



# LOS ANGELES NEW CAR DEALERS ASSOCIATION

## E-NEWSLETTER ISSUE #3 – 2018

GLANCUDA will be hosting its annual member meeting luncheon on Thursday, June 21st at the Universal Sheraton. Elizabeth Smart will be the keynote speaker sharing her story and other thoughts on “Overcoming Adversity”!

The event will provide a briefing of legislative issues that impact new car dealers. A lifetime service award will be presented as well to a Los Angeles area dealer principal for contributions to our industry.

There are still some seats available to purchase and attend (Individual, half table, or full table options).

All the best,



Fritz Hitchcock  
President



Bob Smith  
Executive Director

### 2018 BOARD MEMBERS

**PRESIDENT**

Fritz Hitchcock  
Hitchcock Automotive Resources

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Glendale Dodge Chrysler Jeep

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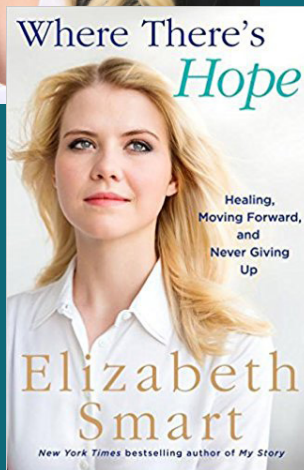
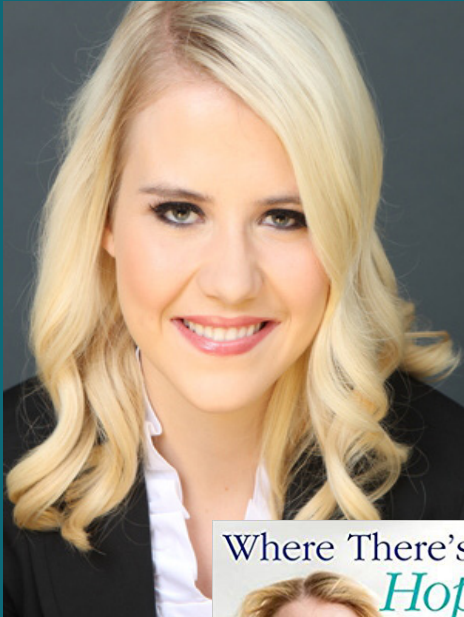
**EXECUTIVE DIRECTOR**

Bob Smith

# GLANCDA

## Member Luncheon & Annual Meeting Featuring Keynote Speaker, Elizabeth Smart

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Elizabeth Smart in her own words on Overcoming Adversity

The abduction of Elizabeth Smart was one of the most followed child abduction cases of our time.

At the tender age of 14, just before celebrating her middle school graduation, Elizabeth went to sleep in her family home just as she had always done. Awakened hours later to a knife held roughly against her throat, she was taken from her home and family and held captive for nine long months.

Having lived through an extreme circumstance as a young teenager, Elizabeth gives great insight and hope to all.

Date: Thursday, June 21, 2018

Time: 11:30am – 2:00pm

Location: Sheraton Universal Hotel  
333 Universal Hollywood Drive  
Universal City | 818-980-1212

**REGISTER AT:**  
[http://glandca.org/  
events.php](http://glandca.org/events.php)

**OR DOWNLOAD  
FORMS BELOW**

### ATTENDEE REGISTRATION

Member Ticket: \$100

Member Table of 10: \$800

Non Member Ticket: \$150

Non Member Table of 10: \$1,000



**Member Luncheon & Annual Meeting**  
**Thursday, June 21, 2018**  
 Featuring Keynote Speaker, Elizabeth Smart

**DATE:** Thursday, June 21, 2018  
**TIME:** 11:30am – 2:00pm  
**LOCATION:** Sheraton Universal Hotel  
 333 Universal Hollywood Drive, Universal City

**ATTENDEE REGISTRATION:**  
 Member Ticket: \$100  
 Table of 10: \$800  
 Non Member Ticket: \$150  
 Table of 10: w/\$1,000



*Please complete and return the registration form below by June 1, 2018*  
**[RSVP deadline: June 1, 2018 (No refunds shall be made after June 1, 2018)]**  
**Cancellation Policy: Cancellations must be submitted in writing to Natalie@camgmi.com]**

DEALERSHIP/COMPANY		CONTACT PERSON	
DEALERSHIP ADDRESS			
CONTACT E-MAIL		TELEPHONE	FAX

**LIST ATTENDEES**

FIRST NAME	LAST NAME	TITLE	DEALERSHIP/COMPANY	E-MAIL
1.				
2.				
3.				
4.				
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10.				

FOR CREDIT CARD  
 (PLEASE FAX TO 916-924-7323, DO NOT E-MAIL THE FORM)

Total Due: \_\_\_\_\_

Name on Card \_\_\_\_\_

Card Number \_\_\_\_\_

Billing Address \_\_\_\_\_ Exp. Date \_\_\_\_\_

Card Holder Signature \_\_\_\_\_

MAKE CHECK PAYABLE TO GLANCD A AND MAIL TO ADDRESS BELOW

GLANCD A Management Office  
 2520 Venture Oaks Way, Suite 150  
 Sacramento, CA 95833

Greater Los Angeles New Car Dealers Association  
 Contact Us: Phone (213) 748-0240 | Fax (916) 924-7323  
 bob@glan cda.org | www.glan cda.org



# Member Luncheon & Annual Meeting

Thursday, June 21, 2018

Featuring Keynote Speaker, Elizabeth Smart

## SPONSOR FORM

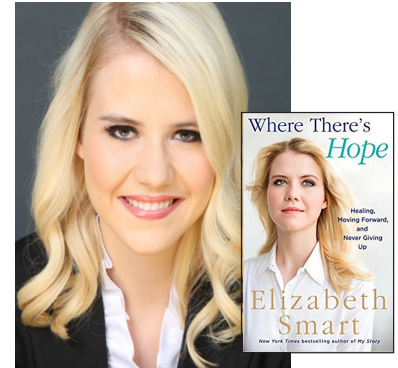
### SPONSORSHIP AND DEALERSHIP TABLE FEES AND DETAILS:

#### Sponsorship: \$1,250

- (4) free attendees with sponsorship; (5) free attendees if one is a dealership principal/owner sitting at table
- Recognition during event
- Print & digital marketing on pre- & post-event materials

#### ADDITIONAL DEALERSHIP OPPORTUNITIES:

- Dealership Member Table: \$800 (10 people)
- Dealership Non-Member Table: \$1,000 (10 people)



11:30am – 2:00pm  
Sheraton Universal Hotel

333 Universal Hollywood Drive, Universal City

**Please complete and return the registration form below by June 1, 2018**

[RSVP deadline: June 1, 2018 (No refunds shall be made after June 1, 2018)]

Cancellation Policy: Cancellations must be submitted in writing to [Natalie@camgmt.com](mailto:Natalie@camgmt.com)

DEALERSHIP/COMPANY		CONTACT PERSON	
DEALERSHIP ADDRESS			
CONTACT E-MAIL		TELEPHONE	FAX

SPONSOR OR DEALER TABLE ATTENDEE - (4) FREE WITH SPONSORSHIP - (5) FREE IF ONE IS A DEALERSHIP PRINCIPAL/GM SITTING AT TABLE

FIRST NAME	LAST NAME	TITLE	DEALERSHIP/COMPANY	E-MAIL
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(PLEASE FAX TO 916-924-7323, DO NOT E-MAIL THE FORM)

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Billing Address \_\_\_\_\_ Exp. Date \_\_\_\_\_

Card Holder Signature \_\_\_\_\_

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GLANCD Management Office  
2520 Venture Oaks Way, Suite 150  
Sacramento, CA 95833

Greater Los Angeles New Car Dealers Association  
Contact Us: Phone (213) 748-0240 | Fax (916) 924-7323  
[bob@glancca.org](mailto:bob@glancca.org) | [www.glancca.org](http://www.glancca.org)

# Audi latest luxury automaker to skip Detroit auto show

By Nora Naughton | The Detroit News



## The Germans are leaving.

Audi AG is the fourth German automaker to bolt the North American International Auto Show for 2019, following rivals Mercedes-Benz, BMW and Porsche. The move continues an exodus of European luxury automakers from the show, including Sweden's Volvo Cars; Britain's Mini, Jaguar and Land Rover; and Italy's Maserati and Ferrari.

"NAIAS has been informed by Audi that after review of its upcoming product launch cycle, it will not be exhibiting at the upcoming 2019 NAIAS in January," said Max Muncey, spokesman for NAIAS organizer Detroit Auto Dealers Association, in an emailed statement Thursday. "Plans are well underway to revolutionize our show and provide participating companies a global stage that delivers cost-effective opportunities to audiences that only Detroit can offer."

Audi's departure signals a growing existential threat for the Detroit show. It comes as DADA staff and its directors are re-evaluating the timing and presentation of the annual auto show, which next year would mark its 30th year as an "international" auto show. The dealer association is publicly pondering a move to October for 2020 that would allow for more outdoor demonstrations like the CES technology show in Las Vegas.

"Detroit moved too late and too slowly to maintain the show's position as a must-be-there event," said Erik Gordon, a professor at the University of Michigan's Ross School of Business. "You have to hope that it hasn't moved too late and too slowly to maintain its position as the world's car capital."

Audi's decision was first reported by Automotive News. Parent company Volkswagen AG's VW brand still plans to attend the show, Muncey said, adding that Germany's No. 1 automaker promises to have new offerings to showcase.

"Audi has had a long and successful history at NAIAS, debuting countless models that Audi customers enjoy today," the automaker said in a statement. "For 2019, we have decided that we will not participate in NAIAS. We will continue to evaluate auto shows on a case by case basis relative to the timing of our product introductions and the value the show brings from a media and consumer perspective."

As the line separating the global auto industry from the tech sector increasingly blurs, Detroit's annual rite has suffered from comparisons to the technology show in Las Vegas usually scheduled a week earlier in January. The shows have become rivals as automakers and suppliers choose whether to make tech news among the hordes of tech bloggers at CES — or wait for a more traditional audience in Detroit.

In response, the Detroit show has created a technology showcase of its own the past two years: an AutoMobili-D forum that runs during press days and the first few public days of the show. But it's not just a date change DADA is considering as it chases CES.

The association also is considering a name change that could emphasize Detroit in the branding, 30 years after it shed its regional ambitions, adopted the NAIAS moniker and hosted the launches of the Lexus and Infiniti brands in the U.S.

*Continued on next page*

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Meanwhile, General Motors Co. is pushing for a “massive festival of automotive” in June, not October. It’s pushing to re-think the traditional idea of auto shows by putting Detroit at the center of the show. A move to June, GM’s thinking goes, would bring people to the Motor City when its waterfront is at its best, drawing would-be consumers to downtown venues, concerts — maybe even the Chevrolet Detroit Grand Prix on Belle Isle.

circuit — which currently runs from January in Detroit to November in Los Angeles — increasingly opting for stand-alone product reveals or off-site events to optimize media coverage and precious executive time.

DADA benchmarks the Detroit show with media coverage. U.S. media coverage at the 2018 North American International Auto Show was up 46 percent, while the CES share of U.S. media coverage was down 23 percent, according to PRIME research provided by Muncey. The 2018 Detroit auto show hosted more than 5,000 journalists from 60 countries, with international media representing 23 percent of the press pool.

The global media coverage metrics for this year’s Detroit auto show still won’t be available until next month, Muncey said, but in 2017, NAIAS trailed the Shanghai and Geneva shows in its global reach.

The absence of European brands could scratch NAIAS from the global circuit for some foreign media outlets. The last European luxury brand assumed to be returning for next year’s Detroit show is Fiat Chrysler Automobile NV’s Alfa Romeo, which only recently began its reintroduction to the U.S. market. □

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## AB 2107, New Motor Vehicle Franchise Bill, Unanimously Approved by the California State Assembly

On May 30, 2018, AB 2107, a comprehensive franchise bill sponsored by the California New Car Dealers Association (CNCDA) received a bi-partisan unanimous vote to move off the California State Assembly Floor and on to the upper house, the California State Senate. “After multiple amendments at the request of stakeholders, and despite strenuous opposition efforts from the manufacturers, members of the State Assembly supported the bill with an initial vote of 75 – 0,” stated Brian Maas, President of the California New Car Dealers Association. “We are eager to continue moving forward with this critical legislation and are committed to achieving a stronger, more equitable new motor vehicle franchise system for our members and their customers.”

AB 2107, authored by Assemblymember Eloise Reyes (D-San Bernardino), contains a number of provisions designed to improve California’s franchise laws by:

1. Strengthening California’s franchise laws
2. Addressing inappropriate treatment of dealers by manufacturers
3. Enforcing manufacturer accountability for unlawful actions against dealers
4. Conforming California franchise laws to recent actions in other states

The bill will now move on to be considered in the State Senate in coming weeks.

GLANCA is working closely with CNCDA and will be hosting in dealership meetings with state senators in the Los Angeles county area to discuss support for this legislation. □

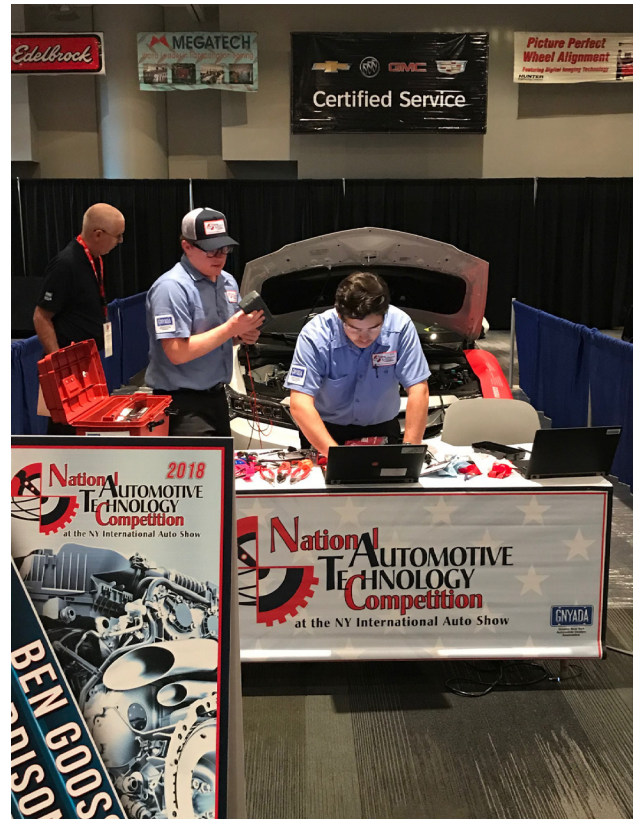
# 2018 National Automotive Technician competition

The GLANCD A- sponsored team from Canyon High School in Valencia, competed and finished 10th overall at the National Automotive Technician competition.

GLANCD A supported this event for almost twenty years encouraging high school seniors to consider career opportunities that exist for students who have a passion and an aptitude in high school automotive repair class.

The team (Instructors Pete Ciccone, Addison Tustin, and Ben Goosens) was mentored at Valencia Acura. They spent many hours being trained in the dealership, and this helped them have the success that they did.

The competition runs every year in conjunction with the New York Auto Show in April, with over thirty teams representing dealer associations from throughout the country. □



GLANCD A DEALER MEMBERSHIP LIST 2017

101 Vermont Hyundai	Central Ford, Inc.	Glendale Infiniti
Acura 101 West	Century West BMW	Glendale Mitsubishi
Acura Of Glendale	Cerritos Acura	Glendale Nissan
Acura of Thousand Oaks	Cerritos Dodge Chrysler Jeep Ram	Glendora Dodge Chrysler Jeep
Advantage Ford, Inc.	Cerritos Infiniti	Glenn E. Thomas Dodge/Chrysler/Jeep
Airport Marina Ford	Chevrolet Of Montebello	H.W. Hunter Dodge Chrysler Jeep
Airport Marina Honda	Circle Audi Long Beach	Hamer Honda
Allen Gwynn Chevrolet	Circle Porsche	Hitchcock Automotive Resources
Antelope Valley Chevrolet	Colley Auto Cars, Inc.	Honda Of Pasadena
Antelope Valley Ford	Community Chevrolet	Honda Of Santa Monica
Antelope Valley Mazda	Crestview Cadillac	Honda of Thousand Oaks
Antelope Valley Nissan	Culver City Mazda	Hornburg Jaguar Los Angeles
Antelope Valley Volkswagen	Culver City Volvo	Hornburg Jaguar Santa Monica
Audi Pacific	Dependable Dodge	Infiniti Of Beverly Hills
Audi Valencia	Downtown L.A. Motors - Mercedes-Benz	Joe Giacomin Chevrolet DBA Martin Chevrolet
Bob Smith BMW/Mini	Ed Butts Ford	Ken Grody Ford
Bob Smith Mini	Felix Chevrolet	Keyes Audi
Bob Smith Toyota	Ferrari Beverly Hills	Keyes Chevrolet
Bob Wondries Ford	Ferrari Los Angeles	Keyes European
Bozzani Motors	Fiat Of Glendale	Keyes Honda
Browning Mazda	Fiat of Puente Hills	Keyes Hyundai
Browning Mazda Of Alhambra	Ford Of Montebello	Keyes Lexus
Bunnin Chevrolet	Frontier Toyota	Keyes Toyota
Camino Real Chevrolet	Galpin Honda	Kia of Alhambra
Capistrano Toyota Scion	Galpin Motors - Ford	Kia Of Downtown
Carson Nissan	Galpin Santa Clarita	Kia of Valencia
Center Acura	Galpin Volkswagen	Land Rover Pasadena
Center BMW	Glendale Dodge Chrysler Jeep	Lexus Of Glendale

GLANCD A DEALER MEMBERSHIP LIST 2017

Lexus of Thousand Oaks	Pacific Volkswagen	The Auto Gallery
Lexus of Valencia	Penske Buick GMC of Cerritos	Thomas Acura
Lexus Santa Monica	Penske Mercedes	Thorson GMC Truck Buick
Livingston Volkswagen	Penske Toyota Scion	Toyota of Downtown LA
Longo Lexus	Porsche of Downtown LA	Toyota Of Glendale
Longo Toyota Scion	Puente Hills Chevrolet	Toyota Of Hollywood
Manhattan Beach Toyota Scion	Puente Hills Toyota	Toyota of Marina del Rey
Martin Cadillac Company Inc.	Rally Auto Group	Toyota Of Pasadena
McKenna Volkswagen Of Cerritos	Reynolds Buick GMC Trucks	Toyota Of Santa Monica
Mercedes Benz of Thousand Oaks	Ross Nissan	Universal City Nissan
Mercedes-Benz Of Beverly Hills	Rusnak Arcadia Mbenz	Valencia Acura
Mercedes-Benz Of Valencia	Rusnak/Pasadena	Volkswagen Alhambra
Metro Honda	Russell Wesbrook CDJR	Volkswagen of Downtown LA
Metro Infiniti	Santa Monica Lincoln	Volkswagen Pasadena
Mission Hills Hyundai	Scott Robinson Chrysler	Volkswagen Santa Monica, Inc.
Motor Village Los Angeles	Scott Robinson Honda	W. I. Simonson, Inc.
Nelson Honda	Sierra Acura Of Alhambra	West Covina Nissan
New Century BMW	Sierra Autocars	West Valley Chrysler Jeep
Nick Alexander Imports	Sierra Chrysler Dodge Jeep Ram	Wondries Toyota
Nissan of Downtown LA	Silver Star Cadillac	Woodland Hills Buick/GMC/Cadillac
Nissan of Duarte	South Bay Ford, Inc.	Woodland Hills Honda
Nissan Of Mission Hills	South Bay Toyota	Woodland Hills Hyundai
Norm Reeves Ford Lincoln Hyundai	Star Ford Lincoln	Worthington Ford
Norm Reeves Honda Superstore Cerritos	Star Mazda	
Norm Reeves Honda Superstore West Covina	Subaru Pacific	
	Sunrise Ford of North Hollywood	
Northridge Toyota/Scion	Super Ford	
O`Gara Coach Company	Symes Cadillac, Inc.	
Pacific Porsche		



# JOIN OR RENEW YOUR MEMBERSHIP TODAY!

**Who are we?** GLANCD A is an association of Los Angeles County New Car Dealers.

**What we do?** Protect and serve the New Car Dealer franchise system by coming together as a group.

**How do we do it?** Legislative advocacy that helps protect the dealers from overregulation. This year supporting CNCDA Franchise Bill AB2107 and helping educate our elected officials why we support the bill.

**How do we give back?** We assist with funding for philanthropic causes in the communities our member dealers do business.

**What's it cost?** The exact same it cost each dealership in the early 1900's. (\$100.00 annually per rooftop)

**GLANCD A membership runs until December 31, 2018.**

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

2520 Venture Oaks Way, Suite 150  
Sacramento, CA 95833

**Contact Us:**

Phone (213) 748-0243

Fax (213) 748-0245

bob@glancda.org • www.glancda.org

Yes, we would like to join for 2018. (*New Member*)

## NEW DUES PRICING 2018

**\$100.00** dealership or main location

**\$100.00**

Per additional dealerships under same ownership. Please fill out information form for each additional dealership.

Total Dealerships \_\_\_\_\_

Total Due \_\_\_\_\_

Dealership/Name \_\_\_\_\_

Dealer Address: \_\_\_\_\_

Dealer Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Dealership Principal Name/Email (*for communication only*): \_\_\_\_\_

General Manager Name/Email: \_\_\_\_\_

Office Manager/Controller Name/Email: \_\_\_\_\_

Address: \_\_\_\_\_

Dealer Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

**\*Note: All contact information is for membership communication only.**

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: \_\_\_\_\_



## MEMBER BENEFITS

Complimentary Los Angeles Auto Show ticket package (100 all day/ any day tickets during the shows public days, and 500 buy one get one free vouchers as well) Dollar Value exceeds \$2,000.

Los Angeles Auto Show – in addition to your complimentary ticket package, membership will also get you an exclusive discount on tickets to the Los Angeles Auto Show's annual preview party/charity event, along with access to a members-only reception and VIP area.

Ongoing Communication and Meetings with elected officials about legislation that is either supported or opposed that impacts our dealer members and ultimately the value of their investment in their businesses.

Close alignment with area schools that promote workforce development in the automotive industry, and assist in job placement for young motivated and qualified students. Additionally we help these students find scholarship funds to pursue their dream of working in a dealership. Dollar value: Priceless

Regular communication with legislators and government officials dealing with local, state, and federal issues which protects the dealer franchise system and promotes the business interests of our members.

Auto Outlook New Vehicle Sales Data sent to members via our e-newsletter, quarterly magazine, and hosted on our website, with forecast and analysis of new retail light vehicle market, analysis of forecast determinants, comparison with National market, nameplate sales performance, and coverage of vehicle sales in market segment.

Quarterly publication of LA Dealer magazine sent to members.

Special discounts to attend informative seminars with some of the industry's leading speakers.

Special partnership with T.R.A.P. (Taskforce for Regional Auto Theft Prevention) which helps members reduces dealership theft and fraud.

Special discount rate to VIP area of Sneak Preview Night at the L.A. Auto Show.

We are the exclusive automobile dealer association endorser of the Show, which helps boost local member sales and reinforces Greater Los Angeles as a hub of automotive design and consumer trends.

Early Warning System - We monitor the state and federal courts in Los Angeles County to alert members when a lawsuit has been filed against them.

Technology Contest for High School seniors to encourage young people to get involved and pursue careers in the auto industry.

Community Service - we are leaders in contributing to worthy community programs in Los Angeles County which promotes the image of new car dealers with the public.

Regular email newsletter to members.

Email alerts to our members when there is important information for them, or when immediate action is necessary.

Collaboration with the California New Car Dealers State Association regarding seminars and legislative and regulatory matters.

Special discounts to attend the CNCDA Annual Dealer Day in Sacramento to meet with state legislators and educate them on dealer issues.

The GLANCA website which is at [www.glanca.org](http://www.glanca.org).

Annual luncheon and business meeting of members with a prominent keynote speaker.

Opportunity to serve on GLANCA Board of Directors.

Released: May 2018

Covering data thru April 2018

# Los Angeles Auto Outlook™

Comprehensive information on the LA County new vehicle market

Sponsored by:



## Quick Facts

New retail car and light truck registrations in the county slipped 3.6% in April of 2018 versus a year earlier. Note: monthly recording of registrations occurs when the data is processed by the DMV. This can impact the measurement of registrations in individual months.

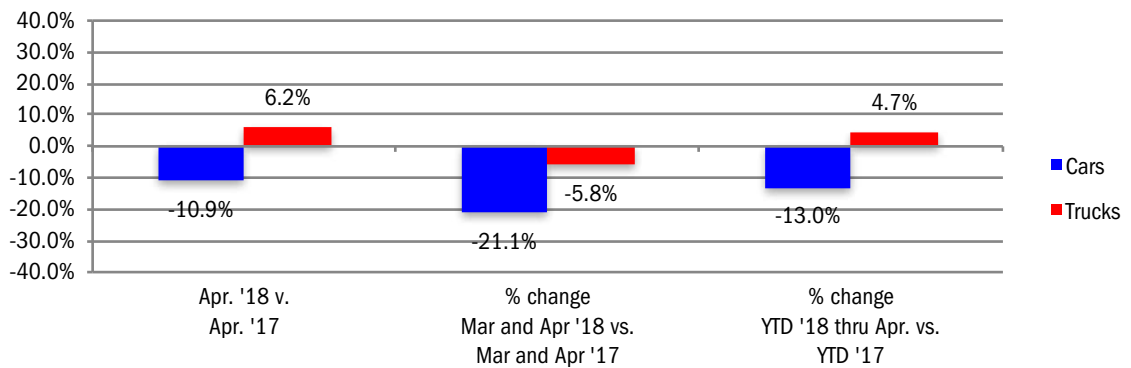
The county market was down 5.4% during the first four months this year versus a year earlier. Light truck registrations were up 4.7% while passenger cars fell 13%.

The three month moving average of new vehicle registrations declined in April of this year, the second consecutive decline.

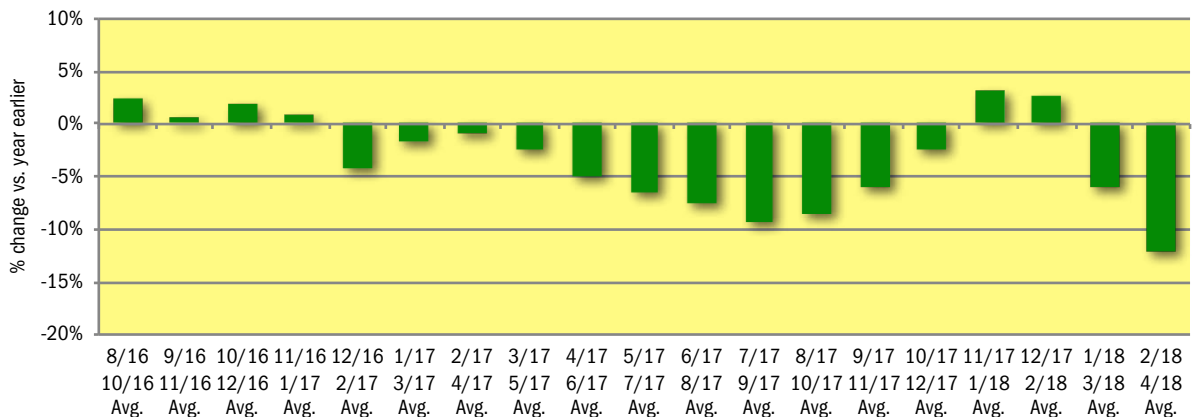
Tesla, Volvo, MINI, Land Rover, and Jeep had the largest percentage increases in registrations during the first four months of this year.

	April			Mar and Apr Combined			Year to date thru April		
	2017	2018	% chg.	2017	2018	% chg.	2017	2018	Chg.
Industry Total	41,244	39,756	-3.6%	90,124	77,030	-14.5%	171,301	162,124	-5.4%
Cars	23,672	21,089	-10.9%	51,322	40,494	-21.1%	97,234	84,610	-13.0%
Light Trucks	17,572	18,667	6.2%	38,802	36,536	-5.8%	74,067	77,514	4.7%
Detroit Three	8,640	8,636	0.0%	18,972	16,310	-14.0%	35,159	32,755	-6.8%
European	8,136	8,177	0.5%	17,362	15,536	-10.5%	35,203	34,498	-2.0%
Japanese	21,210	20,018	-5.6%	46,737	39,299	-15.9%	87,623	82,737	-5.6%
Korean	3,258	2,925	-10.2%	7,053	5,885	-16.6%	13,316	12,134	-8.9%

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

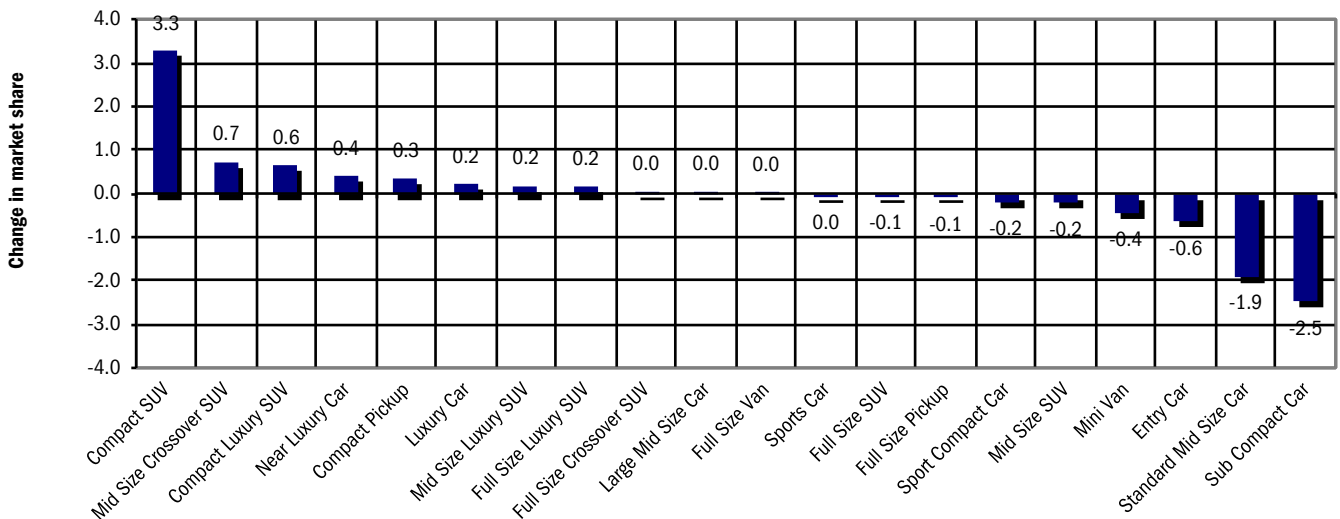
All data represents new and used vehicle retail registrations in Los Angeles County and excludes fleet. Please keep in mind that monthly registration figures can occasionally be subject to fluctuations, resulting in over or under estimation of actual results. This usually occurs due to processing delays 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.

**New Vehicle Market Brand Registrations**

**Los Angeles New Retail Car and Light Truck Registrations**

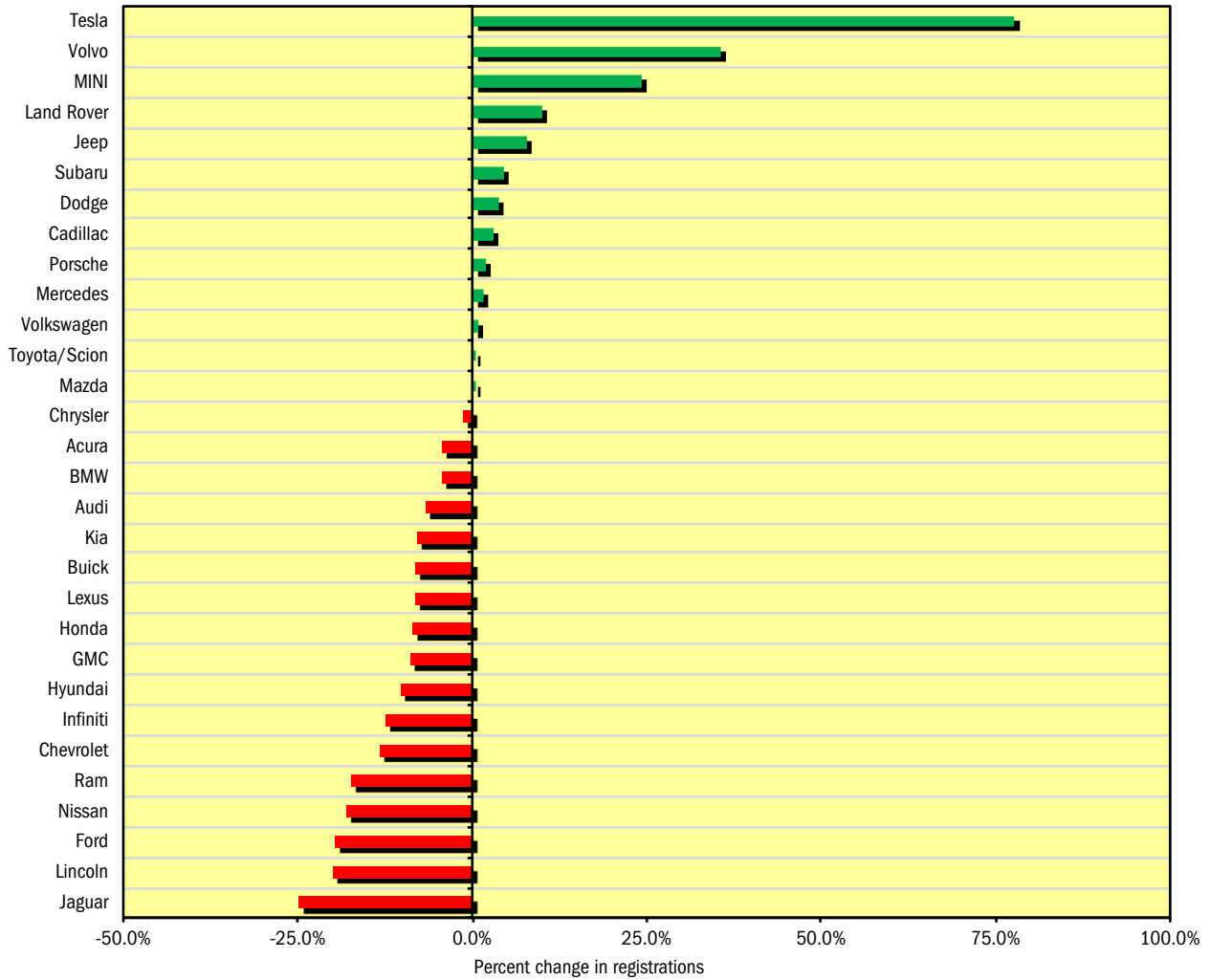
	April			Mar and Apr Combined			Year to date thru April			YTD Market Share (%)		
	2017	2018	% chg.	2017	2018	% chg.	2017	2018	% chg.	2017	2018	Chg.
TOTAL	41,244	39,756	-3.6%	90,124	77,030	-14.5%	171,301	162,124	-5.4%			
Acura	407	406	-0.2%	890	804	-9.7%	1,756	1,680	-4.3%	1.0	1.0	0.0
Audi	1,148	1,041	-9.3%	2,557	2,064	-19.3%	5,135	4,793	-6.7%	3.0	3.0	0.0
BMW	2,065	2,075	0.5%	4,103	3,707	-9.7%	8,424	8,055	-4.4%	4.9	5.0	0.1
Buick	162	197	21.6%	329	320	-2.7%	648	595	-8.2%	0.4	0.4	0.0
Cadillac	181	199	9.9%	403	382	-5.2%	867	893	3.0%	0.5	0.6	0.0
Chevrolet	3,192	2,654	-16.9%	6,806	5,084	-25.3%	12,076	10,481	-13.2%	7.0	6.5	-0.6
Chrysler	158	154	-2.5%	353	285	-19.3%	632	624	-1.3%	0.4	0.4	0.0
Dodge	639	693	8.5%	1,335	1,292	-3.2%	2,333	2,426	4.0%	1.4	1.5	0.1
Fiat	364	66	-81.9%	783	123	-84.3%	1,423	377	-73.5%	0.8	0.2	-0.6
Ford	2,031	1,617	-20.4%	4,951	3,591	-27.5%	9,118	7,329	-19.6%	5.3	4.5	-0.8
GMC	402	405	0.7%	975	787	-19.3%	1,838	1,675	-8.9%	1.1	1.0	0.0
Honda	6,437	5,698	-11.5%	14,258	11,500	-19.3%	26,332	24,090	-8.5%	15.4	14.9	-0.5
Hyundai	1,383	1,188	-14.1%	2,918	2,414	-17.3%	5,658	5,078	-10.3%	3.3	3.1	-0.2
Infiniti	725	642	-11.4%	1,554	1,206	-22.4%	2,794	2,448	-12.4%	1.6	1.5	-0.1
Jaguar	229	129	-43.7%	498	262	-47.4%	865	650	-24.9%	0.5	0.4	-0.1
Jeep	895	1,111	24.1%	1,991	2,231	12.1%	3,963	4,269	7.7%	2.3	2.6	0.3
Kia	1,875	1,737	-7.4%	4,135	3,471	-16.1%	7,658	7,056	-7.9%	4.5	4.4	-0.1
Land Rover	443	527	19.0%	921	1,017	10.4%	1,779	1,955	9.9%	1.0	1.2	0.2
Lexus	2,125	1,854	-12.8%	4,279	3,501	-18.2%	8,466	7,772	-8.2%	4.9	4.8	-0.1
Lincoln	154	136	-11.7%	359	244	-32.0%	692	554	-19.9%	0.4	0.3	-0.1
Maserati	102	71	-30.4%	254	156	-38.6%	522	334	-36.0%	0.3	0.2	-0.1
Mazda	845	838	-0.8%	1,877	1,774	-5.5%	3,661	3,683	0.6%	2.1	2.3	0.1
Mercedes	1,976	1,969	-0.4%	4,288	3,860	-10.0%	8,915	9,067	1.7%	5.2	5.6	0.4
MINI	264	394	49.2%	516	632	22.5%	986	1,227	24.4%	0.6	0.8	0.2
Mitsubishi	116	130	12.1%	289	232	-19.7%	554	506	-8.7%	0.3	0.3	0.0
Nissan	2,541	2,311	-9.1%	5,728	4,366	-23.8%	10,631	8,710	-18.1%	6.2	5.4	-0.8
Porsche	330	349	5.8%	687	638	-7.1%	1,403	1,431	2.0%	0.8	0.9	0.1
Ram	360	281	-21.9%	753	593	-21.2%	1,483	1,226	-17.3%	0.9	0.8	-0.1
smart	32	15	-53.1%	58	20	-65.5%	113	40	-64.6%	0.1	0.0	0.0
Subaru	1,219	1,246	2.2%	2,716	2,430	-10.5%	4,936	5,160	4.5%	2.9	3.2	0.3
Tesla	466	1,189	155.2%	717	1,501	109.3%	1,509	2,683	77.8%	0.9	1.7	0.8
Toyota/Scion	6,795	6,893	1.4%	15,146	13,486	-11.0%	28,493	28,688	0.7%	16.6	17.7	1.1
Volkswagen	902	968	7.3%	2,088	2,033	-2.6%	4,466	4,505	0.9%	2.6	2.8	0.2
Volvo	180	277	53.9%	408	521	27.7%	812	1,100	35.5%	0.5	0.7	0.2
Other	101	296	193.1%	201	503	150.2%	360	964	167.8%	0.2	0.6	0.4

**Change in New Vehicle Segment Market Share - YTD 2018 thru April vs. YTD 2017**



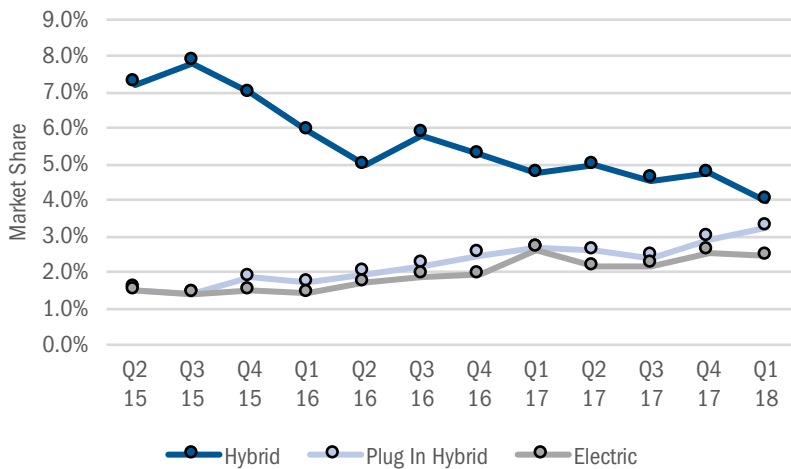
Data Source: AutoCount data from Experian.

**Percent Change in Brand Registrations - YTD 2018 thru April vs. YTD 2017 (Top 30 selling brands)**



Data Source: AutoCount data from Experian.

**Quarterly Alternative Powertrain Market Share (includes hybrid and electric vehicles)**



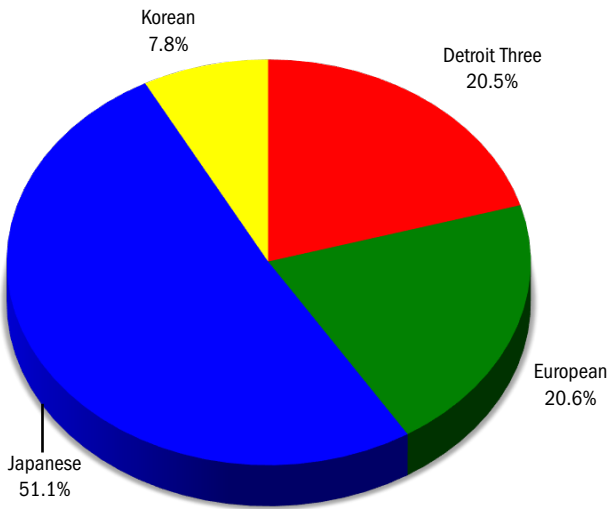
Hybrid/electric vehicle market share in Q1 '18: **9.6%**

New Retail Hybrid and Electric Vehicle Registrations		
Top 10 Selling Models in County - YTD '18 thru March		
Rank	Model	Regs.
1	Toyota Prius	2428
2	Tesla Model 3	787
3	Chevrolet Volt	601
4	Toyota RAV4	530
5	Tesla Model S	526
6	BMW I3	466
7	Chevrolet Bolt	459
8	Ford Fusion	447
9	Tesla Model X	445
10	Kia Niro	406

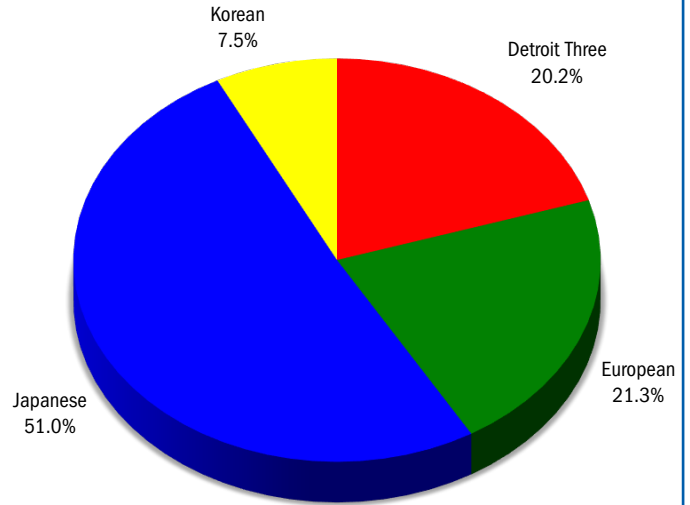
The graph above shows hybrid powertrain and electric vehicle quarterly market share in the county. Source: IHS Markit.

**Market Share for Japanese, Detroit Three, European, and Korean Brands - YTD '17 thru April and YTD '18**

**YTD 2017**

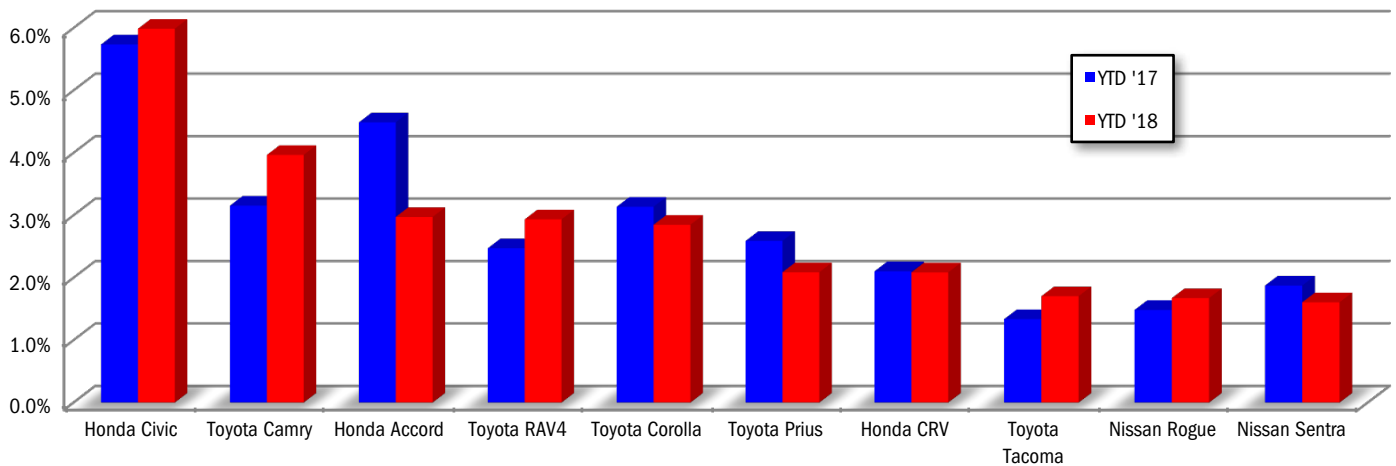


**YTD 2018**



Data Source: AutoCount data from Experian Automotive.

**Market Share for Top 10 Selling Models in LA County - YTD 2018 thru April and YTD 2017**



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