics of discussion, but he has informed me through numerous telephone conversations that this is to be an open forum and any and all questions or concerns are welcome. The first topic he will be covering will be Intake Valve Cleaner. This product has proven effective in a variety of engines and has passed the BMW Intake Valve Deposit evaluation procedure which is quite extensive. The program will also cover the performance of Intake Valve Cleaner and recent testing suggesting intake valve deposits CAN be removed. (A Hot topic among BMW owners). Secondly Lead Substitute Additives will be discussed. There will be a slide presentation on both the valve cleaner and lead additive topics. (This should take less than ten minutes.) Last on the agenda will be a short presentation on SG Motor Oil Development and its relationship to Bardahl XTC Motor Oil. The presentation emphasizes the benefits of XTC, but also gives a good background on the reasons for the SG quality level development. We hope to make the meeting as informal as possible with plenty of time for discussion of topics of general interest and audience questions. I feel these topics are timely and are in depth enough to be of interest to all BMW ACA owners. I know I will be there with a list of questions and hopefully we will see you there also. Take a minute and mark this one down on your calendar March 24 11:00 a.m., this meeting will be well worth your time and effort. Meeting location is the King County Library Administration Building at 300 8th Avenue North in Seattle.

-A.A. Lancaster

Calendar

March 24

General Meeting. Art Klein of Bardahl will present a slide show and discussion concerning the high-tech lubricants of the Bardahl company. They have a significant presence in Europe. To find out more, join us on Saturday the 24th at 11 AM at King County Library Service Center, 300 8th North, Seattle. Lots of free parking.

April 21

Driver Training at S.I.R. with the Alfa Romeo Club. Contact Joe Faherty at 848-8324 for more information.

April 26

General Meeting at John Kane Company. John Kane's shop handled the restoration of John and Nancy Martin's beautiful BMW 328, featured in *Zündfolge* previously. See how it's done.

May 31

General Meeting at Auto Gear in Bellevue's Overlake area (near Sears). This promises to be a great meeting, with lots of BMW "stuff" including literature, models, and accessories available for your purchase.

June 23-24

Wine tour to the Yakima Valley. Details are being worked out, but the emphasis will be on informality and fun.

Long Range:

July 14-15

4th Annual BMW Fest Northwest. Concours d'Elegance Saturday (14) and driving school at Seattle International Raceway Sunday (15).

August 29

Wednesday nighter track session at SIR.

Sept. 28-30

Return of the ever-popular **Victoria tour.** The fall date should make for better weather than our last couple of visits. A fun time for all; mark your calendars now.

October 13

Fall Driving School at SIR.

November 17

Annual banquet.

Other events will be added to the calendar during the year. If you have an idea for an event, call Vice Pres. Al Lancaster, 854-4100.

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

Auto Gear

Our May general meeting has been set for May 31st, the Thursday after Memorial Day. Our hosts will be the guys at Auto Gear. Auto Gear is a car fanatic's toy store; an auto boutique. Their main stock-in-trade are books and die cast models. They have just about the biggest collection of car models I've ever seen. The BMW stock is a little scarce but they've promised to stock up before the meeting. They do have a large supply of BMW books as well as books on just about every other marque you can imagine.

Besides books and models, they also carry clothing, hats, key chains, memorabilia, and just about anything else related to cars. There is no other store like Auto Gear in the Puget Sound area. Plan now to attend.

-David Lightfoot

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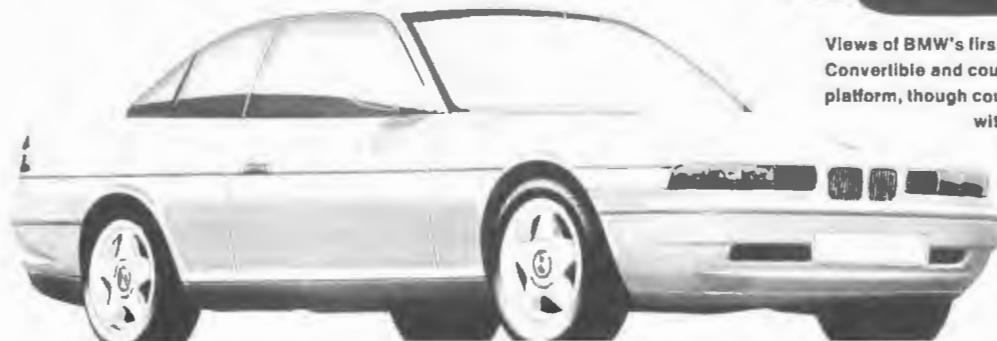
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Views of BMW's first special bodies based on 5-series. Convertible and coupé are derived from existing 5-series platform, though coupé shows more development at front, with sleek low grille and tapered bonnet. No date for debut, though convertible may appear first, in early 1990s

Stalls

by Thomas B. Nast

The Days of Wine and Gorbys

Wall Street was in an uproar the day Ross Perot, who had reacquired a controlling interest in General Motors, appointed Mikhail Gorbachev president of GM. It seemed that the succession of leadership in the Soviet Union was of only secondary interest.

"What GM needs is a good dose of *perestroika* and *glasnost*", Perot was quoted as saying. "I can't think of anyone more capable of it than Gorbys."

Perot indicated he was incensed about the ceaseless self-delusion going on at GM headquarters. "Roger Smith said on PBS's "Nightly Business Report" the other night that there was no way the Japanese would grab 40% of the luxury car market the way they won 40% of the small car market. He said that American customers were lured to small Japanese cars because the autos were fuel efficient. Gorbys understands that the folks buying Japanese cars, small or luxury, are interested in a lot more than fuel efficiency."

Gorbachev, whose maneuverings in the Kremlin are considered excellent preparation for the helm position at GM, answered the telephone himself when I called him for an interview from my spacious office.

"My predecessors at GM were as open as Andropov was over here. Pete Estes, for example, stated that the Vega would drive imports over the sea. This type of statement is typical in our bureaucracy, in that it fails to acknowledge that the Vega drove imports from Japan, not to Japan. The Vega was as successful as the Lada, and for similar reasons.

"My foreign minister recently admitted that the war in Afghanistan was illegal, and that we violated the ABM treaty when we built the radar station at Krasnoyarsk. This is openness! Yet, Roger Smith could not admit that the Citation was a real dog, or that his policies have caused so much unemployment around Detroit. In 1971, imports captured 16% of the market



there, and GM started programs to compete. Now imports are over twice that, not counting imports being built in America like Honda, and excluding all the domestic cars with imported engines and transmissions. This is the sort of performance expected from a minister of agriculture, not the president of GM!

"There is no possibility of improvement in the Soviet Union until we admit that shortcomings exist. I see my job at GM to be the same as my old one here.

"My first act will be to scrap the Cadillac Allante, which nobody at GM will admit has flopped. I will replace it with the Detente, to be produced by union labor at the Lenin Shipyards in Gdansk. Incidentally, we intend to rename that location Adam Smith Plant Two as soon as production spools up.

"I have always been a car guy, although nobody could beat Breshnev in that department. I have even driven my own Zil, which is comparable to your Lincoln Continental in more ways than you may appreciate. But it is not my tastes that are important here - I will build what the people want, at a price they can afford. And I think I am in a position to open up export markets undreamed of until now."

At this point the operator directed me to drop another \$22.15 in change in

the phone, and, having parked at a meter downtown earlier in the day, I was unable to comply and had to ring off. But I'm sure that we will see more revolutions per minute under Gorbachev than a Chevy V-8 can turn brand new off the line.

The Days of Cats and Crackers

Yr edtr mentioned to me the other month that the post office decided to audit the *Zündfolge* mailing the month some green volunteers erred by not preserving the zip code sort order which second class mailing privileges require. A trip to the (aptly-named) terminal annex to hand-sort the entire mailing was required to avoid a posting of the editor to Southern Honduras.

Only three people survive to tell Sr. Lightfoot that his experience (with the post office, not the more fungal-growing climes of Central America) is quite precedented, and two of them aren't talking. (I beg your forbearance at this point. There is little in the world of art more detestable than self-indulgent work, e.g. books about writing books and movies about making movies. Since this column bears no resemblance to the world of art, however, it is exempt. Under no circumstances will there ever appear in this space a column about writing columns, at least not unless somebody fills me in on how it's done.) So the torch is passed to me (flame end first, as usual) to distribute the solice of history repeated.

The production of *Zündfolge* in its 8.5"x7" days was a three-step process. (This necessarily omits the seamy details of gathering material to publish; a review of those issues will tell all that needs telling about that.) Typesetting, layout and pasteup, and assembly and mailing, were the steps.

Typesetting was originally done on an Underwood not unlike that on which Alger Hiss wrote the Pumpkin Papers. Along about '75 D.O. figured

we could vastly improve the appearance of our organ by typesetting at CK Graphics, which would also do the printing. CK had some sort of electronic typesetting equipment which bore as much resemblance to modern computers as do semaphores to the telephone. On Saturday mornings (this is before *Car Talk* was carried on KPLU) Marc, D.O. and I would wearily report for duty. By mid Saturday afternoon the proprietors of CK were ready to go home, and so were we. Completing the typesetting and correcting the astonishing number of errors this gear (and its operators) introduced into the text required another visit during the following week or weekend.

One dissident finally, after months of protest, convinced Marc and D.O. that if we couldn't afford to farm out the typesetting, we couldn't afford to publish. Cinching the decision was meeting, in a communications law class if I'm not mistaken, a woman who worked at Renton & Rainier Printery, which did typesetting as well as printing. Their most important customer (before we came along, of course) was some union at Boeing. They got the club job about 1977. Despite innumerable typos, pregnancies, close calls and traffic jams, the (now-named) Renton Printery has retained the account, with one brief intermission, to this day.

Back then, the Printery did not do our layout and pasteup (they do now). So catamenially the editors would undertake this chore, always at Marc's schloss. Marc and D.O. did most of this work, which introduced me to the waxer (a tool which I own to this day), layout table (dinner must be cleared off first) and cutting board. My job was to eat Ritz crackers (I never had time for dinner before layout, and Marc seemed to have a bottomless supply), drink Beck's (sometimes Marc ran out of Beck's, and I would have to extract Heineken's from the nether recesses of his fridge), and make cogent commentary on Edward, Marc's cat,

now deceased. If time permitted, I would straighten pages and proofread, having far more tolerance for split ends than split infinitives. And so, in the course of several hours, a newsletter would be prepared for printing. Denny would deliver the proof pages and pick up the press run.

My memories of assembly are also somewhat clouded, even though we were scratching the bottom of the barrel (Löwenbrau) by then. One skill which I never mastered was saddle stapling, which involved installing the staples in the middle of the magazine. Press too softly, and the staple does not fold over. Press too hard, and one of the staple's legs collapsed. Press too quickly, and the stapler jammed. Unfortunately, I never found the middle ground. Marc and Denny somehow did find the middle ground, which is something Ponds and Fleishman should really look into, since it was easily as elusive as cold fusion. I was relegated to paper creasing, a job more within my abilities. Edward, who could remember back as far as paste-up, was unavailable for amusement, preferring *mus over mensch*.

Well, having folded and spindled the monthly missive, out came the labels, rubber bands and colored letter stickers which marched the mailing on its way. Every month we would muse about how many "comps" we sent off, yet we never could bring ourselves to boot off mailing list clubs celebrating the likes of Borgward, DKW or NSU. Off to the terminal annex went the sackful of newsletters, which were scrupulously zip code sorted, as required by some obscure postal regulation. Except, of course, the one time we were audited. We had a great excuse for our oversight, and if I ever remember it I'll pass it on to David for future use.

Marc comments: To give you an idea about the antiquity of all this, the late King Edward was succeeded, after an eighteen interregnum, with MacGuf-

fin, the *cat de jur* of the eighties and nineties, who is about to celebrate his tenth birthday. Dr. Nast's comments go back fifteen years!

Smart Family Sells BMW Seattle

Phil Smart., Jr. owner of BMW Seattle, sold the BMW Seattle dealership for an undisclosed amount on February 28, 1990. The Smarts employed a consultant to entertain offers for the dealership. Out of eighteen interested parties, David Griffith, owner of Alan BMW-Saab in Edmonds, was selected. Griffith purchased both the business and the property. BMW of North America gave its final approval of the transaction on February 27th.

In the short term, Griffith will own both dealerships. However, BMW NA policy prohibits common ownership of dealerships which serve geographically contiguous areas.

Griffith told *Zündfolge* that the purchase of the dealership was the culmination of a personal dream. He has always wanted a large market, quality marque dealership. Griffith speculated that he was selected by the Smarts because of his commitment to BMW buyers and his pledge to retain the current BMW Seattle staff.

Griffith is currently investigating the potential of upgrading and expanding the current BMW Seattle facility. David Griffith and Alan BMW have long been BMW ACA supporters, as have the Smarts. Griffith pledged his continued support of the club. The Smarts continue to own the Seattle Mercedes-Benz franchise.

Waxoyl vs. The Iron Worm

Rustproofing, undercoating, and associated topics are hardly the sexiest subjects going. But the informed car owner can benefit from further knowledge about these topics. By doing so, the vehicle can be better maintained and its life extended.

A couple of weeks ago club members visited Emerald Detail in downtown Seattle to hear a presentation and witness a demonstration of the Waxoyl line of vehicle protection products. While Waxoyl sells fabric, leather, and paint protectors, most of the interest focused on their rustproofing and undercoating products. Ken Dyer of Emerald Detail and Russ Dow of Waxoyl were our hosts for this event.

A thorough briefing concerning the uses of these products was presented. Waxoyl products are used extensively in Europe but are much less available here – Ken reckons he may be the only dealer in the Seattle area.

Application of the products was then demonstrated. If nothing else, one was left with the sobering realization that when it comes to vehicles, beauty is indeed only skin deep. One vehicle in the shop looked fine from the outside, but underneath it was found to be missing large portions of the frame in the rocker panel area. This was the result of too much exposure to Hawaii's climate: warm, moist salt air.

The Waxoyl process seems to have at several significant advantages, due to their wax-base characteristic: first: the undercoating product only weighs about one pound when applied as opposed to about 12 pounds for solvent based "tar" style products. Also, there is no need to drill holes in the car to ensure all of the corners are reached. Finally, we were told that if the undercoating is chipped by a rock, the material will "creep" and cover the hole; this is a characteristic of the chemistry of the product, which forms a chemical as



Ken Dyer demonstrating how water beads and runs off fabric treated with the fabric protector.



Ken of Emerald Detail demonstrating application of the rust proofing compound.

well as a physical barrier to corrosion. The downside to the processes described is that the warranty does not cover used vehicles.

All in all, an interesting session. Both of our hosts stayed after the meeting to answer questions. Our thanks to

both of them for their time, as well as special acknowledgment to Ken who opened his shop to us for the meeting. If any of this sparked your interest, give him a call at Emerald Detail, and tell him you're with the club. He'll be glad to help.

Fuelish Concerns

Those who have fuel injected cars (particularly newer models) have been admonished *ad nauseam* to use only fuel that meets BMW standards for intake valve cleanliness; otherwise one is to use an additive. The problem has been finding a list of said fuels; heretofore, we were told to look for fuels advertising that they met the standards.

Consumer Reports recently compiled such a list. They did so by asking oil companies directly whether their fuels met either of the two BMW tests: unlimited mileage or 50,000 miles. The qualifications received in the responses would lead one to believe that the information provided is accurate (honest?), but keep in mind that the information is supplied by the companies.

Testing was done by first removing and weighing the intake valves on a clean or new engine. The valves are replaced and the car is run on a test track to simulate 10,000 miles of typical driving. The valves are then removed and weighed again. To pass the unlimited mileage test, deposits must average less than 100 milligrams per valve; to pass the 50,000 mile test, less than 250 mg/valve.

While the test is not perfect and is very expensive, the BMW standards are becoming accepted, as evidenced by the fact that petroleum refiners are now attempting to formulate their fuels to pass the tests.

Testing was done on three grades of fuel: regular, midrange (eg. Unocal's

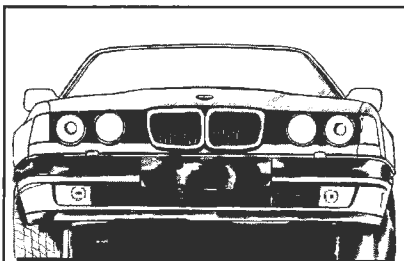
89 octane), and premium. Those companies listed below by name only passed for all three grades, others only for the grades listed.

And now, the envelope please . . .

Amoco, Arco (regular and premium), Chevron, Exxon, Mobil, Shell (premium only; other grades have the same additive package but have not been tested), Texaco, Unocal.

The new player in our area, BP, stated that as they were in the process of expanding, they could not say whether or not they met or would meet the test criteria; rather, that the availability of fuels meeting the standard would vary by marketing area.

- Tom Williams



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M Power Builders

by Jesse Crosse

While red, violet and blue might not be the sort of combination you'd choose for the May Ball, just a glimpse of those colours is enough to set the pulses of most car enthusiasts racing.

Because that distinctive tri-colour stripe is what sets certain BMWs aside from most other BMWs, and usually slaps another 20 percent on the price into the bargain.

Not without cause, though - because the letter 'M' in the famous emblem stands for Motorsport, and on a BMW's bootlid it generally means business.

Most people have heard of the 'M' cars. The mid-engined M1 sports car of the 1970s is probably the most famous. It, in turn, lent a close derivative of its powerplant, the 24-valve, 300bhp 3.5-litre straight-six, to the M635CSi coupe of 1984, the M5 saloon in 1986 and now the new M5, due in the UK in right-hand drive form early next year.

1987 was also the year of the M3, the four-cylinder, 2.3-litre 3-Series 'homologation' car, which took saloon car racing by storm, with wins in the German Championship, the European Championship and the World Championship.

The 'M-Power' tale starts in 1972, when a certain Bob Lutz thought it might be a good idea to establish a specialist division to look after BMW's racing interest.

That wasn't the start of BMW's racing successes though; far from it. There was, of course, a heavy involvement in motor racing both pre-war and post-war, but it was in the 1960s that BMW started along the saloon car racing path that they've stuck to ever since. Following the BMW 1500 in 1961, the 110bhp, 112 mph 1800 Ti which arrived three years later won 27 out of the 28 races entered in 1964. And following those successes a limited edition car, the BMW 1800 TiSA (Tourismo International Sport-Ausführung) was sold to 200 lucky customers, for Dm13,500 each.

In 1966 Hubert Hahne started the ball rolling properly by winning the European Championship with an 1800 TiSA, and Dieter Quester followed that up in 1968 and 1969 with a 2002 and 2002 turbo.

In 1972, Jochen Neersapch was nominated to start the new division at Preussen Strasse in Munich and a string of successes followed.

Other bosses would follow in his footsteps during the next two decades as BMW Motorsport grew - there was Scheu, Prommesberger, Flohr and finally Kalbfell.

But BMW Motorsport GmbH have changed a lot since their early days. They have evolved from a simple tool designed to win races, into a sophisticated instrument whose function is embroiled with development of some of BMW AG's major products. While they haven't lost that innovative capability, and the ability to produce winners on the race tracks, they are also responsible for designing and producing series production cars that reflect, says Karl-Heinz Kalbfell, the very heart of BMW.

Kalbell, at 40, has made it.

He joined BMW AG's communications department in 1983 and was leading it by 1985. In October 1988 he was made head of Motorsport.

On the wall at the end of his office is a variation of the famous 'M-Power' logo - it reads 'K-Power', a leaving present from his colleagues at BMW AG. On the window sill behind his desk is an ornamental mask with one eye blacked in; it is another gift, this time from Japanese colleagues.

'When you start a job', explained Karl-Heinz Kalbfell, looking at the mask, 'you paint one eye black when you've set your targets. You paint the other eye black when you've achieved those targets'.

And he's got plenty of those to fulfill. Motorsport's production plant is

at Garching, a Munich suburb. That's where the new M5 is handbuilt, while the M3 is now built at BMW AG, as are all Motorsport-series engines. The engine development division is at Preussen Strasse, together with four engine dynos, and the usual array of exhibits, including the old Formula One engines.

'We have capacity for 2000 cars at Garching', Kalbfell continued, 'and we've just finished the last of the 180 M3 Convertibles. Our sales overall, including the M3s built at the main plant, will be about 4500 cars. In total we've built 15,000 M3s to date and that would be too many to consider building just at Garching'.

So how much have Motorsport changed? How much time is devoted to racing and how much to the roadgoing specials that the division has become so famous for?

'It's difficult to describe that exactly, because my way of organizing this company is to link all the specialists together a little bit, so the engine specialists, for example, are working on both racing engines and series engines. To give an idea I'd say the split is roughly one-third racing and two-thirds street cars.

'The company has one philosophy and that's all under one roof. We don't operate like a mini BMW AG. Today Motorsport has two important roles. One is racing, where we prove our engines' reliability and performance and try and produce the best handling cars. On the other hand we have the direct link with racing by building unusual series cars for a small number of people who don't reflect the average BMW customer. 'So BMW Motorsport is not a racing department, a racing company, or a production company, it's a high performance company.

BMW were traditionally a conservative company and it's taken two decades to turn them into the creative and progressive body that they are today. But in the early 1970s the turn-around was only half complete and that begs the

question as to how such a radical core as the fledgling Motorsport division has dovetailed into the corporate whole over the years – and been tolerated by it.

‘I don’t think “tolerate” is the right word; they need us. People often expect that I’m a racing man, but I’m a sales and marketing man and that’s the way I run this company.

‘My chief consideration has to be what the need is for BMW AG, to have a company like this one. In the 1970s, the products were very heavily directed towards sportiness only. Now it’s completely different. Today the limits on everyday motoring are increasing and traffic conditions will be moderated. But on the other hand companies must continue to improve the efficiency of their technology, and that’s a good reason to place an even stronger emphasis on racing the future.’

Another division of BMW is BMW Technik GmbH, the research division responsible for the Z1. So together with the main R&D facility that makes three separate engineering facets of the company contributing to the output of the company as a whole. BMW Technik are involved principally with research into new techniques and materials, while Motorsport are concerned with developing what’s already there. But major new projects like the M3 have to start somewhere, and it’s usually as the result of a single good idea. And although Kalbfell points out that he wasn’t around when the M3 project was started, it’s a good example.

‘It’s really up to the strengths of managing directors in getting their ideas across to the board on individual projects’, he says. ‘Motorsport is an independent company owned 100 per cent by BMW AG, we have our own finance and sales departments, but where the resources already exist in the parent company then we use those. It would not make sense, for example, to build a separate distribution system. But we are responsible for fulfilling our own financial targets, and it’s up to

us to find the right products.’

How about their contribution to the main R&D department?

‘I mainly hear what they are planning, because their thinking is in the longer term. We plan from five to ten years ahead, though at ten years our plans are relatively open; at five they’re fixed.’

The M3 will carry on racing for another two years. After that, says Herr Kalbfell, ‘we’ll look at other options to remain competitive. No, there isn’t any likelihood of larger series cars returning to racing, the future is still with the 3-Series’.

There’s also no likelihood, says the Motorsport boss, of any project concerning the Z1. ‘There isn’t any capacity at the moment anyway.’

There are plans, however, to provide a greater service to individuals wanting modifications made to their existing cars. It’s not a service that BMW advertise, but usually happens as a result of customers asking their dealers about it. It’s an area that Kalbfell is anxious to expand.

‘We did 200 last year and at a guess, it might be nice to do, perhaps, 500 this year.’

But the new M5 forms the principal thrust of Motorsport’s activities at the moment. And it’s that project that is perhaps one of the most impressive, in production terms particularly, to be found inside a major manufacturer anywhere in the world today. Because a few miles away at the Garching plant, on the ironically named Daimler Strasse, M5s are assembled entirely by hand, each on one of 20 individual hoists.

The M5 shops at Garching are breathtaking. Red-tiled floors are scrubbed by machine at the end of every day, leaving a perfume in the air more reminiscent of someone’s kitchen than of a factory.

Siegfried Schwarz started with BMW in 1965 as a race and rally mechanic and has been at Motorsport since 1973. he is the man charged with mak-

ing sure that 2000 M5s leave the plant in the next year and he’s got about 82 people to do it with. Some 72 of those are productive mechanics and ten are quality inspectors. There are about 110 people all-told – including engineers, storekeepers and so forth.

He starts with bodyshells which arrive from the Dingolting plant complete with radiators, plumbing and interior trim. Seats are only installed for convenient transportation, they come straight out again. The shells are cleaned, put on a jig and initial work is done to the underbody, including the fitting of heat reflecting material to protect it from the hot exhaust.

From there, the cars are wheeled into a second shop and are installed on one of the 20 hoists. Next door 35 or so of the 24-valve, 3.5-litre, 315bhp engines lie in racks, waiting to be built into complete front axle assemblies, each engine, built at the Munich factory, is the rough Deutschmark equivalent of a complete BMW316. A few feet away, rear axles get the same treatment.

Next door again, one man assembles each car, unwittingly endowing it with his signature.

‘Every mechanic has his own individual style’, explains Peter Locke, who’s in charge of export sales. ‘The quality inspectors can work out who built each car without being told.’

The mechanics are unusually skilled, and most started in specialized crafts like tool-making. A new routine of quality checking was instigated recently, whereby senior mechanics are charged with checking work in progress, a better solution than having quality inspectors looking over the mechanics’ shoulders.

At the far end of the assembly shop is the upholstery department, where there’s a machine that can shave any of the many hides in stock down to a thickness of 0.3 millimetres. You can have almost anything you want.

‘If you want your trunk finished in leather then we will do it for you’, says Peter Locke. ‘One customer wanted

his dash trimmed in water buffalo hide', he continues, uncovering an incomplete M5 dashboard which had been lying on one of the finishing tables.

'The problem is, water buffalo hide fades in strong sunlight. We put this in writing to him to make sure he understood, but we've given him what he wants, nevertheless.'

When the cars leave the hoists they are drivable, and go back over the road for the ABS rolling road tests, suspension setting, and finally to the finishing line where they are checked, waxed, road tested (every car is tested for 30 kilometers) and then sent to the dealer.

Each car is spoken for before it is built, no stocks are held, and a customer can come and see his car being built if he wants to.

The M5 is 100 percent quality controlled, so every single nut and bolt that goes on it is checked during and after it's completed.

They're all left-hand drive and German spec at the moment. British, US and Canadian spec cars will start production in the spring of 1990.

It's a remarkable feat, and it's astonishing to see it coming from a major manufacturer. Siegfried Schwarz reckons the principles operated there work well for everyone. Mechanics are often working on different things, since the number of areas varies from day to day. So it's a flexible system and there's better motivation for those concerned.

If the product they build there is anything to go by they're right.

Earlier, Karl-Heinz Kalbfell was understandably cagey when questioned about the forthcoming 850i Coupe, and thought it probably 'too good' to need much doing to it. That probably means there are no plans for a more sporting version at present. After all, the new M5 was announced within six months of the introduction of the 5-Series itself.

But the M635CSi ceased production

a couple of months ago, and it would be nice to think of another coupe coming from the red-floored workshops and wearing the distinctive 'M' badge on its boot.

Meanwhile, we can only sit and watch the progress of what must be one of the all-time crack divisions in the car industry. Its turnover has gone from Dm50 million in 1985 to Dm300 million today.

And that really cannot be at all bad for a company employing just 450 people, can it?

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formation

**...from the
 editors**

The U.S. Supreme Court recently upheld the right of the federal government to set national speed limits and to withhold federal highway funds from states failing to comply. The ruling came in a Nevada case, where state officials had wanted to raise the speed limit on some roads to 70 mph. (*Associated Press*)

BMW engineers couldn't have picked a better nickname for their new top-secret roadster - the "Fun Car." Taking its inspiration from the BMW Z1 2-seater, the Fun Car (aka the Z10) is actually a German version of Mazda's megahit, the Miata.

The idea behind the Z10 was to create a 2-seat roadster along the lines of the popular Z1, but at half the price. That was easy enough. BMW engineers simply took a blowtorch to the 2-door 318is sedan and stripped it entirely of bodywork. Then they began to create the lines of



the Z10, which looks like a mixture of Miata and Z1.

Unlike the plastic-body Z1, the Z10's body panels are made of sheet metal. The windshield was taken from the Z1, as was the one-hand crank for the convertible top. The dashboard instrumentation came straight from the 318is. And thanks to the improved aerodynamics, the 136-bhp engine from the 318is delivers more performance - 0 to 60 mph in about 8.5 seconds and a top speed of 144 mph.

Although BMW doesn't even want the word "Miata" in the same sentence with the Z10, comparisons between the two cars are inevitable.

The Z10 was a top-secret project, developed by a small group of engineers in BMW's Technik think-tank. BMW stoutly refuses to say whether the Z10 will ever go into series production. So sports-car lovers can only hope and wait. (*Road & Track*)

BMW built 13,770 635CSi models and the last one off the assembly line was bought by the Southern California BMW dealers and donated to CHILDHELP USA, a national organization that aids abused and neglected children. The car was raffled off a couple of weeks ago. (*Autoweek*)

At a recent Barrett-Jackson auction in Scottsdale, Arizona, a 1958 BMW 507 convertible sold for

\$340,000. To put this in perspective, at the same auction, a 1958 Chevrolet Impala convertible with 348 engine sold for \$47,000, according to *Autoweek*. In the humble opinion of your Editor-in-Chief, a '58 Impala ragtop is an ugly, ill handling beast. And Chev's 348 engine was most appropriately used in pickup trucks or as boat anchors.

Johanna Quandt, who owns about two-thirds of BMW's stock, and boasts a net worth of 4.35 billion, was third on a list of Europe's wealthiest women. First was Queen Elizabeth of England and second was Queen Beatrix of the Netherlands. (*The Seattle Times*)

Last year, police in Finland, stopped Rainier Rooth for driving his BMW 75 mph in a 50 mph zone. His penalty, \$11,400! Seems the fine for speeding in Finland is based not only on how fast you were going, but on your income; Rooth's for the previous year was some \$300,000. Rooth fought for four months and finally got the fine reduced to \$1,050. Even he agreed that "I think the system is just." But, he added, "there has to be some kind of limit." (*Autoweek*)

General Meeting On Auto Restoration

April 26th we will have a general meeting hosted by John Kane Company, restorers extraordinaire.

This promises to be a great meeting. It will take place at 7:30 p.m. You'll remember that the Kane folks were the ones who handled the restoration on the beautiful 328 of club members Nancy and John Martin. This car placed 2nd at the world famous Pebble Beach concours and was featured in the August 1989 *Zündfolge*. The man who handled the restoration, John Garrity, is scheduled to be present, as is the beautiful 328 itself. In addition, John has done work for Ken Behring and Gordon Apker. Not enough to tempt you? There's more. In addition to the 328, there will be a number of other incredible cars for you to view. We're talking Delahaye, supercharged Mercedes, and the like. Several of these cars are no less than the finest examples of the automotive art which you'd normally have to travel great distances to see. It is certainly nice to see some of these wonderful vehicles being restored, and better yet, *driven*. More to come in next month's magazine, but be sure to come to this meeting!

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An Interview With BMW's Chairman

Q. This year BMW is introducing two cars at different ends of the spectrum, the 318is and the 850i. What is the strategy behind this move.

A. What we are doing here is at the same time introducing one product at the top in the technical sense and also in value, and on the other hand we are adding a product at the lowest price level; this car has value for the customer. We have enlarged our line from the top line down to the lower end.

BMW has one advantage in comparison to other automobile makers: That our customers feel as one family, yet are members of an elite group. I think that is one of our advantages.

Q. And the Japanese are trying to move up into that elite group.

A. Why not? You see, the Japanese have studied the luxury end for a long, long time. They have worked hard to see where the secret of others' success is.

After a while one thinks one can understand where the secret is, or believes where the secret is, if you want to call it that, but that is nothing special. You see, we are living in a world of free competition; it can't run forever and expect somebody to be kept out.

The only point is what they did.

They protected their own market against cars of the luxury performance segment by special taxes. We had to pay for all our cars, above two liters (in Japan), an extra 26 percent. Now, since April 1 last year, when they now have their own luxury product, they took away that tax.

Q. You said they studied a long time to find the secret. What is the secret?

A. Because they didn't find out the secret, I will save the secret.

Q. Are they getting close.

A. Not too close, at this moment, not too close.

Q. What to you then is the ideal car?

A. There can't be an optimum car because that depends a bit to your own demands and your own desires, your age and your income, etc.

When you don't have to worry about money and other things, then the ideal car is an 850i because then you have a car where – at this moment – there is no competition on the market. It is the outstanding car on the market without any question. When you have time and space and money when you want to enjoy life, these cars are the best ones.

But when you have other stages of your life, you have to look for what is possible. For these stages without any question the 318 is such a handy car,

that would be respectable to buy.

We have our special groups – small cars, not too expensive, good performance, handy car, with more comfort like the 5- and 7-Series. We have models which are very different from each other, but at the same time they are BMWs under the same philosophy.

Q. Which competitor in the upper end of the market presents BMW's biggest challenge in the 1990s?

A. As a competitor, without any question Mercedes, and perhaps Jaguar. But Jaguar is only a small quantity; when you compare car-by-car, more or less our close competitor is Mercedes.

Q. As you compete with Mercedes, which car is more important to you, the 850i or the 318is?

A. The 318is is a bread-and-butter car, and we have been producing an average of 1200 to 1300 cars per day over the past five years. The 190 is produced at a level of about 700 or 750 per day, so you see the small car is very important for us to get in quantity.

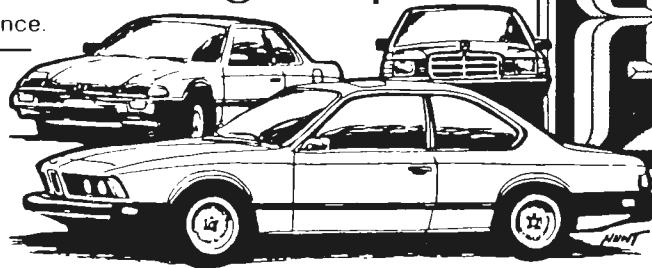
At the upper end, we sold more 7-Series over the last three years than Mercedes did its comparable model. That was important for us because 10 years ago Mercedes sold at least twice as many (in that segment) as we did. So

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the roles are reversed, thanks to the designs of the new cars.

Q. There has been a resurgence in 3-Series sales even though that car is aging. What does that mean for the introduction of the new 3-Series?

A. Our total production of the 3-Series is revitalized and we sold in the last year more than we did two years ago. You used the word aging, that is a problem with all products.

When we launch a new product our engineers already know how they could do it better, and the aging starts there. In our segment you can have a car for a very long time, but in low-end car sales, you have to invest in research. That leads to new models like the convertible, 4wd, and now the 318is. So you can at least ease the aging process in the 3-Series and actually turn it around by bringing in new versions. That makes the aging process slower

than it would be than if you have the same product all the time.

Q. When will we see the new 3-Series?

A. I know precisely the date already, but it's a secret.

Q. Will the philosophy of the 318is carry over into the new series?

A. Yes. We would not introduce such a new model here to this market when we would terminate it the next day. That would make no sense, because to get type approval here — it costs a lot of money and a lot of time.

Q. Will there be a new 3-Series along with the old 3-Series?

A. For a very short while. The first few cars will be delivered in Germany and our other European markets. We have a plan to bring out new models as

close as possible as we can do it in Europe. But in the U.S. it takes much longer to get approval from the authorities.

Q. Do you have manufacturing capability to build both cars then?

A. Yes. It's not a manufacturing problem. It's a question of all the paperwork (in the U.S.).

Q. The Z-1 was well received in Europe; are there plans to follow with another roadster?

A. We have orders for three years, therefore we don't want to disturb this. It has nothing to do with production techniques, or model policy. Now that production is going, and the orders are there, why bother?

—Autoweek



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For Sale: 1987 635CSi Beautiful Diamond Black/Red Leather, 5-spd, optional Limited-Slip differential, Blaupunkt, cellular phone, hand washed since birth, absolutely perfect showroom condition, complete service history. Call Jeff, 644-7770.

For Sale: 1982 320i Henna-Red, 5-spd, AC, Alloys, sunroof, Blaupunkt cassette with locking cover, dual mirrors, alarm, just serviced, Call Jeff, 644-7770

For Sale: For 2002: Set of 4 alloy wheels (gold mesh) w. Michelin MXL tires (excellent), \$400; set of 4 factory steel wheels (1974-76), need paint, \$100; used Weber DGAV (2 BBL, water choke), \$75; long neck differential (repaired case), \$175; calipers w/pistons (disassembled), \$808. Call Mike, (206) 546-9468.

For Sale: 320/323 1980-1983: BBS front air dam painted cashmere. Best offer over \$100. Joshua at 323-8915.

For Sale: Set of 13" Alloy Alum. rims, \$275 or best offer. 935-4311.

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

For Sale: 1987 535i, low miles, very clean, garaged. Color: Delphin w/pearl leather interior. Custom wheels and pinstriping make this 535i very distinctive & sexy. Asking price: \$22,500. Owner: Kris Skip, Phone (206) 747-3009.

Wanted: 3.2-liter 6-cyl crankshaft (3210 cc) for \$ or trade for balanced and polished 3-liter crankshaft with new front sprocket. Gary Hesse, day 878-6649, eve 872-0750.

For Sale: Four 320i factory wheels from an '81. \$240 for all. Call Tom at 283-9112 evenings.

For Trade: '84 Recaro style BMW sport seats, pearl leather, excellent condition - will trade for regular stock leather seats of same or comparable year / quality. Please call Bill at 644-2351.

For Sale: 24mm anti sway bar for 320i with Quickor urethane bushings, \$45. 783-8056.

For Sale: 320i Brake calipers and rotors - Upgrade your 2002, \$125; 4 speed transmission from 320i (79), \$225; Escort Radar Detector - steal it for \$95; 2002 engine complete except bare head (Does have cam, valve gear, etc.), \$300; Alpina front spoiler for 320i. New, never used, \$125; Brake booster unit from 320i, \$25; Sears Bushwacker (trimmer plus brush cutter) includes 8" blade. New, never used. 1/2 price at \$95; Volvo 240 series factory trailer hitch, including ball, bolts to frame, fits 78-86, \$90; Sheepskin seat covers, from '83 Rabbit but fit?, \$45. Ted Rodgers 432-2336, evenings.

For Sale: 1977 BMW 530i, white with navy leather interior, AT, A/C, 4PDB, PS, Cruise, AM/FM, 150,000 miles, wife's car, always garaged, excellent condition. \$6,500 firm. Call Yukio at 682-9107 (w), 248-2281 (h) after 7 p.m.

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For Sale: Parts and accessories for a 320i, Four 205/50VR x 15 Fuldas mounted on 7 x 15 Alpina alloys from Miller Norburn, \$1500; One BBS front spoiler, \$150, and Four stock springs, \$20. Ask for Jose, 824-7438 or 827-1700.

The Parting Shot

How to Buy a Car

By Dave Barry

The First Rule of Car-Buying is one that I learned long ago from my father, namely: Never buy any car that my father would buy.

He had an unerring instinct for picking out absurd cars, cars that were clearly intended as industrial pranks, cars built by workers who had to be blindfolded to prevent them from laughing so hard at the product that they accidentally shot rivets into one another.

For example, my father was one of the very few Americans who bought the Hillman Minx, a wart-shaped British car with the same rakish, sporty appeal as a municipal parking garage, but not as much pickup.

Our Minx also had a Surprise Option Feature whereby the steering mechanism would disconnect itself at random moments, so you'd suddenly discover that you could spin the wheel all the way around in a playful circle without having any effect whatsoever on the front wheels. Ha ha!

You can imagine how I felt, as an insecure 16-year-old with skin capable of going from All Clear Status to Fully Mature Zit in seconds, arriving at the big high-school pep rally/dance, where all the cool guys had their Thunderbirds and their GTOs with their giant engines and 23 carburetors, and there I was, at the wheel of: The Hillman Minx. A car so technologically backward that the radio was still receiving Winston Churchill speeches.

You don't see many Minxes around anymore, probably because the factory was bombed by the Consumer Product Safety Commission. You also don't see many Nash Metropolitans, another car my father bought.

The Metropolitan was designed by professional cartoonists to look like the main character in a children's book with a name like "Buster the Car Goes to Town."

It was so small that it was routinely

stolen by squirrels. It was not the ideal car for dating, because there was room for only one person, so the other one had to sprint along the side of the highway, trying to make casual conversation and sometimes dropping from exhaustion. Being a gentleman, I always made sure my dates carried flares so I could go back and find them at night.

Of course, today's cars are much more sophisticated, by which I mean "expensive." This is because modern cars employ all kinds of technologically advanced concepts such as measuring the engine in "liters."

Let's say you buy a car with a "5.7 liter engine": This means that when it breaks, you should not ask your mechanic how much it's going to cost until you've consumed 5.7 liters of a manufacturer-approved wine.

The most important consideration in buying a new car is the rebate. This is one area of automotive technology where America still reigns supreme. A lot of Japanese cars don't even have rebates, whereas some American car dealerships have become so sophisticated that they no longer even sell cars.

You just go in there and sign legal papers for a couple of hours, and get your rebate and your zero-percent financing with no payments due until next Halloween, and you drive home in your same old car. Ask your automotive-sales professional for details. He's clinging to your leg right now.

No! Just kidding! The last time I jokingly suggested that there was anything even slightly unpleasant about buying a car, several million automotive-sales professionals wrote me letters threatening to take all their advertising out of the newspaper and jam it up my nasal passages.

So let me state in all sincerity that as far as I am concerned, these people are gods, and car-buying is the most fun that a person can have legally while still wearing underwear.

But it can also be confusing. There are so many brands of cars today, with

new ones constantly being introduced, not only from domestic manufacturers but also from foreign countries such as Mars.

I refer here to the "Infiniti," a car that was introduced by a bizarre advertising campaign in which - perhaps you noticed this - *you never actually saw the car*. Really. All you saw in the magazine ads was ocean waves, leading you to wonder: is this a submersible car?

Or was there some kind of accident during the photo session? ("Dammit, Bruce, I told you the tide was coming in!")

But no, the Infiniti ads were done that way on purpose. They wanted you to spend \$40,000 on this car, plus whatever it costs to get the barnacles off it, although they refused to show it to you.

Why? Because the Infiniti is actually: The Hillman Minx.

No, just kidding again. The truth is that the Infiniti ads are part of an exciting new trend called "Advertising Whose Sole Purpose Is to Irritate You."

The ultimate example of this are the magazine ads for Denaka vodka, where a haughtily beautiful woman is staring at you as though you're the world's largest ball of underarm hair, and she's saying, "When I said vodka, I meant Denaka."

What a fun gal? I bet she's a big hit at parties. ("Pssst! Come into the kitchen! We're all gonna spit in the Denaka woman's drink!")

There's more to buying a car than just kicking the tires. You have to really know what you're doing, which is why, all kidding aside, I recommend that you carefully analyze your automotive needs, study the market thoroughly, and then purchase the car that you truly feel, in all objectivity, has the most expensive advertisement in this newspaper.

Don't thank me: I'm just keeping my job. -Seattle Times

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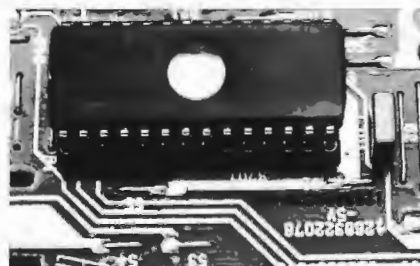
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