



## Ford Motor Company Posts Best July Since 2006 and Best Retail Sales Since 2005

- Ford Motor Company's U.S. sales for July increase 11 percent compared with a year ago, for the best total July monthly sales since 2006; retail sales surge 19 percent, for the best July retail sales since 2005
- Ford small cars – Fiesta, Focus and C-MAX hybrids – are up 32 percent, driving coastal retail share gains
- Ford utility vehicles also strong, with Edge up 15 percent, Explorer up 13 percent and Escape up 4 percent, putting all three vehicles on pace for a record-setting year
- F-Series posts best July sales since 2006

**DEARBORN, Mich., Aug. 1, 2013** – Ford Motor Company's U.S. sales grew 11 percent compared with a year ago – the best total July sales since 2006. Retail sales are up 19 percent, marking the company's best July retail sales month since 2005.

With tight inventories, retail car sales are up 13 percent, utilities are up 19 percent, and trucks are up 27 percent – with strong growth in the coastal regions.

"We saw continued strength and growth in our retail business, particularly in the coastal regions of the country," said Ken Czuby, Ford vice president, U.S. marketing, sales and service. "Our small cars and hybrids continue to attract new customers to Ford and away from our competitors, thanks to the vehicles' combination of styling, technology, fuel economy and performance."

Ford small cars – including Fiesta, Focus and C-MAX hybrids – are up 32 percent, with a combined 27,131 sales, making it Ford's best July for small car performance since 2000.

All three Ford utility vehicles are on pace to set sales records this year, with Escape up 4 percent in July to 22,343 vehicles sold and Explorer up 13 percent to 12,742 vehicles sold. Edge also posted a record July with 10,541 vehicles sold, a 15 percent increase from last year.

F-Series sales increased 23 percent, with 60,449 vehicles sold. F-Series sales now have increased for 24 consecutive months, and July 2013 marks the best July sales month for F-Series since 2006.

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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 177,000 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 2013 U.S. SALES

	<u>July</u>		%	<u>Year-To-Date</u>		%
	<u>2013</u>	<u>2012</u>	<u>Change</u>	<u>2013</u>	<u>2012</u>	<u>Change</u>
<b>SALES BY BRAND</b>						
Ford	186,796	166,991	11.9	1,441,803	1,268,652	13.6
Lincoln	<u>6,919</u>	<u>6,975</u>	-0.8	<u>45,207</u>	<u>48,937</u>	-7.6
Total Vehicles	193,715	173,966	11.4	1,487,010	1,317,589	12.9
<b>SALES BY TYPE</b>						
Cars	64,544	61,803	4.4	524,232	472,853	10.9
Utilities	55,478	50,751	9.3	431,631	376,282	14.7
Trucks	<u>73,693</u>	<u>61,412</u>	20.0	<u>531,147</u>	<u>468,454</u>	13.4
Total Vehicles	193,715	173,966	11.4	1,487,010	1,317,589	12.9
<b>FORD BRAND</b>						
Fiesta	7,667	4,059	88.9	45,831	35,385	29.5
Focus	16,764	16,454	1.9	151,549	147,877	2.5
C-MAX	2,700	0	NA	23,040	0	NA
Fusion	20,522	23,326	-12.0	181,668	160,175	13.4
Taurus	6,373	5,256	21.3	43,820	40,621	7.9
Police Interceptor Sedan	903	1,106	-18.4	6,046	3,962	52.6
Mustang	5,768	7,371	-21.7	48,879	55,995	-12.7
Crown Victoria	<u>0</u>	<u>243</u>	-100.0	<u>0</u>	<u>2,820</u>	-100.0
<b>Ford Cars</b>	60,697	57,815	5.0	500,833	446,835	12.1
Escape	22,343	21,572	3.6	178,969	148,739	20.3
Edge	10,541	9,177	14.9	79,512	74,613	6.6
Flex	2,689	2,318	16.0	15,525	18,807	-17.5
Explorer	12,742	11,313	12.6	108,044	87,034	24.1
Police Interceptor Utility	1,347	684	96.9	7,288	2,857	155.1
Expedition	<u>2,744</u>	<u>2,700</u>	1.6	<u>20,485</u>	<u>21,313</u>	-3.9
<b>Ford Utilities</b>	52,406	47,764	9.7	409,823	353,363	16.0
F-Series	60,449	49,314	22.6	427,935	350,455	22.1
Ranger	0	413	-100.0	0	18,855	-100.0
E-Series	9,724	8,574	13.4	75,687	75,839	-0.2
Transit Connect	2,885	2,627	9.8	23,331	19,581	19.2
Heavy Trucks	<u>635</u>	<u>484</u>	31.2	<u>4,194</u>	<u>3,724</u>	12.6
<b>Ford Trucks</b>	<u>73,693</u>	<u>61,412</u>	20.0	<u>531,147</u>	<u>468,454</u>	13.4
<b>Ford Brand</b>	186,796	166,991	11.9	1,441,803	1,268,652	13.6

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<b>LINCOLN BRAND</b>						
MKZ	2,809	3,033	-7.4	17,249	17,572	-1.8
MKS	1,038	878	18.2	6,150	7,682	-19.9
Town Car	<u>0</u>	<u>77</u>	-100.0	<u>0</u>	<u>764</u>	-100.0
<b>Lincoln Cars</b>	3,847	3,988	-3.5	23,399	26,018	-10.1
MKX	2,002	1,724	16.1	13,653	14,152	-3.5
MKT	437	738	-40.8	3,693	4,386	-15.8
Navigator	<u>633</u>	<u>525</u>	20.6	<u>4,462</u>	<u>4,381</u>	1.8
<b>Lincoln Utilities</b>	<u>3,072</u>	<u>2,987</u>	2.8	<u>21,808</u>	<u>22,919</u>	-4.8
<b>Lincoln Brand</b>	6,919	6,975	-0.8	45,207	48,937	-7.6