



CNH Global N.V.

Summary North American Retail Unit Sales Activity  
For Selected Agricultural and Construction Equipment  
During the Month of May and Cumulative for 5 Months 2005,  
and Indicators of North American Dealer Inventory Levels for Selected Agricultural  
Equipment at the End of April 2005  
Relative to Industry Results or Levels, Compared with Prior Year Periods

The following table summarizes selected agricultural and construction equipment industry retail unit sales results in North America as compared with prior year periods. Industry results for the current periods are expressed as a percentage change from the prior year periods, by major product category. The percentage change reflects only industry retail unit sales results and is derived from flash, or preliminary actual, data of the U.S. Association of Equipment Manufacturers ('AEM') and of the Canadian Farm and Industrial Equipment Institute ('CFIEI').

These industry data are based on unit sales as preliminarily reported by AEM and CFIEI member companies and include most, but not all, of the equipment sold in each of the categories. The data are subject to revision from time to time and caution should be maintained when using the data for any purpose. Actual results will vary and may not be known for some time. Over time, industry results will be adjusted to reflect actual sales differences, reclassifications, or other factors. Retail unit sales will fluctuate from month to month due to several factors, including timing of new products and new product introductions, product availability, and sales programs. CNH Global N.V.'s performance for the same periods is described relative to the change in industry results.

Also included in the table are indicators of North American dealer inventory levels. Industry data are derived from the flash, or preliminary actual, data of the AEM and CFIEI and expressed as the number of months of inventory on hand, based on the simple average of the previous 12 months retail unit sales results. CNH Global N.V.'s dealer's inventory levels for the same periods are described relative to the industry levels.

This information reflects point-in-time data that is not necessarily representative of either the market or of CNH Global N.V.'s relative performance going forward, nor does it reflect or imply any forward-looking information regarding the market or CNH Global N.V.'s relative performance in that market.

Copies of the relevant monthly Agricultural Flash reports from AEM and CFIEI follow the table.

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY		
CATEGORY	Total North American Industry	CNH RELATIVE PERFORMANCE (All Brands)
<b>RETAIL UNIT SALES: MONTH of May 2005</b>		
Agricultural Tractors: under 40 horsepower (2WD)	(6.8)%	up mid single digits
40 to 100 horsepower (2WD)	+21.5%	up low single digits
over 100 horsepower (2WD)	+19.4%	up low double digits, equal to the industry
4 wheel drive tractors	+21.4%	up high double digits, significantly more than the industry
Sub total tractors over 40 hp	+21.1%	up mid single digits
Total Ag tractors	+2.4%	up mid single digits, slightly more than the industry
Combines	(0.4)%	down mid single digits
Loader/backhoes	up low double digits	flat
Skid Steer Loaders	flat	down mid single digits
Total Heavy Construction Equipment	up moderate double digits	up moderate double digits, in line with the industry
<b>RETAIL UNIT SALES: 5 MONTHS, 2005</b>		
Agricultural Tractors: under 40 horsepower (2WD)	(5.9)%	flat
40 to 100 horsepower (2WD)	+15.3%	down mid single digits
over 100 horsepower (2WD)	+5.1%	down mid single digits
4 wheel drive tractors	+7.0%	flat
Sub total tractors over 40 hp	+12.3%	down mid single digits
Total Ag tractors	+1.5%	down mid single digits
Combines	+17.2%	down mid single digits
Loader/backhoes	up low double digits	up low double digits, slightly more than the industry
Skid Steer Loaders	up low single digits	down low double digits
Total Heavy Construction Equipment	up low double digits	up low double digits, slightly less than the industry
<b>DEALER INVENTORIES: END OF APRIL 2005</b>		
Agricultural Tractors: under 40 horsepower (2WD)	6.1 months supply	one month higher than the industry
40 to 100 horsepower (2WD)	5.4 months supply	½ month less than the industry
over 100 horsepower (2WD)	3.9 months supply	in line with the industry
4 wheel drive tractors	3.4 months supply	in line with the industry
Total tractors	5.6 months supply	in line with the industry
Combines	2.7 months supply	1 month higher than the industry

Dated: June 14, 2005



HELP ?

SITEMAP &gt;

MY AEM &gt;


[HOME](#) > [INDUSTRY TRENDS](#) > U.S. AG FLASH REPORTS >

Search Here

GO

Member Login

About Us

AEM Offices

What's New

News &amp; Information

Calendar

Industry Trends

[InformaEcon Daily Ag Report](#)  
[U.S. Ag Flash Report](#) ◀  
[Canadian Ag Flash Report](#)  
[State of Ag Industry Report](#)  
[Quarterly Trends Reports](#)  
[Construction Equipment Index](#)  
[Industry Resources](#)  
[Economic Trends & Reports](#)  
[Rental Resources](#)  
[Surveys](#)

Technical

Safety &amp; Training

Statistics

Government Affairs

Global Public Policy

Education

Trade Shows

International Services

 Councils, Bureaus,  
& Committees

AEM Store

Links &amp; Directories

## Industry Trends

## U.S. Ag Flash Reports

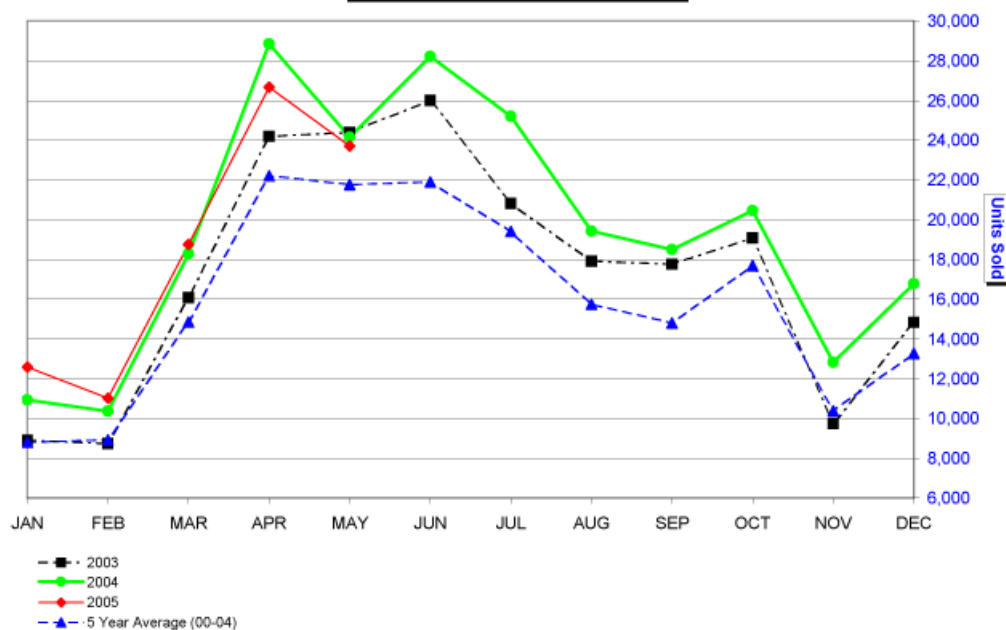
## May 2005 Flash Report

## U.S. Unit Retail Sales

(Report released 6/13/2005)

To download a PDF of this report, please [click here](#).

Equipment	May 2005	May 2004	% Chg.	Y-T-D 2005	Y-T-D 2004	% Chg.	April 2005 U.S. Field Inventory
<b>Farm Wheel Tractors - 2 Wheel Drive</b>							
Under 40 HP	15,045	16,326	-7.8	51,603	55,290	-6.7	65,709
40 & Under 100 HP	7,361	6,048	21.7	29,605	25,574	15.8	33,195
100 HP & Over	1,439	1,203	19.6	9,421	8,979	4.9	6,051
<b>Total - 2 Wheel Drive</b>	<b>23,845</b>	<b>23,577</b>	<b>1.1</b>	<b>90,629</b>	<b>89,843</b>	<b>0.9</b>	<b>104,955</b>
<b>Total - 4 Wheel Drive</b>	<b>270</b>	<b>212</b>	<b>27.4</b>	<b>1,686</b>	<b>1,515</b>	<b>11.3</b>	<b>985</b>
<b>Total Farm Wheel Tractors</b>	<b>24,115</b>	<b>23,789</b>	<b>1.4</b>	<b>92,315</b>	<b>91,358</b>	<b>1.0</b>	<b>105,940</b>
<b>Combines (Self-Propelled)</b>	<b>407</b>	<b>369</b>	<b>10.3</b>	<b>1,785</b>	<b>1,482</b>	<b>20.4</b>	<b>1,464</b>

 U.S. Unit Retail Sales  
2-4 WD Tractors & Combines


111 East Wisconsin Avenue Milwaukee, WI 53202-4806  
 414-298-4146 414-272-2464/FAX  
 Web Site: [www.aem.org](http://www.aem.org) E-mail: [dcarson@aem.org](mailto:dcarson@aem.org)

These data are, in part, estimates that are subject to revisions when final detail data become available. Because of the seasonal nature of the industry, comparisons of monthly data from one period to another should be done with extreme caution. These data represent most, but not all, of the manufacturers in each product category being sold at retail in the fifty states and the District of Columbia.

Ag Flash Report is updated by the 15th of the month.

Interested in subscribing to market data reports? [Click here](#). For further information, please contact Deb Carson at 414-298-4146.

[To U.S. Ag Flash Report Archive >>](#)

© AEM 2005 -- Association of Equipment Manufacturers  
Toll Free: 866-AEM-0442  
Click [here](#) to read our Legal and Privacy Information  
[Contact Us](#)

[Headquarters Office](#)  
111 E. Wisconsin Ave. Suite 1000  
Milwaukee, WI 53202-4806  
Phone: 414-272-0943 Fax: 414-272-1170


[HOME](#) > [INDUSTRY TRENDS](#) > CANADIAN AG FLASH REPORTS >

[Member Login](#)
[About Us](#)
[AEM Offices](#)
[What's New](#)
[News & Information](#)
[Calendar](#)
[Industry Trends](#)

[InformaEcon Daily Ag Report](#)  
[U.S. Ag Flash Report](#)  
[Canadian Ag Flash Report](#) ◀  
[State of Ag Industry Report](#)  
[Quarterly Trends Reports](#)  
[Construction Equipment Index](#)  
[Industry Resources](#)  
[Economic Trends & Reports](#)  
[Rental Resources](#)  
[Surveys](#)

[Technical](#)
[Safety & Training](#)
[Statistics](#)
[Government Affairs](#)
[Global Public Policy](#)
[Education](#)
[Trade Shows](#)
[International Services](#)
[Councils, Bureaus,  
& Committees](#)
[AEM Store](#)
[Links & Directories](#)

## Industry Trends

# Canadian Ag Flash Reports

## May 2005 Flash Report Canada Unit Retail Sales

(Report released 6/13/2005)

These data are, in part, estimates that are subject to revisions when final detail data become available. Because of the seasonal nature of the industry, comparisons of monthly data from one period to another should be done with extreme caution. These data represent most, but not all, of the manufacturers in each product category being sold at retail in the Provinces of Canada.

 To download a PDF of this report, please [click here](#).

	May			May YTD			April	
Equipment	2005	2004	% Chg.	2005	2004	% Chg.	2005 Canadian (Field) Inventory	2004 Canadian (Field) Inventory
<b>Farm Wheel Tractors - 2 Wheel Drive</b>								
Under 40 HP	1,107	998	10.9	2,819	2,524	11.7	4,462	3,545
40 & Under 100 HP	685	573	19.5	2,423	2,209	9.7	3,083	2,769
100 HP & Over	386	326	18.4	1,488	1,400	6.3	1,561	1,401
<b>Total - 2 Wheel Drive</b>	<b>2,178</b>	<b>1,897</b>	<b>14.8</b>	<b>6,730</b>	<b>6,133</b>	<b>9.7</b>	<b>9,106</b>	<b>7,715</b>
<b>Total - 4 Wheel Drive</b>	<b>82</b>	<b>78</b>	<b>5.1</b>	<b>350</b>	<b>388</b>	<b>-9.8</b>	<b>257</b>	<b>160</b>
<b>Total Farm Wheel Tractors</b>	<b>2,260</b>	<b>1,975</b>	<b>14.4</b>	<b>7,080</b>	<b>6,521</b>	<b>8.6</b>	<b>9,363</b>	<b>7,875</b>
<b>Combines (Self-Propelled)</b>	<b>70</b>	<b>110</b>	<b>-36.4</b>	<b>352</b>	<b>342</b>	<b>2.9</b>	<b>450</b>	<b>591</b>

These data are, in part, estimates that are subject to revisions when final detail data become available. Because of the seasonal nature of the industry, comparisons of monthly data from one period to another should be done with extreme caution.

Ag Flash Report is updated by the 15th of the month.

Interested in subscribing to market data reports? [Click here](#). For further information, please contact Deb Carson at 414-298-4146.

[Go To Canadian Ag Flash Reports Archive >>](#)

© AEM 2005 -- Association of Equipment Manufacturers

Toll Free: 866-AEM-0442

 Click [here](#) to read our Legal and Privacy Information

[Contact Us](#)
[Headquarters Office](#)

111 E. Wisconsin Ave. Suite 1000

Milwaukee, WI 53202-4806

Phone: 414-272-0943 Fax: 414-272-1170