

Retail Sales

For November 2018



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November 2018 Retail Sales (Rolling 3 Months)

U.S. and Canada Ag	Industry*		Deere**	
2WD Tractors (< 40 PTO hp)	↑	4%	↑	More than the industry
2WD Tractors (40 < 100 PTO hp)	↑	2%	↑	More than the industry
2WD Tractors (100+ PTO hp)	↓	2%	↓	More than the industry
4WD Tractors	↑	7%	↑	In line with the industry
Combines	↓	4%	↑	Single digit

* As reported by the Association of Equipment Manufacturers

** As reported to the Association of Equipment Manufacturers

October 2018 Dealer Inventories***

U.S. and Canada Ag	Industry*	Deere**
2WD Tractors (< 40 PTO hp)	51%	Slightly lower than the industry
2WD Tractors (40 < 100 PTO hp)	56%	Lower than the industry
2WD Tractors (100+ PTO hp)	48%	Lower than the industry
4WD Tractors	32%	Slightly lower than the industry
Combines	17%	Lower than the industry

* As reported by the Association of Equipment Manufacturers

** As reported to the Association of Equipment Manufacturers

*** In units as a % of trailing 12 months retail sales, as reported to the Association of Equipment Manufacturers

November 2018 Retail Sales (Rolling 3 Months)

EU 28 Ag		Deere*
Tractors	↑	Double digits
Combines	↓	Low double digits

U.S. and Canada		Deere*
Selected Turf & Utility Equipment	↑	Double digits
Construction & Forestry		
First-in-the-Dirt	↑	Double digits
Settlements	↑	Double digits

* Based on internal sales reports



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