

Greater

LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER • ISSUE #3 • 2014



(From left to right) Bob Smith, Executive Director GLANCD A, Craig Cerro, CEO San Gabriel Valley YMCA, and Tom Hoffman, Owner of Puente Hills Chevrolet, and GLANCD A Board Member

GLANCD A Presents YMCA With \$20,000 Gift

The mission of the San Gabriel Valley YMCA is to put Christian principles into practice through programs that build healthy spirit, mind, and body for all. The YMCA's core values of caring, honesty, respect, and responsibility are the focus of everything we do. These are the core values that build strong kids, who in turn become healthy and productive adults able to build a strong and caring community. Our current programs include one LAUP preschool site in Azusa; our Family Resource Center in Bassett that offers emergency food, clothes, and referrals to families in need. We are currently exploring ways in which we can expand our programs to bring YMCA values and activities to even more seniors, kids, and families.



APRIL 9TH, 2014 - SACRAMENTO

Join GLANCD A and support our industry by joining us in Sacramento for a day of meeting with elected officials. GLANCD A members get to attend the CNCDA Dealer Day for free. GLANCD A will reimburse the registration fee for GLANCD A members after April 9th, 2014. We will also help with scheduling meetings with legislators who represent the district that you do business in.

If you are not a GLANCD A member, now is the time to join and take advantage of the many benefits (including 2014 Los Angeles Auto Show Ticket Package) and help our industry continue to be heard in Sacramento.

For questions contact Bob Smith at 213.748.0240

Register for Dealer Day now at www.cncda.org

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GLANCD A and Fritz Hitchcock support the Friends of Rowland Hills School Foundation

About FORUS Foundation

The Friends of Rowland Unified Schools (FORUS) Foundation is the education foundation that raises funds to support innovative classroom instruction through teacher grants and an endowment for enrichment activities in the Rowland Unified School District. We are a volunteer-run non-profit 501(c)3 corporation.

The FORUS Foundation incorporated in 1997. Since its inception, over \$315,000 has been raised for scholarships, and classroom grants. Grants range from \$100-\$2,500 each, and are used for innovative programs, supplies, and equipment. Given the economic challenges schools face due to decreased State funding, financial support for Foundations like ours is needed more than ever.

Our Endowment is growing slowly, and it funds other district wide programs. We helped with the Laptop Learning program in 2 of our schools, providing a few laptops for student use. With the school district, we also jointly funded a robotics after-school program for students.

Current areas of concentration include planning a Fall fundraising event, seeking grants for overhead and a part time office secretary, growing our Endowment, plus building the number of Directors on our Board.

For more information please visit:
www.rowlandschoolsfoundation.org



GLANCD A **Board of Directors**

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SCHEDULE OF EVENTS

Wednesday April 9th, 2014

- Registration opens at 9:00 a.m.
- Lunch & Meeting of the Members 11:30 a.m. – 2:00 p.m.
- Capitol appointments 2:00 p.m. – 5:00 p.m.
- Legislative Reception & Dinner 5:00 p.m. – 7:30 p.m.

Where

Sheraton Grand Hotel
1230 J Street
Sacramento, CA 95814



NAME: _____ SPOUSE/GUEST: _____

DEALERSHIP/COMPANY: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE: _____ FAX: _____

E-MAIL FOR CONFIRMATION: _____

The registration is free to GLANCDAs members. The fee is \$99 for dealers in Los Angeles County who are not GLANCDAs members.

PAYMENT INFORMATION

The registration is free to GLANCDAs members. The fee is \$99 for dealers in Los Angeles County who are not GLANCDAs members. **Contact Bob Smith (bob@glancta.org) to confirm membership status.**

Non Member Registration / Dealer Registration: _____ x \$99 = \$ _____

Member Registration: = No Charge

Please only fax credit card payment, do not e-mail.

Check payable to GLANCDAs or charge my credit card:

My credit card: Visa Mastercard American Express

CARD NUMBER: _____ EXPIRES: _____ 3-4 DIGIT CID#: _____

NAME AS IT APPEARS ON CARD: _____ SIGNATURE: _____

Please complete this form and return with payment to:

**Greater Los Angeles New Car Dealers Association
Management Office**

2520 Venture Oaks Way, Suite 150 • Sacramento, CA 95833

Contact Us: Phone (213) 748-0240 • Fax (916) 924-7323 • bob@glancta.org • www.glancta.org

GLANCD A - Education Seminar

Union Organizing Activity On the Rise: What You Need to Know Now!

Date: April 22, 2014

Time: 9:30 am - Noon

Location: Hilton Los Angeles / Universal City

SPECIAL PRICING
REGISTRATION FEE
COVERS TWO ATTENDEES

Details: For dealer principals and general managers only. Fee includes parking validation and continental breakfast.



Speaker: John Boggs

John Boggs received his Juris Doctorate in 1994 from the University of the Pacific, McGeorge School of Law, where he graduated with great distinction and was selected Order of the Coif. During law school, Mr. Boggs served as Primary Editor of the Transnational Lawyer. Prior to establishing Fine, Boggs & Perkins LLP, Mr. Boggs was with a national labor and employment firm in its San Francisco Bay Area office.

Mr. Boggs provides preventive training to numerous businesses, as well as trade associations such as the California Motor Car Dealers Association and the California Restaurant Association. He also advises clients on a wide variety of employment issues, including, pre-employment screening, employee terminations, employment agreements, discrimination and harassment, the Americans with Disabilities Act, the Family and Medical Leave Act.

REGISTRATION FEE COVERS TWO ATTENDEES

\$99.00 GLANCD A MEMBER **\$149.00 GLANCD A NON-MEMBER**

DEALERSHIP/COMPANY: _____

ADDRESS: _____

CITY: _____

STATE: _____

ZIP: _____

NAME: _____

EMAIL: _____

NAME: _____

EMAIL: _____

PHONE: _____

AMOUNT PAID: _____

PAYMENT TYPE Amex Visa MC Check Payable to: Greater Los Angeles New Car Dealers Association

CREDIT CARD: _____

EXPIRATION DATE: _____

CVV#: _____

NAME on CREDIT CARD: _____

SIGNATURE: _____

Greater Los Angeles New Car Dealers Association
Management Office

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Los Angeles Auto Outlook™

Comprehensive information on the LA County new vehicle market

Sponsored by:



Quick Facts

Los Angeles County new vehicle registrations increased 19.8% in November '13 vs. 2012.

New registrations in the county during the first eleven months of this year increased 14.5% compared to a year earlier.

The three month moving average of new vehicle registrations increased for the 22nd consecutive month in November of this year.

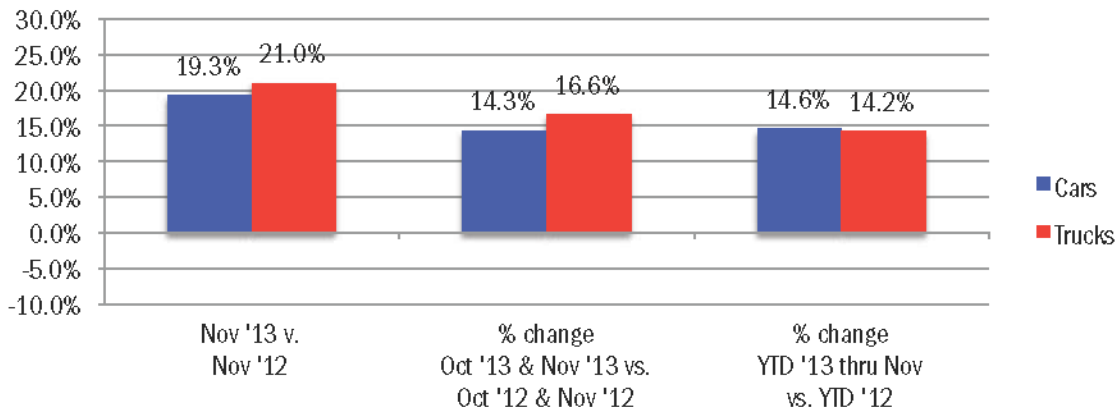
Subaru, Dodge, Ram, Mazda, and Lexus new vehicle registrations each increased more than 29% during the first eleven months of this year

Detroit three market share increased from 17.5% during the first eleven months of 2012 to 18.4% this year.

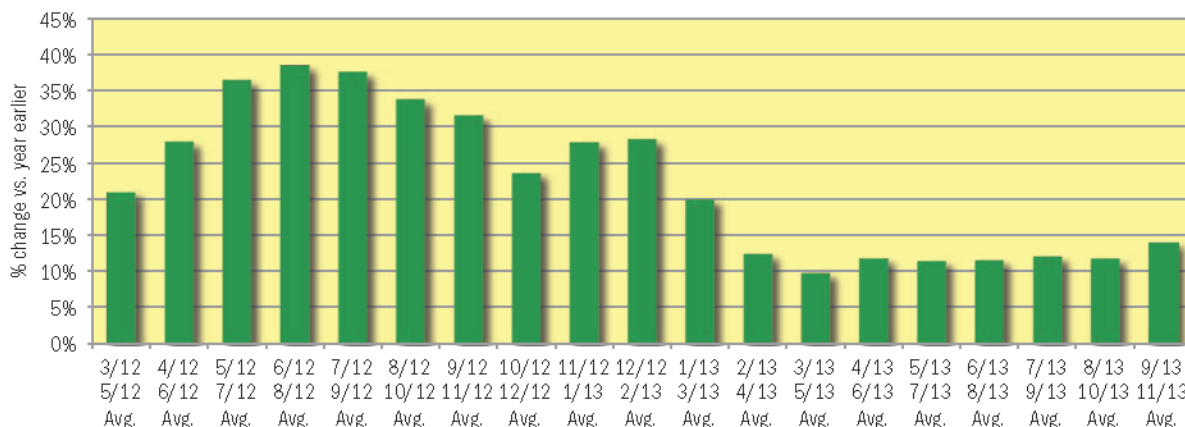
Data measures new vehicle registrations in the county. Monthly recording of registrations occurs when the data is processed by the DMV.

	November			Oct '13 and Nov '13 combined			Year-to-date thru November		
	2012	2013	% chg.	2012	2013	% chg.	2012	2013	Chg.
Industry Total	25,834	30,953	19.8%	54,180	62,346	15.1%	336,198	384,818	14.5%
Cars	17,566	20,950	19.3%	36,898	42,187	14.3%	225,892	258,806	14.6%
Light Trucks	8,268	10,003	21.0%	17,282	20,159	16.6%	110,306	126,012	14.2%
Detroit Three	4,422	5,580	26.2%	9,306	11,235	20.7%	58,780	70,777	20.4%
European	6,757	7,818	15.7%	13,447	14,577	8.4%	77,812	87,227	12.1%
Japanese	12,570	15,276	21.5%	26,888	31,878	18.6%	171,000	195,824	14.5%
Korean	2,085	2,279	9.3%	4,539	4,656	2.6%	28,606	30,990	8.3%

Percent Change in Los Angeles County New Retail Light Vehicle Registrations



% Change in Three Month Moving Average of New Retail Registrations vs. Year Earlier



The graph above provides a clear picture of the trending direction of the LA County market. It shows the year-over-year percent change in the three month moving average of new retail light vehicle registrations. The three month moving average is less erratic than monthly registrations, which can fluctuate due to such factors as the timing of manufacturer incentive programs, weather and title processing delays by governmental agencies.

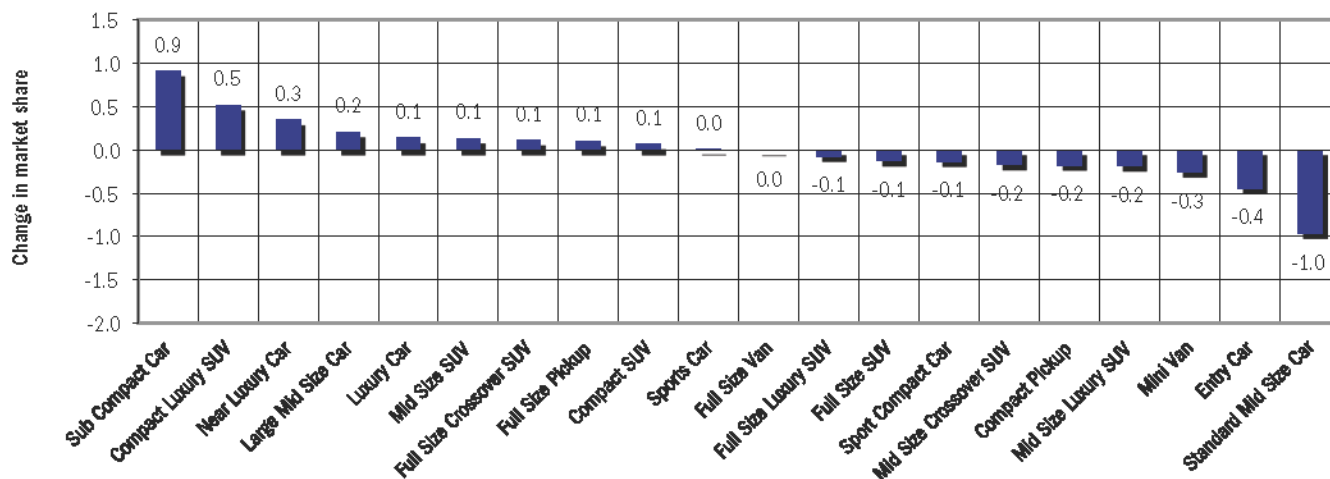
Data Information

All data represents new and used vehicle retail registrations in Los Angeles County and excludes fleet. Please keep in mind that monthly registration figures can occasionally be subject to fluctuations, resulting in over or under estimation of actual results. This usually occurs due to processing delays by governmental agencies. For this reason, the year-to-date figures will typically be more reflective of market results. Green shaded areas in tables represent the top ten ranked brands. Data Source: AutoCount data from Experian Automotive.

New Vehicle Market Brand Registrations

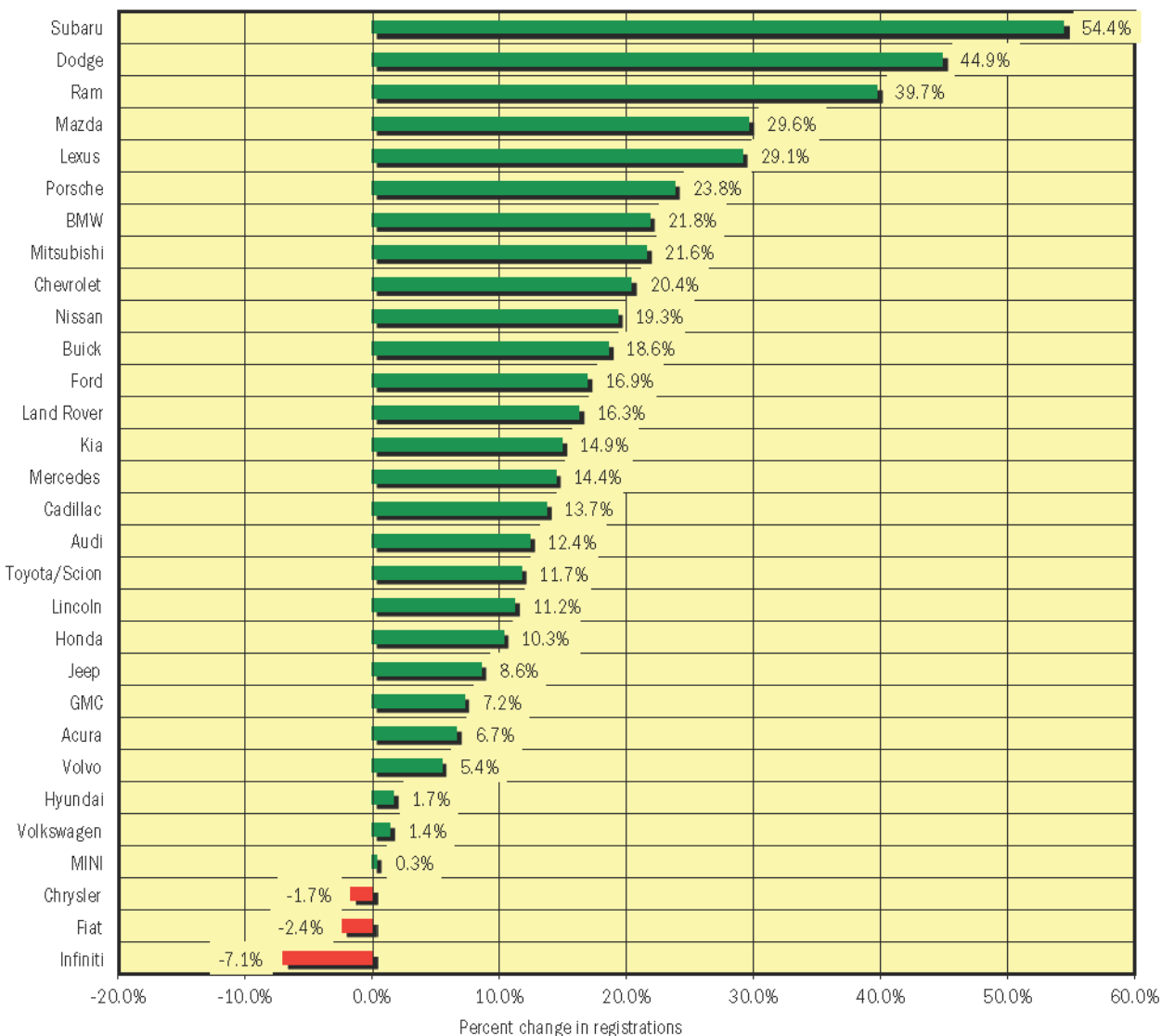
Los Angeles New Retail Car and Light Truck Registrations												
	November			Oct '13 and Nov '13 combined			Year-to-date thru November			YTD Market Share (%)		
	2012	2013	% chg.	2012	2013	% chg.	2012	2013	% chg.	2012	2013	Chg.
TOTAL	25,834	30,953	19.8%	54,180	62,346	15.1%	336,198	384,818	14.5%			
Acura	358	433	20.9%	784	847	8.0%	4,734	5,049	6.7%	1.4	1.3	-0.1
Audi	745	721	-3.2%	1,530	1,414	-7.6%	8,520	9,577	12.4%	2.5	2.5	0.0
BMW	1,384	1,782	28.8%	3,045	3,275	7.6%	16,965	20,665	21.8%	5.0	5.4	0.3
Buick	81	101	24.7%	176	218	23.9%	1,151	1,365	18.6%	0.3	0.4	0.0
Cadillac	227	256	12.8%	451	557	23.5%	3,044	3,462	13.7%	0.9	0.9	0.0
Chevrolet	1,180	1,549	31.3%	2,642	2,964	12.2%	15,689	18,890	20.4%	4.7	4.9	0.2
Chrysler	104	102	-1.9%	248	224	-9.7%	1,666	1,637	-1.7%	0.5	0.4	-0.1
Dodge	311	408	31.2%	682	878	28.7%	3,995	5,787	44.9%	1.2	1.5	0.3
Fiat	172	238	38.4%	365	520	42.5%	2,411	2,354	-2.4%	0.7	0.6	-0.1
Ford	1,709	2,058	20.4%	3,426	4,064	18.6%	22,283	26,053	16.9%	6.6	6.8	0.1
GMC	201	237	17.9%	378	484	28.0%	2,852	3,058	7.2%	0.8	0.8	-0.1
Honda	3,606	3,990	10.6%	7,665	8,443	10.2%	49,385	54,481	10.3%	14.7	14.2	-0.5
Hyundai	1,103	1,084	-1.7%	2,311	2,245	-2.9%	14,281	14,524	1.7%	4.2	3.8	-0.5
Infiniti	301	435	44.5%	647	922	42.5%	5,056	4,698	-7.1%	1.5	1.2	-0.3
Jaguar	44	78	77.3%	106	150	41.5%	908	867	-4.5%	0.3	0.2	0.0
Jeep	415	478	15.2%	882	1,027	16.4%	5,697	6,185	8.6%	1.7	1.6	-0.1
Kia	982	1,195	21.7%	2,228	2,411	8.2%	14,325	16,466	14.9%	4.3	4.3	0.0
Land Rover	192	239	24.5%	392	431	9.9%	2,364	2,749	16.3%	0.7	0.7	0.0
Lexus	1,116	1,364	22.2%	2,262	2,868	26.8%	12,862	16,605	29.1%	3.8	4.3	0.5
Lincoln	59	100	69.5%	139	183	31.7%	936	1,041	11.2%	0.3	0.3	0.0
Mazda	324	529	63.3%	734	1,002	36.5%	4,685	6,073	29.6%	1.4	1.6	0.2
Mercedes	2,298	2,619	14.0%	4,096	4,698	14.7%	22,261	25,472	14.4%	6.6	6.6	0.0
MINI	361	372	3.0%	657	690	5.0%	4,355	4,370	0.3%	1.3	1.1	-0.2
Mitsubishi	99	103	4.0%	234	238	1.7%	1,144	1,391	21.6%	0.3	0.4	0.0
Nissan	1,639	2,232	36.2%	3,643	4,562	25.2%	22,944	27,370	19.3%	6.8	7.1	0.3
Porsche	243	306	25.9%	473	580	22.6%	2,578	3,191	23.8%	0.8	0.8	0.1
Ram	135	181	34.1%	282	362	28.4%	1,465	2,047	39.7%	0.4	0.5	0.1
smart	57	31	-45.6%	106	63	-40.6%	369	413	11.9%	0.1	0.1	0.0
Subaru	346	578	67.1%	676	1,108	63.9%	4,087	6,310	54.4%	1.2	1.6	0.4
Tesla	0	110		0	274		0	1,251		0.0	0.3	0.3
Toyota/Scion	4,781	5,612	17.4%	10,243	11,888	16.1%	66,087	73,844	11.7%	19.7	19.2	-0.5
Volkswagen	1,105	1,200	8.6%	2,354	2,348	-0.3%	14,781	14,991	1.4%	4.4	3.9	-0.5
Volvo	106	118	11.3%	201	226	12.4%	1,615	1,703	5.4%	0.5	0.4	0.0
Other	50	114	128.0%	122	182	49.2%	703	879	25.0%	0.2	0.2	0.0

Change in New Vehicle Segment Market Share - YTD '13 thru November v. YTD '12 thru November

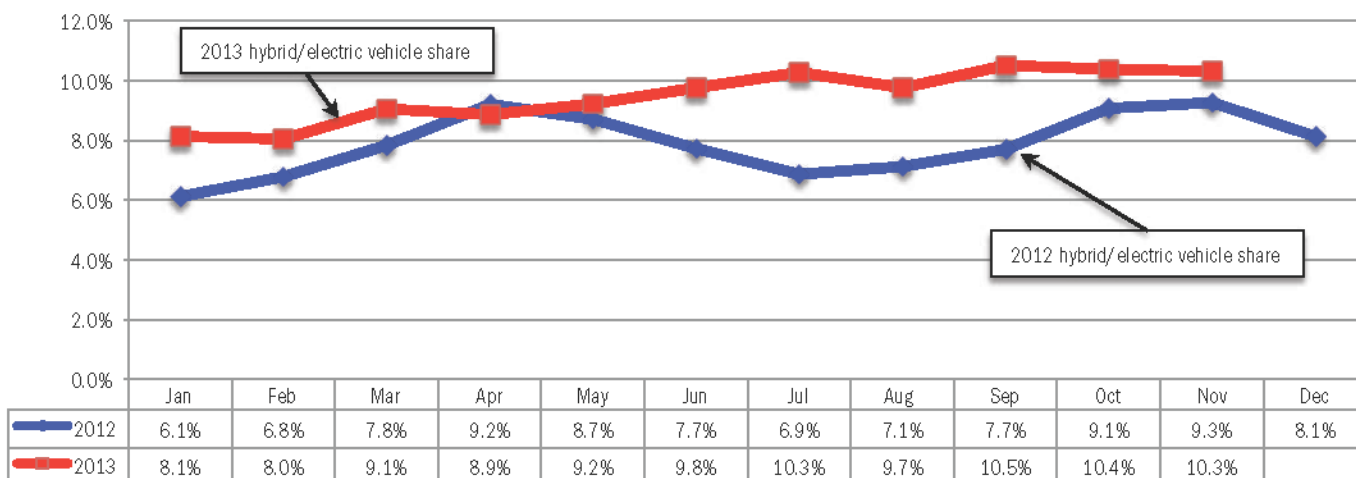


Data Source: AutoCount data from Experian Automotive.

**Percent Change in Brand Registrations
YTD '13 thru November vs. YTD '12 thru November
(Top 30 selling brands)**

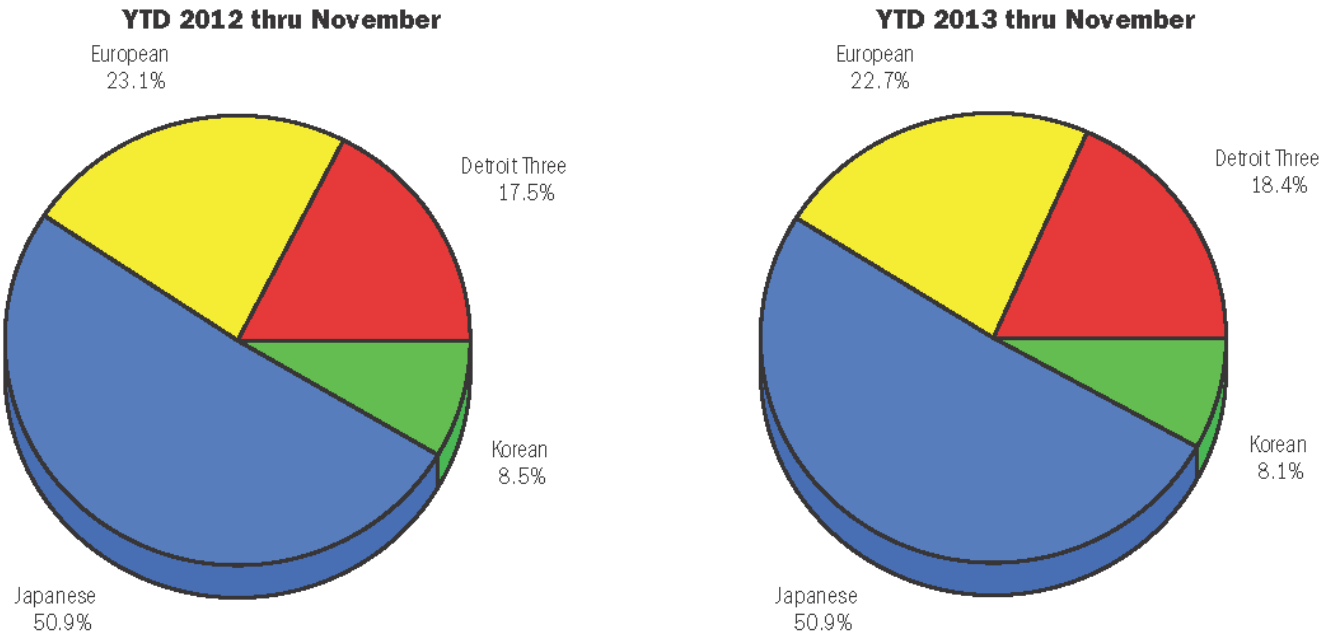


Combined Hybrid and Electric Vehicle Market Share in LA County - 2012 and 2013 (thru November)



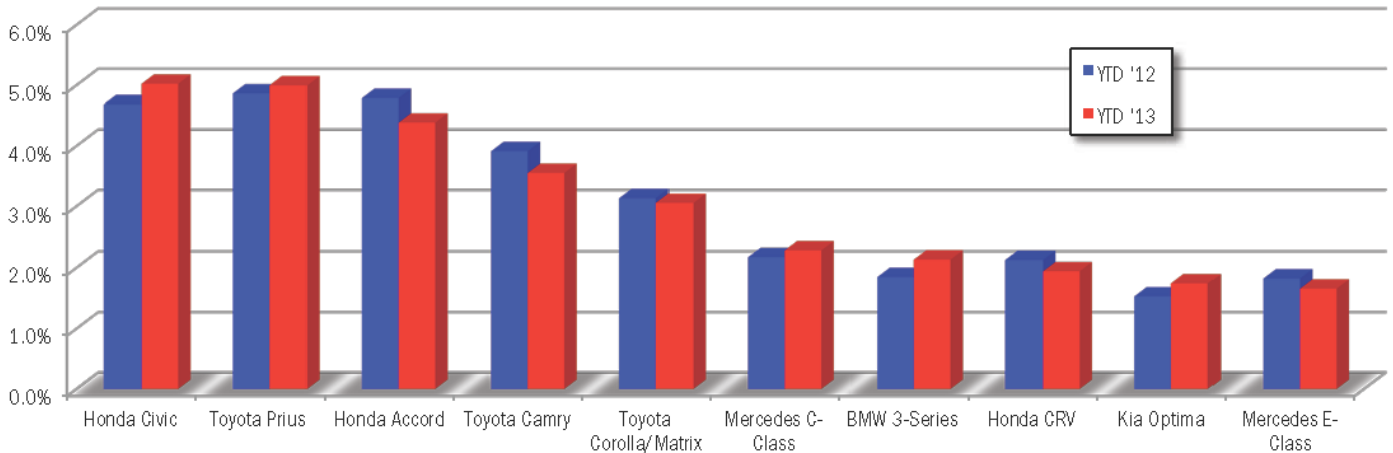
Data Source: AutoCount data from Experian Automotive.

Market Share for Japanese, Detroit Three, European, and Korean Brands - YTD '12 and '13 thru Nov.



Data Source: AutoCount data from Experian Automotive. Note: numbers may not add to 100% due to rounding.

Market Share for Top 10 Selling Models in LA County - YTD '12 and '13 thru November



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WHO ARE MY TOP COMPETITORS? -BY MARKET AREA?

WHAT NEW AND USED CARS SELL WELL IN MY MARKET?

ANSWERS DRIVE RESULTS.

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Experian Automotive is the data provider for Los Angeles Auto Outlook.