



NEWS

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IMMEDIATE RELEASE

FORD CROSSOVERS SOAR AGAIN IN SEPTEMBER; OVERALL MONTHLY VEHICLE SALES DECLINE

- Sales of Ford's all-new and redesigned crossovers spiked 96 percent in September; year-to-date sales were up 52 percent. Ford Edge and Lincoln MKX post highest retail sales to date.
- Overall sales totaled 189,863, down 21 percent compared with a year ago; daily rental sales were down 62 percent and sales to individual retail customers were down 15 percent.
- Lincoln registers 12th month in a row of higher retail sales; total Lincoln sales up 33 percent (retail up 40 percent) in September and 15 percent (retail up 17 percent) year-to-date.
- Land Rover dealers report record sales of 4,190, up 21 percent, reflecting all-new LR2.

DEARBORN, Mich., Oct. 2 – Demand continues to grow for Ford Motor Company's all-new and redesigned crossover vehicles, even as overall sales declined in September.

Total September sales were 189,863, down 21 percent compared with a year ago. Sales to daily rental companies were down 62 percent and sales to individual retail customers were down 15 percent.

Ford, Lincoln and Mercury's all-new and redesigned crossover utility sales were up 96 percent in September and up 52 percent year-to-date – the largest increase of any major manufacturer.

“We continue to be encouraged by customers' strong response to our new products, which we're launching with high quality,” said Mark Fields, president, The Americas. “Demand for our new crossovers continues to grow and contributes to our efforts to stabilize U.S. retail market share.”

In September, Ford Edge sales were 11,632 and Lincoln MKX sales were 3,805. Both new crossovers achieved their highest retail sales month to date. The Edge and Lincoln MKX were introduced in December 2006 and already are among the best sellers in the mid-size and premium CUV segments.

Sales for the redesigned 2008 model Ford Escape and Mercury Mariner crossovers were higher in September. Escape sales were 11,132, up 10 percent, and Mariner sales were 2,699, up 4 percent.

The Lincoln brand posted its 12th month in a row of higher retail sales. In September, total Lincoln sales were up 33 percent (retail up 40 percent). Year-to-date, total Lincoln sales were up 15 percent (retail up 17 percent). Lincoln's rebound reflects the new Lincoln MKX crossover, the new Lincoln MKZ sedan (up 25 percent in September) and the redesigned Navigator (up 38 percent in September).

"We're building a strong foundation for future growth at Lincoln," said Fields. "This is the early phase of an aggressive plan to restore Lincoln as America's choice for luxury vehicles."

Land Rover's September sales were 4,190, up 21 percent, reflecting the addition of the all-new LR2 crossover. Land Rover sales were up 8 percent year-to-date.

Note: The sales data included in this release and the accompanying tables are based largely on data reported by dealers representing their sales to retail and fleet customers.

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About Ford Motor Company

Ford Motor Company, a global automotive industry leader based in Dearborn, Mich., manufactures or distributes automobiles in 200 markets across six continents. With about 260,000 employees and about 100 plants worldwide, the company's core and affiliated automotive brands include Ford, Jaguar, Land Rover, Lincoln, Mercury, Volvo and Mazda. The company provides financial services through Ford Motor Credit Company. For more information regarding Ford's products, please visit www.fordvehicles.com.

FORD MOTOR COMPANY SEPTEMBER 2007 U.S. SALES

	<u>September Month</u>		<u>% Change</u>	<u>September CYTD</u>		<u>% Change</u>
	<u>2007</u>	<u>2006</u>		<u>2007</u>	<u>2006</u>	
Sales By Brand						
Ford	155,037	204,070	-24.0	1,620,925	1,911,193	-15.2
Mercury	11,403	13,117	-13.1	129,743	146,418	-11.4
Lincoln	9,764	7,362	32.6	102,449	89,494	14.5
Jaguar	1,061	1,158	-8.4	12,017	16,508	-27.2
Volvo	8,408	9,672	-13.1	80,884	89,669	-9.8
Land Rover	<u>4,190</u>	<u>3,469</u>	20.8	<u>36,074</u>	<u>33,527</u>	7.6
Total Ford Motor Company	189,863	238,848	-20.5	1,982,092	2,286,809	-13.3
Memo: Cars and Trucks						
Cars	56,267	92,111	-38.9	648,441	879,241	-26.2
Trucks	<u>133,596</u>	<u>146,737</u>	-9.0	<u>1,333,651</u>	<u>1,407,568</u>	-5.3
Total Ford Motor Company	189,863	238,848	-20.5	1,982,092	2,286,809	-13.3

FORD BRAND SEPTEMBER 2007 U.S. SALES

	<u>September Month</u>		<u>%</u>	<u>September CYTD</u>		<u>%</u>
	<u>2007</u>	<u>2006</u>	<u>Change</u>	<u>2007</u>	<u>2006</u>	<u>Change</u>
Crown Victoria	3,520	4,150	-15.2	46,188	50,792	-9.1
Taurus (New)	3,562	0	NA	17,912	0	NA
Five Hundred	668	6,054	-89.0	34,602	68,082	-49.2
Fusion	11,966	10,917	9.6	112,519	111,086	1.3
Focus	9,885	14,160	-30.2	133,043	140,830	-5.5
Mustang	10,266	14,341	-28.4	109,803	133,269	-17.6
Taurus (Old)	0	22,811	-100.0	0	147,996	-100.0
Thunderbird	0	0	NA	0	469	-100.0
GT	<u>0</u>	<u>133</u>	-100.0	<u>231</u>	<u>1,498</u>	-84.6
Total Ford Cars	39,867	72,566	-45.1	454,298	654,022	-30.5
Escape	11,132	10,095	10.3	127,737	123,063	3.8
Edge	11,632	0	NA	89,676	0	NA
Taurus X	2,517	0	NA	7,097	0	NA
Freestyle	548	3,801	-85.6	23,314	49,275	-52.7
Explorer	10,690	15,701	-31.9	108,535	143,270	-24.2
Expedition	5,827	6,374	-8.6	71,213	60,206	18.3
Excursion	0	0	NA	0	965	-100.0
Freestar	0	2,576	-100.0	2,390	44,829	-94.7
Econoline/Club Wagon	11,897	13,562	-12.3	130,763	133,391	-2.0
Ranger	4,019	7,057	-43.0	57,434	72,179	-20.4
F-Series	56,065	70,822	-20.8	537,211	616,785	-12.9
Low Cab Forward	143	332	-56.9	2,257	2,805	-19.5
Heavy Trucks	<u>700</u>	<u>1,184</u>	-40.9	<u>9,000</u>	<u>10,403</u>	-13.5
Total Ford Trucks	<u>115,170</u>	<u>131,504</u>	-12.4	<u>1,166,627</u>	<u>1,257,171</u>	-7.2
Total Ford Brand	155,037	204,070	-24.0	1,620,925	1,911,193	-15.2

LINCOLN AND MERCURY BRAND SEPTEMBER 2007 U.S. SALES

	<u>September Month</u>			<u>September CYTD</u>		
	<u>2007</u>	<u>2006</u>	<u>% Change</u>	<u>2007</u>	<u>2006</u>	<u>% Change</u>
Grand Marquis	2,737	2,776	-1.4	38,280	46,159	-17.1
Sable (New)	1,551	0	NA	6,222	0	NA
Montego	300	1,907	-84.3	10,443	18,151	-42.5
Milan	<u>2,557</u>	<u>3,226</u>	-20.7	<u>27,641</u>	<u>28,334</u>	-2.4
Total Mercury Cars	7,145	7,909	-9.7	82,586	92,644	-10.9
Town Car	611	2,220	-72.5	25,580	29,209	-12.4
LS	0	446	-100.0	0	8,368	-100.0
MKZ	<u>2,589</u>	<u>2,065</u>	25.4	<u>25,537</u>	<u>24,003</u>	6.4
Total Lincoln Cars	<u>3,200</u>	<u>4,731</u>	-32.4	<u>51,117</u>	<u>61,580</u>	-17.0
Total Mercury and Lincoln Cars	10,345	12,640	-18.2	133,703	154,224	-13.3
Mariner	2,699	2,602	3.7	27,850	26,454	5.3
Mountaineer	1,559	2,136	-27.0	18,607	23,539	-21.0
Monterey	<u>0</u>	<u>470</u>	-100.0	<u>700</u>	<u>3,781</u>	-81.5
Total Mercury Trucks	4,258	5,208	-18.2	47,157	53,774	-12.3
MKX	3,805	0	NA	26,950	0	NA
Navigator	1,964	1,428	37.5	17,729	16,481	7.6
Aviator	0	0	NA	0	1,711	-100.0
Mark LT	<u>795</u>	<u>1,203</u>	-33.9	<u>6,653</u>	<u>9,722</u>	-31.6
Total Lincoln Trucks	<u>6,564</u>	<u>2,631</u>	149.5	<u>51,332</u>	<u>27,914</u>	83.9
Total Mercury and Lincoln Trucks	<u>10,822</u>	<u>7,839</u>	38.1	<u>98,489</u>	<u>81,688</u>	20.6
Total Mercury and Lincoln Vehicles	21,167	20,479	3.4	232,192	235,912	-1.6
Total Lincoln Brand	9,764	7,362	32.6	102,449	89,494	14.5
Total Mercury Brand	11,403	13,117	-13.1	129,743	146,418	-11.4

JAGUAR BRAND SEPTEMBER 2007 U.S. SALES

	<u>September Month</u>			<u>September CYTD</u>		
	<u>2007</u>	<u>2006</u>	<u>% Change</u>	<u>2007</u>	<u>2006</u>	<u>% Change</u>
XJ	407	33	1133.3	3,308	3,781	-12.5
S-TYPE	239	402	-40.5	2,812	5,021	-44.0
X-TYPE	197	412	-52.2	2,403	4,352	-44.8
XK	<u>218</u>	<u>311</u>	-29.9	<u>3,494</u>	<u>3,354</u>	4.2
Total Jaguar	1,061	1,158	-8.4	12,017	16,508	-27.2

VOLVO BRAND SEPTEMBER 2007 U.S. SALES

	<u>September Month</u>			<u>September CYTD</u>		
	<u>2007</u>	<u>2006</u>	<u>% Change</u>	<u>2007</u>	<u>2006</u>	<u>% Change</u>
C30	811	0	NA	862	0	NA
S40	1,132	2,417	-53.2	14,645	18,627	-21.4
V50	224	405	-44.7	2,185	3,165	-31.0
S60	826	1,898	-56.5	14,355	20,386	-29.6
V70	372	512	-27.3	2,884	4,613	-37.5
XC70	954	1,380	-30.9	8,990	10,448	-14.0
C70	321	385	-16.6	3,534	2,552	38.5
S80	1,308	130	906.2	9,958	5,144	93.6
XC90	<u>2,460</u>	<u>2,545</u>	-3.3	<u>23,471</u>	<u>24,734</u>	-5.1
Total Volvo	8,408	9,672	-13.1	80,884	89,669	-9.8

LAND ROVER BRAND SEPTEMBER 2007 U.S. SALES

	<u>September Month</u>			<u>September CYTD</u>		
	<u>2007</u>	<u>2006</u>	<u>% Change</u>	<u>2007</u>	<u>2006</u>	<u>% Change</u>
Range Rover	1,067	909	17.4	8,889	8,421	5.6
Range Rover Sport	1,470	1,381	6.4	12,214	12,640	-3.4
LR3	737	1,175	-37.3	8,658	12,425	-30.3
LR2	916	0	NA	6,312	0	NA
Discovery	0	0	NA	0	1	NA
Freelander	<u>0</u>	<u>4</u>	-100.0	<u>1</u>	<u>40</u>	-97.5
Total Land Rover	4,190	3,469	20.8	36,074	33,527	7.6