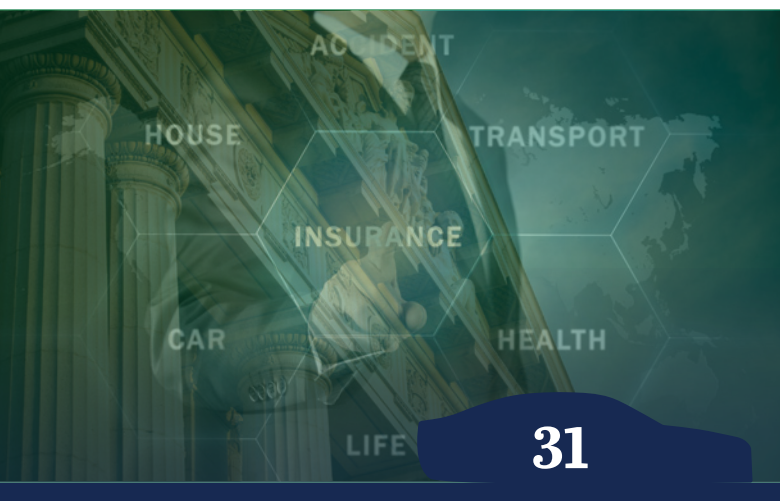


# CONTENTS

ISSUE 1, 2020



- 6** President's Message
- 8** Upcoming Events
- 10** 2020 Officers and Directors
- 12** A Look Back at CNCDA Significant Wins and Accomplishments
- 14** Q&A With New Chairman Mike Weseloh
- 17** The Value of Membership
- 19** CNCDA Annual Convention Oct. 4-7, 2020
- 20** Why Should You Attend CNCDA's Annual Convention?
- 24** The CCPA Is Here: Stay Focused and Don't Panic
- 27** What Should You Expect From the California Government in 2020?
- 28** Vehicle Emissions Battle: An Update
- 31** Vitu Point-of-Sale Insurance Saves the Day
- 33** California Auto Outlook



©2020 California New Car Dealers Association (CNCDA) | The newsLINK Group, LLC. All rights reserved. The California New Car Dealer Quarterly is published four times each year by The newsLINK Group, LLC for the CNCDA and is the official publication for this association. The information contained in this publication is intended to provide general information for review, consideration and dealer education. The contents do not constitute legal advice and should not be relied on as such. If you need legal advice or assistance, it is strongly recommended that you contact an attorney as to your specific circumstances. The statements and opinions expressed in this publication are those of the individual authors and do not necessarily represent the views of the CNCDA, its board of directors, or the publisher. Likewise, the appearance of advertisements within this publication does not constitute an endorsement or recommendation of any product or service advertised. The California New Car Dealer Quarterly is a collective work and as such some articles are submitted by authors who are independent of the CNCDA. While the California New Car Dealer Quarterly encourages a first-print policy, in cases where this is not possible, every effort has been made to comply with any known reprint guidelines or restrictions. Content may not be reproduced or reprinted without prior written permission. For further information, please contact the publisher at: 855.747.4003.