



Ford Fusion, Escape, Explorer, Transit Connect Post Record Sales; Lincoln Has Best October in Seven Years

- Ford Fusion posts best October sales ever – the car's sixth straight month of record performance and best year-to-date sales results since launch in 2005
- Ford Escape posts best-ever October performance and record year-to-date sales; Ford Explorer has best October sales results since 2004
- Ford Transit Connect sales increase 28 percent for the vehicle's best-ever October performance
- Lincoln has its best October sales results in seven years
- Ford Motor Company U.S. sales of 188,654 vehicles for October represent a 2 percent decline from a year ago

DEARBORN, Mich., Nov. 3, 2014 – Ford Motor Company U.S. sales totaled 188,654 vehicles in October, down 2 percent from a year ago. Daily rental business declined 13 percent, while government and commercial sales were up 4 and 18 percent, respectively.

Overall sales declines were expected and tied to the plant changeover for the introduction of the all-new 2015 F-150. Declines in daily rental volumes also are part of a planned reduction for 2014. Through October, Ford sales via daily rental channels have declined 18 percent.

"Fusion is an outstanding success story with October marking six straight months of record sales," said John Felice, Ford vice president, U.S. Marketing, Sales and Service. "Fusion is on pace to break the 300,000-vehicle mark this year for the first time ever. Plus, based on the strong sales of the all-new MKC, Lincoln produced its best sales results in October since 2007."

Fusion October sales totaled 22,846 vehicles – an increase of 5 percent – representing the car's best-ever October sales performance.

Escape reported sales of 24,919 vehicles last month – a 12 percent increase and the vehicle's best-ever October performance. Explorer sales increased 6 percent, with 14,455 vehicles sold, making it Explorer's best October performance since 2004. Transit Connect sales gained 28 percent, providing a record October with 4,068 vehicles sold.

Lincoln sales of 8,883 vehicles posted a 25 percent gain and the brand's best October results since 2007. MKC continues to lift Lincoln, with sales of 2,197 vehicles. MKC continues to lift Lincoln, with its best sales yet last month.

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About Ford Motor Company

[Ford Motor Company](http://corporate.ford.com), a global automotive industry leader based in Dearborn, Michigan, manufactures or distributes automobiles across six continents. With about 189,000 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 OCTOBER 2014 U.S. SALES

	<u>October</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>
SALES BY BRAND						
Ford	179,771	184,854	-2.7	1,996,600	2,018,428	-1.1
Lincoln	<u>8,883</u>	<u>7,131</u>	24.6	<u>76,671</u>	<u>66,983</u>	14.5
Total Vehicles	188,654	191,985	-1.7	2,073,271	2,085,411	-0.6
SALES BY TYPE						
Cars	53,542	60,488	-11.5	688,971	715,934	-3.8
Utilities	59,908	54,299	10.3	620,759	603,332	2.9
Trucks	<u>75,204</u>	<u>77,198</u>	-2.6	<u>763,541</u>	<u>766,145</u>	-0.3
Total Vehicles	188,654	191,985	-1.7	2,073,271	2,085,411	-0.6
FORD BRAND						
Fiesta	3,629	4,337	-16.3	56,032	61,955	-9.6
Focus	13,733	15,108	-9.1	189,889	203,762	-6.8
C-MAX	1,962	2,530	-22.5	23,693	30,784	-23.0
Fusion	22,846	21,740	5.1	263,431	248,033	6.2
Taurus	3,019	5,032	-40.0	46,601	59,967	-22.3
Police Interceptor Sedan	756	995	-24.0	8,868	9,681	-8.4
Mustang	<u>4,565</u>	<u>6,918</u>	-34.0	<u>64,396</u>	<u>66,083</u>	-2.6
Ford Cars	50,510	56,660	-10.9	652,910	680,265	-4.0
Escape	24,919	22,253	12.0	255,081	250,543	1.8
Edge	7,225	8,681	-16.8	93,276	108,270	-13.8
Flex	1,697	1,623	4.6	20,233	21,450	-5.7
Explorer	14,455	13,584	6.4	157,758	149,431	5.6
Police Interceptor Utility	2,041	1,704	19.8	17,390	11,791	47.5
Expedition	<u>3,720</u>	<u>3,151</u>	18.1	<u>36,411</u>	<u>30,533</u>	19.3
Ford Utilities	54,057	50,996	6.0	580,149	572,018	1.4
F-Series	63,410	63,803	-0.6	620,447	623,309	-0.5
E-Series	4,712	9,508	-50.4	93,856	102,751	-8.7
Transit	2,257	0	NA	5,567	0	NA
Transit Connect	4,068	3,169	28.4	36,012	33,613	7.1
Heavy Trucks	<u>757</u>	<u>718</u>	5.4	<u>7,659</u>	<u>6,472</u>	18.3
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Ford Brand	179,771	184,854	-2.7	1,996,600	2,018,428	-1.1

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LINCOLN BRAND						
MKZ	2,508	2,909	-13.8	29,277	26,684	9.7
MKS	<u>524</u>	<u>919</u>	-43.0	<u>6,784</u>	<u>8,985</u>	-24.5
Lincoln Cars	3,032	3,828	-20.8	36,061	35,669	1.1
MKC	2,197	0	NA	8,615	0	NA
MKX	1,996	2,022	-1.3	20,724	19,420	6.7
MKT	338	327	3.4	4,063	4,985	-18.5
Navigator	<u>1,320</u>	<u>954</u>	38.4	<u>7,208</u>	<u>6,909</u>	4.3
Lincoln Utilities	<u>5,851</u>	<u>3,303</u>	77.1	<u>40,610</u>	<u>31,314</u>	29.7
Lincoln Brand	8,883	7,131	24.6	76,671	66,983	14.5