

October 2016

NEW JERSEY SHORE BMW RIDERS Inc

Don Eilenberger, president@njsbmwr.org

Klaus Huenecke, Vice President

Art Goldberg, Treasurer

Jim Thomasey, Secretary, Newsletter Publisher

Dennis Swanson, Trustee and Instructor General

Don Eilenberger, Newsletter Editor

Joe Karol, Trustee; Roger Trendowski, Trustee; Bill Dudley, Trustee; Dave Rosen, Trustee, Dan Thompson, Trustee

Happiness is not a station you arrive at, but a manner of traveling. - *Margaret Lee Runbeck.*

Government is not reason, it is not eloquence, it is force; like fire, a troublesome servant and a fearful master. Never for a moment should it be left to irresponsible action. - *George Washington*

Happiness is good health and a bad memory. - *Cesare di Bonesana Beccaria*

Governments exist to protect the rights of minorities. The loved and the rich need no protection: they have many friends and few enemies. - *Wendell Phillips*

People take different roads seeking fulfillment and happiness. Just because they're not on your road doesn't mean they've gotten lost. - *Cesare di Bonesana Beccaria*

Democracy is the art and science of running the circus from the monkey cage.- *H. L. Mencken*

A scoundrel will forever be a scoundrel, no matter which coat he wears. *Laura Moncur (1969 -), The Secret Heart of Charlotte Lucas, 2014*

He mocks the people who propose that the government shall protect the rich that they in turn may care for the laboring poor. - *Grover Cleveland*

Indecision may or may not be my problem. *Jimmy Buffett*



President's Message:



Sometimes you just get to a fork in the road, and figure – what the heck.. either way is fine.

That seems like a lot of my riding lately. Not being rushed, and not having a true destination is really a liberating experience. Go when you want to, where you want to, if you want to.

My last few longer rides have been like that. I'm lucky being retired with a tolerant wife. Going to California and back was simply every day getting up and heading somewhere in a generally westerly direction. When people asked where I was going my response was "West until I'm tired of it, or hit an ocean.." I hit the ocean first.

Then last fall I convinced Dan Thompson to head to Nova Scotia and Cape Breton. I'd been there before, so there were no "must-do" places for me, leaving me free to ask Dan where he'd like to go today. His choices were great, and we had a good time wandering around Nova Scotia and New Brunswick provinces.

This spring – I decided to go south. There were a few states I hadn't been in on 2 wheels. So – I set out to visit them. I sort of built a destination of sorts – a "National Road" - the Natchez Trace (think Blue Ridge without hills or curves) so that meant I got to visit Tennessee (been there before on 2 wheels) and Mississippi (first time on 2 wheels) and Louisiana (first time on 2 wheels) and Florida (first time on 2 wheels).

Not having a time schedule, except having to be back for a wedding in June made for a great ride – go where I wanted and when I wanted. You can read about the conclusion of that trip in this issue.

This fall has been fairly quiet – I've had the urge, but other things got in the way. I hate when that happens. Happily – we did have a successful and mostly dry Oktoberfest in the Catskills, with guests from other clubs in the NorthEast. The guests spoke well of their experience – and intend to join us again next year, perhaps with even more guests. We had seven NJ Shore people at the Oktoberfest – it would have been nice to have more.

This Saturday is the 3-Club Rumble. We've (the 3 NJ club Presidents) have been working to try to get the 4th NJ club involved (North Jersey BMW Riders – located in the Northeast corner of the state.) We'll see this Saturday if we were successful. **I'm sure ALL of you will turn out to support and dominate this event.**

Meanwhile, watch for deer (it's that time of year) and keep the rubber side down!

Don (Recycled-President)

Letters to the Editor!

Hi Don,

Just a quick note to tell you we had a great time this weekend & that is was nice meeting you & your club members. Jane says she would like to come back next year. Maybe we can get some others from our Lehigh Valley Beemer Club to join us, too. Take care & thanks again for the invite.

Regards,
Mark Pederson



SERVING THE MOTORCYCLE COMMUNITY SINCE 1977

JERRY FRIEDMAN
The Motorcycle Attorney
One Greentree Center, Suite 201
P.O. Box 649
Marlton, New Jersey 08053

www.law4hogs.com
e-mail: law4hogs@aol.com

1-800-LAW-4-HOGS

Hey Don,

Thanks again for the invitation to hang with your friends in Round Top this past weekend. Everyone I met was quite nice & friendly, and Jerry and I had a blast cruising around on Saturday.

Assume your ride home was as dry and safe as mine. The Chromeheads are considering booking the same place for a few days next August. Discussions are being had with our members as we speak. My friend Bob Smith is apparently going to be seeing you this weekend (the guy we discussed from Marlton with the Ivory R1200C and Triumph Rocket III) and he has some questions for you.

Again thanks and say hi to Jerry, Dan, Klaus and the others I met whose names escape me.

Larry Barasch

Just a short note thanking the NJSBMW club and Don Eilenberger for putting this event together. I was unable to attend the entire event due to other conflicts. but was still warmly welcomed. I contacted Wendy at the venue, explained my particular situation, and arranged to arrive Saturday afternoon, partake of Saturday night dinner and Sunday morning breakfast for a very reasonable price.

My 1988 RS had just been renewed front to back after 100,000 miles that Friday. Took off Saturday around noon for a shakedown cruise through the Catskills to make sure everything was working properly and was very pleased to find a new bike feeling under my butt. I do love riding this bike ! Put on about 150 miles before arriving at the Crystal Brook Resort, approximately 60 "crow miles" from home. Had ample

time to check in, unload saddlebags and relax before 6:30 dinner. Dinner was served "family style" with no shortage of choices or quantity. Quality and preparation of the food was excellent.

After dinner, we adjourned to the adjacent biergarten hall for not one, but two different ensembles playing just what sort of music you might expect (Stairway to Heaven was not on the set list) in a very professional and spirited manner. Between sets there was a very special ceremony to enjoy. I won't spoil the surprise, but Don did immortalize it on his webpage, Facebook or some place in the social media universe. Sunday morning breakfast was just as good as dinner and provided me with just what I required to get back on the road.

The venue was very nice, clean, good beds, TV and A/C in my room. Not the sort of venue Mr. Trump might attach his name to, but it was just fine for me to relax in the company of like minded riders and their spouses for a most enjoyable laid back weekend.

If possible, I will be back next year. I would encourage you to consider attending this event as well. Great area to ride in, very nice facility, friendly staff, reasonable pricing and excellent Gemucklichkeit as well.

Friedle

FluffyButt – III

New Jersey BMW Riders - FluffyButt-III is kicking off on the date of the 3-club (4-club?) Rumble on October 8th.

What is FuffyButt-III? FB-III isn't a contest - it's a challenge. Prizes aren't awarded - but certificates suitable for framing will be. (The IronButt organization gets away with this, and charges for it - we're free!)

What's the challenge? To photograph yourself and/or your bike at various locations. The photo must show that you RODE to the location.

Where are the locations? The locations this time aren't specific - they're more along the lines of a scavenger hunt. We might ask for a

photo of a locomotive - it's not a specific locomotive - it's ANY locomotive with your bike in the photo, and even better you and your bike in the photo. You can also submit more than one photo for a "location" - if you like taking photos of locomotives - you could submit multiple photos of you/and/bike/and/locomotives - as long as the locomotives are not the same. The photos don't have to be taken in NJ - although it's nice if they are.

What are the certificates about? Well - the obvious one is for completion. If you manage to submit a photo for every location on the list - you'll get a completion certificate. What other certificates might be awarded? That's up to the judges, but I can see a certificate for "best story" to go with a location certificate. There are no hard and fast rules on the certificates - what strikes the fancy of the judges will result in what additional certificates are awarded.

Will there be an awards ceremony? Sure. We can do this. The contest runs from 3-Club-Rumble-2016 to a week or so before the 3-Club-Rumble-2017 - so it would seem the awards ceremony could be held at the 2017 3-Club-Rumble (or 4-Club-Rumble if the North Jersey BMW Riders decide to join us.)

How do you submit the photos? Facebook. There is a Facebook group setup: <https://www.facebook.com/groups/185273725215349/> for FluffyButt-III.

The group is "private" - meaning it doesn't appear on Facebook unless you know about it. That also means that people who aren't members can't access what's posted to the group. It's as private as Facebook can get. It's a super-secret Facebook group, and you've been invited.. that's about as cool as it can get.

How do I do this? To join the group: (1) Be a Facebook member (2) Go to the link above and ask to join the group. I'll approve you, and then all will be revealed. Then go ride and take some photos.

The list of locations is now available on Facebook. Please share this with fellow BMW riders in NJ. It should be fun!

Join in the fun – join the Facebook Group!

2016 New Sweden Last Chance Rally (kinda) Sept 25th - 27th

Ben P

The riding season is coming to an end for most of us and New Sweden's Last Chance Rally lives up to its name for BMW riders in New Jersey. Jun and I usually try to round up some biking friends for one last moto-getaway. This year, we managed to get 3 other friends to commit. We decided that since the weekend nighttime temperatures would be in the 40s, we would arrange to rent a cabin at Buena Vista Campground.

We all met at Harley D's of Ocean County. Jun and 2 of our friends took advantage of their open house displays and food and ogled at the sights. I arrived last and we immediately left soon thereafter. First stop was lunch at RJ's on Rt. 9 in Toms River for Filipino food. We then proceeded to Buena via Chatsworth and Batsto Village.

Upon arrival at Buena, we unloaded our gear at the cabin and then went to the rally site to check out the flea market and then say hi to New Sweden friends. A quick look around revealed that Jun and I are the only Shore riders. I recognized a few faces from the Finger Lakes club. We decided that we were not going to register for the rally. Instead, we had our own little own little guys' night out with some beer, Chinese food and our endless bike banter with a Filipino twist.

The attendees: myself, Jun, Gin (an Indian Sikh by birth who grew up in the Philippines) and the brothers Bing and Hermy. In case you wanted to know, two were on Harleys and three on BMWs but the Harley riders also own BMWs.

Sunday morning, we started making fun of the snorers. Hermy shot a short video as proof of the cacophony. After packing up, we had breakfast at 54 Diner. We stopped by the Padre Pio Shrine nearby and then headed to Philly for a quick stop at the Cardinal Neuman shrine in lieu of attending Sunday mass. Lunch was in Philly Chinatown. We ate at Wong Wong at the corner of 10th and Race. Their specialty was Peking duck, which was quite good. The beef stew noodle soup was not as successful, a verdict every-

body seemed to agree on. I hate going to Chinatown and come away underwhelmed by the food. As we walked back to our bikes for our individual rides home, we all bid each other farewell. It was a great finale to the 2016 riding season.

Some notes from our China trip

Bill Dudley (and Zhao)

The 14 hour plane ride from Newark to Beijing is interminable but China Air doesn't suck as much as it could. Beijing is exactly 12 hours "in the future" from New Jersey time.

Finding the hotel on Sunday was a major adventure. Apparently, verbal directions weren't very good. Google maps is not up to date (roads missing, or not marked as pedestrian/motorcycle only.) Our hosts' mapping app wasn't much more useful in getting us to the hotel.

The Google empire is partially blocked in China; gmail worked sometimes, google play usually blocked. The internet is slow here, too.

I can't figure out how to call China numbers from our roaming AT&T phones whilst in China. Our hosts have loaned us another Android phone and a Chinese SIM card, so now we have a local phone number and local cell phone data. AT&T's data roaming packages are pitiful and expensive, so if you're here for any length of time, count on getting a local SIM card with data (if you can).

Zhao cooks "American-ized" Chinese food to some extent, so I'm spoiled at home. Here, the more authentic food is sometimes "challenging" (chicken feet, pig stomach, etc.) but I'm able to eat about 50 to 75% of what's put in front of me. Fortunately Zhao knows my Western tastes and is able to help in menu selection. Eating less, perhaps I'll lose weight, which would be an excellent thing. Also, our hosts bought me a case of diet Coke.

My American name and foreign passport makes it difficult for our hosts to buy train tickets, airline tickets, hotel reservations, etc. Further, foreigners are required to stay in "quality" hotels. We were turned away from a hotel because foreigners aren't allowed to stay there. Every hotel

reservation had to include the question: "We have a foreigner with us; can we stay in your hotel?" This rule is a government mandate.

My passport is needed for just about everything; train tickets, hotel check-in, etc. Bags are x-rayed at subway entrance, before boarding trains.

The "bullet" train hit 307kph (190mph) and holds that speed for the full 5 hour ride, except for the odd stop at a station. When a station doesn't merit a stop, the train wails through it near full speed!

Each train car has two (maybe more) bathrooms, one of which is "normal", the other has a stainless steel trimmed "hole in the floor" (not open to the track) that one squats over to relieve oneself. My knees aren't good enough for that, but so far I haven't needed to use a squat toilet. Also, make sure you carry your own toilet paper. This is in short supply everywhere; hotel rooms supply you with a roll that is down to 20% or less, if you're *lucky*; one hotel supplied a little folded wad that amounted to a dozen or so "sheets" of toilet paper. Forget finding paper in a public toilet.



This is a heavy duty two wheel transporter. I wish I could have found an unladen one so you could see better. It has FOUR shock absorbers and a large cargo area behind the driver. It's electric.

The Chinese don't do "cold" food or drink. Many restaurants have no ice at all. I'm getting used to ambient temperature soda. Coca Cola is available in lots of places, but diet Coke (Coke

light) is rare.

There are *five* ring roads around Beijing. "Interstate" traffic around Beijing is about like that in the NYC area - dense, often sluggish. Possibly less road rage than I'm used to in the US. Local road traffic, on the other hand, is "crazy". The rules, if there are any, are often ignored, especially by scooter riders. I would be afraid to drive here, and I'm not afraid to drive in New York City.

Most secondary roads have a dedicated bicycle/scooter lane; sometimes a painted line separates, sometimes Armco or cement.

The huge majority of scooter and motorcycle riders ride with no safety gear at all. However, many ride behind lap blankets, hippo hands, and sun-blocking face shields so as to avoid getting either wet, road-grimed, or sun-tanned. Further, plenty of scooters have some kind of roof accessory added on.



The "Long Wall"

On the way back from Friday's hotel breakfast, we met four men who were about to leave in two sidecar rigs for an organized ride to see the Great Wall (which the locals call "the Long Wall"). An ex-pat German who has lived in Beijing for 9 years sells these tours. We will investigate this further. The sidecars were a Ural rig and a Chang Jiang rig.

More to come next month!

September Meeting Notes

September 14th, 2016 Meeting, was held at the Park Nine Diner in Freehold since Schneider's was closed for vacation.

- 1 - Call to order (7:30 - Don)
- 2 - Welcome new/returning members (Don)

There were no new or returning members.

- 3 - Treasurer's Report (Art G) – we have in excess of \$750.

- 4 - Secretary's Report on Membership (Jim T) – we have 56 paid members.

5 - OLD BUSINESS

- a. **Breakfast Club** (Don, Roger, ??) - meetings have been taking place.
- b. **Website** (Bill D) and Yahoo, Blog (Don) – Nothing to report
- c. **Report – Oktoberfest** – a final hands up for the annual Oktoberfest.
- d. **Membership drive** - Greg W? No report
- e. **3-Club Rumble** – Meetup time/place set
- f. **Distracted driving campaign?**
No response.

6 - NEW BUSINESS

- a. **Fluffybutt-III** Don reported on plans

- 7 - **Open floor** for discussion (Anyone)

Meeting Adjourned 8:00PM and we retired to the parking lot for tire-kicking,

A general consensus after the meeting was that Schneider's handles our needs and diverse group in an exemplary manner. A "normal" waiter at Park-9 seemed overwhelmed by our ordering style and the need for separate checks. Food and the room were fine though. Thanks to Park-Nine for hosting us.



Perfect weather, Great Running Bike, & Optimum Traffic to Bob's

Roger Trendowski

Well, two out of three isn't bad.

Friday September 23rd I decided to take a jaunt down to Bob's BMW in Jessup MD for their Saturday Oktoberfest and flea market.

I received no replies to a club email asking for interest in this short 400 mile, day and a half trip. So on Friday I left from Middletown at 11am {"Eilenberger" time zone} and took the slab down the GSP, I195, and NJTP.

My first deviation from the slab was at the turnpike Exit 4 where I worked my way to the Benjamin Franklin Bridge. Factory Tours website lists the US Mint as one of several tours in this part of PA and I thought it would be interesting to check out a tour on my trip to Bob's BMW.



US Mint - Philadelphia

The US Mint is located just across and south of the bridge in historic Philadelphia. The tour was a bit of a letdown from my other recent factory tours at Martins' Guitar Company and Harley Davidson Factory. Very little coin production was active on this Friday afternoon and the "tour" was self-guided which means I had to read display signs along the long multi-level building aisles. Also, NO photographs were allowed inside the building as directed by multiple security guards and signs.

Up to this point in my trip the traffic was bear-

able, even in Philadelphia. After leaving the Mint, the traffic (on Friday afternoon) leaving center-city was dense, but moving at 60+ mph. It took about 30 minutes to reach Walt Whitman Bridge area on I95.

From this point through the Baltimore Ft. McHenry tunnel traffic was typical for a Friday afternoon escape.... Stop-and-go's to Indianapolis speedway exhilaration.

After reaching the destination area, I located my AirBnB resort. Actually it was a modest house located about 10 miles from Bobs. Nice place: pleasant owners, private basement apartment w/small Kitchen, living room, and two bedrooms. To my surprise, Barry the owner was temporarily working in Matawan NJ a few days a week, re mediating contaminated soil from a defunct factory site. "Small world." Saturday morning at Bob's was excellent... about 20 flea marketers were on site along with Bob offering great deals in the store.



I spent a few hours looking around and buying a few things and then ran into Glenn Larson, a previous NJSBMW member who moved from Marlboro to Delaware some years ago. Glenn is still riding BMWs and owns of a small-engine repair shop in Delaware much like he had in NJ. He was finally cleaning out the surplus bike stuff after moving it all to Delaware.

Riding back home on Saturday afternoon was uninterrupted except for another trip deviation. As I crossed the Walt Whitman bridge, I remembered that the New Sweden Last Change Rally was located somewhere is south Jersey. My 4 year old Garmin maps couldn't find the Buena

Vista Campground (a private campground site) so I inquired at a couple other similar sounding parks near Buena NJ... to no avail. Finally I resorted to communicating directly with a gas station attendant (please don't tell my wife that I asked directions}. He had no idea what I was asking or where local campgrounds were located.

As I pulled down my helmet visor, the dull-roar of several Beemer's became apparent from around the corner. Within 100 feet, a dozen BMW riders entered a private nondescript driveway behind the gas station. I merged into the riding crowd and entered New Sweden's Rally Park.



Nancy G – organizing the field games

I enjoyed watching field games, having dinner and having conversations with many friends.

I made it home by 9pm... Great weekend... excellent weather and "ride"... not so great Friday afternoon traffic.

Wandering the South – part 5 – The Finale..

Don E

A complete YouTube video of this trip can be found at: <https://youtu.be/J4nkxEfambQ>

May 31st - Last seen – Leaving Birmingham Alabama

In Dayton TN. It's about 35 miles northeast of Chattanooga. I rode through Chattanooga on the way here (I have Doofus set to "Avoid High-

ways") and I was impressed. Appears to have a nice and vibrant downtown.

The rest of the ride was pleasant and hot, but not too challenging. I mostly followed Rt-11 through Alabama, a bit of Georgia and Tennessee. No crowd once out of the Birmingham suburb, decent to brand new pavement, good passing opportunities meant I was usually going just a bit faster than the 55mph speed limits. Saw 2 officers and they both had customers already. The biggest trick to avoiding meeting them personally is when you get to a reduced speed, small village, school zone, SLOW DOWN

Now in for the night in an almost brand new Sleep Inn and Suites in Dayton. Seems the "Sleep Inn" level of the Choice chain were bottom drawer rooms, but when they add the "and Suites" they're usually nice places. For \$88 I'm not complaining. I might even try the indoor pool later. A case where my LD Comfort shorts will serve double duty, although since I think I'm the only guest even that might not be necessary.

Stopped in Fort Payne AL to meet a web friend, but he got stuck in a meeting so that didn't happen. What did happen was a stop at a BBQ place that was excellent. Had the smallest thing on the menu, and it was plenty.



BBQ – need I say more?

June 1st – Christianburg VA

Not much to report for today, it was a making time day, hoping to get ahead of some weather that's coming in.

Looking for a motel with dinner within walking distance limits the choices a bit, so I'm at a Comfort Inn with a Cracker Barrel in the parking lot. Other than that, the place has nothing to recommend it. It's the usual interstate exchange cluster of motels and fast food.

Some people obviously know how to travel in style.. seen in the CB parking lot:



Wonder what he had in the tail-trunk of the Goldwing?

June 2nd – Harrisonburg VA

I was trying to think if I took any pictures today, and you're in luck.. I took a few while hiding not too effectively under a deserted gas stations canopy from torrential thunderstorms. They're not particularly interesting but they're all I've got:



Doofus has been increasingly erratic lately. I think dementia is settling in. I gave her the simple task of getting me from Blacksburg VA to Frederick MD, "avoiding highways". I gave her the start and destination and said "Go". She took this as a challenge to find barely paved

roads, gravel roads and one dirt road. When I passed on gravel and dirt she got even by taking me down roads that used to be paved, but now are crumbling asphalt.

What could have been a 3.5 hour highway trip was predicted to be a 6 hour no highway trip, and in reality took about 8 hours. Next time I'll use Tyre (great route plotting program that talks to Garmin) and force her to do MY bidding.

Tomorrow, home. I can do that back roads route without a map or GPS

June 3rd – Frederick MD to home!



National Donut Day! That means a FREE donut at Dunkin Donuts (with purchase of any beverage, restrictions may apply, calories may be

consumed, etc. And so on..)

So 95/295 going to the Delaware Memorial Bridge, is, as usual, at a standstill. So off at Christiana and into a DD for a quick lunch. Where to my surprise I not only get my senior discount, I get a free donut. Whadda deal.



Those who have ridden the upper MD route with me know exactly where this pic was taken!

It's over. A spring trip through the southern US, bagging some states I'd never been to on 2 wheels, visits to two of my favorite transportation museums, and a view of the gulf coast that I'd wanted to see. States? NJ, DE, MD, WV, VA, AL, GA, MS, LA, FL, TN, KY.

Museums? The Lane Museum in Nashville TN, home to more odd and unusual vehicles than any other US transportation museum. Barber in Birmingham AL, proving that there are well over 800 different solutions to what a 2 wheeled vehicle should be. A quick drive through New Orleans, I would have stayed if there had been a place at a reasonable price, but at least I can say I rode through. And a few small town museums.

Weather? From rain gear and heated jacket liner to mid 90's. I can understand now why riders in MS and LA consider June the end of their riding season.

The excuse? Natchez Trace. Actually quite interesting once I accepted it was not going to be challenging. BTDT now, dunno if I'd do the entire thing again.

Did a bit of Blue Ridge, had fun at Morton's Spring Fling, arrived home with no scars or even near misses, and the bike ran like a champ

no matter what I threw at it.

Would I do it again? Sure, but as part of a coast to coast to coast ride. People asked if I get lonely riding distances solo? Nope. When I stopped often someone would go out of their way to come over to talk. It might just be a brief chat, but it reinforces my view that most people are decent and friendly. Riding solo makes you very approachable unlike when riding in a group.

Been fun. Next one? Probably after the MOA national. Thanks for following along..

2016 Event Schedule

Please email the editor with additions/corrections.

October

- **October 5th – Moribundi Lunch**
- **October 8th – Three Club Rumble - Skylands this year. Asbury NJ**
- **October 12th – Meeting**

November

- **November 2nd – Moribundi Lunch**
- **November 9th – Meeting (nominations)**
- **November?? - IDEAS??**

December

- **December 7th – Moribundi Lunch**
- **December 10th – Club Dinner - RD**

Swanson

- **December 11th – Toy Run, Children's Hospital – Jim Thomasey**
- **December 14th – Meeting (elections)**

There are also the regular Saturday morning "Breakfast Club" meetings, also announced via the Yahoo group list. Moribundi lunch locations are announced via Yahoo, and are at 12:30PM, the first Wednesday of every month.

Monthly Meeting October 12th

**Schneiders German-American
Restaurant
Main St (Rt 71) Avon NJ**

**Eat @ 6PM
Meeting starts at 7:30PM**

Motorcycle Insurance from a fellow rider and club member



Greg Wright

greg@johnbwright.com

www.johnbwright.com

800-224-6693

Contact Greg Wright for all your motorcycle and other insurance needs. Greg is a club member, fellow rider, and club supporter.

The Wright Agency can provide at least 3 competitive quotes while making sure you're protected!

More than just buying insurance:

- Face to face personal attention.
- Quick, fair claims processing.
- We're there when you need us.

When it comes to insurance, our philosophy is simple – the broadest coverage at the best price, fast claims response and the advantage of a local agent.

See the difference personal services makes!