

Greater

LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER ISSUE #6 – 2018

AutoMobility LA returns to the Los Angeles Convention Center

AutoMobility LA returns to the Los Angeles Convention Center Monday, November 26-29 before LA Auto Show opens its doors to the public Nov. 30-Dec. 9. Thousands of media and industry professionals from around the world have arrived to Los Angeles for AutoMobility LA's exciting lineup of vehicle debuts, auto-tech talks, competitions, networking events and more.

Global automakers including Audi, BMW, Hyundai, Jeep, Kia, Lincoln, Mazda, Mercedes-Benz, Mitsubishi, Nissan, Porsche, Toyota, Volkswagen, Volvo and new newsmakers such as BYTON, Icona Design Group, Karlmann King and Rivian will be revealing their latest production and concept vehicles at the show. More than one thousand cars will be on display this year, including the all-new BMW X7, Jeep Truck, Kia Soul, Lincoln Aviator, Mazda3, Nissan Maxima, Toyota Prius, Volkswagen Beetle Final Edition and so many more that will be making their debut at AutoMobility LA.

In addition to the 60-plus highly anticipated vehicle unveilings, mobility leaders from Amazon Alexa Automotive, Aston Martin Lagonda, Electrify America, Ford Developer Program, Honda R&D, IBM, Lucid Motors, Maven, Silvercar, Turo and more will share insights into the future of mobility during the show's award-winning auto-tech conference.



PHOTO CREDIT: AutoMobility LA/LA Auto Show 2017

GLANCD A recently provided Freedom 4 U with a grant for \$10,000

Since 2002, Freedom4U has provided youth programs focused around creative arts whereby young people can develop their talent as well as have a safe social place to attend. Young people also learn life skills, develop leadership abilities and learn from the experience of service.

The organization leads drug prevention seminars for parents and their sons & daughters. They also provide school based counseling services to at-risk youth and their parents. Partnering with the group in the South Bay community are business, education, law enforcement, parent and community groups. □



GLANCD A President, Fritz Hitchcock, and Freedom 4 U President, Greg Allen



Bob Smith (GLANCD A Executive Director), Kathy Gilbert, and Brian Maas speaking on a panel together at the Women in Automotive Conference at the 2018 Los Angeles Auto Show.

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California Has a New Governor – Will it Make Much Difference for Employers?

By Tony Oncidi and Cole Lewis, Proskauer

After Jerry Brown's second set of 8 years in office (1975-83 and 2011-19), employers now look to Governor-Elect Gavin Newsom for what's in store for them in the Golden State. (Although Jerry Brown wasn't a particularly good friend of employers, he often was the only friend they had in Sacramento, vetoing some of the more radical anti-employer measures that the California legislature routinely passed and sent to him for signature.) A former mayor of San Francisco and state lieutenant governor, Newsom is unlikely to change the course of California's decidedly pro-employee, pro-union laws and regulations anytime soon. That said, California employers should keep a watchful eye on the following moving targets:

The #MeToo Movement and Arbitration

Newsom is an ardent supporter of the #MeToo movement and vows to "strengthen workplace protections such as creating hotlines for victims, transparent, independent, swift investigations, and real consequences for abusers and harassers." Leading companies like Google, Microsoft, and Uber have recently decided to end mandatory arbitration of employee sexual harassment claims, leaving their employees free to sue them in state or federal court. One can wonder whether this is the sort of transparency that Newsom would embrace as part of his support of the #MeToo movement.

Gov. Brown repeatedly vetoed recently passed bills that prohibited mandatory arbitration in employment agreements on the perfectly reasonable ground that such legislation unquestionably conflicts with and is preempted by federal law. (Gov. Brown's veto message.) However, it's anyone's guess whether Newsom will part ways with Brown and sign such legislation the next time the legislature passes it (i.e., presumably next term).

"The Future of Work"



Newsom dedicates a portion of his website statements about the economy to what he calls "the future of work." Although amorphous, many of his ideas on "the future of work" would significantly impact employers. For example, Newsom highlights wage insurance to those who lose their jobs to automation, portable benefits to transfer between jobs in the gig economy, and an expansion of the earned income tax credit as areas that need to be addressed.

Newsom, whose campaign for governor was largely funded by contributions from labor unions, has, not surprisingly, expressed his commitment to those same unions – especially in the wake of the Supreme Court's recent opinion in *Janus v. AFSCME*, which eliminated mandatory union dues for government employees. California already has taken numerous steps to limit the rights of government employees who decline to join or wish to leave a union. Newsom presumably will be very receptive to even more union-friendly legislation in California.

With an expansive pro-employee, pro-union majority (which may in fact turn out to be a "supermajority") in both houses of the California legislature, Gov. Newsom is unlikely to provide much relief to employers (even if he wanted to) and in fact he may make things even more challenging once he starts signing legislation that Gov. Brown may have vetoed.

Time and Ally Financial Honor Los Angeles Dealer

Darryl Holter Wins National Recognition for Community Service and Industry Accomplishments at NADA Show

The nomination of Darryl Holter, dealer operator at Felix Chevrolet LP in Los Angeles, California, for the 2019 TIME Dealer of the Year award was announced today by TIME.

Holter is one of a select group of 51 dealer nominees from across the country who will be honored at the 102nd annual National Automobile Dealers Association (NADA) Show in San Francisco on January 25, 2019. The announcement of this year's 50th annual award was made by Jorg Stratmann, publisher, TIME, and Doug Timmerman, president of Auto Finance for Ally Financial.

The TIME Dealer of the Year award is one of the automobile industry's most prestigious and highly coveted honors. Recipients are among the nation's most successful auto dealers who also demonstrate a long-standing commitment to community service. Holter, 71, was chosen to represent the Greater Los Angeles New Car Dealers Association in the national competition – one of only 51 auto dealers nominated for the 50th annual award from more than 16,000 nationwide.

"Felix Chevrolet is the oldest franchise dealership in Los Angeles and will be 100 years old in 2021," nominee Holter said. "Our family is committed to bringing this iconic store back to its former glory."

Holter is a 1965 graduate of Southwest High School in Minneapolis, Minnesota. He earned a B.A. in 1970 and an M.A. in 1973 from the University of Minnesota, also in Minneapolis, where he was a member of Phi Delta Theta fraternity. Holter also received a Ph.D. from the University of Wisconsin - Madison in 1980.



When Holter and his wife, Carole Shammass, moved to Los Angeles in 1991, they were both history professors and furthering their careers at UCLA and USC, respectively. They never thought that they would become part of an historic turnaround of a beloved Los Angeles neighborhood.

"My father-in-law, Nick Shammass, acquired Felix Chevrolet in 1955, which at the time was an anchor on Figueroa Street, known as Auto Row," Holter said. The dealership was distinguished by its famous Felix the Cat sign, which was erected by the original owner, Winslow B. Felix, who was friends with the cartoon cat's creator. Shammass added more downtown dealerships to his portfolio, but by 1995, the neighborhood was in decline.

"In 1927, there were 50 automobile dealerships on Figueroa Street and in 1995, there were really only five left," Holter said. Shammass asked Holter to leave his academic job and help to stabilize the businesses. Holter agreed. His plan was to save the family business, revitalize the neighborhood and bring economic development back to Figueroa Street once again.

And he succeeded. Over the next two decades, he worked to reorganize and expand the dealership business while investing in the neighborhood. In 2017, seven of the eight Shammass family downtown Los Angeles dealerships were sold

Continued on next page



– all except for Felix Chevrolet.

“We decided not to sell Felix Chevrolet because this was where my parents-in-law had begun their journey and it was sentimental to my wife,” he said. “Now we can focus all of our attention on this one dealership and help it thrive once again.”

Holter helped bring the neighborhood back by forming the Figueroa Corridor Business Improvement District in 1998, which consisted of 105 property owners and businesses. The plan was to make the area clean, safe and ready for reinvestment.

“Within five years after the formation of the district, more than \$3 billion new investment flowed into the area, greatly stimulating the vibrant economic revival of Downtown LA and providing us with 75,000 new auto customers in our backyard,” he said of the revitalization that included the building of the Staples Center.

For this historic turnaround, Holter has garnered numerous awards and commendations from the city of Los Angeles, from the State of California and even from the United States House of Representatives.

He is most proud of receiving the Lifetime Achievement Award from the Greater Los Angeles New Car Dealers Association in 2018. “I never intended to become an automobile dealer,” Holter said. “I have put all my efforts into this industry for the last 23 years, and I was able to witness so many exciting things while continuing to be a historian and an intellectual.”

In addition to his work for the Figueroa Corridor, Holter’s company also contributes tens of thousands of dollars of donations to community-based programs, hospitals, homeless shelters, and police and veterans’ groups.

Dealers are nominated by the executives of state and metro dealer associations around the country. The award is sponsored by TIME in association with Ally Financial, and in cooperation with NADA. A panel of faculty members from the Tauber Institute for Global Operations at the University of Michigan will select one finalist from each of the four NADA regions and one national Dealer of the Year. Three finalists will receive an additional \$5,000 for their favorite charities and the winner will receive an additional \$10,000 to give to charity.

In its eighth year as exclusive sponsor, Ally will recognize dealer nominees and their community efforts by contributing \$1,000 to each nominee’s 501(c)3 charity of choice.

Nominees will also be recognized on AllyDealer-Heroes.com, which highlights the philanthropic contributions and achievements of TIME Dealer of the Year nominees.

“It’s an incredible honor to recognize these dealers for their business accomplishments and their unwavering commitment to ‘Do It Right’ by helping others in their communities,” Timmerman said. “They are extraordinary auto leaders who care and go the extra mile to give of themselves to make their communities stronger. Ally is proud to support and celebrate their achievements.”

Holter was nominated for the TIME Dealer of the Year award by Bob Smith, executive director of the Greater Los Angeles New Car Dealers Association. He and his wife, Carole, have two children. □

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)

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? GLANCDCA 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)

GLANCDCA membership runs until December 31, 2018.

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

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Fax (213) 748-0245

bob@glanccda.org • www.glanccda.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: November 2018

Covering data thru October 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 increased 15.2% in October 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.

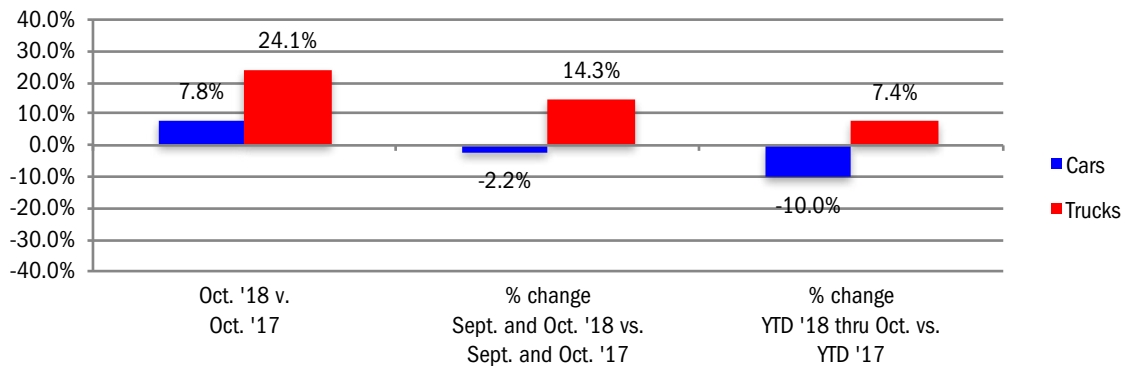
The county market was down 2.3% during the first ten months this year versus a year earlier. Light truck registrations were up 7.4% while passenger cars fell 10%.

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

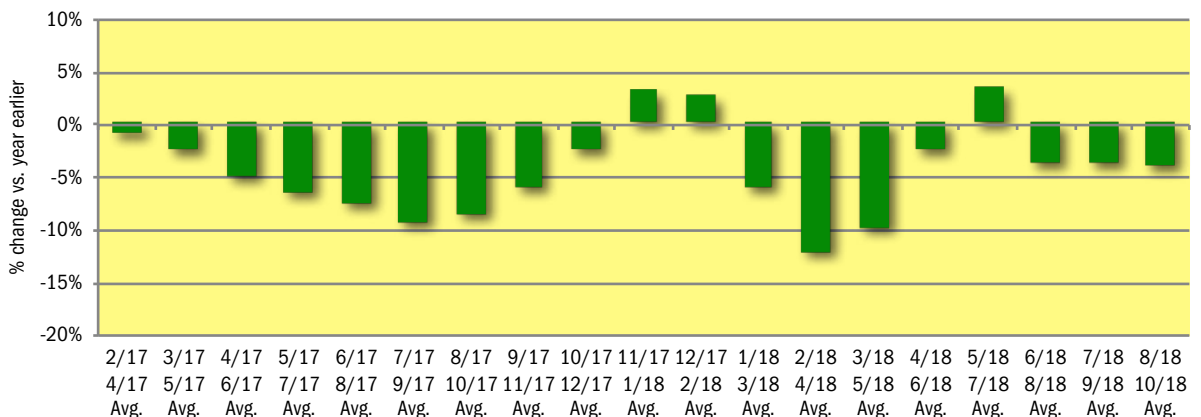
Tesla, Volvo, Jeep, Land Rover, Subaru, Dodge, BMW, and Mazda registrations increased during the first ten months of this year.

Los Angeles New Retail Car and Light Truck Registrations									
	October			Sept. and Oct. Combined			Year to date thru Oct.		
	2017	2018	% chg.	2017	2018	% chg.	2017	2018	Chg.
Industry Total	38,652	44,521	15.2%	80,482	84,708	5.3%	429,664	419,757	-2.3%
Cars	21,143	22,794	7.8%	43,956	42,970	-2.2%	240,240	216,312	-10.0%
Light Trucks	17,509	21,727	24.1%	36,526	41,738	14.3%	189,424	203,445	7.4%
Domestic	7,744	10,813	39.6%	16,500	20,048	21.5%	86,873	90,580	4.3%
European	7,784	8,617	10.7%	15,731	16,209	3.0%	85,237	84,522	-0.8%
Japanese	20,296	22,246	9.6%	42,243	43,116	2.1%	224,263	214,540	-4.3%
Korean	2,828	2,845	0.6%	6,008	5,335	-11.2%	33,291	30,115	-9.5%

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.

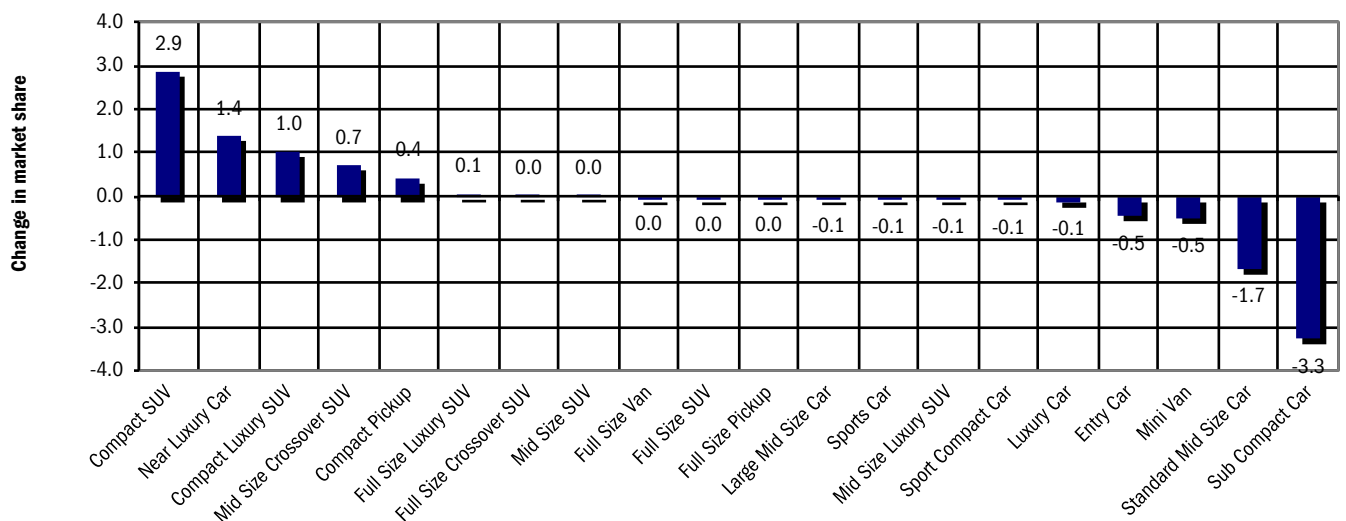
Data Information

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

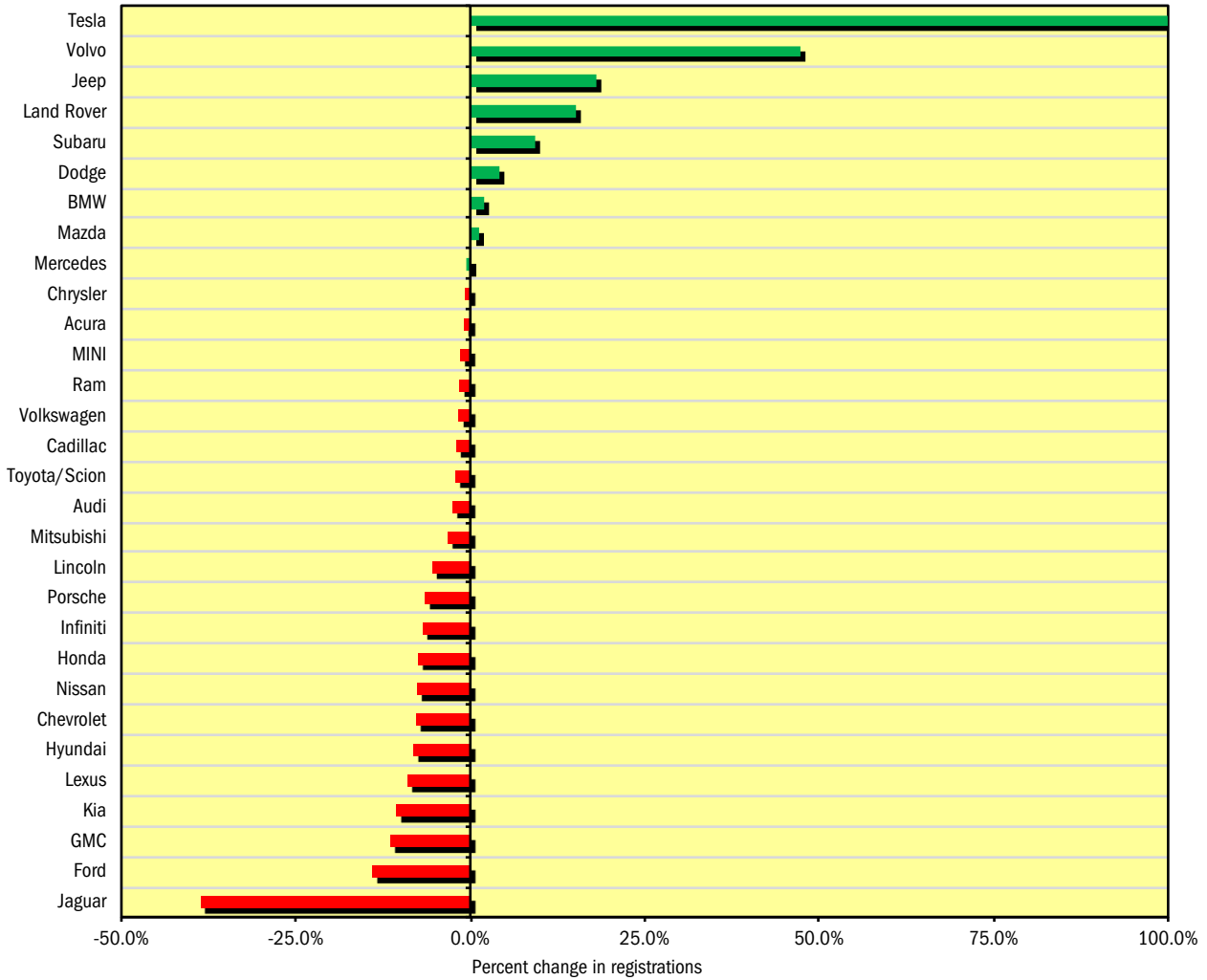
Los Angeles New Retail Car and Light Truck Registrations												
	October			Sept. and Oct. Combined			Year to date thru Oct.			YTD Market Share (%)		
	2017	2018	% chg.	2017	2018	% chg.	2017	2018	% chg.	2017	2018	Chg.
TOTAL	38,652	44,521	15.2%	80,482	84,708	5.3%	429,664	419,757	-2.3%			
Acura	375	545	45.3%	784	943	20.3%	4,443	4,401	-0.9%	1.0	1.0	0.0
Audi	1,103	1,277	15.8%	2,309	2,609	13.0%	12,807	12,489	-2.5%	3.0	3.0	0.0
BMW	1,665	1,868	12.2%	3,307	3,428	3.7%	18,887	19,239	1.9%	4.4	4.6	0.2
Buick	135	132	-2.2%	313	279	-10.9%	1,544	1,323	-14.3%	0.4	0.3	0.0
Cadillac	219	189	-13.7%	403	407	1.0%	2,225	2,180	-2.0%	0.5	0.5	0.0
Chevrolet	2,496	2,704	8.3%	5,401	5,185	-4.0%	29,038	26,795	-7.7%	6.8	6.4	-0.4
Chrysler	140	173	23.6%	318	326	2.5%	1,637	1,625	-0.7%	0.4	0.4	0.0
Dodge	526	645	22.6%	1,140	1,155	1.3%	6,017	6,266	4.1%	1.4	1.5	0.1
Fiat	119	78	-34.5%	320	187	-41.6%	2,688	855	-68.2%	0.6	0.2	-0.4
Ford	1,946	1,971	1.3%	4,314	4,016	-6.9%	22,663	19,492	-14.0%	5.3	4.6	-0.6
GMC	399	362	-9.3%	795	702	-11.7%	4,222	3,737	-11.5%	1.0	0.9	-0.1
Honda	5,995	6,409	6.9%	12,628	12,253	-3.0%	68,053	62,976	-7.5%	15.8	15.0	-0.8
Hyundai	1,219	1,254	2.9%	2,661	2,562	-3.7%	14,408	13,234	-8.1%	3.4	3.2	-0.2
Infiniti	509	536	5.3%	1,037	1,085	4.6%	6,121	5,706	-6.8%	1.4	1.4	-0.1
Jaguar	220	124	-43.6%	423	220	-48.0%	2,285	1,402	-38.6%	0.5	0.3	-0.2
Jeep	905	1,439	59.0%	1,933	2,703	39.8%	10,557	12,456	18.0%	2.5	3.0	0.5
Kia	1,609	1,591	-1.1%	3,347	2,773	-17.1%	18,883	16,881	-10.6%	4.4	4.0	-0.4
Land Rover	410	669	63.2%	869	1,155	32.9%	4,456	5,129	15.1%	1.0	1.2	0.2
Lexus	1,769	2,057	16.3%	3,969	4,106	3.5%	21,435	19,517	-8.9%	5.0	4.6	-0.3
Lincoln	111	151	36.0%	292	324	11.0%	1,685	1,593	-5.5%	0.4	0.4	0.0
Maserati	108	82	-24.1%	190	146	-23.2%	1,163	787	-32.3%	0.3	0.2	-0.1
Mazda	905	867	-4.2%	1,838	1,829	-0.5%	9,349	9,453	1.1%	2.2	2.3	0.1
Mercedes	1,978	2,088	5.6%	3,818	3,878	1.6%	21,309	21,215	-0.4%	5.0	5.1	0.1
MINI	254	265	4.3%	535	482	-9.9%	2,809	2,770	-1.4%	0.7	0.7	0.0
Mitsubishi	127	133	4.7%	240	257	7.1%	1,372	1,328	-3.2%	0.3	0.3	0.0
Nissan	2,081	2,583	24.1%	4,112	4,807	16.9%	24,927	23,030	-7.6%	5.8	5.5	-0.3
Porsche	407	407	0.0%	744	678	-8.9%	3,752	3,510	-6.4%	0.9	0.8	0.0
Ram	340	494	45.3%	696	895	28.6%	3,835	3,776	-1.5%	0.9	0.9	0.0
smart	15	8	-46.7%	24	17	-29.2%	212	98	-53.8%	0.0	0.0	0.0
Subaru	1,162	1,305	12.3%	2,432	2,732	12.3%	12,504	13,678	9.4%	2.9	3.3	0.3
Tesla	526	2,553	385.4%	894	4,056	353.7%	3,449	11,336	228.7%	0.8	2.7	1.9
Toyota/Scion	7,373	7,811	5.9%	15,203	15,104	-0.7%	76,059	74,451	-2.1%	17.7	17.7	0.0
Volkswagen	1,121	1,212	8.1%	2,418	2,312	-4.4%	11,460	11,269	-1.7%	2.7	2.7	0.0
Volvo	224	294	31.3%	463	577	24.6%	2,096	3,084	47.1%	0.5	0.7	0.2
Other	161	245	52.2%	312	520	66.7%	1,314	2,676	103.7%	0.3	0.6	0.3

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



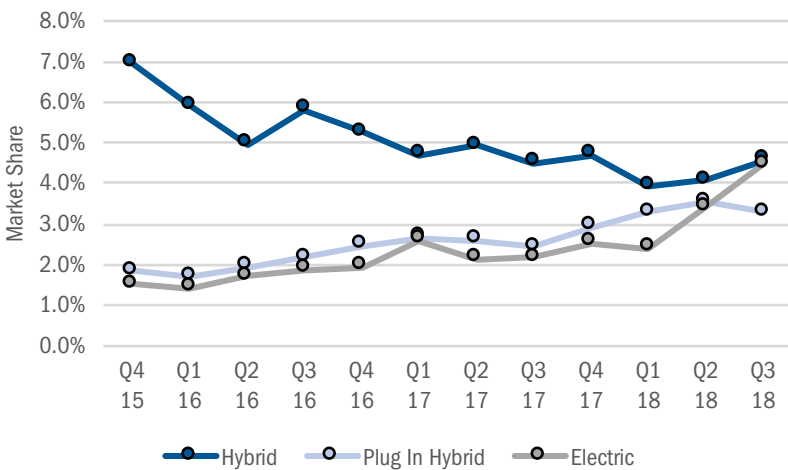
Data Source: AutoCount data from Experian.

Percent Change in Brand Registrations - YTD 2018 thru October 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:

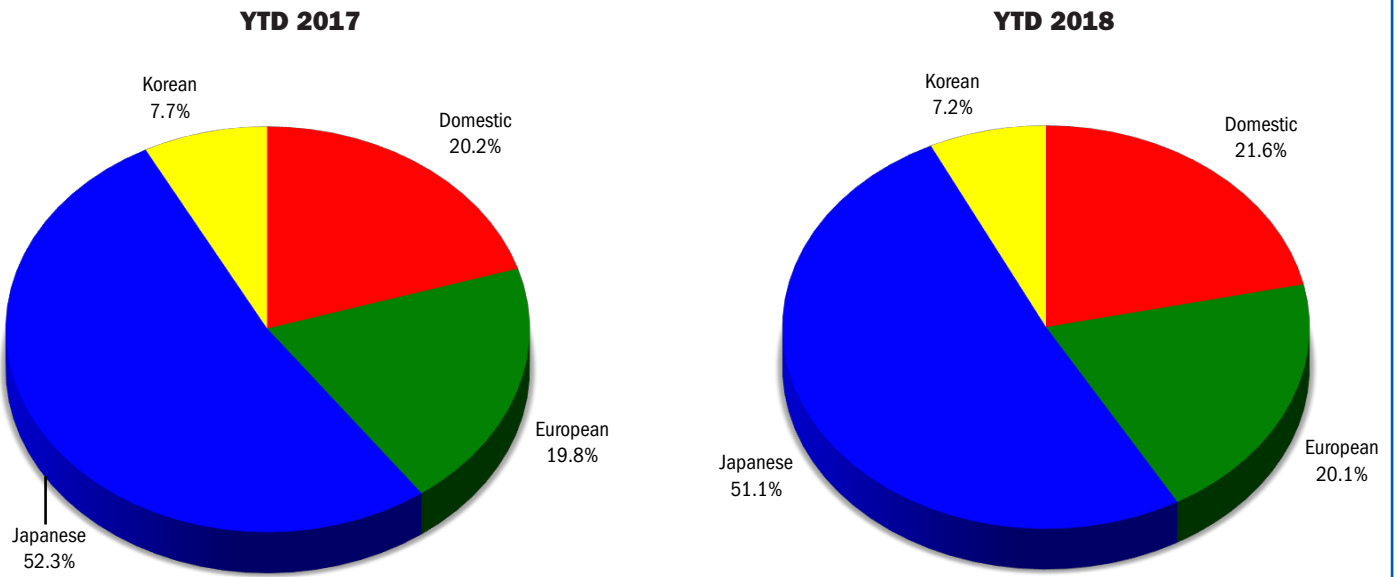
11.4%

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

Rank	Model	Regs.
1	Toyota Prius	7295
2	Tesla Model 3	6554
3	Chevrolet Volt	2509
4	Tesla Model S	1866
5	Tesla Model X	1622
6	Ford Fusion	1479
7	Kia Niro	1441
8	Toyota RAV4	1434
9	Honda Clarity	1331
10	Chevrolet Bolt	1154

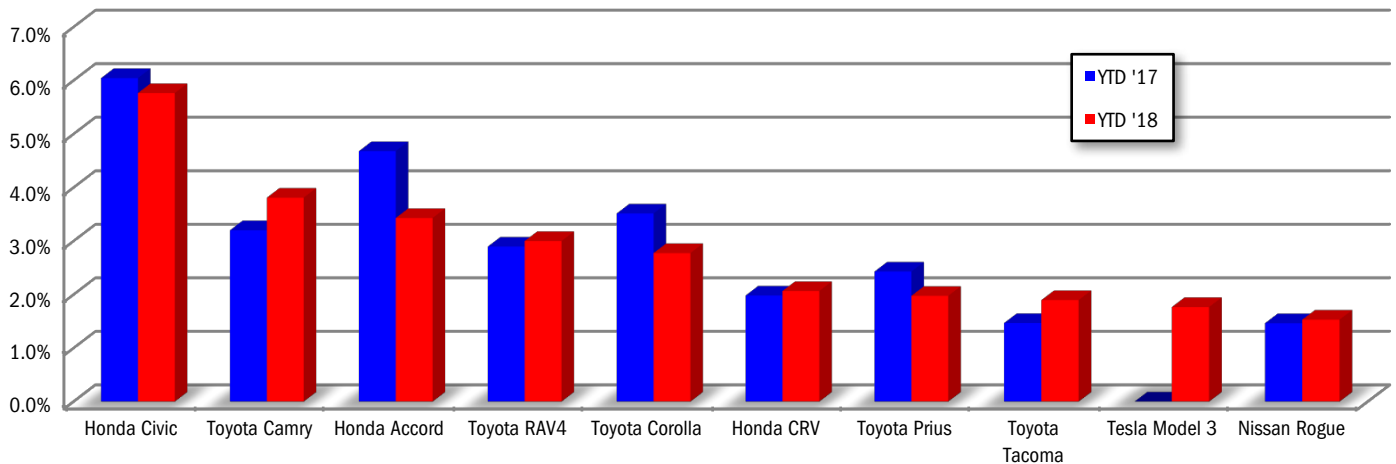
The graph above shows hybrid powertrain and electric vehicle quarterly market share in the county. Source: IHS Markit.

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



Data Source: AutoCount data from Experian Automotive.

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



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