

TRACTOR, HARVESTERS AND SEEDERS SALES GREW IN 2013

The item with the largest increase was the tractor, with sales 50% expanded over the last year 2012, reaching the 6,650 units in contrast to the 4,400 units sold in 2012. The figures account equipment sold by the Argentine Association of Manufacturers Tractor (AFAT), including Case, New Holland, Agco and John Deere, among others, and a major player in the market, the national Pauny.

Tractors are essential equipment for the field; a unit value averaged \$ 500,000 in the third quarter last year, according to figures published by INDEC. Meanwhile, sales of combines grew 32% to 908 units sold in 2013.

The sale of equipment for agriculture, including harvesters and planters, plus tractor was driven by access to cheap financing in interest rates that handles today's home market.

This helped improved harvest, which exceeded 100 million tons of grain against a 2012 barely reached 90 million.

During 2013 the financing program of Banco Nacion (the National Bank), which makes loans in pesos remained 5 years at a fixed interest rate of around 6%. These figures are attractive in a market in pesos, but accompanying the performance of agricultural commodities.

In December 2012 the national government included agricultural machinery in the Financing Program for the Expansion and Renovation of Fleet Automotive Cargo Transport already ruled truck.

Private Banks, meanwhile, also made his offer to buyers of machinery with a rate of 15.35%. That rate was set at 17% for 2014.

This year, manufacturers anticipate good sales basing its expectation that the financing will be maintained and, in parallel, a good grain harvest is expected.

Domestic manufacturing continues to grow in the market, from investment by foreign firms after the slowdown of equipment imports from Brazil. The equipment produced in the country qualifies for loans driven by the national government.

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