



Celebrating our 20th Anniversary 1988 – 2008

ADVENT RESOURCES, INC.

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IN THE NEWS

Data from
Powergram®

Upside Down Trades Level Off

The percentage of negative equity that owners have in their trade-in models ("upside down" trades) for new-vehicle purchases leveled off to about 29% after falling for several calendar quarters of 2007, based on retail transaction data collected by the Power Information Network (PIN), a division of J.D. Power and Associates. However, current upside down trades have a greater negative equity amount than in the past, according to Tom Libby, PIN senior director of industry analysis. "So far in the first quarter of 2008 (Jan. 1-Feb. 24, 2008), the average negative equity amount has been \$3,930, up from \$3,587 three years ago," he said.

Libby said a possible explanation for both these trends is that owners with modest upside-down situations (those who owe more on their vehicles than they are worth) are staying out of the market, which would lower the negative equity mix and raise the actual amounts. At the segment level, 4 luxury categories (large utility, large pickup, large conventional car and midsize sporty car) lead the industry in the amount of negative equity, with totals in excess of \$6,000, Libby said.

Honda Lease Percentage Highest

Among the 6 mass-market brands, Honda had the highest percentage of lease deals—23.1%—in early 2008.* Honda's percentage of lease deals also has climbed the most in the past 5 years—up more than 7 points from 15.8% of all deals in 2003, according to PIN data.

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



BMW of Bloomfield, located in New Jersey, is part of the DCH Auto Group. BMW of Bloomfield was named a J.D. Power and Associates Dealer of Excellence for 2007 for "Outstanding Sales Experiences." Customers searching for a new or used car, researching financing options, or looking for a quick quote on a vehicle, will be met with a friendly, professional staff ready to provide help.

DCH Group dealerships have won numerous manufacturers' awards for customer satisfaction in sales and service, and the group has earned more of the prestigious J.D. Power and Associates Certified Retailer Awards than any other auto group in the U.S.

Their successful way of doing business is reflected in their mission statement: "To be an innovative industry leader totally committed to customer satisfaction, employee satisfaction, integrity and teamwork."

While DCH invests in state-of-the-art technologies, they believe true innovation is not only technology or capital driven. DCH employees experiment with novel ways of doing things in order to provide the best customer satisfaction. To recognize innovators, they have a quarterly innovator award at each store.

Advent is proud to welcome BMW of Bloomfield as the newest member of our client family and look forward to a mutually profitable future.

BMW of Bloomfield is located at 425 Bloomfield Ave. in Bloomfield, New Jersey. Call them at 800-791-6157 or reach them online at:

www.bmwofbloomfield.com 

Power User of the Month

Kathleen

Ingrimese

Weatherford BMW



We are delighted to name **Kathleen Ingrimese** of Weatherford BMW as our Power User for March.

The entire Advent staff has been impressed with Kathleen's encyclopedic knowledge of the Advent System and the innovative ways she uses it.

It's a pleasure to work with someone so knowledgeable and enthusiastic. It's users like Kathleen that spur us to create program enhancements that benefit all our clients.

Thanks, Kathleen, for the kind of feedback that makes you a valuable member of our team.



Did You Know?

In every date field of Advent, including generating reports, one can type the letter "T" to represent today without having to type the whole date?

Also, when producing reports, one can page up or down to get to the previous or next query without having to start the report generation all over?


New Documents

Three copies and your number, please

Advent tries to fulfill every client request as quickly and as accurately as possible. You can help us make certain that your new contracts, lease agreements and all other new forms that you need are completed to your satisfaction by sending us three blank originals of each new form with your request.

In addition to three blank originals of each new form, please send Advent your contact information. Include a business card with your request, or give us your name and telephone number so that we may contact you when your forms are completed.

Advent wants to provide you with complete, accurate forms in a timely fashion and your cooperation will ensure that we are able to get you what you need in time for you to use it.

Thanks for helping us to help you. If you have any questions, please call Cindy Austin, 310-241-1500 ext 1218, or email Cindy at cindya@adventresources.com. 

True North

It's English, eh?

An American couple is standing in an airport terminal in Atlanta, Georgia, waiting for their luggage.

The wife happens to notice an oddly dressed man also waiting.

She asks her husband where he thinks the man is from.


The husband says he doesn't know.

He decides to ask the man and approaches him. "Where are you from?" he asks the man.

"Saskatoon, Saskatchewan" he replies.

Puzzled, the husband returns to his wife.

"Well, where is he from?" asks the wife.

"I don't know" replies the husband. "He doesn't speak English." 

The Empty Seat


It's game 7 of the Stanley Cup Final, and a man makes his way to his seat right at center ice. He sits down, noticing that the seat next to him is empty. He leans over and asks his neighbour if someone will be sitting there. "No," says the neighbor. "The seat is empty."

"This is incredible", says the man. "Who in their right mind would have a seat like this for the Stanley Cup and not use it?"

The neighbor says, "Well, actually, the seat belongs to me. I was supposed to come with my wife, but she passed away. This is the first Stanley Cup we haven't been together since we got married in 1967."



"Oh....I'm sorry to hear that. That's terrible. But couldn't you find someone else, a friend or relative, or even a neighbor to take the seat?"

The man shakes his head, "No. They're all at the funeral." 

What's in a Flag

A Canadian couple was strolling through a park in London (England) and sat down on a bench next to an elderly Briton. The Brit noticed their lapel pins sporting the Canadian flag and, to make conversation, said "Judging by your pins, you must be Canadians".

"Indeed we are", replied the Canadian gentleman.

"I hope you won't mind my asking," said the Brit, "but what do the two red bars on your flag represent?"


"Well," replied the Canadian gentleman, "one of the bars stands for the courage and hardiness of our people in settling the cold expanses and broad prairies of our country. The other is

for the honesty and integrity for which Canadians are known."

The Brit mulled this over and nodded. Having poor eyesight at his advanced age, and not being familiar with maple leaves, he then asked, "And what's that six-pointed item in the middle of your flag?"

"Oh, that's to remind us of the six words of our national motto," the Canadian lady piped up.

The Brit asked, "And what are those six words?"

The Canadian smiled and replied, "They are 'Don't blame us - we're not Americans.'" 


Helpful Mountie

ARoyal Canadian Mounted Police officer stopped to help a stranded motorcycle rider standing beside a stalled motorcycle in the mountains. It was extremely cold, and the rider was heavily dressed in a helmet, balaclava and snowmobile suit. In a muffled voice, the rider told the Mountie that the carburetor was frozen.

"Well, pee on it," the Mountie said.

"Can't," replied the rider.


The helpful Mountie unzipped his fly and proceed to pee on the carburetor himself, and the bike soon fired up.

A few days later, the local department received a thank you note from a father, grateful for the roadside assistance his young daughter had received from the RCMP. 

A Seal Walks into a Bar

A seal walks, or rather waddles, into a bar and asks the bartender for a drink.

The bartender asks the seal: "What's your pleasure?"

The seal replies: "Anything but Canadian Club." 

Advent had a deep admiration for all things Canadian, particularly their sense of humor.
