Ag Equipment Intelligence

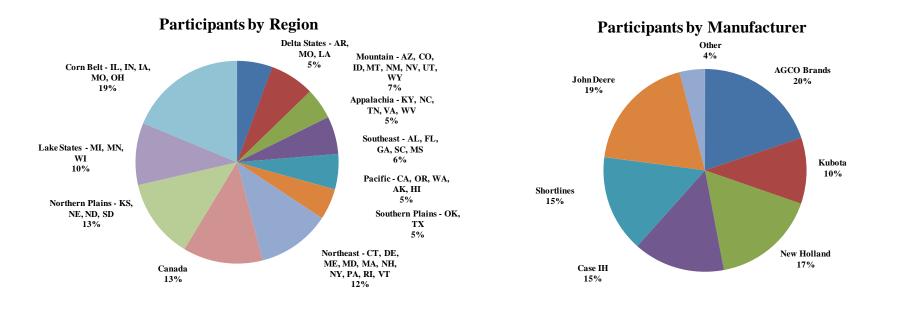
Dealer Trends and Business Outlook January 2012

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Thank You for Participating in Our Monthly Ag Equipment Intelligence North American Dealer Survey

Background:

- We are pleased to announce the results of the December Ag Equipment Intelligence survey conducted in partnership with Cleveland Research Company. We hope this monthly survey will provide valuable and timely insight into industry trends and fundamentals.
- The November survey had ~290 respondents representing combined annual revenues of roughly \$9.5 billion. Participants representing a broad cross section of geographies and brands are summarized in the charts below.
- It is important to note Challenger, Fendt, Massey Ferguson, and Valtra are included under AGCO while the "other" category includes manufacturers with relatively few respondents.



Source: Farm Equipment Magazine Survey

Highlights / Summary Thoughts

- Industry Sales Growth Accelerates to 8% in December but 2012 Outlook Moderates Slightly Ag equipment dealers reported year-over-year sales grew to 8% on average in December, up from 6% in November. New Holland dealers' growth showed the biggest increase this month, doubling to 12% in December from 6% in November. However, for 2012, dealers slightly lowered their forecast and now expect 3% sales growth for the full year, down from 4% in November.
- End of Year Tax Buying Due to Expiring Bonus/Accelerated Depreciation We asked dealers this month about the impact the expected reduction in Bonus/Accelerated depreciation had on 4Q11 sales. Our survey suggests dealers estimate that roughly 11% of 4Q11 sales were a direct result of the expected changes (reductions) in the benefits from the tax law.
- **Dealer Optimism Moderates Again but Remains Positive** Our Dealer Optimism Index, a measure of sentiment amongst dealers compared to the prior month, moderated to a net 14% of dealers reporting they have a more optimistic outlook now versus 21% last month (30% are more optimistic; 54% same; 16% are less optimistic).

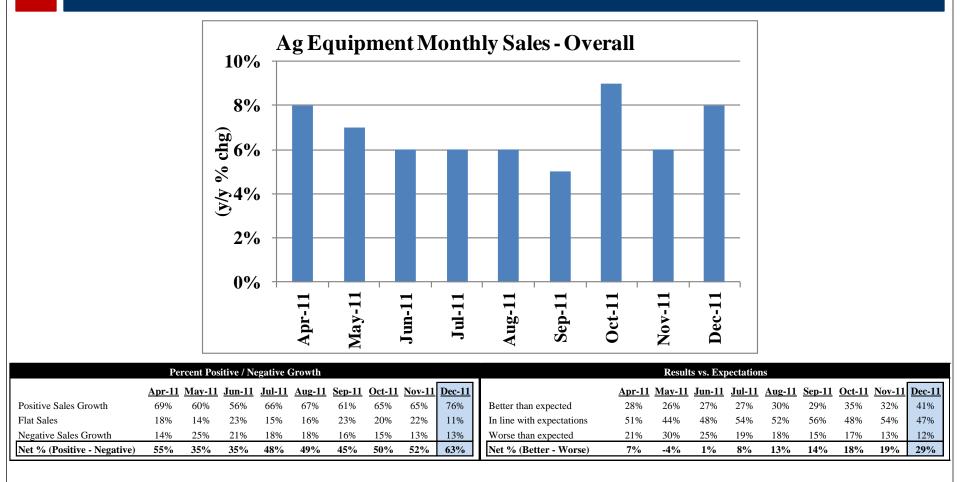
Optimism/Sentiment vs. Last Month											
	<u>Apr-11</u>	<u>May-11</u>	<u>Jun-11</u>	<u>Jul-11</u>	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	Dec-11		
More Optimistic	33%	25%	31%	32%	30%	25%	36%	33%	30%		
Same	54%	54%	44%	49%	55%	58%	55%	55%	54%		
Less Optimistic	13%	21%	25%	20%	15%	17%	9%	12%	16%		
Net % (More-Less)	21%	3%	6%	12%	15%	8%	26%	21%	14%		

Monthly Sales Growth

- Ag equipment dealers reported year-over-year sales grew to 8% on average in December, up from 6% in November. New Holland dealers' growth seemed to double to 12% in December from 6% in November.
- AGCO and New Holland dealers reported the highest average sales growth again at up 12% while John Deere dealers saw the weakest results in the month with sales up 5% on average.
- A net 29% of participants categorized December results as "better-than-expected" (41% better-than-expected; 47% in-line with expectations; 12% worse-than-expected) which compares to the prior month when a net 19% report sales were "better-than-expected."

	Average Sales Growth											
<u>(% chg y/y)</u>	<u>Apr-11</u>	<u>May-11</u>	<u>Jun-11</u>	<u>Jul-11</u>	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	<u>Dec-11</u>			
Overall	8%	7%	6%	6%	6%	5%	9%	6%	8%			
By Brand	<u>Apr-11</u>	<u>May-11</u>	<u>Jun-11</u>	<u>Jul-11</u>	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	<u>Dec-11</u>			
AGCO	12%	13%	11%	9%	14%	12%	12%	10%	12%			
John Deere	8%	8%	7%	5%	5%	4%	10%	5%	5%			
New Holland	8%	4%	5%	7%	6%	7%	7%	6%	12%			
Case IH	5%	4%	3%	8%	7%	7%	8%	8%	11%			
Kubota	13%	5%	7%	12%	7%	6%	7%	9%	10%			
Shortlines	n/a	-13%	3%	5%	6%	2%	6%	2%	7%			
Other	n/a	n/a	n/a	2%	-3%	7%	6%	3%	11%			

Monthly Sales Growth Continued



Source: Farm Equipment Magazine Survey

Impact on Sales From Jan 1st Reduction in Accelerated/Bonus Depreciation

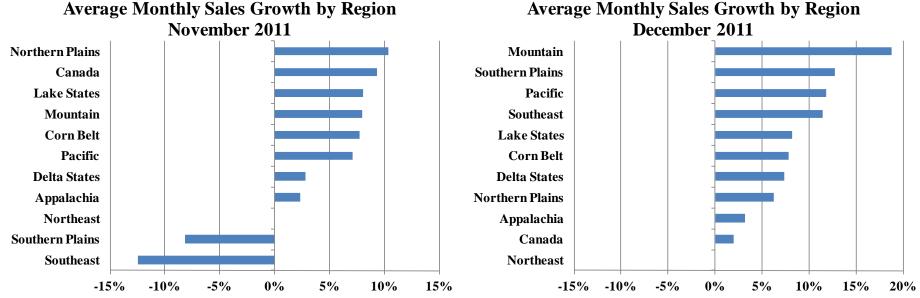
This month we asked dealers about the impact Accelerated/Bonus Depreciation had on end-of-year sales. With these laws expected to be less favorable in 2012, we wanted to gauge the extent of end of year buying for tax purposes, which would imply a possible lull in demand to start 2012. The table below summarizes what percent of total sales in 4Q11 dealers attributed to the expiring tax law. Interestingly, the weighted average increase in 4Q11 sales due to the law is estimated to be just 11%, with the largest proportion of dealers (26%) estimating the law had "no noticeable impact" on their sales in the quarter. This would suggest the start of 2012 is not likely to see a major dropoff in demand, even if we assumed the full 11% was at the expense of 1Q12.

Estimated Percentage of 4Q11 Sales Driven by Expected Bonus/Accelerated Dep	eciation Reduction
<u>% Of 4Q11 Sales</u>	% of Dealers
Over 25%	15%
20-25%	8%
15-20%	6%
10-15%	14%
5-10%	13%
0-5%	17%
No Noticeable impact	26%
Weighted Avg Increase in Sales Due to Expiration of Bonus/Accelerated Dep.	11%

Source: AEI/CRC Survey

Monthly Sales Growth by Region

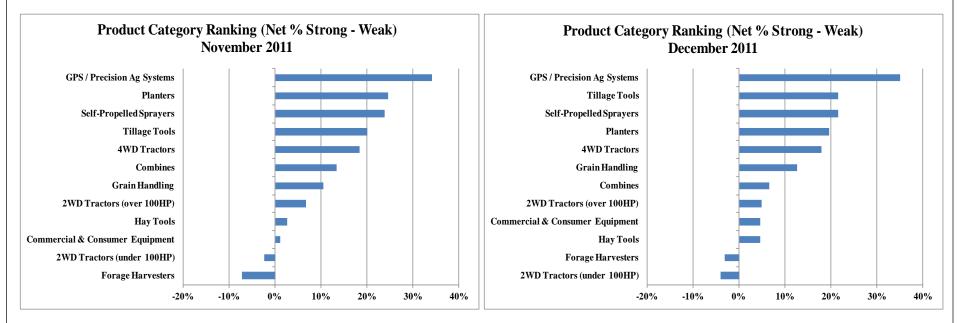
- All eleven regions showed positive average monthly sales growth in December, up from eight out of eleven in November. Mountain, Southern Plains, Pacific, and the Southeast regions head the list of best performing regions.
- On a sequential basis, the Southeast and Southern Plains showed the most significant acceleration, a reversal from last month's trend where both regions saw the most significant sequential slowing. The remaining regions were relatively stable.



Average Monthly Sales Growth by Region

Equipment Category Sales Trends

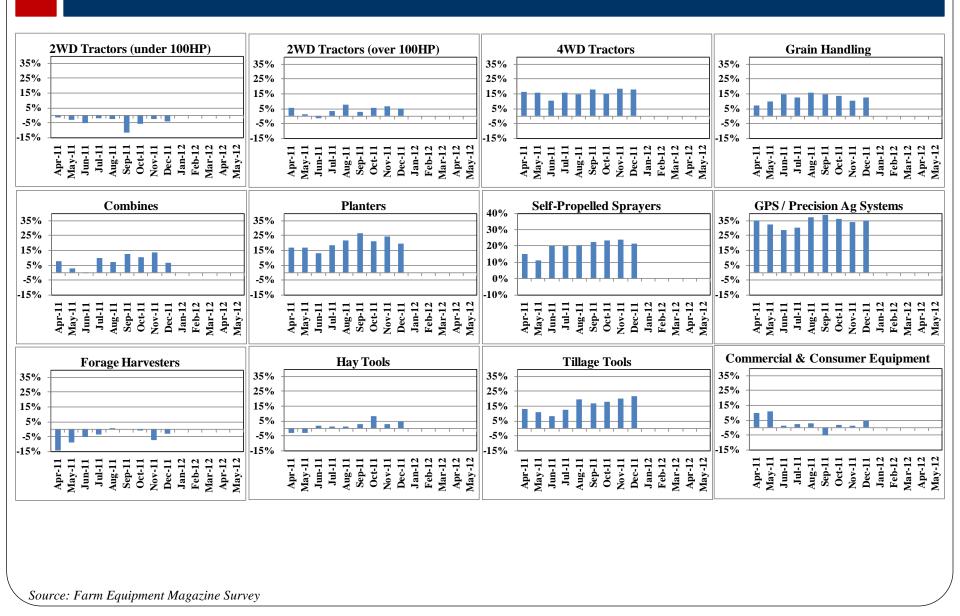
- Ten out of twelve product categories ranked in positive territory in December, consistent with November and October. GPS/ Precision ag systems, tillage tools, and self-propelled sprayers head the list of top performing products while forage harvesters and 2WD tractors (under 100HP) ranked in negative territory.
- On a sequential basis, combines and planters slowed modestly while the remaining product categories were relatively consistent.



Dealer Commentary on December Sales

- "It was better than expected/Above Budget. Good crop and prices. Flooded Farmers had insurance money to spend and had no combining input cost for last year's crop. But if this happens next year it may be much different as insurance is going to be 2-3 times higher
- Worse than expected/Below budget. We are in the southwest part of Arkansas, we had a drought just like Texas and Oklahoma. Prices of cattle are good, but a lot of us have sold off half our cattle and are buying very high priced feed.
- Better than expected/Above Budget. Good prices on hay and grain
- December was better than expected/Above Budget. End of section 179 and better than expected income by the farmer and earlier planning. Farm equipment seemed to be the purchase of the year versus trucksand trailers, dryers and storage, or new buildings.
- *I was surprised how many last minute deals were done. Also, I had customers who purchased an item earlier in the month (Dec) and came back in and bought something else on the last couple of days of the month.*
- Our share will be lower in 2012. It is strictly availability. Deere is allocating equipment to the mega dealers. And leaving the independent dealer out of the equation
- I'm less optimistic. Purchases were made on tax incentives. Most of our customers are set up well for equipment and will need a good reason to keep updating.
- More manufacturers now dealing with iT4 price increases which levels the playing field on equipment pricing.

Equipment Category Sales Trends



Order Growth

Overall Orders

- Incoming orders grew 4% on average in December, which has been stable for five consecutive months.
- Similar to sales, New Holland dealers saw order growth double to up 6% from 3% last month, while Case IH dealer orders came in at the low end at 3% on average for the month.

New Combine Order Intentions

• A net 18% of dealers believe they will order fewer combines for 2012, a drop from the net 7% last month. Used inventory and manufacturer allocation remain key factors for the lower order expectations.

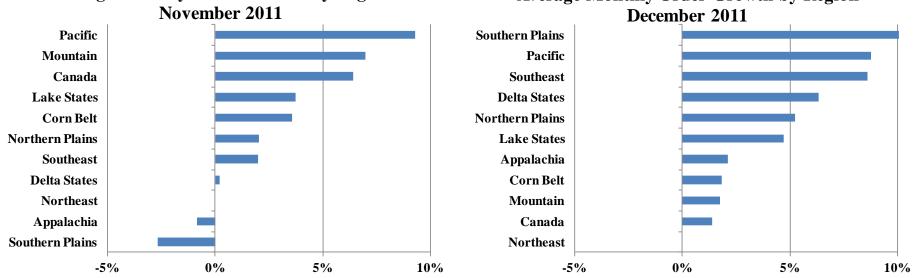
New Comb	New Combine Order Intentions vs. Last Year											
	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	<u>Dec-11</u>							
More	22%	20%	21%	20%	11%							
Same	47%	48%	48%	53%	60%							
Less	31%	32%	31%	27%	29%							
Net % (More- Less)	-10%	-12%	-10%	-7%	-18%							

		A	verage	Orders	Growth				
<u>(% chg y/y)</u>	<u>Apr-11</u>	<u>May-11</u>	<u>Jun-11</u>	<u>Jul-11</u>	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	<u>Dec-11</u>
Overall	3%	3%	3%	5%	4%	4%	4%	4%	4%
By Brand	<u>Apr-11</u>	<u>May-11</u>	<u>Jun-11</u>	<u>Jul-11</u>	Aug-11	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	Dec-11
AGCO	4%	8%	5%	10%	10%	5%	6%	8%	6%
John Deere	4%	2%	2%	5%	3%	4%	3%	3%	4%
New Holland	4%	2%	3%	5%	5%	5%	4%	3%	6%
Case IH	1%	3%	2%	4%	3%	3%	5%	4%	3%
Kubota	9%	1%	6%	6%	6%	4%	4%	6%	7%
Shortlines	n/a	-3%	2%	2%	4%	3%	1%	2%	4%
Other	n/a	n/a	n/a	1%	-2%	2%	4%	3%	11%

Order Growth by Region

Average Monthly Order Growth by Region

- Ten out of eleven regions showed positive monthly orders growth in December, up from eight out of eleven in November. The Southern Plains, Pacific, and Southeast head the list of best performing regions this month.
- On a sequential basis, the Southern Plains showed the most significant improvement from November, while the Canada and Mountain regions showed modest sequential slowdown in order growth.



Average Monthly Order Growth by Region

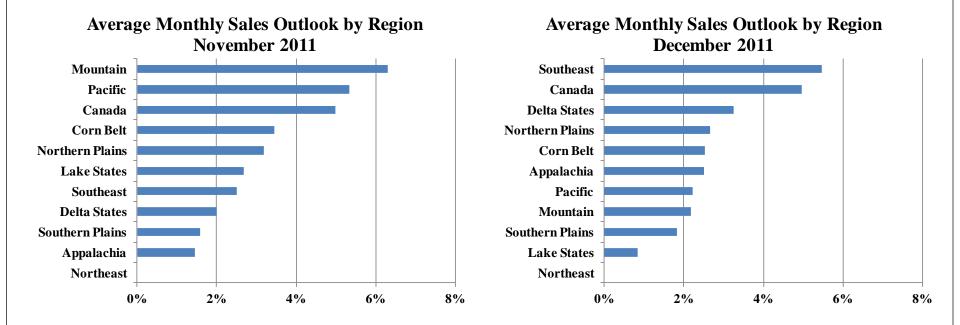
2012 Sales Outlook

- Looking across 2012, dealers slightly lowered their forecast and now expect 3% sales growth for the full year, down from 4% in November.
- Kubota dealers are the most optimistic reporting the highest full year growth outlook at 6% while Shortline and John Deere dealers report the least optimistic outlook at 2% on average.

	2012 Outlook											
<u>(% chg y/y)</u>	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	<u>Dec-11</u>							
Overall	5%	2%	4%	4%	3%							
By Brand	<u>Aug-11</u>	<u>Sep-11</u>	<u>Oct-11</u>	<u>Nov-11</u>	Dec-11							
AGCO	9%	8%	9%	8%	4%							
John Deere	4%	1%	2%	3%	2%							
New Holland	5%	5%	5%	5%	4%							
Case IH	4%	3%	5%	4%	3%							
Kubota	5%	7%	4%	4%	6%							
Shortlines	3%	2%	1%	2%	2%							
Other	3%	4%	6%	4%	7%							

2012 Sales Outlook Continued

- Ten out of eleven regions are projecting a positive full year sales outlook in December, consistent with November and October. Dealers in the Southeast, Canada, and Delta States are the most optimistic while the Northeast region is forecasting sales to be flat in 2012.
- On a sequential basis, dealers have largely maintained their average outlook from last month.

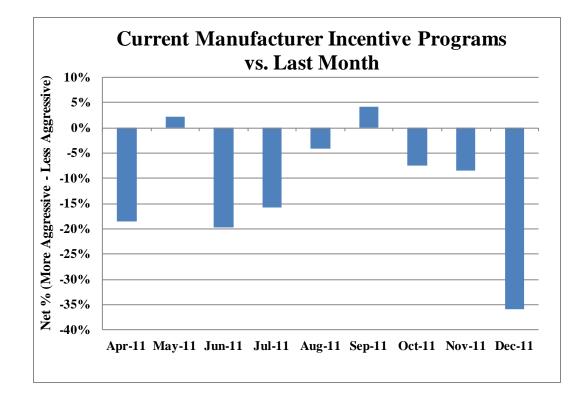


Dealer Commentary on 2012 Outlook

- *I'm concerned about AGCO CEO's comments about the possible relationship with Cat.*
- Optimistic because Kubota equipment is readily available in sufficient numbers.
- I'm less optimistic because of inventory constraints on certain model tractors. This will effect sales growth.
- Equipment availability will continue to hamper new AG sales.
- I'm less optimistic about 2012 due to price increases.
- It all depends on commodity prices. It's pretty simple. When they tank we will be in trouble with all this inventory (new & used) sitting around.
- Tier 4 engines adding 10% to price of 80 hp plus tractors
- It seems as if some farmers may be directing their income towards other farm related items such as: new grain bins, new barns, buying more farm land, etc. In all honesty, how much can you update equipment when you have had years like the last three?

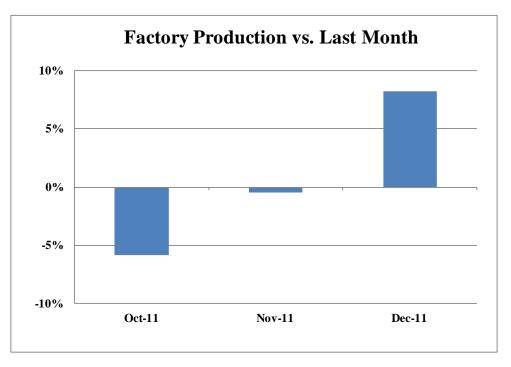
Current Manufacturer Incentive Programs

• A net 36% of dealers report that manufacturers are less aggressive with incentives in December (6% more aggressive; 52% same; 42% less aggressive) compared to a net 9% in November. This is a substantial pullback and appears to be attributed to the end of pre-sell programs and slightly higher interest rates.



Factory Production

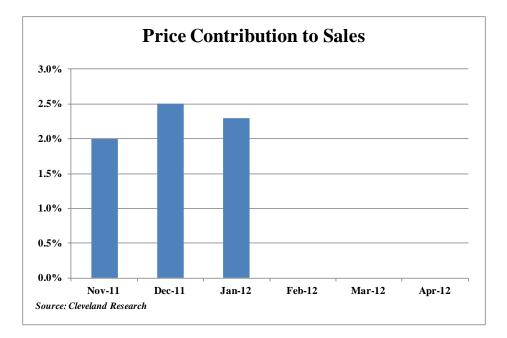
• Dealers report that factories appear to be keeping production relatively stable as a net 9% of dealers are reporting increasing production levels (15% increasing production; 79% no change in production; 6% decreasing production) compared to a net 0% last month who reported factories are neither increasing nor decreasing production.



Source: Farm Equipment Magazine Survey

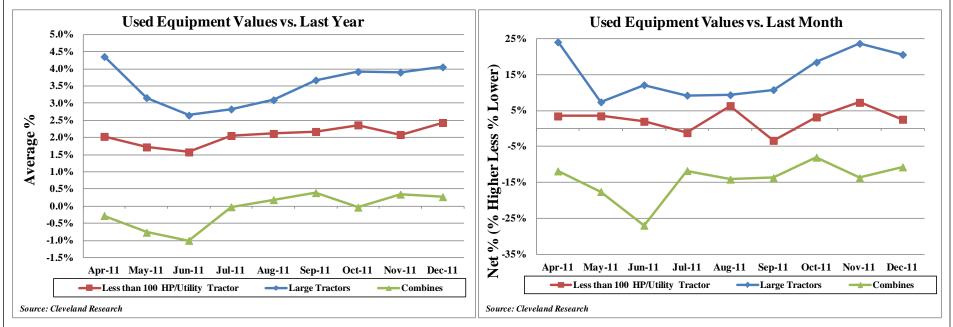
Pricing Trends

• Dealers report price contributed roughly ~2.3% to total December revenue, down just slightly from ~2.5% from November.



Used Equipment Pricing

- By category, tractors over 100HP are up 4.1% year-over-year on average in December, up from 3.9% in November. Prices for used tractors under 100HP are up 2.4% in December, up from 2.1% in November. Used combine values are up 0.3% in December, consistent with last month.
- Relative to last month, a net 3% of dealers report higher values for under 100HP/utility tractors, down from a net 7% in November. For over 100HP tractors, a net 21% of dealers report higher values vs. last month, down from a net 24% in November. Finally, a net 11% of dealers report used combine values are lower than last month.



Inventory Levels

New Equipment Inventory

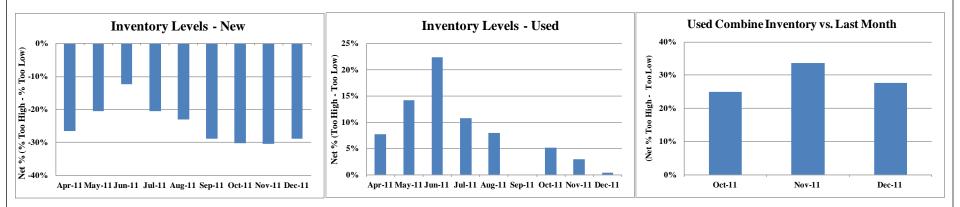
• New equipment inventory remains tight as a net 29% of dealers categorize their new inventory as "too low" (11% too high; 49% about right; 40% too low), roughly consistent with last month.

Used Equipment Inventory

• Used equipment inventory appears to have decreased, as a net 1% of dealers now categorize their used inventory levels as "too high" (24% too high; 53% about right; 23% too low) compared to a net 3% last month.

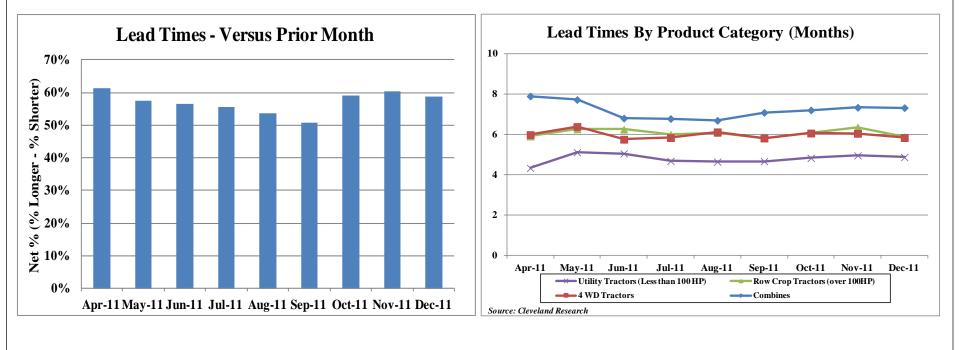
Used Combine Inventory

• Within the used equipment categories, a net 28% of dealers also reported used combine inventory levels are still "too high" (39% too high; 50% about right; 11% too low).



Equipment Availability

- Overall, a net 59% of dealers report longer factory lead-times compared to last month (63% longer; 32% same; 4% shorter), down slightly from the net 60% in November. Lead-times appear to continue to be one of the primary concerns for dealers and continue to be a constraint on the growth outlook.
- A closer look at availability by product category shows the four core product categories we measure are seeing stable to slightly shorter lead times this month. On average combine lead times are 7.3 months; 4WD are 5.8 months; row crop tractor lead times are 5.9 months; and smaller tractors (<100 HP) lead times are 4.9 months.



Dealer Commentary on Inventory Levels

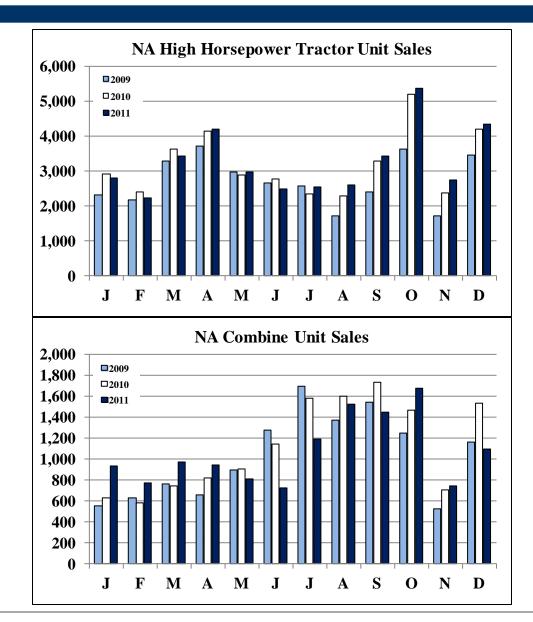
- It's too high. As an industry, we better not get swept up in today's demand because when it turns we could take some serious hits. We need to take a deep breath and be allowing sensible amounts with a plan for profit on the trades.
- Too High. Lots of used round hay balers traded in during December.
- Too Low. People are keeping the old tractors longer and just having them repaired.
- Too High. Combines are the issue, like I say every month. They just haven't improved.
- Too high and its costing too much to sit here
- Too High. Used late model combines, there is many to choose from. Older combines have lost a lot of value and need to have the right buyer too move. Some of the older buyers purchased newer combines with plans to keep them longer. They used the interest free programs from the manufacturer so feel they are saving by buying newer now.
- We're still too high. Used combines and used hay equipment are good though.
- Inventory is about right for us.
- Too High. While our inventory is high, it is not aged. I will be very concerned if we have a slow down.

NA Farm Equipment Industry Retail Sales and Inventory

				NORT	'H AMERI	CAN FARM	EQUIPMEN	T RETAIL	SALES					
Г				Units						% chan	ge year-ov	er-vear		
L	< 40 HP	Utility	Row Crop	4-Wheel	<u>Total</u> Tractor	<u>Memo:</u> High hp	Combines	<40HP	Util	RC	4-WD	Total	High hp	Comb
Jan-10	3,687	3,181	2.606	327	9,801	2,933	633	(1%)	(8%)	31%	4%	3%	27%	14%
Feb-10	3,893	2,670	1,947	456	8,966	2,403	584	(8%)	(19%)	8%	19%	(8%)	10%	(8%)
Mar-10	8,018	4,253	2,930	707	15,908	3,637	746	15%	(11%)	5%	41%	6%	10%	(2%)
Apr-10	12,604	5,743	3,287	853	22,487	4,140	825	15%	(7%)	6%	40%	8%	11%	25%
May-10	13,019	5,769	2,441	461	21,690	2,902	910	9%	5%	(1%)	(10%)	6%	(3%)	1%
Jun-10	10,726	5,750	2,195	570	19,241	2,765	1,146	(8%)	(12%)	(1%)	31%	(8%)	4%	(10%
Jul-10	8,635	5,122	1,896	435	16,088	2,331	1,576	(2%)	2%	(11%)	(3%)	(2%)	(10%)	(7%)
Aug-10	7,150	4,111	1,887	412	13,560	2,299	1,598	3%	7%	44%	3%	9%	34%	17%
Sep-10	7,564	4,340	2,644	653	15,201	3,297	1,731	(1%)	(12%)	43%	16%	1%	37%	12%
Oct-10	7,067	5,290	4,091	1,117	17,565	5,208	1,464	3%	10%	39%	62%	15%	43%	17%
Nov-10	4,973	3,373	1,981	394	10,721	2,375	704	12%	12%	39%	25%	17%	37%	33%
Dec-10	6,633	5,620	3,445	754	16,452	4,199	1,532	17%	21%	18%	39%	19%	21%	32%
Jan-11	3,705	3,493	2,296	507	10,001	2,803	935	0%	10%	(12%)	55%	2%	(4%)	48%
Feb-11	4,448	3,074	1,764	462	9,748	2,226	777	14%	15%	(9%)	1%	9%	(7%)	33%
Mar-11	8,894	4,973	2,816	624	17,307	3,440	973	11%	17%	(4%)	(12%)	9%	(5%)	30%
Apr-11 May-11	11,412 12,601	5,413 5,133	3,325 2,403	885 588	21,035 20,725	4,210 2,991	941 815	(9%) (3%)	(6%) (11%)	1% (2%)	4% 28%	(6%) (4%)	2% 3%	14% (10%
Jun-11	12,001	5,155	2,405	428	20,723	2,991	722	(3%)	4%	(2%)	(25%)	(4%)	5% (9%)	(37%)
Jul-11 Jul-11	7,702	4,728	2,070	428	14,985	2,504	1,188	(11%)	(8%)	(3%)	(23%)	(7%)	10%	(25%)
Aug-11	7,318	4,180	2,050	448	14,098	2,600	1,523	2%	2%	14%	9%	4%	13%	(5%)
Sep-11	7,843	4,570	2,735	700	15,848	3,435	1,446	4%	5%	3%	7%	4%	4%	(16%
Oct-11	7,914	5,932	4,249	1,130	19,225	5,379	1,673	12%	12%	4%	1%	9%	3%	14%
Nov-11	4,952	3,430	2,274	482	11,138	2,756	742	(0%)	2%	15%	22%	4%	16%	5%
Nov-11 Dec-11	4,952 7,273	3,430 6,156	2,274 3,697	482 662	11,138 17,788	2,756 4,359	742	(0%) 10%	2%	15% 7%	(12%)	4% 8%	16% 4%	
				662	17,788	4,359		10%	10%					
			3,697	662	17,788 THAMER (nits)	4,359 ICAN FARM	1,101	10%	10%	7%		8%	4%	<u>5%</u> (28%)
	7,273	6,156	3,697 Ir	662 NOR nventory (U	17,788 TH AMIER Inits) <u>Total</u>	4,359 ICAN FARM <u>Memo:</u>	1,101 4 EQUIPME	10%	10% TORY	7% Invent	(12%) ory to 12-r	8% no. Sales	4%	(28%)
Dec-11	7,273	6,156 <u>Utility</u>	3,697 Ir <u>Row Crop</u>	662 NOR nventory (U <u>4-Wheel</u>	17,788 TH AMER Inits) <u>Total</u> <u>Tractor</u>	4,359 ICAN FARM <u>Memo:</u> <u>High hp</u>	1,101 IEQUIPME <u>Combines</u>	10% NT INVEN 	10% TORY <u>Util</u>	7% Invente <u>RC</u>	(12%) ory to 12-r <u>4-WD</u>	8% no. Sales <u>Total</u>	4% <u>High HP</u>	(28%) <u>Comb</u>
Dec-11 Dec-09	7,273	6,156 <u>Utility</u> 27,289	3,697 In <u>Row Crop</u> 9,697	662 NOR nventory (U <u>4-Wheel</u> 871	17,788 TH AMER (nits) <u>Total</u> <u>Tractor</u> 88,559	4,359 ICAN FARM <u>Memo:</u> <u>High hp</u> 10,568	1,101 1 EQUIPMIE <u>Combines</u> 984	10% NT INVEN 	10% TORY <u>Util</u> 49%	7% Invent <u>RC</u> 36%	(12%) ory to 12-r <u>4-WD</u> 15%	8% no. Sales <u>Total</u> 50%	4% <u>High HP</u> 32%	(28%) <u>Comb</u> 8%
Dec-11 Dec-09 Jan-10	7,273	6,156 <u>Utility</u> 27,289 27,106	3,697 In <u>Row Crop</u> 9,697 8,936	662 NOR iventory (U <u>4-Wheel</u> 871 1,016	17,788 TH AMER (nits) <u>Total</u> <u>Tractor</u> 88,559 88,365	4,359 ICAN FARM <u>Memo:</u> <u>High hp</u> 10,568 9,952	1,101 1 EQUIPMIS <u>Combines</u> 984 1,096	10% NT INVEN 	10% TORY <u>Util</u> 49% 49%	7% Invent <u>RC</u> 36% 32%	(12%) ory to 12-r <u>4-WD</u> 15% 18%	8% no. Sales <u>Total</u> 50% 49%	4% <u>High HP</u> 32% 30%	(28% <u>Comb</u> 8% 9%
Dec-11 Dec-09 Jan-10 Feb-10	7,273 ≤40 HP 2,50,702 51,307 53,071	6,156 <u>Utility</u> 27,289 27,106 27,410	3,697 In <u>Row Crop</u> 9,697 8,936 9,034	662 NOR aventory (U <u>4-Wheel</u> 871 1,016 1,154	17,788 TH AMER (nits) <u>Total</u> <u>Tractor</u> 88,559 88,365 90,669	4,359 ICAN FARM <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188	1,101 1 EQUIPMIE <u>Combines</u> 984 1,096 1,358	10% NT INVEN <40HP 57% 57% 57% 59%	10% TORY <u>Util</u> 49% 49% 50%	7% Inventa <u>RC</u> 36% 32% 33%	(12%) ory to 12-r <u>4-WD</u> 15% 18% 20%	8% no. Sales <u>Total</u> 50% 49% 51%	4% High HP 32% 30% 30%	(28% <u>Comb</u> 8% 9% 11%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10	7,273 <40 HP 50,702 51,307 53,071 54,430	6,156 <u>Utility</u> 27,289 27,106 27,410 27,854	3,697 In <u>Row Crop</u> 9,697 8,936 9,034 8,570	662 NOR iventory (U 4-Wheel 871 1,016 1,154 1,151	17,788 TH AMIER (nits) Total Tractor 88,559 88,365 90,669 92,005	4,359 ICAN FARM <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721	1,101 1 EQUIPME Combines 984 1,096 1,358 1,387	10% XT INVEN <40HP 57% 57% 59% 60%	10% TORY <u>Util</u> 49% 49% 50% 51%	7% Inventa <u>RC</u> 36% 32% 33% 31%	(12%) ory to 12-r 4-WD 15% 18% 20% 19%	8% no. Sales <u>Total</u> 50% 49% 51% 51%	4% High HP 32% 30% 30% 29%	(28% <u>Comb</u> 8% 9% 11% 11%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 Apr-10	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559	6,156 <u>Utility</u> 27,289 27,106 27,410 27,854 27,766	3,697 In <u>Row Crop</u> 9,697 8,936 9,034 8,570 8,127	662 NOR wentory (U <u>4-Wheel</u> 871 1,016 1,154 1,151 1,023	17,788 TH AMER (nits) Total Tractor 88,559 88,365 90,669 92,005 88,475	4,359 (CAN FARN <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150	1,101 1 EQUIPME 984 1,096 1,358 1,387 1,507	10% XT INVEN <40HP 57% 57% 59% 60% 56%	10% TORY <u>Util</u> 49% 49% 50% 51% 51%	7% Invent <u>RC</u> 36% 32% 33% 31% 29%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16%	8% no. Sales <u>Total</u> 50% 49% 51% 51% 49%	4% High HP 32% 30% 30% 29% 27%	(28% <u>Comb</u> 8% 9% 11% 11% 12%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 Apr-10 May-10	40 HP 50,702 51,307 53,071 54,430 51,559 47,800	6,156 <u>Utility</u> 27,289 27,106 27,410 27,854 27,766 26,701	3,697 In <u>Row Crop</u> 9,697 8,936 9,034 8,570 8,127 8,013	662 NOR ventory (U 4-Wheel 871 1,016 1,154 1,151 1,023 1,149	17,788 TH AMER (nits) Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663	4,359 (CAN FARM <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162	1,101 4 EQUIEME 984 1,096 1,358 1,387 1,507 1,932	10% NT INVEN <40HP 57% 57% 59% 60% 56% 51%	10% TORY <u>Util</u> 49% 49% 50% 51% 51% 49%	7% Invent <u>RC</u> 36% 32% 33% 31% 29% 29%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19%	8% mo. Sales <u>Total</u> 50% 49% 51% 51% 49% 46%	4% High HP 32% 30% 29% 27% 27%	(28% <u>Comb</u> 8% 9% 11% 11% 12% 15%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 May-10 Jun-10	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 47,800 46,417	6,156 <u>Utility</u> 27,289 27,106 27,410 27,854 27,766 26,701 26,475	3,697 II <u>Row Crop</u> 9,697 8,936 9,034 8,570 8,127 8,127 8,013 7,868	662 NOR aventory (U 4-Wheel 871 1,016 1,154 1,151 1,023 1,149 1,094	17,788 TH AMER (nits) Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854	4,359 (CAN FARM) <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962	1,101 1 EQUIENTE 2 Combines 984 1,096 1,358 1,358 1,387 1,507 1,932 2,202	10% NT INVEN <u><40HP</u> 57% 57% 59% 60% 56% 51% 50%	10% TORY <u>Util</u> 49% 49% 50% 51% 49% 49%	7% Inventa <u>RC</u> 36% 32% 33% 31% 29% 29% 28%	(12%) ory to 12-r <u>4-WD</u> 15% 18% 20% 19% 16% 19% 17%	8% mo. Sales <u>Total</u> 50% 49% 51% 49% 46% 45%	4% High HP 32% 30% 30% 29% 27% 27% 26%	(28% <u>Comb</u> 8% 9% 11% 12% 15% 18%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 Apr-10 May-10 Jun-10 Jul-10	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 47,800 46,417 46,618	6,156 <u>Utility</u> 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538	3,697 Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361	662 NOR wentory (U 4-Wheel 871 1,016 1,154 1,151 1,023 1,149 1,094 1,407	17,788 TH AMIER nits) Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924	4,359 (CAN FARM <u><i>High hp</i></u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768	1,101 1 EQUIENTE 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546	10% NT INVEN <40HP 57% 57% 59% 60% 56% 51%	10% TORY 49% 50% 51% 51% 51% 49% 49%	7% Invent <u>RC</u> 36% 32% 33% 31% 29% 29% 28% 30%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 19% 17% 22%	8% Total 50% 49% 51% 51% 49% 46%	4% High HP 32% 30% 29% 27% 27% 26% 26% 29%	(28% <u>Comb</u> 8% 9% 11% 12% 15% 15% 18% 21%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 Apr-10 Jul-10 Jul-10 Aug-10	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 47,800 46,618 47,813	6,156 <u>Utility</u> 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499	3,697 Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015	662 NOR ventory (U 4-Wheel 871 1,016 1,154 1,151 1,023 1,149 1,094 1,407 1,405	17,788 THAMER Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732	4,359 (CAN FARM) <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420	1,101 1 EQUIEXTR 984 1,096 1,358 1,507 1,932 2,202 2,546 2,557	10% NT INVEN <u><40HP</u> 57% 57% 59% 60% 56% 51% 50%	10% TORY <u>Util</u> 49% 49% 50% 51% 49% 49%	7% Inventa <u>RC</u> 36% 32% 33% 31% 29% 29% 28%	(12%) ory to 12-r <u>4-WD</u> 15% 18% 20% 19% 16% 19% 17%	8% mo. Sales <u>Total</u> 50% 49% 51% 49% 46% 45%	4% High HP 32% 30% 30% 29% 27% 27% 26%	(28% <u>Comb</u> 8% 9% 11% 12% 15% 15% 18% 21% 20%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 Apr-10 May-10 Jun-10 Jul-10	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 47,800 46,618 47,813 48,820	6,156 <u>Utility</u> 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538	3,697 Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361	662 NOR wentory (U 4-Wheel 871 1,016 1,154 1,151 1,023 1,149 1,094 1,407	17,788 TH AMIER nits) Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924	4,359 (CAN FARM <u><i>High hp</i></u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768	1,101 1 EQUIENTE 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546	10% XUINWEN <u><40HP</u> 57% 57% 59% 60% 56% 51% 50% 51% 52%	10% TORY 49% 49% 50% 51% 51% 49% 49% 49%	7% Invent <u>RC</u> 36% 32% 33% 31% 29% 29% 29% 29% 30% 32%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 17% 22% 22%	8% mo. Sales <u>Total</u> 50% 49% 51% 51% 49% 46% 46% 46% 46% 47%	4% <u>High HP</u> 32% 30% 30% 29% 27% 27% 26% 29% 30%	(28% <u>Comb</u> 8% 9% 11% 12% 15% 15% 18% 21%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 May-10 Jun-10 Jul-10 Aug-10 Sep-10 Oct-10 Nov-10	7,273 <40 HP 50,702 51,307 53,071 53,071 54,430 51,559 47,800 46,417 46,618 47,813 48,820 51,598 55,248	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499 25,850 25,735 26,251	3,697 Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,411 8,420	662 NOR ventory (U 4-Wheel 871 1,016 1,154 1,154 1,159 1,094 1,407 1,405 1,504 1,711 1,354	17,788 TH AMIER Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273	4,359 (CAN FARM) <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 9,768 10,420 10,448 9,582 9,774	1,101 1 EQUIEME 984 1,096 1,358 1,357 1,932 2,202 2,546 2,557 2,207 1,317 1,714	10% XU INVEN <40HP 57% 57% 57% 59% 60% 56% 51% 50% 51% 52% 53% 53% 59%	10% TORY <u>Util</u> 49% 49% 51% 51% 51% 49% 49% 49% 49% 48%	7% Invent 36% 32% 33% 31% 29% 29% 29% 29% 30% 30% 32% 31% 28% 27%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 19% 22% 22% 22% 23% 17% 20%	8% Total 50% 49% 51% 51% 49% 46% 45% 46% 47% 47% 47% 49%	4% High HP 32% 30% 29% 27% 27% 26% 29% 30% 29% 29% 26% 26%	(28% <u>Comb</u> 8% 9% 11% 12% 15% 18% 21% 20% 17% 10% 13%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 May-10 Jun-10 Jun-10 Jun-10 Sep-10 Oct-10 Nov-10 Dec-10	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 46,417 46,618 47,813 48,820 51,598 55,248 58,708	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499 25,850 25,735 26,251 24,800	3,697 In Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,411 8,420 7,832	662 NOR Nentory (U 4-Wheel 871 1,016 1,154 1,151 1,023 1,149 1,094 1,407 1,405 1,504 1,171 1,354 1,203	17,788 TH AMIER Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 92,543	4,359 (CAN FARM) <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420 10,448 9,582 9,774 9,035	1,101 4 EQUIPMIE 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810	10% XT INVEN <40HP 57% 57% 57% 60% 56% 51% 52% 53% 53% 56% 53% 56% 52%	10% TORY 49% 49% 50% 51% 51% 49% 49% 49% 49% 48% 48% 48% 48% 48%	7% Invent <u>RC</u> 36% 33% 33% 31% 29% 29% 29% 28% 30% 32% 31% 28% 28% 28% 25%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 22% 22% 23% 17% 20% 17%	8% Total 50% 49% 51% 51% 49% 46% 45% 46% 47% 47% 47% 47% 47% 49%	4% High HP 32% 30% 29% 27% 26% 29% 26% 29% 26% 29% 26% 26% 23%	(28% <u>Comb</u> 8% 9% 11% 12% 15% 15% 20% 17% 20% 13% 13%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 May-10 Jun-10 Jun-10 Jun-10 Sep-10 Oct-10 Nov-10 Dec-10 Jan-11	7,273 ≤40 HP 50,702 51,307 53,071 54,430 51,559 47,813 46,618 47,813 55,248 58,708 60,357	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499 25,850 25,735 26,251 24,800 25,451	3,697 II Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,361 9,015 8,944 8,411 8,420 7,832 7,219	662 NOR ventory (U 4-Wheel 871 1,016 1,151 1,023 1,149 1,094 1,407 1,405 1,504 1,171 1,354 1,203 1,125	17,788 TH AMIER nits) Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 92,543 94,152	4,359 (CAN FARM) <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420 10,420 10,428 9,582 9,774 9,035 8,344	1,101 1 EQUIENTE 2 Combines 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810 1,735	10% XT INVEN <40HP 57% 57% 57% 50% 56% 50% 51% 52% 53% 53% 53% 56% 59% 64%	10% TORY 49% 49% 50% 51% 51% 51% 49% 49% 49% 49% 48% 48% 48% 48%	7% Invent <u>RC</u> 36% 32% 33% 29% 29% 29% 28% 30% 32% 30% 32% 32% 30% 32% 32% 32% 32% 28% 28% 28% 28% 32% 32% 32% 32% 32% 32% 32% 32	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 22% 22% 23% 17% 20% 17% 20% 15%	8% Total 50% 49% 51% 49% 45% 46% 47% 47% 47% 47% 47% 49% 50%	4% High HP 32% 30% 29% 27% 26% 29% 30% 29% 30% 29% 26% 26% 23% 26% 23%	(28% <u>Comb</u> 8% 9% 11% 12% 15% 18% 21% 20% 20% 17% 10% 13% 13%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 Apr-10 Aug-10 Jul-10 Aug-10 Sep-10 Oct-10 Nov-10 Dec-10 Jan-11 Feb-11	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 47,800 47,813 48,820 51,598 55,248 58,708 60,357 63,810	6,156 <u>Utility</u> 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499 25,735 26,251 24,800 25,735 26,251 24,800 25,451 26,495	3,697 Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,411 8,420 7,832 7,219 7,200	662 NOR Nor 4-Wheel 871 1,016 1,154 1,151 1,023 1,149 1,094 1,407 1,405 1,504 1,701 1,354 1,203 1,125 1,221	17,788 TH AMIER nits) Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 92,543 94,152 98,726	4,359 (CAN FARM) <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 9,768 10,420 9,768 10,420 10,448 9,582 9,774 9,035 8,344 8,421	1,101 1 EQUIEMES 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810 1,735 2,083	10% XU INVEN <40HP 57% 57% 59% 60% 56% 51% 56% 51% 52% 53% 52% 53% 62% 64% 67%	10% TORY Util 49% 49% 50% 51% 51% 49% 49% 49% 49% 49% 48% 48% 48% 48% 46% 47%	7% Invent 36% 32% 33% 31% 29% 29% 29% 29% 28% 30% 30% 32% 31% 25% 23%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 22% 22% 22% 22% 20% 17% 17%	8% Total 50% 49% 51% 51% 51% 49% 46% 45% 46% 47% 47% 47% 47% 47% 49% 50% 52%	4% High HP 32% 30% 29% 27% 27% 26% 29% 30% 29% 30% 29% 26% 26% 26% 23% 22%	(28% <u>Combb</u> 8% 9% 11% 15% 15% 15% 20% 17% 10% 13% 13% 13% 15%
Dec-11 Dec-19 Jan-10 Feb-10 Mar-10 May-10 Jun-10 Jun-10 Jun-10 Sep-10 Oct-10 Nov-10 Dec-10 Jan-11 Feb-11 Mar-11	7,273 <40 HP	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499 25,850 25,735 26,251 24,800 25,451 26,495 27,435	3,697 In Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,411 8,420 7,832 7,219 7,200 7,716	662 NOR Nentory (U 4-Wheel 871 1,016 1,154 1,151 1,023 1,149 1,094 1,407 1,405 1,504 1,171 1,354 1,203 1,125 1,221 1,213	17,788 TH AMIER Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 92,543 94,152 98,726 101,631	4,359 (CAN FARM) <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420 10,448 9,582 9,774 9,035 8,344 8,329	1,101 4 EQUIPMIE 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810 1,735 2,083 2,128	10% XT INVEN <40HP 57% 57% 57% 60% 56% 51% 50% 51% 52% 64% 64% 64% 67% 68%	10% TORY 49% 49% 50% 51% 51% 49% 49% 49% 49% 48% 48% 48%	7% Invent <u>RC</u> 36% 32% 33% 31% 29% 29% 29% 29% 29% 28% 30% 32% 28% 23% 23% 25% 23%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 19% 22% 22% 22% 22% 22% 17% 20% 17% 15% 17%	8% Total 50% 49% 51% 49% 45% 46% 45% 46% 47% 47% 47% 47% 47% 47% 50% 52% 53%	4% High HP 32% 30% 29% 27% 26% 29% 26% 29% 26% 29% 26% 22% 22% 22% 22% 22%	(28% Comb 8% 9% 11% 12% 15% 15% 20% 17% 10% 13% 13% 13% 15%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 May-10 Jun-10 Jun-10 Sep-10 Oct-10 Nov-10 Dec-10 Dec-10 Jan-11 Feb-11 Mar-11 Apr-11	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 46,417 46,618 47,813 48,820 51,598 58,708 60,357 63,810 65,267 63,035	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499 25,850 25,735 26,251 24,800 25,451 26,495 27,435 26,919	3,697 II Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,361 9,015 8,944 8,411 8,420 7,832 7,219 7,200 7,716 7,499	662 NOR Nentory (U 4-Wheel 871 1,016 1,151 1,023 1,149 1,094 1,407 1,407 1,407 1,407 1,504 1,171 1,354 1,203 1,125 1,221 1,213 1,053	17,788 TH AMIER Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 92,543 94,152 98,726 101,631 98,506	4,359 (CAN FARM) <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420 10,448 9,582 9,774 9,035 8,344 8,929 8,552	1,101 Combines 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810 1,735 2,083 2,128 2,136	10% XT INVEN <40HP 57% 57% 57% 50% 56% 51% 52% 53% 51% 52% 53% 56% 59% 62% 64% 67% 64% 67%	10% TORY 49% 49% 50% 51% 51% 49% 49% 49% 49% 48% 48% 48% 48% 48%	7% Invent 36% 32% 33% 29% 29% 29% 29% 29% 28% 30% 32% 31% 28% 28% 23% 23% 23% 23% 23% 24%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 19% 22% 22% 22% 23% 17% 23% 17% 17% 15% 17% 15% 14%	8% Total 50% 49% 51% 49% 46% 45% 46% 47% 47% 47% 47% 47% 47% 50% 52% 52%	4% High HP 32% 30% 29% 27% 26% 29% 26% 29% 26% 26% 26% 26% 26% 22% 22% 22% 22%	(28% Comb 8% 9% 11% 12% 15% 15% 13% 13% 13% 15% 15%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 Apr-10 Apr-10 Jul-10 Aug-10 Sep-10 Oct-10 Nov-10 Dec-10 Jan-11 Feb-11 Mar-11 Apr-11 May-11	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 47,813 46,618 47,813 55,248 58,708 60,357 63,810 65,267 63,035 58,905	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499 25,735 26,251 24,800 25,451 26,495 27,435 26,919 26,579	3,697 Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,411 8,420 7,832 7,219 7,200 7,716 7,499 6,951	662 NOR Nor 4-Wheel 871 1,016 1,154 1,151 1,023 1,149 1,094 1,407 1,405 1,504 1,171 1,354 1,203 1,125 1,221 1,213 1,053 1,122	17,788 TH AMIER nits) Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 92,543 94,152 98,726 101,631 98,506 93,557	4,359 (CAN FARM) <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420 10,448 9,582 9,774 9,035 8,344 8,421 8,929 8,552 8,073	1,101 1 EQUIEMES 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810 1,735 2,083 2,128 2,136 1,826	10% XU INVEN <40HP 57% 57% 57% 50% 56% 51% 50% 51% 52% 51% 52% 51% 52% 56% 51% 52% 64% 67% 64% 67% 68% 67% 63%	10% TORY 49% 49% 50% 51% 51% 49% 49% 49% 49% 48% 48% 48% 48% 48%	7% Invent 36% 32% 33% 31% 29% 29% 28% 29% 28% 28% 27% 28% 23% 23% 23% 23% 23% 23% 23% 23	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 22% 22% 22% 22% 20% 17% 20% 17% 17% 15% 15% 15% 15% 15% 15% 15% 15	8% Total 50% 49% 51% 51% 51% 49% 46% 47% 47% 47% 47% 49% 50% 52% 53% 52% 50%	4% High HP 32% 30% 29% 27% 27% 26% 29% 30% 29% 26% 26% 26% 26% 26% 22% 22% 22% 22% 21%	(28% 8% 9% 11% 12% 12% 12% 20% 13% 13% 13% 15% 15% 15% 13%
Dec-11 Dec-09 Jan-10 Feb-10 May-10 Jun-10 Jun-10 Jun-10 Jun-10 Sep-10 Oct-10 Dec-10 Jan-11 Feb-11 Mar-11 Mar-11 May-11 Jun-11	7,273 <40 HP	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499 25,850 25,735 26,251 24,800 25,451 24,800 25,451 24,800 25,451 26,495 27,435 26,919 26,579 25,691	3,697 Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,411 8,420 7,832 7,219 7,200 7,716 7,499 6,951 7,372	662 NOR Nentory (U 4-Wheel 871 1,016 1,154 1,151 1,023 1,149 1,094 1,407 1,405 1,504 1,171 1,354 1,203 1,125 1,221 1,213 1,053 1,122 1,274	17,788 TH AMIER Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 92,543 94,152 98,726 101,631 98,506 93,557 89,694	4,359 (CAN FARM) <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420 10,448 9,582 9,774 9,035 8,344 8,929 8,552 8,073 8,646	1,101 Combines 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810 1,735 2,083 2,128 2,136 1,826 1,826 2,228	10% XT INVEN <40HP 57% 57% 59% 60% 56% 51% 50% 51% 52% 64% 67% 64% 67% 63% 67% 63%	10% TORY 49% 49% 50% 51% 51% 49% 49% 49% 49% 48% 48% 48% 48% 48%	7% Invent <u>RC</u> 36% 32% 33% 31% 29% 29% 28% 30% 32% 31% 28% 23% 25% 23% 25% 24% 24%	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 19% 17% 22% 22% 22% 22% 23% 17% 15% 17% 15% 17% 18%	8% Total 50% 49% 51% 49% 45% 46% 45% 46% 47% 47% 47% 47% 50% 52% 53% 52% 53% 52% 50%	4% High HP 32% 30% 29% 27% 27% 26% 29% 30% 29% 29% 26% 26% 26% 22% 22% 24% 22% 21% 22% 21% 23%	(28% 8% 9% 11% 12% 15% 18% 21% 20% 17% 10% 13% 13% 13% 15% 15% 15% 16%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 May-10 Jun-10 Jun-10 Oct-10 Oct-10 Oct-10 Oct-10 Jan-11 Feb-11 Mar-11 Apr-11 May-11 Jun-11 Jun-11 Jun-11	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 46,417 46,618 47,813 48,820 51,598 55,248 58,708 60,357 63,810 65,267 63,035 58,905 55,357 55,120	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,738 26,499 25,850 25,735 26,251 24,800 25,451 26,495 27,435 26,495 27,435 26,919 26,579 26,5713	3,697 II Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,411 8,420 7,832 7,219 7,200 7,716 7,499 6,951 7,372 7,971	662 NOR aventory (U 4-Wheel 871 1,016 1,151 1,023 1,149 1,094 1,407 1,504 1,171 1,253 1,125 1,221 1,053 1,122 1,274 1,594	17,788 TH AMIER Inits) Total Tractor 88,559 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 94,152 98,726 101,631 98,506 93,557 89,694 90,398	4,359 (CAN FARM) <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420 10,448 9,582 9,774 9,035 8,344 8,929 8,552 8,073 8,646 9,565	1,101 1 EQUIPMIE Combines 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810 1,735 2,083 2,128 2,136 1,826 1,826 2,228 2,715	10% XT INVEN <40HP 57% 57% 59% 60% 56% 51% 56% 51% 53% 56% 59% 64% 67% 63% 58%	10% TORY 49% 49% 50% 51% 51% 49% 49% 49% 49% 49% 48% 48% 46% 45% 46%	7% Invent 36% 32% 33% 29% 29% 29% 29% 29% 28% 30% 32% 31% 28% 31% 28% 23% 23% 23% 23% 23% 23% 23% 23	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 19% 22% 22% 23% 17% 17% 15% 17% 15% 15% 15% 15% 22% 22%	8% Total 50% 49% 51% 49% 45% 46% 47% 47% 47% 47% 47% 47% 47% 50% 52% 50% 52% 50% 47% 48%	4% High HP 32% 30% 29% 27% 26% 29% 26% 29% 26% 26% 26% 26% 22% 22% 22% 22% 22% 22	(28% 20% 20% 20% 20% 20% 20% 20% 20
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 Jun-10 Jun-10 Jun-10 Sep-10 Jun-10 Sep-10 Dec-10 Jan-11 Feb-11 Mar-11 May-11 Jun-11 Jun-11 Jun-11 Jun-11 Jun-11	7,273 ≤40 HP 50,702 51,307 53,071 54,430 51,559 47,813 46,618 47,813 48,820 51,598 55,248 58,708 63,810 65,267 63,810 65,267 58,905 55,357 55,120 54,880	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,701 26,475 26,538 26,499 25,850 25,735 26,251 24,800 25,451 26,495 27,435 26,495 27,435 26,495 27,435 26,579 26,579 26,579 26,579 26,579 26,571 26,579 26,571 26,573 26,579 26,579 26,571 26,573 26,573 26,579 26,579 26,571 26,573 26,579 26,579 25,691 26,571 26,573 26,579 25,691 26,571 26,573 26,574 26,579 26,579 26,573 26,579 25,713 26,579 26,571 26,579 26,579 26,571 26,579 26,579 26,571 26,571 26,579 26,579 26,579 26,571 26,571 26,579 26,579 26,573 26,579 26,579 26,571 26,579 26,579 26,579 26,571 26,579 26,571 26,579 26,579 26,571 26,579 26,571 26,579 26,571 26,579 26,571 26,579 26,579 26,571 26,579 26,571 26,579 26,571 26,579 26,571 26,579 26,571 26,571 26,579 26,571 26,579 26,571 26,571 26,579 26,571 26,571 26,579 26,579 26,571 26,571 26,579 26,579 26,571 26,579 26,579 26,579 26,571 26,570 26,579 26,571 26,570 26,571 26,570 26,571 26,570 26,571 26,570 26,571 26,570 26,571 26,570 26,571 26,570 26,571 26,570 26,571 26,570 26,571 26,570	3,697 II Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,411 8,420 7,832 7,219 7,200 7,716 7,372 7,971 8,584	662 NOR aventory (U 4-Wheel 871 1,016 1,151 1,023 1,149 1,094 1,407 1,405 1,504 1,171 1,354 1,203 1,125 1,221 1,274 1,594 1,740	17,788 TH AMIER nits) Total Tractor 88,559 88,365 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 92,543 94,152 98,726 101,631 98,506 93,557 89,694 90,398 91,524	4,359 (CAN FARM) Memo: High hp 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420 10,448 9,582 9,774 9,035 8,344 8,929 8,552 8,344 8,421 8,929 8,552 8,073 8,646 9,565 10,324	1,101 1 EQUIEMENTS 2 Combines 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810 1,735 2,083 2,128 2,136 1,826 2,228 2,715 2,607	10% XU INVEN <40HP 57% 57% 57% 50% 56% 50% 50% 51% 52% 51% 52% 51% 50% 64% 67% 64% 67% 68% 67% 63% 58% 58%	10% TORY 49% 49% 50% 51% 51% 49% 49% 49% 49% 49% 48% 48% 48% 46% 46% 46% 46% 46%	7% Invent 36% 32% 33% 29% 29% 29% 28% 30% 32% 31% 28% 28% 23% 23% 23% 23% 23% 23% 23% 23	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 22% 22% 23% 17% 22% 23% 17% 17% 15% 15% 15% 15% 18% 22% 24%	8% Total 50% 49% 51% 49% 46% 45% 46% 47% 46% 47% 49% 50% 52% 53% 52% 53% 52% 53% 52% 47% 49% 49% 49% 49% 51% 49% 50% 49% 50% 49% 40% 40% 40% 40% 40% 40% 40% 40	4% High HP 32% 30% 29% 27% 27% 26% 29% 30% 29% 26% 26% 26% 26% 26% 22% 22% 22% 22% 22	(28% 8% 9% 11% 12% 12% 12% 20% 17% 20% 13% 13% 15% 15% 15% 15% 15% 15% 20%
Dec-11 Dec-09 Jan-10 Feb-10 Mar-10 May-10 Jun-10 Jun-10 Oct-10 Oct-10 Oct-10 Oct-10 Jan-11 Feb-11 Mar-11 Apr-11 May-11 Jun-11 Jun-11	7,273 <40 HP 50,702 51,307 53,071 54,430 51,559 47,800 54,417 46,618 47,813 48,820 51,598 55,248 58,708 60,357 63,810 65,267 63,035 58,905 55,357 55,120 54,880 53,873	6,156 Utility 27,289 27,106 27,410 27,854 27,766 26,738 26,499 25,850 25,735 26,251 24,800 25,451 26,495 27,435 26,495 27,435 26,919 26,579 26,5713	3,697 II Row Crop 9,697 8,936 9,034 8,570 8,127 8,013 7,868 8,361 9,015 8,944 8,411 8,420 7,832 7,219 7,200 7,716 7,499 6,951 7,372 7,971	662 NOR aventory (U 4-Wheel 871 1,016 1,151 1,023 1,149 1,094 1,407 1,504 1,171 1,253 1,125 1,221 1,053 1,122 1,274 1,594	17,788 TH AMIER Inits) Total Tractor 88,559 90,669 92,005 88,475 83,663 81,854 82,924 84,732 85,118 86,915 91,273 94,152 98,726 101,631 98,506 93,557 89,694 90,398	4,359 (CAN FARM) <u>Memo:</u> <u>High hp</u> 10,568 9,952 10,188 9,721 9,150 9,162 8,962 9,768 10,420 10,448 9,582 9,774 9,035 8,344 8,929 8,552 8,073 8,646 9,565	1,101 1 EQUIPMIE Combines 984 1,096 1,358 1,387 1,507 1,932 2,202 2,546 2,557 2,207 1,317 1,714 1,810 1,735 2,083 2,128 2,136 1,826 1,826 2,228 2,715	10% XT INVEN <40HP 57% 57% 59% 60% 56% 51% 56% 51% 53% 56% 59% 64% 67% 63% 58%	10% TORY 49% 49% 50% 51% 51% 49% 49% 49% 49% 49% 48% 48% 46% 45% 46%	7% Invent 36% 32% 33% 29% 29% 29% 29% 29% 28% 30% 32% 31% 28% 31% 28% 23% 23% 23% 23% 23% 23% 23% 23	(12%) ory to 12-r 4-WD 15% 18% 20% 19% 16% 19% 16% 19% 22% 22% 23% 17% 17% 15% 17% 15% 15% 15% 15% 22% 22%	8% Total 50% 49% 51% 49% 45% 46% 47% 47% 47% 47% 47% 47% 47% 50% 52% 50% 52% 50% 47% 48%	4% High HP 32% 30% 29% 27% 26% 29% 26% 29% 26% 26% 26% 26% 22% 22% 22% 22% 22% 22	(28% 20% 20% 20% 20% 20% 20% 20% 20

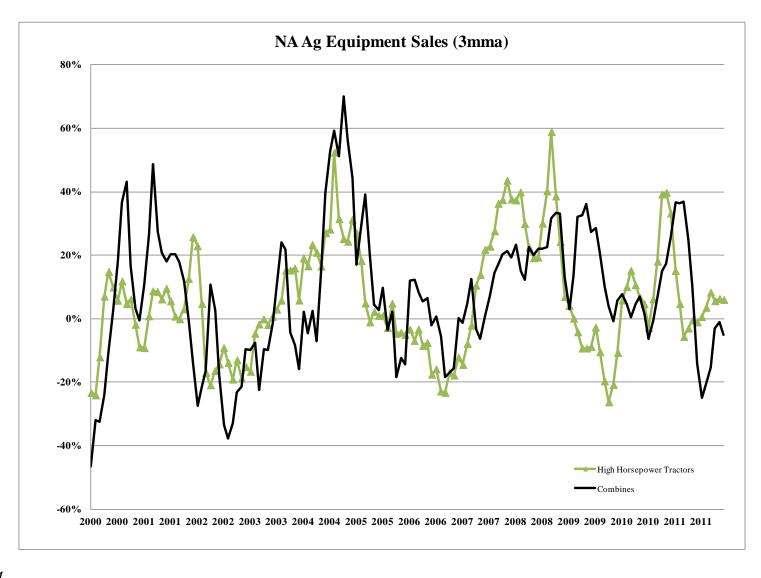
Source: AEM, CRC Estimates

Annual Ag Equipment Industry Sales – 2009-2011



Source: AEM

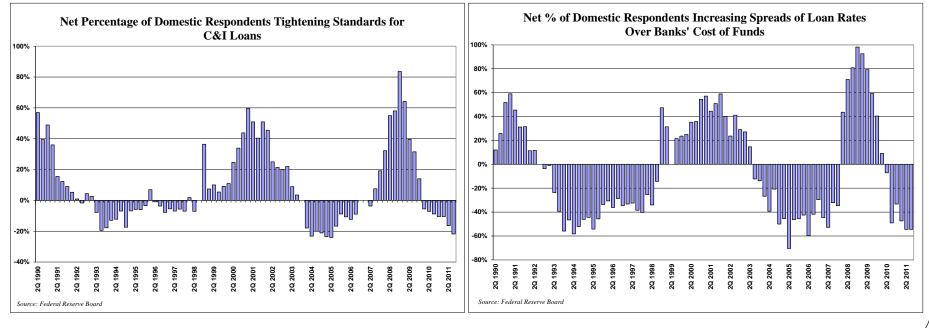
NA Ag Equipment Sales



Source: AEM

Credit – C&I Loan Demand Improves as Lending Standards Loosen

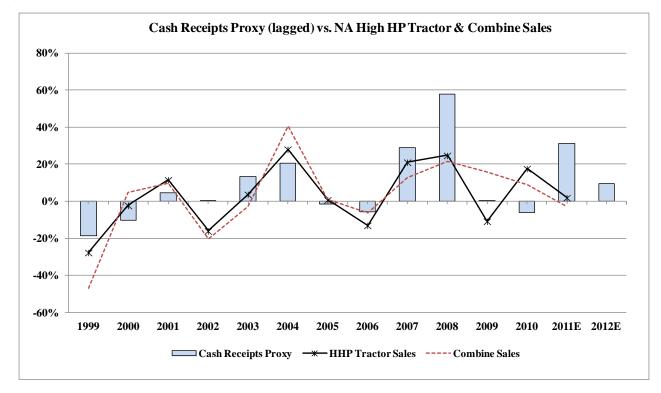
- The 3Q11 Senior Loan Officer survey saw the seventh consecutive loosening of loan standards which began in 1Q10 following a prolonged period of tightening. A net 22% of loan officers reported loosening credit standards in 3Q11 compared with a net 16% loosening in 2Q11.
- Bank rate spreads contracted again in 3Q11 with a net 55% of loan officers reporting lower lending spreads, unchanged from 2Q11.
- Along with the more favorable loan standards and cost of funds, a net 20% of loan officers reported stronger demand for commercial and industrial loans in 3Q11 down from the 27% reporting stronger demand in 2Q11 but marking the third consecutive quarter of improving demand.



Source: FRB

Commodity Price Trends - Cash Receipts vs. Out Year Equipment Sales

• The USDA's crop supply and demand update for the 2011/12 crop year this month shows a downward revision to prices for two out of three of the important crop categories - corn, soybeans, and wheat. The lower price projections suggests slightly lower expected cash receipts vs. last month's forecast, as depicted in our simplified cash receipts proxy below. The impact in dollars is a decrease of \$2.3Bil following a \$6Bil reduced forecast last month. This brings our cash receipts proxy down to just over \$126Bil, or about a 8% increase from last year's level. Farmer cash receipts are highly correlated with out-year new equipment sales as shown below, so a less optimistic outlook for 2011/2012 cash receipts is a negative indicator for 2012 NA ag machinery demand.

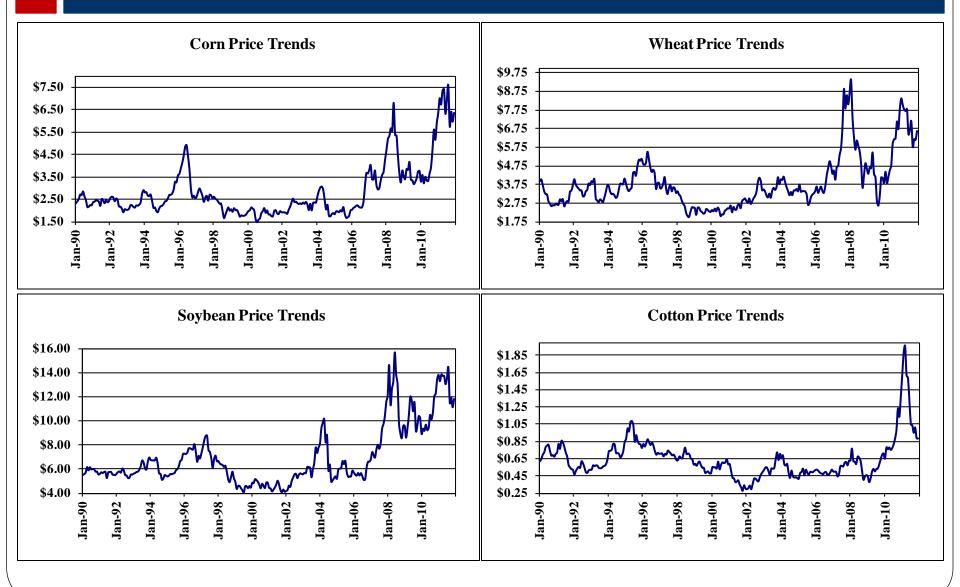


Source: USDA, CRC estimates

Commodity Price Trends – Simplified Cash Receipts Proxy

	CORN - DO	DMESTIC							CORN - IN	TERNATION	IAL			
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	<u>Year</u>	Production		Exports		End Stocks	Stocks/Use	Avg Price	<u>Year</u>	Production	<u>Total Use</u>		Stocks/Use	
November 12.310 11.010 1.600 12.600 843 7.7% S 20.8720 November 21.507 21.01 3.943 17 December 12.310 11.005 1.600 12.600 846 7.7% S 50.95.670 December 21.843 23.191 4.159 17 January 22.38 11.005 1.600 12.601 846 7.7% S 50.95.670 December 21.845 23.166 4.199 18 Revision to 2011/12 Total 5.5 5.2 2.00% (S0.20) m/m chg -28 -25 4.0 0. SOTHEXNS-DOMISTIC Exe Fad. Stocks Stocks/Like Avg Price Yeak Production Domestic Kack Stocks/Like Avg Price Yeak Production Total Kack Stocks/Like Avg Price Yeak Production Total Kack Stocks/Like Avg Price Yeak Foods 7.57 2.101 Contal Total Kack Yeak <td>_</td> <td>12,447</td> <td>11,550</td> <td>1,900</td> <td>13,450</td> <td>730</td> <td>6.3%</td> <td>\$5.10-\$5.40</td> <td></td> <td>19,652</td> <td>21,464</td> <td>4,081</td> <td>19.0%</td>	_	12,447	11,550	1,900	13,450	730	6.3%	\$5.10-\$5.40		19,652	21,464	4,081	19.0%	
January 12,358 11,005 12,610 846 7.7% \$5.70-\$6.70 January 21,816 23,166 4,199 18 Revision to 2011/12: Corn Spot Price: \$6.29 yry chg 48 0 5 5 -2 0.0% (\$0.20) yr/n chg -28 -25 40 0.0 SOVBEANS-DOMESTIC SOVBEANS-DOMESTIC SOVBEANS-NITENATIONAL SOVBEANS-NITENATIONAL Stocks Yara Production Domestic Exports Total End Stocks Stocks/Use Avg Price Yara Production Total Stocks Store Auto 3.329 3.325 1.550 4.875 170 5.1% \$11.40 2010/11 6.296 7.572 2.174 28 Docember 3.046 3.0405 1.300 4.495 195 6.3% \$11.401 2010/12 0 7.572 2.174 28 Obscember 3.046 3.040 1.325 4.405 195 6.3% \$11.061.300 November 6.479 7.811 2.141 27<		12,310	11,010	1,600	12,610	843	7.7%	\$6.20-\$7.20		21,507	23,101	3,943	17.1%	
Corn Sppt Price: 56.29 m'm chg 48 0 5 5 -2 0.0% (\$0.20) m'm chg -28 -25 40 0.0 SOYBEANS - DOMESTIC SOYBEANS - DOMESTIC SOYBEANS - DOMESTIC Year Production Domestic Exports Total End Stocks Stocks/Use Avg Price Year Production Total Se Add 2.1/4 2.8 2010/11 3.329 3.325 1.550 4.875 170 5.1% \$11.40 2010/11 6.296 7.572 2.1/4 28 2010/12 3.046 3.080 1.325 4.405 195 6.3% \$11.60-\$13.60 November 6.468 7.836 2.140 27 January 3.046 3.041 1.275 4.286 275 9.1% \$10.9512.45 January 6.387 7.792 2.055 2.65 winchg 10 -34 -25 -59 45 1.6% \$0	December	12,310	11,005	1,600	12,605	848	7.7%	\$5.90-\$6.90	December	21,843	23,191	4,159	17.9%	
$\begin{array}{c c c c c c c c c c c c c c c c c c c $	January	12,358	11,005	1,605	12,610	846	7.7%	\$5.70-\$6.70	January	21,816	23,166	4,199	18.1%	
yfy chg -89 -545 -295 -840 116 1.4% \$0.95 yfy chg 2164 1702 118 -0. XOVBEANS - DOMESTIC SOVBEANS - DOMESTIC SOVBEANS - INTERNATIONAL Stock	Revision to	2011/12:				Co	rn Spot Price:	\$6.29						
SOVBEANS - DOMENTIC SOVBEANS - DOMENTIC Year Production Domestic Exports Total End Stocks Stocks/Use Avg Price Year Production Total Use End Stocks 0010/11 3,329 3,325 1,550 4,875 170 5.1% \$11.40 2010/11 6,296 7,572 2,174 28 0010/11 3,329 3,325 1,550 4,875 170 5.1% \$11.40 2010/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 2011/12 3010 4,345 230 7,6% \$10.079.512.45 January 6,387 7,792 2,055 26 wire chesion to 2011/12: restice \$10.07 \$10.07 \$10.07 \$10.07 \$10.07 \$10.07 \$10.07 \$10.07 \$10.07 \$10.07 \$10.07	m/m chg	48	0	5	5	-2	0.0%	(\$0.20)	m/m chg	-28	-25	40	0.2%	
Year Production Domestic Use Factors Total Use End Stocks Stocks/Use Ave Price Year Production Total Use End Stocks Stocks/Use 000111 3,329 3,325 1,550 4,875 170 5.1% \$11.40 2010/11 6,296 7,572 2,174 28 000111 3,329 3,305 1,350 4,405 195 6,3% \$11.60.513.00 November 6,468 7,836 2,140 27 December 3,046 3,045 1,325 4,405 195 6,3% \$10.70.512.70 December 6,478 7,836 2,140 27 January 3,056 3,011 1,275 4,286 275 9,1% \$10.95.512.45 January 6,387 7,72 2,055 26 Revision to 2011/12: 10 -273 -314 -275 -589 1.6% \$0,00 m/m chg 91 20 -119 -2.5 Vight chg 2,208 <	y/y chg	-89	-545	-295	-840	116	1.4%	\$0.95	y/y chg	2164	1702	118	-0.9%	
Like Like Stocks $0010/11$ 3,329 3,325 1,550 4,875 170 5.1% \$11.40 2010/11 6.296 7,572 2,174 28 $001/12$ 3,046 3,040 1,325 4,405 195 6.3% \$11.60.\$13.60 November 6.468 7,836 2,140 27 December 3,046 3,045 1.300 4,345 220 7,6% \$10.70.\$12.70 December 6.479 7,811 2,141 27 January 3,056 3,011 1,275 4,286 275 9,1% \$10.95.\$12.45 January 6,387 7,792 2,055 26 Revision to 2011/12: Soybean Spot Price: \$12.03 m/m chg 0 -34 -25 -59 4.5 1.6% \$0.30 yf y chg 91 220 -119 -2. VIEAT - DOMESTIC Exports Total End Stocks Stocks/Lse Avg Price Year Production	SOYBEAN	S - DOMEST	C						SOYBEAN	S - INTERNA	TIONAL			
Nonormatical system 3,329 3,325 1,550 4,875 170 5.1% \$11.40 2010/12	<u>Year</u>	Production		Exports		End Stocks	Stocks/Use	Avg Price	<u>Year</u>	Production	<u>Total Use</u>		Stocks/Us	
December 3,046 3,045 1,300 4,345 230 7,6% \$10,70-\$12.70 December 6,479 7,811 2,141 27 January 3,056 3,011 1,275 4,286 275 9,1% \$10,95-\$12.45 January 6,387 7,792 2,055 26 Revision to 2011/12: Soybean Spot Price: \$12.03 m/m chg -92 -19 -86 -1. y/y chg -273 -314 -275 -589 105 4.0% \$0.30 m/m chg -92 -19 -86 -1. WHEAT - DOMESTIC Exports Total End Stocks Stocks View Avg Price Year Production Total View Exports Stock 2010/11 2,208 1,180 1,275 2,455 839 71.1% \$5.65 2010/11 21,606 23,148 5,855 25 2011/12 November 1,999 1,178 975 2,103 878 74.5%	_	3,329		1,550		170	5.1%	\$11.40		6,296	7,572		28.7%	
January 3,056 3,011 1,275 4,286 275 9,1% \$10.95-\$12.45 January 6,387 7,792 2,055 26 Revision to 2011/12: Soybean Spot Price: \$12.03 m/m chg 10 -34 -25 -59 45 1.6% \$0.00 m/m chg -92 -19 -86 -1. y/y chg -273 -314 -275 -589 105 4.0% \$0.30 y/y chg -91 20 -19 -86 -1. WHEAT - DOMESTIC WHEAT - INTERNATIONAL Year Production Domestic Exports Total End Stocks Stocks/Lse Avg Price Year Production Total Lse End Stock 2010/11 2,208 1,178 975 2,153 828 70.3% \$7.05-\$7.75 November 23,107 23,660 6.616 27 December 1,999 1,178 975 2,153 828 70.3% \$7.05-\$7.75 November 23,107 23,660 6.616 27 D	November	3,046	3,080	1,325	4,405	195	6.3%	\$11.60-\$13.60	November	6,468	7,836	2,140	27.3%	
Soybean Spot Price: \$12.03 m/m chg 10 -34 -25 -59 45 1.6% \$0.00 m/m chg -92 -19 -86 -1. yly chg -273 -314 -275 -59 45 1.6% \$0.00 m/m chg -92 -19 -86 -1. yly chg -273 -314 -275 -589 40.0% \$0.00 m/m chg -92 -19 -86 -1.1 VHEAT - DOMESTIC WHEAT - INTERNATIONAL YEar Production Total Use End Stocks Stocks Stock VHEAT - INTERNATIONAL WHEAT - INTERNATIONAL VEar View Price: Stock Stock St	December	3,046	3,045	1,300	4,345	230	7.6%	\$10.70-\$12.70	December	6,479	7,811	2,141	27.4%	
m/m chg 10 -34 -25 -59 45 1.6% \$0.00 m/m chg -92 -19 -86 -1. y/y chg -273 -314 -275 -589 105 4.0% \$0.30 m/m chg -92 -19 -22 -119 -2. VHEAT - DOMESTIC Exports Total End Stocks Stocks/Use Avg Price Year Production Total End Stocks 010/11 2,208 1,178 975 2,455 839 71.1% \$5.65 2010/11 21.606 23,148 5,855 25 011/12 November 1,999 1,178 975 2,103 878 74.5% \$7.05-\$7.75 November 23,316 23,814 6,847 28 January 1,999 1,178 925 2,103 31 3.8% <td>January</td> <td>3,056</td> <td>3,011</td> <td>1,275</td> <td>4,286</td> <td>275</td> <td>9.1%</td> <td>\$10.95-\$12.45</td> <td>January</td> <td>6,387</td> <td>7,792</td> <td>2,055</td> <td>26.4%</td>	January	3,056	3,011	1,275	4,286	275	9.1%	\$10.95-\$12.45	January	6,387	7,792	2,055	26.4%	
y/y chg -273 -314 -275 -589 105 4.0% \$0.30 y/y chg 91 220 -119 -2. VHEAT - DOMESTIC VHEAT - DOMESTIC VHEAT - INTERNATIONAL VHEAT - INTERNATIONAL Stock Stock<	Revision to	2011/12:				Soybe	an Spot Price:	\$12.03						
WHEAT - DOMESTIC WHEAT - INTERNATIONAL Year Production Domestic Exports Total End Stocks Stocks/Use Avg Price Year Production Total Use End Stocks 0010/11 2,208 1,180 1,275 2,455 839 71.1% \$5.65 2010/11 21,606 23,148 5,855 25 0010/12 November 1,999 1,178 975 2,153 828 70.3% \$7.05-\$7.75 November 23,107 23,690 6,616 27 November 1,999 1,178 925 2,103 878 74.5% \$7.05-\$7.75 November 23,107 23,690 6,616 27 December 1,999 1,162 950 2,112 870 74.9% \$6.05-\$7.45 January 23,409 23,876 6,847 28 Revision to 2011/12: Wheat Spot Price: \$6.54 m/m chg 0 -16 25 9 -8 0.3%	m/m chg		-34	-25	-59	45			m/m chg		-19		-1.0%	
Year Production Domestic Lse Exports Total Lse End Stocks Stocks/Lse Avg Price Year Production Total Lse End Stocks Stocks/ Stocks 2010/11 2011/12 2,208 1,180 1,275 2,455 839 71.1% \$5.65 2010/11 21,606 23,148 5,855 25 2011/12 .	y/y chg	-273	-314	-275	-589	105	4.0%	\$0.30	y/y chg	91	220	-119	-2.3%	
Ise Ise Stocks 2010/11 2,208 1,180 1,275 2,455 839 71.1% \$5.65 2010/11 21,606 23,148 5,855 25 2011/12 November 1,999 1,178 975 2,153 828 70.3% \$7.05-\$7.75 November 23,107 23,690 6,616 27 December 1,999 1,178 925 2,103 878 74.5% \$7.05-\$7.75 December 23,107 23,690 6,616 27 January 1,999 1,162 950 2,112 870 74.9% \$6.05-\$87.45 January 23,409 23,876 6,847 28 Revision to 2011/12: Wheat Spot Price: \$6.54 m/m chg 0 -16 25 9 -8 0.3% (\$0.10) m/m chg 93 62 64 0. y/y chg -209 -18 -325 -343 31 3.8% \$1.55 y/y chg	WHEAT - I	DOMESTIC							WHEAT - I	NTERNATIC	NAL			
$\begin{array}{c c c c c c c c c c c c c c c c c c c $	<u>Year</u>	Production		Exports		End Stocks	Stocks/Use	Avg Price	<u>Year</u>	Production	<u>Total Use</u>		Stocks/Us	
December 1,999 1,178 925 2,103 878 74.5% \$7.05-\$7.55 December 23,316 23,814 6,783 28 January 1,999 1,162 950 2,112 870 74.9% \$6.95-\$7.45 January 23,816 23,816 23,816 6,847 28 Revision to 2011/12: Wheat Spot Price: \$6.54 m/m chg 0 -16 25 9 -8 0.3% (\$0.10) m/m chg 93 62 64 0.5 y/y chg -209 -18 -325 -343 31 3.8% \$1.55 y/y chg 1803 728 928 3. Corn Soybeans Wheat Corn Soybeans Wheat Sof5 Corn Soybeans Wheat Sof5 \$65,347 \$37,951 \$12,475 \$115,773 25 2011/12 3,046 1,999 \$66,70 \$12,60 \$7,40 \$82,477 \$38,380 \$14,793 <	_	2,208	1,180	1,275	2,455	839	71.1%	\$5.65		21,606	23,148	5,855	25.3%	
January 1,999 1,162 950 2,112 870 74.9% \$6.95-\$7.45 January 23,409 23,876 6,847 28 Revision to 2011/12: Wheat Spot Price: \$6.54 m/m chg 0 -16 25 9 -8 0.3% (\$0.10) m/m chg 93 62 64 0. y/y chg -209 -18 -325 -343 31 3.8% \$1.55 y/y chg 1803 728 928 3. EARMER CROP RECIEPTS Corn Soybeans Wheat Corn Soybeans Wheat Corn Soybeans Wheat Soybeans Wheat Sotal y/y % 2010/11 12,447 3,329 2,208 \$5.25 \$11.40 \$5.65 \$65,347 \$37,951 \$12,475 \$115,773 25 2011/12 Corn Soybeans Wheat Sotal \$82,477 \$38,380 \$14,993 \$135,649 15 <th d<="" td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>27.9%</td></th>	<td></td> <td>27.9%</td>													27.9%
Wheat Spot Price: \$6.54 m/m chg 0 -16 25 9 -8 0.3% (\$0.10) m/m chg 93 62 64 0.0% y/y chg -209 -18 -325 -343 31 3.8% \$1.55 y/y chg 1803 728 928 3.3 Froduction: Corn Soybeans Wheat Corn Soybeans Wheat Corn Soybeans Wheat Corn Soybeans Wheat Sof.55 November 12,310 3,046 1,999 \$6.70 \$12.60 \$7.40 \$82,477 \$38,380 \$14,793 \$135,649 15 December 12,310 3,046 1,999 \$6.40 \$11.70 \$7.30 \$78,784 \$35,638 \$14,593 \$12,015 9													28.5% 28.7%	
m/m chg 0 -16 25 9 -8 0.3% (\$0.10) m/m chg 93 62 64 0.3% y/y chg -209 -18 -325 -343 31 3.8% \$1.55 y/y chg 1803 728 928 3.3 ZARMER CROP RECIEPTS Production: Avg Price: Corn Soybeans Wheat Corn Soybeans Wheat Soybeans Soybeans Wheat Soybeans Soy	-		1,102	250	2,112				January	23,407	23,870	0,047	20.770	
y/y chg -209 -18 -325 -343 31 3.8% \$1.55 y/y chg 1803 728 928 3. CARMER CROP RECIEPTS Production: Avg Price: Corn Soybeans Wheat Corn Soybeans Wheat Corn Soybeans Wheat Soybeans			-16	25	0		-		m/m.cha	03	67	64	0.2%	
Production: Avg Price: Crop Cash Receipts* Corn Soybeans Wheat Corn Soybeans Wheat Corn Soybeans Wheat Total y/g % 2010/11 12,447 3,329 2,208 \$5.25 \$11.40 \$5.65 \$65,347 \$37,951 \$12,475 \$115,773 25 2011/12 November 12,310 3,046 1,999 \$6.70 \$12,60 \$7,40 \$82,477 \$38,380 \$14,793 \$135,649 15 December 12,310 3,046 1,999 \$6.40 \$11.70 \$7.30 \$78,784 \$35,638 \$14,593 \$12,015 9												-	3.4%	
Corn Soybeans Wheat Corn Soybeans Wheat Corn Soybeans Wheat Total y/9 % 2010/11 12,447 3,329 2,208 \$5.25 \$11.40 \$5.65 \$65,347 \$37,951 \$12,475 \$115,773 29 2011/12 November 12,310 3,046 1,999 \$6.70 \$740 \$82,477 \$38,380 \$14,793 \$135,649 15 December 12,310 3,046 1,999 \$6.40 \$11.70 \$7.30 \$78,784 \$35,638 \$14,593 \$12,015 9	FARMER (CROP RECIE	<u>PTS</u>											
2010/11 12,447 3,329 2,208 \$5.25 \$11.40 \$5.65 \$65,347 \$37,951 \$12,475 \$115,773 29 2011/12 November 12,310 3,046 1,999 \$6.70 \$12.60 \$7.40 \$82,477 \$38,380 \$14,793 \$135,649 15 December 12,310 3,046 1,999 \$6.40 \$11.70 \$7.30 \$78,784 \$35,638 \$14,593 \$129,015 9			C	117h 4			C b	X 714			11 /h = = 4	T-4-1		
November 12,310 3,046 1,999 \$6.70 \$12.60 \$7.40 \$82,477 \$38,380 \$14,793 \$135,649 15 December 12,310 3,046 1,999 \$6.40 \$11.70 \$7.30 \$78,784 \$35,638 \$14,593 \$12,90,15 9													y/y % Ch 29%	
December 12,310 3,046 1,999 \$6.40 \$11.70 \$7.30 \$78,784 \$35,638 \$14,593 \$129,015 9		12 310	3 046	1 999		\$6.70	\$12.60	\$7.40	\$82 477	\$38 380	\$14 793	\$135.649	15%	
													15% 9%	
			3,040	1,999		\$6.20	\$11.70	\$7.20	\$76,620	\$35,755	\$14,393	\$126,768	8%	

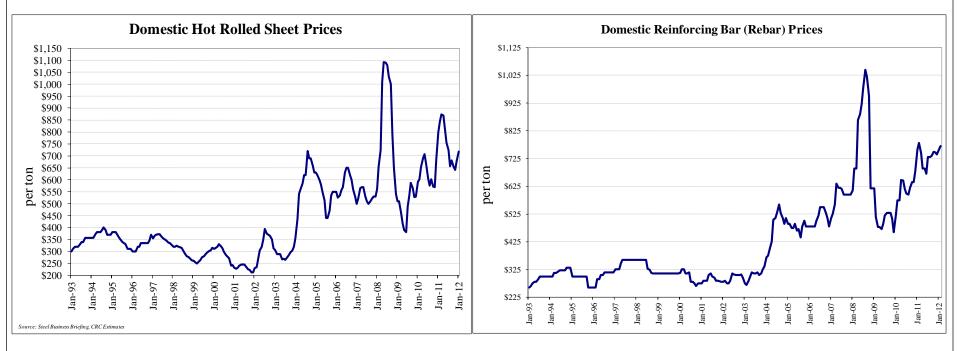
Commodity Price Trends – Corn, Soybean, Wheat, Cotton



Source: USDA, Baseline

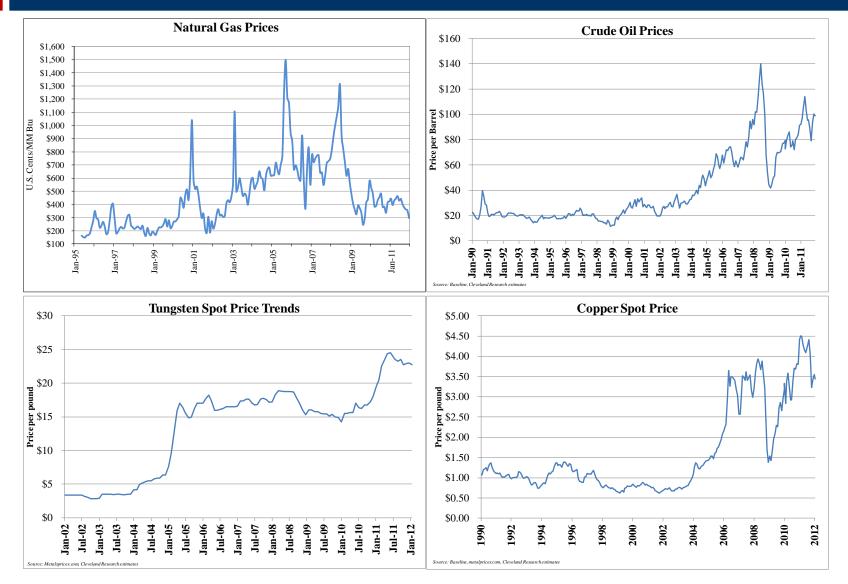
Commodity Price Trends – Steel

- The January steel distribution update was the third consecutive month of improving fundamentals and better buyer sentiment. The January comp held at +4-5%, which is in line with the December comp. The better-than-expected orders over the last 30 days appear to be driven by: 1) positive price speculation and 2) stronger order rates from service centers, heavy equipment, energy and auto.
- The mills continue to be aggressive in attempting to push through price increases and have gained further success in the marketplace with their actions. Listed quotes from mills are currently between \$740-770 per ton for mid-February delivery, up from \$660-670 per ton last month. Transactions appear to be taking place within the \$740-770 range, as supply has been partially rationalized at the mill level and real demand is improving.



Source: Steel Business Briefing; Energy Information, Baseline

Commodity Price Trends – Copper, Tungsten, Oil, Natural Gas



Source: Steel Business Briefing; Energy Information, Baseline, Metalprices

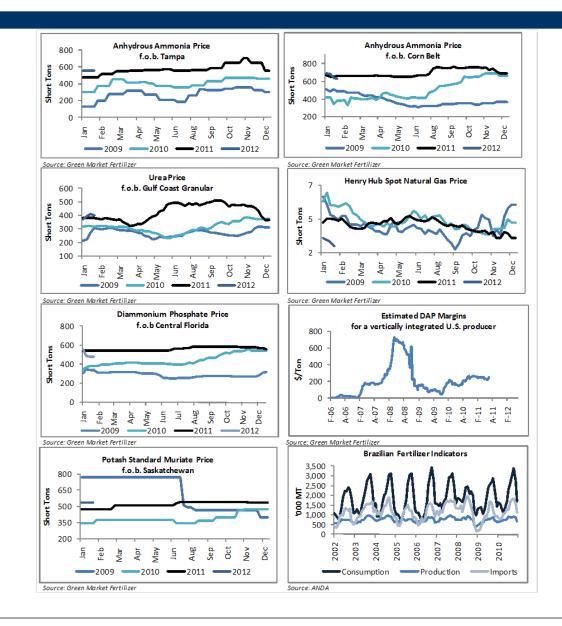
Commodity Trends – Long Run Supply and Demand Projections

CORN - D	OMESTIC							
<u>Year</u>	Production	Domestic <u>Use</u>	<u>Use for</u> Ethanol	<u>Exports</u>	<u>Total Use</u>	<u>End</u> Stocks	Stocks/Use	Avg Price
2006/07	10,535	9,086	2,150	2,125	11,211	1,304	14.4%	\$3.04
2007/08	13,074	10,338	3,026	2,436	12,774	1,624	15.7%	\$4.20
2008/09	12,020	10,635	4,000	1,900	12,535	1,124	10.6%	\$4.40
2009/10	12,685	10,820	4,200	2,000	12,820	1,004	9.3%	\$4.00
2010/11	13,005	10,970	4,300	2,025	12,995	1,029	9.4%	\$3.90
2011/12	13,330	11,150	4,425	2,050	13,200	1,174	10.5%	\$3.80
2012/13	13,495	11,335	4,550	2,075	13,410	1,274	11.2%	\$3.70
2013/14	13,660	11,520	4,650	2,100	13,620	1,329	11.5%	\$3.65
2014/15	13,830	11,705	4,750	2,125	13,830	1,344	11.5%	\$3.70
2015/16	13,995	11,865	4,825	2,150	14,015	1,339	11.3%	\$3.75
2015/17	14,245	12,000	4,900	2,175	14,175	1,424	11.9%	\$3.75
2017/18	14,410	12,135	4,975	2,200	14,335	1,514	12.5%	\$3.75
2018/19	14,580	12,295	5,050	2,225	14,520	1,589	12.9%	\$3.75
2019/20	14,595	12,200	5,025	2,425	14,625	1,490	12.2%	\$3.65
10-yr Avg	13,915	11,718	4,745	2,155	13,873	1,351	11.5%	\$3.74

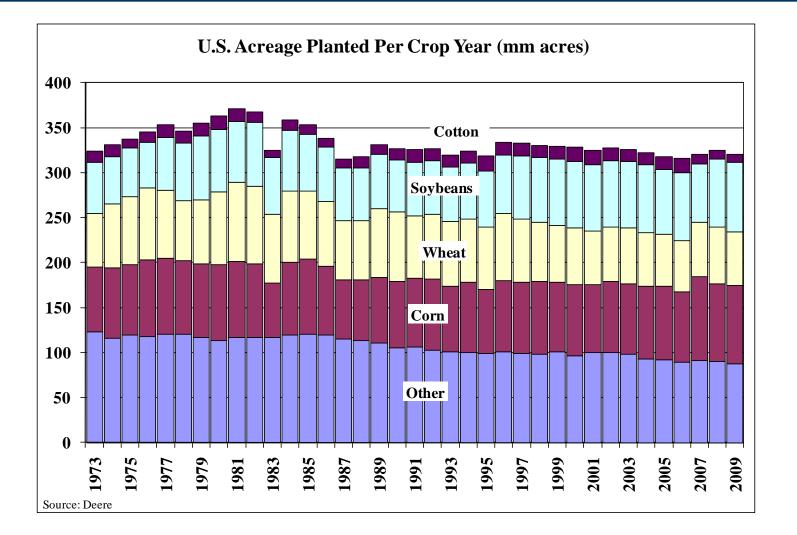
SOYBEAN	IS - DOMESTI	<u>IC</u>						WHEAT - D	OMESTIC						
<u>Year</u>	Production	<u>Domestic</u> <u>Use</u>	Exports	<u>Total Use</u>	<u>End</u> Stocks	Stocks/Use	<u>Avg Price</u>	<u>Year</u>	Production	<u>Domestic</u> <u>Use</u>	<u>Exports</u>	<u>Total Use</u>	End Stocks	Stocks/Use	<u>Avg Price</u>
2006/07	3,188	1,955	1,118	3,073	573	29.3%	\$9.00	2006/07	1,812	1,140	909	2,049	418	36.7%	\$4.35
2007/08	2,676	1,893	1,161	3,054	205	10.8%	\$10.10	2007/08	2,067	1,066	1,264	2,330	306	28.7%	\$6.48
2008/09	2,921	1,907	1,020	2,927	205	10.7%	\$9.85	2008/09	2,500	1,302	1,000	2,302	603	46.3%	\$6.85
2009/10	3,110	1,888	1,175	3,063	257	13.6%	\$8.85	2009/10	2,210	1,297	1,000	2,297	616	47.5%	\$5.75
2010/11	3,100	1,901	1,200	3,101	261	13.7%	\$8.75	2010/11	2,225	1,301	1,025	2,326	620	47.7%	\$5.60
2011/12	3,095	1,915	1,200	3,115	246	12.8%	\$8.75	2011/12	2,265	1,300	1,050	2,350	640	49.2%	\$5.50
2012/13	3,100	1,936	1,180	3,116	235	12.1%	\$8.70	2012/13	2,255	1,308	1,050	2,358	647	49.5%	\$5.35
2013/14	3,130	1,956	1,180	3,136	235	12.0%	\$8.60	2013/14	2,255	1,317	1,050	2,367	645	49.0%	\$5.30
2014/15	3,140	1,976	1,175	3,151	229	11.6%	\$8.70	2014/15	2,270	1,315	1,075	2,390	640	48.7%	\$5.40
2015/16	3,170	1,997	1,175	3,172	232	11.6%	\$8.75	2015/16	2,265	1,324	1,075	2,399	621	46.9%	\$5.45
2015/17	3,195	2,017	1,180	3,197	235	11.7%	\$8.75	2015/17	2,280	1,333	1,075	2,408	613	46.0%	\$5.45
2017/18	3,230	2,043	1,190	3,233	237	11.6%	\$8.75	2017/18	2,295	1,342	1,075	2,417	611	45.5%	\$5.45
2018/19	3,260	2,064	1,200	3,264	238	11.5%	\$8.80	2018/19	2,310	1,351	1,075	2,426	620	45.9%	\$5.45
2019/20	3,490	2,041	1,455	3,496	261	12.8%	\$9.20	2019/20	2,125	1,360	900	2,260	717	52.7%	\$4.75
10-yr Avg	3,191	1,985	1,214	3,198	241	12.1%	\$8.78	10-yr Avg	2,255	1,325	1,045	2,370	637	48.1%	\$5.37

Source: USDA, CRC estimates

Other Input and Chemical Costs – 2008-2011



U.S. Acreage Planted Per Crop Year



Source: Deere, CRC estimates

US Farm Financial Data

	U.S. Farm Financial Data (\$Bil)												
Year	Crop Receipts	Crop Rec % chg	Livestock Receipts	Gov't Payments	Total Receipts	Net Farm Cash Income	Total Assets	Debt to Asset Ratio					
1972	25.5	-	35.6	4.0	65.1	22.8	339.9	17.1					
1973	41.1	61%	45.8	2.6	89.5	35.6	418.5	16.0					
1974	51.1	24%	41.3	0.5	92.9	34.4	449.2	16.6					
1975	45.8	-10%	43.1	0.8	89.7	29.1	510.8	16.4					
1976	49.0	7%	46.3	0.7	96.1	29.5	590.7	15.9					
1977	48.6	-1%	47.6	1.8	98.1	27.4	651.5	16.6					
1978	53.2	9%	59.2	3.0	115.4	32.7	777.7	15.9					
1979	62.3	17%	69.2	1.4	132.9	32.6	914.7	16.1					
1980	71.7	15%	68.0	1.3	141.0	33.2	1000.4	16.2					
1981	72.5	1%	69.2	1.9	143.5	31.6	997.9	17.8					
1982	72.3	0%	70.3	3.5	146.1	36.8	962.5	19.1					
1983	67.2	-7%	69.6	9.3	146.1	37.0	959.3	19.4					
1984	69.9	4%	72.9	8.4	151.2	36.0	897.8	21.0					
1985	73.9	6%	70.1	7.7	151.7	45.6	775.9	22.2					
1986	63.8	-14%	71.6	11.8	147.2	46.5	722.0	21.0					
1987	65.8	3%	76.0	16.7	158.5	52.6	756.5	18.3					
1988	71.6	9%	79.6	14.5	165.7	53.7	788.5	16.9					
1989	76.9	7%	83.6	10.9	171.4	53.5	813.7	16.1					
1990	80.2	4%	89.1	9.3	178.6	53.8	840.6	15.6					
1991	82.2	3%	85.8	8.2	176.2	51.4	844.2	15.6					
1992	85.7	4%	85.8	9.2	180.6	56.9	867.8	15.2					
1992	87.8	4% 2%	90.5	13.4	191.7	60.8	909.2	14.8					
1993	93.1	270 6%	88.3	7.9	189.3	53.7	909.2 934.7	14.8					
1995	101.0	8%	87.2	7.3	195.5	54.5	965.7	14.9					
1996	101.0	5%	92.9	7.3	206.8	60.9	1002.9	14.8					
1997	111.3	5%	96.5	7.5	215.3	60.9	1051.3	14.9					
1998	102.2	-8%	94.2	12.4	208.8	57.7	1083.4	15.2					
1999	92.1	-10%	95.7	21.5	209.3	57.9	1138.8	14.7					
2000	92.5	0%	99.6	23.2	215.2	57.4	1203.2	13.6					
2001	93.4	1%	106.7	22.4	222.5	62.2	1255.9	13.6					
2002	100.7	8%	93.9	12.4	207.4	51.0	1259.7	14.1					
2003	110.5	10%	105.7	16.5	232.0	72.3	1383.4	11.9					
2004	114.5	4%	123.5	13.0	250.3	83.7	1588.0	11.5					
2005	116.1	1%	124.9	24.4	265.2	86.8	1779.4	11.0					
2006	122.3	5%	118.6	15.8	255.1	68.8	1923.6	10.6					
2007	149.9	23%	138.6	11.9	296.7	78.2	2055.3	10.4					
2008	183.1	22%	141.1	12.2	336.6	97.5	2005.5	11.9					
2009	166.3	-9%	118.8	12.9	297.9	70.8	1943.7	12.8					

Source: USDA, CRC estimates