



LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER ISSUE #5 – 2019

A Message From The President

As fall and the final quarter of the year approach, new and used car sales have picked up at dealerships on a local and national level. We hope this trend continues for the rest of the year, and the post Labor Day momentum continues strong!

The association has some really wonderful events planned for October and November (see following pages for details). Being an active paid current member provides discounts and/or complimentary admission to some of these upcoming events so be sure not to miss out!

We will continue the push with our elected officials at the city, county, state and federal levels to support or defend against legislation that impacts all new car dealers! We need full membership participation to have the “voice of the dealers” be heard loud and clear.

We hope the summer months allowed for some relaxing moments, and we will look to see you at one of these events, or the Los Angeles Auto Show in November.

David Ellis
GLANCDA President

Calif. lawmakers send dealer franchise bill to governor's desk

By Lindsay Vanhulle

After a similar bill was vetoed in 2018, California lawmakers have again passed dealer franchise legislation that would in part adjust the reimbursement rate the retailers receive from automakers for warranty and recall service work.

With the legislation, backed by the California New Car Dealers Association, going to the governor's desk for the second time in two years, auto dealers say they hope their effort won't end in a veto this time.

The California State Assembly last week adopted the state Senate's changes to AB 179, a final procedural step before the bill moves to Gov. Gavin Newsom's desk. Newsom's office did not immediately respond to a request seeking comment on whether the governor, who took office in January, intends to sign it.

Newsom, a Democrat, has until Oct. 13 to sign the bill before the California Legislature recesses until January.

The legislation deals with, among other things, the rate that automakers reimburse franchised dealerships for parts and labor on warranty and recall repairs.

Currently, state law sets warranty reimbursements generally on what's considered reasonable. The bill, if enacted, would set the reimbursement that manufacturers must pay dealerships for parts and labor on warranty and recall work at "rates equal to the franchisee's retail labor rate and retail parts rate," according to the bill. Dealers would calculate those rates based on a formula spelled out in the legislation, using data from past retail repair jobs.

It's similar in language to a bill that passed last year, but was vetoed by then-Gov. Jerry Brown. A new bill was introduced in January by Assemblywoman Eloise Reyes, D-San Bernardino, who also introduced the bill last year.

The bill also addresses other dealer franchise-related issues, including preventing automakers from requiring dealers to upgrade their facilities within 10 years of the last improvement, and allowing dealers to challenge automakers'



performance standards before California's New Motor Vehicle Board.

Brian Maas, president of the California New Car Dealers Association, said the warranty portion of the bill is modeled after changes other states have made.

Reimbursements can vary based on the dealer and the automaker, but Maas said California franchised dealers in general could be receiving 40 percent less from automakers on warranty jobs vs. what retail customers would pay.

"That puts incredible financial pressure on a dealer, and arguably is a disincentive for technicians to want to do warranty work," Maas told Automotive News. "Dealers should get for warranty work what they get for retail work. And the purpose of the formula is to make it fair to both the manufacturer and the dealer as to how that rate is set."

The Alliance of Automobile Manufacturers and the Association of Global Automakers, trade groups that represent automakers, opposed the bill. Maas said changes to the warranty reimbursement language were made in this year's bill after negotiations between new-car dealers and automakers.

The Alliance says that although talks led to an improved bill from last year, it remains opposed.

(Continued on next page)

(Continued from page 2)

Among the reasons, it wrote in a June letter to Reyes, the bill's sponsor, is that "the bill changes this proven method of reimbursement by allowing dealers to self-select warranty claims to be used as the cost basis of all future warranty compensation. In addition, the proposed prohibition on cost recovery surcharges would ensure that individual dealers cannot be held accountable for their independent pricing decisions, resulting in reduced competition and higher prices for all consumers."

Brown, a Democrat who was term-limited out of office, called the proposed reimbursement formula in the bill he vetoed a year ago "complex." Under current law, manufacturers are required to reimburse dealers for warranty and recall repairs at a 'reasonable' rate negotiated between the two parties," Brown wrote in his veto letter. "This framework appears to be working reasonably well and I see no reason to adopt the rather complicated formula authorized in this bill — with perhaps unintended consequences." Maas said this year's legislation changed the formula as it relates to how a dealer's time was calculated on a repair job. and he cautioned about potential unintended effects. ■

Service Technician Apprentice Job Fair at Cerritos College October 1

Our friends at Cerritos College have just started two cohorts of General Motors and Chrysler technician students who are ready to start a career at a dealership. We are planning a meet and greet at Cerritos College Campus at 5:30 p.m. on Tuesday, October 1st with instructors and students.

If you are familiar with the Cerritos College program, we look forward to seeing your service manager there. If you not familiar, the program is a two year apprentice type of program that is coordinated with both GM and Chrysler factory backing.

Students enroll in the factory program of their choice and attend class on campus for nine weeks and wok at a dealership for nine weeks, alternating for two years at which time the students will earn an Associate's degree and be very familiar with the job needed to be a productive employee at your dealership. The first nine week class for both Chrysler and GM dealers will be finished October 18th and we are encouraging you to send your service manager to Cerritos College to share a slice of pizza, get to know the students and take one in as a potential apprentice.

Details are as follows:

Date: October 1, 2019

Time: 5:30 pm - 7:30 pm

Location: Cerritos College Automotive Building

RSVP: by Friday Sept 13 to [Bob Smith \(Bob@glancda.org\)](mailto:Bob@glancda.org) and [Natalie Sinclair \(Natalie@caladmanagement.com\)](mailto:Natalie@caladmanagement.com) minimum of 10 dealers needed, and maximum of 15.





Seminar Series: Workplace Violence Response and Anti-Harassment Manager Trainings

Glendale – October 30th
 \$49 with discount code: 50OFFOCTLA

CNCDA is looking forward to partnering with HR Hotlink on a timely seminar series focused on workplace violence response training and anti-harassment training. Coming to a location near you in October, you won't want to miss this valuable seminar, presented by John Boggs of Fine, Boggs & Perkins LLP.

Workplace Violence Response Training (1 Hour)

CNCDA has received numerous inquiries from dealer members on how to avoid and deal with workplace violence. After recent tragic events in California, we think it is imperative to provide this extremely useful training to further understand how to diffuse workplace conflicts and prevent them from turning violent.

Required Anti-Harassment Manager Training (2 Hours)

The second portion of the seminar will be devoted to meeting new compliance requirements regarding sexual harassment training. Employers with 5 or more employees are required to provide this training to supervisors. This training is critical in preventing situations of sexual harassment from arising, and in ensuring your managers know how to handle them effectively if they do.

[Register Now!](#)

*Use discount code **50OFFOCTLA** for \$50 off the normal \$99 price.*

2019 BOARD MEMBERS

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GLANCD A Loses Friend, Mike A. Hernandez

Mike Hernandez, 83, of Whittier, CA passed on Sunday, August 11, 2019, after a 7 year battle with Cancer. Born May 14, 1936 in Aurora, Illinois. He was one of 11 children born to Francisco Acosta & Maria Acosta Hernandez. He grew up in San Luis Portosi, but Los Angeles, California became home. He began his automotive career at Downtown Ford in 1959. In 1961, Mr. Hernandez moved to Cort Fox Ford to be the Used Car Manager until 1964 when he left to work at Hollywood Dodge where he was appointed General Sales Manager. He also assisted the owner in establishing a second Dodge dealership in Upland, California becoming the General Sales Manager there. He eventually was able to become part owner of the dealership and at that time proved he was capable of running his own store.

In 1969, Mr. Hernandez purchased Eastside Chrysler Plymouth in East Los Angeles - demonstrating that hard work, long hours and determination can create the most extraordinary opportunities. He turned an unprofitable venture into a profitable one. Mr. Hernandez believed there was an opportunity to position his dealership to cater to the Hispanic community. He rightly believed the Hispanic community would become a major segment of the market and convinced he was just the man to capture it. After successfully positioning his business for the Hispanic market, Chrysler Corporation approached him in 1974 and offered him a new and modern dealership in Alhambra. True to his visionary and fearless nature, Mr. Hernandez simply said: "LET'S GO."

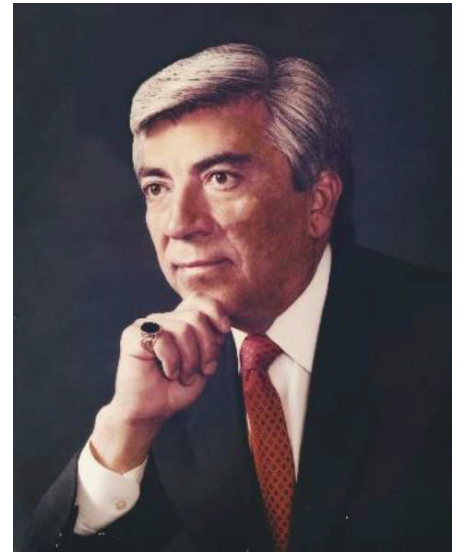
Eighteen months into this endeavor, Mr. Hernandez was contacted by George Deukmejian regarding an opportunity to purchase his Dealership in Monterey Park, which he had previously promised. Mr. Deukmejian kept his word and soon after Camino Real Chevrolet was born.

On a personal note, Mr. Hernandez lived his life with a philanthropic heart. He was a firm believer that when you have the ability and

capacity to help those less fortunate, it then becomes your responsibility to do so. He was a well respected leader in the Hispanic community. Families, employees, various charity groups and even strangers, Mike always

made it a priority to help. As early as the 1950's, Mr. Hernandez has been involved in various youth groups and foundations including Little League Baseball, Amateur Boxing, and various police associations to name a few. He also tirelessly worked amateur and professional athletes, including Steve Howe, Manny Mota, Pedro Guerrero, 1984 Olympic Gold Medalist Paul Gonzalez, 1992 Olympic Gold Medalist Oscar De La Hoya to name a few. He took a Fatherly role guiding these athletes in their respective careers and offering his support during and after their sports careers had ended. Whenever he felt he needed to contribute to help enrich someone's life, he utilized his resources and helped out as best he could. He was a great man with an even greater heart. He had a huge passion for sports. He never missed an Angels Baseball Game and spent his weekends watching Golf tournaments, Boxing matches, and Soccer games. All vacations were golf-related.

Most of all, he loved spending time with his family and never missed the opportunity to dance. He is survived by his partner of 37 years Cynthia and the children they share Robb & Lizbeth as well as his first wife Rose Hernandez and their Children Michael, Thomas, and Lisa. □



GLANCDA supports College of the Canyons

GLANCDA and Board Member Cheri Fleming of Valencia Acura present \$20,000 grant to College of the Canyons Automotive Education Program

The contribution from the Greater Los Angeles New Car Dealers Association will support the Automotive Technology Program at College of the Canyons. The purpose of these funds, specifically, will purchase equipment, curriculum materials, and supplies required to expand hybrid vehicle training in the program in the department. There is a growing need to expand the current curriculum to serve students and employers better in the college service area.

The Automotive Technology is a comprehensive program designed to prepare students with the entry-level skills needed for an automotive technician position in a variety of settings including dealerships, independent automotive repair facilities, or city/county/federal agencies. Automotive Technology offers certificate and degree programs that range from one semester to two years in length allowing students to get into the workforce quickly, and the department provides in-depth training with extensive hands-on experiences in all nine ASE (Automotive Service Excellence) Certification Programs and the State of California Smog Tech Training. Upon completion of the course work required for the certificate or major, students will have achieved competencies in the areas of brakes, suspension, electrical components and wiring, transmissions, engine diagnosis, drivability, hybrid technology, diesel, and smog.

About College of the Canyons

College of the Canyons is a public community college operated by the Santa Clarita Community College District in Santa Clarita, California. The college is accredited by the Western Association of Schools and Colleges and has campus locations in Valencia and Canyon Country. College of the Canyons is part of the California Community

College system, which is comprised of 114 colleges serving nearly 2.1 million students throughout the state. □



(Left to Right)

James Kneblik, Jr., College of the Canyons Foundation, Director of the Development
Joe Gerda, College of the Canyons Foundation, Interim Chief Instructional Officer
Bob Smith, Greater Los Angeles New Car Dealers Association, Executive Director
Cheri Fleming, Valencia Acura, Owner
Dr. Dianne G. Van Hook, College of the Canyons Foundation, Chancellor
Gary Sornborger, College of the Canyons, Full-Time Faculty & Department Chair, Automotive Technology
Kimberly Night, College of the Canyons, Automotive Technology
Donald Carlson, College of the Canyons, Dean, School of Business and Interim Dean, School of Applied Technology
Omar Torres, College of the Canyons, Associate Vice President of Academic Services
Murray Wood, College of the Canyons Foundation, Chief Development Officer

When tariffs go up, sales and jobs go down

By Cheri Fleming, Dealer/Principal for Valencia Acura

It's simple economics — when the cost of producing goods goes up, sales go down. With a decrease in sales, jobs are lost.

A 25% tariff on imported autos and auto parts would decrease annual auto sales by 2 million units, according to the National Automobile Dealers Association. That equates to a loss of 117,500 of the 1.1 million jobs at new car dealerships, which is an average job loss of 10% per dealership.


While auto dealers in general support President Trump's goals of modernizing U.S. trade agreements, trade actions such as new tariffs up to 25% on imported autos and auto parts would hurt the auto industry and consumers. New tariffs — impacting both domestic and international brands — would increase prices, stifle demand for new cars, and cost dealership jobs.

Most new vehicles sold in the U.S. are made in this nation by both international and domestic brands, but no vehicle is 100% domestic. Vehicles assembled in the U.S. have on average 40% international parts. A 25% tariff applied to all imported autos and auto parts would increase the price of vehicles sold in the U.S. by an average of \$4,400 per vehicle (\$2,270 for U.S. built autos and \$6,875 for imports).

The projected decrease in sales would also lead to a loss of state and local taxes. Franchised dealerships in the U.S. provide 18% of total retail sales. That percentage skews higher locally as the auto dealers in the Valencia Auto Center contributed 21.7% of the City of Santa Clarita's sales tax revenue in 2018 for a total contribution back into the local economy of more than \$7 million from auto sales and leases. Those dollars help fund new city parks, trails, roads, open space, free entertainment, and sheriff patrols.

The unified voice of the auto industry is for Congress to ensure that any new trade initiatives do not unduly increase vehicle prices, stifle demand for new vehicles, or jeopardize American jobs.

Cheri Fleming is dealer/principal of Valencia Acura,

a local, family-owned and operated car dealership, and on the Board of Directors of the Greater Los Angeles New Car Dealers Association. Owners Don and Cheri Fleming can be reached at (661) 255-3000. www.ValenciaAcura.com. 

Protecting your Shop

October 25 | Cerritos College | Norwalk

Periodically events transpire that force our attention on the efforts labor unions have been making to obtain a foothold in Southern California over the past few decades. The unions typically view the technician labor pool as the perfect candidate for unionization, and have focused their organization efforts on that group. Until 2016, no new car dealer in Southern California had ever agreed to a collective bargaining agreement with a union. That changed when the International Association of Machinists and Aerospace Workers successfully unionized the technicians in a San Diego dealership. Since that time, unions have made other efforts with the dealership environment, and most recently the IAM won an election at a Honda store in Valencia.

This program will provide an update as to the current union landscape confronting Dealers, their tactics and methods to strengthen your own defense to a union attack. Proactive management skills will be shared to help ensure that you will be ready to respond to external threats to your dealership.

We encourage Dealers and their Service Directors to attend this session, presented by Chris Hoffman of Fisher Phillips LLP. Chris represents hundreds of dealerships across the country, and has long been at the forefront of dealership employment defense tactics. He also is the Chair for the Firm's Dealership Practice Group, a collection of experienced lawyers around the country who dedicate a significant portion of their practice to defending automobile dealerships.

GLANCD A and Ellis Family Dealerships present donation to Glendale Youth Alliance



L to R: David Ellis GLANCD A President, Armina Gharpetian GYA President, Karine Grigoryan GYA Executive Director, Bob Smith GLANCD A Executive Director

On Tuesday September 10, the Glendale Youth Alliance was presented with a grant check in the amount of \$15,000.

GYA is nonprofit organization that provides comprehensive employment programs for youth ages 14-24. Since 1993, GYA has made a meaningful impact in the lives of over 10,500 youth by preparing them for the future workforce and breaking the cycles of poverty. GYA has over 26 years of experience in providing comprehensive services and pathways to employment to special populations of youth including: at-risk, foster, disabled, parenting, probation and homeless youth. These groups generally have a harder time entering the workforce. GYA not only provides employment opportunities, but also comprehensive services to meet their personal needs. By providing the skills and experience needed to remain above poverty levels, we are investing in a healthy and prosperous future for the youth and our community.

Since 2002, Glendale Youth Alliance, in partnership with local

community businesses and agencies, has granted 106 scholarships to graduating seniors who are interested in pursuing higher education. Through our programs, many youth have been hired on permanent bases at various departments of the City of Glendale, numerous retail outlets and many other professional organizations.

GLANCD A is proud to partner with organizations like GYA, and will continue to work on behalf of the entire Los Angeles area Franchise New Car Dealer Community, to identify worthy charitable entities in the area to support. ▣

A promotional poster for the 'AUTO REVOLUTION' conference. At the top left is the 'AUTO REVOLUTION' logo with the dates 'OCT 23-24, 2019 / LAS VEGAS'. At the top right is the 'J.D. POWER' logo. The central focus is a portrait of Steve Wozniak, identified as 'KEYNOTE SPEAKER STEVE WOZNIAK Apple Co-Founder'. Below his name is the text 'On self-driving cars, AI, EV, and auto innovation'. Further down, it says 'ALSO FEATURING: 8 keynotes with 30+ breakout sessions and unlimited possibilities!'. At the bottom, there are seven small portraits of other speakers with their names and affiliations: Doug Betts (J.D. POWER), Casson Grover (HYUNDAI), Sheryl Connelly (FORD), Peter Polt (SIRIUS XM), Larry Dominique (PSA NA), Ganesh Iyer (NIJ), and Bernardo Rodriguez (J.D. POWER). At the very bottom, it says 'Register at jdpowerautorevolution.com'. A green banner at the bottom contains the text 'EXCLUSIVE MEMBER OFFER: \$600 savings with promo code: AR19GLANCD A'.



**Seminar Series: Workplace Violence Response and
Anti-Harassment Manager Trainings**

CNCDA is looking forward to partnering with HR Hotlink on a timely seminar series focused on workplace violence response training and anti-harassment training. Coming to a location near you in October, you won't want to miss this valuable seminar, presented by John Boggs of Fine, Boggs & Perkins LLP.

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Required Anti-Harassment Manager Training (2 Hours)

The second portion of the seminar will be devoted to meeting new compliance requirements regarding sexual harassment training. Employers with 5 or more employees will soon be required to provide this training to supervisors. This training is critical in preventing situations of sexual harassment from arising, and in ensuring your managers know how to handle them effectively if they do.

Location:

Glendale – October 30

If you have any questions, please contact Sunnie Thornton at 916-441-2599 or sthornton@cncda.org.

**\$50 DISCOUNT FOR THE FIRST 25 GLANCD A DEALER MEMBERS AT GLENDALE LOCATION.
USE CODE: 50OFFOCTLA**

REGISTER ONLINE @ [HTTPS://WWW.CNCDA.ORG/EVENTS/](https://www.cncda.org/events/)

700 N CENTRAL AVENUE, SUITE 320 • GLENDALE, CA 91203
(213) 748-0240 • FAX (916) 924-7323 • www.glanconda.org • bob@glanconda.org

SERVICE TECH CAREER FAIR @ THE LA AUTO SHOW!!

FRIDAY NOVEMBER 22, 2019
FOR DEALERSHIP REPS AND STUDENTS



WHO: High School and College Students and Instructors in the LA Area. Up to 15 dealership groups are welcome on first come/first serve basis. Must RSVP

WHERE: LA Convention Center: 1201 S. Figueroa Street, Los Angeles, CA 90015

TIME: 10:00 am to 12:00 Career Fair// Auto Show 12:00-2:00 pm Must attend Career Fair to get tickets to Auto Show. Must Bring Resume! Light breakfast provided.

DEALERSHIPS WILL BE AVAILABLE TO: Discuss any/all full time and part time opportunities they are looking for. Answer any/all questions about the industry, and simply help make contacts for consideration.

(Important to know that more than 10 students were hired from the first event and many other interviews and future hires are expected)

FEE: ADMISSION IS COMPLIMENTARY; MUST BRING RESUME; MUST ATTEND CAREER FAIR TO GET AUTO SHOW TICKETS

Dealerships:

Please fill out information below, you will have a table & 2 chairs. Bring any swag or information to hand out to students.

Dealership _____
Dealer Attendee Name: _____
Email: _____

Dealership _____
Dealer Attendee Name: _____
Email: _____

Students & Instructors:

Please send a spreadsheet with First Name, Last Name and Email Address of all students who wish to participate. Maximum of 30 Students per school may attend. Students must bring 10 Resumes with them to hand out to the dealers.

Send list to Natalie Sinclair at Natalie@camgmt.com.
Please contact with any questions.

PLEASE RETURN THE REGISTRATION FORM:

GLANCD A, Attn: Natalie Sinclair 2520 Venture Oaks Way, Suite 150, Sacramento, CA 95833
Email: Natalie@camgmt.com - 916-924-7323-fax



Auto Tech Competition



Phase I – Longo Toyota/Lexus - November 3, 2019
Phase II – Cerritos College - December 7, 2019



2019-2020 AUTOMOTIVE TECHNOLOGY COMPETITION FOR HIGH SCHOOL SENIORS

Please fill out the application below in black or blue ink. You may fax your application to GLANCD A at (213) 748-0245 or mail it to GLANCD A at 700 N Central Avenue, Suite 320, Glendale, CA 91203. You can reach **Bob Smith** at GLANCD A at (213) 748-0243. **All applications MUST be received NO LATER than October 11, 2019.** Please print clearly.

SCHOOL NAME: _____

SCHOOL ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

SCHOOL PHONE: _____ SCHOOL FAX: _____

AUTO TECH INSTRUCTOR'S FIRST & LAST NAME: _____

INSTRUCTORS E-MAIL: _____

ALTERNATE TELEPHONE NUMBER: _____

STUDENT FULL NAME: _____

STUDENT ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

STUDENT HOME PHONE: _____ STUDENT ALTERNATIVE PHONE: _____

STUDENT E-MAIL ADDRESS: _____

EMERGENCY CONTACT: _____ EMERGENCY CONTACT PHONE: _____

Please read the following and sign:

I agree that, if selected as a semifinalist in the **GLANCD A 2019-2020 Automotive Technology Competition for High School Seniors**, I am willing and able to work the required internship hours at a local dealership (required hours may be up to 10 hours per week.) I understand that by completing this application I am registering for the qualifying test and this in no way ensures that I will be selected as a semifinalist. **I am a high school senior age 19 or under who will graduate in 2019.**

STUDENT SIGNATURE: _____ DATE: _____

PARENT OR GUARDIAN SIGNATURE: _____ DATE: _____

Greater Los Angeles New Car Dealers Association

700 N Central Avenue, Suite 320 • Glendale, CA 91203

Contact Us: Phone (213) 748-0243 • Fax (213) 748-0245 • bob@glancda.org • www.glancda.org

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	



RENEW YOUR MEMBERSHIP TODAY!

NEW! RENEW YOUR MEMBERSHIP ONLINE AT WWW.GLANCDA.ORG OR USE FORM BELOW

GLANCDA 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@glancda.org • www.glancda.org

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: _____

***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

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 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: August 2019

Covering data thru July 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 4.9% during the first seven months of this year versus the same period a year earlier. The U.S. market was off by 3.9%.

Light truck registrations were up 0.7% while passenger cars fell 10.5%.

The market declined an estimated 3.7% in June and July of this year.

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

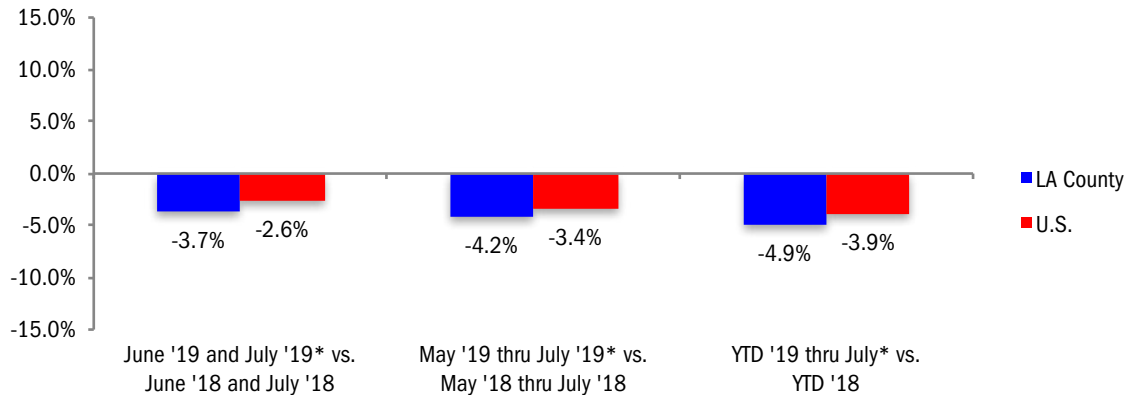
Tesla, Ram, Land Rover, Lexus, and Jaguar registrations increased by more than 5% during the first six months of this year versus the same period a year earlier.

	June and July combined			May thru July			YTD thru July		
	2018	2019*	% chg.	2018	2019*	% chg.	2018	2019*	Chg.
Industry Total	82,050	78,984	-3.7%	129,598	124,119	-4.2%	292,726	278,376	-4.9%
Cars	40,258	36,971	-8.2%	64,000	57,798	-9.7%	146,272	130,875	-10.5%
Light Trucks	41,792	42,013	0.5%	65,598	66,321	1.1%	146,454	147,501	0.7%

Source: IHS.

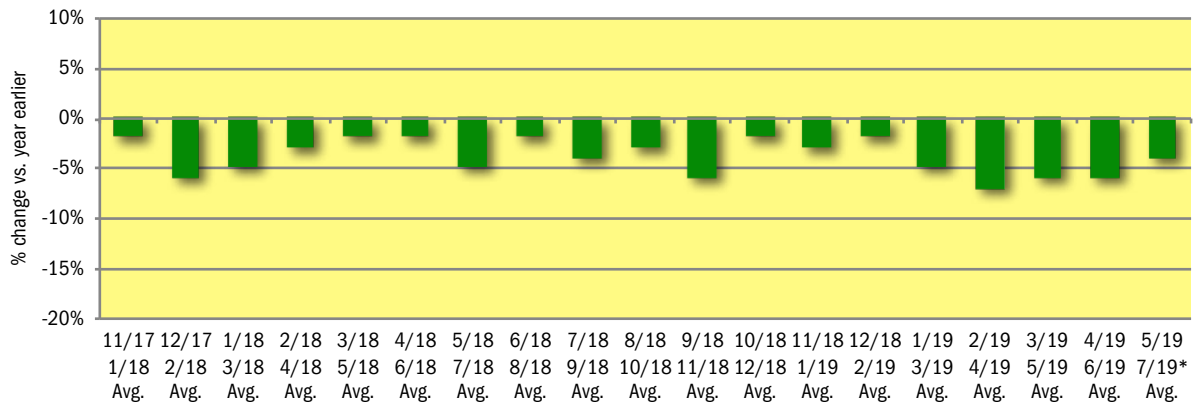
*July 2019 figures estimated by Auto Outlook.

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.

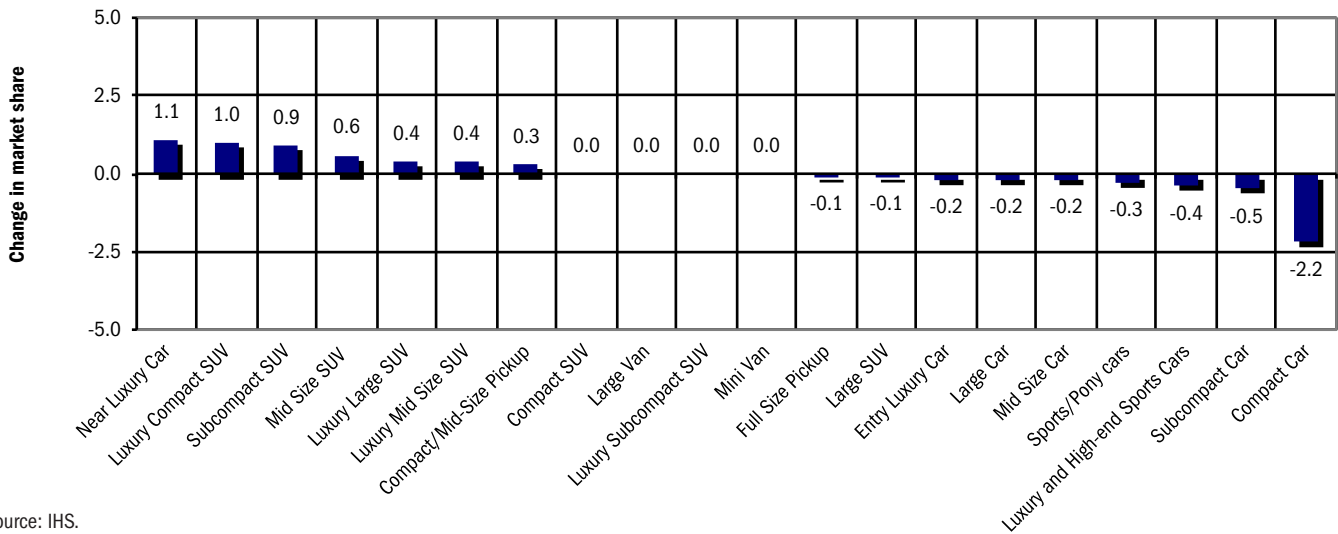
The graph above provides a clear picture of the trending direction of the LA County market. It shows the year-over-year percent change in the three month moving average of new retail light vehicle registrations. The three month moving average is less erratic than monthly registrations, which can fluctuate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

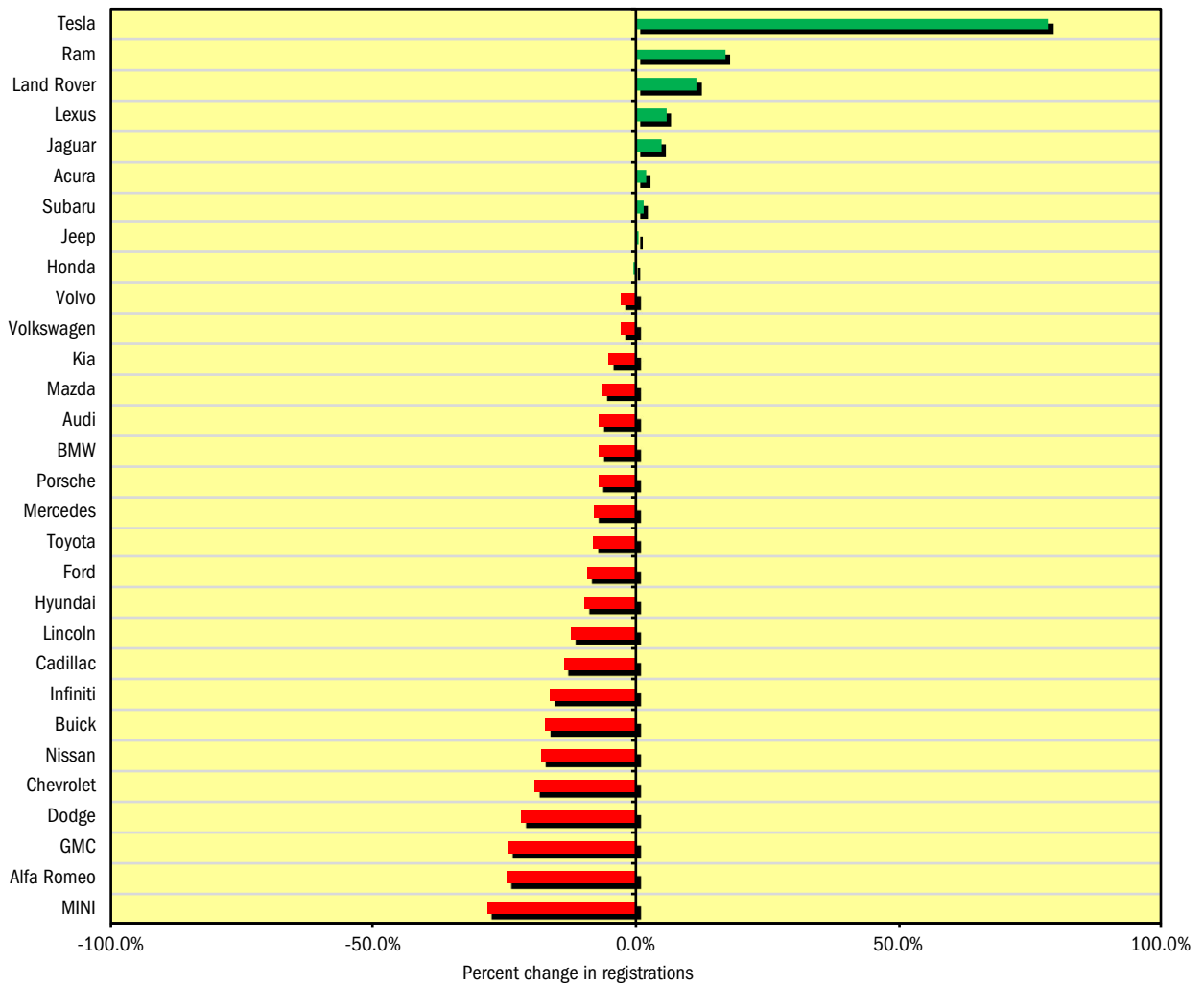
Los Angeles New Retail Car and Light Truck Registrations												
	June			May and June			YTD thru June			YTD Market Share (%)		
	2018	2019	% chg.	2018	2019	% chg.	2018	2019	% chg.	2018	2019	Chg.
TOTAL	39,492	37,278	-5.6%	87,040	82,413	-5.3%	250,168	236,670	-5.4%			
Acura	398	349	-12.3%	852	774	-9.2%	2,385	2,427	1.8%	1.0	1.0	0.0
Alfa Romeo	151	176	16.6%	425	294	-30.8%	1,220	920	-24.6%	0.5	0.4	-0.1
Audi	1,209	997	-17.5%	2,535	2,214	-12.7%	6,715	6,245	-7.0%	2.7	2.6	-0.1
BMW	2,240	2,429	8.4%	4,580	4,777	4.3%	12,913	12,003	-7.0%	5.2	5.1	-0.1
Buick	81	98	21.0%	178	234	31.5%	836	692	-17.2%	0.3	0.3	0.0
Cadillac	250	214	-14.4%	535	484	-9.5%	1,631	1,407	-13.7%	0.7	0.6	-0.1
Chevrolet	2,652	2,009	-24.2%	5,680	4,695	-17.3%	16,383	13,234	-19.2%	6.5	5.6	-0.9
Chrysler	121	73	-39.7%	303	197	-35.0%	951	589	-38.1%	0.4	0.2	-0.2
Dodge	464	448	-3.4%	1,190	1,072	-9.9%	3,909	3,058	-21.8%	1.6	1.3	-0.3
FIAT	52	34	-34.6%	101	79	-21.8%	418	260	-37.8%	0.2	0.1	-0.1
Ford	1,674	1,599	-4.5%	4,409	4,377	-0.7%	12,964	11,768	-9.2%	5.2	5.0	-0.2
Genesis	40	46	15.0%	95	97	2.1%	354	182	-48.6%	0.1	0.1	0.0
GMC	303	291	-4.0%	673	639	-5.1%	2,356	1,782	-24.4%	0.9	0.8	-0.1
Honda	6,220	5,783	-7.0%	13,531	12,592	-6.9%	36,671	36,452	-0.6%	14.7	15.4	0.7
Hyundai	1,121	1,047	-6.6%	2,672	2,452	-8.2%	7,501	6,767	-9.8%	3.0	2.9	-0.1
Infiniti	461	442	-4.1%	1,051	929	-11.6%	3,286	2,750	-16.3%	1.3	1.2	-0.1
Jaguar	107	93	-13.1%	255	234	-8.2%	854	897	5.0%	0.3	0.4	0.1
Jeep	1,080	1,032	-4.4%	2,644	2,556	-3.3%	7,334	7,381	0.6%	2.9	3.1	0.2
Kia	1,529	1,693	10.7%	3,549	3,514	-1.0%	10,613	10,064	-5.2%	4.2	4.3	0.1
Land Rover	489	481	-1.6%	1,046	1,050	0.4%	3,036	3,388	11.6%	1.2	1.4	0.2
Lexus	1,671	1,766	5.7%	3,641	3,922	7.7%	10,797	11,423	5.8%	4.3	4.8	0.5
Lincoln	134	106	-20.9%	377	283	-24.9%	972	852	-12.3%	0.4	0.4	0.0
Maserati	68	29	-57.4%	160	70	-56.3%	470	289	-38.5%	0.2	0.1	-0.1
Mazda	837	819	-2.2%	1,933	1,807	-6.5%	5,562	5,212	-6.3%	2.2	2.2	0.0
Mercedes	2,409	2,075	-13.9%	4,792	4,361	-9.0%	13,480	12,421	-7.9%	5.4	5.2	-0.2
MINI	370	231	-37.6%	566	467	-17.5%	1,814	1,301	-28.3%	0.7	0.5	-0.2
Mitsubishi	112	93	-17.0%	265	210	-20.8%	795	587	-26.2%	0.3	0.2	-0.1
Nissan	2,313	1,746	-24.5%	4,976	3,869	-22.2%	13,921	11,421	-18.0%	5.6	4.8	-0.8
Porsche	308	207	-32.8%	719	518	-28.0%	2,292	2,129	-7.1%	0.9	0.9	0.0
Ram	347	443	27.7%	809	971	20.0%	2,287	2,682	17.3%	0.9	1.1	0.2
Subaru	1,173	1,159	-1.2%	2,658	2,584	-2.8%	7,881	8,014	1.7%	3.2	3.4	0.2
Tesla	953	1,563	64.0%	1,867	2,801	50.0%	5,269	9,417	78.7%	2.1	4.0	1.9
Toyota	6,744	6,418	-4.8%	14,767	14,300	-3.2%	43,176	39,667	-8.1%	17.3	16.8	-0.5
Volkswagen	979	889	-9.2%	2,255	2,081	-7.7%	6,584	6,391	-2.9%	2.6	2.7	0.1
Volvo	345	297	-13.9%	753	683	-9.3%	1,945	1,889	-2.9%	0.8	0.8	0.0
Other	87	103	18.4%	198	226	14.1%	593	709	19.6%	0.2	0.3	0.1

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



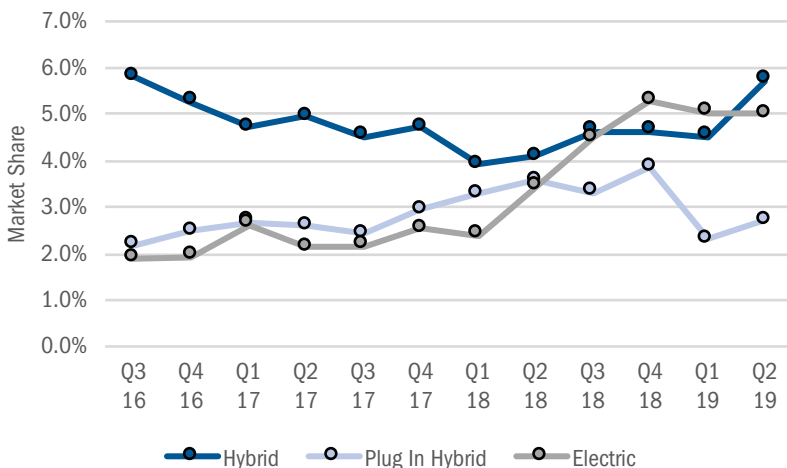
Source: IHS.

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



Data Source: IHS.

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



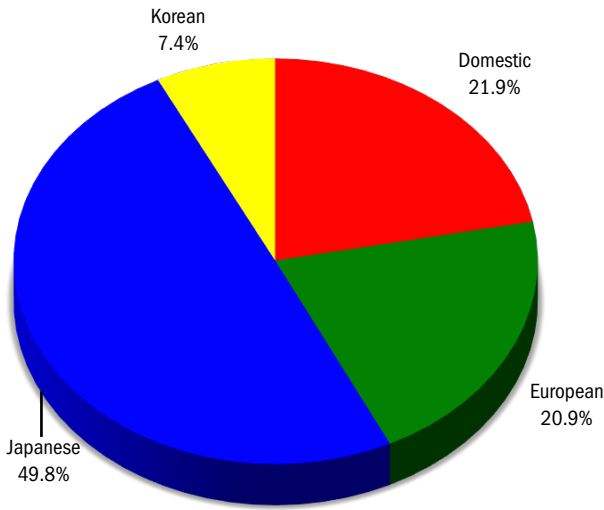
Hybrid/electric vehicle market share in Q2 '19:

13.4%

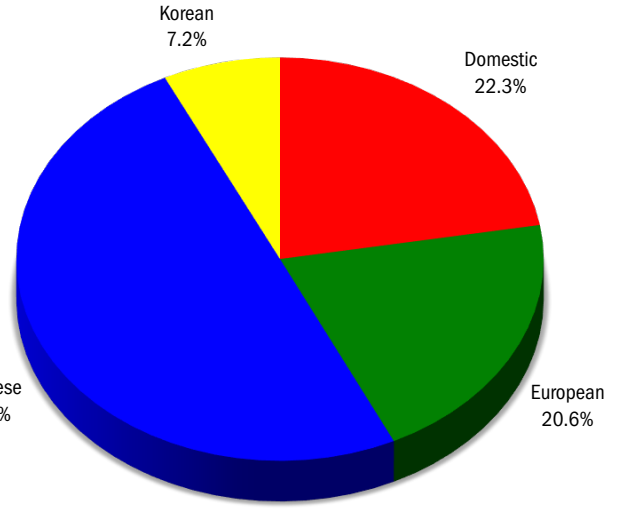
The graph above shows hybrid powertrain and electric vehicle quarterly market share in the county. Source: IHS.

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

YTD '18 thru June

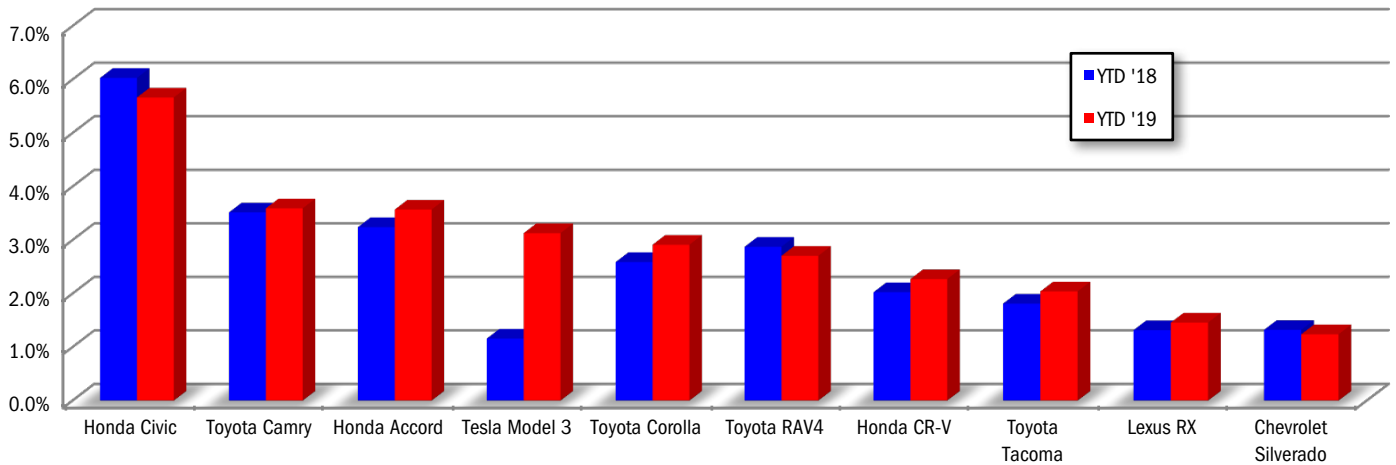


YTD '19 thru June



Data Source: IHS.

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



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 www.glanca.org

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 PO Box 390
 Exton, PA 19341
 Phone: 610-640-1233
 Email: jfoltz@autooutlook.com

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