

Greater

LOS ANGELES NEW CAR DEALERS ASSOCIATION

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CNCDA DEALER DAY 2013 Huge Success



GLANCA BOARD MEMBER FRITZ HITCHCOCK PRESENTS AT DEALER DAY 2013

On March 13, 2013, a group of GLANCA dealer members and key personnel descended on Sacramento for a day of appointments with elected officials at the State Capitol. The dealers included Peter Hoffman, Tim Smith, John Hawkins, Fritz Hitchcock, Peter Smith, and Darryl Holter. These meetings were designed to make the operating interests of Auto Dealers throughout Los Angeles County known and understood, in relation to proposed legislation that impacts the way business is conducted. One of the issues the dealers are in support of, Franchise Bill (SB 155) introduced

by Senator Padilla is designed to clarify and standardize the method by which dealers are reimbursed by the manufacturer for warranty work utilizing a nationally recognized flat-rate time schedule. This legislation also addresses Export Policies and Factory Mandated Vendors for Facility Improvements. Other issues the Dealers took up with their representatives included a Tire Fee Reform Proposal and legislation that deals with the Display and Sales of Vehicles Subject to Manufacturer's recall. The strong showing and collective voice of GLANCA's Dealer Members made for a successful day of meetings.

At the CNCDA Luncheon that preceded the Dealer Meetings, Jeanette Shammas was presented with the Dealer Lifetime Achievement Award. Jeanette's son in law, Darryl Holter (GLANCA and CNCDA Board Member and Director) presented the award with no fewer than 10 of their current employees in attendance.



GLANCA BOARD MEMBER DARRYL HOLTER PRESENTS JEANETTE SHAMMAS WITH THE DEALER LIFETIME ACHIEVEMENT AWARD



**Save The Date - July 16, 2013
GLANCA Annual
Member Luncheon
Universal City Hilton**

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Young Car Buyers Shift Preferences from Japanese to U.S. and Korean Brands

Reprinted from Edmunds.com

American auto brands are gaining strength with younger buyers in the U.S., while their Japanese rivals have taken a big step back, reports Edmunds.com, the premier resource for car shopping and automotive information. According to an analysis of new car retail registrations from R. L. Polk & Co., American brands accounted for 36.8 percent of cars bought by Americans age 25 to 34 in 2012, up from a share of 35.4 percent in 2008. Meanwhile the share of Japanese brands for the same age group plummeted from 50.6 percent to 42.9 percent during that period.

But even with the incremental success of American brands, Edmunds.com found that the exodus from Japanese cars by young buyers is turning mostly toward

South Korean brands. About 10 percent of new cars purchased by 25-to-34 year olds in 2012 carried South Korean nameplates, more than doubling the rate for this age group since 2008.

“U.S. automakers have burst onto the scene in recent years with small, fuel-efficient and affordable cars that really appeal to a young set of buyers,” says Edmunds.com Sr. Analyst Jessica Caldwell. “But while Detroit might be chiseling away at the Japanese grip on Gen X and Gen Y, South Korean brands are taking big hacks. Not only are the Koreans making better cars for young people, but they’ve also worked to make credit available to young buyers who still don’t have solid credit history.” Retail Registrations by Age, 2012 vs. 2008.

The South Koreans’ progress with young buyers reflects their overall growth in the U.S. market. Korean brands represented 9.5 percent of all new retail registrations in the U.S. in 2012, almost twice as much as their share of 5.0 percent in 2008.

European car labels are flexing their own muscles in the U.S. market as well, accounting for 9.9 percent of new car registrations in the U.S. last year, up from 8.5 percent in 2008. Like the South Koreans, European carmakers have delivered consistent growth among all age groups since 2008, with the biggest successes among older car buyers, thanks to Baby Boomers choosing European luxury cars post-retirement.

Retail Registrations by Age, 2012 vs. 2008

Age (YEARS OLD)	European Brands			Japanese Brands			South Korean Brands			U.S. Brands		
	2012	2008	CHG	2012	2008	CHG	2012	2008	CHG	2012	2008	CHG
18-24	7.1%	6.0%	1.1%	42.6%	52.3%	-9.8%	12.6%	5.8%	6.8%	37.6%	35.7%	1.9%
25-34	9.8%	8.8%	1.0%	42.9%	50.6%	-7.7%	10.1%	4.9%	5.1%	36.8%	35.4%	1.5%
35-44	10.9%	9.3%	1.5%	42.1%	47.5%	-5.4%	9.3%	4.7%	4.5%	37.2%	38.0%	-0.8%
45-54	10.4%	8.9%	1.5%	40.1%	45.7%	-5.6%	10.1%	5.2%	4.9%	38.9%	39.8%	-0.9%
55-64	9.5%	8.1%	1.3%	41.3%	44.5%	-3.2%	9.9%	5.5%	4.4%	39.0%	41.6%	-2.6%
65-74	8.3%	6.6%	1.6%	40.2%	41.7%	-1.4%	9.8%	5.8%	4.0%	41.4%	45.6%	-4.2%
75+	6.5%	4.8%	1.8%	39.0%	38.2%	0.8%	9.7%	6.1%	3.7%	44.5%	50.7%	-6.2%
OVERALL	9.9%	8.5%	1.4%	40.4%	44.6%	-4.2%	9.5%	5.0%	4.5%	39.7%	41.6%	-1.8%

Greater Los Angeles New Car Dealers Association Sponsors Team from Canyon High School



The Greater Los Angeles New Car Dealers Association sponsored a team from Canyon High School of Ryan Gregory and Joseph Gezahegn, led by instructor Pete Ciccone, competed at the National Automotive Technology Competition at the New York City Convention Center on April 2nd and 3rd, 2013.

Preparations for the event took place with the gracious support from Lexus of Valencia in Santa Clarita. With unlimited access, support and mentoring from the service staff, and a dedicated vehicle to work on (Lexus RX 350), the team spent countless hours in the dealership getting ready for the competition.

From 1993 to today, the National Automotive Technology Competition has brought together the Nation's best high school automotive technicians to

test their skills, measure their knowledge, and challenge their ability to diagnose and repair vehicles. The Competition is designed to challenge and prepare these young people to have a real chance at success should they choose to consider making this a full time career path choice. This event and the changes in the industry that it has helped foster could not be achieved without the support of an industry wide collaboration that brings together nearly every major automobile manufacturer, retail automobile dealers, dealer associations (GLANCDAs), educational institutions, and numerous government agencies. These truly great organizations have literally changed thousands of young lives. The team from Canyon High School finished 13th in the overall Auto Skills Competition.

Congratulations!



SAVE THE DATE

June 12, 2013

Meeting With

Governor Jerry Brown

Don't miss this opportunity to support the efforts and interest of California's New Car Dealers. GLANCDAs is co-hosting the event with CNCDA.

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