CNH Global N.V.

Summary North American Retail Unit Sales Activity
For Selected Agricultural and Construction Equipment,
During the Month of July and Cumulative for 7 Months, 2003,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of June 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 JULY 2003** | | |
| Agricultural Tractors: under 40 horsepower (2WD) | + 9.2% | down low double digits |
| 40 to 100 horsepower (2WD) | + 4.2% | up low double digits, moderately better than the industry |
| over 100 horsepower (2WD) | + 5.7% | up high double digits, significantly better than the industry |
| 4 wheel drive tractors | + 32.1% | up high double digits, significantly better than the industry |
| Total tractors | + 7.7% | up low single digits |
| | | |
| Combines | + 60.0% | up high double digits, moderately better than the industry |
| | | |
| Loader/backhoes | + 20.8% | up low double digits |
| Skid Steer Loaders | + 5.5% | up low single digits |
| Total Heavy Construction Equipment | + 15.2% | up moderate double digits, moderately better than the industry |
| | | |
| **RETAIL UNIT SALES: 7 MONTHS, 2003** | | |
| Agricultural Tractors: under 40 horsepower (2WD) | + 22.1% | up low single digits |
| 40 to 100 horsepower (2WD) | + 6.5% | up low double digits, moderately better than the industry |
| over 100 horsepower (2WD) | + 1.5% | down mid-single digits |
| 4 wheel drive tractors | (2.0 %) | down mid-single digits |
| Total tractors | + 14.9% | up mid-single digits |
| | | |
| Combines | + 0.1% | down mid-single digits |
| | | |
| Loader/backhoes | + 2.0% | down low double digits |
| Skid Steer Loaders | (2.6%) | down low double digits |
| Total Heavy Construction Equipment | + 4.1% | down low single digits |
| | | |
| **DEALER INVENTORIES: END OF June 2003** | | |
| Agricultural Tractors: under 40 horsepower (2WD) | 5.1 months supply | in line with the industry |
| 40 to 100 horsepower (2WD) | 5.2 months supply | > 1 month less than the industry |
| over 100 horsepower (2WD) | 4.8 months supply | ½ month less than the industry |
| 4 wheel drive tractors | 4.4 months supply | ½ month less than the industry |
| Total tractors | 5.1 months supply | ½ month less than the industry |
| | | |
| Combines | 4.2 months supply | ½ month more than the industry |
| | | |

Dated: August 13, 2003

HOME HELP SITEMAP MY AEM
SEARCH GO

ASSOCIATION OF EQUIPMENT MANUFACTURERS

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
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

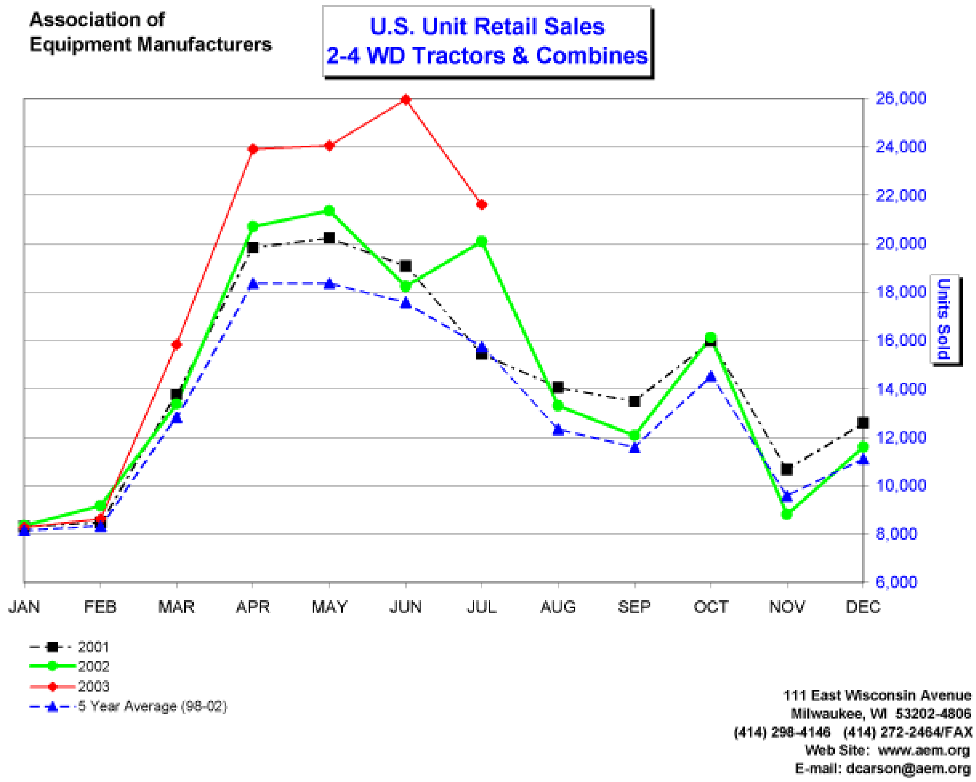
**Industry Trends**

# U.S. Ag Flash Reports

## July 2003 Flash Report
## U.S. Unit Retail Sales

(Report released August 13, 2003)

| Equipment | July 2003 | July 2002 | % Chg. | Y-T-D 2003 | Y-T-D 2002 | % Chg. | June 2003 U.S. Field Inventory |
|---|---|---|---|---|---|---|---|
| **Farm Wheel Tractors - 2 Wheel Drive** | | | | | | | |
| Under 40 HP | 13,357 | 12,188 | 9.6 | 80,244 | 65,329 | 22.8 | 46,284 |
| 40 & Under 100 HP | 5,855 | 5,597 | 4.6 | 35,620 | 32,970 | 8.0 | 23,846 |
| 100 HP & Over | 832 | 800 | 4.0 | 8,546 | 8,618 | -0.8 | 5,406 |
| **Total - 2 Wheel Drive** | 20,044 | 18,585 | 7.9 | 124,410 | 106,917 | 16.4 | 75,536 |
| | | | | | | | |
| **Total - 4 Wheel Drive** | 154 | 116 | 32.8 | 1,592 | 1,715 | -7.2 | 923 |
| | | | | | | | |
| **Total - Farm Wheel Tractors** | 20,198 | 18,701 | 8.0 | 126,002 | 108,632 | 16.0 | 76,459 |
| | | | | | | | |
| **Combines (Self-Propelled)** | 467 | 332 | 40.7 | 2,185 | 2,311 | -5.5 | 1,457 |




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 Deb Carson at 414-298-4146.

<< Back To U.S. Ag Reports Home



Headquarters 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

## July 2003 Flash Report Canada Unit Retail Sales

(Report released 8/13/2003)

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.

| | July | | | July YTD | | | June | |
|---|---|---|---|---|---|---|---|---|
| **Equipment** | **2003** | **2002** | **% Chg.** | **2003** | **2002** | **% Chg.** | **2003 Canadian (Field) Inventory** | **2002 Canadian (Field) Inventory** |
| **Farm Wheel Tractors - 2 Wheel Drive** | | | | | | | | |
| Under 40 HP | 561 | 553 | 1.4 | 3,309 | 3,115 | 6.2 | 3,497 | 3,114 |
| 40 & Under 100 HP | 551 | 551 | 0.0 | 3,655 | 3,910 | -6.5 | 3,460 | 3,572 |
| 100 HP & Over | 289 | 261 | 10.7 | 2,524 | 2,291 | 10.2 | 1,637 | 1,465 |
| **Total - 2 Wheel Drive** | 1,401 | 1,365 | 2.6 | 9,488 | 9,316 | 1.8 | 8,594 | 8,151 |
| | | | | | | | | |
| **Total - 4 Wheel Drive** | 23 | 18 | 27.8 | 474 | 394 | 20.3 | 223 | 170 |
| | | | | | | | | |
| **Total Farm Wheel Tractors** | 1,424 | 1,383 | 3.0 | 9,962 | 9,710 | 2.6 | 8,817 | 8,321 |
| | | | | | | | | |
| **Combines (Self-Propelled)** | 181 | 73 | 147.9 | 514 | 386 | 33.2 | 580 | 513 |



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