

## FORD MOTOR COMPANY NOVEMBER 2014 U.S. SALES

	<u>November</u>		%	<u>Year-To-Date</u>		%
	<u>2014</u>	<u>2013</u>	<u>Change</u>	<u>2014</u>	<u>2013</u>	<u>Change</u>
<b>SALES BY BRAND</b>						
Ford	178,887	183,722	-2.6	2,175,487	2,202,150	-1.2
Lincoln	<u>8,113</u>	<u>6,727</u>	20.6	<u>84,784</u>	<u>73,710</u>	15.0
Total Vehicles	187,000	190,449	-1.8	2,260,271	2,275,860	-0.7
<b>SALES BY TYPE</b>						
Cars	55,186	58,983	-6.4	744,157	774,917	-4.0
Utilities	60,911	52,773	15.4	681,670	656,105	3.9
Trucks	70,903	78,693	-9.9	<u>834,444</u>	<u>844,838</u>	-1.2
Total Vehicles			-1.8	2,260,271	2,275,860	-0.7
<b>FORD BRAND</b>						
Fiesta	3,436	4,642	-26.0	59,468	66,597	-10.7
Focus	14,862	15,239	-2.5	204,751	219,001	-6.5
C-MAX	1,940	2,398	-19.1	25,633	33,182	-22.8
Fusion	20,263	22,839	-11.3	283,694	270,872	4.7
Taurus	2,733	4,400	-37.9	49,334	64,367	-23.4
Police Interceptor Sedan	679	501	35.5	9,547	10,182	-6.2
Mustang	<u>8,728</u>	<u>5,376</u>	62.4	<u>73,124</u>	<u>71,459</u>	2.3
<b>Ford Cars</b>	52,641	55,395	-5.0	705,551	735,660	-4.1
Escape	25,528	20,988	21.6	280,609	271,531	3.3
Edge	7,648	8,761	-12.7	100,924	117,031	-13.8
Flex	1,803	2,125	-15.2	22,036	23,575	-6.5
Explorer	14,949	13,220	13.1	172,707	162,651	6.2
Police Interceptor Utility	1,433	1,048	36.7	18,823	12,839	46.6
Expedition	<u>3,982</u>	<u>3,492</u>	14.0	<u>40,393</u>	<u>34,025</u>	18.7
<b>Ford Utilities</b>	55,343	49,634	11.5	635,492	621,652	2.2
F-Series	59,049	65,501	-9.9	679,496	688,810	-1.4
E-Series	4,151	10,145	-59.1	98,007	112,896	-13.2
Transit	4,851	0	NA	10,418	0	NA
Transit Connect	2,186	2,303	-5.1	38,198	35,916	6.4
Heavy Trucks	<u>666</u>	<u>744</u>	-10.5	<u>8,325</u>	<u>7,216</u>	15.4
<b>Ford Trucks</b>	<u>70,903</u>	<u>78,693</u>	-9.9	<u>834,444</u>	<u>844,838</u>	-1.2
<b>Ford Brand</b>	178,887	183,722	-2.6	2,175,487	2,202,150	-1.2

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<b>LINCOLN BRAND</b>						
MKZ	2,096	2,854	-26.6	31,373	29,538	6.2
MKS	<u>449</u>	<u>734</u>	-38.8	<u>7,233</u>	<u>9,719</u>	-25.6
<b>Lincoln Cars</b>	2,545	3,588	-29.1	38,606	39,257	-1.7
MKC	2,152	0	NA	10,767	0	NA
MKX	1,602	1,946	-17.7	22,326	21,366	4.5
MKT	381	431	-11.6	4,444	5,416	-17.9
Navigator	<u>1,433</u>	<u>762</u>	88.1	<u>8,641</u>	<u>7,671</u>	12.6
<b>Lincoln Utilities</b>	<u>5,568</u>	<u>3,139</u>	77.4	<u>46,178</u>	<u>34,453</u>	34.0
<b>Lincoln Brand</b>	8,113	6,727	20.6	84,784	73,710	15.0