



## Ford F-Series Has Best February in Eight Years; Lincoln Sales Increase 36 Percent

- Ford F-Series, America's best-selling truck for 37 years, posts best February U.S. sales in eight years
- Continuing its momentum during the past five months, Lincoln sales increase 36 percent on strong MKZ and MKX performance
- Ford Motor Company February U.S. sales of 183,947 vehicles decline 6 percent compared with last year; retail sales total 125,919 vehicles, down 4 percent

**DEARBORN, Mich., March 3, 2014** – Ford Motor Company U.S. total sales of 183,947 vehicles in February are down 6 percent from a year ago. Retail sales of 125,919 vehicles are off 4 percent. Ford F-Series and Lincoln brand vehicles posted strong gains.

“Sales surged in the final week, providing us momentum after a slow start to the month,” said John Felice, Ford vice president, U.S. marketing, sales and service. “Ford Fusion continued its strong retail sales performance in the West, outpacing the mid-size sedan segment. F-Series and Lincoln also continued to perform well.”

F-Series sales totaled 55,882 in February, making the month Ford's best February for F-Series in eight years.

Led by MKZ and MKX, Lincoln sales of 6,661 are up 36 percent in February compared with a year ago. This represents Lincoln's fifth straight month of positive sales gains, with double-digit gains in four of these five months. Over the last five months, Lincoln sold 34,476 vehicles, representing a 26 percent increase over the same period one year ago.

Ford Motor Company fleet sales were off 10 percent in February, as winter weather again delayed a portion of fleet orders. The volumes are anticipated to be made up in March.

# # #

### **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 181,000 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>.*

**Contact:** Erich Merkle  
313.806.4562  
[emerke2@ford.com](mailto:emerke2@ford.com)

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

	<u>February</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	177,286	190,939	-7.2	325,957	353,249	-7.7
Lincoln	<u>6,661</u>	<u>4,883</u>	36.4	<u>12,634</u>	<u>9,074</u>	39.2
Total Vehicles	183,947	195,822	-6.1	338,591	362,323	-6.5
<b>SALES BY TYPE</b>						
Cars	61,051	70,647	-13.6	109,702	126,825	-13.5
Utilities	55,688	58,228	-4.4	104,373	109,924	-5.0
Trucks	<u>67,208</u>	<u>66,947</u>	0.4	<u>124,516</u>	<u>125,574</u>	-0.8
Total Vehicles	183,947	195,822	-6.1	338,591	362,323	-6.5
<b>FORD BRAND</b>						
Fiesta	4,844	5,015	-3.4	9,006	9,300	-3.2
Focus	15,926	20,808	-23.5	27,929	36,969	-24.5
C-MAX	1,853	3,183	-41.8	3,271	5,908	-44.6
Fusion	23,898	27,875	-14.3	44,615	50,274	-11.3
Taurus	3,587	5,047	-28.9	6,620	9,981	-33.7
Police Interceptor Sedan	718	828	-13.3	1,398	1,532	NA
Mustang	<u>6,410</u>	<u>6,024</u>	6.4	<u>10,291</u>	<u>9,632</u>	6.8
<b>Ford Cars</b>	57,236	68,780	-16.8	103,130	123,596	-16.6
Escape	23,145	24,110	-4.0	42,604	44,049	-3.3
Edge	10,965	9,683	13.2	20,376	19,297	5.6
Flex	1,978	1,662	19.0	3,628	3,277	10.7
Explorer	12,921	16,586	-22.1	24,617	31,140	-20.9
Police Interceptor Utility	1,003	805	24.6	2,117	1,458	45.2
Expedition	<u>2,830</u>	<u>2,366</u>	19.6	<u>4,969</u>	<u>4,858</u>	2.3
<b>Ford Utilities</b>	52,842	55,212	-4.3	98,311	104,079	-5.5
F-Series	55,882	54,489	2.6	102,418	101,330	1.1
E-Series	8,489	8,336	1.8	15,965	16,323	-2.2
Transit Connect	2,239	3,610	-38.0	4,385	6,771	-35.2
Heavy Trucks	<u>598</u>	<u>512</u>	16.8	<u>1,748</u>	<u>1,150</u>	52.0
<b>Ford Trucks</b>	<u>67,208</u>	<u>66,947</u>	0.4	<u>124,516</u>	<u>125,574</u>	-0.8
<b>Ford Brand</b>	177,286	190,939	-7.2	325,957	353,249	-7.7

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

	<u>February</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>LINCOLN BRAND</b>						
MKZ	3,044	945	222.1	5,166	1,398	269.5
MKS	<u>771</u>	<u>922</u>	-16.4	<u>1,406</u>	<u>1,831</u>	-23.2
<b>Lincoln Cars</b>	3,815	1,867	104.3	6,572	3,229	103.5
MKX	2,041	1,883	8.4	4,520	3,712	21.8
MKT	365	511	-28.6	727	922	-21.1
Navigator	<u>440</u>	<u>622</u>	-29.3	<u>815</u>	<u>1,211</u>	-32.7
<b>Lincoln Utilities</b>	<u>2,846</u>	<u>3,016</u>	-5.6	<u>6,062</u>	<u>5,845</u>	3.7
<b>Lincoln Brand</b>	6,661	4,883	36.4	12,634	9,074	39.2