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SA AGRICULTURAL MACHINERY ASSOCIATION

**South African Agricultural Machinery Association
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January 2018: TRACTOR and COMBINE HARVESTER SALES

Retail sales of agricultural equipment during **January 2018** were as follows:

	Month January		Percentage change	Year-to-date January		Percentage change
	2018	2017	%	2018	2017	%
Tractors	527	478	10.3	527	478	10.3
Combine Harvesters	8	16	-50.0	8	16	-50.0

January tractor sales of 527 units were significantly (10%) up on the 478 units sold in January last year. January combine harvester sales of eight units were half of the 16 units sold in January last year.

As with December sales, January tractor sales were surprisingly good, indicating that the market is still positive. There are currently several interacting factors affecting the agricultural and agricultural machinery industries. Although good rains have fallen in many of the summer cropping areas, rain throughout the summer rainfall season has been patchy, leading to patchy crops. Due to the lateness in rains in some areas, some farmers have planted sunflowers instead of maize. Also affecting sales are the reluctance of banks to lend money to farmers to purchase capital equipment, high stock levels of crops carried over from last year, the current depressed crop prices and a stronger rand. It is difficult to predict the effect of all these factors on equipment sales in the short term. Nevertheless, industry forecasts for the 2018 calendar year are that tractor sales should be at least at similar levels to 2017 sales.

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