



ADVENT RESOURCES, INC.

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June 2004

Advent Resources Inc. (310) 241-1500

Volume 4 Number 4

IN THE NEWS

Data from
Powergram®

Scion Brand Faces Rivals

Toyota launched its Scion youth brand in California a year ago. Since then, Scion has rolled out across the U.S. and has been posting sales gains. Rivals on the horizon:

•Honda, which already offers the quirky Element entry SUV, has been planning other models to compete with Scion. Honda will add its compact Fit model to the North American lineup, with options for customizing. Another model, a cross between a multi-activity vehicle (MAV) and sport wagon is expected by mid-2006.

•Nissan plans to introduce the next-generation Cube in North America in 2006 or 2007. Similar in design and body style to the Scion xB, the Cube may be slightly larger than the current Cube model and feature a more powerful engine. Nissan also has the March/Micra available to compete with the Scion xA.

•Mazda introduced its MX-Micro sport concept (based on the current Demio in Japan or Mazda2 in Europe). The MX-Micro Sport is a tall 4-passenger model with angled A-pillars and a few upscale materials.

Implication: This list of small, quirky models could grow. Models around the world include the Volkswagen Polo, Suzuki Lapin, Hyundai Getz and Ford Ka. GM could further leverage products from Daewoo or Suzuki brands. With all of this product in the wings, Scion may be put on the defensive soon, according to Jeff Schuster, senior director of global forecasting at J.D. Power and Associates.

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Advent Dealer Wins Award



Motor Trend and Automobile Magazine Names Robert Garff as 2004 Dealer of the Year

Advent is proud to announce that a member of our client family, Robert H. Garff of Garff Enterprises, was named as 2004 Motor Trend and Automobile Dealer of the Year, an award presented annually for outstanding industry and community service.


The Award was presented to Robert Garff of Ken Garff Automotive Group in Utah by Lou Mohn, President, Primedia Consumer Automotive Group.

“These awards pay tribute to all international automobile retailers who do more than just sell and service vehicles. In the cities and towns where their businesses are located, they are also outstanding community and business leaders, generously contributing their time and financial support to local civic, youth and charitable organizations,” said Mohn.

Garff is CEO and Chairman of Ken Garff Automotive Group in Utah, representing 36 automobile manufacturers at 45 locations throughout the state.

“America’s international nameplate auto dealerships can be found in every congressional district; they provide high quality, high value, socially responsible cars for American consumers while facilitating 500,000 jobs and making invaluable contributions to their communities and other deserving causes,” said AIADA Chairman Buzz Rodland. “The ‘Dealer of the Year Award’ recognizes those dealers who go above and beyond in

an effort to make a difference locally, regionally and nationally. They are prominent civic and business leaders whose names are synonymous with generosity and community service.”

Held each May in Washington, D.C., AIADA’s Automotive Congress brings together dealers, dealership personnel, industry executives and some of the nation’s most prominent elected officials. The event is the largest grassroots lobbying event in the automotive industry. 

The Advent family wishes to extend our heart-felt, best wishes to Mr. Don Kott and family, as he battles cancer. Mr. Kott's generosity and patience during the early days have been instrumental in our success as a company. From the humble beginnings of a cubicle in the lunch room at Don Kott Lincoln Mercury, Advent has grown to touch the work- lives of many thousands of people every single day. May God's grace follow you on the road you now travel.

Ysidro Salinas

HPSS Product/Feature

Configuration Outline

Advent's software (HPSS – High Performance Sales System) is loaded with so many features, we thought it would be good to recap the highlights. You may learn something you didn't know we offered, or it may help explain why you don't have certain features if you haven't upgraded yet. For instance, all those terrific goodies in version 4.6 can be yours when you upgrade to an evergreen server and LINUX. Contact your account representative or Scott Smith for details: 310-809-7361

feature	is there a charge?	HPSS version	prerequisites	notes
RO-PO Download	no	3.61	ADP accounting system, GMAAP	import ROs and POs from ADP into HPSS
Service Appointments	no	4.1	ADP service system	import service appointments from ADP into HPSS daily work plan
Due Bill Integration	no	4.5	ADP accounting system, GMAAP	sends due bill (we owe) info to the ADP service system
Vehicle Scan Reconciliation to Schedule	no	4.5	ADP accounting system, Advent Vehicle Barcode	allows reconciling a physical vehicle scan to the ADP vehicle schedule
Internet Lead Handling (ILH)	yes	4.5	LINUX; subscribe to internet lead sources; open firewall ports 22, 25	accept incoming internet sales leads into prospecting for automated follow-up, distribution
Who's Calling	yes	4.5	ILH	accept incoming internet sales leads from Who's Calling
CredCo FastCar TTY Format	no	4.5	CredCo FastCar	TTY-formatted reports (resemble bureau reports) from CredCo
CVR	yes (by CVR)	4.5	DMV site ID, Winlink, Advent Connect	CVR must contract customer, then give us a site ID from DMV
NetStar Integration (for ELW)	no	4.5	MB dealer ID, Winlink	contact MB for dealer ID (see Highdone); note: no charge for Winlink to F&I users
NCompass	yes (by NCompass)	4.5	EZSoft (ODBC)	export Advent service appointments to NCompass' app
NOTE: All of the following require an upgrade to a LINUX server.				
ADP Integration Enhancements	no	4.6	AC900 software release	serial connectivity replaced by telnet via network; deal acctg via GMAAP
Consumer Privacy	no	4.6		deletes old DL info and SS# after # of days requested by client
Do Not Call (DNC)	no	4.6	Apache, Internet Explorer 6.x, subscribe to FTC website	customer and prospect support for federal Do Not Call registry
Report Scheduler Enhancements	no	4.6		allows report to be sent to a file or transmitted via FTP
Automatic Password Expiration	no	4.6	LINUX (older version of SSH)	
DealerTrack eContracting	yes	4.6	Winlink, Advent Connect, Windows 98 or later	electronically transmit contracts to financing sources for faster funding; note: no charge for Winlink to F&I users
NAT eMenu	yes	4.6	Winlink, Advent Connect, Windows 98 or later	menu-based selling tool

