



Equipment Dealers

A S S O C I A T I O N

Equipment Dealers Association Industry Trends Report Q1 2019

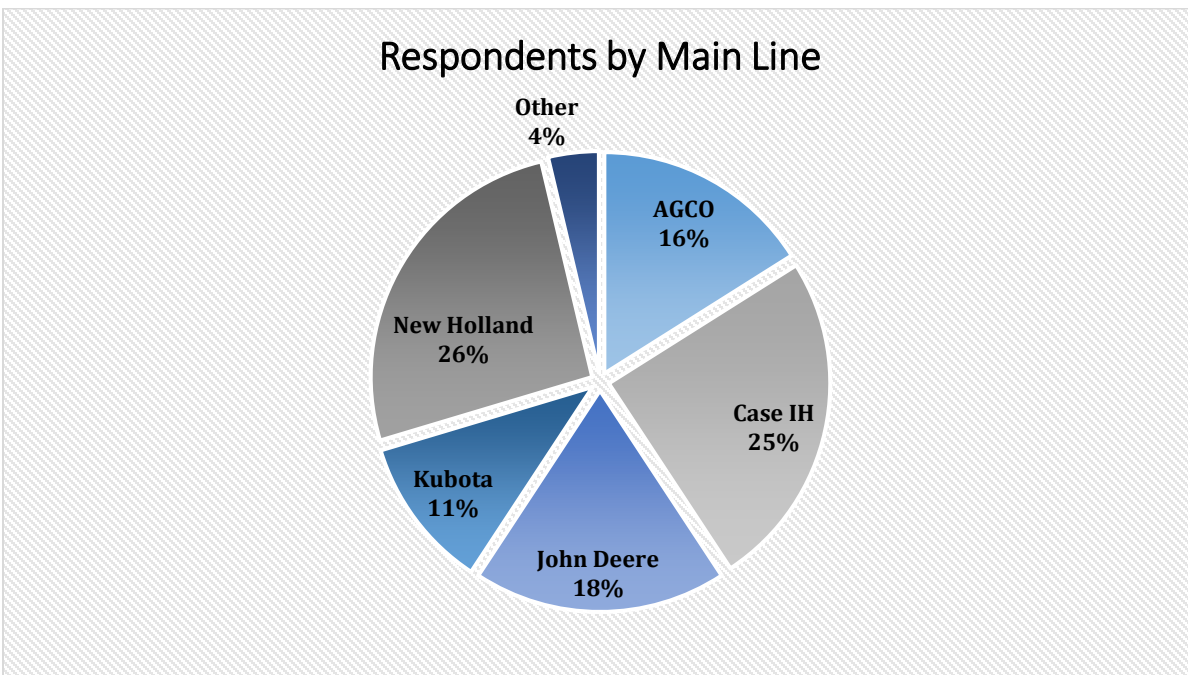
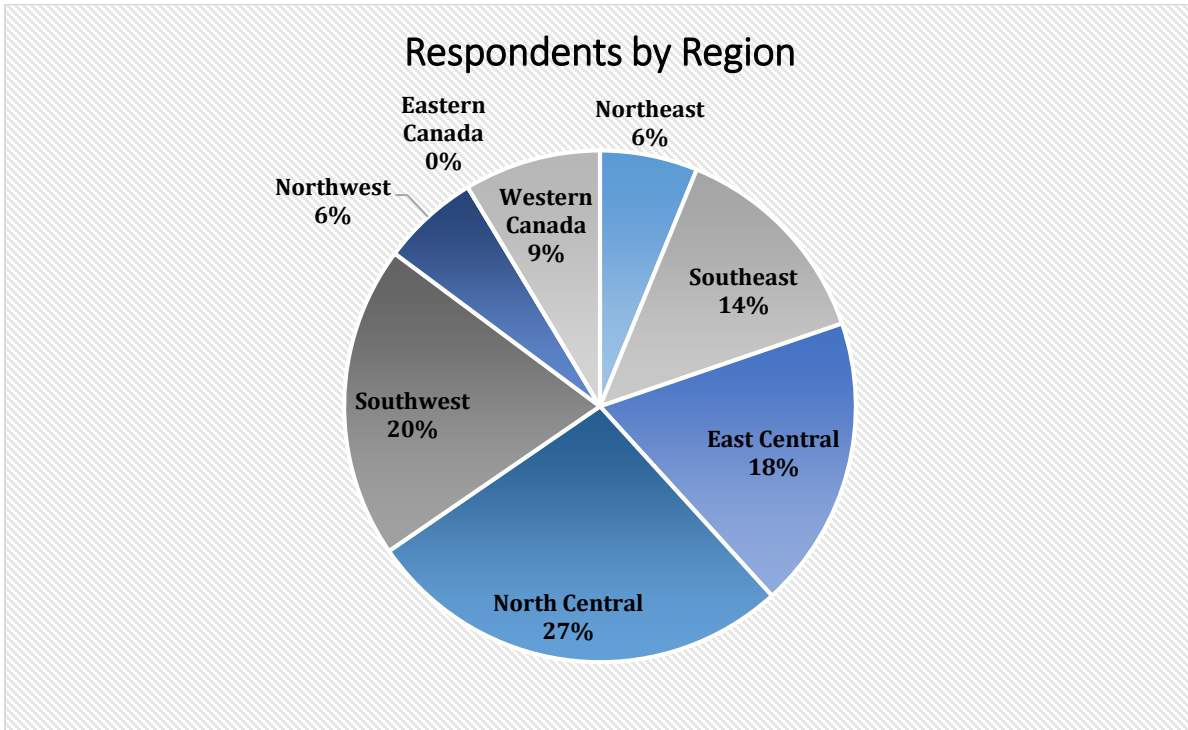
Brought to you in cooperation with our Regional Affiliate Members:

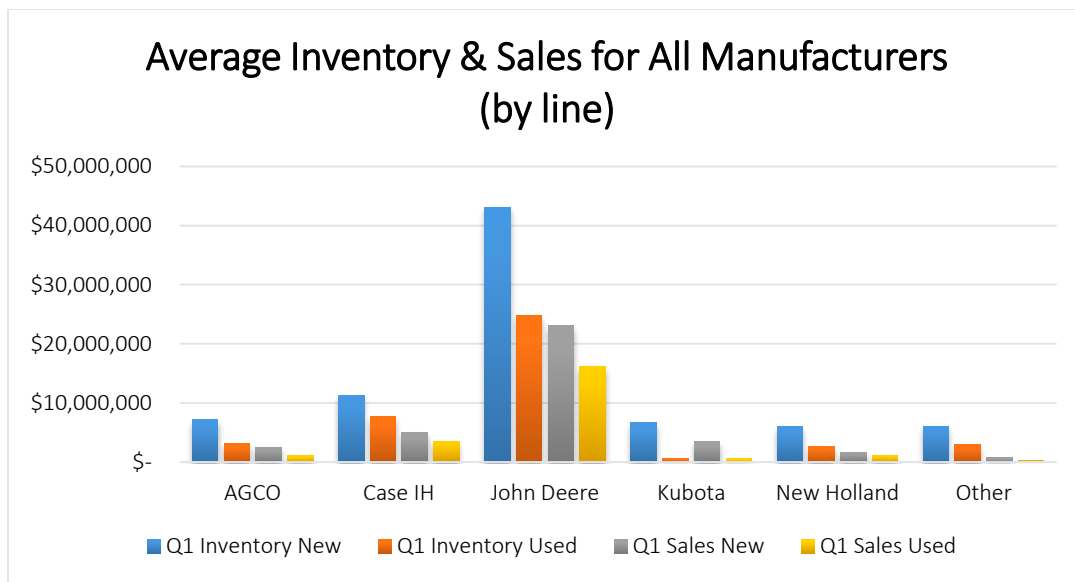
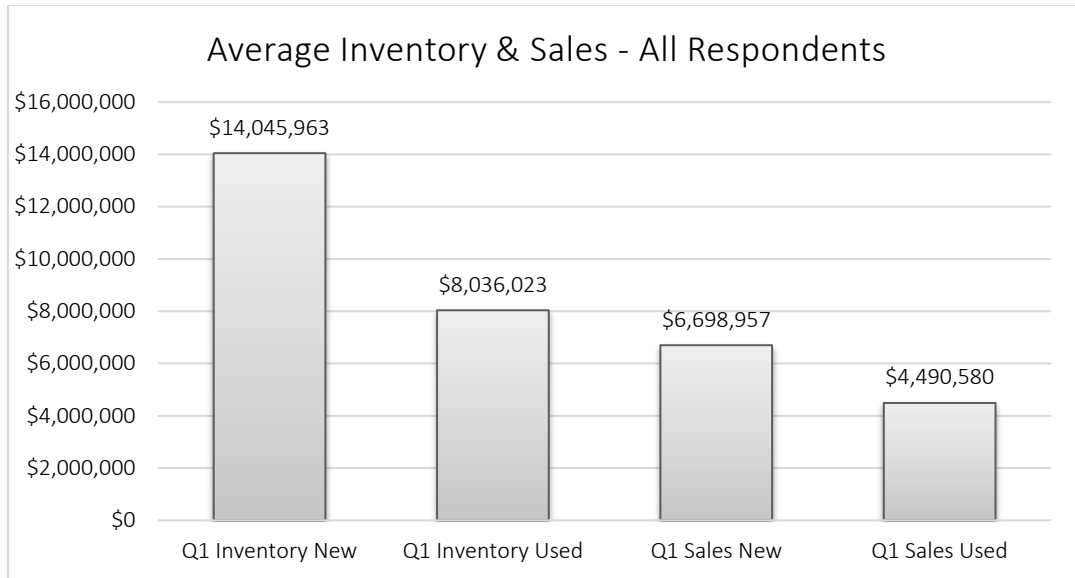


Data from All Respondents

Industry Trends Data

Q1 2019





Manufacturer	Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	Sales Ratio (New:Used)
AGCO	1.39	1.39	258.52	258.76	2.35:1
Case IH	1.79	1.80	201.29	200.16	1.45:1
John Deere	2.15	2.61	167.53	138.04	1.43:1
Kubota	2.04	3.53	176.78	101.89	6.23:1
New Holland	1.13	1.71	318.44	210.30	1.49:1
Other	0.49	0.28	731.80	1305.37	3.72:1
All	1.91	2.24	188.71	161.06	1.49:1

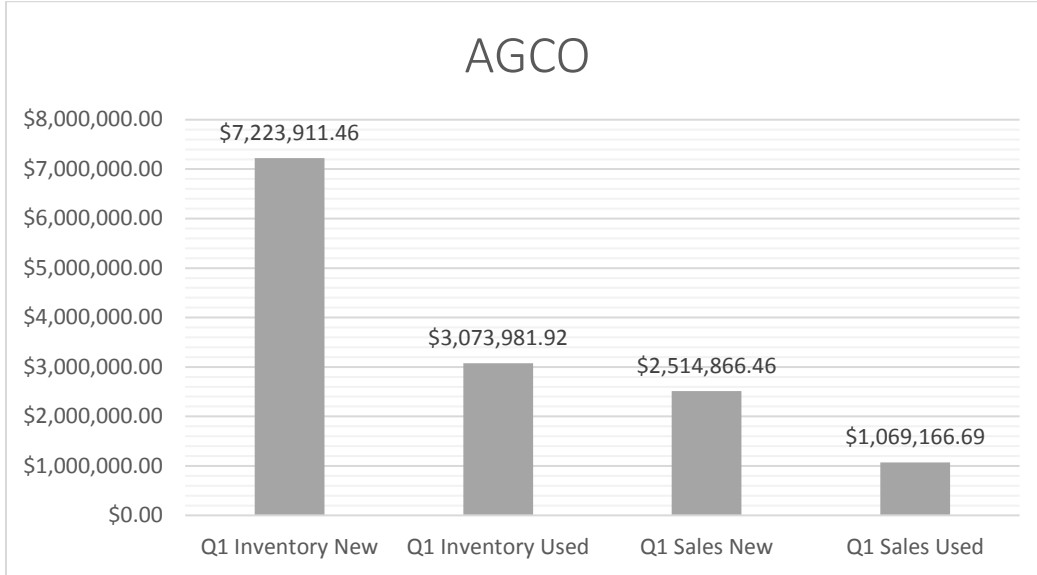
* $(Sales \times 4) / Inventory$ ** $(Inventory / Sales) \times 90$



Data Breakouts by Manufacturer

Industry Trends Data

Q1 2019

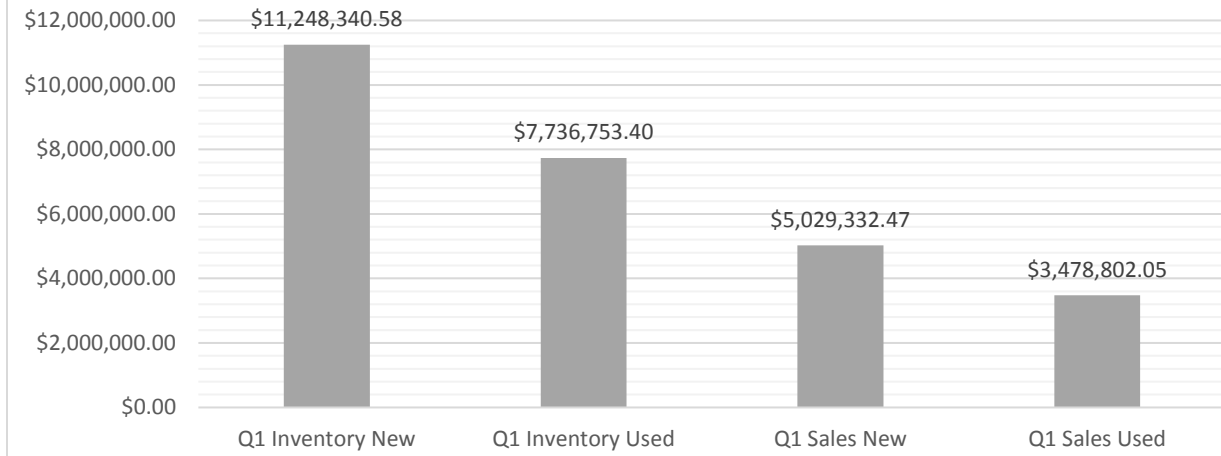


Q1 Inventory New	Q1 Inventory Used	Q1 Sales New	Q1 Sales Used	Sales Ratio (New:Used)
\$7,223,911.46	\$3,073,981.92	\$2,514,866.46	\$1,069,166.69	2.35:1
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	
1.39	1.39	258.52	258.76	

*(Sales*4)/Inventory **(Inventory/Sales)*90



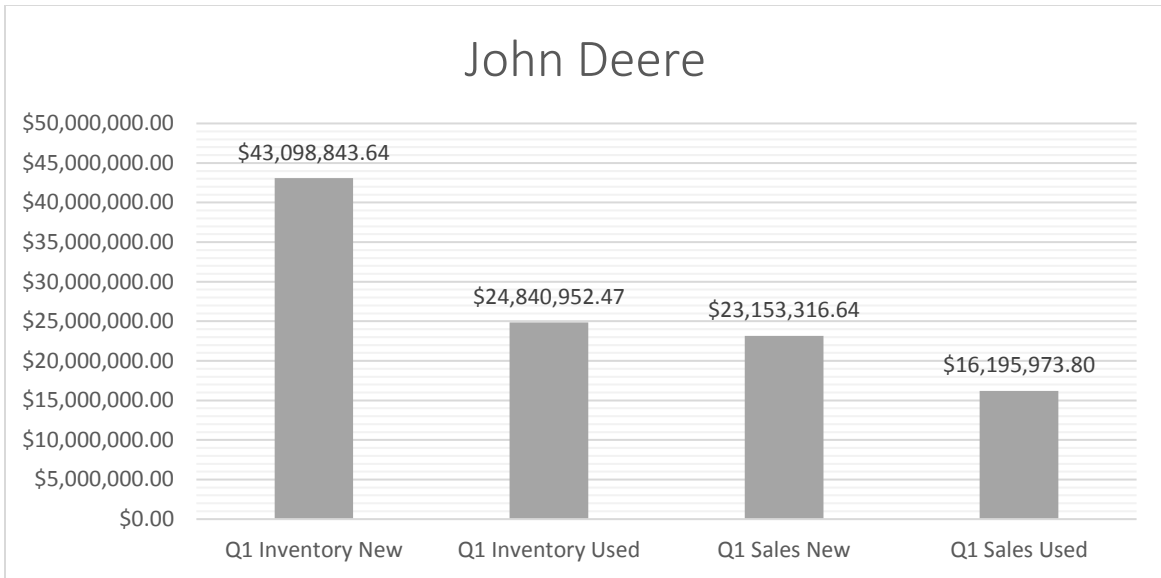
Case IH



Q1 Inventory New	Q1 Inventory Used	Q1 Sales New	Q1 Sales Used	Sales Ratio (New:Used)
\$11,248,340.58	\$7,736,753.40	\$5,029,332.47	\$3,478,802.05	1.45:1
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	
1.79	1.80	201.29	200.16	

*(Sales*4)/Inventory **(Inventory/Sales)*90

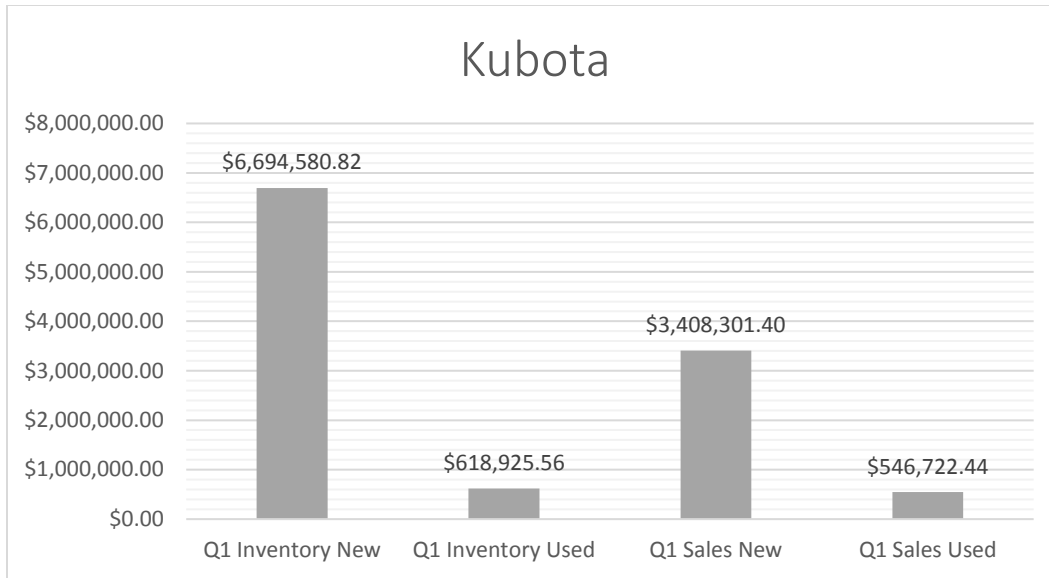




Q1 Inventory New	Q1 Inventory Used	Q1 Sales New	Q1 Sales Used	Sales Ratio (New:Used)
\$43,098,843.64	\$24,840,952.47	\$23,153,316.64	\$16,195,973.80	1.43:1
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	
2.15	2.61	167.53	138.04	

*(Sales*4)/Inventory **(Inventory/Sales)*90

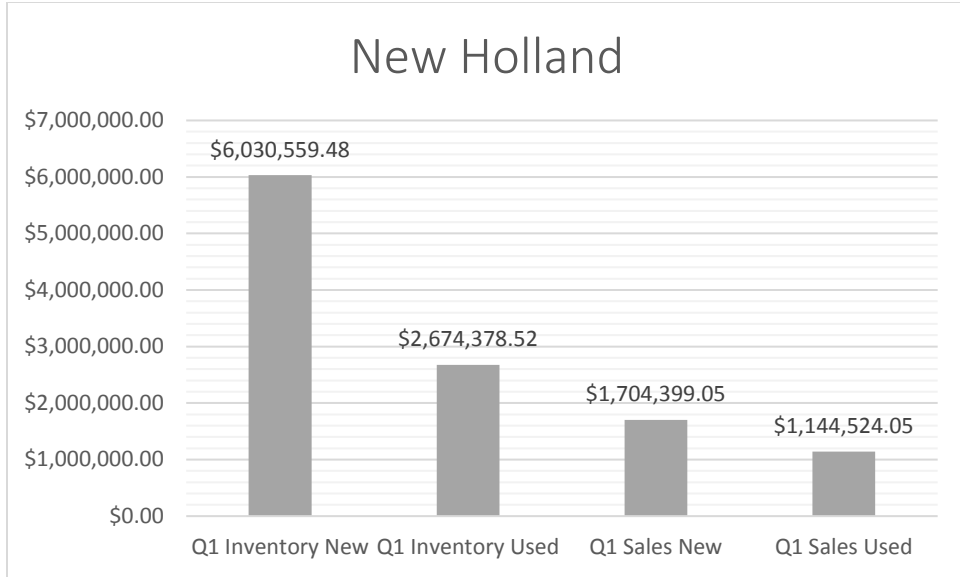




Q1 Inventory New	Q1 Inventory Used	Q1 Sales New	Q1 Sales Used	Sales Ratio (New:Used)
\$6,694,580.82	\$618,925.56	\$3,408,301.40	\$546,722.44	6.23:1
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	
2.04	3.53	176.78	101.89	

*(Sales*4)/Inventory **(Inventory/Sales)*90





Q1 Inventory New	Q1 Inventory Used	Q1 Sales New	Q1 Sales Used	Sales Ratio (New:Used)
\$6,030,559.48	\$2,674,378.52	\$1,704,399.05	\$1,144,524.05	1.49:1
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	
1.13	1.71	318.44	210.30	

*(Sales*4)/Inventory ** (Inventory/Sales)*90

