

Total Farm Wheel Tractors - U.S. and Canada - Industry

Source: Association of Equipment Manufacturers

Retail Sales by Month (units)	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
November	9,860	9,225	11,624	9,954	10,696	13,757	14,336	11,731	12,240	10,364
December	11,515	10,095	13,388	12,262	15,348	17,673	18,057	18,387	18,418	15,091
January	7,878	8,657	9,110	8,913	11,379	12,943	12,878	11,993	10,701	9,468
February	8,301	8,895	9,763	9,210	11,210	11,589	12,491	11,440	12,686	9,695
March	13,637	14,538	14,393	17,037	19,028	19,712	21,066	24,120	19,190	15,036
April	18,951	21,255	22,307	25,472	30,496	28,879	27,626	28,118	27,025	20,942
May	19,887	21,665	23,050	26,368	25,756	26,740	28,521	28,178	27,695	20,427
June	19,011	20,146	19,632	27,387	30,116	29,150	26,531	27,108	25,695	20,890
July	16,020	16,282	20,079	21,777	26,112	22,222	21,501	21,380	20,129	16,460
August	13,868	14,425	13,912	18,480	19,702	19,714	18,077	18,802	17,107	12,520
September	11,882	13,684	12,454	18,221	18,784	20,684	18,097	17,776	19,657	15,085
October	16,607	17,112	17,348	20,807	22,159	21,889	22,312	22,912	21,139	15,303
Total	167,417	175,979	187,060	215,888	240,786	244,952	241,493	241,945	231,682	181,281
Inventory by Month (units)										
November	64,532	85,731	75,203	75,167	77,617	92,072	102,731	113,374	101,980	108,503
December	63,923	85,336	79,831	82,092	83,127	94,032	101,979	110,211	104,797	108,948
January	70,011	94,347	80,714	89,335	89,932	96,237	109,152	114,185	108,372	109,348
February	76,071	104,718	87,422	97,910	103,470	106,553	117,301	122,310	115,344	112,288
March	85,056	111,399	92,822	103,867	113,400	115,999	127,717	124,036	119,976	114,448
April	87,099	106,780	89,836	99,607	107,788	114,874	125,225	120,458	119,209	111,035
May	86,313	100,218	86,203	93,224	108,284	115,158	120,934	113,194	117,716	105,790
June	84,317	94,821	84,763	84,854	104,762	111,240	118,058	105,954	111,548	98,561
July	83,350	89,286	81,140	81,025	100,968	109,400	115,049	103,433	110,487	93,976
August	84,099	86,249	78,967	78,178	98,519	109,711	114,876	101,759	109,986	92,144
September	86,525	83,630	77,531	77,000	96,289	106,651	113,415	100,466	108,687	89,145
October	84,856	76,697	72,456	73,230	91,924	102,839	110,861	98,240	105,229	86,137
Inventory to Trailing-12-Month Sales Ratio – Calculated										
November	42	51	42	41	36	38	42	47	42	47
December	42	52	44	45	38	38	41	46	43	48
January	46	57	44	49	40	39	44	48	45	49
February	50	63	48	53	46	43	48	52	48	51
March	55	66	51	56	50	47	51	52	51	52
April	56	63	49	53	47	46	51	50	50	52
May	54	58	47	48	47	46	49	47	50	52
June	53	55	46	42	45	45	48	44	48	49
July	52	52	43	40	42	45	47	43	47	48
August	51	50	42	38	41	45	47	42	47	48
September	53	48	41	36	40	43	47	42	47	48
October	51	44	39	34	38	42	46	41	45	48

Tractors Under 40 Horsepower - U.S. and Canada - Industry

Source: Association of Equipment Manufacturers

Retail Sales by Month (units)	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
November	4,983	4,610	5,395	5,128	6,097	7,405	7,713	6,290	5,935	4,645
December	5,402	4,986	6,206	5,720	7,634	7,978	8,562	8,734	7,821	6,030
January	3,538	3,827	4,218	4,335	5,065	5,570	5,711	5,277	4,480	3,741
February	3,977	4,115	4,750	4,744	6,168	5,966	6,606	5,533	5,642	4,258
March	6,401	6,991	7,490	9,752	11,155	10,788	11,398	12,648	9,286	6,998
April	9,765	10,980	12,843	15,742	18,101	16,150	15,903	15,242	14,531	11,119
May	11,967	13,179	14,364	17,264	17,323	16,533	17,872	17,305	16,226	11,999
June	10,983	11,981	12,057	17,904	18,708	17,615	15,691	15,767	14,497	11,734
July	9,090	9,092	12,741	14,077	16,147	12,207	12,277	11,982	10,740	8,893
August	7,870	8,552	7,885	12,115	11,782	11,661	10,548	10,208	8,513	7,007
September	6,341	7,489	7,121	10,942	11,031	12,314	10,419	9,276	9,720	7,778
October	7,579	8,177	8,453	10,715	10,157	10,509	10,944	10,642	9,178	6,889
Total	87,896	93,979	103,523	128,438	139,368	134,696	133,644	128,904	116,569	91,091
Inventory by Month (units)										
November	31,299	47,860	42,337	41,773	45,213	52,732	59,906	64,316	58,240	63,451
December	31,144	46,942	46,433	46,750	48,196	55,349	60,359	62,687	61,230	64,542
January	36,796	56,028	47,505	53,816	54,862	58,542	66,565	66,226	63,912	64,559
February	40,696	63,757	52,375	60,866	64,535	66,485	72,642	70,977	68,761	65,663
March	47,421	69,231	55,398	64,523	71,429	71,775	80,274	72,481	71,994	65,649
April	49,371	67,267	53,027	61,241	70,393	69,811	78,106	70,265	71,107	62,603
May	48,484	61,832	49,591	56,003	69,308	68,858	74,421	65,304	70,791	58,463
June	46,989	57,290	48,012	49,404	65,127	65,761	71,739	61,094	66,140	53,649
July	45,374	52,329	44,519	46,305	61,330	63,911	68,261	59,496	64,125	51,064
August	45,499	49,510	43,006	44,097	58,214	63,863	66,530	58,460	64,051	49,649
September	47,427	47,091	41,153	43,087	55,577	61,018	65,121	57,292	63,309	47,300
October	47,487	43,305	39,462	42,595	53,541	59,853	63,858	56,321	61,545	46,600
Inventory to Trailing-12-Month Sales Ratio – Calculated										
November	41	55	45	40	35	37	44	49	45	55
December	40	54	48	45	37	39	45	47	48	57
January	47	64	49	52	42	41	49	50	50	57
February	52	73	54	59	48	47	53	54	54	59
March	60	79	57	61	53	51	59	55	58	60
April	61	75	53	57	51	50	57	53	58	59
May	59	68	49	50	50	50	54	50	58	58
June	56	63	48	42	47	48	53	47	55	54
July	54	57	43	39	44	48	50	46	54	53
August	53	54	42	36	42	48	49	45	54	52
September	55	50	40	34	40	45	49	44	54	51
October	54	46	38	33	38	44	48	44	53	51

Utility Tractors, 40-Under 100 Horsepower - U.S. and Canada - Industry

Source: Association of Equipment Manufacturers

Retail Sales by Month (units)	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
November	3,571	3,505	4,750	3,883	3,603	4,941	5,080	4,327	4,532	3,843
December	4,121	3,653	4,958	4,552	5,786	7,149	6,859	7,147	7,152	5,572
January	3,023	3,202	3,439	3,210	4,116	4,829	5,063	4,962	4,083	3,433
February	2,853	3,042	3,637	3,004	3,548	4,062	4,432	4,460	4,670	3,262
March	4,276	4,662	4,542	5,013	5,273	6,426	6,841	8,426	6,312	4,754
April	5,657	6,255	6,359	6,627	8,226	8,607	8,512	9,102	8,344	6,114
May	5,950	6,408	6,642	7,111	6,615	8,047	8,568	8,472	8,224	5,458
June	6,474	6,536	6,100	7,909	8,919	9,252	9,070	8,940	8,357	6,508
July	5,544	5,712	6,144	6,414	8,052	8,168	7,784	7,715	7,073	4,994
August	4,809	4,819	5,109	5,431	6,536	6,558	6,399	7,122	6,044	3,811
September	4,212	4,825	4,286	5,857	6,263	6,685	6,394	6,396	6,533	4,898
October	6,173	5,819	6,038	6,888	7,914	7,913	8,304	8,264	7,449	4,793
Total	56,663	58,438	62,004	65,899	74,851	82,637	83,306	85,333	78,773	57,440
Inventory by Month (units)										
November	24,162	28,483	25,692	25,400	24,208	30,220	32,921	40,279	34,935	36,465
December	24,093	28,199	26,642	26,662	26,051	29,659	32,612	39,307	35,220	35,834
January	24,835	28,216	26,161	26,827	26,712	29,453	34,011	40,093	36,024	35,672
February	26,659	30,426	27,008	27,833	29,825	31,527	35,883	42,579	38,078	36,616
March	29,380	31,953	29,271	30,076	32,535	34,737	38,209	43,020	39,826	37,896
April	30,652	31,195	29,048	29,519	29,979	36,209	38,405	42,123	40,439	37,066
May	30,735	30,286	28,897	29,003	30,977	37,023	38,174	40,035	39,742	35,777
June	30,066	29,370	29,012	27,261	31,382	35,994	37,468	37,351	38,706	32,869
July	30,313	28,662	28,588	26,720	30,875	35,396	37,823	36,221	38,634	31,365
August	30,444	28,375	27,600	26,064	31,424	35,577	39,500	35,199	38,239	31,084
September	30,112	27,939	27,283	25,091	31,017	34,880	39,250	34,573	37,532	30,002
October	28,690	26,348	25,457	23,156	29,712	33,343	38,747	33,643	36,248	28,489
Inventory to Trailing-12-Month Sales Ratio – Calculated										
November	45	50	43	42	37	40	40	49	41	47
December	45	50	44	44	39	38	40	47	41	47
January	47	50	43	44	39	38	41	48	43	47
February	51	54	44	46	44	40	43	51	45	49
March	56	56	47	50	47	43	46	51	48	52
April	58	54	47	49	43	45	46	50	49	52
May	58	52	47	47	44	45	45	47	49	53
June	56	51	47	43	44	44	45	44	48	50
July	56	49	46	42	43	43	45	43	48	49
August	56	49	44	41	43	43	47	41	48	50
September	55	48	44	39	42	42	47	40	47	50
October	51	45	41	35	40	40	47	39	46	50

Two-Wheel-Drive Tractors 100 Horsepower & Over - U.S. and Canada - Industry

Source: Association of Equipment Manufacturers

Retail Sales by Month (units)	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
November	1,049	968	1,254	829	838	1,188	1,310	966	1,502	1,534
December	1,667	1,189	1,842	1,712	1,606	2,102	2,306	2,165	2,989	2,931
January	1,092	1,373	1,183	1,153	1,943	2,252	1,853	1,524	1,865	1,981
February	1,235	1,494	1,192	1,287	1,288	1,390	1,189	1,259	2,089	1,793
March	2,542	2,394	1,987	1,937	2,152	2,117	2,381	2,597	3,007	2,785
April	2,940	3,288	2,543	2,461	3,465	3,289	2,724	3,096	3,540	3,101
May	1,677	1,693	1,692	1,652	1,528	1,808	1,782	2,007	2,733	2,457
June	1,330	1,348	1,242	1,397	2,145	1,975	1,496	2,135	2,406	2,214
July	1,122	1,234	1,060	1,110	1,669	1,607	1,211	1,448	1,969	2,125
August	1,003	897	806	806	1,214	1,252	979	1,305	2,138	1,302
September	1,119	1,201	876	1,166	1,288	1,401	1,044	1,803	2,859	1,849
October	2,380	2,687	2,403	2,633	3,309	2,859	2,556	3,198	3,779	2,934
Total	19,156	19,766	18,080	18,143	22,445	23,240	20,831	23,503	30,876	27,006

Inventory by Month (units)

November	7,903	8,083	6,236	6,790	7,232	7,856	8,747	7,870	7,731	7,685
December	7,622	8,742	5,976	7,472	7,952	7,858	7,953	7,322	7,351	7,778
January	7,343	8,662	6,308	7,567	7,405	7,166	7,573	7,006	7,474	8,156
February	7,586	8,963	6,950	7,914	7,971	7,358	7,772	7,703	7,466	8,971
March	7,110	8,664	6,969	7,808	8,221	8,005	8,031	7,443	7,155	9,798
April	6,126	7,135	6,782	7,647	6,568	7,612	7,618	7,110	6,752	10,156
May	6,169	6,929	6,739	7,147	7,035	8,000	7,283	6,926	6,348	10,357
June	6,222	6,985	6,771	7,043	7,252	8,200	7,676	6,489	5,915	10,757
July	6,590	7,170	7,050	6,888	7,596	8,775	7,783	6,818	6,765	10,328
August	7,029	7,285	7,237	6,866	7,717	9,003	7,657	7,106	6,886	10,137
September	7,719	7,522	7,790	7,580	8,267	9,359	7,857	7,534	6,981	10,618
October	7,511	6,129	6,474	6,586	7,516	8,505	7,338	7,166	6,631	10,063

Inventory to Trailing-12-Month Sales Ratio – Calculated

November	42	42	31	38	40	34	37	38	32	25
December	40	47	29	43	44	34	34	36	30	25
January	41	46	31	43	39	30	33	35	30	26
February	43	47	34	45	42	31	34	38	29	29
March	39	46	35	45	43	34	35	37	27	32
April	33	37	36	44	33	32	34	34	25	34
May	33	36	35	41	35	34	32	33	23	35
June	33	36	36	40	35	35	35	30	21	36
July	35	37	38	39	36	37	36	31	24	35
August	37	38	39	39	36	38	36	32	24	35
September	41	39	42	42	38	40	37	33	23	38
October	39	31	36	36	33	37	35	30	21	37

Four-Wheel-Drive Tractors – U.S. and Canada - Industry

Source: Association of Equipment Manufacturers

Retail Sales by Month (units)	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
November	257	142	225	114	158	223	233	148	271	342
December	325	267	382	278	322	444	330	341	456	558
January	225	255	270	215	255	292	251	230	273	313
February	236	244	184	175	206	171	264	188	285	382
March	418	491	374	335	448	381	446	449	585	499
April	589	732	562	642	704	833	487	678	610	608
May	293	385	352	341	290	352	299	394	512	513
June	224	281	233	177	344	308	274	266	435	434
July	264	244	134	176	244	240	229	235	347	448
August	186	157	112	128	170	243	151	167	412	400
September	210	169	171	256	202	284	240	301	545	560
October	475	429	454	571	779	608	508	808	733	687
Total	3,702	3,796	3,453	3,408	4,122	4,379	3,712	4,205	5,464	5,744
Inventory by Month (units)										
November	1,168	1,305	938	1,204	964	1,264	1,157	909	1,074	902
December	1,064	1,453	780	1,208	928	1,166	1,055	895	996	794
January	1,037	1,441	740	1,125	953	1,076	1,003	860	962	961
February	1,130	1,572	1,089	1,297	1,139	1,183	1,004	1,051	1,039	1,038
March	1,145	1,551	1,184	1,460	1,215	1,482	1,203	1,092	1,001	1,105
April	950	1,183	979	1,200	848	1,242	1,096	960	911	1,210
May	925	1,171	976	1,071	964	1,277	1,056	929	835	1,193
June	1,040	1,176	968	1,146	1,001	1,285	1,175	1,020	787	1,286
July	1,073	1,125	983	1,112	1,167	1,318	1,182	898	963	1,219
August	1,127	1,079	1,124	1,151	1,164	1,268	1,189	994	810	1,274
September	1,267	1,078	1,305	1,242	1,428	1,394	1,187	1,067	865	1,225
October	1,168	915	1,063	893	1,155	1,138	918	1,110	805	985
Inventory to Trailing-12-Month Sales Ratio – Calculated										
November	30	36	24	36	28	30	26	25	25	16
December	28	41	20	37	27	27	25	25	22	14
January	28	40	18	35	27	25	24	24	21	17
February	31	44	28	41	32	27	23	30	23	18
March	31	43	31	47	33	35	27	31	21	19
April	26	31	27	37	23	28	27	26	20	21
May	26	30	27	33	26	29	26	24	18	21
June	29	30	27	36	26	29	30	27	16	23
July	30	29	28	35	30	30	30	23	19	21
August	31	28	33	36	29	28	31	26	15	22
September	35	28	38	38	36	31	31	27	16	21
October	32	24	31	26	28	26	25	26	15	17

Self-Propelled Combines – U.S. and Canada - Industry

Source: Association of Equipment Manufacturers

Retail Sales by Month (units)	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
November	664	636	477	309	322	345	359	339	523	514
December	752	863	728	767	684	770	988	919	1,064	1,096
January	354	462	217	205	303	416	370	437	492	555
February	202	329	353	228	157	290	302	389	434	633
March	229	376	407	326	317	372	499	492	549	761
April	448	414	480	567	568	578	510	385	565	658
May	374	479	415	280	478	472	506	541	588	898
June	531	703	416	442	754	797	792	895	1,071	1,278
July	639	674	405	642	852	1,023	1,009	1,032	1,353	1,694
August	742	921	608	688	1,217	904	768	1,013	1,170	1,360
September	851	1,036	749	818	1,176	1,388	932	1,127	1,654	1,533
October	1,038	986	905	659	1,286	712	800	866	1,186	1,247
Total	6,824	7,879	6,160	5,931	8,114	8,067	7,835	8,435	10,649	12,227
Inventory by Month (units)										
November	2,251	1,783	1,539	1,500	1,602	1,477	1,707	1,544	1,332	872
December	2,059	1,573	1,356	1,223	1,504	1,415	1,621	1,312	1,085	774
January	1,930	1,664	1,338	1,116	1,423	1,334	1,682	1,326	1,147	1,061
February	2,066	1,920	1,603	1,377	1,783	1,566	1,873	1,342	1,328	1,304
March	2,390	1,987	1,812	1,654	2,068	1,840	1,886	1,344	1,281	1,214
April	2,394	2,457	1,817	1,480	2,220	1,914	2,029	1,506	1,415	1,770
May	2,704	2,708	1,908	1,750	2,429	2,414	2,369	1,908	1,688	2,185
June	2,866	2,720	2,062	2,037	2,686	2,711	2,601	2,050	1,839	2,432
July	2,962	3,020	2,300	2,058	2,954	2,630	2,435	2,071	1,789	2,318
August	2,786	2,687	2,184	1,967	2,992	2,980	2,448	2,190	1,803	2,431
September	2,468	2,062	1,923	1,892	2,303	2,224	2,034	1,804	1,633	1,941
October	1,671	1,467	1,308	1,585	1,562	1,660	1,491	1,196	938	1,179
Inventory to Trailing-12-Month Sales Ratio – Calculated										
November	32	26	20	25	27	18	21	20	15	8
December	31	23	18	20	26	17	20	17	12	7
January	30	24	18	19	24	16	20	17	13	10
February	33	27	22	23	30	18	23	17	15	12
March	38	27	25	28	35	22	22	17	14	11
April	39	34	24	25	38	22	24	19	16	16
May	44	37	26	30	40	28	28	24	18	19
June	46	36	29	35	42	32	31	26	20	21
July	46	40	34	34	45	30	29	26	19	19
August	41	35	33	32	42	35	30	27	18	20
September	36	26	31	31	31	26	26	22	16	16
October	24	19	21	27	19	21	19	14	9	10

Canada - Industry Retail Sales of Agricultural Equipment

(fiscal year in units)

Source: CFIEI

	Total Farm	Tractors	Utility	Two-Wheel-	Four-Wheel-	Self-
	Wheel	Under	Tractors	Drive Tractors	Drive	Propelled
	Tractors	40 hp	40-100 hp	Over 100 hp	Tractors	Combines
2000	14,052	4,366	6,246	2,929	511	1,280
2001	15,308	4,699	6,576	3,536	497	1,211
2002	16,450	5,021	7,115	3,709	605	988
2003	16,929	5,533	6,743	3,987	666	1,216
2004	17,415	6,970	6,340	3,417	688	1,520
2005	18,904	7,897	6,737	3,633	637	1,555
2006	21,520	9,804	7,315	3,737	664	1,604
2007	23,132	11,281	7,244	3,873	734	1,553
2008	28,767	14,186	8,750	4,726	1,105	2,261
2009	23,595	10,891	7,412	4,004	1,288	2,518

Western Europe Retail Sales of Tractors and Combines

(fiscal year in units)

	Industry Sales of Tractors			Industry Sales of Combines			
	Total	Deere		Total	Deere		
	Industry	Units	Share	Industry	Units	Share	
2000	163,578	26,875	16.4	2000	8,181	1,330	16.3
2001	152,523	25,656	16.8	2001	7,365	1,228	16.7
2002	157,532	30,015	19.1	2002	7,660	1,467	19.2
2003	154,611	29,751	19.2	2003	6,910	1,268	18.4
2004	156,834	31,427	20.0	2004	6,835	1,244	18.2
2005	151,877	30,702	20.2	2005	6,803	1,334	19.6
2006	149,050	29,551	19.8	2006	6,595	1,254	19.0
2007	157,016	31,389	20.0	2007	6,848	1,172	17.1
2008	163,471	32,276	19.7	2008	8,931	1,523	17.1
2009	143,870	26,792	18.6	2009	8,011	1,422	17.8

Source: Internal Deere report using own sales, registrations & sales estimates.

Tractor and Combine Sales in Other Select Markets (fiscal year in units)

	Industry Sales of Tractors					Industry Sales of Combines					
	Argentina	Brazil	Australia	Mexico	South Africa	Argentina	Brazil	Australia	Mexico	South Africa	
2000	2,174	23,176	7,024	8,593	1,966	2000	537	3,506	1,034	62	91
2001	1,542	27,652	6,950	9,101	2,738	2001	686	3,782	757	95	103
2002	851	31,181	7,083	9,594	4,091	2002	457	5,589	869	107	174
2003	3,523	30,510	6,888	9,067	4,458	2003	1,968	5,514	829	48	179
2004	5,329	28,951	8,909	11,990	5,154	2004	2,980	6,031	888	53	269
2005	5,597	18,852	10,604	11,500	4,753	2005	2,198	1,742	857	61	207
2006	5,074	19,219	8,131	10,412	5,631	2006	1,791	959	475	44	170
2007	6,260	29,558	7,086	12,588	6,571	2007	1,930	1,993	335	70	214
2008	7,942	42,012	8,582	15,640	8,106	2008	2,384	4,394	471	144	326
2009	3,711	44,045	9,217	13,032	6,183	2009	709	3,477	932	58	313

Source: Australia - T.M.A./Agriview; Argentina, Brazil, Mexico, and South Africa - private data programs for which industry data are public. Canada-Western Europe-Other-7