

ADVENT RESOURCES, INC.

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IN THE NEWS

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Hybrids in Demand


Toyota and Honda may not be able to build enough hybrid gasoline/electric vehicles this year to meet growing demand for these vehicles. Sales of Toyota Prius and Honda Insight and Civic hybrids are up 50%, the *Los Angeles Times* reports. A redesigned Prius debuts later this year and Honda has a production cap for its hybrids, which means sales may be limited in 2003. "Given expected availability and product-release schedules, hybrid sales could be 50,000 to 55,000 units this year, no higher," said Walter McManus, global forecasting executive director at *J.D. Power and Associates*. Hybrid sales remain at niche levels because list prices are up to \$4,000 more than for conventional gasoline-engine cars. Last year, Honda and Toyota sold about 36,000 hybrids in the U.S. McManus said that retail gas prices might have to stay at current levels or higher for at least four more months before larger numbers of consumers consider buying these vehicles. However, the number of consumers researching and pricing current hybrid models on *CarsDirect.com* doubled in January and February from a year earlier, a company representative said. Meanwhile, Ford and General Motors plan to offer their own hybrid truck versions later this year, but they will be limited to fleet sales. Hybrids for the consumer market will be launched in mid-2004. GM will sell a small number of Silverado and Sierra pickups with a "mild" hybrid system that raises fuel economy as much as 12%, and Ford is readying a hybrid version of its Escape SUV for late this year that will get up to 40 mpg.

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Advent Welcomes



Advent is pleased to welcome four new members, all from Southern California. First from vibrant Carson near the Port of Los Angeles is **Superior Nissan of Carson**. Further south, near San Diego in the beautiful coastal town of Carlsbad, we are delighted to welcome our next three clients: **Hoehn Acura, Hoehn Honda and Hoehn Porsche**

We look forward to a long and mutually profitable future with our new members. 


Power User of the Month

Sandy Annweiler
Contract & DMV
Clerk, Bob Baker
Auto Group



Our latest Power User of the Month is **Sandy Annweiler**. She is the Contract and DMV Clerk for the **Bob Baker Auto Group** in Carlsbad, California, representing the Jeep, Subaru and Mitsubishi lines.

What a trooper! In the less than four years she's been with the Auto Group, she not only learned accounting on the Advent HPSS system, but she also set up a complete new chart of accounts for two new franchises added to the Auto Group. Because of her expertise and helpful attitude, Sandy's informally known as the 'go-to' person for Advent help at the store as well.

Thanks for all you do, Sandy, and keep it up! 

Necessity


Mother of a Good Joke

A man bought a new BMW and was out on the interstate for a nice evening drive. The top was down and the breeze was blowing through what was left of his hair, and he decided to open her up. As the needle jumped to 80 mph, he suddenly saw flashing red and blue lights behind him.


"There's no way they can catch a BMW," he thought to himself and opened her up further. The needle hit 90, 100, then the reality of the situation hit him. "What the heck am I doing?" he thought, and pulled over.

The officer came up to him, took his license without a word, and examined it and the car. "It's been a long day, this is the end of my shift and it's Friday the 13th. I don't feel like more paperwork, so if you can give me an excuse for your driving that I haven't heard before, you can go."

The guy thinks for a second and says, "Last week my wife ran off with a cop. I was afraid you were trying to give her back."

"Have a nice weekend," said the officer, as he walked away. 

Southern Driving Etiquette

- ★ Dim your headlights for approaching vehicles, even if the gun is loaded and the deer is in sight.
- ★ Never tow another car using panty hose and duct tape.
- ★ When sending your wife down the road with a gas can, it is impolite to ask her to bring back beer too.
- ★ Do not lay rubber while traveling in a funeral procession. 

Advent Interface Module

New Version for ADP Customers

AD P has recently made available a new release of their service software, version 7.0, also known as SV970. 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 now available. This updated module should be installed before you install SV970.

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 all customer systems in the next few weeks. However, if you think ADP will be upgrading you to SV970 before we upgrade your Advent software, please notify us ASAP so we can be sure to upgrade your system beforehand. 🌴

U.S. Patriot Act

Not All Regulations Delayed

The U.S. Patriot Act contains several requirements that affected car dealers. Some provisions are in force now, while others have been delayed. The provisions which required dealers to set up anti-money laundering programs have been delayed so that the Treasury Department's Financial Crimes Enforcement Network has time to fine-tune the rules and penalties applying to car dealers.

However, the provisions dealing with the reporting of cash and cash-like transactions and provisions dealing with responding to governmental inquiries are in force now. The Office of Foreign Assets Control (OFAC) requirement to check your customer's name against their list of terrorists, drug dealers and other assorted "bad guys" is in effect now. Penalties for failing to comply with OFAC's rules are extremely serious, including lengthy jail terms and heavy fines.

Such harsh penalties present unacceptable risks for any dealer. Don't delay compliance with OFAC regulations. 🌴

Dead Man Walking

The Invisible Man

New York Times management at a publishing firm are trying to figure out why one noticed that one of their employees had been sitting dead at his desk for five days before anyone asked if he was feeling okay.

George Turklebaum, 51, who had been employed as a proofreader at a New York firm for 30 years, had a heart attack in the open-plan office he shared with 23 other workers. He quietly passed away on Monday, but nobody noticed until Saturday morning when an office cleaner asked why he was still working during the weekend.

His boss Elliot Wachiaski said: "George was always the first guy in each morning and the last to leave at night, so no one found it unusual that he was in the same position all that time and didn't say anything. He was always absorbed in his work and kept much to himself."

An examination revealed that he had been dead for five days after suffering a coronary. Ironically, George was proofreading manuscripts of medical textbooks when he died. You may want to give your co-workers a nudge occasionally.

Moral of the story:

Don't work too hard because no one notices anyway. 🌴

Politically Incorrect

But Seasonally Appropriate

Mary Clancy goes up to Father O'Grady after his Sunday morning service, and she's in tears. He says, "So what's bothering you, Mary my dear?"

She sobs, "Oh, Father, I've got terrible news. My husband passed away last night."

The priest says, "Oh, Mary, that is terrible. Tell me, Mary, did he have any last requests?"

She says, "That he did, Father."

The priest says, "What did he ask, Mary?"

She replies, "He said, 'Please Mary, put down that damn gun' "

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An Irishman who had a little too much to drink is driving home from the city one night and, of course, his car is weaving violently all over the road.

A cop pulls him over. "So," says the cop to the driver, "where have ya been?"

"Why, I've been to the pub of course," slurs the drunk.

"Well," says the cop, "it looks like you've had quite a few to drink this evening."

"I did all right," the drunk says with a smile.

"Did you know," says the cop, standing straight and folding his arms across his chest, "that a few intersections back, your wife fell out of your car?"

"Oh, thank heavens," sighs the drunk. "For a minute there, I thought I'd gone deaf." 🌴

Hi-Tech Kipling

If a packet hits a pocket on a socket on a port, and the bus is interrupted at a very last resort, and the access of the memory makes your floppy disk abort, then the socket packet pocket has an error to report.

If your cursor finds a menu item followed by a dash, and the double clicking icon puts your window in the trash, and your data is corrupted cause the index doesn't hash, then your situation's hopeless and your system's gonna crash!

If the label on the cable on the table at your house says the network is connected to the button on your mouse, but your packets want to tunnel to another protocol, that's repeatedly rejected by the printer down the hall, and your screen is all distorted by the side effects of gauss, so your icons in the window are as savvy as a souse; then you may as well reboot and go out with a bang, 'cuz sure as I'm a poet, the sucker's gonna hang!

When the copy of your floppy's getting sloppy in the disk, and the macro code instructions cause unnecessary risk, then you'll have to flash the memory and you'll want to RAM your ROM, then quickly turn off the computer and be sure to tell your Mom! 🌴