

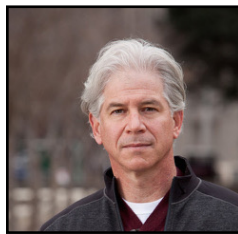


LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER ISSUE #3 – 2019

GLANCD A Annual Member Luncheon Is June 18

GLANCDA will host its annual new car dealer member luncheon on June 18, 2019 at the Universal Sheraton Hotel in Universal City. The keynote speaker for the event is former Enron CFO, Andy Fastow. Mr. Fastow has been speaking to business groups throughout the United States since being released from prison for his role in defrauding investors with illegal accounting practices. He will share the story of “playing in the gray” and the trouble it caused for so many. He will also share about the opportunity to speak to many is a chance to “do the right thing.” Attending and listening to this message will be of value to all dealership employees!



LUNCHEON REGISTRATION:

Attendee online registration, Table Registration, and Sponsor Registration:

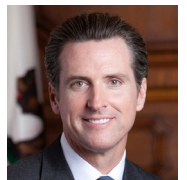
<http://www.cvent.com/d/f6qc9h/4W>

JOIN OR RENEW GLANCD A MEMBERSHIP:

<http://www.cvent.com/d/k6qcb9>

FYI. Online membership only works for single location companies. If you are registering more than one location, please use form on page 5 of this newsletter.

GLANCD A Dealer members joined with dealers from throughout the state at a fundraiser event for the future campaign of Governor Gavin Newsom. (Dealers Mike Sullivan and Darryl Holter shown in photos). The event took place at CNCDA (California New Car Dealers Association) headquarters in Sacramento on Thursday April 11, with 35 people in attendance.



Governor Newsom thanked GLANCD A as one of two host sponsors of the event, and gave remarks that talked about his first 90 days in office, and the challenges and progress the administration is making.

Greater LOS ANGELES NEW CAR DEALERS ASSOCIATION
ANNUAL MEMBER LUNCHEON
SHERATON UNIVERSAL HOTEL
JUNE 18, 2019
11:30 AM - 2:00 PM
REGISTER AT
WWW.GLANCD A.ORG

Speaker: Andy Fastow was the Chief Financial Officer of Enron Corp

RULES VERSUS PRINCIPLES
 Join in on a unique conversation about ethics, rules and principals with Andy Fastow, former CFO at Enron. Mr. Fastow was charged with 78 counts of fraud for his central role in creating off-balance sheet entities that disguised the company's financial condition, and personally made tens of millions in the process.

Fritz Hitchcock will be honored with the 2019 GLANCD A Lifetime Service Award!

GLANCD A membership renewal for 2019 includes two seats (per dealership rooftop) at the luncheon. Also included is 150 all-day/any-day tickets to the 2019 Los Angeles Auto Show at the Convention Center. Membership runs \$200 a rooftop, and past members will receive their renewal notices soon. New members will also have this same opportunity, and the deadline to pay will be June 1, 2019. □



Los Angeles Area Team finishes 21st in National Competition

The GLANCDA sponsored team from Van Nuys High School competed with other schools from throughout the country at the New York Auto Show on April 23-24. Instructor Joe Agruso spent many hours preparing the team (Jose Guerra and Gurjot Grewal). Center BMW in Van Nuys also helped mentor the team as well.



Van Nuys High school won the local competition in December at Cerritos College and has represented Los Angeles area dealers for 4 of the last 5 years running.

The association supports this competition and also hosts career networking events for area community college automotive students. Providing opportunities for students and dealership representatives that allow for career exploration together is a key mission of the association. Congratulations to all!



Join Us for the 2019
 Southland Motor Car Dealers Association &
 Greater Los Angeles New Car Dealers

Scholarship Golf Tournament

In Support of Northwood University & Education Programs



SAVE THE DATE
 Monday, July 22, 2019 | 11 am Shotgun
 Old Ranch Country Club | 3901 Lampson Ave. | Seal Beach, CA 90740





Proceeds from this tournament support automotive students and education programs in Southern California.
 Contact Todd Leutheuser for registration details and sponsorship opportunities at 562.467.5252.

2019 BOARD MEMBERS

PRESIDENT
 David Ellis

Glendale Dodge Chrysler Jeep

VICE PRESIDENT
 Howard Tenenbaum
 Keyes Automotive Group

SECRETARY-TREASURER
 Jeanne Brewer
 Glendale Acura

IMMEDIATE PAST PRESIDENT
 Peter Smith
 Bob Smith Toyota

DIRECTOR
 Bert Boeckmann
 Galpin Motors

DIRECTOR
 Cheri Fleming
 Valencia Acura

DIRECTOR
 Peter Hoffman
 Sierra Automotive Group

DIRECTOR
 Greg Bozzani
 Bozzani Motors

DIRECTOR
 Darryl Holter
 Felix Chevrolet

DIRECTOR
 Tim Smith
 Bob Smith BMW/Mini

DIRECTOR
 John Symes
 Symes Automotive Group

DIRECTOR
 Ian Thomas
 Thomas Acura

LEGAL COUNSEL
 Joe Berberich

EXECUTIVE DIRECTOR
 Bob Smith

GLANCDA Awards Scholarship

GLANCDA-funded scholarship at Rio Hondo College was awarded to student technician Hector Aceves on Friday morning May 17!



Mike Slavich, the Dean of the Career and Technical Ed Department, posing with recipient Hector Aceves, and Glancda Executive Director Bob Smith.

GLANCDA hosts its third career fair

GLANCDA hosted its third career fair for student technicians on Thursday evening May 16, 2019 at the Cerritos Sheraton. In attendance were dealership representatives, and students and faculty members from area automotive programs.

GLANCDA is committed to supporting efforts to help new car dealers recruit developing technicians. These events are wonderful networking opportunities with something to benefit for all who attend.

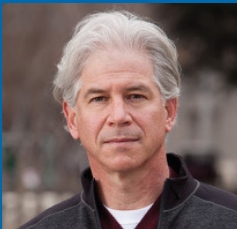


Greater LOS ANGELES NEW CAR DEALERS ASSOCIATION

ANNUAL LUNCHEON

TUESDAY, JUNE 18, 2019 – 11:30 AM – 2:00 PM

LOCATION: SHERATON UNIVERSAL HOTEL



KEYNOTE SPEAKER – ANDY FASTOW
Former Chief Financial Officer of Enron Corp

RULES VERSUS PRINCIPLES

Join in on a unique conversation about ethics, rules and principals with Andy Fastow, former CFO at Enron. Mr. Fastow was charged with 78 counts of fraud for his central role in creating off-balance sheet entities that disguised the company's financial condition, and personally made tens of millions in the process.



Fritz Hitchcock will be honored with the
2019 GLANCD A Lifetime Service Award!

**SPECIAL PROMOTION – Join or Renew your GLANCD A Membership
and get two comp tickets to the Annual Luncheon.**

**FOR MORE INFORMATION GO TO:
WWW.GLANCD A.ORG**

Contact Event Planner:
Natalie Sinclair
Natalie@camgmt.com

GLANCD A MEMBERS 2018

Acura of Alhambra	Puente Hills Mazda	Galpin Jaguar Lincoln Volvo Aston Martin
Acura Of Glendale	Puente Hills Nissan	Galpin Motors, Inc. dba - Galpin Ford
Acura of Thousand Oaks	Puente Hills Toyota	Galpin Subaru
Advantage Ford, Inc.	Puente Hills Volkswagen	Galpin Volkswagen
Airport Marina Ford	Rally Auto Group	Gardena Nissan, Inc.
Airport Marina Honda	Reynolds Buick GMC Trucks	Glendale Dodge Chrysler Jeep
Allen Gwynn Chevrolet	Robertson Honda	Glendora Chevrolet, Inc.
Antelope Valley Chevrolet	Ross Nissan	Glendora Dodge Chrysler Jeep
Antelope Valley Ford Lincoln & Mazda	Rusnak Arcadia Mbenz	Glenn E. Thomas Dodge/Chrysler/Jeep
Antelope Valley Nissan	Rusnak/Pasadena	Honda Of Pasadena
Antelope Valley Volkswagen	Santa Monica Lincoln	Keyes Toyota
Autonation Volvo South Bay	Sunrise Ford of North Hollywood	Land Rover Encino
Bob Smith Toyota	Symes Cadillac, Inc.	Land Rover Pasadena
Bob Wondries Ford	Thomas Acura	Lexus Of Cerritos
Bozzani Motors	Thorson Motor Center	Lexus of Valencia
Browning Mazda	Timmons Subaru	Lexus Of Woodland Hills
Browning Mazda Of Alhambra	Timmons VW	Lexus Santa Monica
Cabe Brothers Toyota	Toyota of Downtown LA	Longo Lexus
Calstar Motors	Toyota Of Hollywood	Longo Toyota Scion
Camacho Mitsubishi	Toyota of Lancaster	Manhattan Beach Toyota Scion
Camino Real Chevrolet	Toyota of Marina del Rey	Mercedes-Benz Of Beverly Hills
Capistrano Toyota Scion	Toyota Of Santa Monica	Norm Reeves Ford Superstore
Culver City Honda	Valencia Acura	Norm Reeves Honda Superstore Cerritos
Dependable Dodge	Valencia BMW	Norm Reeves Hyundai Superstore
DTLA Motors - Mercedes-Benz	Volkswagen Alhambra	Northridge Toyota/Scion
Ed Butts Ford	Volkswagen of Downtown LA	Norwalk Toyota Scion
Felix Chevrolet	Volkswagen Pasadena	Pacific BMW
Ferrari Beverly Hills	Volkswagen Santa Monica, Inc.	Pacific Volkswagen
Ferrari Los Angeles	W. I. Simonson, Inc.	Penske Buick GMC of Cerritos
Ford Of Montebello	Wondries Toyota	Penske Cadillac
Ford Of Upland	Woodland Hills Buick/GMC/Cadillac	Penske Chevrolet
Honda Of Santa Monica	Woodland Hills Honda	Penske Mercedes
Honda of Thousand Oaks	Woodland Hills Porsche	Porsche of Downtown LA
Hornburg Los Angeles	Audi Beverly Hills	Scott Robinson Chrysler
Hunter Dodge Chrysler Jeep Ram Fiat	Audi Of Downtown LA	Scott Robinson Honda
Jaguar Land Rover South Bay	Audi Pacific	Sierra Autocars
Keyes Audi	Audi Valencia	Sierra Chrysler Dodge Jeep Ram
Keyes Chevrolet	Autonation Acura South Bay	South Bay Ford, Inc.
Keyes European	Autonation CDJR Valencia	South Bay Lexus
Keyes Honda	Autonation Chevrolet Valencia	South Bay Toyota
Ferrari South Bay	Autonation Ford Torrance	Star Ford Lincoln
Ferrari Westlake	Autonation Ford Valencia	Star Mazda
Fiat Of Glendale	Autonation Honda Valencia	Subaru Of Santa Monica
Keyes Hyundai	Autonation Toyota Cerritos	Subaru Pacific
Keyes Lexus	Carson Nissan	Worthington Ford
Mercedes-Benz of Long Beach	Carson Toyota Scion	
Mercedes-Benz of Oxnard	Casa De Cadillac DBA: Casa	
Mercedes-Benz Of South Bay	Automotive Group	
Metro Honda	Center BMW	
Metro Infiniti	Central Ford, Inc.	
Mini Of Valencia	Century West BMW	
Mission Hills Hyundai	Chevrolet Of Montebello	
New Century BMW	Circle Audi Long Beach	
Nick Alexander Imports	Circle Porsche	
Nissan of Downtown LA	Community Chevrolet	
Nissan Of Mission Hills	Crestview Cadillac	
Porsche South Bay	Galpin Mazda	



JOIN OR RENEW YOUR MEMBERSHIP TODAY!

Who are we? GLANCA 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 CNCA 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.

GLANCA membership runs until December 31, 2019.

**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@glancla.org • www.glancla.org

**Join or Renew your GLANCA membership by June 1, 2019
GET TWO TICKETS TO THE ANNUAL LUNCHEON**

Yes, we would like to join for 2019. (Renew or New Member)

DUES PRICING 2019

\$200.00 dealership or main location

\$200.00

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: _____

TWO ANNUAL LUNCHEON TICKETS

First Name: _____

Last Name: _____

Company: _____

Email: _____

First Name: _____

Last Name: _____

Company: _____

Email: _____

**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 (150 all day/ any day tickets during the shows - Dollar Value \$2,250).

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, an 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.

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 GLANCD A website which is at www.glanconda.org.

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

Opportunity to serve on GLANCD A Board of Directors.

Released: May 2019

Covering data thru April 2019

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 declined 4.4% during the first four months of this year versus the same period a year earlier. The U.S. market was off by the same percentage.

Light truck registrations were up 0.9% while passenger cars fell 9.5%.

The market declined an estimated 5.3% in April of this year.

The three month moving average of new vehicle registrations declined in April of this year.

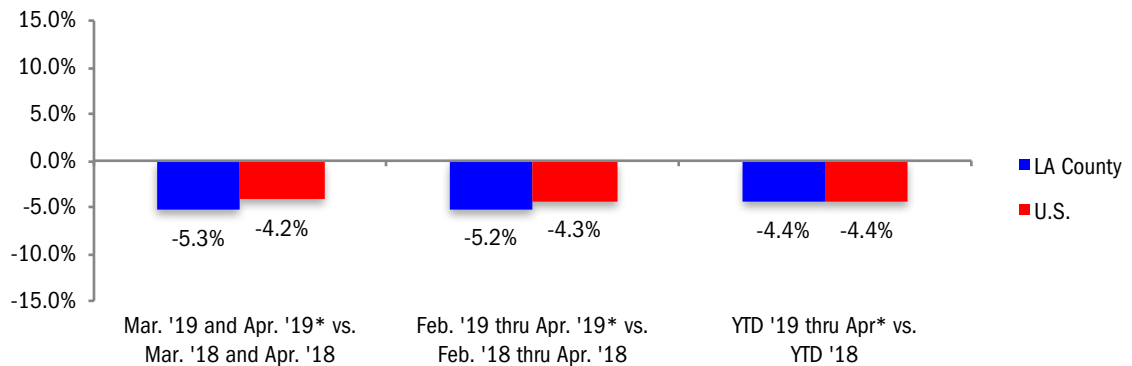
Tesla, Ram, Land Rover, Jaguar, and Acura registrations increased by more than 5% during the first four months of this year versus the same period a year earlier.

	March and April combined			February thru April			YTD thru April		
	2018	2019*	% chg.	2018	2019*	% chg.	2018	2019*	Chg.
Industry Total	87,249	82,640	-5.3%	124,741	118,273	-5.2%	163,183	156,072	-4.4%
Cars	44,505	39,702	-10.8%	63,358	56,090	-11.5%	82,274	74,465	-9.5%
Light Trucks	42,744	42,938	0.5%	61,383	62,183	1.3%	80,909	81,607	0.9%
Domestic	19,592	17,329	-11.6%	27,502	24,669	-10.3%	36,286	35,343	-2.6%
European	18,310	17,347	-5.3%	25,942	24,868	-4.1%	33,929	31,616	-6.8%
Japanese	43,078	41,827	-2.9%	62,078	60,024	-3.3%	80,816	77,894	-3.6%
Korean	6,269	6,137	-2.1%	9,219	8,712	-5.5%	12,152	11,219	-7.7%

Source: IHS.

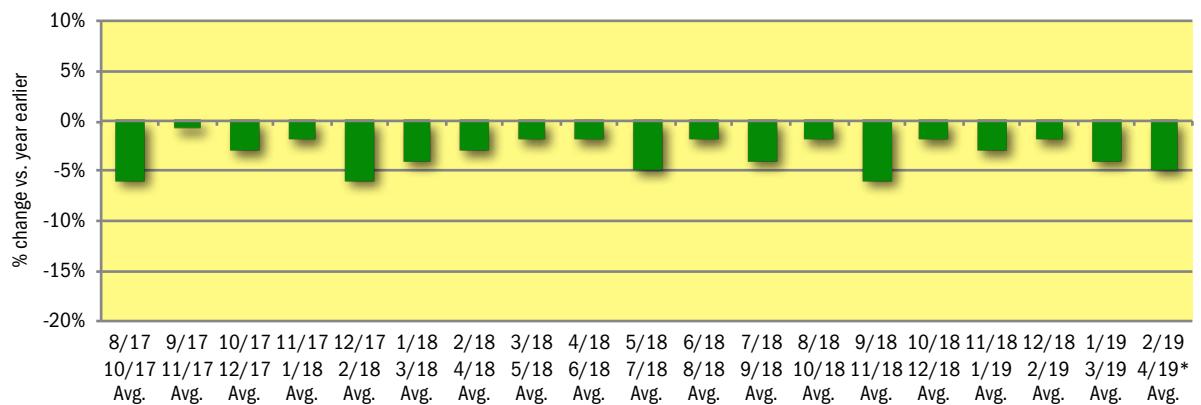
*April 2019 figures estimated by Auto Outlook.

Percent Change in LA County and U.S. New Retail Light Vehicle Registrations



Source: IHS.

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



Source: IHS.

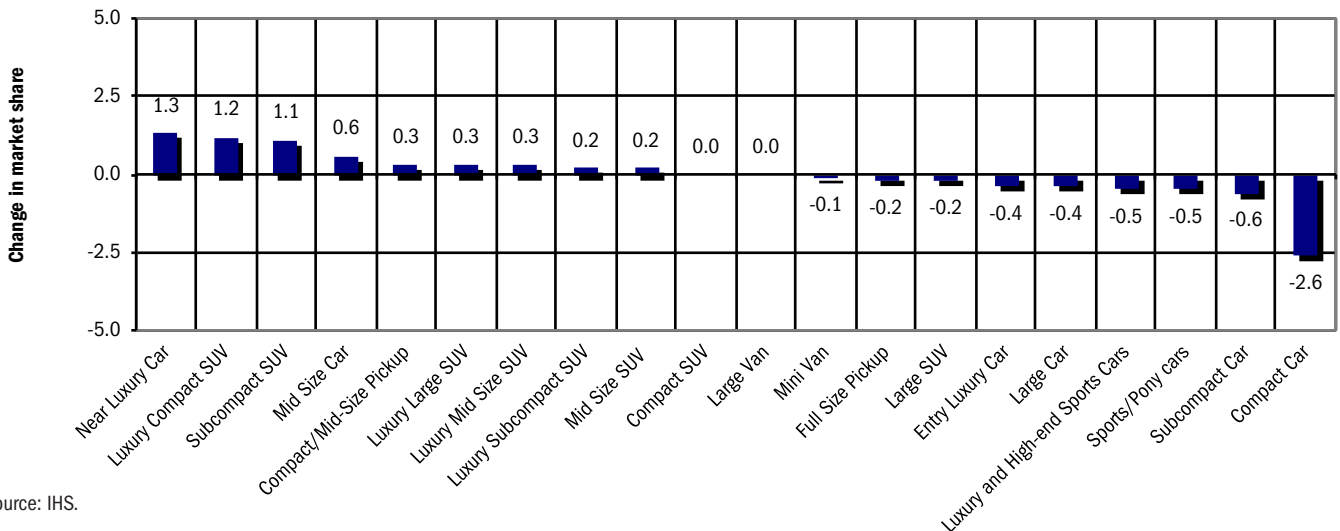
The graph above provides a clear picture of the trending direction of the LA County market. It shows the year-over-year percent change in the three month moving average of new retail light vehicle registrations. The three month moving average is less erratic than monthly registrations, which can fluctuate 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: IHS.

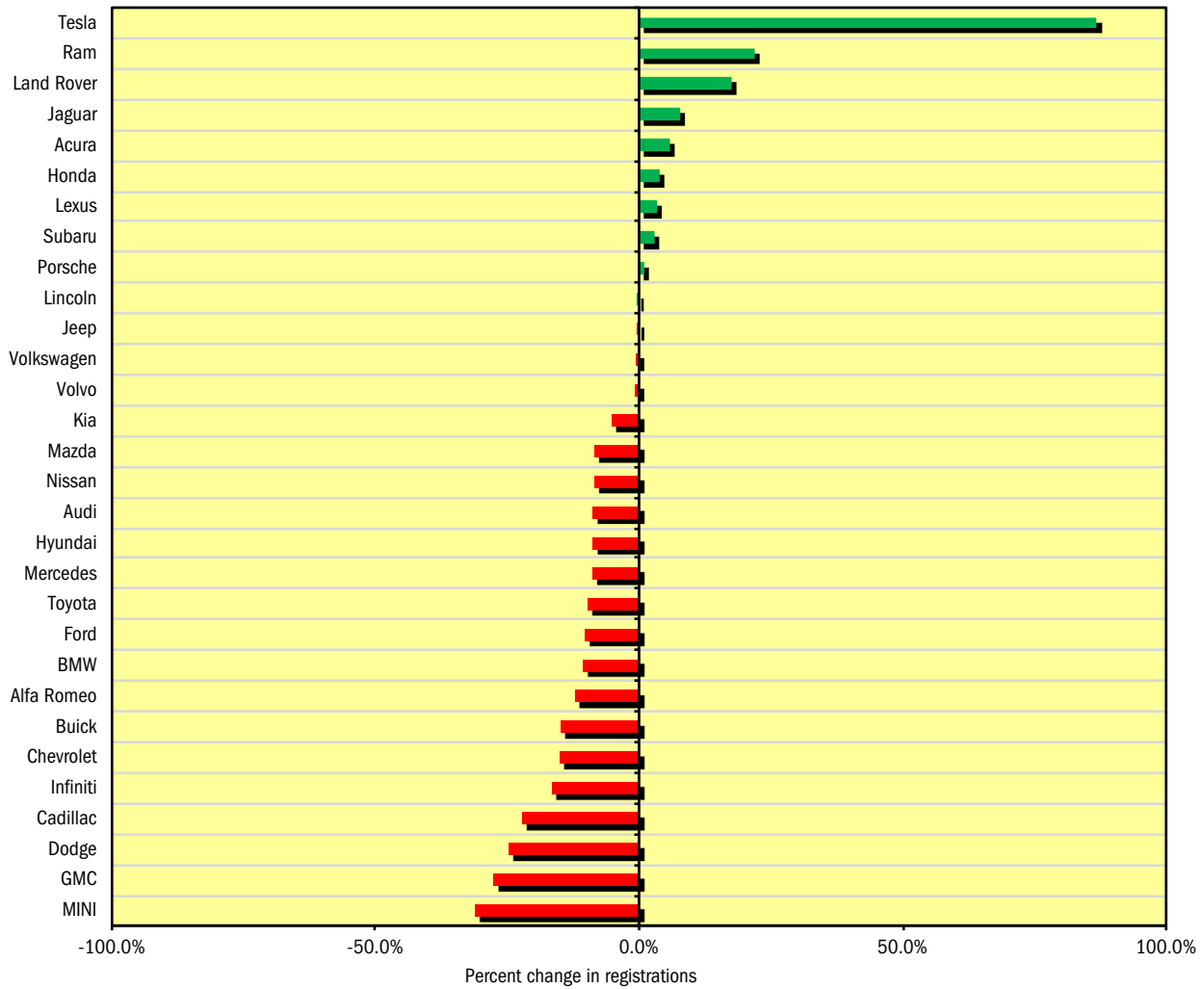
Los Angeles New Retail Car and Light Truck Registrations												
	March and April combined			February thru April			YTD thru April			YTD Market Share (%)		
	2018	2019*	% chg.	2018	2019*	% chg.	2018	2019*	% chg.	2018	2019*	Chg.
TOTAL	87,249	82,640	-5.3%	124,741	118,273	-5.2%	163,183	156,072	-4.4%			
Acura	829	829	0.0%	1,204	1,253	4.1%	1,533	1,623	5.9%	0.9	1.0	0.1
Alfa Romeo	491	348	-29.1%	625	503	-19.5%	795	698	-12.2%	0.5	0.4	-0.1
Audi	2,289	2,033	-11.2%	3,263	2,919	-10.5%	4,180	3,814	-8.8%	2.6	2.4	-0.2
BMW	4,835	4,522	-6.5%	6,699	6,243	-6.8%	8,333	7,450	-10.6%	5.1	4.8	-0.3
Buick	402	320	-20.4%	528	428	-18.9%	658	560	-14.9%	0.4	0.4	0.0
Cadillac	576	436	-24.3%	821	632	-23.0%	1,096	853	-22.2%	0.7	0.5	-0.2
Chevrolet	6,022	5,098	-15.3%	8,420	7,125	-15.4%	10,731	9,114	-15.1%	6.6	5.8	-0.8
Chrysler	345	203	-41.2%	475	301	-36.6%	649	421	-35.1%	0.4	0.3	-0.1
Dodge	1,548	1,156	-25.3%	2,142	1,605	-25.1%	2,720	2,046	-24.8%	1.7	1.3	-0.4
FIAT	121	57	-52.9%	194	93	-52.1%	317	162	-48.9%	0.2	0.1	-0.1
Ford	4,146	3,518	-15.1%	6,280	5,449	-13.2%	8,570	7,687	-10.3%	5.3	4.9	-0.4
Genesis	125	102	-18.4%	191	108	-43.5%	259	118	-54.4%	0.2	0.1	-0.1
GMC	932	703	-24.6%	1,311	957	-27.0%	1,683	1,218	-27.6%	1.0	0.8	-0.2
Honda	12,461	12,793	2.7%	18,013	18,450	2.4%	23,140	24,091	4.1%	14.2	15.4	1.2
Hyundai	2,496	2,370	-5.0%	3,585	3,377	-5.8%	4,829	4,403	-8.8%	3.0	2.8	-0.2
Infiniti	1,241	992	-20.1%	1,770	1,436	-18.9%	2,235	1,864	-16.6%	1.4	1.2	-0.2
Jaguar	313	281	-10.2%	438	488	11.4%	599	645	7.7%	0.4	0.4	0.0
Jeep	2,531	2,406	-4.9%	3,627	3,564	-1.7%	4,690	4,678	-0.3%	2.9	3.0	0.1
Kia	3,648	3,665	0.5%	5,443	5,227	-4.0%	7,064	6,698	-5.2%	4.3	4.3	0.0
Land Rover	1,119	1,220	9.0%	1,595	1,794	12.5%	1,990	2,343	17.7%	1.2	1.5	0.3
Lexus	3,928	4,056	3.3%	5,484	5,798	5.7%	7,156	7,386	3.2%	4.4	4.7	0.3
Lincoln	308	280	-9.1%	424	418	-1.4%	595	594	-0.2%	0.4	0.4	0.0
Maserati	149	119	-20.1%	240	166	-30.8%	310	245	-21.0%	0.2	0.2	0.0
Mazda	1,852	1,724	-6.9%	2,754	2,540	-7.8%	3,630	3,324	-8.4%	2.2	2.1	-0.1
Mercedes	4,521	4,275	-5.4%	6,474	6,222	-3.9%	8,688	7,914	-8.9%	5.3	5.1	-0.2
MINI	744	495	-33.5%	1,000	667	-33.3%	1,248	860	-31.1%	0.8	0.6	-0.2
Mitsubishi	277	190	-31.4%	376	269	-28.5%	530	394	-25.7%	0.3	0.3	0.0
Nissan	4,951	4,546	-8.2%	7,023	6,377	-9.2%	8,950	8,200	-8.4%	5.5	5.3	-0.2
Porsche	804	735	-8.6%	1,120	1,114	-0.5%	1,573	1,586	0.8%	1.0	1.0	0.0
Ram	747	934	25.0%	1,108	1,374	24.0%	1,479	1,805	22.0%	0.9	1.2	0.3
Subaru	2,579	2,830	9.7%	3,753	4,060	8.2%	5,223	5,363	2.7%	3.2	3.4	0.2
Tesla	2,025	2,270	12.1%	2,355	2,807	19.2%	3,402	6,352	86.7%	2.1	4.1	2.0
Toyota	14,957	13,865	-7.3%	21,697	19,836	-8.6%	28,412	25,642	-9.7%	17.4	16.4	-1.0
Volkswagen	2,151	2,453	14.0%	3,192	3,455	8.2%	4,329	4,300	-0.7%	2.7	2.8	0.1
Volvo	592	618	4.4%	838	925	10.4%	1,192	1,182	-0.8%	0.7	0.8	0.1
Other	194	198	2.1%	279	293	5.0%	395	439	11.1%	0.2	0.3	0.1

Change in New Vehicle Segment Market Share - YTD 2019 thru April vs. Year Earlier



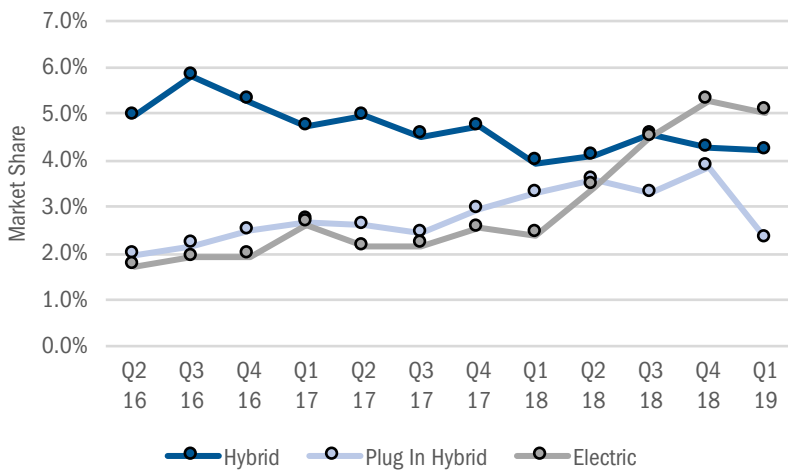
Source: IHS.

Percent Change in Brand Registrations - YTD '19 thru April vs. Year Earlier (Top 30 brands)



Data Source: IHS.

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

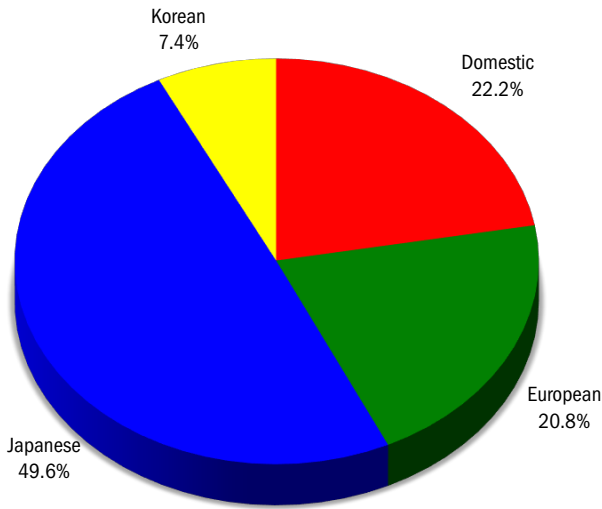


Hybrid/electric vehicle market share in Q1 '19:
11.5%

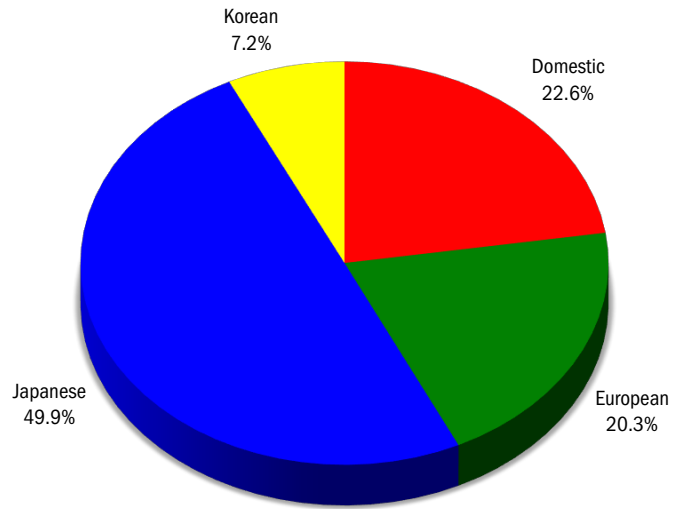
The graph above shows hybrid powertrain and electric vehicle quarterly market share in the county. Source: IHS.

Market Share for Japanese, Detroit Three, European, and Korean Brands

YTD '18 thru April



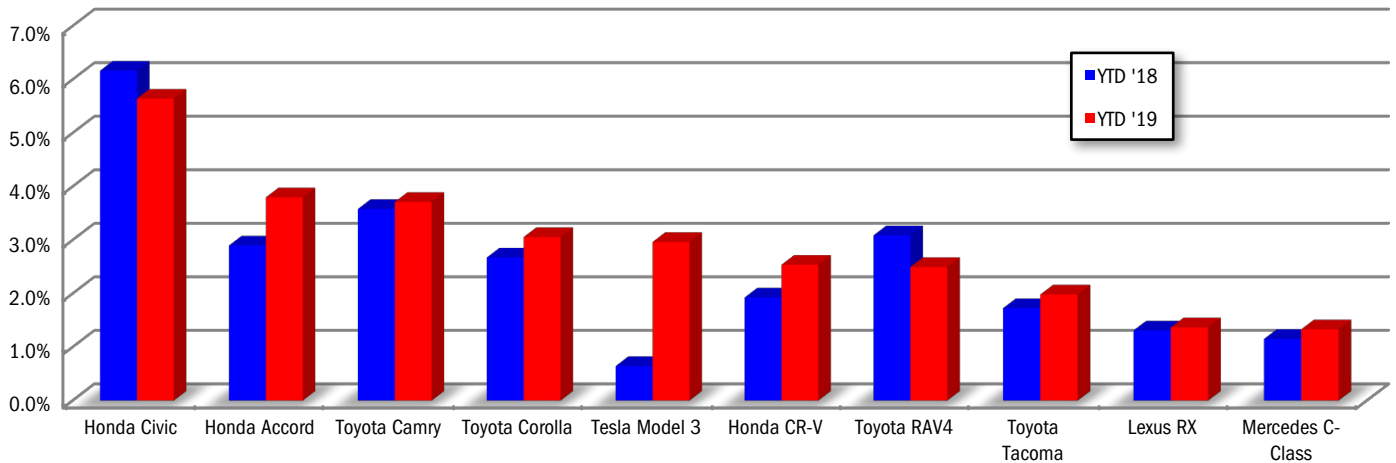
YTD '19 thru April*



*April 2019 figures estimated by Auto Outlook.

Data Source: IHS.

Market Share for Top 10 Selling Models in LA County - YTD '18 and '19, thru March



Los Angeles Auto Outlook

Published for:
Greater Los Angeles New Car Dealers Association
714 West Olympic Boulevard, Suite 601
Los Angeles, CA 90015

Phone: 213-748-0240
www.glanca.org

Published by:
Auto Outlook, Inc.
PO Box 390
Exton, PA 19341

Phone: 610-640-1233
Email: jfoltz@autooutlook.com

Copyright Auto Outlook, Inc.,
May 2019

Los Angeles Auto Outlook is distributed free of charge to all members of Los Angeles New Car Dealers Association. The publication is sponsored and supported by GLANCA.

Los Angeles Auto Outlook is published and edited by Auto Outlook, Inc., an independent automotive market research firm. Opinions in Los Angeles Auto Outlook are solely those of Auto Outlook, Inc., and are not necessarily shared by GLANCA.