CNH Global N.V.

Summary North American Retail Unit Sales Activity
For Selected Agricultural and Construction Equipment,
During the Month of March and Cumulative for 3 Months, 2002,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of February 2002
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 MAR. 2002		
Agricultural Tractors: under 40 horsepower (2WD)	+ 4.0%	up moderate double digits, significantly more than the industry
40 to 100 horsepower (2WD)	(0.8%)	up low single digits
over 100 horsepower (2WD)	(17.2%)	flat – same as prior year
4 wheel drive tractors	(23.6%)	down low single digits, significantly less than the industry
Total tractors	(2.0%)	up high single digits
Combines	+ 8.0%	up high double digits, significantly more than the industry
Loader/backhoes	(5.3%)	up low single digits
Skid Steer Loaders	(11.3%)	down low double digits, moderately more than the industry
Total Heavy Construction Equipment	(8.6%)	flat – same as prior year
RETAIL UNIT SALES: 3 MONTHS, 2002		
Agricultural Tractors: under 40 horsepower (2WD)	+ 7.9%	up low double digits, moderately more than the industry
40 to 100 horsepower (2WD)	+ 6.5%	up low single digits
over 100 horsepower (2WD)	(17.1%)	flat – same as prior year
4 wheel drive tractors	(16.2%)	down moderate double digits
Total tractors	+ 2.6%	up mid single digits
Combines	(15.6%)	up high double digits, significantly more than the industry
Loader/backhoes	+ 0.8%	up mid single digits
Skid Steer Loaders	(11.9%)	down moderate double digits, moderately more than the industry
Total Heavy Construction Equipment	(6.3%)	down equal to the industry
DEALER INVENTORIES: END OF FEBRUARY 2002		
Agricultural Tractors: under 40 horsepower (2WD)	6.5 months supply	1 month less than the industry
40 to 100 horsepower (2WD)	5.2 months supply	> 1 month less than the industry
over 100 horsepower (2WD)	4.1 months supply	½ month less than the industry
4 wheel drive tractors	3.3 months supply	in line with the industry
Total tractors	5.7 months supply	> 1 month less than the industry
Combines	2.6 months supply	1 month more than the industry

Dated: April 18, 2002

MARCH 2002 FLASH REPORT
U.S. UNIT RETAIL SALES
(Report released APRIL 11, 2002)

EQUIPMENT	March 2002	March 2001	% Chg.	Y-T-D 2002	Y-T-D 2001	% Chg.	February 2002 * U.S. Field Inventory
2 Wheel Drive							
Under 40 HP	7,026	6,708	4.70%	15,404	14,220	8.30%	49,572
40 & Under 100 HP	4,116	4,219	-2.40%	10,398	9,791	6.20%	23,669
100 HP & Over	1,604	2,091	-23.30%	3,606	4,641	-22.30%	5,417
Total	12,746	13,018	-2.10%	29,408	28,652	2.60%	78,658
4 Wheel Drive	317	436	-27.30%	704	885	-20.50%	921
Total Farm Wheel Tractors	13,063	13,454	-2.90%	30,112	29,537	1.90%	79,579
Combines (Self-Propelled)	360	326	10.40%	853	1,026	-16.90%	1,265

[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 Association of Equipment Manufacturers.]

Published monthly, the AEM 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 Mary Matimore, AEM Statistical Assistant.

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Canadian Farm and Industrial Equipment Institute
Institut canadien de l'equipemnet agricole et industriel
The Canadian Equipment Council of EMI Progress Through Excellence

March 2002 Flash Report

Canada Report - Retail Sales in Units
(Report released April 16, 2002)

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.

	March			March Year-To-Date			February	
Equipment	**2002**	**2001**	**% Chg.**	**2002**	**2001**	**% Chg.**	**2002 Canadian (Field) Inventory**	**2001 Canadian (Field) Inventory**
2 Wheel Tractors								
Under 40 HP	249	285	-12.6%	709	712	-0.4%	2,977	3,486
40& Under 100 HP	506	441	14.7%	1,223	1,119	9.3%	3,119	3,310
100 HP & Over	378	303	24.8%	759	622	22.0%	1,483	1,543
Total	1,133	1,029	10.1%	2,691	2,453	9.7%	7,579	8,339
4 WD Tractors	58	55	5.5%	126	105	20.0%	168	243
Total Farm Wheel Tractors	1,191	1,084	9.9%	2,817	2,558	10.1%	7,747	8.582
Combines (Self-Propelled)	46	50	-8.0%	132	141	-6.4%	338	457

Back to Top
Main Menu

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