Fusion, Explorer, Escape Lead Ford's Best July Results in Eight Years; F-Series and Lincoln Also Post Gains

- Ford Motor Company U.S. July sales increased 10 percent with 212,236 vehicles sold for best July performance in eight years
- Ford Fusion posted a record July sales month with 23,942 cars sold, up 17 percent
- Ford Explorer sales increased 32 percent; Ford Escape posted best July with a 19 percent sales increase
- Ford F-Series again topped 60,000-vehicle mark, up 5 percent
- Lincoln sales increased 14 percent on building MKC stock

DEARBORN, Mich., Aug. 1, 2014 – Ford Motor Company U.S. sales of 212,236 vehicles increased 10 percent over a year ago for the best July in eight years. Retail sales of 162,028 vehicles are up 7 percent.

"July proved to be a very good month for Ford and Lincoln with positive gains across the board in all the major segments," said John Felice, Ford vice president, U.S. Marketing, Sales and Service. "Escape and Fusion were big contributors to our sales increases, with both setting July sales records. F-Series again topped the 60,000-vehicle sales mark and we're seeing great initial demand for our launch vehicles, such as the Transit Connect, Transit Connect Wagon and the Lincoln MKC as availability builds."

Ford Fusion set an all-time monthly sales record in July with 23,942 cars sold, a gain of 17 percent. The West region of the United States continues to drive Fusion sales higher, with a 24 percent retail increase relative to a 22 percent increase nationally.

Ford Explorer sales are up 32 percent with 16,797 vehicles sold, for the vehicle's best July since 2005. Ford Escape sales are up 19 percent, setting an all-time performance record for July.

Ford F-Series sales are up 5 percent with 63,240 trucks sold, a number achieved with the lowest incentives of the three largest pickup truck manufacturers.

Lincoln sales of 7,863 vehicles are up 14 percent, giving the brand its best July result in six years. Stock for Lincoln MKC is expanding and momentum is building, with 1,534 vehicles sold in July.

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About Ford Motor Company

Ford Motor Company, a global automotive industry leader based in Dearborn, Mich., manufactures or distributes automobiles across six continents. With about 186,000 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 JULY 2014 U.S. SALES

	July		%	Year-To-Date		%
	2014	2013	Change	2014	2013	Change
SALES BY BRAND						
Ford	204,373	186,796	9.4	1,429,883	1,441,803	-0.8
Lincoln	7,863	6,919	13.6	52,385	45,207	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	78,583	73,693	6.6	536,277	531,147	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	6,564	5,768	13.8	50,795	48,879	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	4,371	2,744	59.3	26,470	20,485	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	769	635	21.1	5,444	4,194	29.8
Ford Trucks	78,583	73,693	6.6	536,277	531,147	1.0
Ford Brand	204,373	186,796	9.4	1,429,883	1,441,803	-0.8

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	July		%	Year-To-Date		%
	2014	2013	Change	2014	2013	Change
LINCOLN BRAND						
MKZ	2,776	2,809	-1.2	21,752	17,249	26.1
MKS	530	1,038	-48.9	5,218	6,150	-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	634	633	0.2	4,287	4,462	-3.9
Lincoln Utilities	4,557	3,072	48.3	25,415	21,808	16.5
Lincoln Brand	7,863	6,919	13.6	52,385	45,207	15.9