

PROUD

It's kind of hard to find too many things to get excited about these days. Everything's pretty tough both business-wise and personally for lots of folks. Of course, it would be nice if the media would quit pounding everyone over the head with negative news over and over again. It's becoming a self-fulfilling prophecy. But we felt pretty darn good the other day when, after announcing some pretty tough financial results for the end of the year, Ford still said it sees no need to ask for government loans.

Chief Executive Alan Mulally said "Right now, I think with everything planned in the fiscal and monetary policy, I am very comfortable that we are going to start to turn things around through the second half of the year." That doesn't mean they aren't using lines of credit, but they've done it the old fashioned way; they went out to banks and the financial markets and found financing while putting up collateral just like we would all have to do.

With that being said, Ford is still putting out great vehicles. Our vehicles are safe (more top safety-rated vehicles than any other manufacturer), high quality (now in a virtual tie with Toyota and Honda), good looking and fun to drive. In fact, Ford gained market share the last three months of 2008. And there's a lot more coming soon. Ford has said that, despite the economic challenges out there, they're not pulling back on the most important thing of all; product. There are a lot of leading-edge cars, trucks, cross-overs and SUVs coming soon. I suppose our biggest challenge is changing people's perceptions.

We're proud to be Texas' Oldest Dealer turning 99 this year and feel fortunate to be associated with a great Ford team. We're all pulling together to bring the best products and service to our customers.

If you're in the market for a car, truck, cross-over or SUV, we hope that you at least consider a Ford. Drive one and you'll be surprised.

Thank you for your time and attention.

The Sames Ford Family



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