



LOS ANGELES NEW CAR DEALERS ASSOCIATION

E-NEWSLETTER ISSUE #1 – 2019

Recruitment Events Strengthen Relationships Between Community Colleges, New Car Dealers

Historically, car dealers have only contacted community colleges when the need for technicians is greatest. However, as dealer demand increases and the number of high school automotive programs decreases, the Greater Los Angeles New Car Dealers Association (GLANCD A) realized the need to strengthen the pathways from community college programs into full-time dealer employment.

GLANCD A is partnering with community colleges throughout the Los Angeles/Orange County Region to host networking events that bring students and dealerships together to fill technician roles across the organization.

The first event was held October 18 in partnership with Los Angeles Pierce College. GLANCD A Executive Director Bob Smith said about 140 people attended, including representatives from 15 dealerships and more than 100 students.

The event included a networking reception and presentations from community college students who went on to obtain full-time positions at GLANCD A dealerships.

“It’s so exciting to be part of and see the kids and the instructors,” Smith said. “We’re really trying to put a bigger emphasis on skills from the community college level at these events to show the academic community and the students we really are there.”

At least a dozen students received job offers since the October event, Smith said. Along with looking more closely at community colleges, dealers are offering jobs and internships that meet students’ class schedules.

“Dealers are primarily looking for full-time help because that’s where the need is greatest, but we are seeing a shift to understanding that students need to be part-time or interns as opposed to full-time,” Smith said. “Dealers are not in a position to say they only want full-time technicians and they see the opportunity for students to grow within the service department.”

The next dealer/student networking event will be held **February 21 from 5-8 p.m. at the Pacific Palms Resort in City of Industry**. It will be a collaboration with Rio Hondo College and Citrus College. Additional events are planned for the spring with Cerritos College and El Camino College. □

GLANCDA joins forces with CNCDA on upcoming visits to the Capital



A Join your fellow dealers from around the state as CNCDA meets with state legislators to discuss the importance of franchised new car dealers, the future of the automotive retail industry and the future of your businesses. Nothing is more powerful than getting in front of lawmakers, sharing your personal stories and urging them to support franchised new car dealers in their local communities.

This year we will have a continued focus on CNCDA's sponsored motor vehicle franchise bill, AB 179. AB 179 will pick up where last year's franchise bill left off, with provisions in the bill remaining very similar to those in the 2018 version, including topics covering retail warranty reimbursement, factory-mandated upgrades and digital service vendors, brand spin-off requirements, protest at the New Motor Vehicle Board and other franchise protections. REGISTER: <https://www.cncda.org/events/>.

"GLANCDA dealer members and employees are needed to join forces with CNCDA in a crucial lobbying event in Sacramento! Glannda will cover the registration fee (\$99) for all dealers who attend, and arrangements will be made to schedule meetings with assembly members and senators in the districts the dealers are doing business in. Participation is crucial for making our concerns heard and understood!" Promo code: DD19GLANCDA.

WHEN: Wednesday, March 27, 2019

WHERE: Hyatt Regency Hotel | 1209 L Street, Sacramento

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Import dealers, facing tariff threat, step up lobbying

Lindsay Chappell

Import-brand auto dealers are being encouraged to mobilize against the Trump administration's proposed tariffs on light vehicles by traveling to Washington in April to voice opposition with Congress and other government representatives.

"We really want to get more dealers involved in this issue," California dealer Howard Hakes said during the NADA Show here Sunday. "There's no question that import tariffs are the biggest issue we're facing this year and dealers' voices need to be heard."

Hakes, president of Hitchcock Automotive Resources of City of Industry, Calif., took up his role Sunday as chairman of the American International Automobile Dealers Association, the trade group that represents 9,600 international name-plate automobile franchises.

Hakes said that as the trade group's 2019 chairman, he is working with NADA to encourage retailers to talk with congressional representatives and with elected officials at the state and local levels.

AIADA has a "Fly-In" scheduled for April 9-10 in Washington to provide education about trade issues and to facilitate dealer meetings with government officials.

"Right now, it's been the old 80-20 rule on this topic," Hakes said outside of AIADA's annual meeting and luncheon, where he addressed dealers for the first time as association chairman. "Twenty percent of our dealers are doing 80 percent of the work. We need more involvement this year. We're going to make it clear in Washington that free trade is in our best interest."

President Donald Trump has proposed using the "Section 232" trade tool to slap a punitive 25 percent tariff on imported vehicles, although he said



in November that he will hold off on a decision for now.

Bipartisan proposals have emerged in both the Senate and House of Representatives to reduce the president's ability to unilaterally impose trade tariffs, Politico reported Friday.

But auto industry officials have been living on pins and needles for the past several months over the prospect of having to pass billions of dollars in government tariffs along to consumers in the form of higher sticker prices.

In speaking to the AIADA audience Sunday, Bob Carter, executive vice president, sales, for Toyota Motor North America, called some of the tariff proposals "ridiculous."

"Tacking a 20 to 25 percent tax onto all vehicle and vehicle parts imported into the U.S., or restricting them through quotas, is an unnecessary, direct hit by the government on an otherwise healthy industry," Carter said.

He encouraged dealers to take that message to their elected officials.

"Whether at a fly-in, or in your personal conver-

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sations, it is crucial to keep up this fight,” Carter told the audience.

Industry leaders like Carter and Hakes are walking delicately over the Trump administration proposals. Hakes has been an active participant in Republican party activity. According to his AIADA bio, he serves on the board of the California Republican Party, is vice-chairman of the Republican party of Los Angeles County, and was appointed by the president to serve on the Department of Health and Human Service’s Drug and Alcohol Prevention Board.

In an interview with Automotive News outside of the AIADA meeting, Carter emphasized that he did not want to indulge in political discussions while making Toyota’s wishes known in Washington.

“We sold 2.8 million vehicles in North American last year,” Carter told Automotive News. “We can’t sell that many vehicles to only 50 percent of the population,” he said, referring to the nearly 50-50 split among American voters in recent years.

“I want to make it clear that what we’re talking about is not politics – its policies,” Carter said. “Our belief is that when we talk about a policy of free trade, everyone wins.

“Whenever someone talks about imposing a tariff to make this country or that country pay more – you know, countries don’t pay tariffs. Consumers pay the tariffs. It’s just a tax on the consumer.” □

GLANCDA 2019 Time Life Dealer of the Year Award nominee Darryl Holter

On Friday, January 25, 2019, GLANCDA dealer board member Darryl Holter was recognized at the NADA Show in San Francisco. Darryl is the CEO of Felix Chevrolet and along with 51 other nominees, was singled out for his outstanding service and commitment to excellence in the retail automotive industry. □



5 reasons why autonomous cars aren't coming anytime soon



In the world of autonomous vehicles, Pittsburgh and Silicon Valley are bustling hubs of development and testing. But ask those involved in self-driving vehicles when we might actually see them carrying passengers in every city, and you'll get an almost universal answer: Not anytime soon.

An optimistic assessment is 10 years. Many others say decades as researchers try to conquer a number of obstacles. The vehicles themselves will debut in limited, well-mapped areas within cities and spread outward.

The fatal crash in Arizona involving an Uber autonomous vehicle in March slowed progress, largely because it hurt the public's perception of the safety of vehicles. Companies slowed research to be more careful. Google's Waymo, for instance, decided not to launch a fully autonomous ride-hailing service in the Phoenix area and will rely on human backup drivers to ferry passengers, at least for now.

Here are the problems that researchers must overcome to start giving rides without humans behind the wheel:

SNOW AND WEATHER

When it's heavy enough to cover the pavement,

snow blocks the view of lane lines that vehicle cameras use to find their way. Researchers so far haven't figured out a way around this. That's why much of the testing is done in warm-weather climates such as Arizona and California.

Heavy snow, rain, fog and sandstorms can obstruct the view of cameras. Light beams sent out by laser sensors can bounce off snowflakes and think they are obstacles. Radar can see through the weather, but it doesn't show the shape of an object needed for computers to figure out what it is.

"It's like losing part of your vision," says Raj Rajkumar, an electrical and computer engineering professor at Carnegie Mellon University.

Researchers are working on laser sensors that use a different light beam wavelength to see through snowflakes, said Greg McGuire, director of the MCity autonomous vehicle testing lab at the University of Michigan. Software also is being developed so vehicles can differentiate between real obstacles and snowflakes, rain, fog, and other conditions.

But many companies are still trying to master the difficult task of driving on a clear day with steady traction.

"Once we are able to have a system reliably perform in those, then we'll start working toward expanding to those more challenging conditions," said Noah Zych, Uber's head of system safety for self-driving cars.

PAVEMENT LINES AND CURBS

Across the globe, roadway marking lines are different, or they may not even exist. Lane lines aren't standardized, so vehicles have to learn how to drive differently in each city. Sometimes there aren't any curbs to help vehicles judge lane width. For instance, in Pittsburgh's industrial "Strip Dis-

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trict,” where many self-driving vehicles are tested, the city draws lines across the narrow lanes to mark where vehicles should stop for stop signs. Sometimes the lines are so far back and buildings are so close to the street that autonomous cars can’t see traffic on the cross street if they stop at the line. One workaround is to program vehicles to stop for the line and creep forward.

“Is it better to do a double stop?” asked Pete Rander, president of Argo AI, an autonomous vehicle company in which Ford has invested heavily. “Since intersections vary, it’s not that easy.”

DEALING WITH HUMAN DRIVERS

For many years, autonomous vehicles will have to deal with humans who don’t always play by the rules. They double-park or walk in front of cars. Recently in Pittsburgh, an Argo backup driver had to take over when his car stopped during a right turn, blocking an intersection when it couldn’t immediately decide whether to go around a double-parked delivery truck.

“Even if the car might eventually figure something out, it’s shared space, and it’s socially unacceptable” to block traffic, Rander said.

Humans also make eye contact with other drivers to make sure they’re looking in the right direction, something still being developed for autonomous vehicles.

Add to that the antagonism that some feel toward robots. People have reportedly been harassing Waymo’s autonomous test vehicles near Phoenix. The Arizona Republic reported in December that police in suburban Chandler have documented at least 21 cases in the past two years, including a man waving a gun at a Waymo van and people who slashed tires and threw rocks. One Jeep forced the vans off the road six times.

LEFT TURNS

Deciding when to turn left in front of oncoming traffic without a green arrow is one of the more

difficult tasks for human drivers and one that causes many crashes. Autonomous vehicles have the same trouble.

Waymo CEO John Krafcik said in a recent interview that his company’s vehicles are still encountering occasional problems at intersections.

“I think the things that humans have challenges with, we’re challenged with as well,” he said. “So sometimes unprotected lefts are super challenging for a human, sometimes they’re super challenging for us.”

CONSUMER ACCEPTANCE

The fatal Uber crash near Phoenix last year did more than push the pause button on testing. It also rattled consumers who someday will be asked to ride in self-driving vehicles.

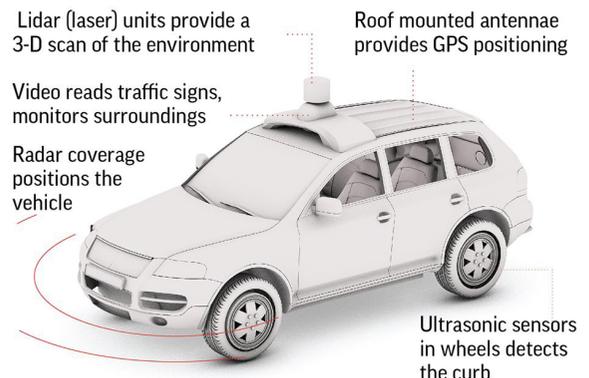
Surveys taken after the Uber crash showed that drivers are reluctant to give up control to a computer. One by AAA found that 73 percent of American drivers would be too fearful to ride in a fully self-driving vehicle. That’s up from 63 percent in late 2017.

Autonomous vehicle companies are showing test passengers information on screens about where the vehicles are headed and what its sensors are seeing. The more people ride, the more they trust the vehicles, says Waymo’s Krafcik.

“After they become more and more confident they rarely look at the screens, and they’re on their phones or relaxing or sleeping,” he said. □

How self-driving works

These vehicles depend on sensors to send data to an onboard computer that processes it in real-time. Some of the technology used:





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, 2019.

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

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Yes, we would like to join for 2019. (*New Member*)

DUES PRICING 2019

\$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 reduces 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 GLANCDADA website which is at www.glanccda.org.

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

Opportunity to serve on GLANCDADA Board of Directors.

Los Angeles Auto Outlook



Comprehensive information on the LA County new vehicle market

FORECAST

County New Vehicle Registrations Should Remain Strong in 2019

Below is a summary of eight key trends and developments in the Los Angeles County new vehicle market.

County new retail light vehicle registrations exceeded 508,000 units in 2018

The new vehicle market declined last year, but sales remained at elevated levels. 2018 marked the fifth consecutive year that new registrations exceeded 470,000 units, which is well above average for the county market.

New vehicle sales likely to soften in 2019

There are a few signs pointing to a market slowdown. GDP growth appears to be easing while there are increasing concerns about financial market stability and the prospects for global growth. But the strong labor market combined with a steady stream of impressive new products, should limit declines over the next 18 months.

Trucks grab a larger share of County market

Light truck market share increased from 32.5% in 2012 to 50.8% in 2018.

Alternative powertrain market improves

County registrations of hybrid and electric cars and trucks increased 14% during the first 11 months of 2018, while the overall market declined 2.8% for the entire year.

Toyota, Honda, Chevrolet, Nissan, and Mercedes are leaders in County market

Toyota was the best selling brand last year, with a 17.2% share. Honda's county share was 14.1%, well above its 10.0% share in the U.S.

Tesla, Alfa Romeo, Volvo, Land Rover, Jeep, and Subaru posted gains

New retail registrations for each of these six brands were up more than 7% from 2017 to 2018.

Honda Civic best-selling car in county market; Toyota RAV4 is light truck leader

Toyota Camry and Honda Accord were ranked second and third behind Civic in the car market, while Honda CR-V and Toyota Tacoma trailed the RAV4.

Non Luxury SUVs account for 27% of market

Market share for Non Luxury SUVs increased to 27% during the first eleven months of last year. Mid Size and Large Car market share has fallen by more than five points during the past five years.

Percent Change in County Light Truck and Car Registrations 2018* vs. 2017

Light Trucks (Pickups, SUVs, and Vans)



UP
7.1%

Passenger Cars

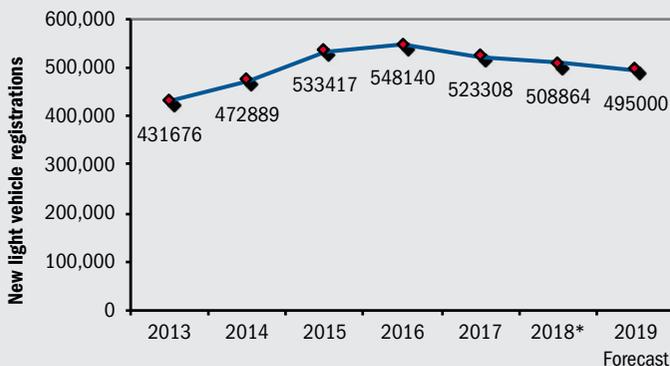


DOWN
11.2%

Source: IHS.

*Dec. 18 estimated.

Annual Trend in County Market



Historical Data Source: IHS.

Market Summary

	2017 Annual	2018* Annual	% Chg. '17 to '18	Mkt. Share 2018*
TOTAL	523,308	508,864	-2.8%	
Car	282,140	250,568	-11.2%	49.2%
Light Truck	241,168	258,296	7.1%	50.8%
Domestic	109,756	116,750	6.4%	22.9%
European	109,611	105,126	-4.1%	20.7%
Japanese	264,569	251,444	-5.0%	49.4%
Korean	39,372	35,544	-9.7%	7.0%

Source: IHS.

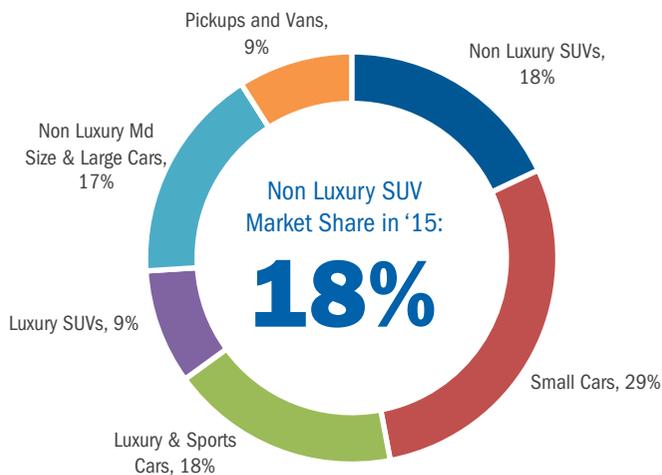
The graph above shows annual new retail light vehicle registrations in the county from 2013 thru 2018 and Auto Outlook's projection for 2019.

Domestics consist of vehicles sold by GM, Ford, FCA (excluding Alfa and FIAT), and Tesla. *Figures for Dec. '18 were estimated by Auto Outlook.

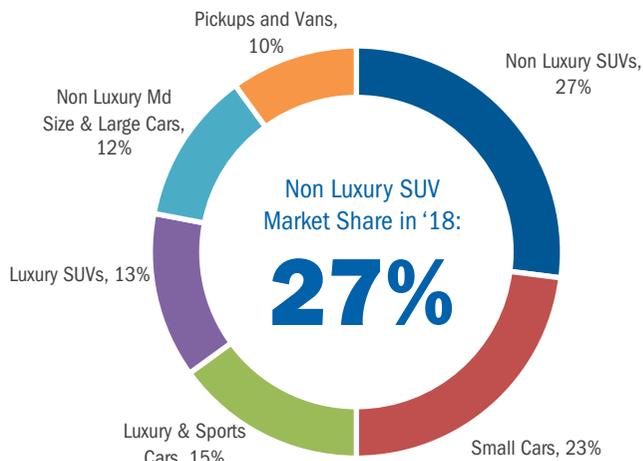
MARKET TRACKER: THREE YEAR SEGMENT SHARES

Non Luxury SUV Market Share Hits 27%

Segment Market Shares - YTD '15 thru Nov.



Segment Market Shares - YTD '18 thru Nov.



Source: IHS

The two graphs above show market shares for primary segments during the first 11 months of 2015 and 2018.

MARKET TRACKER: COUNTY MARKET VERSUS U.S.

County Market Fell a Slim 2.8% in '18

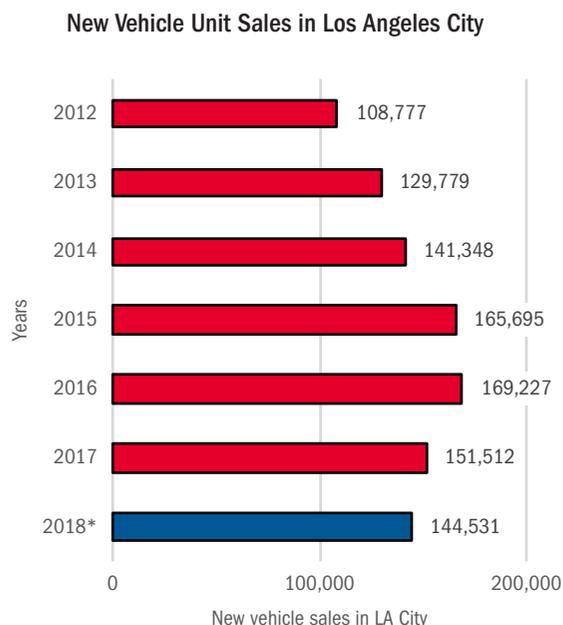
	County Market		U.S. Market	
Percent change in registrations 2018* vs. 2017	-2.8%		-0.8%	
Passenger car market share 2018*	49.2%		30.8%	
Domestic brand market share 2018*	22.9%		42.0%	
Top 10 brands and market share 2018*				
First	Toyota	17.2%	Toyota	13.4%
Second	Honda	14.1%	Ford	11.6%
Third	Chevrolet	6.5%	Chevrolet	11.0%
Fourth	Nissan	5.5%	Honda	10.0%
Fifth	Mercedes	5.3%	Nissan	6.4%
Sixth	BMW	5.2%	Jeep	6.1%
Seventh	Ford	5.1%	Subaru	4.4%
Eighth	Lexus	4.6%	Hyundai	3.7%
Ninth	Kia	4.0%	Kia	3.4%
Tenth	Subaru	3.2%	GMC	3.3%

*December 2018 figures estimated by Auto Outlook

Source: IHS

ANALYSIS

New Vehicle Sales in LA City



The graph above shows the level of new vehicle sales in the city of Los Angeles from 2012 through 2018. The data measures vehicles sold by dealerships located in the city of Los Angeles. Source: AutoCount data from Experian. (*Dec. '18 figures estimated by Auto Outlook.)

BRAND SCOREBOARD

Alfa Romeo, Volvo, Land Rover, and Jeep Had Largest Gains in '18

The graph below shows the change in new retail light vehicle (combined car and light truck) registrations for all of 2018 versus a year earlier. Note figures for December of 2018 were estimated by Auto Outlook. (Tesla is excluded since Model 3 was introduced late in 2017.)

10 brands had increases in 2018:
 Alfa Romeo, Volvo, Land Rover, Jeep, Subaru, Ram, Volkswagen, Dodge, Acura, and Cadillac

Percent Change in County New Retail Light Vehicle Registrations (Top 30 brands) - 2018 vs. 2017

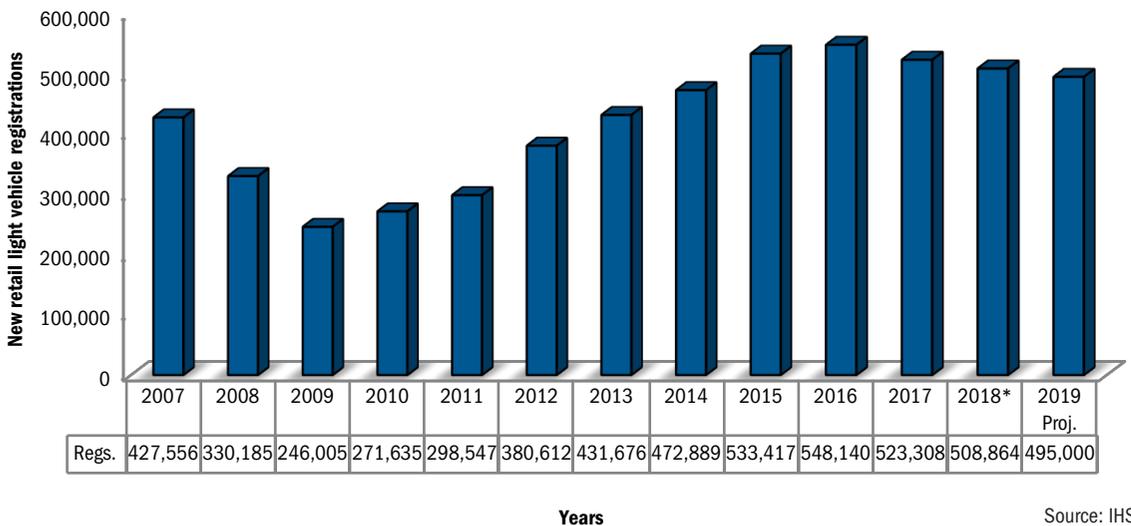


LONG TERM TRENDS

Registrations Likely to Exceed 470K for 6th Straight Year in '19

The graph below provides a long term perspective of trends in the Los Angeles County new retail light vehicle market. It shows historical registrations from 2007 thru 2018, along with Auto Outlook's forecast for 2019.

County New Retail Light Vehicle Registrations - 2007 thru 2018, 2019 Forecast



County market improved 107% between '09 and '18. Small decline is predicted in '19, with annual total approaching 500,000 units

Los Angeles County New Retail Car and Light Truck Registrations												
	Fourth Quarter*						Annual Totals					
	Registrations			Market Share (%)			Registrations			Market Share (%)		
	4Q '17	4Q '18	% change	4Q '17	4Q '18	Change	2017	2018*	% change	2017	2018*	Change
TOTAL	129,628	128,655	-0.8				523,308	508,864	-2.8			
Cars	67,308	61,337	-8.9	51.9	47.7	-4.2	282,140	250,568	-11.2	53.9	49.2	-4.7
Light Trucks	62,320	67,318	8.0	48.1	52.3	4.2	241,168	258,296	7.1	46.1	50.8	4.7
Domestic Brands	26,446	30,746	16.3	20.4	23.9	3.5	109,756	116,750	6.4	21.0	22.9	1.9
European Brands	30,323	28,176	-7.1	23.4	21.9	-1.5	109,611	105,126	-4.1	20.9	20.7	-0.2
Japanese Brands	63,359	61,293	-3.3	48.9	47.6	-1.3	264,569	251,444	-5.0	50.6	49.4	-1.2
Korean Brands	9,500	8,440	-11.2	7.3	6.6	-0.7	39,372	35,544	-9.7	7.5	7.0	-0.5
Acura	1,371	1,471	7.3	1.1	1.1	0.0	5,114	5,204	1.8	1.0	1.0	0.0
Alfa Romeo	392	531	35.5	0.3	0.4	0.1	960	2,361	145.9	0.2	0.5	0.3
Audi	4,047	3,490	-13.8	3.1	2.7	-0.4	15,249	14,042	-7.9	2.9	2.8	-0.1
BMW	8,203	7,607	-7.3	6.3	5.9	-0.4	27,277	26,245	-3.8	5.2	5.2	0.0
Buick	452	459	1.5	0.3	0.4	0.1	1,896	1,726	-9.0	0.4	0.3	-0.1
Cadillac	924	942	1.9	0.7	0.7	0.0	3,420	3,472	1.5	0.7	0.7	0.0
Chevrolet	8,864	8,569	-3.3	6.8	6.7	-0.1	36,391	33,282	-8.5	7.0	6.5	-0.5
Chrysler	508	423	-16.7	0.4	0.3	-0.1	2,026	1,895	-6.5	0.4	0.4	0.0
Dodge	1,660	1,729	4.2	1.3	1.3	0.0	7,262	7,443	2.5	1.4	1.5	0.1
FIAT	455	215	-52.7	0.4	0.2	-0.2	2,900	949	-67.3	0.6	0.2	-0.4
Ford	6,336	6,076	-4.1	4.9	4.7	-0.2	28,352	25,966	-8.4	5.4	5.1	-0.3
Genesis	261	66	-74.7	0.2	0.1	-0.1	943	506	-46.3	0.2	0.1	-0.1
GMC	1,543	1,264	-18.1	1.2	1.0	-0.2	5,656	4,771	-15.6	1.1	0.9	-0.2
Honda	18,141	17,011	-6.2	14.0	13.2	-0.8	78,910	71,808	-9.0	15.1	14.1	-1.0
Hyundai	3,889	3,434	-11.7	3.0	2.7	-0.3	16,246	14,933	-8.1	3.1	2.9	-0.2
Infiniti	1,912	2,245	17.4	1.5	1.7	0.2	7,286	7,162	-1.7	1.4	1.4	0.0
Jaguar	725	475	-34.5	0.6	0.4	-0.2	2,852	1,668	-41.5	0.5	0.3	-0.2
Jeep	3,148	3,539	12.4	2.4	2.8	0.4	12,922	15,056	16.5	2.5	3.0	0.5
Kia	5,350	4,940	-7.7	4.1	3.8	-0.3	22,183	20,105	-9.4	4.2	4.0	-0.2
Land Rover	1,307	1,761	34.7	1.0	1.4	0.4	5,294	6,374	20.4	1.0	1.3	0.3
Lexus	6,559	6,314	-3.7	5.1	4.9	-0.2	24,887	23,231	-6.7	4.8	4.6	-0.2
Lincoln	462	436	-5.6	0.4	0.3	-0.1	2,044	1,981	-3.1	0.4	0.4	0.0
Maserati	325	248	-23.7	0.3	0.2	-0.1	1,367	939	-31.3	0.3	0.2	-0.1
Mazda	2,689	2,426	-9.8	2.1	1.9	-0.2	11,303	10,985	-2.8	2.2	2.2	0.0
Mercedes	8,288	7,372	-11.1	6.4	5.7	-0.7	28,495	26,776	-6.0	5.4	5.3	-0.1
MINI	868	705	-18.8	0.7	0.5	-0.2	3,589	3,271	-8.9	0.7	0.6	-0.1
Mitsubishi	407	380	-6.6	0.3	0.3	0.0	1,620	1,583	-2.3	0.3	0.3	0.0
Nissan	6,423	6,706	4.4	5.0	5.2	0.2	29,237	27,854	-4.7	5.6	5.5	-0.1
Other	308	356	15.6	0.2	0.3	0.1	1,267	1,214	-4.2	0.2	0.2	0.0
Porsche	1,231	1,079	-12.3	0.9	0.8	-0.1	4,731	4,322	-8.6	0.9	0.8	-0.1
Ram	1,209	1,426	17.9	0.9	1.1	0.2	4,991	5,195	4.1	1.0	1.0	0.0
Subaru	3,632	3,891	7.1	2.8	3.0	0.2	15,113	16,206	7.2	2.9	3.2	0.3
Tesla	1,329	5,868	341.5	1.0	4.6	3.6	4,749	15,910	235.0	0.9	3.1	2.2
Toyota	22,216	20,847	-6.2	17.1	16.2	-0.9	91,072	87,390	-4.0	17.4	17.2	-0.2
Volkswagen	3,240	3,433	6.0	2.5	2.7	0.2	12,803	13,176	2.9	2.4	2.6	0.2
Volvo	954	921	-3.5	0.7	0.7	0.0	2,901	3,863	33.2	0.6	0.8	0.2

*December 2018 figures were estimated by Auto Outlook.

Source:IHS.

Los Angeles Auto Outlook

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SERVICE TECH CAREER FAIR

THURSDAY FEBRUARY 21, 2019

FOR DEALERSHIP REPS AND STUDENTS



WHO: Students and instructors from Rio Hondo, Citrus, Cerritos. Additionally any students from East LA, LA Trade Tech, or Pasadena, Pierce who were unable to attend in October 2018 in Glendale. Up to 15 dealership groups are welcome on first come/first serve basis.

WHERE: Pacific Palms Resort City of Industry, 1 Industry Hills Pkwy
City of Industry, CA 91744

TIME: 5:00 pm - 8:00 pm - Food/non alcoholic beverages 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!

REGISTRATION - Registration confirmation will be sent to the email address provided. _____

For the following people to attend:

Attendee Name: _____

Email: _____

Student Dealership Rep

School: _____

Address: _____

OR...

Dealership: _____

Phone: _____

Address: _____

PLEASE RETURN THE REGISTRATION FORM:

GLANCD A, Attn: Bob Smith, 700 N Central Suite 320, Glendale CA 91203

Email: Natalie@camgmt.com - 916-924-7323-fax