CNH Global N.V.

Summary North American Retail Unit Sales Activity
For Selected Agricultural and Construction Equipment,
During the Month of APRIL and Cumulative for 4 Months, 2003,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of MARCH 2003
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 nor 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 Agricultural Flash report from AEM and CFIEI follow the table.

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY		
CATEGORY	**Total North American INDUSTRY**	**CNH RELATIVE PERFORMANCE (All Brands)**
RETAIL UNIT SALES: MONTH OF APRIL, 2003		
Agricultural Tractors: under 40 horsepower (2WD)	+23.8%	Down low double digits
40 to 100 horsepower (2WD)	+4.4%	Flat
over 100 horsepower (2WD)	(11.4)%	Down moderate double digits
4 wheel drive tractors	+15.3%	Up moderate double digits
Total tractors	+14.0%	Down high single digits
Combines	+18.8%	Up high double digits
Loader/backhoes	+11.2%	Down low single digits
Skid Steer Loaders	(6.6)%	Down low double digits
Total Heavy Construction Equipment	(6.8)%	Down moderate double digits
RETAIL UNIT SALES: 4 MONTHS, 2003		
Agricultural Tractors: under 40 horsepower (2WD)	+19.0%	Down low single digits
40 to 100 horsepower (2WD)	+0.4%	Up mid single digits
over 100 horsepower (2WD)	(4.4)%	Down low double digits
4 wheel drive tractors	(1.4)%	Down mid single digits
Total tractors	+9.5%	Down low single digits
Combines	(8.6)%	Down mid single digits
Loader/backhoes	(11.9)%	Down moderate double digits
Skid Steer Loaders	(11.9)%	Down low double digits
Total Heavy Construction Equipment	(5.2)	Down moderate double digits
DEALER INVENTORIES: END OF March 2003		
Agricultural Tractors: under 40 horsepower (2WD)	7.4 Mos.	1 Month less than the industry
40 to 100 horsepower (2WD)	6.0 Mos.	1/2 Month less than the industry
over 100 horsepower (2WD)	5.3 Mos.	1/2 Month less than the industry
4 wheel drive tractors	5.6 Mos.	1 Month less than the industry
Total tractors	6.7 Mos.	1 Month less than the industry
Combines	3.4 Mos.	1 Month more than the industry

Dated: May 13, 2003

HOME HELP SITEMAP MY AEM SEARCH GO

HOME > INDUSTRY TRENDS > U.S. AG FLASH REPORTS >

Home
Member Login
Request Login
About Us
What's New
News & Information
Calendar
Industry Trends
Sparks Daily Ag Report
U.S. Ag Flash Report
Canadian Ag Flash Report
State of Ag Industry Report
Housing Report
Quarterly Trends Reports
Industry Resources
Economic Trends & Reports
Rental Resources
Surveys
Technical
Safety & Training
Statistics
Government Relations
Education
Trade Shows
International Services
Councils, Bureaus, & Committees
AEM Store
Workforce Development
Links & Directories

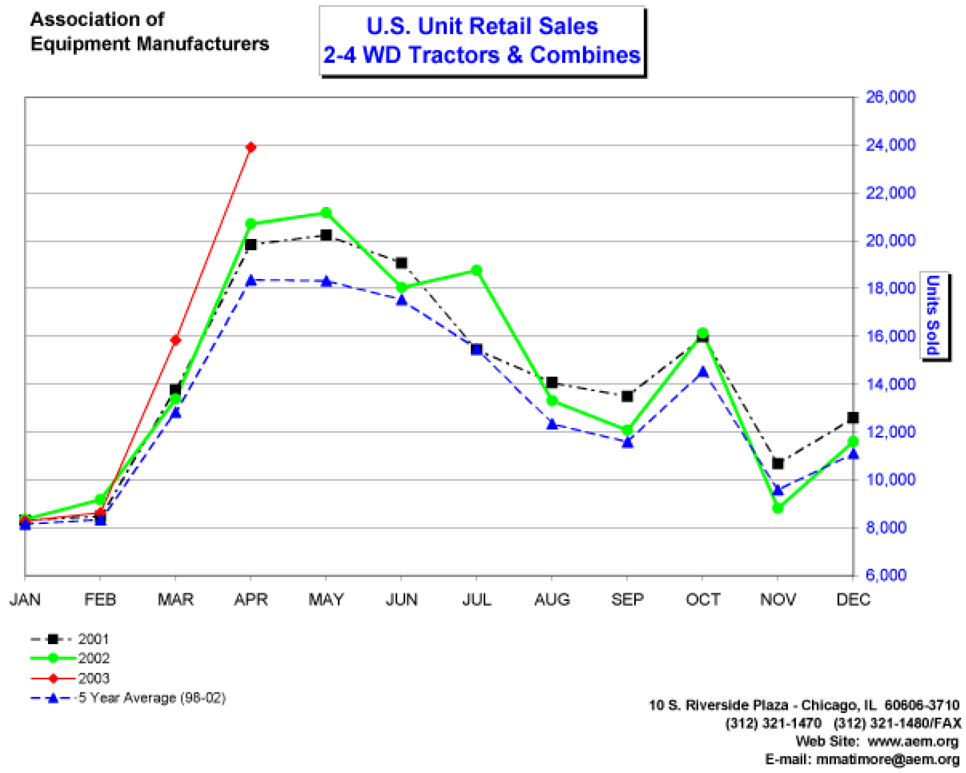
Industry Trends

U.S. Ag Flash Reports

April 2003 Flash Report
U.S. Unit Retail Sales

(Report released May 12, 2003)

Equipment	April 2003	April 2002	% Chg.	Y-T-D 2003	Y-T-D 2002	% Chg.	March 2003 U.S. Field Inventory
Farm Wheel Tractors - 2 Wheel Drive							
Under 40 HP	15,200	12,216	24.4	33,193	27,730	19.7	60,791
40 & Under 100 HP	5,996	5,535	8.3	16,240	15,799	2.8	26,676
100 HP & Over	1,778	2,073	-14.2	5,235	5,679	-7.8	6,084
Total - 2 Wheel Drive	22,974	19,824	15.9	54,668	49,208	11.1	93,551
Total - 4 Wheel Drive	470	456	3.1	1,075	1,159	-7.2	1,124
Total - Farm Wheel Tractors	23,444	20,280	15.6	55,743	50,367	10.7	94,675
Combines (Self-Propelled)	474	419	13.1	1,126	1,265	-11.0	1,274



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.

For further information, please contact Mary Matimore at 312-321-1470.

<< Back To U.S. Ag Reports Home

Chicago Office
10 S. Riverside Plaza Suite 1220
Chicago, IL 60606-3710
Phone: 312-321-1470 Fax: 312-321-1480

Milwaukee Office
111 E. Wisconsin Ave. Suite 1000
Milwaukee, WI 53202-4806
Phone: 414-272-0943 Fax: 414-272-1170

Industry Trends

Canadian Ag Flash Reports

April 2003 Flash Report Canada Unit Retail Sales

(Report released 5/13/2003)

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.

	April			April YTD			March	
Equipment	**2003**	**2002**	**% Chg.**	**2003**	**2002**	**% Chg.**	**2003 Canadian (Field) Inventory**	**2002 Canadian (Field) Inventory**
Farm Wheel Tractors - 2 Wheel Drive								
Under 40 HP	473	444	6.5	1,177	1,155	1.9	3,908	3,199
40 & Under 100 HP	611	796	-23.2	1,679	2,042	-17.8	3,429	3,310
100 HP & Over	474	470	0.9	1,370	1,231	11.3	1,724	1,488
Total - 2 Wheel Drive	1,558	1,710	-8.9	4,226	4,428	-4.6	9,061	7,997
Total - 4 Wheel Drive	178	106	67.9	296	232	27.6	336	202
Total Farm Wheel Tractors	1,736	1,816	-4.4	4,522	4,660	-3.0	9,397	8,199
Combines (Self-Propelled)	96	61	57.4	206	192	7.3	380	373

Chicago Office
10 S. Riverside Plaza Suite 1220
Chicago, IL 60606-3710
Phone: 312-321-1470 Fax: 312-321-1480

Milwaukee Office
111 E. Wisconsin Ave. Suite 1000
Milwaukee, WI 53202-4806
Phone: 414-272-0943 Fax: 414-272-1170