



Advent Resource

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IN THE NEWS

Data from
Powergram®

Tire Pressure Sensors Star

There was a surge in the number of tire pressure monitoring devices displayed at this year's Society of Automotive Engineers' World Congress in Detroit, MI, following last year's high-profile Firestone tire recall. Also, there is U.S. legislation pending that makes it mandatory for all new vehicles in 2003 to have tire-pressure monitoring systems. Companies exhibiting their devices included major tire-pressure monitor developer Schrader Electronics, based in Northern Ireland, and German auto parts giant Siemens Automotive. Siemens developed a device that measures tire pressure, the temperature inside the tire, and the tire's acceleration through rotation speed. It will debut on the 2002 Ford Explorer, *The Detroit News* reports.

GM's 2002 SUVs Tech Showcase General Motors Corp.'s redesigned mid-size SUVs feature new technology that shows GM is willing to pay for suppliers' new ideas, *The Detroit News* reports. Features on the 2002 Chevrolet TrailBlazer, GMC Envoy and Oldsmobile Bravada include the first factory-installed DVD system from Visteon Corp. and a unique front axle from American Axle & Manufacturing Inc. that combines the platform's front axle with the oil pan. Also the SUVs are built on hydroformed frames from The Budd Co. and include electronic control systems from Delphi Automotive Systems Corp. that eliminate 1,000 feet of copper wire from the vehicle.

Toyota To Launch Credit Card Toyota Motor Corp. will launch a credit card and related financial services in April, *The Wall Street Journal* reports. The card will be offered through a finance subsidiary set up last year. Plans are to enroll five million cardholders by March 2005.

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Advent Welcomes

*John Hine Pontiac
La Brea Chevrolet
Toyota of Escondido*

Advent is pleased to welcome several new members this month. We expand our client family to include **John Hine Pontiac** in San Diego California, **La Brea Chevrolet** in West Los Angeles and **Toyota of Escondido** in Escondido California.

It is always exciting to see multiple clients join our business family in one month. Welcome to the owners and staff at these fine retailers and we look forward to a long and mutually beneficial relationship.

Power User of the Month

*Christine Dizacomo
Contracts, Toyota Lincoln Mercury
of Hollywood*

This month's Power User, **Christine Dizacomo**, handles contracts for Toyota Lincoln Mercury of Hollywood, California. We're recognizing her because she is a model of efficiency and so pleasant to deal with. Christine has been using Advent software for years and has had to call us on behalf of F&I and sales, as well as the business office. Whatever she calls about, we know it's not a dumb question (yes, we *know*, there are no dumb questions but some we get seem, well, 'cerebrally-challenged' :-)

Christine, we wish they were all as wonderful to deal with as you. Keep on doing what you're doing!

She Has A Point

(A Sharp Point)

"I never married because there was no need. I have three pets at home that answer the same purpose as a husband. I have a dog that growls every morning, a parrot that swears all afternoon, and a cat that stays out all night." — Marie Corelli

Astrology Replacement

What's Your Business Sign?

MARKETING: You are ambitious yet stupid. You chose a marketing degree to avoid having to study in college, concentrating

instead on drinking and socializing which is pretty much what your job responsibilities are now. Least compatible with Sales.

SALES: Laziest of all signs, often referred to as "marketing without a degree." You are also self-centered and paranoid. Unless someone calls you and begs you to take their money, you like to avoid contact with customers so you can "concentrate on the big picture"

TECHNOLOGY: Unable to control anything in your personal life, you are instead content to completely control everything that happens at your workplace. Often even YOU don't understand what you are saying.

ENGINEERING: One of only two signs that actually studied in school. It is said that engineers place 90% of all Personal Ads

ACCOUNTING: The only other sign that studied in school. You are mostly immune from office politics. You are the most feared person in the organization.

HUMAN RESOURCES: Ironically, given your access to confidential information, you tend to be the biggest gossip within the organization. Possibly the only other person that does less work than marketing.

MANAGEMENT/MIDDLE MANAGEMENT: Catty, cutthroat, yet completely spineless, you are destined to remain at your current job for the rest of your life. Unable to make a single decision.

SENIOR MANAGEMENT: (See above. Same sign, different title.)

CUSTOMER SERVICE: Bright, cheery, positive, you are a fifty-cent cab ride from taking your own life. As children very few of you asked your parents for a little cubicle and a headset so you could play "Customer Service."

CONSULTANT: Lacking any specific knowledge, you use acronyms to avoid revealing your utter lack of experience. You have convinced yourself that your "skills" are in demand.

RECRUITER, "HEADHUNTER": As a "person" that profits from the success of others, most people who actually work for a living disdain you.

PARTNER, PRESIDENT, CEO: You are brilliant or lucky. Your inability to figure out complex systems such as the fax machines suggest the latter.

Backup Drive Maintenance


A Clean DAT is a Happy DAT

Backup tape drives are designed to operate reliably under worst case conditions; however, they require simple routine maintenance to operate efficiently. Of the tape drives today, DAT drives are more susceptible to buildup of dirt and magnetic particles. If a DAT drive is not kept clean, increased errors will occur. Regular cleaning is the most essential step in properly maintaining a tape drive and preventing errors.

When a tape drive is cleaned according to a regular schedule, one cleaning cycle typically removes accumulated dirt and particle deposits. If the drive is not cleaned regularly, however, up to four cleaning cycles may be necessary to fully clean the drive. Recommendations for cleaning DAT drives are as follows:


- ✓ When using a new cassette, clean the drive heads with a cleaning cassette every 8 hours of use.
- ✓ It is recommended that a DAT tape drive is cleaned either every 24 hours of drum rotation or at least once a week. The drive will also need cleaning when the drive's status LED displays long flashes with short pauses, which indicates the drive is dirty.
- ✓ If you begin to experience read/write errors, format failures, or a number of bad blocks, clean the head 3 more times before concluding that either the cassette or the tape drive is defective.
- ✓ In a dusty environment, one cleaning cycle may not fully clean the DAT drive read/write heads. If backup software reports errors, clean the drive again. No more than four cleanings should be required to ensure that heads are fully clean.
- ✓ No other periodic maintenance is required. **DO NOT** use alcohol or cleaning solution to clean DAT drives. **DO NOT** clean read/write heads with a cotton swab, doing so can cause permanent damage to the head.

These routine housekeeping chores will ensure that your DAT backup drives

perform their support function at optimum capability. 


Words of Wisdom

- ◆ A person needs only two tools: WD-40 and duct tape. If it doesn't move and it should, use WD-40. If it moves and it shouldn't, use the tape.
- ◆ Any and all compliments can be handled by simply saying "Thank you," though it helps if you say it with a Southern accent.
- ◆ Some people are working backstage, some are playing in the orchestra, some are on-stage singing, some are in the audience as critics, some are there to applaud. Know who and where you are.
- ◆ When baking, follow directions. When cooking, go by your own taste.
- ◆ Never continue dating anyone who is rude to the waiter.
- ◆ Good sex should involve laughter. Because it's, you know, *funny*.
- ◆ If you tell a lie, don't believe it deceives only the other person.
- ◆ The five most essential words for a healthy, vital relationship: "I apologize" and "You are right."
- ◆ If he or she says that you are too good for him – believe it.
- ◆ I've learned to pick my battles; I ask myself, "Will this matter one year from now? How about one month? One week? One year?"
- ◆ Never pass up an opportunity to pee.
- ◆ Living well really *is* the best revenge.
- ◆ Being miserable because of a bad or former relationship just proves that the other person was right about you.
- ◆ Be really nice to your friends because you never know when you are going to need them to empty your bed pan and hold your hand.
- ◆ Never underestimate the kindness of your fellow man.
- ◆ You are the only person who can truly make you happy.

- ◆ Work is good, but it's not important.
- ◆ If you woke up breathing, congratulations! You have another chance!
- ◆ And finally ... Being happy doesn't mean everything's perfect; it just means you've decided to see beyond the imperfections. 

Free Repair for LaserJet 1100 Paper Jams

If you have a Hewlett Packard LaserJet 1100 printer that tends to jam, Hewlett Packard has a free fix available from their web site.

Go to <http://www.hp.com>, click on 'search' and enter the search words 'laserjet 1100 separation pad' (and be sure to spell correctly) and click on the arrow to the right of the search box. This will give you several links including one telling you how to order the part, a new separation pad. Another link illustrates how to install the replacement pad and still another tells you what to do if you don't get it right the first time. 

No Saints Here

No Way to Treat a Namesake

✦ Patrick L. Bark, 59, pleaded guilty in September of 1996, to selling more than 1,300 guns illegally over a two-year period, including many to juveniles and felons. Said Bark at his sentencing, "I blame half of it on the government for letting me go as long as they did. How was I to know the guns would be used in crimes?"

✦ Patrick Stearns, a Bowling Green State University instructor, was suspended in 1997 after allegedly punching a 25-year-old student who showed up late for Stearns' class.

✦ Patrick Williams, 17, a player for the Kilgore, Texas High School football team, was sentenced to 12 years in prison in January of 1996 for robbing a disabled man. Williams said he spent \$2,200 of the \$4,500 taken. According to police, Williams said he didn't know the victim was disabled until the crime was underway and later, "felt bad about it. That's why I spent the money so fast. If it had been good money, I would have kept it." 