



Advent Resource

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

May 2001

Advent Resources Inc. (310) 241-1500

Volume 1, Number 3

IN THE NEWS

Data from
Powergram®

Joint Fuel Cell Cars Expected

The Mitsubishi group of companies and DaimlerChrysler AG plan to jointly develop pollution-free fuel cell vehicles, Kyodo News reports. DaimlerChrysler, with a controlling stake in Mitsubishi Motors Corp., wants to team up with Nippon Mitsubishi Oil Corp. to develop sophisticated fuels to power next-generation vehicles. DaimlerChrysler also has a venture with Ford Motor Co. to develop fuel cell technologies. Similarly, rivals Toyota Motor Corp., General Motors Corp. and Exxon Mobil Corp. are jointly working on fuel cell cars. The DaimlerChrysler-Ford alliance is developing a device to extract hydrogen from methanol, while the Toyota-GM venture is working on extracting hydrogen from gasoline.

VW to Expand Mexican Operations

Volkswagen AG plans to invest \$1 billion in the next five years to expand production in Mexico and take advantage of Mexican free trade packs with major countries. It will invest in its Puebla complex that makes the New Beetle and the Jetta, media reports say. The New Beetle is exported to 80 countries. Separately, the German automaker said it will cut output by 1% this year to compensate for a slowdown in U.S. sales. VW plans to produce 420,000 vehicles this year – 5,000 units less than last year's record output, Reuters reports. April VW U.S. sales, including Audi, dropped 6% and sales for the first four months were off 7%, according to the *J.D. Power and Associates Sales Report*.SM

Honda To Double China Outlets

Honda Motor corp. will double sales outlets for its Accord sedans in China to 120 this year, the *Nihon Keizai* newspaper reports. It also will double Accord production in China to nearly 50,000 units.


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 Welcomes

W.I. Simonson

*Mercedes-Benz, Santa Monica
Dodge & Saab of Santa Monica*

Advent is very pleased to welcome **W I Simonson** to the Advent Client family. W.I. Simonson, Inc. is one of the original Mercedes-Benz dealerships in the United States. Three generations of the same family have owned and operated this service-oriented business for more than 60 years. The founder, William I. "Bill" Simonson's favorite saying was, "If you treat your clients fairly, they'll always come back." It was the philosophy on which he built his successful business. When the Great Depression hit and selling cars became virtually impossible, Simonson refused to be deterred. He obtained a line of credit from a local banker, rented a warehouse and opened a modified taxi and touring service, thus surviving the Depression without having to liquidate his property. By 1934 people were buying cars again, and in 1937 he purchased a dealership in Santa Monica. His acumen with employees and his clients earned the company a loyal following that included the likes of Will Rogers and Mary Pickford. On June 13, 1957, Bill signed on with Mercedes-Benz, thus becoming one of the first 20 dealerships in the nation. It remains one of a handful of U.S. Mercedes-Benz dealerships still run by those original families and one of only two still owned in California.


In addition to the flagship Mercedes Benz store, WI Simonson also recently acquired agencies for Dodge and Saab of Santa Monica as well. Again we wish to welcome them and we look forward to a long and mutually beneficial relationship 

Power User of the Month

Cherie Kenny


Walnut Creek Ford, California

This month's Power User is **Cherie Kenny**, the Business Manager of Walnut Creek Ford in Walnut Creek, California. Cherie does a superb job of

acting as technical support for both her store and a sister store, Hilltop Ford in Richmond, California. It is Cherie's policy to act as a liaison for the Advent users in both stores so that all of her people have just one person they need to contact, regardless of what the problem may be. That seems to suit her users just fine. It suits us at Advent, too, because we like having just one contact. This really helps streamline the communication process which can be a challenge with dealers, to say the least. We also love the fact that Cherie is an enthusiastic user who's always willing to tell others how much she likes her Advent system. Thanks, Cherie! 

Top Ten Warning Signs

*Your Computer
May Have a Virus*

- 1) Every time you double click something, a message box asks, "Is that your final answer?"
- 2) Your motherboard keeps making chicken soup.
- 3) Every time you hit the delete key, a naked photo of Shelley Winters pops up.
- 4) Before ejecting the CD, it makes a disgusting hocking noise.
- 5) The Dr. Solomon splash screen pops up again, but this time he's brought a priest.
- 6) Your screen saver now shows Pamela Anderson at home with the flu.
- 7) Your web browser just tossed its cookies.
- 8) It's having a helluva time getting a referral from the HMO's primary care tech support guy.
- 9) Dell customer service recommends the "nighttime, freezing, rebooting, up-locking, destroying, hosed-drive, deleted so you can buy a new PC medicine.:
- 10) Your dancing hamsters are all dead. 

Advent & ADP *Signed, Sealed, Delivered*

Advent Resources Inc. is pleased to announce that we have signed a technology and business agreement with the Dealer Services Group of Automatic Data Processing Inc.

Our motivation for this agreement is to bring to our common clients a more reliable and functional connection between the ADP Elite product suite and the Advent High Performance Sales System. This agreement makes available to us a series of ADP developed Application Programming Interfaces, (API's) which will greatly enhance the amount of available information in the Advent Sales System. In the 4.0 release of Advent, an Advent user can now see open and closed work orders, purchase orders and general ledger balance in the vehicle inventory record. When a dealership customer books a service appointment, the dealership salesperson is notified in their daily task list. There are over 20 new and planned touch points between the 2 applications. It is possible using the ADP APIs to do real time calls as required to get pertinent information from the ADP DMS for use in the Advent System.

Today, 70% of Advent's current clients use ADP as their management system. Our common goal is to provide clients who use both ADP and Advent for their overall solution a better value equation. Working together we are able to bring the dealership a very powerful solution for computer needs. These days Dealers require the best in supporting technology to run their business. In an ever more competitive environment, we believe that together this solution answers that Dealership need.

ADP Dealer Services Group provides integrated computing solutions to more than 16,000 automotive and truck dealers throughout the United States, Canada and Europe. ADP Dealer Services Group is the third largest business unit of Automatic Data Processing, Inc. (NYSE:ADP). ADP, with more than \$6 billion in annual revenues and more than 500,000 clients, is one of the largest independent computing services firms in the world.

More information on ADP and ADP Dealer Services Group is available via the Internet at:


<http://www.adp.com> and at
<http://www.adventresources.com> 

Human Popsicle *2000 Darwin Award Runner-Up*

The Los Angeles Police Department contacted Ohio police hoping to locate a missing truck driver and his load of broccoli. The stalled truck was located four days later and towed to a local mechanic. They thawed and refueled the truck and found that, apart from an empty gas tank, the vehicle had no mechanical problems. The driver's personal effects and seven bricks of marijuana were discovered in the cab of the vehicle.

The trucking company and the police were both interested in the whereabouts of the errant driver, and a search was initiated. Shortly thereafter a patrolman noticed two feet protruding between the pallets of broccoli – feet which belonged to the missing man.

The broccoli was unloaded as quickly as possible in the cold Ohio winter, leaving the frozen body of the driver standing precisely upside down, attached to the floor of the trailer by his head. He was surrounded by space heaters and eventually pried off the floor, but his frozen corpse had to be turned on its side to load it into a rescue squad vehicle, as his arm was sticking out and wouldn't fit through the door.


The Cuyahoga County coroner's office determined that the man was trying to retrieve a stash of cocaine from between the pallets of broccoli when he fell and knocked himself unconscious. He soon suffered from a fatal case of hypothermia and died in the icy air. Perhaps he should have confined his drug smuggling to the more clement climate of California. 

To Protect and Serve *Can You Say Over Zealous?*

Police in Louisville, Kentucky, in the midst of a project to clear out backlogged cases, took Leandra Taylor, 14, into custody in the middle of classes on March 26, according to a WLKY-TV report, and booked her on a 1995 warrant accusing her of shoplifting a 59-cent candy bar.

Not Zealous Enough?

A sheriff's deputy and a police intern were reprimanded in March because they were not

acting professionally during a drug bust in Florida in which 16 marijuana plants were recovered, along with 160 grams of dope and various drug paraphernalia. Superiors caught the two, in the middle of the raid, seated at a table in the apartment, playing Scrabble with the suspect's game. 

Top 12 Ways

To Tell Parents You're Not Graduating

- 1) "The restraining order banning me from entering the state made it kinda difficult to attend class."
- 2) "As a member of PETA, I refuse to accept anything on sheepskin."
- 3) "Hey, mid-terms were the same week as our IPO roadshow!"
- 4) "I was detained by Metallica for listening to their music without express written consent."
- 5) "Those bastards refused to count all-night raves towards the Phys. Ed. Requirement."
- 6) "From the time I was a kid, you've been telling me I had to go to college – now you want me to **leave?!?"**
- 7) "I'm working with the Guinness Book people to break the 'Most Years Spent in High School' record currently held by the kids in 'Beverly Hills 90210!'"
- 8) "I'll tell you why I failed those history courses ... because the professor was as bad as Amos Hitler!"
- 9) "Mom, Dad, I've got good news: I'm J.O. B. negative!"
- 10) "I still haven't finished my Principles of Economics thesis: The Effects of Ten Years' Tuition on the Retirement Plans of 50-Year-Old Parents."
- 11) "As chief architect of the dorm's Beer Can Wall, I can't possibly leave until it's finished."
- 12) "Look at it this way, folks: From now on, all your French fries will be free!" 