



NEWS

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IMMEDIATE RELEASE

FORD'S NOVEMBER U.S. SALES IMPROVE VERSUS OCTOBER BUT LOWER THAN YEAR AGO

- Ford Motor Company's U.S. sales totaled 201,711 in November, down 15 percent compared with a year ago.
- November sales were 1 percent higher than October (up 5 percent at retail).
- Combined sales for the Ford Fusion, Mercury Milan, and Lincoln Zephyr climb 34 percent compared with October.
- Land Rover dealers report record November sales.
- Ford announces first quarter 2006 North American production plan.

DEARBORN, Mich., December 1 – U.S. consumers purchased 201,711 new vehicles from Ford, Lincoln, Mercury, Jaguar, Land Rover and Volvo dealers in November, down 15 percent compared with a year ago. Car sales were down 7 percent and truck sales were down 18 percent.

November sales were 1 percent higher than October as sales to individual retail customers were up 5 percent. The month-to-month improvement reflects higher sales of the company's all-new mid-size sedans (Ford Fusion, Mercury Milan, and Lincoln Zephyr) as well as higher sales for Ford's F-Series truck.

"Recent economic data and higher November auto sales are encouraging," said Steve Lyons, Ford group vice president, North America Marketing, Sales and Service. "It suggests we're moving beyond the payback period following last summer's record sales. We expect December sales will show further improvement."

In November, combined sales for Ford Fusion (5,337), Mercury Milan (1,874), and Lincoln Zephyr (1,652) were 34 percent higher than October.

Ford's F-Series truck posted November sales of 62,878, down 5 percent compared with a year ago, but up 16 percent versus October.

Sales of traditional sport utility vehicles, like Ford's Explorer, continued to experience sharply lower demand than a year ago, but sales were stable compared with October.

Land Rover dealers reported record November sales (up 18 percent) on the strength of its two new models – the LR3 and Range Rover Sport.

North American Production

The company plans to build 885,000 vehicles (320,000 cars and 565,000 trucks) in its North American assembly plants in the first quarter 2006. In the first quarter 2005, the company produced 908,000 vehicles (264,000 cars and 644,000 trucks).

In the fourth quarter of 2005, the company plans to build 790,000 vehicles (245,000 cars and 545,000 trucks), down 20,000 units (all trucks) from the previously announced plan.



FORD MOTOR COMPANY NOVEMBER 2005 U.S. SALES

	<u>November Month</u>		<u>%</u>	<u>November CYTD</u>		<u>%</u>
	<u>2005</u>	<u>2004</u>	<u>Change</u>	<u>2005</u>	<u>2004</u>	<u>Change</u>
Sales By Brand						
Ford	168,386	195,862	-14.0	2,425,490	2,533,084	-4.2
Mercury	10,315	13,019	-20.8	182,442	178,619	2.1
Lincoln	8,418	9,936	-15.3	110,595	126,374	-12.5
Jaguar	1,937	3,268	-40.7	27,979	42,458	-34.1
Volvo	8,076	10,889	-25.8	114,507	126,860	-9.7
Land Rover	<u>4,579</u>	<u>3,881</u>	18.0	<u>39,262</u>	<u>30,011</u>	30.8
Total Ford Motor Company	201,711	236,855	-14.8	2,900,275	3,037,406	-4.5
Memo: Cars and Trucks						
Cars	63,482	68,565	-7.4	960,469	935,133	2.7
Trucks	<u>138,229</u>	<u>168,290</u>	-17.9	<u>1,939,806</u>	<u>2,102,273</u>	-7.7
Total Ford Motor Company	201,711	236,855	-14.8	2,900,275	3,037,406	-4.5

Contact: George Pipas, Ford Motor Company, (313) 323-9216

FORD BRAND NOVEMBER 2005 U.S. SALES

	<u>November Month</u>		<u>% Change</u>	<u>November CYTD</u>		<u>% Change</u>
	<u>2005</u>	<u>2004</u>		<u>2005</u>	<u>2004</u>	
Crown Victoria	3,403	4,297	-20.8	60,464	66,672	-9.3
Five Hundred	7,456	5,274	41.4	99,611	8,376	1,089.2
Taurus	8,270	13,015	-36.5	181,929	229,853	-20.8
Fusion	5,337	0	NA	9,415	0	NA
Focus	9,764	10,308	-5.3	173,805	191,539	-9.3
Mustang	11,030	12,816	-13.9	150,749	116,516	29.4
Thunderbird	250	680	-63.2	9,267	11,088	-16.4
GT	157	63	149.2	1,094	85	1,187.1
Escort	<u>0</u>	<u>0</u>	NA	<u>0</u>	<u>1,210</u>	-100.0
Total Ford Cars	45,667	46,453	-1.7	686,334	625,339	9.8
Freestyle	4,534	3,104	46.1	70,889	4,984	1,322.3
Escape	10,544	12,815	-17.7	152,752	169,122	-9.7
Explorer	11,792	24,467	-51.8	220,792	314,339	-29.8
Expedition	6,727	11,892	-43.4	104,552	145,992	-28.4
Excursion	750	1,867	-59.8	15,498	17,714	-12.5
Freestar	2,930	6,661	-56.0	72,145	94,217	-23.4
Windstar	0	0	NA	0	2,950	-100.0
Econoline/Club Wagon	15,034	12,407	21.2	165,045	155,595	6.1
Ranger	6,263	8,761	-28.5	112,524	147,652	-23.8
F-Series	62,878	66,477	-5.4	811,972	844,119	-3.8
Low Cab Forward	202	0	NA	639	0	NA
Heavy Trucks	<u>1,065</u>	<u>958</u>	11.2	<u>12,348</u>	<u>11,061</u>	11.6
Total Ford Trucks	<u>122,719</u>	<u>149,409</u>	-17.9	<u>1,739,156</u>	<u>1,907,745</u>	-8.8
Total Ford Brand	168,386	195,862	-14.0	2,425,490	2,533,084	-4.2

Contact: Jim Cain, Ford Division, (313) 248-6288

AUTO SPIES LINCOLN AND MERCURY BRAND NOVEMBER 2005 U.S. SALES

	November Month			November CYTD		
	<u>2005</u>	<u>2004</u>	<u>% Change</u>	<u>2005</u>	<u>2004</u>	<u>% Change</u>
Grand Marquis	2,134	4,101	-48.0	61,594	74,661	-17.5
Montego	1,612	1,017	58.5	24,858	1,822	1,264.3
Sable	550	2,129	-74.2	23,449	40,088	-41.5
Milan	<u>1,874</u>	<u>0</u>	NA	<u>3,210</u>	<u>0</u>	NA
Total Mercury Cars	6,170	7,247	-14.9	113,111	116,571	-3.0
Town Car	2,905	3,431	-15.3	42,821	47,837	-10.5
LS	690	1,315	-47.5	18,208	25,233	-27.8
Zephyr	<u>1,652</u>	<u>0</u>	NA	<u>2,856</u>	<u>0</u>	NA
Total Lincoln Cars	<u>5,247</u>	<u>4,746</u>	10.6	<u>63,885</u>	<u>73,070</u>	-12.6
Total Mercury and Lincoln Cars	11,417	11,993	-4.8	176,996	189,641	-6.7
Mariner	2,013	2,308	-12.8	31,399	4,709	566.8
Mountaineer	1,820	2,451	-25.7	30,171	41,058	-26.5
Monterey	<u>312</u>	<u>1,013</u>	-69.2	<u>7,761</u>	<u>16,281</u>	-52.3
Total Mercury Trucks	4,145	5,772	-28.2	69,331	62,048	11.7
Navigator	1,466	3,236	-54.7	23,180	32,118	-27.8
Aviator	450	1,954	-77.0	15,035	21,186	-29.0
Mark LT	<u>1,255</u>	<u>0</u>	NA	<u>8,495</u>	<u>0</u>	NA
Total Lincoln Trucks	<u>3,171</u>	<u>5,190</u>	-38.9	<u>46,710</u>	<u>53,304</u>	-12.4
Total Mercury and Lincoln Trucks	<u>7,316</u>	<u>10,962</u>	-33.3	<u>116,041</u>	<u>115,352</u>	0.6
Total Mercury and Lincoln Vehicles	18,733	22,955	-18.4	293,037	304,993	-3.9
Total Lincoln Brand	8,418	9,936	-15.3	110,595	126,374	-12.5
Total Mercury Brand	10,315	13,019	-20.8	182,442	178,619	2.1

Contact: Sara Tatchio, Lincoln and Mercury, (313) 594-3744

JAGUAR BRAND NOVEMBER 2005 U.S. SALES

	<u>November Month</u>			<u>November CYTD</u>		
	<u>2005</u>	<u>2004</u>	<u>% Change</u>	<u>2005</u>	<u>2004</u>	<u>% Change</u>
XJ	598	1,135	-47.3	7,646	9,590	-20.3
S-TYPE	566	567	-0.2	8,018	10,188	-21.3
X-TYPE	664	1,380	-51.9	10,163	20,086	-49.4
XK	<u>109</u>	<u>186</u>	-41.4	<u>2,152</u>	<u>2,594</u>	-17.0
Total Jaguar	1,937	3,268	-40.7	27,979	42,458	-34.1

Contact: Rosemary Mariniello, Jaguar Land Rover North America, (201) 818-8010

VOLVO BRAND NOVEMBER 2005 U.S. SALES

	<u>November Month</u>			<u>November CYTD</u>		
	<u>2005</u>	<u>2004</u>	<u>% Change</u>	<u>2005</u>	<u>2004</u>	<u>% Change</u>
S40	1,479	2,459	-39.9	22,809	21,732	5.0
V50	374	506	-26.1	5,300	1,928	174.9
V40	0	15	-100.0	8	1,501	-99.5
S60	1,557	1,678	-7.2	23,106	26,102	-11.5
V70	402	794	-49.4	6,841	9,931	-31.1
XC70	739	933	-20.8	13,112	15,000	-12.6
C70	5	239	-97.9	1,434	3,780	-62.1
S80	644	1,160	-44.5	9,662	12,721	-24.0
XC90	<u>2,876</u>	<u>3,105</u>	-7.4	<u>32,235</u>	<u>34,165</u>	-5.6
Total Volvo	8,076	10,889	-25.8	114,507	126,860	-9.7

Contact: Roger Ormisher, Volvo Cars of North America, Inc., (800) 970-0888

LAND ROVER BRAND NOVEMBER 2005 U.S. SALES

	<u>November Month</u>			<u>November CYTD</u>		
	<u>2005</u>	<u>2004</u>	<u>% Change</u>	<u>2005</u>	<u>2004</u>	<u>% Change</u>
Range Rover	1,225	1,484	-17.5	11,563	11,582	-0.2
Range Rover Sport	1,841	0	NA	7,936	0	NA
LR3	1,488	1,307	13.8	16,842	1,307	1,188.6
Discovery	4	813	-99.5	813	12,171	-93.3
Freelander	<u>21</u>	<u>277</u>	-92.4	<u>2,108</u>	<u>4,951</u>	-57.4
Total Land Rover	4,579	3,881	18.0	39,262	30,011	30.8