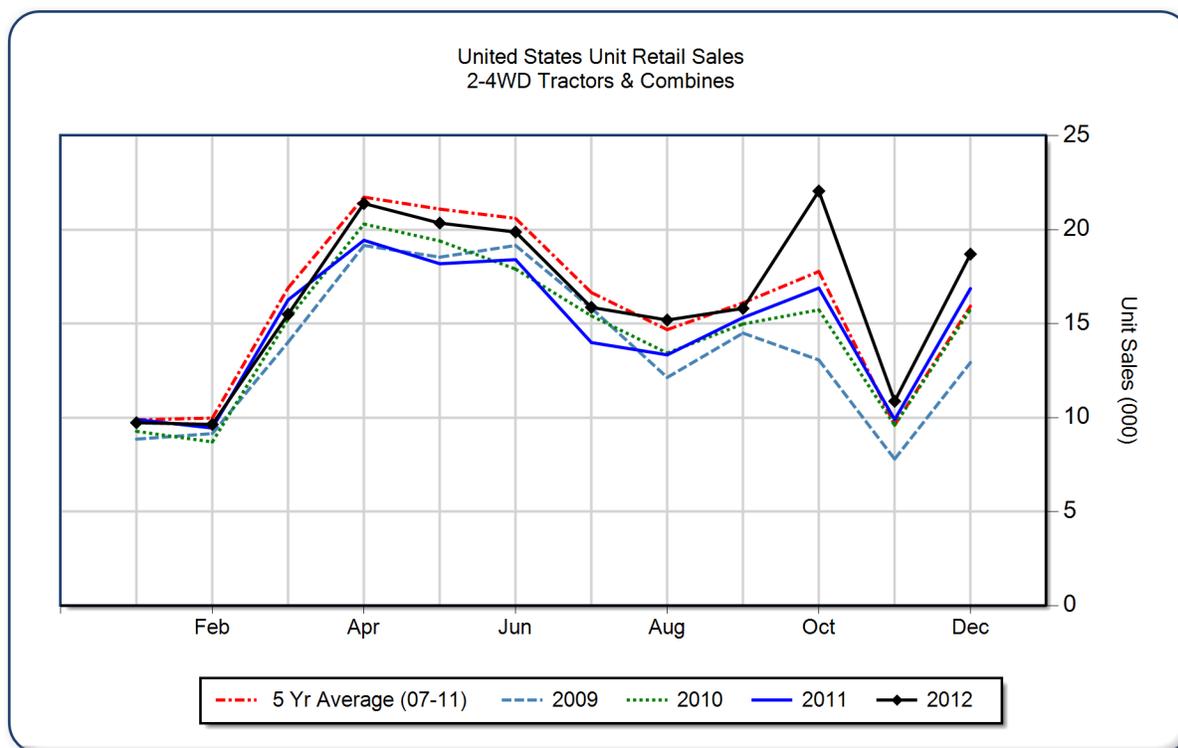


December 2012 Flash Report United States Unit Retail Sales

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	December			YTD - December			Beginning Inventory Dec 2012
	2012	2011	%Chg	2012	2011	%Chg	
2WD Farm Tractors							
< 40 HP	7,388	6,539	13.0	92,207	84,594	9.0	57,945
40 < 100 HP	5,729	5,571	2.8	54,276	50,036	8.5	26,553
100+ HP	3,889	3,290	18.2	31,732	27,427	15.7	9,089
Total 2WD Farm Tractors	17,006	15,400	10.4	178,215	162,057	10.0	93,587
4WD Farm Tractors	768	529	45.2	6,935	5,977	16.0	1,632
Total Farm Tractors	17,774	15,929	11.6	185,150	168,034	10.2	95,219
Self-Prop Combines	925	937	-1.3	9,820	9,898	-0.8	1,031



These data are, in part, estimates that are subject to revisions when final detail data become available. Because of the seasonal nature of the industry, comparisons of monthly data from one period to another should be done with extreme caution. These data represent most, but not all, of the manufacturers in each product category being sold at retail in the fifty states and District of Columbia.

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