



## Ford Fusion Posts Best June Ever; Ford Transit Connect Achieves Best Month Ever, as New Transit Van Sales Begin

- Fusion has best June sales results since its launch in 2005
- Transit Connect posts its best-ever monthly sales results
- Ford initiates sale of its all-new Transit van
- Ford Motor Company U.S. sales of 222,064 vehicles for June decline 6 percent compared with last year

**DEARBORN, Mich., July 1, 2014** – Ford Motor Company June 2014 U.S. sales of 222,064 vehicles declined 6 percent from a year ago. Retail sales of 145,989 vehicles declined 5 percent, while fleet sales of 76,075 vehicles declined 7 percent.

“Both the Fusion and Transit Connect set records in June, continuing their sales momentum,” said John Felice, Ford vice president, U.S. Marketing, Sales and Service. “F-Series again topped 60,000 sales and is tracking to our inventory plan with the lowest incentives among the major players in the segment.”

Fusion sales totaled 27,064 vehicles last month – a best-ever June performance. Fusion retail sales are up 22 percent and 14 percent overall. Fusion continues to outperform in the West, with retail sales up 24 percent in that region.

Transit Connect posted a best-ever sales month, following record sales in May. Transit Connect sales totaled 4,573 vehicles – a 29 percent gain over 2013. Retail sales increased 55 percent, with strong sales coming from Transit Connect Wagon.

Deliveries of Ford’s all-new Transit van began at the end of June, with total sales of 490 vehicles.

Lincoln sales were down 3 percent, with 7,271 vehicles sold in June, as the new MKC begins to arrive in showrooms. Lincoln sales are up 16 percent year-to-date through June, a trend that is expected to accelerate as the MKC launch ramps up during the next few months.

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### **About Ford Motor Company**

*[Ford Motor Company](http://www.ford.com), a global automotive industry leader based in Dearborn, Mich., manufactures or distributes automobiles across six continents. With about 183,000 employees and 65 plants worldwide, the company’s automotive brands include Ford and Lincoln. The company provides financial services through Ford Motor Credit Company. For more information regarding Ford and its products worldwide, please visit <http://corporate.ford.com>.*

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

	<u>June</u>		<u>%</u>	<u>Year-To-Date</u>		<u>%</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	214,793	228,174	-5.9	1,225,510	1,255,007	-2.4
Lincoln	<u>7,271</u>	<u>7,469</u>	-2.7	<u>44,522</u>	<u>38,288</u>	16.3
Total Vehicles	222,064	235,643	-5.8	1,270,032	1,293,295	-1.8
<b>SALES BY TYPE</b>						
Cars	81,198	82,311	-1.4	437,974	459,688	-4.7
Utilities	62,785	67,885	-7.5	374,364	376,153	-0.5
Trucks	<u>78,081</u>	<u>85,447</u>	-8.6	<u>457,694</u>	<u>457,454</u>	0.1
Total Vehicles	222,064	235,643	-5.8	1,270,032	1,293,295	-1.8
<b>FORD BRAND</b>						
Fiesta	6,450	9,363	-31.1	35,081	38,164	-8.1
Focus	26,266	23,144	13.5	120,956	134,785	-10.3
C-MAX	2,940	3,344	-12.1	13,450	20,340	-33.9
Fusion	27,604	24,313	13.5	165,498	161,146	2.7
Taurus	5,618	8,061	-30.3	29,672	37,447	-20.8
Police Interceptor Sedan	1,097	757	44.9	5,422	5,143	5.4
Mustang	<u>7,631</u>	<u>9,243</u>	-17.4	<u>44,231</u>	<u>43,111</u>	2.6
<b>Ford Cars</b>	77,606	78,225	-0.8	414,310	440,136	-5.9
Escape	25,110	28,694	-12.5	152,890	156,626	-2.4
Edge	9,700	13,579	-28.6	61,068	68,971	-11.5
Flex	2,385	2,421	-1.5	12,989	12,836	1.2
Explorer	15,645	15,588	0.4	94,988	95,302	-0.3
Police Interceptor Utility	1,645	1,009	63.0	9,472	5,941	59.4
Expedition	<u>4,621</u>	<u>3,211</u>	43.9	<u>22,099</u>	<u>17,741</u>	24.6
<b>Ford Utilities</b>	59,106	64,502	-8.4	353,506	357,417	-1.1
F-Series	60,560	68,009	-11.0	365,825	367,486	-0.5
E-Series	11,790	13,180	-10.5	66,905	65,963	1.4
Transit	490	0	NA	490	0	NA
Transit Connect	4,573	3,532	29.5	19,799	20,446	-3.2
Heavy Trucks	<u>668</u>	<u>726</u>	-8.0	<u>4,675</u>	<u>3,559</u>	31.4
<b>Ford Trucks</b>	<u>78,081</u>	<u>85,447</u>	-8.6	<u>457,694</u>	<u>457,454</u>	0.1
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<b>LINCOLN BRAND</b>						
MKZ	2,990	3,180	-6.0	18,976	14,440	31.4
MKS	<u>602</u>	<u>906</u>	-33.6	<u>4,688</u>	<u>5,112</u>	-8.3
<b>Lincoln Cars</b>	3,592	4,086	-12.1	23,664	19,552	21.0
MKC	684	0	NA	1,361	0	NA
MKX	1,765	2,014	-12.4	13,097	11,651	12.4
MKT	509	689	-26.1	2,747	3,256	-15.6
Navigator	<u>721</u>	<u>680</u>	6.0	<u>3,653</u>	<u>3,829</u>	-4.6
<b>Lincoln Utilities</b>	<u>3,679</u>	<u>3,383</u>	8.7	<u>20,858</u>	<u>18,736</u>	11.3
<b>Lincoln Brand</b>	7,271	7,469	-2.7	44,522	38,288	16.3