

# INVESTOR EXPRESS

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## In this Issue:

### page 1

■ Industry Outlook

### page 2

■ Maureen A. Jones  
■ Financial Planner

## Spring Gifting

With spring and summer graduations, engagements and weddings just around the corner, *how about giving the gift of Adams Express or Petroleum & Resources shares?* A gift of shares has enduring value and will be appreciated year after year. And what young graduate or married couple couldn't use a little nest egg? To buy shares, you can contact your broker or invest directly through the Companies' transfer agent, American Stock Transfer & Trust Company (AST). To obtain an "Investors Choice" brochure, contact AST at (877) 260-8188 or visit their website, [www.amstock.com](http://www.amstock.com), and click on "How to Invest" under Shareholder Services.



## INDUSTRY OUTLOOK

### Spring Brings First Signs of Economy Bottoming

Doug Ober, Chairman and CEO of both Adams Express and Petroleum & Resources, sat down with us recently to share his thoughts on the outlook for the coming year and to answer the question: How does the future look?

According to a recent New York Times/CBS News poll, Americans are feeling modestly optimistic about the economy and that the country is headed in the right direction. "Recovery is no longer out of the question," said Doug Ober. "We still have to ride out some more bumps along the bottom; it's not over yet. But we are starting to see small indications of a turnaround."

Those signs include positive housing sales and manufacturing in February and an easing of credit markets. "Neither was expected, but it shows that while this economic downturn has affected everyone in one way or another, there are occasional signs of improvement," Mr. Ober explained.

Perhaps the most encouraging sign is simply the public's improved state-of-mind. "The current high approval rating for President Obama speaks volumes about how people are feeling; the economy's recovery hinges on that. When people feel optimistic, they spend more, which fuels our economy in all areas," he said.

While the passage of the government's stimulus plan was a solid first step towards recovery, it is still too early for its impact to be measured in tangible ways. "The job picture is still bleak. Once the stimulus dollars can be felt, particularly in terms of job growth and stability, we should see confidence rise, along with consumer spending," he explained.



But, according to Mr. Ober, consumer confidence is no substitute for consumer spending. "People are still holding tight to their money and not spending the way they had been. Two-thirds of our economy is predicated on consumer spending," added Mr. Ober.

Previous predictions have slated recovery to occur by 2010. "Certainly, if we continue to feel more and more optimistic over these coming months, our recovery might begin sooner," he said. For now, it's a refreshing sign for spring that there are some signs of improvement on the horizon.

## PROTECT

### After 21 Years, Maureen A. Jones, VP, CFO, and Treasurer Retires



In mid-March, Adams and Petroleum announced that, after 21 years with the Companies, Maureen A. Jones is retiring in May. Ms. Jones has served as Vice President, Chief Financial Officer, and Treasurer since 2002. Perhaps her most lasting legacy is overseeing the transformation of the accounting and trading departments as they

went from pencil and paper to the Internet age. "It was exciting and fulfilling to help move the organization in a new direction – a once in a lifetime opportunity," said Ms. Jones.

Yet, despite her focus on the numbers, Ms. Jones'

greatest contribution is her focus on our shareholders. "Maureen is keenly aware that our shareholders are individuals. She is always sensitive to our performance and how we report it because she knows that people depend on us," said Doug Ober, Chairman and CEO of Adams and Petroleum.

"My favorite part of the job is talking to shareholders, and answering their questions and letting them know how we are doing," said Ms. Jones. "I know that every one of them invested in us for a reason and relies on us."

"While we have been planning for this day for some time and have a succession plan in place, we will greatly miss Maureen," added Mr. Ober.

## GROW

### When and How to Hire a Financial Planner

Today, everyone is worried about the issues of risk and money. But, according to Scot Stark, a Certified Financial Planner and President-elect of the Financial Planning Association of Maryland, "The biggest risk you face is that you will outlive your money. When it's gone, it's gone. If that happens when you're 65 or 70 years old, there aren't many options left." So, in essence, accumulating enough money is not your biggest challenge (although it may feel as if it is). The biggest challenge is the distribution of your money over the course of your lifetime: *How do you get it out without running out?*

One of the steps you should consider to secure your future is to hire a financial planner to assist you in the planning process. "A planner can help you address investments and earnings; save taxes; secure your future from an insurance perspective; and help make sure that you have more money than you have life," said Mr. Stark.

Regardless of whether you are searching for a new planner or already have one, Mr. Stark suggests

you should evaluate the following factors about any candidate:

- 1. The type of practice.** A financial planner should offer a range of services and products, but you may find they have concentrated experience serving a specific demographic. Look for a planner who has successfully served clients like you.
- 2. License and education.** Select a planner that is credentialed by an organization that holds members accountable to a fiduciary standard. Also, find out if ongoing education is a requirement in order to maintain certification.
- 3. Compensation.** Find out how your planner gets paid. Some are paid hourly, by commissions, or on percentages.
- 4. Regulatory and compliance.** Due diligence should include a thorough background check of any planner to ensure their record is spotless. A background check can confirm professional licensing status; pending investigations or disciplinary actions

taken by industry regulators; civil judgments; and employment terminations related to investment or non-compliance activities.

**5. Services and products.** A financial planner should offer access to a range of services, from insurance and long-term care to investment products. They should also have strong professional affiliations – with estate planning attorneys, for example – so they can provide referrals to competent experts as necessary.



#### Forward-Looking Statements

This newsletter contains "forward-looking statements" within the meaning of the Securities Act of 1933 and the Securities Exchange Act of 1934. By their very nature, all forward-looking statements involve risks and uncertainties, and actual results could differ materially from those contemplated by the forward-looking statements. Several factors that could materially affect the Companies' actual results are the performance of the portfolio of stocks held by the Companies, the conditions in the U.S. and international financial markets, the price at which shares of the Companies will trade in the public markets, and other factors discussed in the Companies' periodic filings with the Securities and Exchange Commission. The Companies assume no obligation to revise, correct, or update these statements.