

# ADVENT RESOURCES, INC.

P.O. Box 1740, San Pedro, CA 90733-1740

October 2003

Advent Resources Inc. (310) 241-1500

Volume 3, Number 9

## IN THE NEWS

Data from  
*Powergram*®

### Honda Tests H Station

Honda has developed a home energy station (HES) that produces hydrogen from natural gas for use in fuel cell-powered vehicles, while supplying electricity and heat to households, Kyodo news reports. The HES is set up at Honda R&D in Torrance, CA. The test station includes a reformer to extract hydrogen from natural gas, a tank to store pressurized hydrogen and a fuel cell unit to supply electricity. The system is capable of producing 400 liters of hydrogen – enough to refill the tank of a Honda FCX fuel cell vehicle on a daily basis. The test station can generate an additional 5 kilowatts of electricity.

### Japanese Nameplates APEAL

More than one-half of the models that delight their owners the most in 17 car and light-truck segments are Japanese, according to the *J.D. Power and Associates 2003 Automotive Performance, Execution and Layout (APEAL) Study*.<sup>SM</sup> In addition, Japanese nameplates on average appeal more to luxury vehicle owners, while European nameplates on average particularly delight non-luxury new-vehicle owners. The study, which is based on responses from nearly 103,000 new-vehicle buyers during the first three months of ownership, measures what owners like about the design, content, layout and performance of their new vehicle. High ranking models reflected competitive advantages in areas most valued by buyers. For instance, high-ranking SUVs concentrated on engine and transmission areas, which are most important to their buyers.

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 Presents

### *New Products and Features*

★ **Evergreen Server:** Are you tired of buying hardware that becomes obsolete overnight? We have the answer. Our new Evergreen Server Program guarantees your server will never be obsolete again. If you need more memory or disk we will provide it; if it breaks we will fix it; if we cannot fix it we will replace; if new software becomes available and your old system cannot run it we will replace your server; and last of all, every 4-5 years we will replace your server with current technology.

★ **Computerized Vehicle Registration:**

The state of California recently passed legislation allowing new car automobile dealers to charge a \$25.00 fee for issuing new vehicle registration and plates at time of delivery. Not only is this a new profit center, but it also provides a great service to your customers.


★ **Internet Lead Handling Integration:**

We are excited to announce that Advent once again continues to create value in our High Performance Sales System. We have just completed integrating Internet Leads directly into your Advent Database. This eliminates the manual effort Internet Departments go through transferring names and addresses to their Desking and F&I System. Now leads automatically go to one place. Separate Workplans are created along with rules of follow-up.

★ **First American CREDCO:** This has been a great partnership between Advent and First American. We have been delivering credit bureaus through our Internet link for months and everyone that uses this service loves the speed. You can pull bureaus in 8-10 seconds. Experian announced that effective December 31, 2003, they will no longer support dial-up access. The only integrated solution supported by Advent is First American. We have found that First American provides very competitive bureau pricing when you

look at all aspects of the pricing model, i.e., bureau price, FICA score, fraud, etc.

★ **Route One:** Advent has signed agreements to provide integration between Route One and our clients. Route One, owned by General Motors, Ford, Toyota, and other manufacturers, provides a link to the captive financing arms of all manufacturers except Honda. Additionally, Bank of America and other banks have also signed up to participate. Deals from the Advent system will be electronically uploaded to the appropriate manufacturer. Once the deal has gone through the approval system, the dealership will receive approval notifications electronically along with any stipulations. Advent is one of the first vendors to sign contracts with Route One and we are taking orders. The first roll out will be May 2004.


To learn more about these exciting new programs contact your local sales representative or Scott M. Smith, Vice President of Sales at 310-809-7361. 

## Advent Interface Module

### *New Version for ADP Customers*

A new release of ADP's service software, version 7.0, also known as AE7.0, has recently been made available. In this release, ADP has made several enhancements to the name file. To take full advantage of these enhancements, a new version of the Advent interface module is available. This updated module should be installed immediately AFTER you install AE7.0.

Although we phoned all ADP customers as soon as we realized there was an issue, you may have been unaware of it. The new Advent interface module will be applied to your Advent system as soon as you notify us you are ready to apply the ADP upgrade.

Please call us at 888-923-8368 as soon as you are ready to upgrade to ADP AE7.0 so we can be sure to upgrade your Advent system as well. 

---

## Halloween

### Rules of Survival

☠ When it appears that you have killed the monster, *never* check to see if it's really dead.

☠ If you find that your house is built upon or near a cemetery, was once a church that was used for black masses, had previous inhabitants who went mad or committed suicide or died in some horrible fashion, or had inhabitants who performed satanic practices in your house move away immediately.

☠ Never read a book of demon summoning aloud, even as a joke.

☠ Do not search the basement, especially if the power has just gone out.

☠ If your children speak to you in Latin or any other language which they should not know, or if they speak to you using a voice which is other than their own, shoot them immediately. It will save you a lot of grief in the long run. \*NOTE: It will probably take several rounds to kill them, so be prepared.

☠ When you have the benefit of numbers, *never* pair off and go it alone.

☠ As a general rule, don't solve puzzles that open portals to Hell.

☠ Never stand in, on, above, below, beside, or anywhere near a grave, tomb, crypt, mausoleum, or other house of the dead.

☠ If your car runs out of gas at night, do not go to the nearby deserted-looking house to phone for help.

☠ If appliances start operating by themselves, move out.

☠ Do not take *anything* from the dead.

☠ If you find a town which looks deserted, it's probably for a reason. Take the hint and stay away.

☠ Don't fool with recombinant DNA technology unless you're sure you know what you are doing.

☠ If you're running from the monster, expect to trip or fall down at least twice, more if you are of the female persuasion. Also note that, despite the fact that you are running and the monster is merely shambling along, it's still moving fast enough to catch up with you.

☠ If your companions suddenly begin to exhibit uncharacteristic behavior such as hissing, fascination for blood, glowing eyes, increasing hairiness, and so on, get away from them as fast as possible.

☠ Stay away from certain geographical locations, some of



which are listed here: \*Amityville, Elm Street, Transylvania, Nilbog (you're in trouble if you recognize this one), the Bermuda Triangle, or any small town in Maine.

☠ Beware of strangers bearing tools such as chainsaws, staple guns, hedge trimmers, electric carving knives, combines, lawnmowers, butane torches, soldering irons, band saws, or any device made from deceased companions.

☠ If you're searching for something which caused a noise and find out that it's just the cat, leave the room immediately if you value your life.



## Santa & Satan

### One and the Same?



Let's examine the facts:

☠ Both consider "red" as their favorite color.

☠ Both choose to work at night.

☠ Both have children as a target audience.

☠ Both have that "something for nothing" idea. (gifts, power, etc)

☠ Both live in secluded areas.

☠ Both have little minions that do all the work.

☠ Both know when you are sleeping/awake and good/bad.

☠ Both use fire (or a place thereof) as a chosen entry/communication point.

*The Evidence Speaks for Itself!*

---

### Top 10 Houses to Avoid

#### While Trick-or-Treating

10. Any house that seems to be imploding into a hole in the ground.

9. Any house made of food.

8. Any house that has ornamental lawn hyenas.

7. Any house whose only entrance goes to the basement.

6. Any house where high-tension power lines seem to stop.

5. Any house that keeps growling, "Get out"

4. Any house where the furniture seems to be walking around the living room.

3. Any house that looks more like a giant, pulsating orb floating 3 feet above the ground than a house.

2. Any house with a yard full of statues of people in odd running poses.

And the number 1 house to avoid...

1. Any house that wasn't there a couple of seconds ago.

