



Celebrating our 20th Anniversary 1988 – 2008

ADVENT RESOURCES, INC.

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Advent Resources Inc. (310) 241-1500

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IN THE NEWS

Data from
Powergram®

Leasing Grows More Popular

More than one-fifth (22.5%) of new-vehicle deals during the first quarter of 2008 were leases, the highest percentage of leases in more than 5 years, according to retail transaction data collected by the Power Information Network (PIN), a division of J.D. Power and Associates. The percentage of leases in the first 3 months of 2008 increased by 2.3 percentage points from the same period in 2007—while cash deals, which include those financed through independent sources such as banks and credit unions and loans financed through captives—each slipped by more than 1 percentage point from the same 3-month period in 2007.

First Quarter '08 Sales Down

At least 306,000 fewer new vehicles were sold in the U.S. during the first quarter of 2008 compared to the same 3-month period in 2007, according to the J.D. Power and Associates Sales Report.™ On a daily selling rate basis, car and light-truck sales fell 6.7% (DSR) from the same quarter in 2007. Unadjusted first-quarter deliveries were down 7.9% from last year.

Trucks took the biggest hit—deliveries were down 11.3% (DSR), or by more than 253,000 units from the same 3 months in 2007. Only one multi-franchise automaker, the Daimler Group, and 3 independents—Mazda, Suzuki and Porsche—sold more light trucks in the first quarter than in the same period of 2007. Isuzu Motors, which is discontinuing sales in the U.S. early next year, also posted a first-quarter gain.

Data for this column is courtesy of The PowerGram, published by J.D. Power and Associates. Copyright 2001 by J.D. Power and Associates. All rights reserved. A free subscription to the daily PowerGram is included with your participation in the Power Information Network. Contact Tim Gill @ (310) 241-1500.

Advent Welcomes



Advent welcomes **DCH Chrysler Jeep Dodge of Temecula** and **DCH Honda Acura of Temecula** to Advent's client roster. The dealerships are located in the Temecula valley in Riverside County, in southern California, approximately 85 miles south of Los Angeles and 60 miles north of San Diego.

Temecula is one of the California's fastest growing and picturesque new communities, well known for its championship golf courses and boasting a climate perfect for award-winning wineries. Temecula's mix of entertaining activities and friendly residents makes it a great place to live, visit, and an ideal place to buy a car.

DCH Auto Group's success in this prosperous and dynamic community is thanks to their commitment to customers as reflected in their mission statement:

"To be an innovative industry leader totally committed to customer satisfaction, employee satisfaction, integrity and teamwork."

DCH Auto Group has grown from one dealership in 1977 to 32 in 2004. You can visit their dealerships in metropolitan New Jersey, New York and Southern California. You can find DCH Chrysler, Jeep, Dodge and DCH Honda, Acura of Temecula on the web at <http://www.dchtemecula.com>. 

There are two theories about arguing with women.

Neither one works.


Power User of the Month

Mike Rodriguez
DCH Dealership
Operations Manager



We have been working with **Mike Rodriguez** on installations for DCH Autogroup dealerships for some time. Over and over again, Mike has proved to be an indispensable partner during installations of the Advent System in the high-tech, sophisticated DCH stores. We could not manage such smooth transitions without his help.

Mike is so knowledgeable about DCH operations that he can reach out to just the right person to get the information we need to make sure a function runs efficiently. In short, he gets the job done and we are pleased to name him as Advent's Power User for April.

Thanks Mike, for being one of the best point men we have ever had the pleasure to work with. We look forward to working with you to make sure Advent and DCH dealerships have a long and profitable partnership. 



Did You Know?

You can use the + - x directly on the deal screen.

For example, you may be working a deal and want to add \$20 to the monthly payment. You can type +20p in the fast deal box. This will add \$20 directly to the monthly payment and allow you to roll to the Sales Price.

Fair Credit Reporting

Better Safe than Sorry

There has been considerable discussion regarding a dealership's need to deal with the Fair Credit Reporting Act requirement to notify clients of denial for credit using an Adverse Action notification process. There is some ambiguity about a dealer's requirement, but, in some cases, legal consultants for our clients have recommended that they implement the following process: An Adverse Action Notice is made available to the consumer by dealership personnel when a credit bureau is processed or a loan application submitted. The basic legal positions relayed to us follow the "better safe than sorry" line of thinking.

Please find below an excerpt from an article in "Compliance Journal" which helps explain things.

"Every consumer whose report is used has specific FCRA rights. One of those rights is to be notified if information in that report was used to deny the application. Because FCRA is a privacy law, this notice can't go to just anyone; it has to go to the consumer to whom it relates. Who must receive the notice depends on the consumer's status as an applicant or guarantor. In the Stinneford letter, FTC staff explains how this works.

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The FCRA applies to "consumers." The act requires the creditor to give a notice to "any consumer" with respect to whom adverse action is taken. However, for purposes of determining what adverse action is, FTC staff followed the mandate in FCRA to look to the ECOA. The FCRA defines adverse action by referring to the definition in ECOA."

In order to help with compliance, Advent has made available a new feature of the system which helps automate this burdensome process.

If you are interested in hearing about how this function works, please contact the Advent Help Desk or the Advent Sales group by calling 310-241-1500 for more information. ☎

New California Retail Contract for May 1st

As many of you already realize there is a significant change coming for the California Retail Contract and the various language versions of it for May 1st 2008. Good News!!! We are on it!!!

So, what do you have to do? More good news — nothing with one exception. We will have the new versions downloaded to your systems for the May 1st deadline. You need to order your contract blanks from your supplier and be ready for May 1st. Now the exception: If you DO NOT WANT them delivered — then just call.

That's it, here again is Advent keeping it simple for our customers!

Boys, Girls & Cars

True Tales

■ It all happened when a party goer this Halloween backed over a smudge pot marking a hole in the pavement, when he stopped to talk to a friend who was also leaving the party. The smudge pot flame caused his gas tank to explode, setting the car and a telephone pole nearby on fire. The pole burned down, canceling power, phones & cable TV to homes for a mile down to the end of the road, and subsequently fell over, taking out a mailbox and crashing through the roof of another car. The fire department arrived a half hour later to a smoldering tangle of metal. The driver escaped with singed hair & slight clothing damage.

■ 45 year-old Amy Brasher was arrested in San Antonio, Texas, after a mechanic reported to police that 18 packages of marijuana were packed in the engine compartment of the car

which she had brought to the mechanic for an oil change. According to police, Brasher later said that she didn't realize that the mechanic would have to raise the hood to change the oil. ☎

Holy Foibles

The Bible tells me so?

The following kids' answers to questions about the old and new testaments of the bible are not corrected for grammar or spelling.

■ Lot's wife was a pillar of salt by day, but a ball of fire by night.

■ Samson was a strong man who let himself be led astray by a Jezebel like Delilah.

■ Moses led the Hebrews to the Red Sea, where they made unleavened bread which is bread without any ingredients.

■ The Egyptians were all drowned in the dessert. Afterwards, Moses went up on Mount Cyanide to get the ten ammendments.

■ The first commandment was when Eve told Adam to eat the apple.

■ The seventh commandment is thou shalt not admit adultery.

■ Moses died before he ever reached Canada. Then Joshua led the Hebrews in the battle of Geritol.

■ The greatest miracle in the Bible is when Joshua told his son to stand still and he obeyed him.

■ St. Paul cavorted to Christianity. He preached holy acrimony, which is another name for marriage.

■ Solomon, one of David's sons, had 300 wives and 700 porcupines.

■ When Mary heard that she was the mother of Jesus, she sang the Magna Carta.

■ Jesus enunciated the Golden Rule, which says to do one to others before they do one to you. He also explained, "a man doth not live by sweat alone."

■ It was a miracle when Jesus rose from the dead and managed to get the tombstone off the entrance.

■ The people who followed the Lord were called the 12 decibels.

■ Christians have only one spouse. This is called monotony. ☎

