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2010 NEW YORK CHAPTER EVENTS CALENDAR

September

26th Fourth Annual Wine & Shine (rain date October 3rd)
Martha Clara Vineyards

October

24th Adult Safety School
Nassau Coliseum, Lot 8

December

4th Annual Holiday Party and President's Dinner
Seawane Country Club, Hewlett Harbor

How To Join:

To Join the BMW Car Club of America, call 800-878-9292 or visit www.bmwcca.org. BMW CCA national dues are \$48 per year, of which \$15 is for Roundel.



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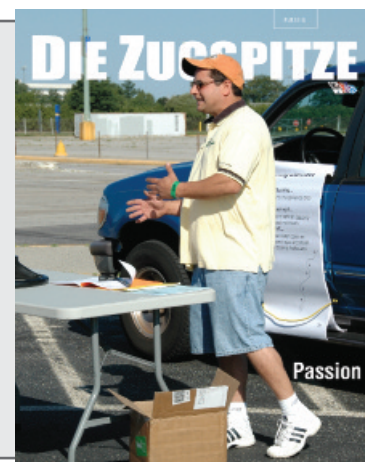
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On The Cover:

Passion: Matt Brod, Street Survival Coordinator, displays his passion as he conducts the classroom session in July.

Photo by Mike Allen





PRESIDENT'S PAGE

André Noël

Greetings BMW Fans,

As I pack for Oktoberfest, it's hard to believe that the summer is over already and what a HOT summer it was! BP was finally able to stop the oil leak in the Gulf of Mexico. This seems to have stabilized the price of gas for the immediate future. Only time will tell.

This summer, my family and I went to the west coast for a mini vacation. Driving over there is definitely different than driving on the east coast. The roads, for the most part, are very smooth and traffic, when moving, flowed at a decent pace. The only problem I had was with the entrance and exit ramps. There seems to be no rhyme or reason as to how they were planned out. I was in the San Rafael area off Route 101. I found a couple of entrance ramps that start with a 180 degree turn, then on to the highway that also serves as an exit lane for the next exit. You have to drive it to understand it, and no two exits were the same. They all have their own little twists and turns to put you off guard. Full attention is needed when entering and exiting the highway.

We took a ride to Muir Woods (this is where they have 225 year old Redwood trees). But let me warn you the drive to the site is not for the faint of heart. It consisted of a two-lane roadway up through the mountains – and I do mean UP through the mountains. No vehicles over 35 feet long are allowed. There are no guard rails on one side of the road, with blind turns and a speed limit of 25 mph. If it sounds like fun, it is, but you have to be very careful. Driving a rental car up and down the mountain was ok but it would have been a lot more fun if I was driving the M3 – maybe next time.

Fall is here and that means it's time for the annual Wine and Shine on the North Fork of Long Island. Go to the Chapter website for more details. We will also host an Adult Safety School on October 24, 2010. This event is for any club member over 21 who would like to brush up on their driving skills before the winter season starts. This is a low speed driving event where you test driving skills on a controlled course set up in a parking lot. Finally, Officer Elections for 2011 are approaching. Anyone interested in helping out or wanting to get more involved – this is the time to step up and make things happen.

Regards,
André Noël

2010 Call for Nominations For the New York Chapter Board

Open Positions: President, Vice President, Treasurer, and Secretary

Members interested in running need to be nominated by a member in good standing. Include a short statement supporting the nomination to::

New York BMW CCA, PO BOX 920576, Arverne NY 11692

Candidates for President and Treasurer must have prior service as a member of the Board of Directors in order to be eligible to serve.

Nominations must be received no later than **Friday, October 8th 2010**.

NY Chapter BMW CCA Bylaws can be downloaded here:
http://www.nybmwcca.org/downloads/NY_Chapter_By-Laws.doc

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Sunday Sept. 26th, 2010 12 noon - 3 pm
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All members attending will be eligible to enter their BMW in our popular clean car "Show & Shine" on the grounds of the vineyard in our dedicated parking area. Winners will receive bottles of select Martha Clara wines.

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**Additional LI North Fork information
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Additional information contact: stevegeraci@reflexphoto.com



The Instructor's Instructor

by Henry Broggi

Have you ever wondered how much training your track instructor received before jumping into your car? Thanks to Tony Funicello and the program he developed; fear not, since many have graduated "instructor training college". Because of its importance to so many in the chapter, we wanted to tell you more about Tony and the track instructor program he fathered.

I know Tony from attending events with Trackmasters Inc., a high performance driving organization run at Watkins Glen. Tony is both Chief Instructor and Classroom Instructor. Bill Schultz is their president. As a former school teacher, I have enjoyed Tony's approach. He is knowledgeable, witty, personable and most of all professional. Tony takes his job seriously. Warning: don't even think of skipping his classroom instruction without a damn good excuse, perhaps "the dog ate my car"!

What follows is a culmination of many evening calls and track side discussions with Tony. My goal in writing this piece is to help us better understand what training and preparation a candidate must accomplish before becoming a track instructor. Thanks to Tony's high expectations and his well developed curriculum, no one who has gone through his program gets in your car as an instructor without being totally prepared.

Much of what happened in Tony's earlier life helped to formulate his track instructors' program. Tony graduated from Syracuse University with a degree in psychology. He then joined the Peace Corps and spent two years in Ethiopia as a road construction equipment trainer with the Ethiopian Imperial Highway Authority. After his service in the Peace Corps, Tony began a career as a Foreign Service Officer in the U.S. Department of State. His first year was spent at the Department intensively learning the culture and language of the Vietnamese people for what turned out to be his initial Viet Nam assignment, the District of Cu Chi. Today, Cu Chi is a tourist attraction because of its maze of Viet Cong underground tunnels running between the outskirts of Saigon and the Cambodian border. As things turned out, Tony was seriously wounded in Cu Chi as a result of enemy activities. At the time, he was leading his combined military/civilian team on a military reconnaissance mission. He later received the distinguished Purple Heart one of the few civilians to ever be awarded this honor.

Following his two years in Viet Nam, Tony spent the next twenty years traveling all over the world with diverse assignments in countries from Panama (comfortable and interesting) to Cambodia (Viet Nam redux). After retiring in 1989, Tony renewed his childhood interest in cars, with the ultimate goal of driving on the racetrack. His father owned an automotive repair shop, where Tony turned many a wrench in his youth. He was well acquainted with cars. After toying for awhile with autocross, Tony bought a BMW E30 M3, and joined the BMW Car Club of America. His first experience with performance driving was at Lime Rock Park in November 1991. He was planning to attend with a friend who was familiar with track day routines; unfortunately his friend became ill and could not participate in the event. So Tony's first track experience was, as he put it, a "culture shock". Evidence of this state occurred in the hot pits, as he awaited his instructor in freezing weather, naively not knowing whether he was allowed to use the heater. When his instructor arrived – late as Tony's car was the last remaining on the grid – the first thing he said after his name was, "where the hell is the heat?"

“As things turned out, Tony was seriously wounded in Cu Chi as a result of enemy activities... he later received the distinguished Purple Heart one of the few civilians to ever be awarded this honor.”

At that time, formal instructional procedures and instructor professionalism were a far cry from what they are today. Instructors were often chosen via cronyism and their individual track driving skills, not necessarily instructional abilities. The result of this frequent practice was quickly demonstrated in Tony's case, as his instructor then attempted to sign him off to run solo after one track session. Tony quipped, "a high performance prodigy I was not". The instructor's lack of interest in instructing was evident; his interest was focusing on what he wanted to do – to become a racer. Fortunately, saner heads prevailed and the instructor kept on "instructing" during the second session. His next instructor, who turned out to be a buddy of the first instructor, was even worse and the same drama was repeated as he proudly informed Tony that he had little interest in cars – he was a motorcyclist. I hope these guys were better drivers than teachers. Tony calculated in his time as a student, he had well over thirty instructors and only six actually said or did something that noticeably advanced his on-track skills. This fact had a profound effect on what was to follow.

Tony, now thoroughly hooked on the world of High Performance Driving, proceeded to participate in every driving event he could find. This took him from Road America to Summit Point and every track in

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Display Your BMW CCA Sticker Proudly

by Paul McDaniel

June 12 2010: I'm a member of the New York Chapter of BMW CCA, and I have great story to share highlighting one of the MAJOR benefits of membership you may want to add to your list when recruiting members.

I was driving my 1987 535i eastbound on the Southern State Pkwy yesterday afternoon with my two little girls (5 and 4) asleep in the back seat, when my brakes went... pedal to floor... nothing! I managed to downshift my way to a stop on the side of the road between Exits 19 and 20. As I stood there trying to figure out how to get out of this mess, Matthew Brod – Street Survival Coordinator – of all people, just happened to be driving by,

He noticed my car, then noticed my BMW CCA sticker on my window and stopped to help. Being a plumber, he nearly immediately identified the problem--the seal on the cap of my power steering/brake booster reservoir was missing! I later found out this fluid does indeed pass through the brake system and this leak definitely caused my brakes

“ He then pulled a "MacGyver" – he got some duct tape out of his car and criss-crossed two pieces of it over the hole creating a workable seal.”

to fail. He then pulled a "MacGyver" – he got some duct tape out of his car and criss-crossed two pieces of it over the hole creating a workable seal. He then screwed the cap back on. Brakes work like new now! More importantly, I was able to drive my two girls home safely--all the way to Westhampton, mind you!

Matthew - thank you so much. You were an absolute Godsend yesterday!



Photo by Paul McDaniel

Paul McDaniel in his BMW with his BMW CCA Sticker

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Street Survival

Daddy's Recap

By Matt Brod, Street Survival Coordinator

We hosted a record 40 students completing the Street Survival Program this July. That was definitely larger than past years' events. In addition to our usual lane change and slalom courses, we were able to keep our skid pad slippery for most of the day with the help of SAND. The sand worked out much better than water, and was just as slippery. The reverse obstacle was revised to teach students the art of backing up in a straight line and around a curve. This simple task was the most challenging one for the students. Our instructor pool grew to include some new faces, which is a definite plus. There were also some of our seasoned veterans out to help instruct, coach and cheer on the students.

In all, I owe a gigantic debt of gratitude to all our volunteers who tirelessly worked to make this program a success. A special thanks goes out to the New York Chapter Board for taking up the slack this year.

I look forward to working with this same group of instructors, volunteers and cone jockeys for the Adult Safety School on October 24th 2010.

Photo by Mike Allen



Early on a Saturday Morning, Students Await the Classroom Instruction Under the Tent While Parents and Volunteers Start to Mingle.



Photo by Mike Allen

Matt Brod

The Emergency Lane Change Maneuver.

Photo by Mike Allen



al 2010

Thanks, Dad!

By Jenson Daniel Brod

Hi! My name is Jenson, and I am probably the youngest person to ever attend the Street Survival Program. I'm only 3 months old, and my Mom, Jacki, brought me to the event on July 31st at the Nassau Coliseum because she and my Dad, Matt, are in the BMW Car Club of America. They volunteer as the main organizers for the New York Chapter's Street Survival Program. I'm very proud of my parents because they are teaching me some very important lessons at a very early age. No matter how difficult our lives can be at times – and I'm sure my arrival has turned my parents' world upside down – we have to remember how lucky we are. And they have taught me that when we remember this, it can inspire us to give back to the community in which we live.

My Dad has been real busy with his plumbing business and I came along this past May. But Dad is very dedicated to the Street Survival program and managed to find the time to pull together another successful event this year. Although I couldn't stay for the whole day (I'm still kinda young), I saw that there were many teenagers enjoying learning about driving. I saw that over the course of the day, they went from being disinterested teens up early on a Saturday morning because their parents made them attend... to happy smiling teens that were learning about the limits of their own capabilities as well as their cars'... and they were having fun learning! What a relief! Learning CAN be fun!

During lunch, one of my Dad's best friends gave a very powerful presentation to the students about the perils of street racing. After watching a film about the topic, our guest speaker, Kevin Hart, spoke directly to the students. Back in 2001, a bad decision he made involved him in a tragic accident and he paid a heavy price. Now Kevin makes it his mission every year to teach each new crop of teens of the real consequences of their potential actions. Kevin is a fascinating guy, and I know my parents feel very fortunate to have such a reliable friend.

My Dad's work with Street Survival has had a positive impact on countless family's lives since he started coordinating this program for the New York Chapter. The Street Survival Program is so important to these students, and even a baby can see the dedication in the instructors and volunteers that make the program great. I can't wait until 2026 when I turn 16 and can drive on the course for real. OK, I gotta run now and play with my grandparents. They also came to the Street Survival event and really enjoying tickling me. I'm a lucky kid!



Photo by Jacki Brod

Jenson Daniel Brod



Photo by Mike Allen

"I didn't see that cone, sir! How long was it under my car?"



Photo by Mike Allen

Instructor's Meeting... Reviewing the Official Guidelines.

— continued on p12



Street Survival 2010

— continued from p11



Photo by Mike Allen

Lining Up for Lunch Gives Teens a Chance to Start Texting Again



Photo by Mike Allen

Look: A Teen Enjoys Himself While Learning. And He's Not Even Texting..



Photo by Mike Allen

Every Generation of BMW was Represented... and Mike's Corvette.



Photo by Mike Allen

Instructor Joe Fuchs Guides His Student in "The Back Up While Not Texting" Exercise.

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Media Update on the Death of Jack Pitney

Press Release

Woodcliff Lake, NJ – August 27, 2010... We have more information to share with you about the death of our dear friend and colleague, Jack Pitney. According to the sheriff's department in Greene County, NY, on Thursday afternoon (August 26) Jack was on his tractor at his farm in Durham. As he was trying to pull a tree stump from the ground, the tractor flipped with him still on board. The sheriff's department arrived at 12:40 PM and Jack was pronounced dead at the scene. An autopsy is being performed today. Funeral arrangements are still incomplete and we will send you that information as soon as it becomes available.

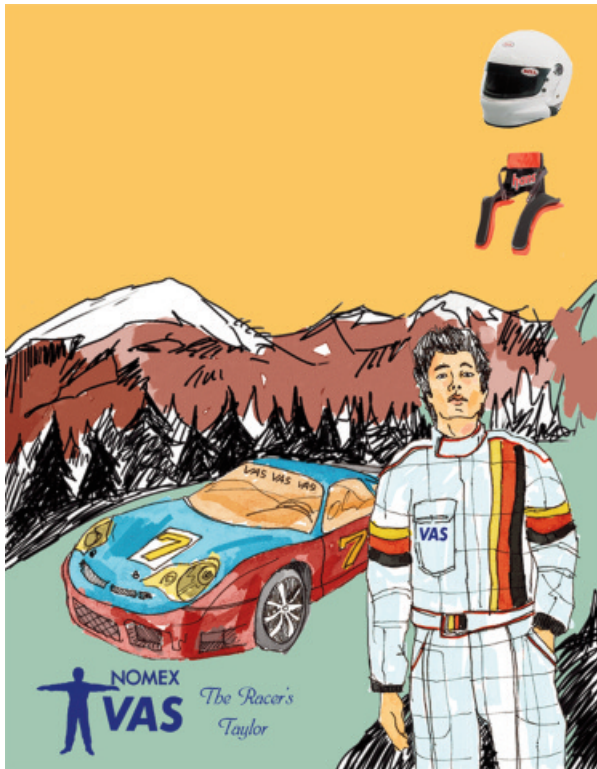
Thoughts from BMW of North America President Jim O'Donnell:

Our words are wholly inadequate at this moment. All of us who knew Jack are still in shock and only beginning to realize how deeply we feel his loss. He was not just a creative powerhouse but a genuinely nice man who was much loved by all of us. Our thoughts of course are with his wife, five children and other family members. He loved them tremendously and they were his first priority. They are in our prayers.

The outpouring of messages from Jack's many friends and media

colleagues has touched us all and we are moved by the depth of feeling that is being expressed.

Jack had been in the office earlier this week and I know how excited he was looking forward to his new role heading BMW Group's Eastern Region here in the U.S. Jack brought excitement and electricity to his work. And yes, he inspired those around him because of his infectious enthusiasm for BMW and his never-failing good humor. He leaves a great legacy here at BMW Group. His years in Communications prepared him for his groundbreaking role launching MINI with a style we had never seen before. As head of BMW Marketing, Jack personified the brand and the values that motivate us in this company. Being a true creative soul, Jack couldn't wait for the next challenge and I personally was looking forward to seeing the innovations he would bring to his new role in Sales. All of us at BMW Group are in mourning over his loss. Our headquarters here in Woodcliff Lake is a very quiet place today as we all reflect on the loss of this good and wonderful man.



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The Instructor's Instructor

— continued from p6

between. Within one calendar year, he had accumulated an impressive forty five track days. Tony was anointed with the instructor's crown at Lime Rock Park. But this crowning was based entirely on his driving skills. Nobody ever tested his instructional abilities, a point not lost on him.

As one can imagine, Tony's pace was high adrenaline. In 1993 Tony started the first classroom curriculum on High Performance Driving theory and practice with the Patrol Chapter. He turned out to be quite adept, so much so that other chapters began to ask him to conduct their classroom sessions. At this point Tony started to get paid for his services. Between 1993 and 1995 he taught at dozens of HPD events all over the northeast. In 1995 Tony attended an event run by Trackmasters. Up to this point Trackmasters was strictly for open track drivers and there was no school involved. At that time Geoff Helfond was managing Trackmasters. Soon Tony and Geoff struck up a solid friendship. Geoff asked Tony if he would be interested in organizing a school for Trackmasters on an experimental basis and Tony agreed to take on the project. Geoff wanted the school to be small, so as to not offend the other car clubs by way of competition. He wanted novice students only – his idea being that Trackmasters could direct the students to the other clubs once they reached an intermediate skill level. This sounded great but now Tony needed to recruit instructors. The first effort was to offer free track time to those open track participants who had instructor experience. This worked for a while but he soon became disenchanted with their level of instructional ability. Tony decided that he was personally going to test both driving and instruc-

“Instructors were often chosen via cronyism and their individual track driving skills, not necessarily instructional abilities.”

tional skills of every instructor interested in working with Trackmasters, rather than take them on face value. He reluctantly had to turn away most of the applicants, as they were not up to his demanding standards. He required instructors that could package and deliver a message that addressed the student's personality, absorptive capacity and interests. Meanwhile, the school expanded in numbers because many students wanted to stay with Trackmasters, rather than move on to other clubs. As such, the testing and teaching of instructor applicants became burdensome, since Tony was also teaching the Trackmasters classroom along with other car clubs. There had to be a better way.

It was in the winter of 1997 that things took a dramatic turn. Tony attended an instructor seminar put on by an instructor guru under the auspices of the BMW Car Club's New Jersey Chapter. Their seminars continues to be extremely well attended. Tony found the instructor to be “really good”. But, in the midst of his presentation, Tony had an

epiphany: he realized that he had the training, experience and skills to develop and conduct an instructor training program himself. This revelation immediately put him on a path to what is now called the Instructor Training School, or ITS program. After several months of twists and turns the program began to reach its final configuration. Tony realized after initial experimentation, that what he had in mind would not work under the Trackmasters format. He had to find a more traditional HPD platform. The answer: BMW's Genesee Valley Chapter. Not only did Tony have a close relationship with the chapter, it had and continues to have a sterling reputation for putting on first-rate HPD schools. GVC embraced the concept, which resulted in the launching of the first ITS in 1999. A whole lot had happened before the ITS could actually set sail, including questions around how to get organized: what criteria would be set for the students? What about the instructors? How were they going to be selected? And, how would we evaluate their prior training?

As we can see, these issues have been worked out. In the course of doing so, new interesting terminology was introduced. A student became an instructor candidate or just “candidate” for short. The instructor became a mentor”. For example, there were labels such as the “white knuckler” to describe timidity, as well as his opposite, the “loose cannon”.

The essence of the ITS program is that it puts the emphasis on a teaching methodology based on the student, rather than on the HPD technique. It achieves this in two parts. The first takes place in the classroom, where the candidate's analytical skills are enhanced to better help them understand the nature of the various students they will encounter. They are exposed to a concise definition of the essence of high performance driving in order to help them quickly develop an instructional message tailored to their individual student's requirements. The second part takes place in the car with the introduction of the mentor/candidate concept. Here, the mentor plays the role of the student and the candidate plays the role of the instructor. What the candidate doesn't know is that the mentor has been provided with a behavioral profile beforehand by the person managing the program. The mentor could demonstrate anything from a white knuckler to a loose cannon in the course of their session-by-session time together on the track. A “time in/time out” procedure enhances this relationship. As the candidate instructs the mentor, the mentor stays in his role until he decides to take a “time out” to advise the candidate on how he or she might have given a clearer instruction for a particular situation. Once the candidate understands what his mentor is advising him, the mentor will go back into the role by saying, “time in.”

An important aspect to this procedure is that all of the mentors are demonstrating the same given behavioral pattern in any one track session. This way, once all of the candidates have completed a particular exercise with their mentors, they can share their experiences with fellow candidates when they return to the classroom, thereby reinforcing the exercise lessons. A critical part of this particular methodology is something Tony calls the “three minute drill”. Here, the candidates practice

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The Instructor's Instructor

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interviewing techniques that, once mastered, allows them as instructors, to learn a great deal about their students in a very small amount of time. Why three minutes? Because that is often all the time an instructor will have as he jumps into a student's car for the first time.

With the GVC ITS program up and running and getting better with practice, word began to spread about this new instructor course. Eventually the news reached BMW CCA's Driving Events Committee, helped in no small part by Ross Karlin, the Committee's representative from the North Atlantic Region. It just so happened that Ross, a veteran club instructor, was an ITS mentor. Eventually the Committee came to watch Tony conduct an ITS school and liked what they saw.

A previously scheduled meeting was held in Dallas which brought together chapter representatives as well as BMW CCA officials from all over the country. The ITS program was among the various elements of club business discussed. Tony was its presenter. The club officials announced that the ITS would be the club's national instructor training program. The Club sought standardization of the instructor training throughout all the BMW chapters. Not all chapters bought into the idea, some being protective of their own instructor training efforts. The BMW CCA officials allowed the chapters to continue to put on their own training programs, but the only program to receive support

funding from National was going to be the ITS.

What followed for Tony was a series of trips throughout the country to include California, Colorado and Texas to help install the program with participating chapters. Interestingly the Porsche Club of America, of which Tony is a member, also adopted the ITS methodology as the basis for its own national instructor training program. While Tony no longer conducts ITS programs, they continue to be ably carried out in the BMW club, in particular by a number of Tony's colleagues, most notably in the northeast by the Genesee Valley and New Jersey Chapters.

So, with his mission accomplished Tony decided to retire again and move to Florida. Nevertheless, his retirement would not last, as he subsequently continued as Chief Instructor for Trackmasters, flying north for each event. The next stretch in the retirement cord came when Tony was offered and accepted the position of "Director of Track Operations" at the new Monticello Motor Club, in Monticello, New York, while continuing on as Chief Instructor, for Trackmasters. So what lays in the future for Tony? Maybe Formula 1 with Scudaria Ferrari! One thing is clear – hundreds of students and instructors can be thankful to Tony's dedication and commitment to the formation of the ITS and the program of instructing instructors.

See you at the track! ❖

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Street Survival 2010

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Photo by Mike Allen

Instructors GJ Dixon and Heidi Ellison confer on training.



Photo by Mike Allen

The Skid Pad was Very Effective with Sand.



Photo by Mike Allen

Matt Brod, Street Survival Coordinator. He's Smiling Because He's in a Porsche.