

# Virtual US-EU Agro-Finance Forum for Southeast Europe

Anita Sennett, AEM Director, Agriculture Product Management





- Who is the Association of Equipment Manufacturers?



Trade association for off-road equipment manufacturers



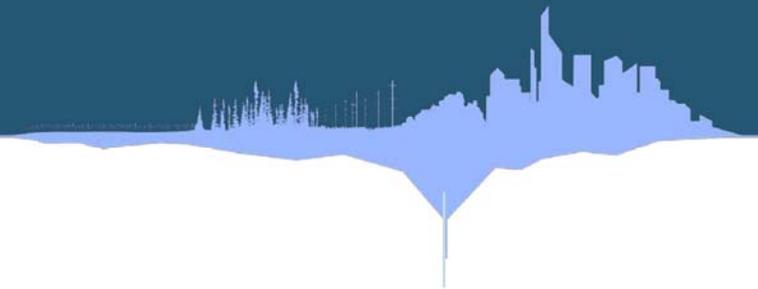
To be the leading organization in North America  
enabling **equipment manufacturers** to be  
successful in the global marketplace.

Milwaukee, Wisconsin headquarters

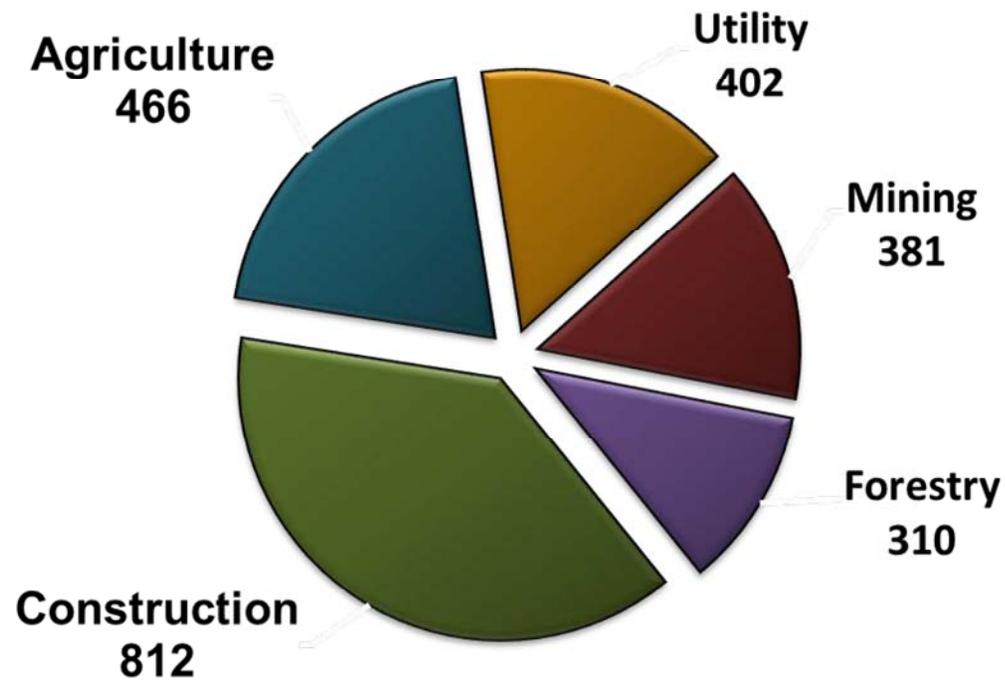
Washington, DC

Beijing, China

Ontario, Canada



## 900 Member Companies



# Membership Levels



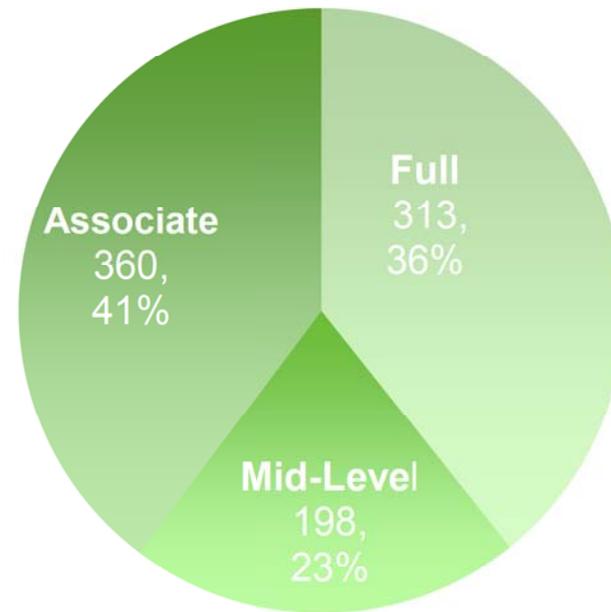
Full



Mid-Level



Associate



## Core Service Areas



**Advocacy & Legislation**



**Statistics**



**Market Intelligence**



**Safety, Regulatory & Technical**



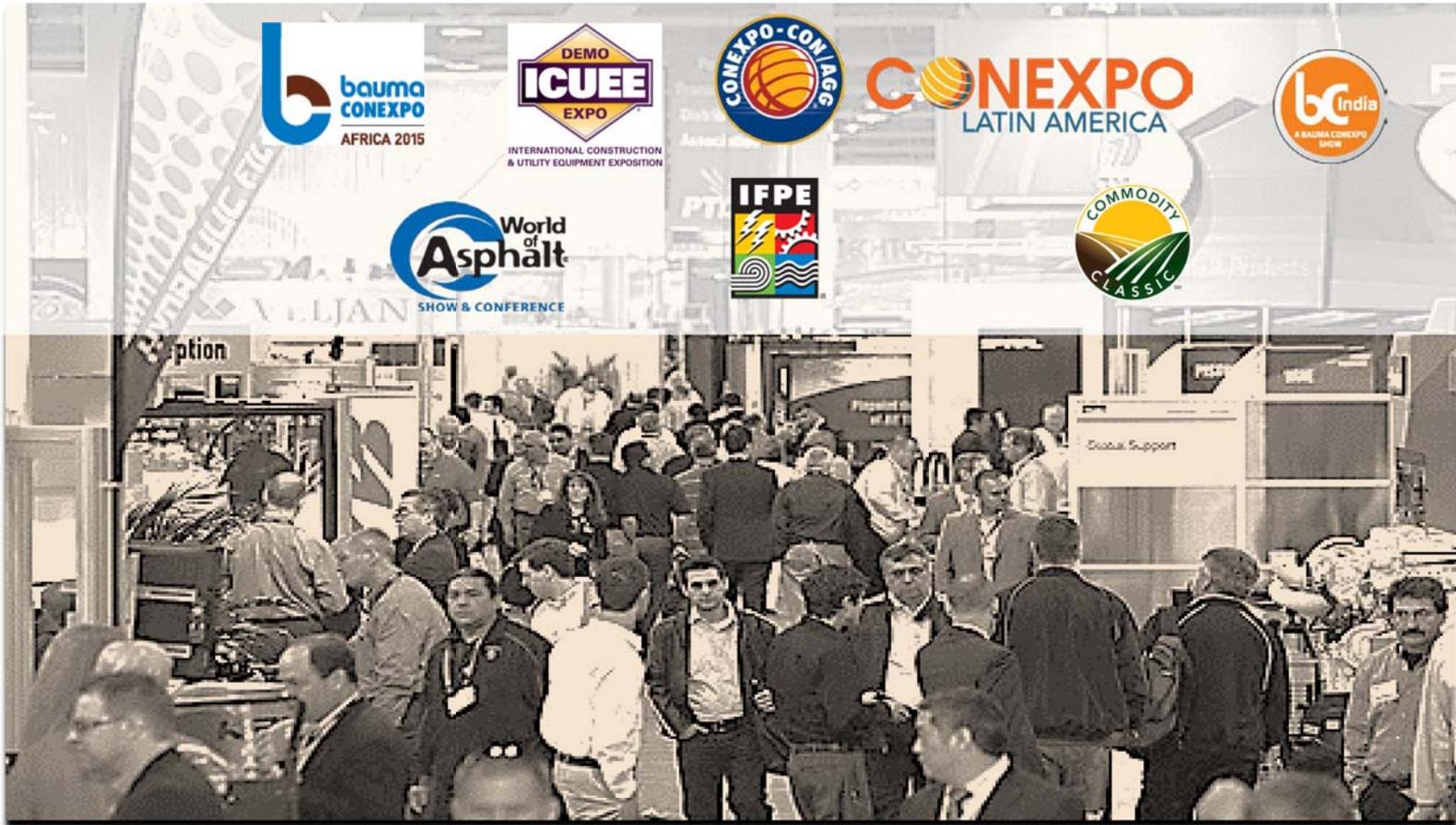
**Trade Shows**



**Education**



**Global Business Development**





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## AEM United States Ag Tractor and Combine Report September 2016

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	September			YTD - September			Beginning Inventory Sep 2016
	2016	2015	%Chg	2016	2015	%Chg	
<b>2WD Farm Tractors</b>							
< 40 HP	11,675	9,994	16.8	105,144	94,172	11.7	70,434
40 < 100 HP	5,016	4,826	3.9	42,749	44,690	-4.3	36,917
100+ HP	1,475	1,592	-7.3	13,995	18,102	-22.7	10,413
<b>Total 2WD Farm Tractors</b>	<b>18,166</b>	<b>16,412</b>	<b>10.7</b>	<b>161,888</b>	<b>156,964</b>	<b>3.1</b>	<b>117,764</b>
<b>4WD Farm Tractors</b>	<b>174</b>	<b>212</b>	<b>-17.9</b>	<b>1,467</b>	<b>2,169</b>	<b>-32.4</b>	<b>763</b>
<b>Total Farm Tractors</b>	<b>18,340</b>	<b>16,624</b>	<b>10.3</b>	<b>163,355</b>	<b>159,133</b>	<b>2.7</b>	<b>118,527</b>
<b>Self-Prop Combines</b>	<b>451</b>	<b>690</b>	<b>-34.6</b>	<b>3,051</b>	<b>4,027</b>	<b>-24.2</b>	<b>1,176</b>

## Common Issue: Infrastructure

# Infrastructure Vision 2050 Challenge



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EQUIPMENT MANUFACTURERS



## Largest AEM Member Companies

AGCO Corporation  
Alamo Group Inc  
Astec Industries Inc  
Atlas Copco  
Blount International  
BOMAG Americas Inc  
Buhler Industries Inc  
Caterpillar Inc  
Charles Machine Works  
CLAAS of America Inc  
CNH Industrial  
Cummins Inc  
Dana Incorporated  
Deere & Company  
Doosan Bobcat  
GEA Farm Technologies  
Inc

Hagie Manufacturing Company  
Haulotte Group BilJax  
Hilti Inc  
Hitachi Construction Truck Mnf Ltd  
Hyundai Construction Equipment  
Americas  
International Equipment Solutions  
JCB Inc  
Kioti Tractor Div Daedong-USA Inc  
Komatsu America Corp.  
Kubota Tractor Corporation  
LBX Company  
Liebherr  
Link-Belt Construction Equipment Co  
MacDon Industries Ltd  
Mahindra USA Inc  
Manitou Americas, Inc.

Manitowoc Cranes, Inc  
Miller Electric Manufacturing Co  
Morbark, LLC  
Oshkosh Corporation  
Parker Hannifin Corporation  
Sandvik Construction  
Skyjack  
Tadano Ltd  
Takeuchi  
Terex Corporation  
Tigercat Industries Inc  
Topcon Positioning Systems Inc  
Trimble Navigation Limited  
Vermeer Corporation  
Volvo Construction Equipment NA LLC  
Wacker Neuson Corporation  
Wirtgen America Inc  
Worthington Industries Engineered

# Member Product Locator

Search for AEM member products and industry services.

## Product Categories

Planters-Grain Drill

## Products

Planters (Mounted, Pull-Type, J



### AGCO Corporation

<http://www.agcocorp.com>  
4205 River Green Pkwy  
Duluth, GA 30096  
Business Phone: 770-813-9200  
Fax: 770-813-6158

### Brillion Farm Equipment

<http://www.brillionfarmeq.com>  
200 Park Ave.  
Brillion, WI 54110  
Business Phone: 920-756-3720  
Fax:

### CNH Industrial

<http://www.cnh.com>  
621 State St  
Racine, WI 53402-5133  
Business Phone: 262-636-6011  
Fax: 262-636-7530

### Deere & Company

<http://www.johndeere.com>  
One John Deere Pl  
Moline, IL 61265-8098  
Business Phone: 309-765-8000  
Fax: 309-748-0634

### Great Plains Manufacturing

<http://www.greatplainsmfg.com>  
PO Box 5060  
Salina, KS 67402-5060  
Business Phone: 785-823-3276  
Fax: 785-822-5619

### Horsch LLC

<http://www.horsch.com>  
200 Knutson St., SE  
Mapleton, ND 58059  
Business Phone: 620-896-1333  
Fax:

### Kinze Manufacturing Inc

<http://www.kinzemfg.com>  
PO Box 806  
Williamsburg, IA 52361-0806  
Business Phone: 319-668-1300  
Fax: 319-668-9087

### Monosem Inc

<http://www.monosem-inc.com>  
1001 Blake St  
Edwardsville, KS 66219  
Business Phone: 913-438-1700  
Fax:

### Orthman Manufacturing Inc

<http://www.orthman.com>  
PO Box B



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Manufacturers  
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**Kubota**

**Trimble**

**HAGIE**

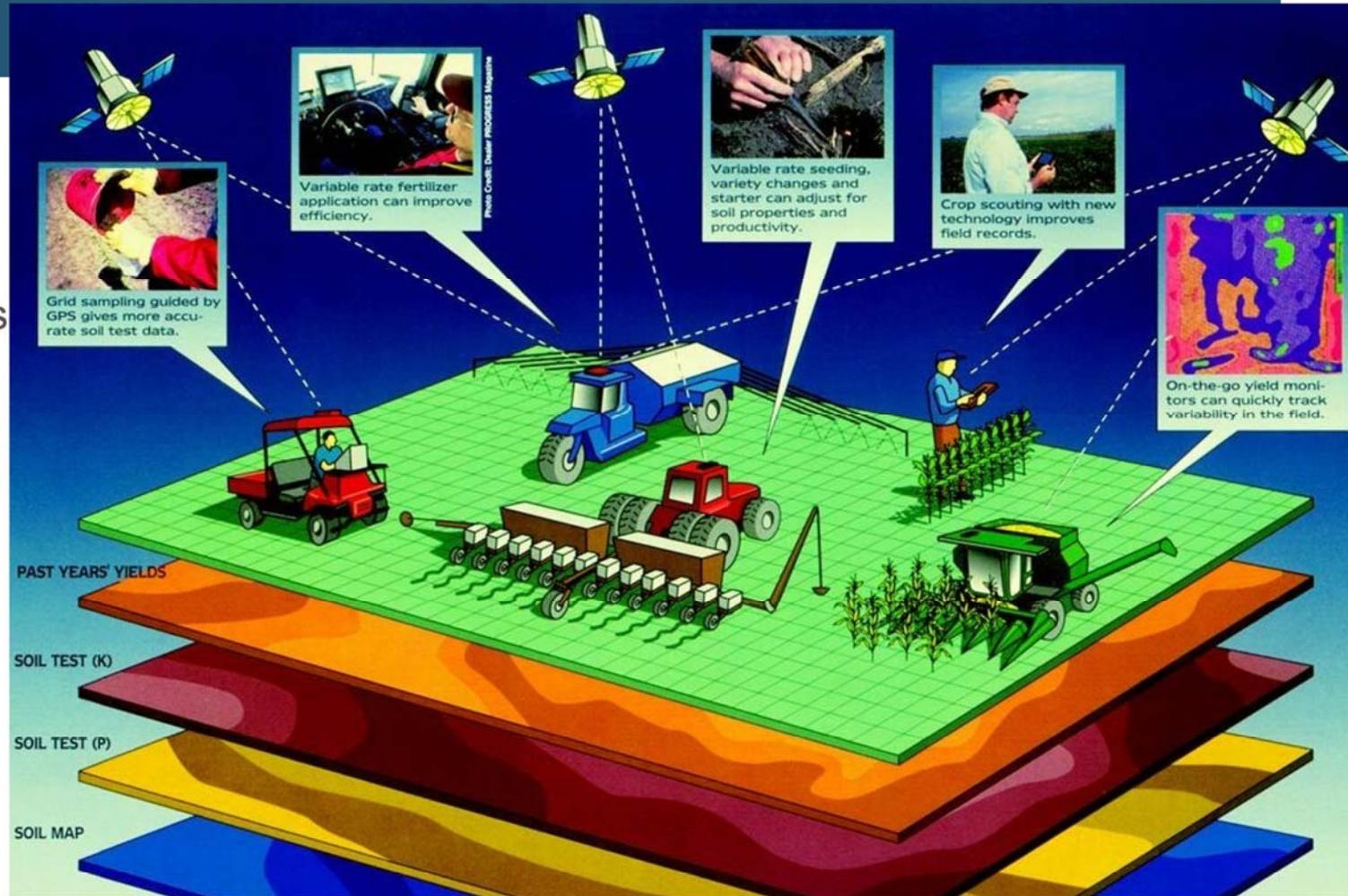
# Agriculture Equipment Technologies





# Precision Agriculture

- GPS
- Crop Yield Monitors
- Variable Rate Applications
- Field Mapping
- Telematics
- Data Management
- Robotics
- Autonomous Operation
- Drones

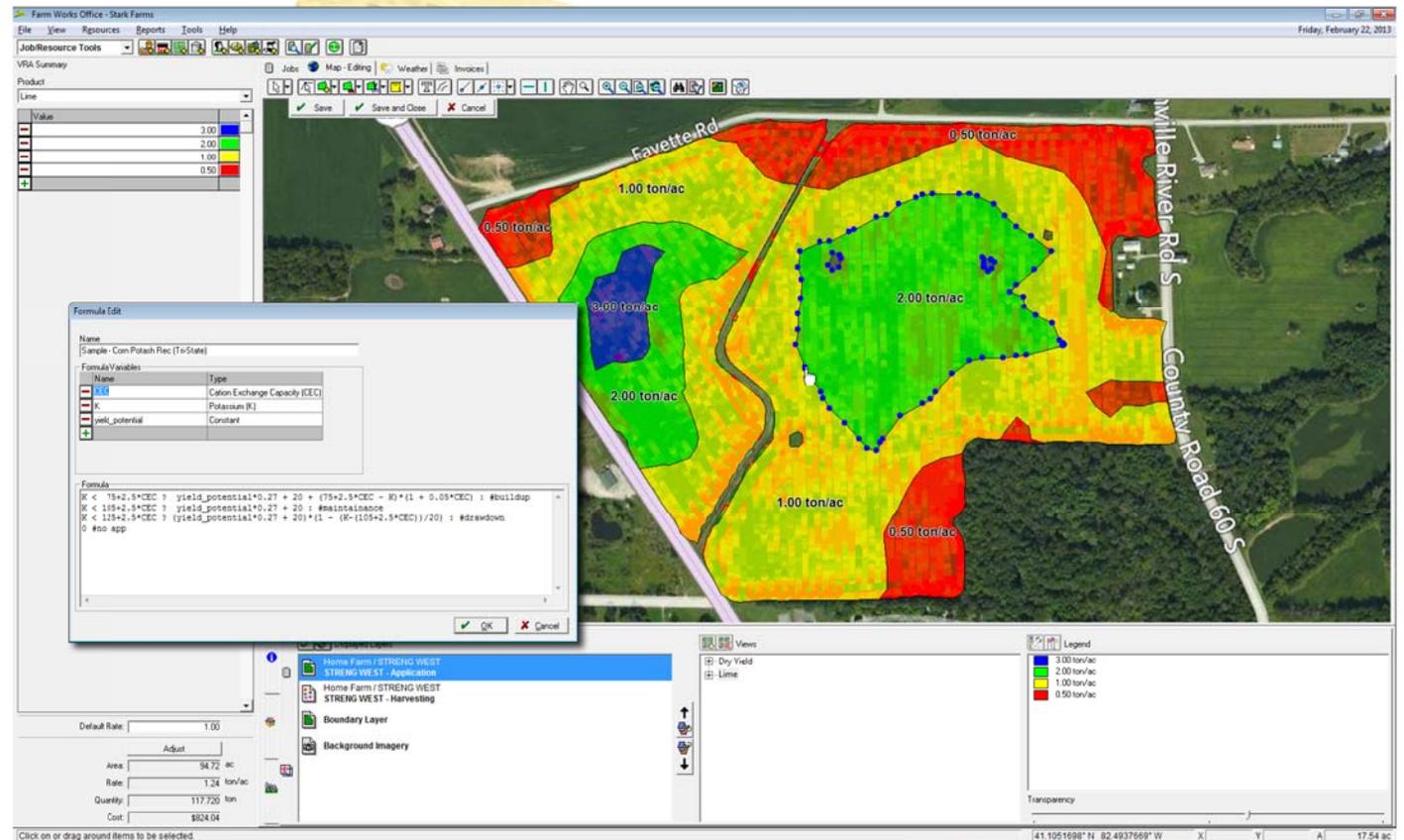


# GPS



# GIS MAPPING

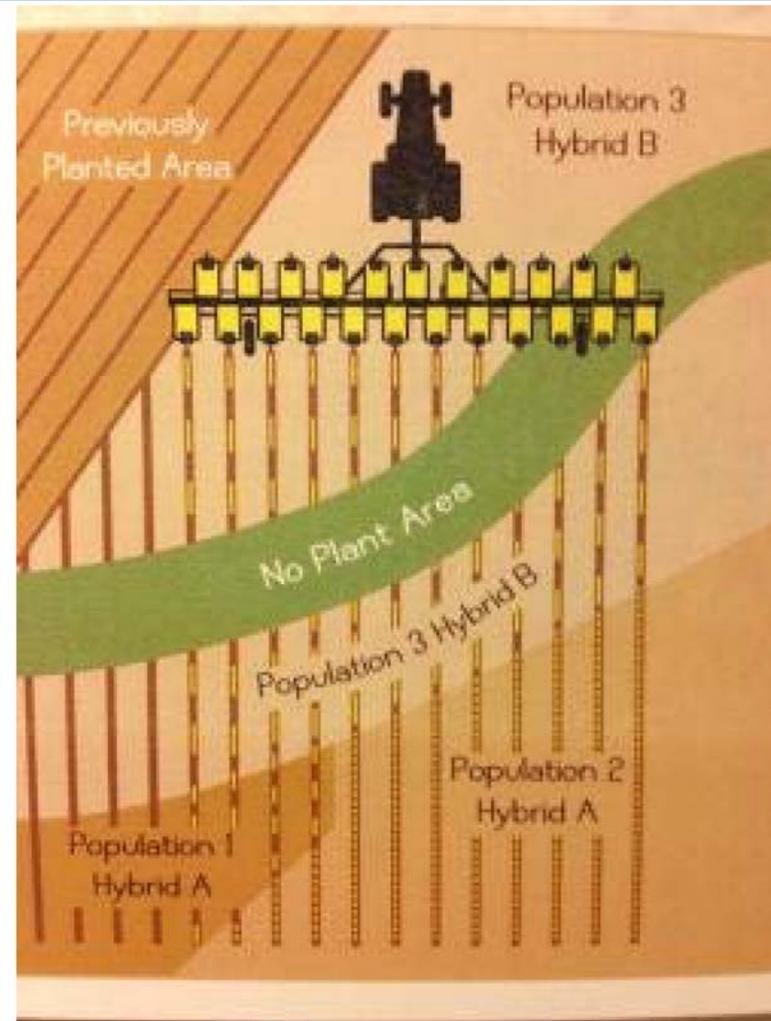
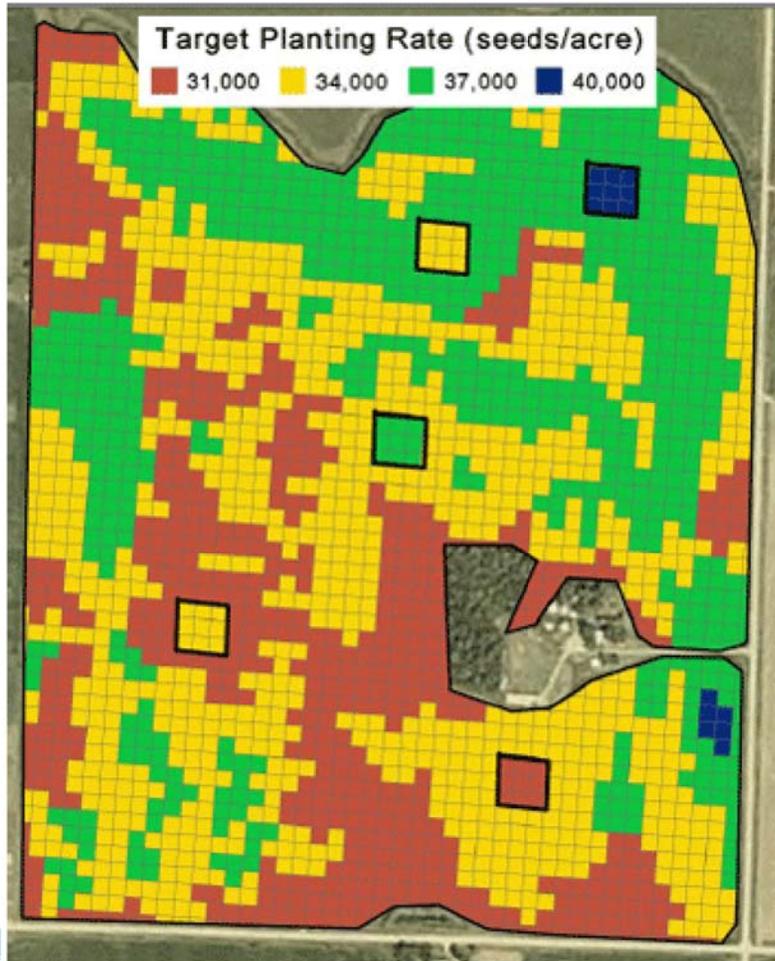
- Take soil samples, gather data on moisture, nutrients, weed density, pests and yields
- Use data to map out best tractor routes, exact chemical, fertilizer and seed density application down to the meter



# Variable rate seeding, application



# Variable rate seeding







(photo: John Deere)

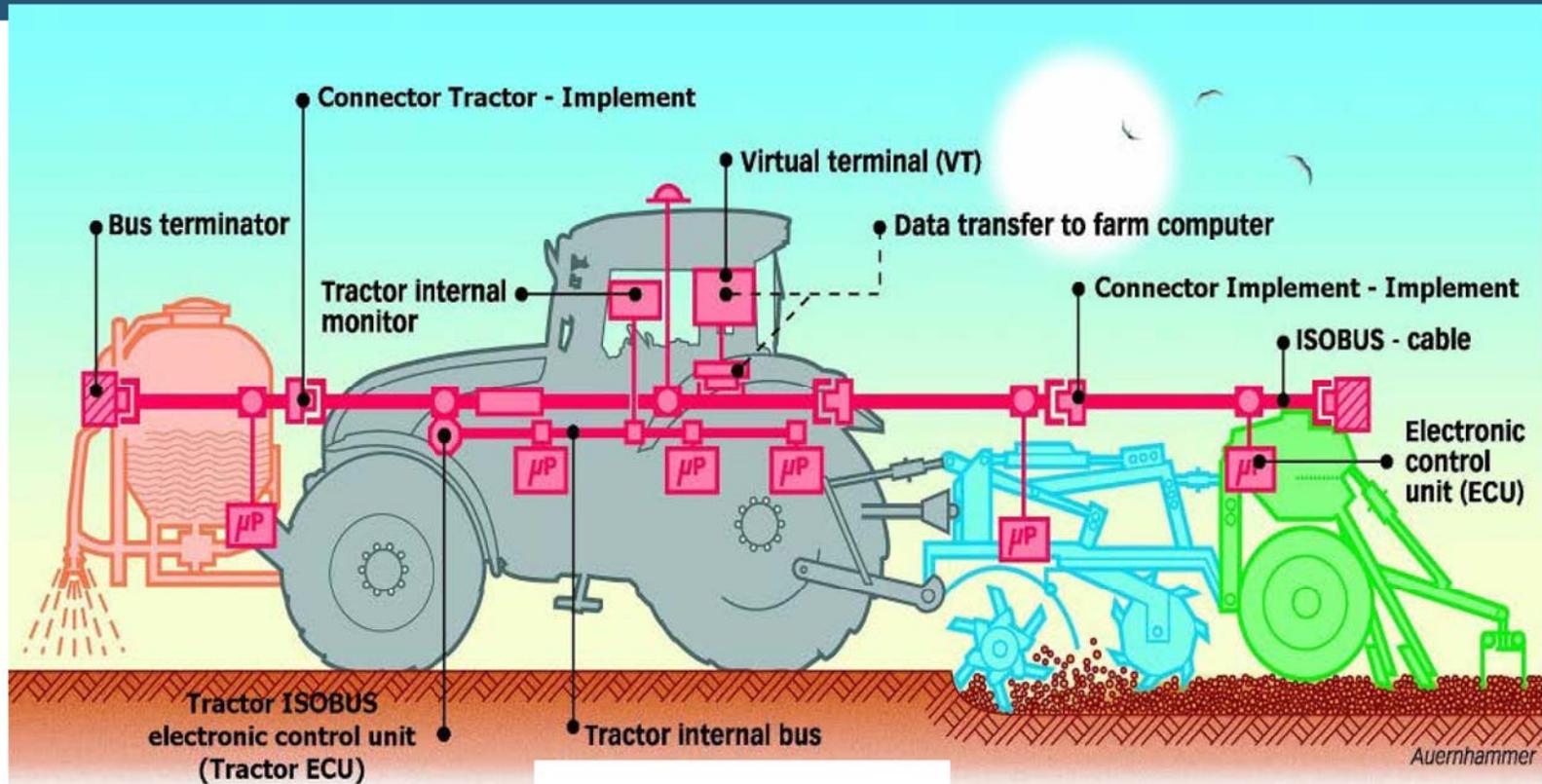








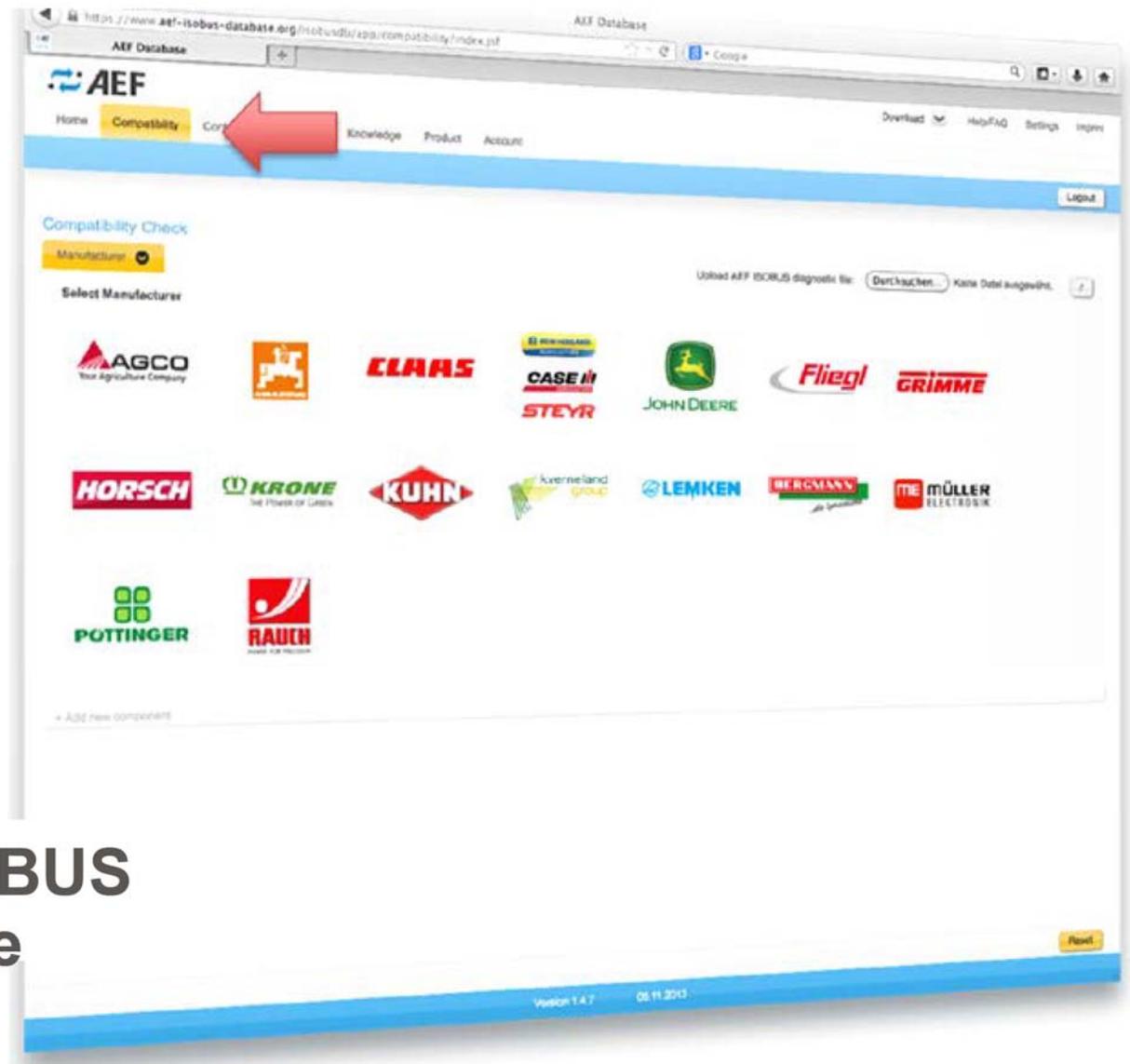
# Typical Ag Electronics system



- Check brand compatibility of tractors & implements



- AEF ISOBUS Database







[www.aem.org](http://www.aem.org)

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