



ADVENT RESOURCES, INC.

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IN THE NEWS

Data from
Powergram®

Consumers Demand More Functionality in Navigation Systems

Consumers are more familiar with factory-installed navigation systems in their vehicles and are demanding more functionality, such as real-time traffic information, from their systems, according to the J.D. Power and Associates 2004 Navigation Usage and Satisfaction Study.SM

"In-vehicle navigation is no longer a novel concept," said Melissa Sauter, director of the automotive emerging technologies practice at J.D. Power and Associates. Sauter said that nearly 850,000 of 2004 model-year vehicles have factory-installed systems and adds, "Navigation systems are now offered in a variety of vehicle segments — from luxury sedans to pickups."

A few highlights from the study, based on responses from 9,271 buyers or lessees of new vehicles with factory-installed navigation systems:

- More than one-third of new-vehicle owners (36%) who have factory-installed navigation systems have had prior experience with these systems, 6% more than two years ago.
- Real-time traffic information is one area where manufacturers can add value because this information would alert consumers to accidents and slow traffic conditions and allow them to adjust their travel routes. The first system offering real-time traffic is available in one 2005 model, the Acura RL mid luxury sedan.

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Advent Welcomes



Advent is pleased to welcome The Serpa Auto Group of Visalia California to our client family.

Located between Los Angeles and Sacramento, near the beautiful Sequoia and Kings Canyon National Parks, Serpa Auto Group boasts six dealerships: Serpa VW, Serpa Hyundai Visalia, Serpa Hyundai Hanford, Serpa Preowned, Serpa Kia. And Serpa Suzuki. We look forward to a fruitful partnership during the year ahead. 🌴

Power User of the Month

Daniel Shaffner

*Carl Burger
ChryslerDodge*



We have been working closely with Dan over the last few months. His attention to detail and willingness to give us input has resulted in a great partnership. During a complicated installation, Dan stuck right with us, relaying detailed information which helped us to modify an integration tool, resulting in a better product.

It is important to us to listen to our customers and use their input to develop products that are more effective for them. Thanks, Dan. We need partners like you. 🌴

New Dog Breeds

Unnatural Selection

The following breeds are now being considered for recognition by the AKC:

COLLIE + LHASA APSO= Collapso, a dog that folds up for easy transport

SPITZ + CHOW CHOW= Spitz-Chow, a dog that throws up a lot

POINTER + SETTER= Poinsetter, a traditional Christmas pet

GREAT PYRENEES + DACHSHUND= Pyradachs, a puzzling breed

PEKINGESE + LHASA APSO= Peekasso, an abstract dog

IRISH WATER SPANIEL + ENGLISH SPRINGER SPANIEL= Irish Springer, a dog fresh and clean as a whistle

LABRADOR RETRIEVER + CURLY COATED RETRIEVER= Lab Coat Retriever, the choice of research scientists

NEWFOUNDLAND + BASSET HOUND= Newfound Asset Hound, a dog for financial advisors

TERRIER + BULLDOG= Terribull, a dog that makes awful mistakes

BLOODHOUND + LABRADOR = Blabador, a dog that barks incessantly

MALAMUTE + POINTER= Moot Point, owned by...oh well, it doesn't matter anyway
COLLIE + MALAMUTE = Commute, a dog that travels to work

DEERHOUND + TERRIER= Derriere, a dog that's true to the end

BULL TERRIER + SHIH TZU= Bull Shih Tzu, a gregarious but unreliable breed 🌴

Polly-cide

Overdone Bird

A man in Germany has been fined \$925 for punching and killing his parrot because of its prolonged screeching.

Neighbors believed the shrieks were human screams and called police. Under arrest, the man told the police that he just had a fight with his girlfriend and turned took it out on his pet. 🌴

New Releases

Drumroll, Please!

We have some hot new releases to offer our valued customers. We think these improvements will streamline your operation.:

1. Web-Based CRM

Prospect Control is now available as a web application, accessible from the Advent server using Microsoft Internet Explorer. The remaining Advent modules such as Sale Control and Accounting Control continue to be available in *Classic Advent*, accessible from the AdventConnect desktop tool. System configuration and user training for the new web-based CRM can be scheduled through your Advent sales representative or any member of the Advent support staff. For information or to schedule a demo or an upgrade, call Advent at

2. Excel Integration

It is now possible to run *reptgen* style reports directly to Microsoft Excel. All you have to do is change the output format of the report by either using the additional functions menu or by pressing **F10** in the report selection screen until the output selection at the top of the screen reads *F10 toggles Output: To MS Excel*.

3. Sale Control Enhancements

SuperDesk Column Save

Sale Control now has the ability to save the values of all *SuperDesk* columns when a user exits the screen. It is now possible to retain the last-entered values not only during paging operations, but also from exit operations as well.

Sale-Type Switching Save

Sale Control now saves the current sale type information when switching between sale types. For example, the retail-specific field values are retained if the deal is switched to a lease and then back to a retail.

New LA&H Calculation Methods

Sale Control now supports two new life, accident and health insurance calculation methods, *net_aegonusa* and *gross_aegonusa*. These methods are used in the state of Illinois.

4. Vehicle Roll

Sale Control now provides a new feature in the Additional Functions menu called **Vehicle Roll**. The Vehicle Roll window *rolls* the current price and payment values against all eligible vehicles in current inventory, displaying the resulting advance percentage and front-end gross. An eligible vehicle is considered to be any vehicle with a non-zero MSRP or Suggested Retail value.

5. Mercedes-Benz DCS Integration

The MBCC Advantage integration has been changed to support the new internet-based DCS integration from Mercedes-Benz.

6. Integration Enhancements

ADP

The Advent/ADP interface has been enhanced to support the AE8.0 release of the ADP software. No additional setup is required on the Advent system when a client installs the AE8.0 release on their ADP system.

Reynolds & Reynolds

The Advent/RR interface has been enhanced to support the following integration touchpoints:

- Repair Order Download
- Purchase Order Download
- General Ledger Balance
- Download (Vehicles)
- Chart of Accounts Download
- Journal Entry Download
- Service Appointment
- Download

Installation of this release does not enable any of the above new R&R downloads. Additional setup and training is required to properly install these new features; please contact the Advent support staff or install team to schedule installation and training.

7. Deal Extract/Merge Enhancements

The Deal Extract and Deal Merge utilities have been enhanced to include prospect data. These utilities are used to extract deal data from a tent sale machine and merge it back to the main store's Advent system. With this release the utilities will include all prospect data, including activities and notes.

8. Enhancements to Internet Lead Handling


The number of supported internet lead

providers continues to grow in the release. Currently the ILH feature supports the following providers:


Triple A (AAA ● Autobyte ● Auto Trader ● BZ Productions ● Cars.com ● CarsDirect ● Cobalt ● MBUSA ● NetTrak ● Vehix ● Who's Calling

9. aimler Chrysler Integration (MB Advantage replacement)

The DCS integration mimics the current MB Advantage software via the web. DCS provides a web page that will request for specific information from Advent. The request can either be for Quick Quote or Credit Application information


If you would like more information on these or any other Advent products, please call us at (310) 241-1500. 

Pampered Pooches

A new magazine, *New York Dog*, targets the city's 20 million dog owners. The mag features canine horoscopes and obituaries, psychological advice and a makeover column dubbed "Queer Eye for the Scruffy Dog." 

Slacker Bees

Bees aren't so busy, says Randolph Menzel, a German neurobiologist.

Menzel found that the insects "often sit around the hive resting their wings and doing not much else," during the day, while they sleep most of the night. Although they are smart and learn quickly, he added, "bees are not particularly hard-working." 

Following Directions

A 46-year old man jumped into the lions' den at the Taipei Zoo in Formosa in November of last year. He shouted at two African lions: "Jesus will save you. Come bite me."

So one of the lions, a large male, obliged. The big cat bit the man in the right leg before workers drove it off with hoses and tranquilizer guns.

An official said the man was very lucky as the lions had been fed earlier in the day. 