

# Big 3 Continue to Report Big Sales Numbers

## Ford June Sales Up 13 Percent, Chrysler Up 8, GM Up 6

June was a good month for Detroit's OEMs, as all three manufacturers saw strong sales increases.

Ford led the way with U.S. June sales up 13 percent compared with a year ago, marking Ford's best June sales results since 2006. Cars are up 12 percent, utilities 8 percent, and trucks 20 percent.

"In June, we continued to see strong demand across the entire lineup," said Ken Czuby, Ford vice president, U.S. Marketing, Sales and Service.

"We're particularly encouraged by strong retail share gains, especially in coastal markets, where the combination of great design and fuel economy is resonating with customers - including many buying a Ford for the first time."

Ford small cars - including Fiesta, Focus and C-MAX - totaled 35,851, up 39 percent over last year and marking the best June small car performance in 13 years. Escape posted its best-ever monthly sales, up 1 percent at 28,694 vehicles. Escape set record sales for the fifth straight time this year. The small car performance, combined with strong demand for Escape and Fusion, is driving national share gains, especially in the critical Western and Southeastern areas of the U.S.

Posting a 23rd consecutive monthly sales increase, F-Series sales are up 24 percent at 68,009 vehicles, the best June sales month for F-Series since 2005.

Chrysler reported U.S. sales of 156,686 units, an 8 percent increase compared with sales in June 2012's 144,811 units sold, and the group's best June sales since 2007.

The Chrysler, Jeep, Dodge, Ram Truck and FIAT brands each posted year-over-year sales gains in June compared with the same month a year ago. The Ram Truck brand's 23 percent increase was the largest sales gain of any Chrysler brand in June. Chrysler extended its streak of year-over-year sales gains to 39 consecutive months in June.

"Last month, Chrysler Group set seven individual vehicle line sales records and achieved our 39th consecutive month of year-over-year sales growth," said Reid Bigland, Head of U.S. Sales. "The fundamentals for continued industry gains in new vehicle sales remain intact."

Sales of the flagship Jeep Grand Cherokee were up 33 percent in June, the largest percentage sales gain of any Jeep brand vehicle in the month. It was the Grand Cherokee's best June sales in eight years. All Jeep brand vehicles in production recorded year-over-year sales gains in June.

Seven Chrysler vehicles set sales records in the month of June. The Jeep Wrangler, Jeep Compass, and Jeep Patriot SUVs each recorded their best June sales ever, as did the Chrysler 200 mid-size sedan, Dodge Challenger, Dodge Dart compact sedan - and the Ram Cargo Van had its best sales month since launch. Sales of the Dodge Durango full-size SUV were up 39 percent, the largest percentage sales gain of any Chrysler vehicle in the month.

Chrysler finished the month with a 68 days supply of inventory (408,336 units). U.S. industry sales figures for June are projected at an estimated 16.0 million units Seasonally Adjusted Annual Rate (SAAR).

General Motors sold 264,843 vehicles in the United States in June, up 6 percent compared with a year ago.

Deliveries to retail customers increased 14 percent while fleet sales declined 9 percent due to

the timing of customer deliveries.

Total crossover sales were up 9 percent compared with a year ago; passenger car sales were up 4 percent, and truck sales, which include pickups, vans and SUVs, were up 8 percent. All four GM brands posted higher retail sales, with Chevrolet, GMC and Cadillac posting double-digit increases.

"Our Chevrolet, Buick-GMC and Cadillac dealers reported strong retail deliveries across the board in June and for the first six months of the year," said Kurt McNeil, vice president, U.S. Sales Operations. "We have good momentum heading into the second half of 2013."

GM estimates that the seasonally adjusted annual selling rate

for light vehicles in June was 15.8 million units, the highest level since November 2007.

"Even moderate economic growth will be enough to keep the auto sales rate in the second half of the year at healthy levels around the mid-15-million-unit mark," said Mustafa Mohatarem, GM chief economist.

Combined sales of GM's mini, small and compact cars were up 59 percent. Large pickups were up 29 percent, luxury car sales were up 22 percent and compact crossovers were up 8 percent.

Cadillac passenger car sales increased 38 percent on the strength of the new ATS and XTS, helping drive the brand's fastest growth since 1976. Chevrolet mini, small and compact car sales were up 66 percent.

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