



# ADVENT RESOURCES, INC.

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Advent Resources Inc. (310) 241-1500

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## IN THE NEWS

Data from  
*Powergram*®

### Honda, Plug Power Pact

Honda's research unit in Japan and Plug Power Inc. will continue with the next phase to jointly develop a fuel-cell system that provides electricity and heat for home or business. The new pact will be to develop a fourth-generation Home Energy Station. The previous phase third-generation system was completed last November at Honda R&D Americas' facility in Torrance, CA.

Honda is funding research by Plug Power on these systems, which are expected to be more environmentally friendly than traditional energy devices due to higher efficiency and lower emissions levels. Based in Latham, NY, Plug Power has delivered more than 600 Plug Power fuel-cell systems to customers worldwide

### Full-Size Cars Excel

In early March, the full-size car segment, which includes the new Ford Five Hundred and Buick Lucerne, was the only category to achieve a year-over-year retail sales gain—up 5% from the same period last year, according to the Power Information Network (PIN). All three light-truck super segments—SUVs, pickups and vans—posted double-digit retail sales declines and lost market share, PIN data reveals.

### VW Signs Sirius Pact

Volkswagen of America will offer Sirius Satellite Radio service exclusively in 2007 models with three months of complimentary radio service. Affiliate Audi of America also will offer Sirius in its 2007 models. The agreement is through 2012.

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## Advent Welcomes



From our great good neighbor to the north, we welcome members of the **Yachimec group** in Edmonton Canada: **Great West Chrysler, Dodge, Jeep; Alberta Honda; West Side Acura; West End Nissan; North Side Mitsubishi** and **West Side Mitsubishi** are now members of the Advent client family.

We are also pleased to announce that the **Niello group** has added the **World of Audi** dealership in Sacramento, California, to our roster.

And from Southern California the **Pendragon group** adds **Land Rover of Newport Beach** and **Land Rover of Mission Viejo**. We predict a prosperous future with all our new members. 🌴

## Power User of the Month *Gabe Sanchez*

*General Sales Manager,  
Bob Baker Jeep*



**B**ob Baker Jeep in Carlsbad California is fortunate to have **Gabe Sanchez** as General Sales Manager. And we count ourselves fortunate as well. Gabe is a fervent advocate of the Advent System as well as a knowledgeable user. His enthusiasm makes working with him a pleasure and his technical know-how showcases Advent's best features. Thanks for helping us to look good, Gabe. 🌴

## That's Amor

**A** quarrel between a married Mexican couple escalated to include a knife fight, a gun battle, and the use of homemade gasoline bombs. The parties are recovering in separate hospitals. 🌴

## True North



### *Advent Joins Canada*

**A**dvent Resources, Inc is pleased to announce their expansion into the Canadian marketplace.

“Advent Resources, Canada will be our Canadian subsidiary, and its mandate is to focus upon and deliver the sales, F&I and CRM software tools required for the realities of that specific market,” said Tim Gill, CFO for Advent Resources.

Added Rob Ford, General Manager of Advent Resources, Canada, “Canadian Dealers want an effective, integrated front end solution to assist in driving sales revenues and gross profit for their business model. Advent provides the simple, user friendly tool sets that automotive sales professionals will employ and execute from the meet and greet, to the aftermarket process.”

Rob Ford can be contacted at 250-215-1677. 🌴

## Last Will & Testament *Final Words*



A woman in Cherokee County, North Carolina left her entire estate to God. The court instructed the county sheriff to find the beneficiary. A few days later, the sheriff returned and submitted his report: “After due and diligent search, God cannot be found in this county.”



An Australian named Francis R. Lord left one shilling to his wife “for tram fare so she can go somewhere and drown herself.” The inheritance was never claimed. 🌴

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## AB 68 Compliance

### *California Car Buyers'*

### *Bill of Rights*

The California Car Buyers' Bill of Rights, AB68, goes into effect on July 1, 2006. Advent is preparing specific tools to assist our clients with the following compliance issues.

#### **Disclosure**

The new disclosure regulations require disclosure of a base payment to a payment after adding F&I options. We will have 2 plans for this regulation. The first will be a disclosure form which will print from the deal record and calculate an appropriate disclosure. Advent will also be delivering a new F&I menu selling tool which can also handle the disclosure regulations, as well as assist in the selling of aftermarket items and warranties.

#### **Reserve Maximums**

AB 68 limits the amount of compensation that dealers can receive when they sell conditional sales contracts to no more than 2.5% APR for contracts up to 60 months, and 2% APR for deals exceeding that length. Advent is instituting a warning system to indicate to the user when the reserve levels exceed the legislated maximums.

#### **California Credit Score Disclosure**

AB 68 requires dealers to provide a statutorily mandated disclosure of a credit score if the credit score is obtained and used by the dealer from a recognized credit reporting agency prior to the sale or lease of the vehicle. Advent, in partnership with First Advantage Credco, will be able to provide the California Score Disclosure for presentation to the consumer as required by the bill.

#### **Certified Used Cars**

AB 68 strikes a balance between setting minimum standards for which vehicles cannot be certified and dictating the precise terms of dealer certification programs. The bill prohibits dealers from advertising a vehicle as "certified" that they knew or should have known:

1. had its odometer tampered, replaced or rolled back;
2. had been reacquired by the manufacturer pursuant to federal warranty laws.

3. had its title branded as "Lemon Law Buyback," "salvage," "junk," etc.;
4. sustained damage in an impact, fire, or flood, that after repair prior to sale substantially impairs the use or safety of the vehicle;
5. sustained frame damage;
6. is sold without a completed inspection report indicating all components inspected;
7. is sold when the dealer has disclaimed all warranties of merchantability;
8. is sold "AS IS".


#### **Contract Cancellation**

The bill creates a must offer contract cancellation option for certain used cars. This provision, which applies to all vehicles priced at less than \$40,000, will provide consumers with the ability to purchase the right to return a car for any reason up to the dealer's close of business on the second day following the date on which the vehicle was originally delivered to the buyer. Dealers may choose to offer this option at no cost, but any charge may not exceed the following: \$75 for vehicles priced at \$5,000 or less, \$150 for vehicles priced between \$5,000 and \$10,000; \$250 for vehicles priced between \$10,000 and \$30,000 and 1% of the vehicle's price above \$30,000, but no more than \$40,000. So-called "joy riders" will be discouraged from buying this option due to the 250-mile limitation, a requirement that the vehicle purchased be returned in the same condition, and dealers' authorization to charge a restocking fee up to \$175 for vehicles of \$5,000 or less, \$350 for vehicles of less than \$10,000 and \$500 for vehicles above that amount. The restocking fee must be offset against any charge made for the purchase option.

#### **No Cooling Off Signage**

Finally, dealers will have to post new "No Cooling-Off Period Signs" in each sales office, sales cubicle and room where contracts are regularly executed. The notice, which must be not less than eight inches by ten inches, must read as follows:

**"THERE IS NO COOLING-OFF PERIOD UNLESS YOU OBTAIN A CONTRACT CANCELLATION OPTION."**


Please feel free to contact Advent if you have questions about meeting the requirements of the new bill. You can reach us at (310 241-1500. 


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## True Tales


### *From High School Lit Classes*


Young writers turn their minds to metaphor and analogy. It must have been painful.


 Her face was a perfect oval, like a circle that had its two other sides gently compressed by a thigh master.


 His thoughts tumbled in his head, making and breaking alliances like underpants in a dryer without Cling Free.



 She grew on him like E. coli and he was room temperature Canadian beef.

 She had a deep throaty genuine laugh like that sound a dog makes just before he throws up.

 The little boat gently drifted across the pond exactly the way a bowling ball wouldn't.

 McBride fell 12 stories, hitting the pavement like a hefty bag filled with vegetable soup.


 The hailstones leaped up off the pavement, just like maggots when you fry them in hot grease.


 Long separated by cruel fate, the star crossed lovers raced across a grassy field toward each other like two freight trains, one having left Cleveland at 6:36 p.m. traveling at 55 mph, the other from Topeka at 4:19 p.m. at a speed of 35 mph. 


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## March 17<sup>th</sup>

### *Lasts All Month*

 "Those who drink to forget, please pay in advance."  
- Sign at the Hibernian Bar, Cork City.

 "When I told the people of Northern Ireland that I was an atheist, a woman in the audience stood up and said, 'Yes, but is it the God of the Catholics or the God of the Protestants in whom you don't believe?'"  
- Quentin Crisp

 "Not a shred of evidence exists in favor of the idea that life is serious."  
- Brendan Gill 