

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

Source: Association of Equipment Manufacturers

<b>Retail Sales by Month (units)</b>	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
November	9,782	9,860	9,225	11,624	9,954	10,696	13,757	14,336	11,735	12,240
December	10,956	11,515	10,095	13,388	12,262	15,348	17,673	18,057	18,388	18,419
January	8,873	7,878	8,657	9,110	8,913	11,379	12,943	12,878	11,992	10,703
February	8,594	8,301	8,895	9,763	9,210	11,210	11,589	12,492	11,442	12,685
March	12,086	13,637	14,538	14,393	17,037	19,028	19,712	21,066	24,119	19,191
April	17,446	18,951	21,255	22,307	25,472	30,496	28,879	27,626	28,118	27,029
May	16,756	19,887	21,665	23,050	26,368	25,756	26,740	28,521	28,179	27,694
June	17,837	19,011	20,146	19,632	27,387	30,116	29,150	26,532	27,110	25,700
July	14,491	16,020	16,282	20,079	21,777	26,112	22,222	21,502	21,382	20,076
August	11,684	13,868	14,425	13,912	18,480	19,702	19,714	18,077	18,802	17,029
September	10,918	11,882	13,684	12,454	18,221	18,784	20,685	18,097	17,776	19,580
October	13,477	16,607	17,112	17,348	20,807	22,159	21,889	22,315	22,912	21,167
<b>Total</b>	<b>152,900</b>	<b>167,417</b>	<b>175,979</b>	<b>187,060</b>	<b>215,888</b>	<b>240,786</b>	<b>244,953</b>	<b>241,499</b>	<b>241,955</b>	<b>231,513</b>
<b>Inventory by Month (units)</b>										
November	73,327	64,532	85,731	75,203	75,167	77,617	92,072	102,731	113,378	101,980
December	73,351	63,923	85,336	79,831	82,092	83,127	94,032	101,979	110,215	104,797
January	72,618	70,011	94,347	80,714	89,335	89,932	96,237	109,152	114,189	108,372
February	78,032	76,071	104,718	87,422	97,910	103,470	106,553	117,301	122,314	115,344
March	79,948	85,056	111,399	92,822	103,867	113,400	115,999	127,717	124,040	119,976
April	77,918	87,099	106,780	89,836	99,607	107,788	114,874	125,225	120,462	119,209
May	73,890	86,313	100,218	86,203	93,224	108,284	115,158	120,934	113,198	117,716
June	68,597	84,317	94,821	84,763	84,854	104,762	111,240	118,058	105,958	111,548
July	65,816	83,350	89,286	81,140	81,025	100,968	109,400	115,052	103,434	110,488
August	65,560	84,099	86,249	78,967	78,178	98,519	109,711	114,880	101,759	109,987
September	64,309	86,525	83,630	77,531	77,000	96,289	106,651	113,419	100,466	108,688
October	64,467	84,856	76,697	72,456	73,230	91,924	102,839	110,865	98,240	105,230
<b>Inventory to Trailing-12-Month Sales Ratio – Calculated</b>										
November	49	42	51	42	41	36	38	42	47	42
December	49	42	52	44	45	38	38	41	46	43
January	48	46	57	44	49	40	39	44	48	45
February	52	50	63	48	53	46	43	48	52	48
March	53	55	66	51	56	50	47	51	52	51
April	53	56	63	49	53	47	46	51	50	50
May	50	54	58	47	48	47	46	49	47	50
June	46	53	55	46	42	45	45	48	44	48
July	44	52	52	43	40	42	45	47	43	47
August	43	51	50	42	38	41	45	47	42	48
September	42	53	48	41	36	40	43	47	42	47
October	42	51	44	39	34	38	42	46	41	45

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

Source: Association of Equipment Manufacturers

<b>Retail Sales by Month (units)</b>	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
November	3,800	4,983	4,610	5,395	5,128	6,097	7,405	7,713	6,294	5,935
December	4,628	5,402	4,986	6,206	5,720	7,634	7,978	8,562	8,734	7,822
January	3,210	3,538	3,827	4,218	4,335	5,065	5,570	5,711	5,276	4,481
February	3,388	3,977	4,115	4,750	4,744	6,168	5,966	6,607	5,534	5,641
March	5,277	6,401	6,991	7,490	9,752	11,155	10,788	11,398	12,647	9,281
April	8,784	9,765	10,980	12,843	15,742	18,101	16,150	15,903	15,242	14,531
May	9,745	11,967	13,179	14,364	17,264	17,323	16,533	17,871	17,305	16,224
June	10,175	10,983	11,981	12,057	17,904	18,708	17,615	15,691	15,767	14,497
July	8,186	9,090	9,092	12,741	14,077	16,147	12,207	12,278	11,983	10,685
August	6,624	7,870	8,552	7,885	12,115	11,782	11,661	10,548	10,208	8,432
September	5,679	6,341	7,489	7,121	10,942	11,031	12,314	10,419	9,276	9,633
October	6,074	7,579	8,177	8,453	10,715	10,157	10,509	10,947	10,642	9,158
<b>Total</b>	<b>75,570</b>	<b>87,896</b>	<b>93,979</b>	<b>103,523</b>	<b>128,438</b>	<b>139,368</b>	<b>134,696</b>	<b>133,648</b>	<b>128,908</b>	<b>116,320</b>
<b>Inventory by Month (units)</b>										
November	27,243	31,299	47,860	42,337	41,773	45,213	52,732	59,906	64,316	58,240
December	27,903	31,144	46,942	46,433	46,750	48,196	55,349	60,359	62,687	61,230
January	28,484	36,796	56,028	47,505	53,816	54,862	58,542	66,565	66,226	63,912
February	33,407	40,696	63,757	52,375	60,866	64,535	66,485	72,642	70,977	68,761
March	35,688	47,421	69,231	55,398	64,523	71,429	71,775	80,274	72,481	71,994
April	35,647	49,371	67,267	53,027	61,241	70,393	69,811	78,106	70,265	71,107
May	32,870	48,484	61,832	49,591	56,003	69,308	68,858	74,421	65,304	70,791
June	29,604	46,989	57,290	48,012	49,404	65,127	65,761	71,739	61,094	66,140
July	28,038	45,374	52,329	44,519	46,305	61,330	63,911	68,261	59,496	64,125
August	28,167	45,499	49,510	43,006	44,097	58,214	63,863	66,530	58,460	64,051
September	28,397	47,427	47,091	41,153	43,087	55,577	61,018	65,121	57,292	63,309
October	31,062	47,487	43,305	39,462	42,595	53,541	59,853	63,858	56,321	61,545
<b>Inventory to Trailing-12-Month Sales Ratio – Calculated</b>										
November	44	41	55	45	40	35	37	44	49	45
December	45	40	54	48	45	37	39	45	47	48
January	45	47	64	49	52	42	41	49	50	50
February	52	52	73	54	59	48	47	53	54	54
March	55	60	79	57	61	53	51	59	55	58
April	54	61	75	53	57	51	50	57	53	58
May	49	59	68	49	50	50	50	54	50	58
June	42	56	63	48	42	47	48	53	47	55
July	39	54	57	43	39	44	48	50	46	54
August	38	53	54	42	36	42	48	49	45	55
September	38	55	50	40	34	40	45	49	44	54
October	41	54	46	38	33	38	44	48	44	53

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

Source: Association of Equipment Manufacturers

<b>Retail Sales by Month (units)</b>	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
November	4,262	3,571	3,505	4,750	3,883	3,603	4,941	5,080	4,327	4,532
December	4,227	4,121	3,653	4,958	4,552	5,786	7,149	6,859	7,148	7,152
January	3,470	3,023	3,202	3,439	3,210	4,116	4,829	5,063	4,962	4,084
February	3,209	2,853	3,042	3,637	3,004	3,548	4,062	4,432	4,461	4,670
March	4,463	4,276	4,662	4,542	5,013	5,273	6,426	6,841	8,426	6,318
April	5,571	5,657	6,255	6,359	6,627	8,226	8,607	8,512	9,102	8,347
May	5,083	5,950	6,408	6,642	7,111	6,615	8,047	8,568	8,473	8,225
June	6,266	6,474	6,536	6,100	7,909	8,919	9,252	9,071	8,941	8,362
July	4,987	5,544	5,712	6,144	6,414	8,052	8,168	7,784	7,716	7,074
August	4,083	4,809	4,819	5,109	5,431	6,536	6,558	6,399	7,122	6,047
September	3,808	4,212	4,825	4,286	5,857	6,263	6,686	6,394	6,396	6,541
October	4,750	6,173	5,819	6,038	6,888	7,914	7,913	8,304	8,264	7,492
<b>Total</b>	<b>54,179</b>	<b>56,663</b>	<b>58,438</b>	<b>62,004</b>	<b>65,899</b>	<b>74,851</b>	<b>82,638</b>	<b>83,307</b>	<b>85,338</b>	<b>78,844</b>
<b>Inventory by Month (units)</b>										
November	28,084	24,162	28,483	25,692	25,400	24,208	30,220	32,921	40,279	34,935
December	27,911	24,093	28,199	26,642	26,662	26,051	29,659	32,612	39,307	35,220
January	28,185	24,835	28,216	26,161	26,827	26,712	29,453	34,011	40,093	36,024
February	29,205	26,659	30,426	27,008	27,833	29,825	31,527	35,883	42,579	38,078
March	29,296	29,380	31,953	29,271	30,076	32,535	34,737	38,209	43,020	39,826
April	28,551	30,652	31,195	29,048	29,519	29,979	36,209	38,405	42,123	40,439
May	27,887	30,735	30,286	28,897	29,003	30,977	37,023	38,174	40,035	39,742
June	26,234	30,066	29,370	29,012	27,261	31,382	35,994	37,468	37,351	38,706
July	25,475	30,313	28,662	28,588	26,720	30,875	35,396	37,823	36,221	38,634
August	25,440	30,444	28,375	27,600	26,064	31,424	35,577	39,500	35,199	38,239
September	24,750	30,112	27,939	27,283	25,091	31,017	34,880	39,250	34,573	37,532
October	23,993	28,690	26,348	25,457	23,156	29,712	33,343	38,747	33,643	36,248
<b>Inventory to Trailing-12-Month Sales Ratio – Calculated</b>										
November	50	45	50	43	42	37	40	40	49	41
December	49	45	50	44	44	39	38	40	47	41
January	49	47	50	43	44	39	38	41	48	43
February	51	51	54	44	46	44	40	43	51	45
March	52	56	56	47	50	47	43	46	51	48
April	51	58	54	47	49	43	45	46	50	49
May	51	58	52	47	47	44	45	45	47	49
June	48	56	51	47	43	44	44	45	44	48
July	46	56	49	46	42	43	43	45	43	48
August	46	56	49	44	41	43	43	47	41	48
September	45	55	48	44	39	42	42	47	40	47
October	44	51	45	41	35	40	40	47	39	46

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

Source: Association of Equipment Manufacturers

<b>Retail Sales by Month (units)</b>	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
November	1,395	1,049	968	1,254	829	838	1,188	1,310	966	1,502
December	1,729	1,667	1,189	1,842	1,712	1,606	2,102	2,306	2,165	2,989
January	1,858	1,092	1,373	1,183	1,153	1,943	2,252	1,853	1,524	1,865
February	1,689	1,235	1,494	1,192	1,287	1,288	1,390	1,189	1,259	2,089
March	1,951	2,542	2,394	1,987	1,937	2,152	2,117	2,381	2,597	3,007
April	2,520	2,940	3,288	2,543	2,461	3,465	3,289	2,724	3,096	3,541
May	1,561	1,677	1,693	1,692	1,652	1,528	1,808	1,782	2,007	2,733
June	1,133	1,330	1,348	1,242	1,397	2,145	1,975	1,496	2,136	2,406
July	1,123	1,122	1,234	1,060	1,110	1,669	1,607	1,211	1,448	1,970
August	843	1,003	897	806	806	1,214	1,252	979	1,305	2,138
September	1,199	1,119	1,201	876	1,166	1,288	1,401	1,044	1,803	2,861
October	2,232	2,380	2,687	2,403	2,633	3,309	2,859	2,556	3,198	3,783
<b>Total</b>	<b>19,233</b>	<b>19,156</b>	<b>19,766</b>	<b>18,080</b>	<b>18,143</b>	<b>22,445</b>	<b>23,240</b>	<b>20,831</b>	<b>23,504</b>	<b>30,884</b>
<b>Inventory by Month (units)</b>										
November	14,847	7,903	8,083	6,236	6,790	7,232	7,856	8,747	7,874	7,731
December	14,657	7,622	8,742	5,976	7,472	7,952	7,858	7,953	7,326	7,351
January	13,292	7,343	8,662	6,308	7,567	7,405	7,166	7,573	7,010	7,474
February	12,934	7,586	8,963	6,950	7,914	7,971	7,358	7,772	7,707	7,466
March	12,576	7,110	8,664	6,969	7,808	8,221	8,005	8,031	7,447	7,155
April	11,613	6,126	7,135	6,782	7,647	6,568	7,612	7,618	7,114	6,752
May	11,206	6,169	6,929	6,739	7,147	7,035	8,000	7,283	6,930	6,348
June	10,941	6,222	6,985	6,771	7,043	7,252	8,200	7,676	6,493	5,915
July	10,592	6,590	7,170	7,050	6,888	7,596	8,775	7,786	6,819	6,766
August	10,250	7,029	7,285	7,237	6,866	7,717	9,003	7,661	7,106	6,887
September	9,560	7,719	7,522	7,790	7,580	8,267	9,359	7,861	7,534	6,982
October	8,105	7,511	6,129	6,474	6,586	7,516	8,505	7,342	7,166	6,632
<b>Inventory to Trailing-12-Month Sales Ratio – Calculated</b>										
November	55	42	42	31	38	40	34	37	38	32
December	57	40	47	29	43	44	34	34	36	30
January	53	41	46	31	43	39	30	33	35	30
February	52	43	47	34	45	42	31	34	38	29
March	53	39	46	35	45	43	34	35	37	27
April	52	33	37	36	44	33	32	34	34	25
May	52	33	36	35	41	35	34	32	33	23
June	53	33	36	36	40	35	35	35	30	21
July	56	35	37	38	39	36	37	36	31	24
August	54	37	38	39	39	36	38	36	32	24
September	50	41	39	42	42	38	40	37	33	23
October	42	39	31	36	36	33	37	35	30	21

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

Source: Association of Equipment Manufacturers

<b>Retail Sales by Month (units)</b>	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
November	325	257	142	225	114	158	223	233	148	271
December	372	325	267	382	278	322	444	330	341	456
January	335	225	255	270	215	255	292	251	230	273
February	308	236	244	184	175	206	171	264	188	285
March	395	418	491	374	335	448	381	446	449	585
April	571	589	732	562	642	704	833	487	678	610
May	367	293	385	352	341	290	352	300	394	512
June	263	224	281	233	177	344	308	274	266	435
July	195	264	244	134	176	244	240	229	235	347
August	134	186	157	112	128	170	243	151	167	412
September	232	210	169	171	256	202	284	240	301	545
October	421	475	429	454	571	779	608	508	808	734
<b>Total</b>	<b>3,918</b>	<b>3,702</b>	<b>3,796</b>	<b>3,453</b>	<b>3,408</b>	<b>4,122</b>	<b>4,379</b>	<b>3,713</b>	<b>4,205</b>	<b>5,465</b>
<b>Inventory by Month (units)</b>										
November	3,153	1,168	1,305	938	1,204	964	1,264	1,157	909	1,074
December	2,880	1,064	1,453	780	1,208	928	1,166	1,055	895	996
January	2,657	1,037	1,441	740	1,125	953	1,076	1,003	860	962
February	2,486	1,130	1,572	1,089	1,297	1,139	1,183	1,004	1,051	1,039
March	2,388	1,145	1,551	1,184	1,460	1,215	1,482	1,203	1,092	1,001
April	2,107	950	1,183	979	1,200	848	1,242	1,096	960	911
May	1,927	925	1,171	976	1,071	964	1,277	1,056	929	835
June	1,818	1,040	1,176	968	1,146	1,001	1,285	1,175	1,020	787
July	1,711	1,073	1,125	983	1,112	1,167	1,318	1,182	898	963
August	1,703	1,127	1,079	1,124	1,151	1,164	1,268	1,189	994	810
September	1,602	1,267	1,078	1,305	1,242	1,428	1,394	1,187	1,067	865
October	1,307	1,168	915	1,063	893	1,155	1,138	918	1,110	805
<b>Inventory to Trailing-12-Month Sales Ratio – Calculated</b>										
November	56	30	36	24	36	28	30	26	25	25
December	54	28	41	20	37	27	27	25	25	22
January	51	28	40	18	35	27	25	24	24	21
February	49	31	44	28	41	32	27	23	30	23
March	51	31	43	31	47	33	35	27	31	21
April	48	26	31	27	37	23	28	27	26	20
May	45	26	30	27	33	26	29	26	24	18
June	43	29	30	27	36	26	29	30	27	16
July	42	30	29	28	35	30	30	30	23	19
August	43	31	28	33	36	29	28	31	26	15
September	40	35	28	38	38	36	31	31	27	16
October	33	32	24	31	26	28	26	25	26	15

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

Source: Association of Equipment Manufacturers

<b>Retail Sales by Month (units)</b>	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
November	1,750	664	636	477	309	322	345	359	339	523
December	1,112	752	863	728	767	684	770	988	919	1,064
January	453	354	462	217	205	303	416	370	437	492
February	359	202	329	353	228	157	290	302	389	434
March	348	229	376	407	326	317	372	499	492	549
April	450	448	414	480	567	568	578	510	385	565
May	381	374	479	415	280	478	472	506	541	588
June	490	531	703	416	442	754	797	792	895	1,071
July	435	639	674	405	642	852	1,023	1,009	1,032	1,354
August	475	742	921	608	688	1,217	904	768	1,013	1,170
September	650	851	1,036	749	818	1,176	1,388	932	1,127	1,654
October	1,132	1,038	986	905	659	1,286	712	800	866	1,188
<b>Total</b>	<b>8,035</b>	<b>6,824</b>	<b>7,879</b>	<b>6,160</b>	<b>5,931</b>	<b>8,114</b>	<b>8,067</b>	<b>7,835</b>	<b>8,435</b>	<b>10,652</b>
<b>Inventory by Month (units)</b>										
November	2,898	2,251	1,783	1,539	1,500	1,602	1,477	1,707	1,544	1,332
December	2,585	2,059	1,573	1,356	1,223	1,504	1,415	1,621	1,312	1,085
January	2,401	1,930	1,664	1,338	1,116	1,423	1,334	1,682	1,326	1,147
February	2,610	2,066	1,920	1,603	1,377	1,783	1,566	1,873	1,342	1,328
March	2,989	2,390	1,987	1,812	1,654	2,068	1,840	1,886	1,344	1,281
April	3,383	2,394	2,457	1,817	1,480	2,220	1,914	2,029	1,506	1,415
May	3,338	2,704	2,708	1,908	1,750	2,429	2,414	2,369	1,908	1,688
June	3,449	2,866	2,720	2,062	2,037	2,686	2,711	2,601	2,050	1,839
July	3,427	2,962	3,020	2,300	2,058	2,954	2,630	2,435	2,071	1,789
August	3,260	2,786	2,687	2,184	1,967	2,992	2,980	2,448	2,190	1,803
September	3,155	2,468	2,062	1,923	1,892	2,303	2,224	2,034	1,804	1,633
October	2,488	1,671	1,467	1,308	1,585	1,562	1,660	1,491	1,196	938
<b>Inventory to Trailing-12-Month Sales Ratio – Calculated</b>										
November	22	32	26	20	25	27	18	21	20	15
December	21	31	23	18	20	26	17	20	17	12
January	20	30	24	18	19	24	16	20	17	13
February	22	33	27	22	23	30	18	23	17	15
March	26	38	27	25	28	35	22	22	17	14
April	31	39	34	24	25	38	22	24	19	16
May	31	44	37	26	30	40	28	28	24	18
June	34	46	36	29	35	42	32	31	26	20
July	37	46	40	34	34	45	30	29	26	19
August	37	41	35	33	32	42	35	30	27	18
September	39	36	26	31	31	31	26	26	22	16
October	31	24	19	21	27	19	21	19	14	9

## Canada - Industry Retail Sales of Agricultural Equipment

(fiscal year in units)

Source: CFIEI

	Total Farm Wheel Tractors	Tractors Under 40 hp	Utility Tractors 40-100 hp	Two-Wheel- Drive Tractors Over 100 hp	Four-Wheel- Drive Tractors	Self- Propelled Combines
1999	14,319	3,715	6,634	3,251	719	1,254
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	23,133	11,282	7,244	3,873	734	1,553
2008	28,777	14,185	8,760	4,727	1,105	2,263

## 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
1999	179,053	27,669	15.5	9,764	1,474	15.1
2000	163,578	26,875	16.4	8,181	1,330	16.3
2001	152,523	25,656	16.8	7,365	1,228	16.7
2002	157,532	30,015	19.1	7,660	1,467	19.2
2003	154,611	29,751	19.2	6,910	1,268	18.4
2004	156,834	31,427	20.0	6,835	1,244	18.2
2005	151,877	30,702	20.2	6,803	1,334	19.6
2006	149,050	29,551	19.8	6,595	1,254	19.0
2007	157,016	31,389	20.0	6,848	1,172	17.1
2008	163,330	32,271	19.8	8,931	1,528	17.1

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
1999	2,949	19,314	6,155	10,505	2,681	771	2,810	764	72	121
2000	2,121	23,123	6,788	8,593	2,690	530	3,461	1,032	68	124
2001	1,542	27,652	6,950	9,101	2,738	686	3,782	757	95	103
2002	851	31,181	7,083	9,594	4,091	457	5,589	869	107	174
2003	3,523	30,510	6,888	9,067	4,458	1,968	5,514	829	48	179
2004	5,329	28,951	8,909	11,990	5,154	2,980	6,031	888	53	269
2005	5,597	18,852	10,563	11,500	4,753	2,198	1,742	857	61	207
2006	5,074	19,219	8,131	10,412	5,631	1,791	959	471	44	170
2007	6,260	29,558	7,054	12,588	6,459	1,930	1,993	319	70	214
2008	7,535	42,016	8,539	15,640	7,739	2,086	4,394	470	144	326

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