

Greater

LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER ISSUE #5 – 2018

GLANCDA travels to DC for meetings with elected officials

A small delegation of representatives from the association and its dealer members participated in the NADA Washington conference. This annual lobbying event once again allowed for healthy conversations about dealers concerns with the impact of tariffs on new cars, being smart about vehicle recall legislation, and protecting state franchise laws with the roll out of autonomous vehicles and vehicle subscriptions. □



GLANCDA and John Symes were recognized at a luncheon where a \$10,000 gift to Pasadena Community Foundation was presented. □






CNCDA UPDATE

Governor Brown Vetoes CNCDA's Franchise Bill

In the final hours before the constitutional deadline to sign legislation into law for 2018, Governor Brown vetoed AB 2107, CNCDA's franchise bill. By ignoring similar franchise laws and warranty reimbursement models across the country, the unanimous support of all legislators who voted on the bill, the support of the Machinists union and hundreds of local dealers across California, we believe the Governor got this one wrong.

While the Governor suggested the bill's complexity and unintended consequences were his reasons for rejecting the bill, we feel strongly that these factors were proactively addressed in our bill language and our lengthy negotiations with legislators and the automakers. In short, the Governor's veto, in one of his final legislative acts as Governor, was a surprise.

While we are disappointed to share this news with you, we are committed to continuing the fight to protect California new car dealers and remain dedicated to ensuring a stronger new motor vehicle franchise system. We are already talking with our dedicated author, Assemblywoman Eloise Reyes, about introducing a version of AB 2107 next session. The fight does not stop here. We want to thank Assemblywoman Reyes for her stewardship of this important legislation. We also want to thank all our members across the state who supported AB 2107 throughout the process; your engagement and dedication to the industry continues to be of critical importance to the future of California's franchise system.

If you have any questions regarding AB 2107, please feel free to contact CNCDA's President, Brian Maas, at bmaas@cncda.org or Director of Government Affairs, Cliff Costa, at ccosta@cncda.org or either at 916-441-2599. 

2018 BOARD MEMBERS

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Hitchcock Automotive Resources

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Women in Automotive Heads Back to Los Angeles

When: Monday, November 26, 2018


Where: Los Angeles Convention Center



We're excited to announce Women in Automotive will be hosting a winter conference at AutoMobility LA held at the Los Angeles Convention Center in Los Angeles, California on November 26, 2018. The focus of the 2018 winter conference will be on educating and empowering women and men in the automotive community on thought leadership and trends that impact employment and sales growth. Your admission includes access to the into all the AutoMobility LA Events on Monday evening including a reception, Kick Off Party, Vehicle Debuts and more.

- Looking for motivation to shoot for your dream job?
- Want to know how to handle retention issues with female employees?
- Want to be inspired by some incredible stories of strength, courage and determination?

Our conference is designed to help in all areas of your business and your life. Leadership skills, in-dealership strategies for all different areas, marketing to and retaining female employees, personal development, and educational and inspiring keynotes - there is something here for everyone, men and women alike! GLANCA and CNCDA Member Dealer Principals, Owners and General Managers receive complimentary registration contact Felicia at info@womeninautomotive.com directly to register. All other GLANCA and CNCDA member attendees can receive \$100 Off General Admission at the link below!

To take advantage of this offer, enter discount code CA100 when registering at <http://womeninautomotive.com/wia-event/women-in-automotive-conference-november-2018/>. 

Auto Technician Career Fair/Networking Event

GLANCDA will host an event at the Embassy Suites in Glendale on October 18, from 5 pm to 7pm for area auto tech students to meet with dealership representatives.

The evening will have speakers and video presentations that talk about the state of the industry, and the opportunities that that await motivated hard working students.

Local community college students taking classes in automotive technology will be in attendance (Pasadena, East Los Angeles, LA Trade Tech, Pierce). Additionally some very motivated high school seniors and their instructors will be joining us as well.

Food and non alcoholic beverages will be served, and self parking underneath the hotel will be validated. Attendance is limited to first 150 to register.

Date: October 18, 2018

Time: 5pm - 7pm

Location: Glendale Embassy Suites
800 N Central Glendale CA 91203

Attire: Business casual



AutoConference LA 2018

#AutoConfLA

November 27 | Intercontinental Los Angeles Downtown



Visit
autoconferenceLA.com



Hosted by:



Attending the LA Auto Show? Put AutoConference LA on your list!

The half-day event features C-suite speakers, panel discussions on the future of the global auto industry, an economic briefing and more. The conference begins with a noon luncheon, includes featured OEM speakers, and ends with a reception on the 73rd floor offering 360-degree skyline views. Attendees will also receive a credential to attend the auto show.

Partners:



NATIONAL AUTOMOBILE DEALERS ASSOCIATION

NADA SHOW | 2019



JANUARY 24-27



SAN FRANCISCO

ATTENDEE REGISTRATION AND HOUSING IS NOW OPEN.



DRIVE YOUR DEALERSHIP INTO THE FUTURE.

nadashow.org | [#NADASHOW](https://twitter.com/NADASHOW)

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		

Deadline to renew/join Membership and receive 150 complimentary all day/any day tickets to the Los Angeles auto show (Nov 30-Dec 9) is Nov. 1



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**

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Sacramento, CA 95833

Contact Us:

Phone (213) 748-0243
Fax (213) 748-0245

bob@glanconda.org • www.glanconda.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 (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, 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 reduce 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 GLANCDA website which is at www.glanca.org.

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

Opportunity to serve on GLANCDA Board of Directors.

Released: September 2018

Covering data thru August 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 fell 19.6% in August 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.

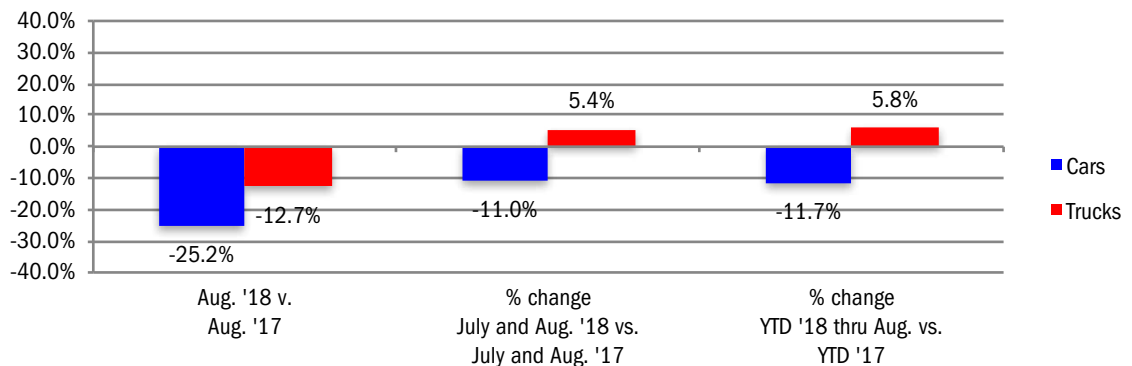
The county market was down 4% during the first eight months this year versus a year earlier. Light truck registrations were up 5.8% while passenger cars fell 11.7%.

The three month moving average of new vehicle registrations moved lower in August of this year.

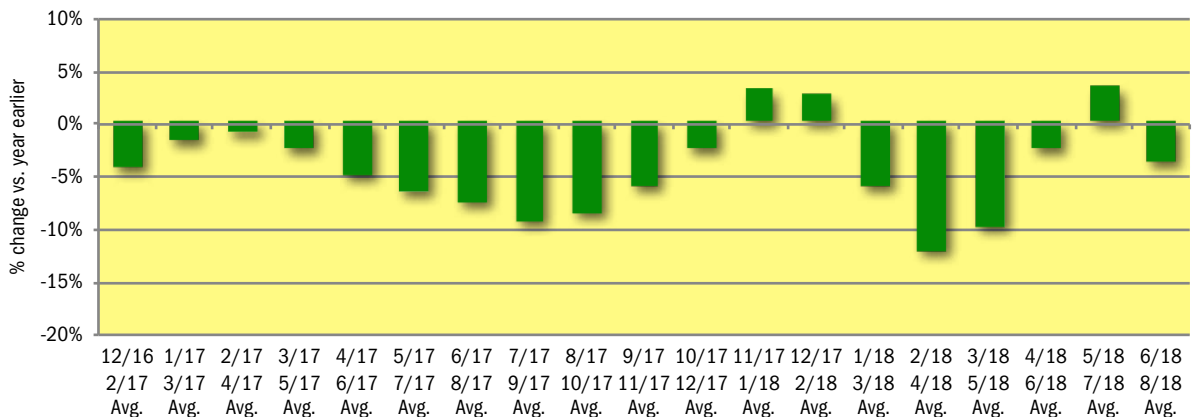
Tesla, Volvo, Jeep, Land Rover, Subaru, Dodge, Mazda, BMW, and MINI registrations increased during the first eight months of this year.

	August			July and Aug. Combined			Year to date thru Aug.		
	2017	2018	% chg.	2017	2018	% chg.	2017	2018	Chg.
Industry Total	47,291	38,026	-19.6%	87,833	84,600	-3.7%	349,182	335,049	-4.0%
Cars	26,011	19,458	-25.2%	48,608	43,252	-11.0%	196,284	173,342	-11.7%
Light Trucks	21,280	18,568	-12.7%	39,225	41,348	5.4%	152,898	161,707	5.8%
Domestic	9,277	8,516	-8.2%	17,345	18,567	7.0%	70,373	70,532	0.2%
European	9,107	7,055	-22.5%	17,063	16,279	-4.6%	69,506	68,313	-1.7%
Japanese	25,542	19,677	-23.0%	46,761	43,698	-6.6%	182,020	171,424	-5.8%
Korean	3,365	2,778	-17.4%	6,664	6,056	-9.1%	27,283	24,780	-9.2%

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.

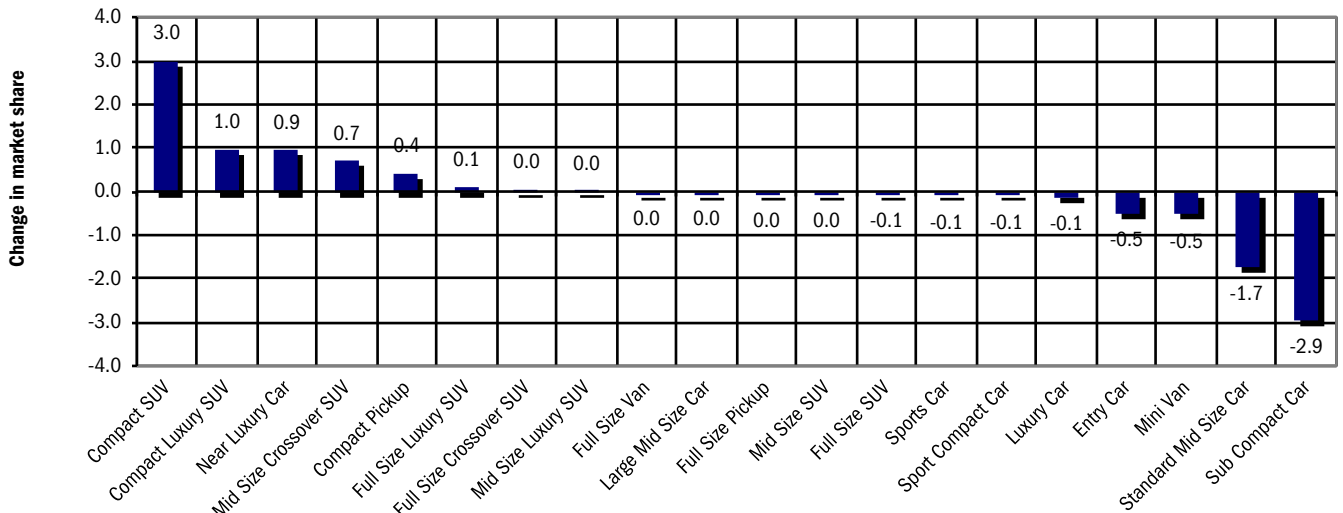
Data Information

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

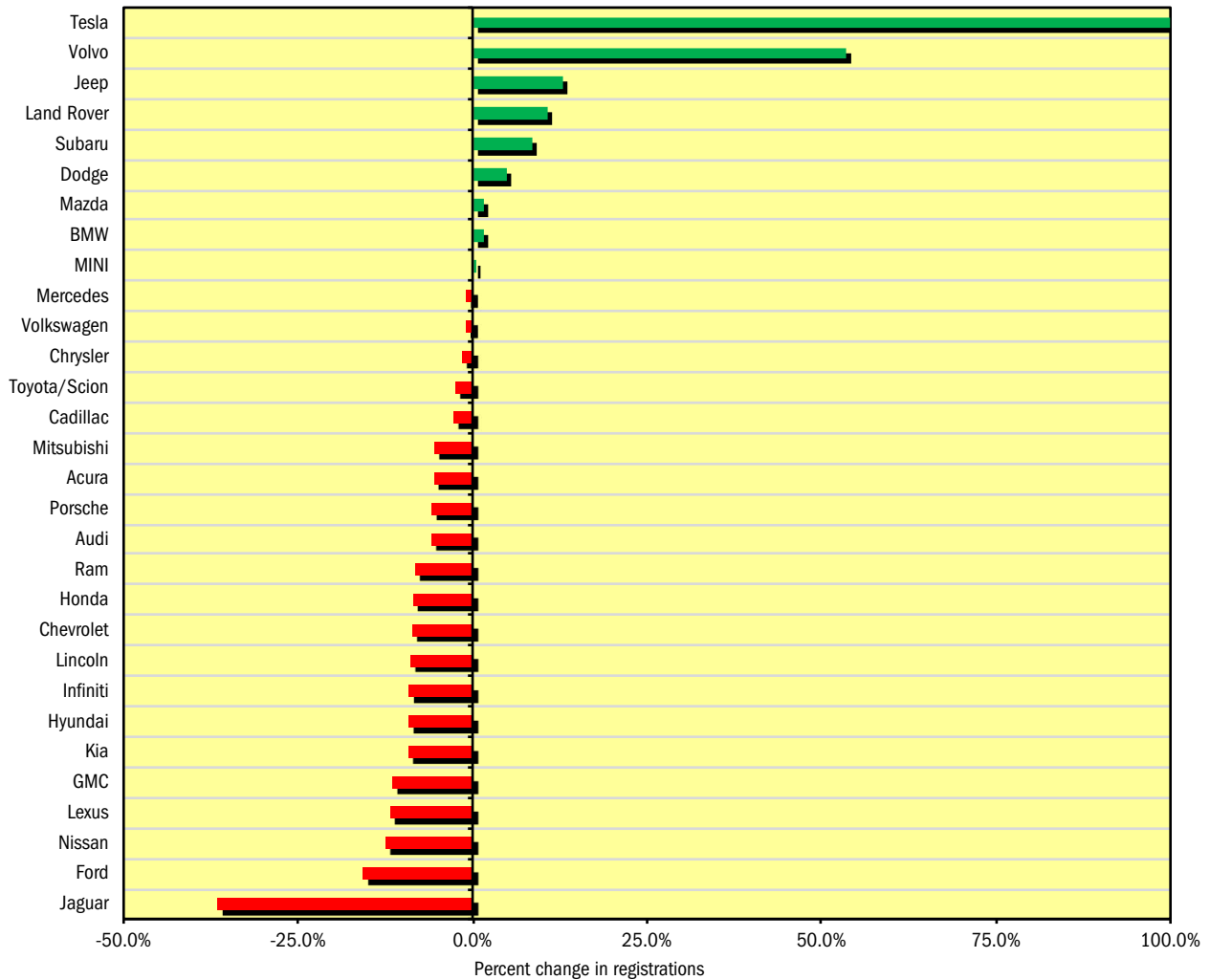
Los Angeles New Retail Car and Light Truck Registrations												
	August			July and Aug. Combined			Year to date thru Aug.			YTD Market Share (%)		
	2017	2018	% chg.	2017	2018	% chg.	2017	2018	% chg.	2017	2018	Chg.
TOTAL	47,291	38,026	-19.6%	87,833	84,600	-3.7%	349,182	335,049	-4.0%			
Acura	525	397	-24.4%	952	933	-2.0%	3,659	3,458	-5.5%	1.0	1.0	0.0
Audi	1,447	1,295	-10.5%	2,602	2,644	1.6%	10,498	9,880	-5.9%	3.0	2.9	-0.1
BMW	1,785	1,665	-6.7%	3,545	3,804	7.3%	15,580	15,811	1.5%	4.5	4.7	0.3
Buick	120	101	-15.8%	254	192	-24.4%	1,231	1,044	-15.2%	0.4	0.3	0.0
Cadillac	289	198	-31.5%	513	436	-15.0%	1,822	1,773	-2.7%	0.5	0.5	0.0
Chevrolet	3,089	2,338	-24.3%	5,912	5,480	-7.3%	23,637	21,610	-8.6%	6.8	6.4	-0.3
Chrysler	173	165	-4.6%	299	330	10.4%	1,319	1,299	-1.5%	0.4	0.4	0.0
Dodge	670	523	-21.9%	1,165	1,177	1.0%	4,877	5,111	4.8%	1.4	1.5	0.1
Fiat	209	105	-49.8%	429	189	-55.9%	2,368	668	-71.8%	0.7	0.2	-0.5
Ford	2,417	1,585	-34.4%	4,401	3,759	-14.6%	18,349	15,476	-15.7%	5.3	4.6	-0.6
GMC	435	319	-26.7%	792	662	-16.4%	3,427	3,035	-11.4%	1.0	0.9	-0.1
Honda	7,860	5,573	-29.1%	14,491	12,710	-12.3%	55,425	50,723	-8.5%	15.9	15.1	-0.7
Hyundai	1,432	1,228	-14.2%	2,848	2,771	-2.7%	11,747	10,672	-9.2%	3.4	3.2	-0.2
Infiniti	574	536	-6.6%	1,113	1,046	-6.0%	5,084	4,621	-9.1%	1.5	1.4	-0.1
Jaguar	234	102	-56.4%	480	242	-49.6%	1,862	1,182	-36.5%	0.5	0.4	-0.2
Jeep	1,329	1,193	-10.2%	2,342	2,636	12.6%	8,624	9,753	13.1%	2.5	2.9	0.4
Kia	1,933	1,550	-19.8%	3,816	3,285	-13.9%	15,536	14,108	-9.2%	4.4	4.2	-0.2
Land Rover	508	378	-25.6%	934	936	0.2%	3,587	3,974	10.8%	1.0	1.2	0.2
Lexus	2,725	1,787	-34.4%	4,606	3,775	-18.0%	17,466	15,411	-11.8%	5.0	4.6	-0.4
Lincoln	156	164	5.1%	320	357	11.6%	1,393	1,269	-8.9%	0.4	0.4	0.0
Maserati	128	62	-51.6%	213	155	-27.2%	973	641	-34.1%	0.3	0.2	-0.1
Mazda	1,065	886	-16.8%	1,894	1,926	1.7%	7,511	7,624	1.5%	2.2	2.3	0.1
Mercedes	2,256	1,509	-33.1%	4,193	3,861	-7.9%	17,491	17,337	-0.9%	5.0	5.2	0.2
MINI	372	248	-33.3%	663	530	-20.1%	2,274	2,288	0.6%	0.7	0.7	0.0
Mitsubishi	163	124	-23.9%	246	274	11.4%	1,132	1,071	-5.4%	0.3	0.3	0.0
Nissan	2,561	2,107	-17.7%	4,962	4,816	-2.9%	20,815	18,223	-12.5%	6.0	5.4	-0.5
Porsche	420	293	-30.2%	785	611	-22.2%	3,008	2,832	-5.9%	0.9	0.8	0.0
Ram	448	412	-8.0%	799	845	5.8%	3,139	2,881	-8.2%	0.9	0.9	0.0
smart	16	9	-43.8%	31	18	-41.9%	188	81	-56.9%	0.1	0.0	0.0
Subaru	1,469	1,360	-7.4%	2,589	3,055	18.0%	10,072	10,946	8.7%	2.9	3.3	0.4
Tesla	151	1,518	905.3%	548	2,693	391.4%	2,555	7,280	184.9%	0.7	2.2	1.4
Toyota/Scion	8,600	6,907	-19.7%	15,908	15,163	-4.7%	60,856	59,347	-2.5%	17.4	17.7	0.3
Volkswagen	1,245	848	-31.9%	2,344	2,047	-12.7%	9,042	8,957	-0.9%	2.6	2.7	0.1
Volvo	266	305	14.7%	473	712	50.5%	1,633	2,507	53.5%	0.5	0.7	0.3
Other	221	236	6.8%	371	530	42.9%	1,002	2,156	115.2%	0.3	0.6	0.4

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



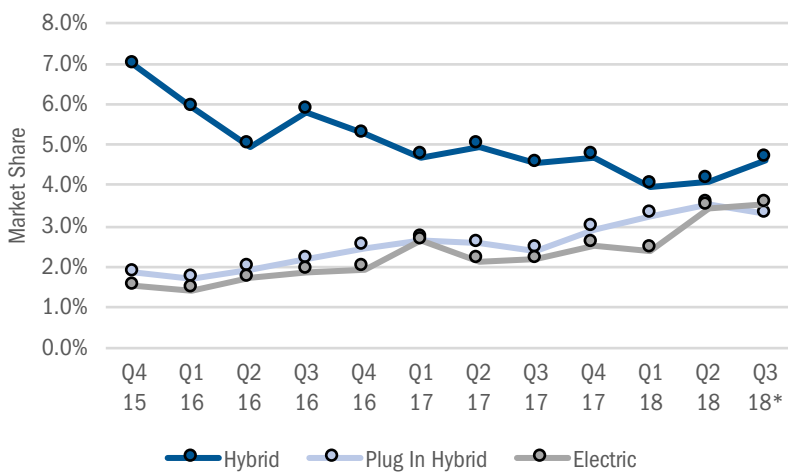
Data Source: AutoCount data from Experian.

Percent Change in Brand Registrations - YTD 2018 thru Aug. 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 Q3 '18:

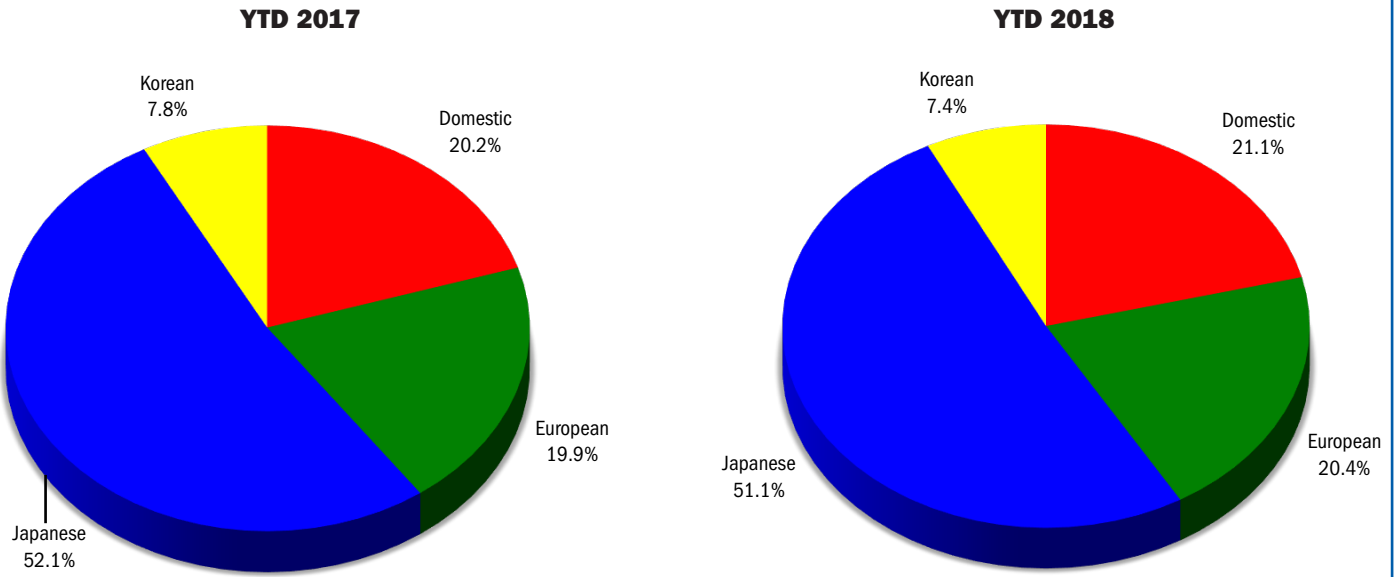
11.4%

New Retail Hybrid and Electric Vehicle Registrations Top 10 Selling Models in County - YTD '18 thru July

Rank	Model	Regs.
1	Toyota Prius	5660
2	Tesla Model 3	3653
3	Chevrolet Volt	1832
4	Tesla Model S	1498
5	Tesla Model X	1318
6	Ford Fusion	1155
7	Toyota RAV4	1098
8	Kia Niro	1061
9	Honda Clarity	924
10	BMW I3	923

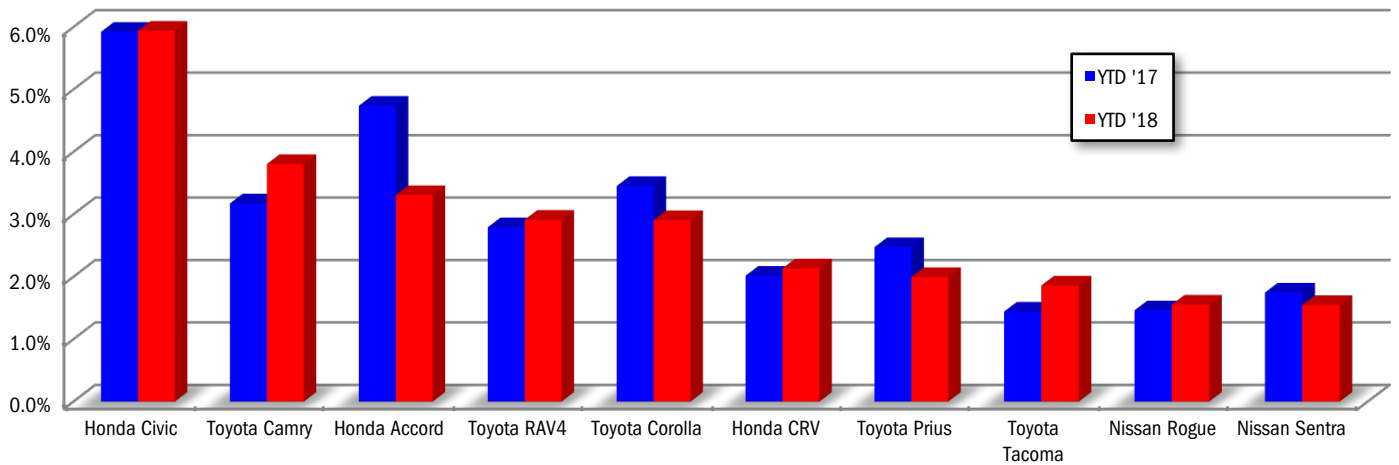
The graph above shows hybrid powertrain and electric vehicle quarterly market share in the county. 3Q '18 includes July only. Source: IHS Markit.

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



Data Source: AutoCount data from Experian Automotive.

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



Los Angeles Auto Outlook

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AutoCount data from Experian is the data provider for Los Angeles Auto Outlook.