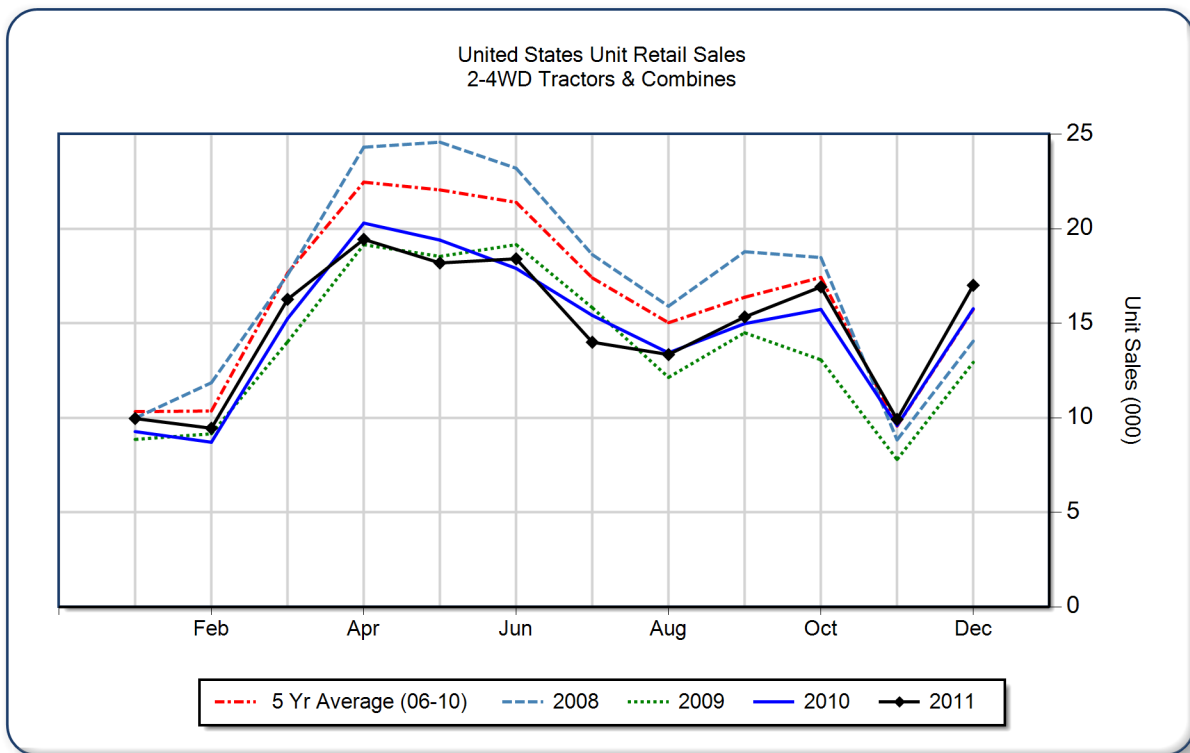


December 2011 Flash Report United States Unit Retail Sales

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	December			YTD - December			Beginning Inventory Dec 2011
	2011	2010	%Chg	2011	2010	%Chg	
2WD Farm Tractors							
< 40 HP	6,572	5,906	11.3	84,711	83,999	0.8	51,238
40 < 100 HP	5,651	4,967	13.8	50,163	48,318	3.8	24,603
100+ HP	3,317	2,943	12.7	27,465	26,971	1.8	7,013
Total 2WD Farm Tractors	15,540	13,816	12.5	162,339	159,288	1.9	82,854
4WD Farm Tractors	533	628	-15.1	5,985	5,784	3.5	936
Total Farm Tractors	16,073	14,444	11.3	168,324	165,072	2.0	83,790
Self-Prop Combines	937	1,327	-29.4	9,909	10,678	-7.2	1,169



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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