



Advent Resource

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IN THE NEWS

Data from
Powergram®

Mitsubishi Buys NedCar Stake

In April, Mitsubishi Motors Corp. purchased Volvo Car's 50% stake in the joint venture Netherlands Car BV, or NedCar, for \$130 million. Mitsubishi now owns an 85% interest in the venture, according to media reports. The remaining 15% is owned by Mitsubishi Motors' European investment arm. Co-managed by Mitsubishi and its affiliate DaimlerChrysler AG, NedCar will produce a new compact vehicle called the Z Car in 2004. It will be sold globally as both a Mitsubishi and a Smart car. Last year, NedCar built 150,000 Volvo S40 and V40 cars and 60,000 Mitsubishi Carisma and Space Star models, Reuters reports.

Lexus Leads In U.S. Luxury Race

Lexus leads the U.S. luxury vehicle sales race by nearly 4,500 units at the end of the first quarter. Toyota Motor Sales USA's luxury brand retailed 24% more vehicles in March than a year ago, according to the *J.D. Power and Associates Sales Report*.SM

Nissan Sells Parts Unit

As part of its ongoing restructuring, Nissan Motor Co. Ltd. Will sell a 40% stake in one of its suppliers, Niles parts, to New York-based investment firm Ripplewood Holdings LLC. Niles Parts makes windshield wiper and power window switches as well as lighting systems. The other 60% interest will remain with the company's founders, employees and other affiliates. Financial terms were not revealed. A report in the *Nihon Keizai Shimbun* said the sale price would be nearly \$79 million. Nissan last month also said it would sell a stake in bolt and screw maker Saga Tekkosho Co. Ltd.

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Advent Welcomes

Pioneer Centres

Denver, CO and San Diego, CA

Advent is pleased to welcome **Pioneer Centres** to the Advent Client family. The Pioneer Organization represents Land Rover and BMW motorcycle in three locations in Denver Colorado and Land Rover Porsche in San Diego California. Pioneer Centres, San Diego, has once again earned Porsche Cars North America's "Premier Dealer" status. The "Premier Dealer" award is given to only one out of every ten Porsche dealers in the United States who show superior commitment to customer satisfaction in their Sales, Parts and Service departments. Pioneer Centres, San Diego, is also one of the original Land Rover dealers in the United States. Pioneer Centres is also the oldest BMW motorcycle dealer in the Colorado market. Welcome Pioneer Centres and your staff to the Advent Client Family.

Power User of the Month

Sarah Green

Walter's Mercedes Benz,
Riverside, CA

This month's Power User, **Sarah Green, Assistant to Fleet Manager Mike Nelson**, handles more than just leasing matters for Walter's Mercedes Benz of Riverside, California. She is very helpful in resolving some of the terminal issues as well as other problems that crop up related to hardware. Even when the salesmen are reluctant to help, Sarah jumps right in there and doesn't give up till the job's done! The work isn't always pleasant but Sarah sure is. Whatever you're doing to maintain your terrific attitude, keep it up, our Power User of the Month!

Did You Know?

(We Didn't Either)

- *Mosquito repellents don't repel. They hide you. The spray blocks the mosquito's sensors so they don't know you're there.*
- *The liquid inside young coconuts can be used as a substitute for blood plasma.*
- *American car horns beep in the tone of F.*

- *Donkeys kill more people annually than plane crashes.*
- *One in every four Americans has appeared on television.*
- *You burn more calories sleeping than you do watching television.*
- *The king of hearts is the only king without a mustache.*
- *Venus is the only planet that rotates clockwise.*
- *The first owner of the Marlboro company died of lung cancer.*
- *Betsy Ross is the only real person to ever have been the head on a Pez dispenser.*
- *The sound of E.T. walking was made by someone squishing her hands in jelly.*
- *Pearls melt in vinegar.*
- *Apples, not caffeine, are more efficient at waking you up in the morning.*
- *It is possible to lead a cow upstairs ... but not downstairs.*
- *A duck's quack doesn't echo and no one knows why.*
- *The reason firehouses have circular stairways is from the days when the engines were pulled by horses. The horses were stabled on the ground floor and figured out how to walk up straight staircases.*

Signs of the Times

- ⇒ A sign over a gynecologist's office: "Dr. Jones, at your cervix."
- ⇒ On a plumbing company truck: "Don't sleep with a drip. Call your plumber."
- ⇒ On a pizza shop: "7 days without pizza makes one weak."
- ⇒ On an electrician's truck: "Let us remove your shorts."
- ⇒ On a fence: "Salesmen welcome! Dog food is expensive."
- ⇒ At a car dealership: "The best way to get back on your feet – miss a car payment."
- ⇒ Outside a muffler shop: "No appointment necessary. We hear you coming."
- ⇒ In a veterinarian's waiting room: "Be back in 5 minutes. Sit! Stay!"

CreditConnection

Are You Ready for 21st Century Auto Financing?

Internet financing is here to stay. And since dealerships depend on F&I for profitability, the last thing you can afford to do is lose financing dollars by failing to participate. It's time to come up with a strategy to keep the growing number of online lenders at bay. You have a powerful weapon at your disposal: **CreditConnection**. With *CreditConnection* on your side, your dealership can:

- ◆ Offer financing directly from your Internet Web site
- ◆ Receive credit decisions from lenders in minutes, even during off-hours, when banks are closed.
- ◆ Save time and money on credit bureaus.
- ◆ Improve communications and efficiency throughout your store or dealership group.
- ◆ Get the strategic information you need for better decision making.

Speed and Improved Analysis

With *CreditConnection WebFinance*, you can easily extend the power of Internet lending to your dealership's Web site. When you *credit-enable your Web site*, you can make loans at Internet speed and have financing locked in before the online shopper walks into your showroom.

Speed is vital, but it's only part of the story. *CreditConnection's* automated lender management capabilities also mean better efficiency, control, and productivity. With *CreditConnection*, all pending deals are managed from a single screen, improving communications throughout the entire dealership.

CreditConnection realizes you need improved analysis in addition to transaction speed. By dramatically improving the presentation of bureau information, *CreditConnection* lets you instantly understand your customer's complete credit picture, including trade history, bureau score, debt ratio, payment-to-income ratio, and more.

Of course, one size does *not* fit all, so *CreditConnection WebFinance* is tailor-made to suit your dealership's requirements. Whether you're credit-enabling a new site or adding this profitable capability to an existing site, *WebFinance* puts you in charge. You choose the lenders, decisioning criteria, and how and when the consumer is notified.

Among the advanced capabilities offered are:

Online credit applications that are branded exclusively for your dealership.

- ◆ Integration with *CreditConnection* so that applications are automatically routed to your choice of lenders for decisioning.
- ◆ Complete control over your online response to consumers, including an option for immediate electronic notification of lender decisions.
- ◆ And, as your e-commerce strategy evolves and changes, you can rest assured that *CreditConnection* is flexible enough to stay with you every step of the way.

MegaDealer™

If your organization has more than one store, then you need **MegaDealer™**. This powerful *Credit Connection* module provides an instant snapshot of your entire dealer group's F&I and sales activities.


With *MegaDealer* you can:

- ◆ Get the real-time and historical information needed to effectively manage from a corporate level.
- ◆ Better control lender relationships by using *CreditConnection's* consolidated data to leverage the power of your entire organization.
- ◆ Cut rising bureau costs by sharing credit reports across all your stores.
- ◆ Improve efficiency by consolidating your F&I operations.

CreditConnection Fits Right In

CreditConnection can be integrated with dealership management systems to eliminate duplicate data entry and make the system more widely available throughout the dealership. *CreditConnection* distribution partners include ADP, Reynolds & Reynolds, UCS, Advent, and Auto Town.

Putting your dealership in the financing fast lane is easy with *CreditConnection*, with complete support and service from start to finish. Professional staff will help you determine the best configuration for your system and get you up and running in no time. Further, *CreditConnection* can help set up electronic connections with your present bureaus and lenders, as well as introduce you to new funding sources.

Join the growing number of dealerships who are taking advantage of the latest e-commerce auto lending solutions thanks to *CreditConnection*. To find out more about *CreditConnection* or any of *Credit Online's* other industry leading products and services, you can call **1-800-970-0619** or you can visit online at www.creditconnection.com. 

Random Thoughts

- Women should not have children after 35. Really...35 children are enough
- Shopping tip: You can get shoes for 85 cents at bowling alleys.
- After all is said and done, usually more is said than done.
- I am a nobody, nobody is perfect, therefore I am perfect.
- Isn't it funny how the mood can be ruined so quickly by just one busted condom?
- "No one ever says "It's only a game," when their team is winning."
- I gave my son a hint. On his room door I put a sign: "CHECKOUT TIME IS 18"
- "If carrots are so good for the eyes, how come I see so many dead rabbits on the highway?"
- Ever notice that people who spend money on beer, cigarettes, and lottery tickets are always complaining about being broke and not feeling well?
- On my first day of school my parents dropped me off at the wrong nursery. There I was...surrounded by trees and bushes.
- Marriage changes passion... suddenly you're in bed with a relative.
- Why is it that most nudists are people you don't want to see naked?
- I mixed Rogaine with Viagra... now I've got hair like Don King.
- I earn a seven-figure salary. Unfortunately, there's a decimal point involved.
- The next time you feel like complaining, remember: Your garbage disposal probably eats better than thirty percent of the people in this world.
- Snowmen fall from Heaven un-assembled.
- Every time I walk into a singles bar I can hear Mom's wise words: "Don't pick that up, you don't know where it's been."
- The closest I ever got to a 4.0 in high school was my blood alcohol content.
- Dyslexia means never having to say that you're yrrros.
- I don't approve of political jokes... I've seen too many of them get elected.
- I think your problem is low self-esteem. It is very common among losers."
- I see your IQ test results were negative.
- If women can have PMS, then men can have ESPN. 