

FORD MOTOR COMPANY JULY 2014 U.S. SALES

	<u>July</u>		%	<u>Year-To-Date</u>		%
	<u>2014</u>	<u>2013</u>	<u>Change</u>	<u>2014</u>	<u>2013</u>	<u>Change</u>
SALES BY BRAND						
Ford	204,373	186,796	9.4	1,429,883	1,441,803	-0.8
Lincoln	<u>7,863</u>	<u>6,919</u>	13.6	<u>52,385</u>	<u>45,207</u>	15.9
Total Vehicles	212,236	193,715	9.6	1,482,268	1,487,010	-0.3
SALES BY TYPE						
Cars	68,702	64,544	6.4	506,676	524,232	-3.3
Utilities	64,951	55,478	17.1	439,315	431,631	1.8
Trucks	<u>78,583</u>	<u>73,693</u>	6.6	<u>536,277</u>	<u>531,147</u>	1.0
Total Vehicles	212,236	193,715	9.6	1,482,268	1,487,010	-0.3
FORD BRAND						
Fiesta	7,545	7,667	-1.6	42,626	45,831	-7.0
Focus	17,724	16,764	5.7	138,680	151,549	-8.5
C-MAX	2,994	2,700	10.9	16,444	23,040	-28.6
Fusion	23,942	20,522	16.7	189,440	181,668	4.3
Taurus	5,587	6,373	-12.3	35,259	43,820	-19.5
Police Interceptor Sedan	1,040	903	15.2	6,462	6,046	6.9
Mustang	<u>6,564</u>	<u>5,768</u>	13.8	<u>50,795</u>	<u>48,879</u>	3.9
Ford Cars	65,396	60,697	7.7	479,706	500,833	-4.2
Escape	26,558	22,343	18.9	179,448	178,969	0.3
Edge	8,564	10,541	-18.8	69,632	79,512	-12.4
Flex	1,895	2,689	-29.5	14,884	15,525	-4.1
Explorer	16,797	12,742	31.8	111,785	108,044	3.5
Police Interceptor Utility	2,209	1,347	64.0	11,681	7,288	60.3
Expedition	<u>4,371</u>	<u>2,744</u>	59.3	<u>26,470</u>	<u>20,485</u>	29.2
Ford Utilities	60,394	52,406	15.2	413,900	409,823	1.0
F-Series	63,240	60,449	4.6	429,065	427,935	0.3
E-Series	9,988	9,724	2.7	76,893	75,687	1.6
Transit	496	0	NA	986	0	NA
Transit Connect	4,090	2,885	41.8	23,889	23,331	2.4
Heavy Trucks	<u>769</u>	<u>635</u>	21.1	<u>5,444</u>	<u>4,194</u>	29.8
Ford Trucks	<u>78,583</u>	<u>73,693</u>	6.6	<u>536,277</u>	<u>531,147</u>	1.0
Ford Brand	204,373	186,796	9.4	1,429,883	1,441,803	-0.8

FORD MOTOR COMPANY JULY 2014 U.S. SALES

	<u>July</u>			<u>Year-To-Date</u>		
	<u>2014</u>	<u>2013</u>	<u>% Change</u>	<u>2014</u>	<u>2013</u>	<u>% Change</u>
LINCOLN BRAND						
MKZ	2,776	2,809	-1.2	21,752	17,249	26.1
MKS	<u>530</u>	<u>1,038</u>	-48.9	<u>5,218</u>	<u>6,150</u>	-15.2
Lincoln Cars	3,306	3,847	-14.1	26,970	23,399	15.3
MKC	1,534	0	NA	2,895	0	NA
MKX	1,983	2,002	-0.9	15,080	13,653	10.5
MKT	406	437	-7.1	3,153	3,693	-14.6
Navigator	<u>634</u>	<u>633</u>	0.2	<u>4,287</u>	<u>4,462</u>	-3.9
Lincoln Utilities	<u>4,557</u>	<u>3,072</u>	48.3	<u>25,415</u>	<u>21,808</u>	16.5
Lincoln Brand	7,863	6,919	13.6	52,385	45,207	15.9