

Greater

LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER • ISSUE #4 • 2013

GLANCD A Annual Meeting and Member Luncheon



(l to r) Bob Smith, Executive Director, Pete Smith, Vice President, Ian Thomas, President, and Fritz Hitchcock, Treasurer

Over 160 dealer members, legislators and professional service providers convened at the Universal Hilton in Universal City on Tuesday, July 16th for the Annual Member Luncheon and Meeting. This annual meeting provided an opportunity to listen to a review of the association's work for the fiscal year and to hear about plans for the future.

Members also heard from Senator Alex Padilla who discussed current legislation and the relevance it has for the dealer members and the retail automobile industry on a local, state and even the national level. In addition, Los Angeles Times sports columnists, Bill Plaschke and Sam Farmer spoke in a very comfortable panel format with the theme of "Notes, Quotes and Anecdotes", which included colorful stories of teams and individuals that make up some of the Los Angeles area recent sports history.

During the Annual Meeting, several new board members were installed. GLANCD A welcomes new President, Ian Thomas, new Vice President Pete Smith and Secretary-Treasurer Fritz Hitchcock. GLANCD A also honored retiring board member John Hawkins for over 15 years of service and leadership to the association. David Ellis will serve as Immediate Past President.

For those of you who attended the event, thank you for your participating!



Senator Alex Padilla gives GLANCD A attendees an update on important legislation.

More pictures from the meeting on page 4

In This Issue

- Digital Dealer Workshop.....2
- Karl Rove To Address Washington Conference.....3
- Pictures from the GLANCD A Annual Meeting.....4
- NADA Convention & Expo.....5

Greater Los Angeles New Car Dealers Association
714 West Olympic Boulevard, Suite 601 • Los Angeles, CA 90015
Contact Us: Phone (213) 748-0240 • Fax (213) 748-0245
bob@glanconda.org • www.glanconda.org

Join us in Universal City on Thursday, September 5, 2013 for a day of learning how to use the Internet and technology to sell and service more vehicles more profitably.

In partnership with the Greater Los Angeles New Car Dealers Association (GLANCD A), the Digital Dealer Workshop LA will showcase sessions from the industry's premier automotive digital strategy speakers in a one day event on September 5, 2013 at the Sheraton Universal Hotel.

Learn from industry leaders, the latest skills and best practices across 16 sessions in areas such as:

- Digital Marketing & Social Media
- Reputation Management & Customer Loyalty
- Data & Analytics
- Sales & Fixed Operations

Agenda will be posted August 1

Keynote Presented by Google

GLANCD A Members - type GLANCD A in the promo code to get the discount.

GLANCD A Members: \$99 First Attendee / \$49 Additional

Non-GLANCD A Members: \$199 First Attendee / \$99 Additional

Register Now at

www.DigitalDealerWorkshops.com

September 5, 2013 • Sheraton Universal Hotel

Who Should Attend

Dealer Principals
General Managers
General Sales Managers
Internet Sales Managers
E-Commerce Directors
CRM Managers
BDC Managers
Fixed Operations Managers
Pre-Owned Managers
F&I Managers
Marketing Directors
Social Media Managers



KARL ROVE TO ADDRESS 2013 WASHINGTON CONFERENCE

Wednesday, September 18 - Thursday, September 19

Political strategist and popular pundit Karl Rove will be a featured speaker at the 2013 NADA Washington Conference on September 19. Rove is well known for his knowledge of major political issues, having served as senior advisor and deputy chief of staff to President George W. Bush. He is the author of the bestselling *Courage and Consequence* and is currently a Fox News contributor and Wall Street Journal columnist.

Plan now to attend the 2013 conference. Auto finance, taxes, vehicle recalls and numerous other issues are on the federal agenda in Washington, D.C. How the government proceeds on these issues will have a direct effect on you, your employees and your dealership. It is imperative that you attend the 2013 Washington Conference to better educate Congress as to how dealerships work and how some government policies could hinder your ability to grow your business and hire more people.

Plans for the conference are well under way. As always, it will feature top Congressional speakers, up-to-the-minute legislative briefings, a DEAC overview, a media workshop and, perhaps most importantly, opportunities to meet with your Representatives and Senators. On the evening of Wednesday, September 18, we'll welcome everyone to Washington with a reception at the incomparable Smithsonian National Air and Space Museum.

To encourage younger dealers' involvement in the grassroots process and demonstrate the broader value of NADA and state and local dealer associations, again this year, we urge each state association to bring a NextGen dealer. The NextGen dealer invitation is open to those near the age of 40 or younger. NADA will reimburse the dealer's coach airfare.

Register online today. The 2013 Washington Conference will be at the Capital Hilton, located at 1001 16th Street, N.W., Washington, D.C., September 18-19.

Here's how the schedule is shaping up:

Wednesday, September 18

9 a.m. - 4:30 p.m., Washington Conference Registration
12 noon - 1:15 p.m., Inside Washington Briefing and Luncheon
1:30 p.m. - 2:30 p.m., DEAC Overview
2:45 p.m. - 4:15 p.m., Media Workshop
5 p.m. - 6 p.m., NextGen Reception
7 p.m. - 10 p.m., Welcome Reception at the Smithsonian National Air and Space Museum

Thursday, September 19

7 a.m. - 12 noon, Washington Conference Registration
7 a.m. - 8:15 a.m., Delegates' Breakfast
8:30 a.m. - 11:30 a.m., Washington Conference General Session
11:30 a.m. - 1:15 p.m., Delegates' Buffet Luncheon
12 noon - 5:30 p.m., Capitol Hill Visits
12 noon - 5:30 p.m., NADA Capitol Hill Open House, 412 First St., S.E.
5:30 p.m. - 7 p.m., Delegates' Reception

This is a preliminary schedule, and specific times may change; updates will be available at www.nada.org/washconf. Please watch your email and mail over the next few weeks for additional information and registration materials.

We look forward to seeing you in September for this unique opportunity to be part of the political process.

Greater Los Angeles New Car Dealers Association

714 West Olympic Boulevard, Suite 601
Los Angeles, CA 90015

Contact Us: Phone (213) 748-0240 • Fax (213) 748-0245
bob@glancda.org • www.glancda.org



Pictures from the GLANCD A Annual Meeting and Member Luncheon



(l to r) William Paul "Bill" Plaschke, *Los Angeles Times* Sportswriter, Sam Farmer, *Los Angeles Times* Sportswriter, Senator Alex Padilla



(l to r) William Paul "Bill" Plaschke, *Los Angeles Times* sportswriter, and Sam Farmer, *Los Angeles Times* Sportswriter



GLANCD A members having a great time at the Annual Meeting and Luncheon at the Universal City Hilton

GLANCD A **Board of Directors**

IAN THOMAS
President

PETE SMITH
Vice President

FRITZ HITCHCOCK
Secretary/Treasurer

DAVID ELLIS
Immediate Past President

BOB SMITH
Executive Director

BERT BOECKMANN

PETER HOFFMAN

TOM HOFFMAN

DARRYL HOLTER

TIM SMITH

JOHN SYMES

HOWARD TENENBAUM

LEGAL COUNSEL:

JOE BERBERICH

Greater Los Angeles New
Car Dealers Association
714 West Olympic Blvd. Suite 601
Los Angeles, CA 90015
(O) 213-748-0240
(F) 213-748-0242
www.glanconda.org

NADA convention & expo 2014

NEW ORLEANS | JANUARY 24-27



ACCELERATE
YOUR BUSINESS

Why should you attend?

- /// **Learn** from top industry experts
- /// **Network** with your peers
- /// **Meet** with manufacturer executives
- /// **See** and compare the latest technologies and products on the Expo floor
- /// **Find** inspiration from our keynote speakers
- /// **Experience** the history, food and excitement of New Orleans

Who should attend?

- /// Dealer Principal
- /// General Manager
- /// General Sales Manager
- /// Marketing and Communications Manager
- /// Service and Parts Manager
- /// Controller
- /// Legal Counsel

REGISTER NOW!

nadaconvention.org
Early Bird Rates end
September 13th