

# the Profile

newsletter of the  
white mountain chapter BMW CCA

## Rhode Island Five-0



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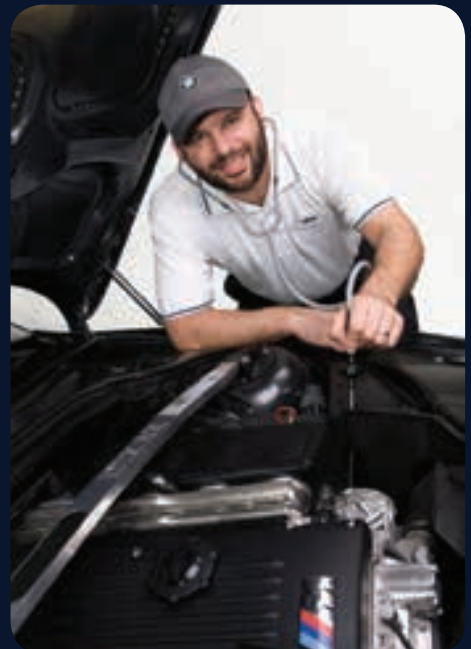


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- |                                    |   |   |   |
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### on the cover

**original image:** David Harrison's mom  
**post-process:** Martin Callahan



It took him 50 years to do it, but David Harrison finally made it to Rhode Island.

One stop along his road trip was the Beavertail Lighthouse, at the entrance into Narragansett Bay. One of the first three lighthouses established in the colonies, it was built in 1749, originally of wood. In 1779, it was burned by retreating British sailors. Rebuilt of granite in 1856, the current tower stands 64 ft. from ground to beacon. In 1977 it was added to the National Registry of Historical Places.

### about the Profile:

*The Profile* is published every two months. Club members are encouraged to submit BMW and/or club related articles and photos for publication. **No submission is too short, really. Even if it's just a paragraph or two, send it in!** Longer features are certainly welcome as well. All submissions must be digital, and all images must be submitted at their highest available resolution.

Submission deadlines are always the first Friday of the month prior to the newsletter issue (i.e. deadline is in May for the June/July issue). Send all submissions or questions to the copy collection editor. For information on advertising in *the Profile*, contact the newsletter advertising manager.

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## Hic Et Nunc: Augustus MMXIV Your Chariot Awaits

by: David Harrison, WMC president

All hail August! The month was named after Caesar Augustus, the Roman emperor. August is the perfect month for road trips and it is fittingly so named, since old Caesar was known for building great roads throughout the empire and traveling afar (if only to conquer the rest of Europe). Too bad he never had the opportunity to enjoy his roads in a top-down BMW like we can – I'm sure he would have loved it! Whether your choice mode of transportation is chariot or automobile, August is the perfect time to get out and enjoy the open roads, and if you opt for the later, you can do so with your friends in the BMW CCA.

The club's August calendar tempts us with destinations both near and far. The White Mountain Chapter and Boston Chapter are well into our busy season with events taking place from Canada to Rhode Island. As they say, there really is something for everyone. Check out my favorite summer happening on the 10th - The Concours d'Elegance in Brookline, MA. The show is on the grounds of the Larz Anderson Auto Museum. The museum itself is a wonderful destination anytime, but when you add "BMW Day" to the mix it becomes an essential affair to see for fans of our beloved Bavarian marque.



Caesar's BMW Roadster?

4hp performance tuned power train and of course Roundels and stylin' trim.

but don't forget to bring your driving shoes and sun block. Spectators may attend for free and are afforded a fantastic inside look of the track, pit areas, garages and of course can spend the day surrounded by lots of nice cars and great people.

With too many calendar events for me to detail in this column, I invite you to check out the WMC and the Boston Chapter websites for yourself. There you'll find the dates and all the details. If you might be interested in helping with additional events, you are more than welcome to come dine and conspire with the Social Events Committee or attend the open Chapter Membership dinners. We'd love to hear your ideas! Drinks and a light dinner are always free for everyone who attends.

Hope to see you this summer and may you enjoy some time with your club - I know I will...

David



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## Chapter Membership

### There are no dog days these days

by: Michael Morin, WMC membership chair

As it happens every year, we're winding our way through the final weeks of summer. In the months until the next Profile issue, you can count on all sorts of events for every personality and every level of driving enthusiast. We've got a trip to Yankee Candle, Larz Anderson Museum for BMW Day and Vermont's Green Mountain Chapter's OktoberFAST. For the more spirited driver, we have driving schools at Watkins Glen with Boston Chapter, advanced driving skills school and our Fall Foliage driving school and club race at NHMS. There are no excuses this year to complain about the dog days of summer. There are plenty of fun things to do and curves to embrace. Get out there and have fun!

On the membership news front, the White Mountain Chapter has had a loss of 8 members since the last issue of The Profile. We have 574 primary members, 87 associate members and 10 LIFE members for a total of 671 members. Out of those, 642 of our members reside in New Hampshire. Locally speaking, Hillsborough County has 35% of the membership and Rockingham, 32%. Nashua is the city with the highest concentration of members with 49. Bedford is next with 28. Rounding out the top 10 are Manchester, Merrimack, Hollis, Amherst, Concord, Windham, Dover and Derry.

*Still finding sand in places it shouldn't be,*

*Michael*



*Welcome!*  
to our newest  
White Mountain Chapter members

Erik Potts	*	Stratham
Yousef Al-Humaidhi	*	North Hampton
Chris Hicks	*	Hudson
Phil Whittimore	*	Derry
John Kulcsar	2006 Infiniti G36	Gilford
Robert Segal	*	Concord
Gordon Arnold	*	Wakefield
Todd Worcester	*	Merrimack
Thomas O'Toole	2014 328i xDrive	Nashua
Jeffrey Ray	*	New London
Charles Baldwin	2005 M3	Nottingham
Bruce Wiggett	*	Plymouth
Glenn Lieberman	*	Gilford
Cole Lieberman	*	Gilford
Paul Lillios	1987 M6	Concord
	1995 M3	
Michael Richardson	*	Farmington
James Burton	*	Nashua



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- Watch club videos
- Quick access to the BMW CCA website to:
  - Join
  - Renew your membership
  - Manage your account
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- View the club Facebook and Twitter feeds
- Listing of club discounts
- Contact information for the National Office



## Coast to Coast, Border to Border Fifty at Fifty

by: David Harrison

Well I made it to the big “Five-O”! Actually I recently reached two milestones, giving me 50 at 50.

Apparently reaching the age of 50 means you are expected to be over the hill and living on borrowed time. People started asking me if I had any regrets or unfulfilled quests in the last half century and wanted to know if I had a bucket list to accomplish before time runs out. The questions certainly got me thinking about the possibilities.

I have already married the love of my life, my existence is “comfortable”, and I have enough material possessions to keep me entertained forever. While appreciating those who are rich and famous, I long ago decided I would not, or could not, be the next Bill Rogers, Ronald Reagan, or Jacque Cousteau. My place in the universe seems appropriate based on my efforts. No regrets here.

My family asked if I had any unseen must see destinations? I admit, I would like to see France, Germany, or even Belize, but I could die happy without going around the world. On the other hand I decided I wanted to see Rhode Island for the first time. Why little old Rhode Island you might wonder? The answer is more straight forward than you think.

Let me explain. It turns out, 50 years of living in the USA, with over two decades of them in the US Air Force, has allowed me to visit 49 states. Although I called many states home over the years, many others were travel destinations. Without trying too hard my wanderings have taken me



**A great road trip is always better when shared. David's mom & David making memories.**



**Opulent grander of the Newport Mansions.**

coast to coast and border to border (mainly by BMW, the few exceptions were Hawaii by jet and Alaska by ship). After 49 years, the tally ended up being 49. So my goal became tiny Rhode Island for 50 at 50.

### **Being so small, Rhode Island was simply too hard to find.**

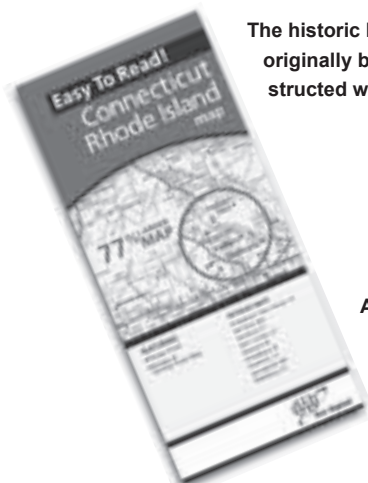
When my Mom came to visit this year I decided to plan a trip for just the two of us to the elusive state with the funny name. FYI, did you know the full name is Rhode Island and Providence Plantations? Ironically, the smallest state in our union has the longest name. Being so small, I regularly used the excuse that Rhode Island was simply too hard to find. Point in fact, the BP oil spill in the Gulf a few years back, was larger than this little corner plot of New England.

Using GPS, AAA maps, and a fully fueled X3 one recent sunny morning, we started



our journey to find the elusive “HOPE” state. And find it we did, actually, well before lunchtime. Enchanting back roads led to small seafood diners, lighthouses, and surprisingly even to a derelict aircraft carrier. All sights and vistas were new to these two travelers whose first day destination was Newport Naval Station. The station made for a good overnight stay and starting point for the next day of visiting the renowned “Mansions of Newport”. What a testament to the gilded age of American wealth and prosperity were these “homes”.

After dinner on day two, we headed home with our mission 50 accomplished! I guess you could say it took me 50 years to travel 100 miles. Now let’s see how many states I can cover again in the next 50.



The historic Beavertail Point Lighthouse originally built in 1749 of wood and reconstructed with granite in 1856.

One of the great little seafood shacks enjoyed along the way.

Almost an icon of days gone by—a fold-up paper road map?!



Help us save BMW...

**well at least a small part of it.**

*The Library, Archives, and Museum Program (LAM) has created a repository for BMW-related historical documents, literature, and paraphernalia, providing the public with access to rare and interesting BMW artifacts while ensuring their continued existence. This archive is housed in Greenville, South Carolina near the BMW CCA National Office and BMW Manufacturing.*

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864.329.1919

## Insurance Coverage During HPDE Events It's Not What it Used to Be

by: Ryan Staub, BMW CCA

Each year BMW CCA Chapters organize many high-performance driver's education events (HPDEs) throughout the country. Over the years BMW CCA has earned a tremendous reputation for putting on educational, safe, and structured events; targeting what BMW CCA members are most passionate about—appreciating their fine automobiles in ways that just can't be recognized in daily street driving.

For years BMW CCA driving enthusiasts had a sense of comfort knowing that their standard auto policies covered them while participating in BMW CCA HPDEs. Most policies only excluded coverage while participating in "timed or competition events." Since BMW CCA HPDEs are educational in nature and untimed, most insurers covered the events.

Around the 2003-2004 timeframe however, many insurance underwriters

began to recognize the additional exposure presented by individuals involved in HPDEs and modified their exclusion language accordingly. At the beginning, a few companies implemented new language to exclude coverage "in a performance driving event" and the like. Since the initial

**Contact your insurance agent to confirm your coverage.**

**"It really is quite simple."**

rollout of the exclusions, nearly all auto insurers have followed suit with restrictive exclusions for individuals involved in HPDEs.

Many track enthusiasts may have researched this topic prior to 2003, and believe that they are still covered while driving at BMW CCA HPDEs. Enthusiasts must understand that insurers do have the ability to change policy terms at each policy renewal. The typical policy holder receives their renewal, looks at the bill, and sends a check to renew their policy. In the pages following that bill, insurers include a "coverage update" that details any policy changes (the fine print). Unfortunately these changes often go unnoticed by insurance consumers. For you individuals involved in HPDEs, it is very important to review your policy before your next track event. If you don't have a current copy of your policy, your insurance agent can send another upon request. A quick review of the exclusions section of the policy will reveal any language targeted at eliminating coverage while participating in events held at racetracks. Our vehicles are

*continued on page 10* ▶

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## BMW CCA Day Historic Fest at LRP on Labor Day Weekend

by: John Sullivan, BMW CCA North Atlantic VP



Lime Rock Park and the BMW CCA are once again offering all club members an exclusive and exceptional deal for celebrating BMW CCA Day at Lime

Rock's vintage racing event, the Historic Festival -a weekend of serious BMW-themed fun at the storied Connecticut racetrack. Aug. 30-31.

The ticket price, exclusive to BMW CCA Members and their guests, is only \$40 pp for the two days. That's almost 60% off the regular \$95 gate price! (The cost for kids 12 and under is only \$10). Take advantage of this screaming good offer to come and enjoy the spirit of BMW CCA today! But don't wait, this unbelievable offer is being strictly limited to 400 tickets, available for purchase by BMW CCA members only. Each BMW CCA member may however purchase as many tickets as needed.

Lime Rock Park is a scenic, family friendly venue with lots to do for both adults and kids, with great food and track viewing areas under trees all around the track. Lime Rock Park is a bit over a three hours' drive from Manchester, NH.

To purchase your special ticket package, you will need to call Lime Rock Park at (860) 435-5000, weekdays 9:00-5:00. Be sure to have your BMW CCA membership number at the ready.

*See the June & July edition of the Profile for more details.*



# The BMW Car Club of America

## A Word Puzzle for CCA Fans

created by: Martin Callahan

You may well know that the club is divided into five national regions, and further subdivided into over 60 chapters, but how well do you know their names? Test your club knowledge and name the 25 chapters that make up the North Atlantic and South Atlantic regions.

Unscramble the names in the first column and write them in the spaces of the second column. As a hint, each chapter's state is listed. Once unscrambled, use all the circled letters to decipher the hidden phrase at the bottom. Find all the unscrambled words in the bank of letters.

CT- TNONCCCUITE YALELV	○□□□□□□□□□ □□□□□□
DE- RDAEEWLA LVELAY	□□□□□□□□ □□□□□□
FL- TIRFS STCAO	□○□□□ □□○□□
FL- ENHSISUN BRSIMEM	□□□□□□□□ □□○□□□□
FL- ALOIDRF NSU TCSEA	□□□□□○□ □□□ □□□□○
FL- EREVDALSGE	□○□□□□□□□□
GA- ECRPAETHE	□□□□○□□□□
MA- TBNOSO	□□□□□□
ME- NPIE ERET	□□□□ □□□□
NC- LAERTHE	○□□□□□□
NH- TWHEI NOANMIUT	□□□□□ □□□□□□□□
NJ- ENW SEYRJE	□□□□□□□□□□
NY- EEEENSG LAYLEV	○□□□□□□□ □□○□□□
NY- TROPNAO	□□□○□□□□
NY- EWN KORY	□□□ □□□□
PA- CPOON OTUANMNI	□□□□□□ □□○□□□□□
PA- YIANTNT MSIERBM	□□□□□□□□ □□□□○□□
PA- GANLHEELY	□□□□□□□□□□
PR- UEOTRP CIOR	□□○□□□□ □□□□
SC- EPLNRASDPA	□□□□○□□□□□
VA- ANTLNAOI AALICTP	□□□○□□□□ □□□○□□□
VA- EETRDATWI	○□□□□□□□□□
VA- RDLBEEIGU	○□□□□□□□□□
VT- NGERE UONMNAIT	□□□□○ □□□□□□□□
WV- NOMTUINA ESTAT	□□○□□□□□ □□□□□

G Y Y G N S N  
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P R X U L N R  
I X H Q B L D

**hidden phrase clue:** what we are

○ ○ ○    ○ ○ ○ ○ ○ ○ ○ ○    ○ ○ ○ ○ ○ ○ ○ ○    ○ ○ ○ ○



answer key on page 10 ►

◀ HPDE Insurance Coverage - continued from page 8

often the most treasured property we own, so it is important that you understand exactly what coverage is included under your policy while participating in HPDEs. Do not assume that you still have coverage based on what your read or what your agent may have told you years ago.

Drivers who find they do not have coverage under their current standard auto policy and aren't willing to take the financial risk of driving on track without coverage do have an option available. BMW CCA partnered with Lockton Affinity Motorsports in 2009 and launched a special insurance program. The BMW CCA - HPDE Insurance Program offers our members single-event and annual/multi-event physical damage insurance at very affordable rates. The premiums are based on vehicle value; the average premium for our members is \$195 per event. Due to BMW CCA's excellent safety record, our members receive a 10% discount when purchasing a single-event policy for a BMW CCA HPDE event.

If you've been considering attending an HPDE but haven't for fear of damaging your car, this insurance program offers you an affordable option to protect your car and still join the fun of HPDEs. Research your auto insurance policy and go to your next event knowing whether you have coverage on the track or not. If you determine that you won't be covered, consider getting supplemental coverage from Lockton Motorsports:

[locktonmotorsports.com/partner/bmw-cca-2](http://locktonmotorsports.com/partner/bmw-cca-2)

*This article was originally published on [www.bmwcca.org](http://www.bmwcca.org) March 2014.*

Answers to Word Puzzle  
on page 9



THE ULTIMATE DRIVING CLUB  
Hidden Phrase

- VT- MOUNTAIN STATE [3,4,2,N]
- VT- GREEN MOUNTAIN [4,1,S]
- VA- BLUE RIDGE [5,4,5,N]
- VA- TIDEWATER [2,3,6,S]
- VA- NATIONAL CAPITAL [7,1,S]
- SC- SANDLAPPER [5,2,7,S]
- PR- PUERTO RICO [1,2,7,N]
- PA- ALLEGHENY [7,4,2,N]
- PA- NITTANY BIRDMEN [7,3,3,N]
- PA- POCONO MOUNTAIN [6,2,3,S]
- NY- NEWYORK [5,1,S]
- NY- PATROON [6,3,8,S]
- NY- GENESEE VALLEY [2,1,4,N]
- NJ- NEW JERSEY [3,1,0,N]
- NH- WHITE MOUNTAIN [1,3,3,S]
- NC- TARHEEL [1,4,3,N]
- ME- PINETREE [4,3,3,S]
- MA- BOSTON [6,2,2,N]
- GA- PEACHTREE [1,3,6,N]
- FL- EVERGLADES [2,2,6,S]
- FL- FLORIDA SUN COAST [5,10,S]
- FL- SUNSHINE BIRDMEN [6,1,6,N]
- FL- FIRST COAST [2,1,5,S]
- DE- DELAWARE VALLEY [3,2,5,N]
- CT- CONNECTICUT VALLEY [4,3,2,N]

Scramble & Search [Over/Down/Direction]

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## Summer Invasion of Massachusetts White Mountain Chapter to Roll South of the Border

by: David Harrison, WMC president & SEC member

In keeping with the White Mountain Chapter's extended activities we are scheduling two outings to the Bay State. Both involve BMWs and a host of friends from north and south of the border.



On Sunday, August 10th, the WMC will be represented at the Larz Andersen Museum in Brookline for "BMW Day". The Boston Chapter runs the event and invites all BMW fans to attend. See more details online at the WMC or Boston Chapter websites.

On Sunday, September 14th, the WMC will be gathering at the Yankee Candle Factory in South Deerfield. Come visit, dine, and shop with us. We will meet at Chandler's restaurant which is part of the YCF. You may join us for lunch at the award winning restaurant or just follow your nose into the factory store.

You will be amazed at the assortment of candles and other shops. Again, checkout the WMC website for details and updates.

Hope to see you there.

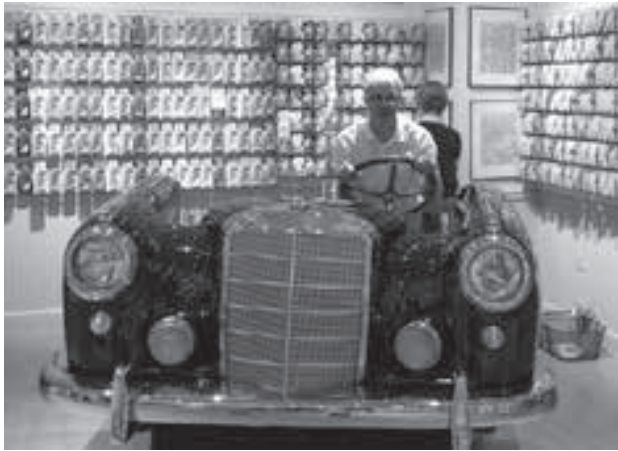


photo: Paul Michall

Make the drive to the Yankee Candle Factory and you'll certainly experience something different.

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## Upcoming Events and Noteworthy Dates for Your Calendar

[www.whitemtn-bmwclub.org/calendar.html](http://www.whitemtn-bmwclub.org/calendar.html)

*Dates and Times subject to change. Always check the website for most current info.*



**Sunday August 10th, 2014 9:00am - 2:00pm**

### Larz Anderson Auto Museum - BMW CCA Day

Come witness the history and evolution of BMW. Any vehicle from the Bavarian carmaker's long and storied past is welcome at this show. Classic 2002s to modern M-cars and more on the lawn. 15 Newton St., Brookline, MA  
COST: \$20 entry fee

**Saturday August 16th, 2014 8:00am - 4:30pm**

### Advanced Driving Safety Skills School

Have fun and learn important car control skills at our Advanced Driving Safety Skills school. New Hampshire Motor Speedway NHMS COST: \$85, Register NOW! (until 08/08/14)

**Monday August 18th, 2014 6:30pm - 8:30pm**

### Social Event Committee Meeting

Join the Social Events Committee in planning for up-coming events. New committee members are always welcome. Meeting location is The Common Man of Windham, COST: FREE Food and Drinks, RSVP

**Friday September 5th, 2014 5:00pm**

### Profile submission deadline

All general content (excluding ads) to be considered for inclusion in the Oct/Nov *Profile* must be received by the copy collection editor. Submissions and questions to [editor@whitemtn-bmwclub.org](mailto:editor@whitemtn-bmwclub.org)

**Monday September 14th, 2014 11:00am - 12:00pm**

### Drive and Dine - Yankee Candle

Each month, the Social Events Committee is organizing a fun Drive and Dine event. Take a little time and spend it discovering (or revisiting) some of New Hampshire's interesting and fun dining experiences. Chandler's at Yankee Candle, 25 Greenfield Road, South Deerfield, MA  
COST: Pay Your Own, RSVP

**Wednesday September 17th, 2014 through Thursday September 18th, 2014 8:00am - 5:00pm**

### High Performance Driving School

Watkins Glen HPDE - Hosted by the Boston Chapter Watkins Glen, NY, COST: Varies, Register NOW! (until 09/08/14)

**Monday September 22nd, 2014 6:30pm - 8:30pm**

### Social Event Committee Meeting

Join the Social Events Committee in planning for up-coming events. New committee members are always welcome. Meeting location is The Common Man of Windham, COST: FREE Food and Drinks, RSVP

**Saturday September 27th, 2014 through Sunday September 28th, 2014 7:00am - 5:00pm**

### Fall Foliage Driving School & Club Race

Be sure to sign up early for the best pricing. New Hampshire Motor Speedway, Loudon, NH COST: TBD, Register NOW! (until 09/16/14)



**Friday September 26th, 2014 through Saturday September 27th, 2014 5:00pm - 8:00pm**

### VT OktoberFAST

OktoberFAST is a German car show inviting all German marque automobile owners to show off their Pride and Joys in the heart of Vermont's Green Mountains. For more details and cost info, contact the Green Mountain Chapter. RSVP

**Sunday October 5th, 2014 8:00am - 2:00pm**

### Bavarian Autosport Show and Shine

This event promises to be a great day filled with camaraderie, good food, thousands of dollars in free raffle prizes, awards and, of course, lots and lots of BMWs. Held at BavAuto World Headquarters in Portsmouth, NH., Questions? Contact (800) 535-2002. COST: FREE w/ Complimentary Drinks and BBQ, RSVP

**Monday October 13th, 2014 6:30pm - 9:00pm**

### Chapter Membership Dinner

Come join us for engaging conversation, camaraderie, and a free light dinner and drinks at our bi-monthly meeting. This month's meeting location is at The Common Man restaurant of Windham. COST: FREE Food and Drinks, RSVP



**Friday October 17th, 2014 through Sunday October 19th, 2014 8:00am - 5:00pm**

### High Performance Driving School

NHMS HPDE - Hosted by the Boston Chapter  
COST: Varies, Register NOW! (until 10/12/14)

**Monday October 20th, 2014 6:30pm - 8:30pm**

### Social Event Committee Meeting

Join the Social Events Committee in planning for up-coming events. New committee members are always welcome. Meeting location is The Common Man of Windham, COST: FREE Food and Drinks, RSVP

*more on the chapter website!*

## Performance Upgrade Checklist

- ✓ Performance Exhaust System
- ✓ High Performance Ignition System
- ✓ High Flow Intake System
- ✓ Performance Chip

Great. But, how much did you gain?

Bring your BMW to New England Dragway's popular Wednesday & Friday Street Night before and after you make those upgrades. Establish a baseline and make sure you're getting the most for your performance dollar.

New England Dragway is conveniently located off Exit 8—NH Route 101 in Epping, New Hampshire. Visit our website [www.newenglanddragway.com](http://www.newenglanddragway.com) for more information.



Bring this ad for a \$3 discount on a Wednesday or Friday Spectator ticket!

#### about chapter calendar:

Registration, RSVP, travel directions, and details for all listed events are on the chapter website.

High performance driving schools have special advance requirements.

Contact the advertising manager for ad submission deadlines.

## SMARTwheel Putting the Kibosh on Distracted Driving

by: Pete McDonough

Albert Einstein once said, “A clever person solves a problem. A wise person avoids it.” If this is the case, then I am now in the company of a wise young man.

A few months back, a friend of mine asked me to attend the NH Start Up Challenge sponsored by the Manchester Young Professionals Network. The event, now in its sixth year, is a statewide business plan competition that awards the winner a package of cash and in-kind services worth \$55,000.

For anyone who’s tried getting a business off the ground, you know that this type of award is a big deal. Hosted by the Alpha Loft at their Elm Street offices in Manchester and catered by N’awlins Grille, the event was a great time to socialize, network and see various businesses that NH natives are trying to grow. As a car enthusiast, you might imagine that my curiosity was piqued when TJ Everts took the floor to make a pitch for his company Inventioners Etc. and their SMARTwheel product.

SMARTwheel is an aftermarket device that’s purpose is to monitor a driver and detect unsafe hand positions on the steering wheel. The SMARTwheel (Safe Motorist Alert for Restricting Texting, Tweeting, Typing, Touchscreens, Takeout and Touch-up) has been designed to detect the following unsafe hand positions:

- no hands on the wheel
- one hand off the wheel for too long
- two hands next to each other (a common texting position)

Through the use of sensors and other components, the SMARTwheel will provide audio and visual feedback to the driver. This feedback is logged and can be reviewed later for use as a teaching tool.

TJ and his peers at Inventioners Etc. have been competing in First Lego League (FLL) competitions since 2004. Since then, they have racked up impressive achievements winning the NH State Champion title four times and besting 15,000 competitors in 2010 to nab the FLL World Champion title. During one of these competitions, the idea for the SMARTwheel was developed as the group looked to address a transportation safety challenge. With 6,000 deaths and 400,000 serious injuries occurring every year, they identified distracted driving as a growing problem and set their sights on how they could prevent it.

As they’ve developed and refined the product during the last several years,



TJ Everts of Inventioners Etc. at the New Hampshire Start Up Challenge

they’ve received guidance and feedback from many noteworthy sources. The team has worked with MIT on a university funded pilot study to test the product’s effectiveness, received an endorsement from former US Secretary of Transportation Ray La Hood, met with President Obama at the White House Science Fair and even appeared on ABC’s Shark Tank to pitch their product. Although they did receive an offer for investment they chose not to sign. They did, however, get an invaluable experience and exposure.

Since that appearance, they have incorporated their business and received a utility patent from the US Patent and Trademark Office. (Kudos go to the Nashua Law firm of Maine Cernota and Rardin for their pro-bono support of Inventioners in pursuit of their patent.) The Sharks believed that the value of the product could be found in licensing the technology to auto manufacturers but that they wouldn’t license it until they knew there was market driven demand for it. As such, TJ and his team are now working to prove that the demand is out there – and waiting untapped for them to realize. TJ’s goal is to have a SMARTwheel in every car for the 10,000,000 teen drivers in the US.

### SMARTwheel

Safe

Motorist

Alert

Restricting

Texting

tweeting

touchscreens

takeout

touch-up



So far, the Inventioners have been funded by roughly \$30,000 in personal assets. But as they work toward their formal product launch in September they are hopeful to receive additional funding from the NH Startup Challenge and are also targeting \$500,000 in seed funding. These funds, in whole or in part, will support a three phased go-to market strategy. Initially, PR and marketing will drive direct sales through their website; the unit will be offered at a retail rate of \$199. The next phase will include a partnership approach with various organizations including automobile insurance companies,

auto clubs and driving schools. TJ is already in talks with three of the top six national insurance companies and hopes to structure an arrangement in which the product pays for itself with rebates and/or reduced premiums. The final phase will be a retail roll-out to the usual brick and mortar suspects and others as may make sense.

All of the preceding represents a tremendous set of accomplishments – but did I mention that TJ is only 18 yrs old? That changes the accomplishment factor substantially. At first blush, his boyish appearance is nothing if not unassuming. But as he speaks, you quickly realize that he is wise well beyond his years. I know that TJ is destined for great things because of the passion he exudes for his business and his drive to prevent distracted driving and its potentially deadly consequences.

Check out the Inventioners’s SMARTwheel website:

[smartwheelusa.com](http://smartwheelusa.com)

Stayed tuned for the upcoming product launch. And with any luck, we’ll get TJ to Street Survival and Advanced Drive Safety Skills so he can spread the word on distracted driving!

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*Availability and details subject to change. Always check the website for most current listings.*



**Cars For Sale**

**2001 Black/Tan 330xi**  
VIN WBAAV53441JR80083

Excellent condition. 133k miles, leather, sun-roof, cold-weather package, alarm, garage-door opener, Harmon-Kardon stereo w/CD, tires w/lots of tread, no rust, followed BMW "old-school" maintenance. \$6000. Call Paul Michali at 603-289-4458 or e.mail Paul via the chapter website.



**X3 Cargo Cover**

Interior cargo bay retractable cover, gray, fits BMW X3 2004-2007, slightly used in very good shape - never really used. Located in Derry, NH. \$250, new about \$700. Call Rachelle Harrison at 603-216-2829, or e.mail Rachelle via the chapter website.



**Breyton GTS-R Wheels**

Set of four, 18" gunmetal red stripe Breyton GTS-R wheels as seen in centerfold poster and on front cover of the Feb/Mar 2014 *Profile*. 1-Series fitment, will fit 3-Series w/spacers. No curb rash! Staggered sizing - Front: 18x7.5"/45mm offset. Rear: 18x8.5"/48mm offset. Used only two summers. Southern NH pickup/delivery or shipped (you pay). \$1300 new, asking \$600 obo. Call Chris Taylor at 781-910-3765 or e.mail Chris via the chapter website.

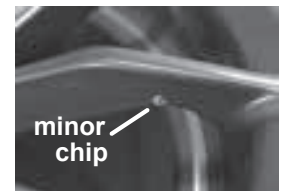
**Parts for Sale**

**Thule Roof Rack with Ski & Bike Carriers  
w/ E36 Foot Adapters**

Two Thule square cross bars, two bike carriers, a ski rack for three pairs, wind deflector and foot adapters for 1992-1998 3 Series. Has some wear and tear but it all works fine. \$900 new, only asking \$250. Call Pete Kohalmi at 603 224-9886 or e.mail Pete via the chapter website.

**Wheels - BMW Style '188'**

OEM 17" x 8.0V-Spoke alloy wheels, set of four. Originally came with 225/45R-17 run-flat all season tires. Rims are off of a 2008 335xi with Sport Package. Set includes four working TPMS sensors. The tires are worn beyond their useful life. E.mail Chris Hegarty via the chapter website.



**Wheel and Tire Package - BMW Style '30'**

OEM 16" double-five-spoke alloy wheels that came with E36 and E46 sport package 3 Series BMWs. All in good shape and true. Tires are Dunlop SP Sport Signature size 225/50R16. Bought last August with only 5000 miles on them. Asking \$500 for the set. Call Pete Kohalmi at 603 224-9886 or e.mail Pete via the chapter website.



**about classifieds:**

Chapter members can submit (non-commercial) ads at no cost, which will run for three months on the website. Ads listed on the website at the time of publication are published in *the Profile*, space permitting. (Submit photos for inclusion with printed classifieds to *the Profile's* copy editor.) Ad requests submitted online are subject to approval by the WMC. The submitter, not the WMC, is responsible for the accuracy of ad content. The WMC cannot guarantee, in any manner whatsoever, items listed in the classifieds. To see the most current selection of classified ads, check out the chapter website.



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