



CNH Global N.V.

Summary North American Retail Unit Sales Activity
For Selected Agricultural and Construction Equipment,
During the Month of [August](#) and Cumulative for [8 Months, 2001](#) ,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural
Equipment at the End of [July 2001](#)
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. Equipment Manufacturers Institute ('EMI') and of the Canadian Farm and Industrial Equipment Institute ('CFIEI').

These industry data are based on unit sales as preliminarily reported by EMI 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 EMI 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 EMI 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 AUGUST 2001		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 8.0%	up moderate double digits, significantly more than the industry
40 to 100 horsepower (2WD)	+ 1.4%	up, in line with the industry
over 100 horsepower (2WD)	(10.5%)	up high double digits, significantly more than the industry
4 wheel drive tractors	(15.5%)	up high double digits, significantly more than the industry
Total tractors	+ 4.1%	up low double digits, moderately more than the industry
Combines	+ 24.3%	up moderate double digits, slightly lower than the industry
Loader/backhoes	(12.0%)	flat
Skid Steer Loaders	(9.0%)	up mid single digits
Total Heavy Construction Equipment	(16.7%)	flat
RETAIL UNIT SALES: 8 MONTHS, 2001		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 7.9%	up moderate double digits, moderately more than the industry
40 to 100 horsepower (2WD)	+ 5.5%	up low single digits
over 100 horsepower (2WD)	+ 6.1%	up low double digits, slightly more than the industry
4 wheel drive tractors	+ 14.3%	up high double digits, significantly more than the industry
Total tractors	+ 7.0%	up low double digits, moderately more than the industry
Combines	+ 23.7%	up moderate double digits, equal to the industry
Loader/backhoes	(19.1%)	down moderate double digits
Skid Steer Loaders	(8.1%)	down low single digits, slightly less than the industry
Total Heavy Construction Equipment	(12.0%)	down low double digits, equal to the industry
DEALER INVENTORIES: END OF JULY 2001		
Agricultural Tractors:		
under 40 horsepower (2WD)	6.8 months supply	1 month less than the industry
40 to 100 horsepower (2WD)	5.9 months supply	more than 1 month less than the industry
over 100 horsepower (2WD)	4.4 months supply	in line with the industry
4 wheel drive tractors	3.5 months supply	more than 1 month less than the industry
Total tractors	6.2 months supply	more than 1 month less than the industry
Combines	4.8 months supply	1 month more than the industry

Dated: [August 14, 2001](#)

AUGUST 2001 FLASH REPORT
U.S. UNIT RETAIL SALES
(Report released September 12, 2001)

<u>EQUIPMENT</u>	<u>August</u> <u>2001</u>	<u>August</u> <u>2000</u>	<u>%</u> <u>Chg.</u>	<u>Y-T-D 2001</u>	<u>Y-T-D 2000</u>	<u>%</u> <u>Chg.</u>	<u>July 2001</u> <u>U.S. Field</u> <u>Inventory</u>
2 Wheel Drive							
Under 40 HP	8,149	7,531	8.20%	65,294	60,642	7.70%	48,945
40 & Under 100 HP	4,455	4,409	1.00%	36,524	34,772	5.00%	24,625
100 HP & Over	683	846	-19.30%	11,400	11,124	2.50%	5,752
Total	13,287	12,786	3.90%	113,218	106,538	6.30%	79,322
4 Wheel Drive	147	179	-17.90%	2,402	2,099	14.40%	953
Total Farm Wheel Tractors	13,434	12,965	3.60%	115,620	108,637	6.40%	80,275
Combines (Self- Propelled)	660	478	38.10%	3,631	2,795	29.90%	2,335

[Graphic data included at this point in the Flash Report has been omitted due to the inability of it being reproduced in the Edgarization process. Such data is available from the Equipment Manufacturers Institute.]

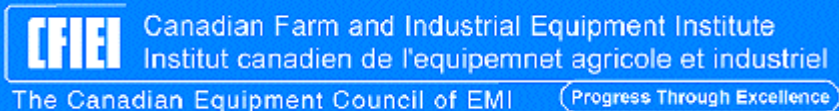
Published monthly, the EMI Agriculture Flash Report compares monthly data from the current and past year of the U.S. unit retail sales of two and four wheel drive tractors and self-propelled combines. Data shown on the report are estimates which are subject to revisions when final detail data become available. Because of the seasonal nature of the industry, comparisons of monthly data from one period to another should be done with extreme caution. Data presented in the report represents most, but not all, of the manufacturers in each product category being sold at retail in the 50 states and the District of Columbia.

Note: Ag Flash Report is updated every 15th of the month.

For further information, please contact Jeffrey Arnold, EMI Director of Statistics Administration or Mary Matimore, EMI Statistical Assistant.

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August 2001 Flash Report

Canada Report - Retail Sales in Units

(Report released September 13, 2001)

The Canadian Farm & Industrial Equipment Institute, Burlington, Ontario today announced retail sales of farm tractors and combine harvesters in Canada for the month.

These data are based on unit sales reported by CFIEI member companies. This report includes most, but not all of the machines and implements sold in each of these categories. These data are subject to revision from time to time and caution should be maintained when using the data for any purpose.

	August			August Year-To-Date			July	
Equipment	2001	2000	% Chg.	2001	2000	% Chg.	2001 Canadian (Field) Inventory	2000 Canadian (Field) Inventory
2 Wheel Tractors								
Under 40 HP	359	344	4.4%	3,344	2,982	12.1%	3,218	2,279
40& Under 100 HP	434	411	5.6%	4,236	3,861	9.7%	3,855	3,471
100 HP & Over	216	159	35.8%	2,335	1,825	27.9%	1,418	1,332
Total	1,009	914	10.4%	9,915	8,668	14.4%	8,491	7,082
4 WD Tractors	11	8	37.5%	386	341	13.2%	172	134
Total Farm Wheel Tractors	1,020	922	10.6%	10,301	9,009	14.3%	8,663	7,216
Combines (Self-Propelled)	265	266	-0.4%	723	726	-0.4%	685	747

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Last modified: September 13, 2001