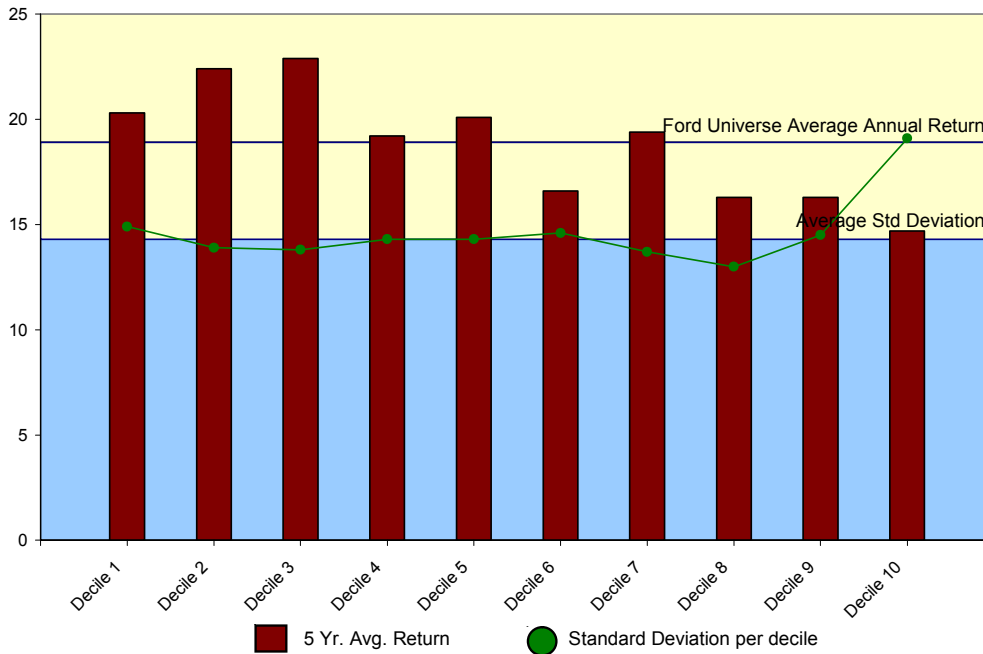




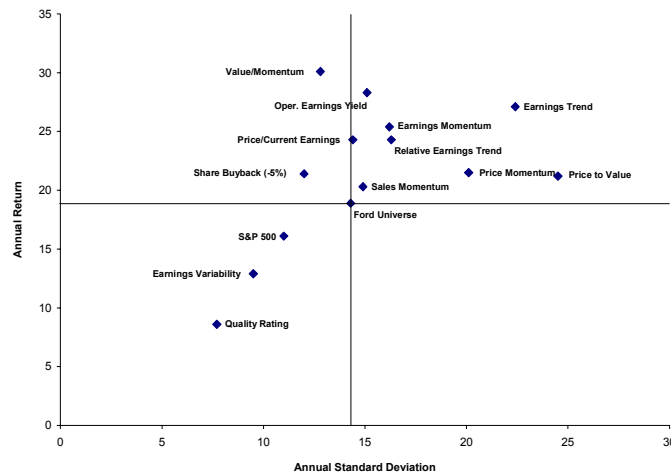
## Sales Momentum Model (SMO)

Introduced in June 1996, Sales Momentum measures the acceleration or deceleration in the growth of sales (revenues) using the same calculation as is used in Earnings Momentum. The second derivative of a curve fit to the trailing 12-month sales ending each of the past five quarters is calculated to measure the acceleration or deceleration of the growth rate. In order to compensate for companies with erratic sales, the second derivative is then adjusted by a measure (standard error) of how well the curve fits the sales series. The Ford Universe is ranked from highest to lowest (100 to 1). A stock with a score of 70 or higher is considered a buy candidate, while one with a score of 30 or lower is a sell candidate.

### SMO Decile Returns (%) 12/02 to 12/07



Top 10% Ford Stock Selection Models  
12/31/02 to 12/31/07



#### SMO Excess Return Top Decile vs. Ford Universe (%)

2003	-8.0
2004	-0.5
2005	1.4
2006	-0.1
2007	9.7

Performance is based on ranking the Ford Universe from best to worst for the model shown and dividing it into 10 equal-sized groups each month. The group returns represent equal-dollar investments in each stock each month, with monthly total returns linked to create annual and annualized results. Total returns, which sum month-end percentage price changes and 1/12 of companies' indicated annual dividend yield, exclude transaction costs and management fees. The Ford Universe comprised 4000 companies in early 2001, 4500 in August 2001, and 4425 at the end of 2007.

Quantitative model results can be affected by market environment and are based on historical financial data. Certain material information for a company may not be reflected in models presented. The performance shown is based on large portfolios and may not be effective on every security. There is no assurance that future results will duplicate past results.

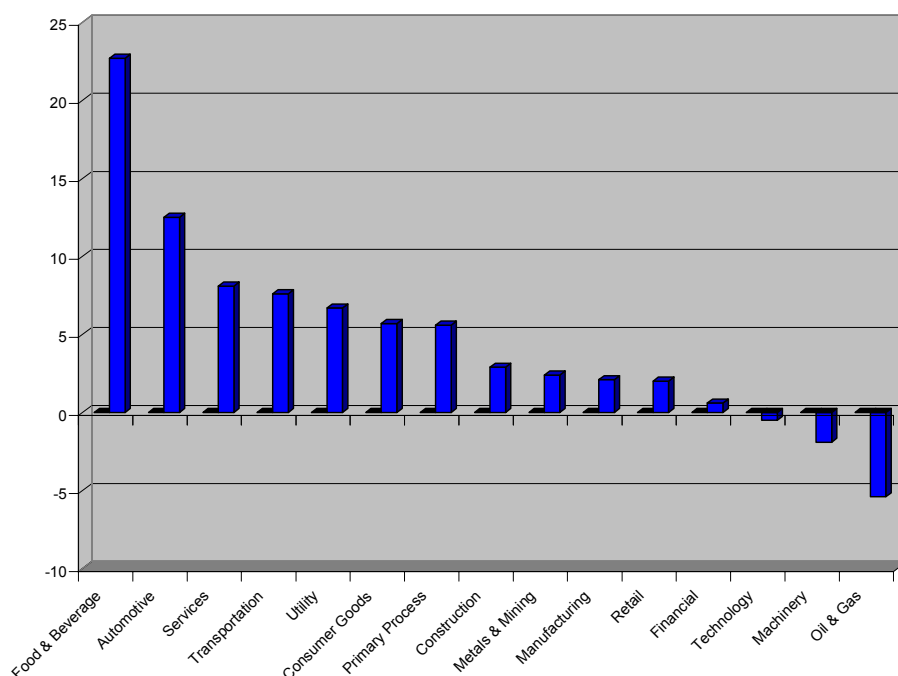
## SMO Decile Performance on Capitalization Sectors

Average Annual Returns (%) 12/02-12/07

Deciles	1	2	3	4	5	6	7	8	9	10	Cap Univ.
<b>Large Cap</b>	19.6	21.2	20.7	19.5	18.2	14.8	18.0	17.2	19.2	17.5	18.6
<b>Standard Deviation</b>	12.6	11.5	10.2	10.6	10.8	9.8	10.0	10.1	11.2	11.7	10.4
<b>Mid Cap</b>	15.6	20.7	21.2	18.6	16.8	15.4	15.8	18.9	15.9	16.6	17.6
<b>Standard Deviation</b>	15.5	14.0	15.2	14.1	14.0	13.3	13.3	13.9	15.3	15.9	13.9
<b>Small Cap</b>	31.2	27.6	22.2	32.2	21.7	23.9	24.1	13.6	15.0	16.7	23.0
<b>Standard Deviation</b>	19.1	18.5	18.9	20.1	20.0	22.5	17.6	16.1	18.9	27.9	18.9

Large, Mid and Small Cap constituents include the top 1000, second 1000, and third 1000 companies in the Ford universe of stocks when ranked by market capitalization.

### SMO Top Decile Annual Excess Return by Industry Group 12/02 - 12/07



### Correlation Coefficients 12/02 - 12/07 Ford Proprietary Models

	PVA	OEY	EMO	PRM	VMO	SHB	QTY	SMO	SED	SDR	EDV
Price/Value (PVA)	1.000	0.014	-0.036	0.145	-0.154	0.063	0.301	0.050	0.004	0.050	0.255
Operating Earnings Yield (OEY)	0.014	1.000	0.022	0.007	0.110	-0.038	-0.093	0.019	0.028	-0.003	-0.154
Earnings Momentum (EMO)	-0.036	0.022	1.000	-0.027	0.424	-0.033	-0.106	0.228	0.328	0.640	-0.127
Price Momentum (PRM)	0.145	0.007	-0.027	1.000	0.247	0.034	0.046	0.101	-0.018	-0.025	0.032
Value/ Momentum (VMO)	-0.154	0.110	0.424	0.247	1.000	-0.090	-0.355	0.197	0.118	0.220	-0.368
Share Buyback (SHB)	0.063	-0.038	-0.033	0.034	-0.090	1.000	0.157	0.024	-0.030	-0.001	0.201
Quality Rating (QTY)	0.301	-0.093	-0.106	0.046	-0.355	0.157	1.000	-0.069	-0.015	0.025	0.456
Sales Momentum (SMO)	0.050	0.019	0.228	0.101	0.197	0.024	-0.069	1.000	0.055	0.155	-0.039
Earnings Trend (SED)	0.004	0.028	0.328	-0.018	0.118	-0.030	-0.015	0.055	1.000	0.382	-0.072
Relative Earnings Trend (SDR)	0.050	-0.003	0.640	-0.025	0.220	-0.001	0.025	0.155	0.382	1.000	0.007
Earnings Variability (EDV)	0.255	-0.154	-0.127	0.032	-0.368	0.201	0.456	-0.039	-0.072	0.007	1.000