

Retail Sales

For August 2019



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August 2019 Retail Sales (Rolling 3 Months)

U.S. and Canada Ag	Industry*	Deere**
2WD Tractors (< 40 PTO hp)	↓ 1%	↓ In line with the industry
2WD Tractors (40 < 100 PTO hp)	↓ 1%	↑ Low single digit
2WD Tractors (100+ PTO hp)	↓ 4%	↓ More than the industry
4WD Tractors	↓ 6%	↓ In line with industry
Combines	↓ 24%	↓ More than the industry

* As reported by the Association of Equipment Manufacturers

** As reported to the Association of Equipment Manufacturers

July 2019 Dealer Inventories***

U.S. and Canada Ag	Industry*	Deere**
2WD Tractors (< 40 PTO hp)	55%	Slightly higher than the industry
2WD Tractors (40 < 100 PTO hp)	58%	In line with the industry
2WD Tractors (100+ PTO hp)	54%	Lower than the industry
4WD Tractors	39%	In line with the industry
Combines	35%	In line with 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

August 2019 Retail Sales (Rolling 3 Months)

EU 28+ Ag		Deere*
Tractors	↓	Low single digit
Combines	↔	Flat

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

* Based on internal sales reports



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