



Ford U.S. Van Sales up 26 Percent, Truck Sales Up 5 Percent in July; Total Sales Down 3 Percent on Lower Retail Demand

- Ford sold 87,104 trucks and vans in July – up 5 percent versus a year ago
- Ford vans up 26 percent, led by Transit; Ford F-Series sales total 65,657 pickups – down 1 percent
- Lincoln posts retail gain of 2 percent with gains from new Lincoln MKZ and Lincoln MKX
- Total U.S. company sales were 216,479, down 3 percent, with fleet up 6 percent and retail down 6 percent

DEARBORN, Mich., Aug. 2, 2016 – Ford Motor Company’s total truck sales, including pickups and vans, grew 5 percent in July versus a year ago with 87,104 sold. Overall company U.S. sales were down 3 percent, with 216,479 total vehicles sold.

Fleet sales – sales to large companies, government customers and rental car companies – were up 6 percent, with 55,321 sold. Retail sales were down 6 percent, with 161,158 sold.

Van sales reached their best July sales since 1978, with 20,236 sold, driven largely by Transit with a 41 percent gain. F-Series pickups posted a 1 percent decline, with 65,657 sold.

“Trucks and vans continue to be market strengths for Ford,” said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service. “Van customers rewarded us with another strong year-over-year gain, and F-Series had its best retail sales this year.”

Ford’s overall transaction pricing also grew \$1,600 in July versus a year ago – more than double the industry average – driven by the continued higher mix shift to trucks and SUVs.

On the success of its newest products, Lincoln retail sales rose 2 percent in July. Lincoln MKZ sales were up 12 percent, while Lincoln MKX was up 5 percent.

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About Ford Motor Company

[Ford Motor Company](http://www.ford.com) is a global automotive and mobility company based in Dearborn, Michigan. With about 201,000 employees and 67 plants worldwide, the company’s core business includes designing, manufacturing, marketing, financing and servicing a full line of Ford cars, trucks, SUVs and electrified vehicles, as well as Lincoln luxury vehicles. At the same time, Ford is aggressively pursuing emerging opportunities through Ford Smart Mobility, the company’s plan to be a leader in connectivity, mobility, autonomous vehicles, the customer experience, and data and analytics. For more information regarding Ford, its products worldwide or Ford Motor Credit Company, visit www.corporate.ford.com.

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FORD MOTOR COMPANY JULY 2016 U.S. SALES

	<u>July</u>		%	<u>Year-To-Date</u>		%
	<u>2016</u>	<u>2015</u>	<u>Change</u>	<u>2016</u>	<u>2015</u>	<u>Change</u>
SALES BY BRAND						
Ford	207,381	213,195	-2.7	1,507,132	1,459,704	3.2
Lincoln	<u>9,098</u>	<u>9,536</u>	-4.6	<u>62,395</u>	<u>56,648</u>	10.1
Total Vehicles	216,479	222,731	-2.8	1,569,527	1,516,352	3.5
SALES BY TYPE						
Cars	59,854	66,004	-9.3	451,127	495,464	-8.9
SUVs	69,521	73,632	-5.6	499,796	465,528	7.4
Trucks	<u>87,104</u>	<u>83,095</u>	4.8	<u>618,604</u>	<u>555,360</u>	11.4
Total Vehicles	216,479	222,731	-2.8	1,569,527	1,516,352	3.5
FORD BRAND						
Fiesta	4,092	5,491	-25.5	29,631	40,980	-27.7
Focus	13,973	17,027	-17.9	117,117	134,106	-12.7
C-MAX	1,867	1,918	-2.7	12,135	13,101	-7.4
Fusion	24,007	25,105	-4.4	170,840	178,263	-4.2
Taurus	2,230	4,002	-44.3	21,925	24,038	-8.8
Police Interceptor Sedan	839	793	5.8	5,530	5,929	-6.7
Mustang	<u>9,565</u>	<u>8,482</u>	12.8	<u>72,530</u>	<u>76,772</u>	-5.5
Ford Cars	56,573	62,818	-9.9	429,708	473,189	-9.2
Escape	26,260	29,253	-10.2	181,638	175,669	3.4
Edge	10,512	10,020	4.9	81,550	73,615	10.8
Flex	1,777	1,898	-6.4	13,612	12,493	9.0
Explorer	16,615	21,361	-22.2	128,952	130,865	-1.5
Police Interceptor Utility	2,577	2,020	27.6	19,347	14,920	29.7
Expedition	<u>5,963</u>	<u>2,730</u>	118.4	<u>33,721</u>	<u>23,593</u>	42.9
Ford SUVs	63,704	67,282	-5.3	458,820	431,155	6.4
F-Series	65,657	66,288	-1.0	460,901	423,468	8.8
E-Series	4,011	3,342	20.0	31,406	31,225	0.6
Transit	11,335	8,025	41.2	89,815	65,668	36.8
Transit Connect	4,890	4,723	3.5	27,393	28,980	-5.5
Heavy Trucks	<u>1,211</u>	<u>717</u>	68.9	<u>9,089</u>	<u>6,019</u>	51.0
Ford Trucks	<u>87,104</u>	<u>83,095</u>	4.8	<u>618,604</u>	<u>555,360</u>	11.4
Ford Brand	207,381	213,195	-2.7	1,507,132	1,459,704	3.2
LINCOLN BRAND						
MKZ	2,968	2,642	12.3	17,661	17,902	-1.3
MKS	<u>313</u>	<u>544</u>	-42.5	<u>3,758</u>	<u>4,373</u>	-14.1
Lincoln Cars	3,281	3,186	3.0	21,419	22,275	-3.8
MKC	2,138	2,455	-12.9	14,249	13,787	3.4
MKX	2,656	2,519	5.4	17,745	11,268	57.5
MKT	259	591	-56.2	2,417	2,694	-10.3
Navigator	<u>764</u>	<u>785</u>	-2.7	<u>6,565</u>	<u>6,624</u>	-0.9
Lincoln SUVs	<u>5,817</u>	<u>6,350</u>	-8.4	<u>40,976</u>	<u>34,373</u>	19.2
Lincoln Brand	9,098	9,536	-4.6	62,395	56,648	10.1