

TMA Business Barometer

Executive summary report November 2019

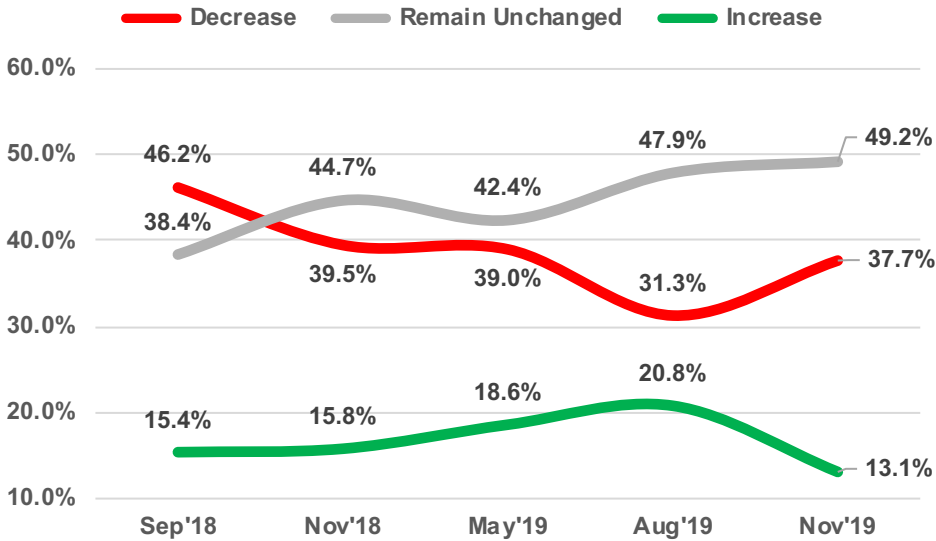
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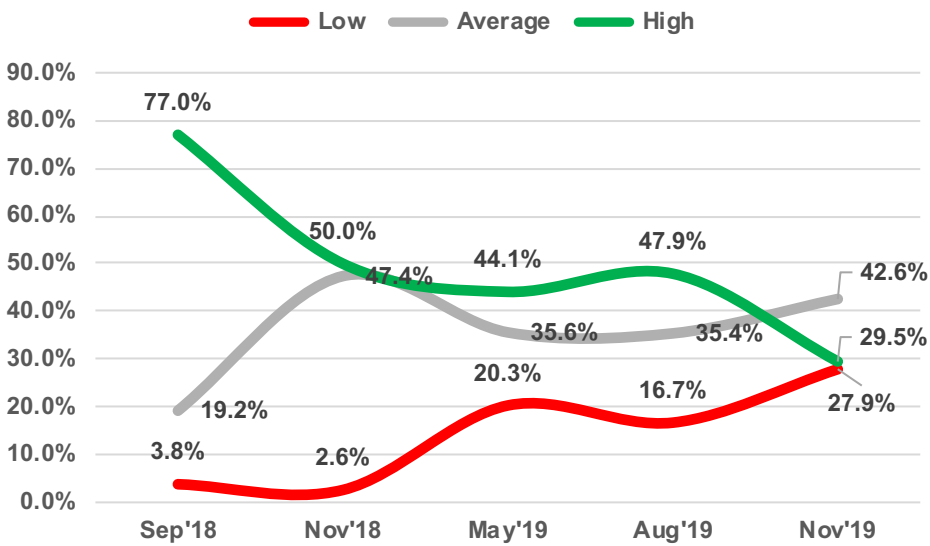
- ▶ In September 2018 we launched the Business Barometer survey which was designed to measure the feelings and expectations of Australia's Agricultural machinery dealers, this month we completed the fifth quarterly survey and it is timely to review the findings over that period.
- ▶ 2019 has been another difficult year with the impact of lingering drought conditions, particularly on the East Coast, taking its toll. That doesn't mean to say that in the west that everything has been rosy with a worse than average frost event and dry conditions impacting the winter crop.
- ▶ Most areas within Australia have been affected this year in one way or another.
- ▶ Looking to 2020 over 50% of dealers expect Turnover to decline, this sentiment was similar to that expressed in November last year. The difference this time was that only 8% expected it to increase compared to 13% last year. 41% of dealers expect turnover to remain unchanged.
- ▶ Sales of new equipment is expected to remain unchanged with stocks of new machinery held on dealers floors considered to be average
- ▶ Used equipment stocks are also considered to be at average levels for both tractors and combine harvesters whereas for balers, hay equipment, SP sprayers and Implements inventory levels are considered to be low.
- ▶ Parts Inventory levels are trending higher but still below the high levels recorded in September 2018.
- ▶ Despite tougher trading conditions there has been an increase in the number of dealers who see no reason to change their employment levels.

Tractor Survey Trends

Q3. We expect new equipment sales in the next 6 months to:

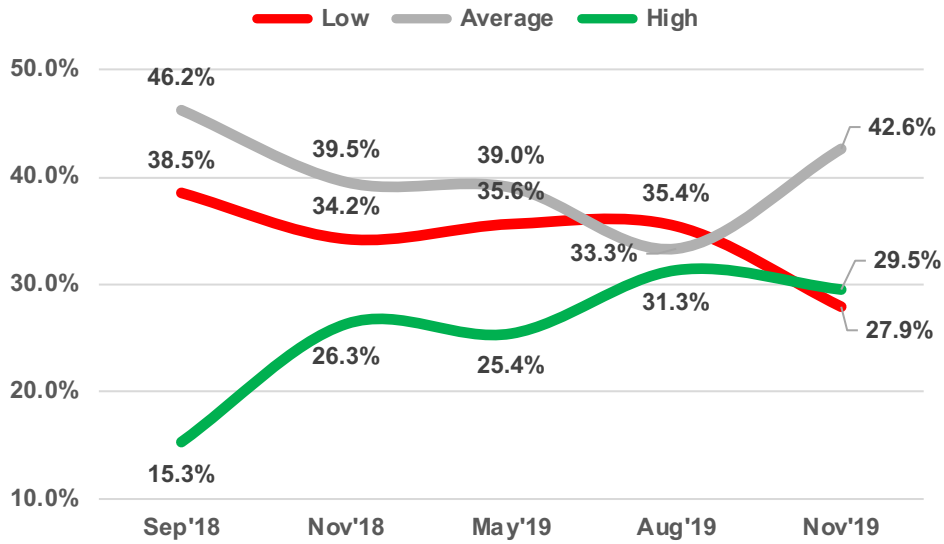


Q5. Do you think your current new equipment inventory levels are:



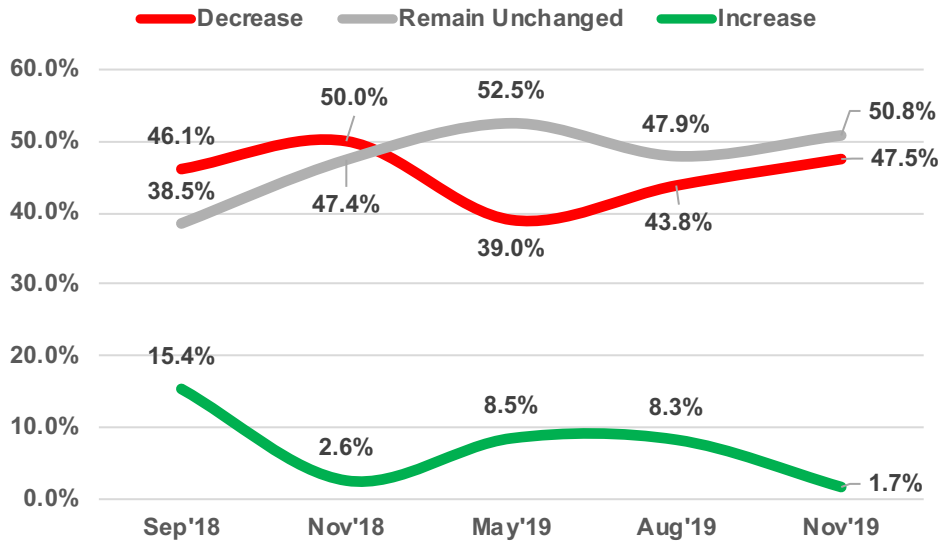
Tractor Survey Trends

Q6. Do you think your current USED equipment inventory levels are:

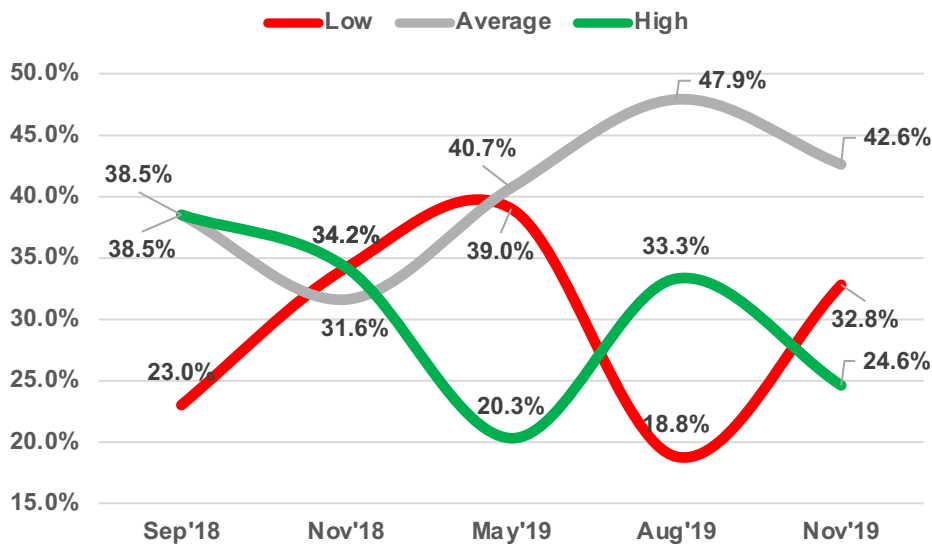


Combine Harvester Survey Trends

Q3. We expect new equipment sales in the next 6 months to:

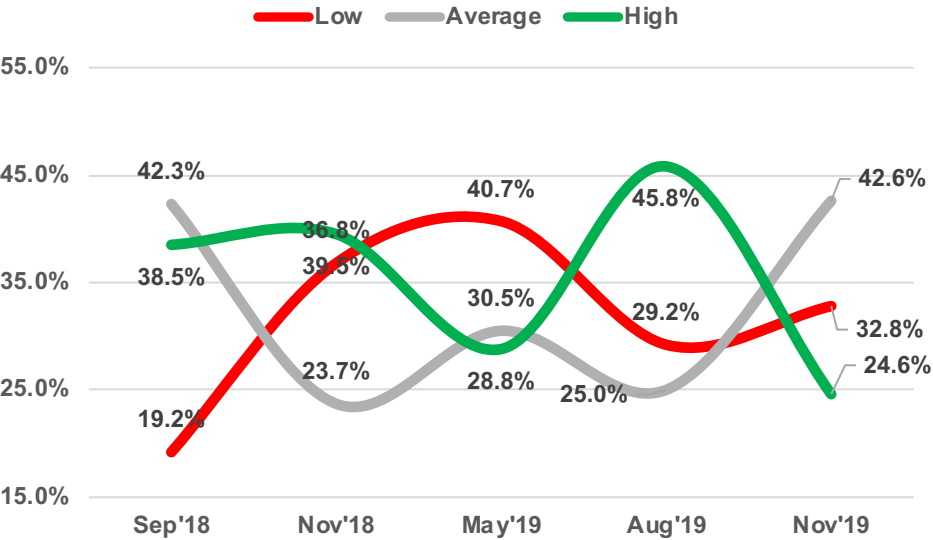


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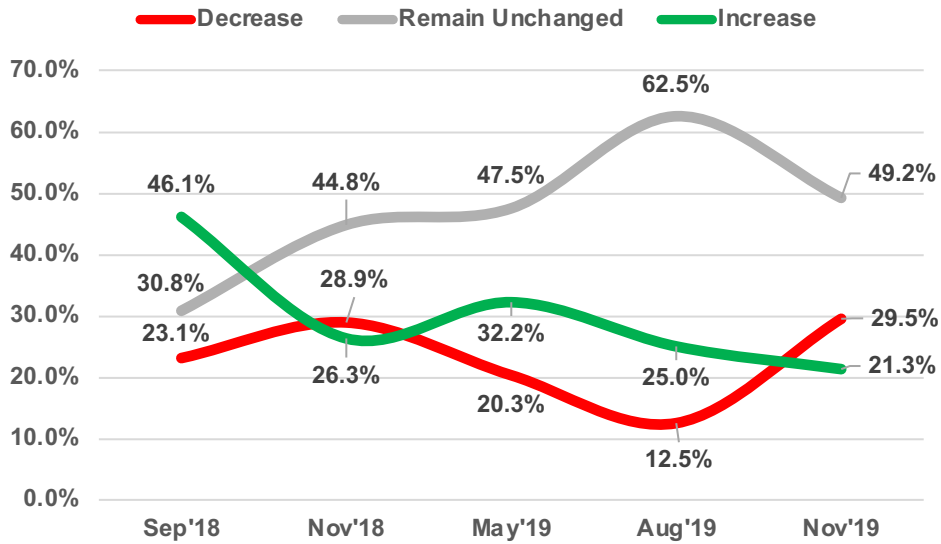
Combine Harvester Survey Trends

Q6. Do you think your current USED equipment inventory levels are:

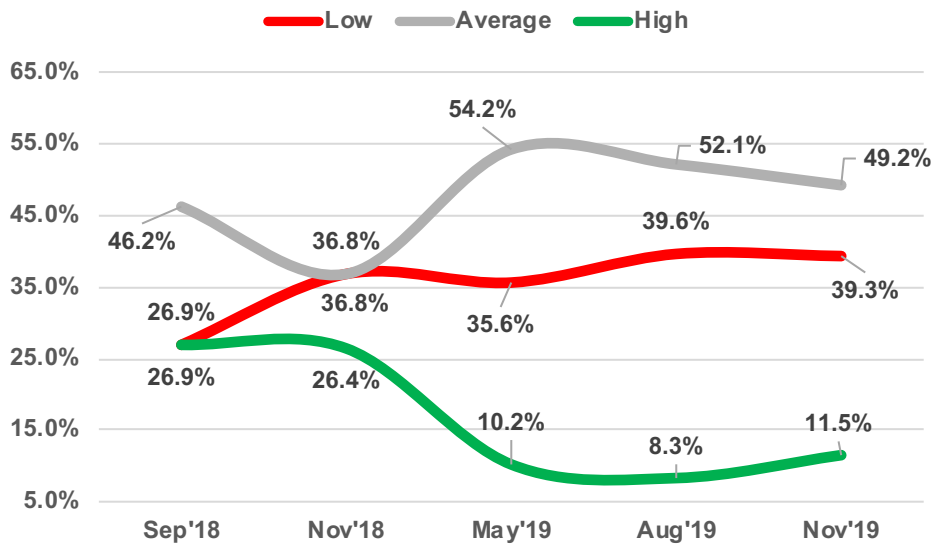


Balers & Hay Tools Survey Trends

Q3. We expect new equipment sales in the next 6 months to:

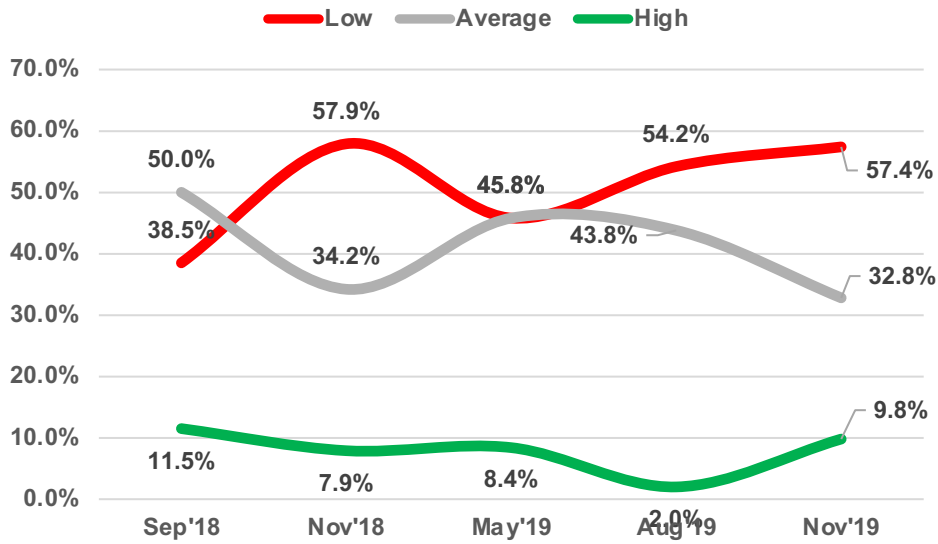


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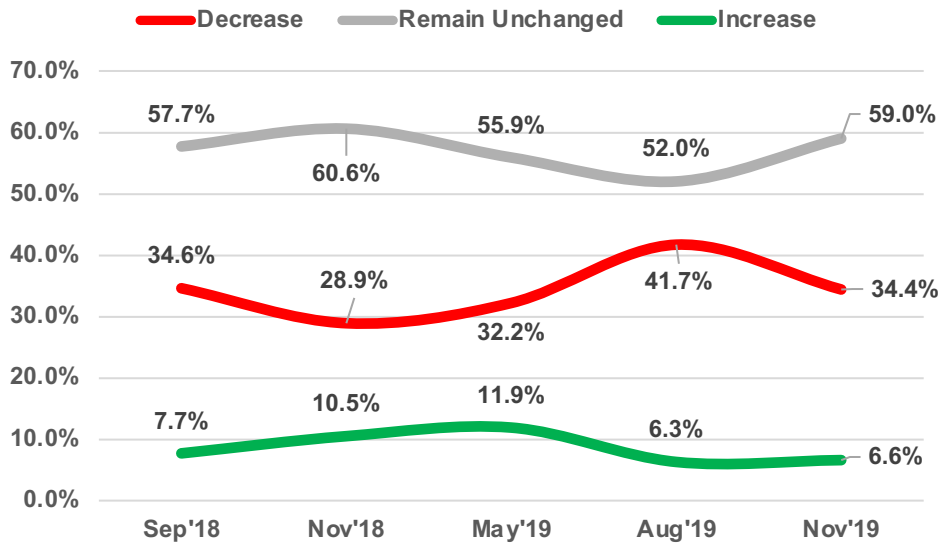
Balers & Hay Tools Survey Trends

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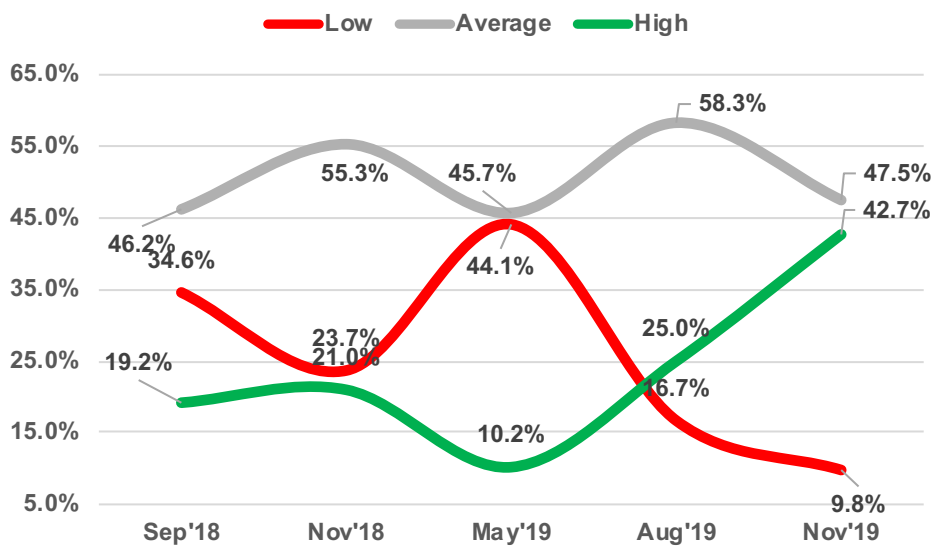


SP Sprayer Survey Trends

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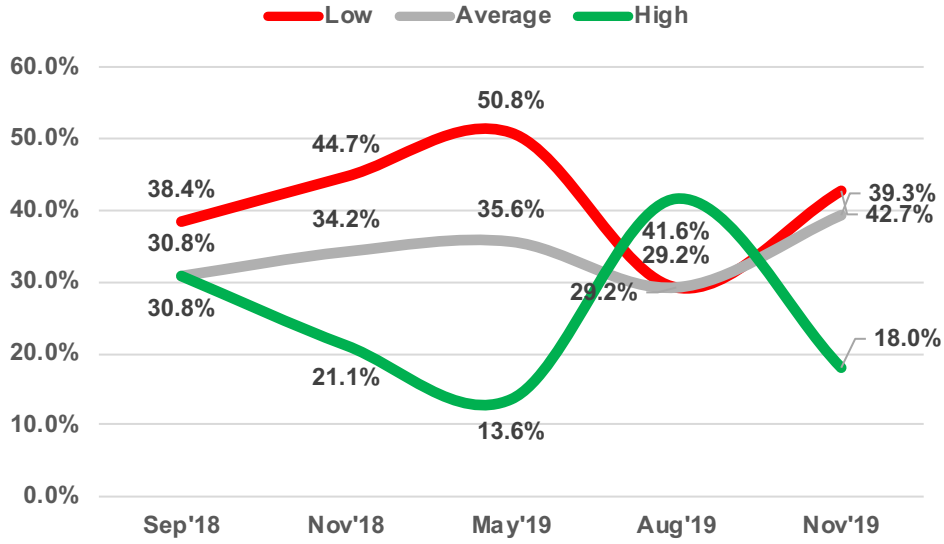


Q5. Do you think your current new equipment inventory levels are:



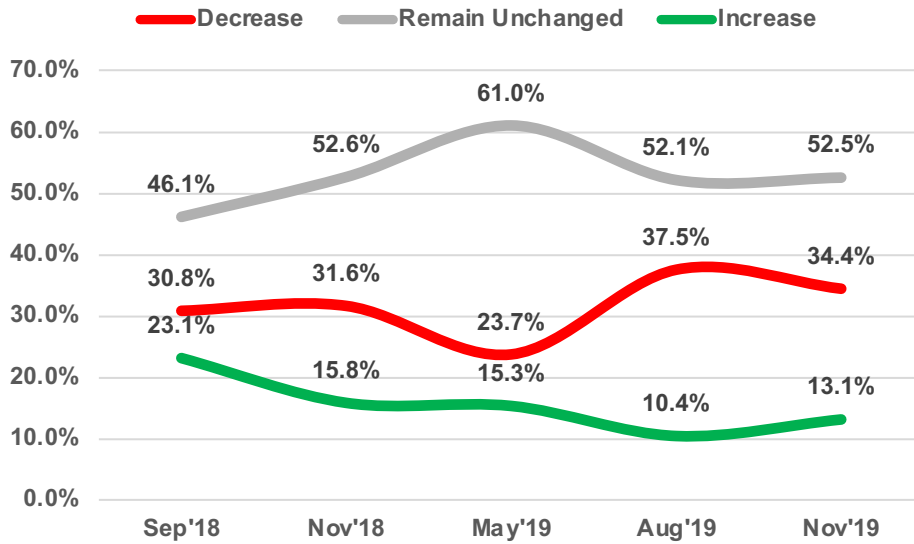
SP Sprayer Survey Trends

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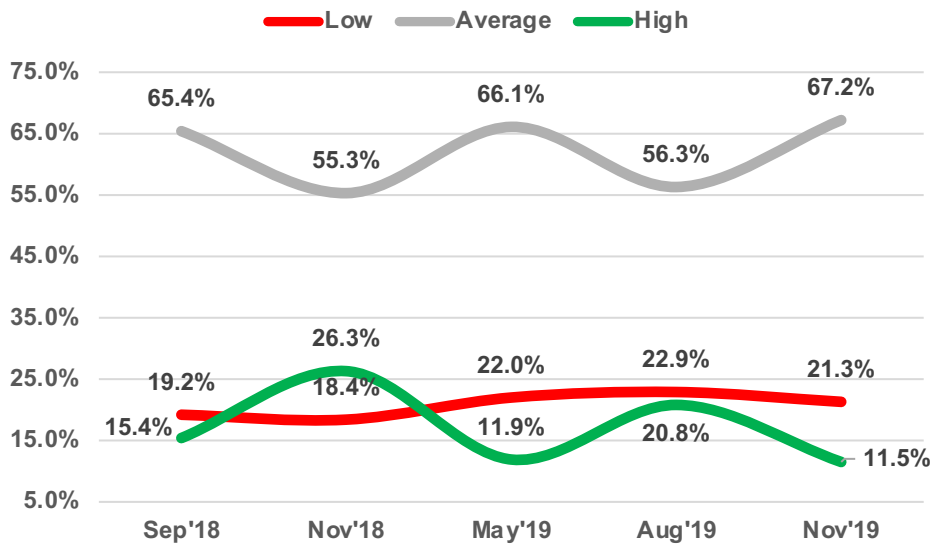


Implement Survey Trends

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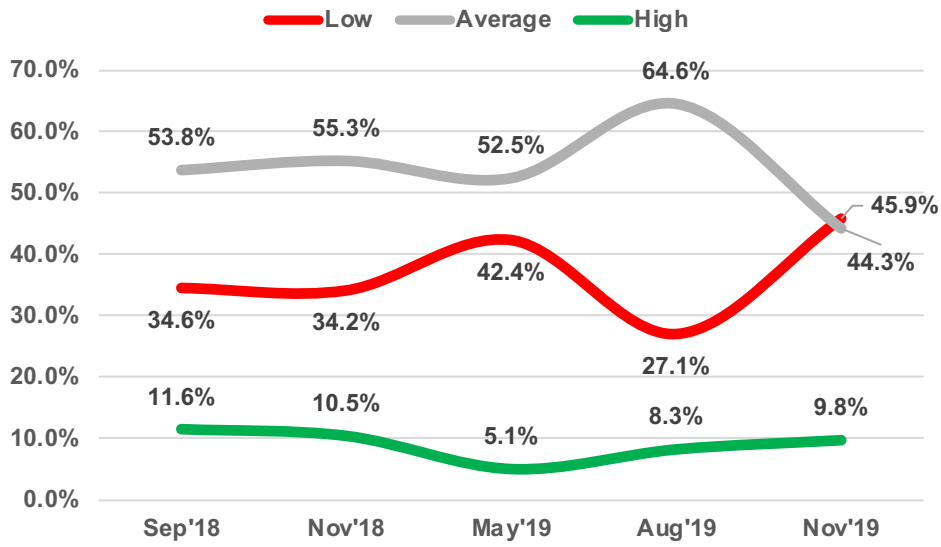


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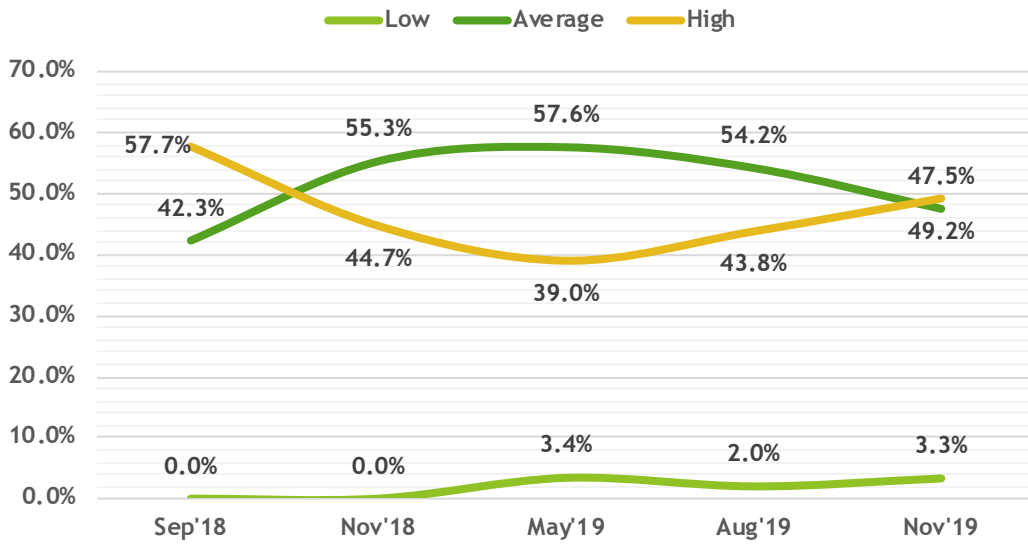
Implement Survey Trends

Q6. Do you think your current USED equipment inventory levels are:



Parts Inventory Survey Trends

Q7. Do you consider your parts inventory to be:



Workforce Intentions Survey Trends

Q8. What are your plans regarding your workforce?

