



CNH Global N.V.

Summary North American Retail Unit Sales Activity  
For Selected Agricultural and Construction Equipment,  
During the Month of [September](#) and Cumulative for [9 Months, 2003](#),  
And Indicators of North American Dealer Inventory Levels for Selected Agricultural  
Equipment at the End of [August 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.

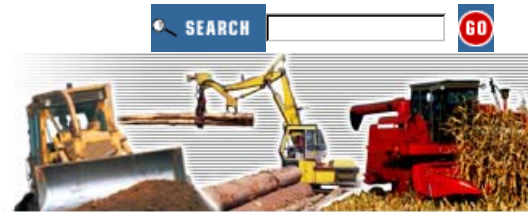
Also included in the table are indicators of North American dealer inventory levels. Industry data are derived from the flash, or preliminary actual, data of the AEM and CFIEI and expressed as the number of months of inventory on hand, based on the simple average of the previous 12 months retail unit 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)
<b>RETAIL UNIT SALES:</b> <b>MONTH OF SEPT. 2003</b>		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 51.2%	up moderate double digits but less than the industry
40 to 100 horsepower (2WD)	+ 36.1%	up high double digits, more than the industry
over 100 horsepower (2WD)	+ 33.4%	up high double digits, more than the industry
4 wheel drive tractors	+ 50.6%	down moderate double digits
Total tractors	+ 44.8%	up high double digits, slightly less than the industry
Combines	+ 9.9%	up high double digits
Loader/backhoes	+ 1.6%	down moderate double digits
Skid Steer Loaders	+ 10.1%	up low double digits, moderately more than the industry
Total Heavy Construction Equipment	+ 10.1%	up moderate double digits, significantly more than the industry
<b>RETAIL UNIT SALES:</b> <b>9 MONTHS, 2003</b>		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 27.7%	up high single digits
40 to 100 horsepower (2WD)	+ 9.3%	up low double digits, moderately more than the industry
over 100 horsepower (2WD)	+ 3.5%	flat
4 wheel drive tractors	+ 2.3%	down high single digits
Total tractors	+ 19.3%	up high single digits
Combines	+ 4.2%	up low double digits
Loader/backhoes	+ 2.8%	down low double digits
Skid Steer Loaders	(0.8%)	down high single digits
Total Heavy Construction Equipment	+ 5.7%	up mid single digits, equal to the industry
<b>DEALER INVENTORIES:</b> <b>END OF August 2003</b>		
Agricultural Tractors:		
under 40 horsepower (2WD)	4.4 months supply	in line with the industry
40 to 100 horsepower (2WD)	4.9 months supply	1 month less than the industry
over 100 horsepower (2WD)	4.7 months supply	1 month less than the industry
4 wheel drive tractors	4.3 months supply	1 month less than the industry
Total tractors	4.6 months supply	½ month less than the industry
Combines	3.8 months supply	1 month more than the industry

Dated: October 15, 2003

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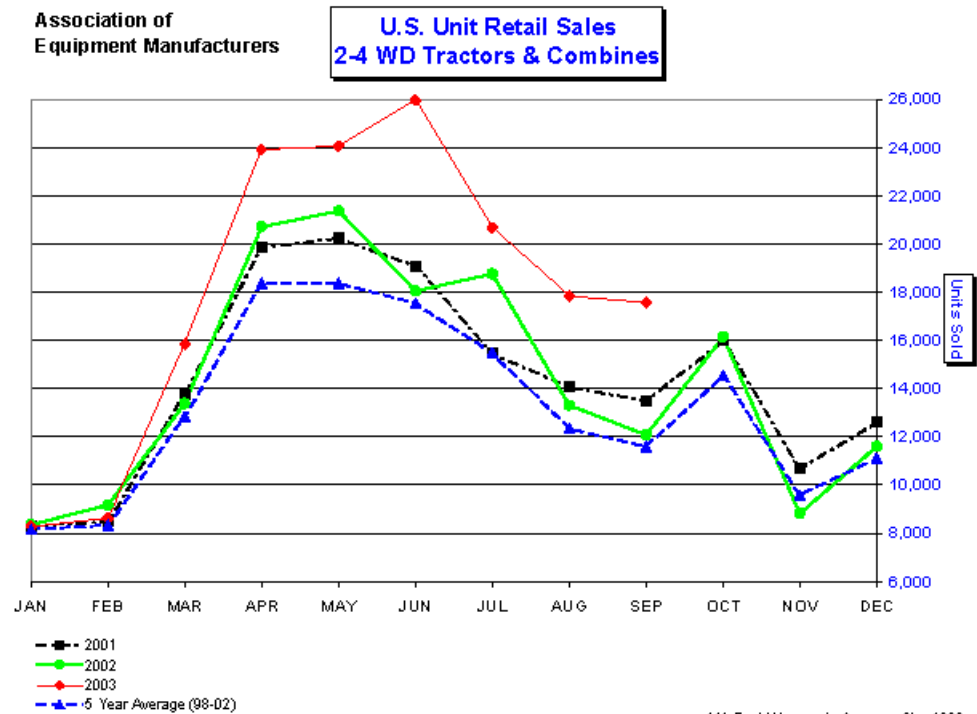
## U.S. Ag Flash Reports

### September 2003 Flash Report

#### U.S. Unit Retail Sales

(Report released October 14, 2003)

Equipment	Sept 2003	Sept 2002	% Chg.	Y-T-D 2003	Y-T-D 2002	% Chg.	August 2003 U.S. Field Inventory
<b>Farm Wheel Tractors - 2 Wheel Drive</b>							
Under 40 HP	10,328	6,773	52.5	102,396	79,618	28.6	41,281
40 & Under 100 HP	5,359	3,892	37.7	46,082	41,531	11.0	22,645
100 HP & Over	975	708	37.7	10,144	9,926	2.2	5,302
<b>Total - 2 Wheel Drive</b>	<b>16,662</b>	<b>11,373</b>	<b>46.5</b>	<b>158,622</b>	<b>131,075</b>	<b>21.0</b>	<b>69,228</b>
<b>Total - 4 Wheel Drive</b>	<b>239</b>	<b>157</b>	<b>52.2</b>	<b>1,943</b>	<b>1,971</b>	<b>-1.4</b>	<b>929</b>
<b>Total - Farm Wheel Tractors</b>	<b>16,901</b>	<b>11,530</b>	<b>46.6</b>	<b>160,565</b>	<b>133,046</b>	<b>20.7</b>	<b>70,157</b>
<b>Combines (Self-Propelled)</b>	<b>664</b>	<b>619</b>	<b>7.3</b>	<b>3,275</b>	<b>3,345</b>	<b>-2.1</b>	<b>1,497</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. 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.

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## Canadian Ag Flash Reports

### September 2003 Flash Report Canada Unit Retail Sales

(Report released 10/14/2003)

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.

	September			September YTD			August	
Equipment	2003	2002	% Chg.	2003	2002	% Chg.	2003 Canadian (Field) Inventory	2002 Canadian (Field) Inventory
<b>Farm Wheel Tractors - 2 Wheel Drive</b>								
Under 40 HP	440	347	26.8	4,179	3,833	9.0	3,191	3,202
40 & Under 100 HP	477	396	20.5	4,481	4,743	-5.5	3,472	3,683
100 HP & Over	195	169	15.4	2,893	2,669	8.4	1,558	1,380
<b>Total - 2 Wheel Drive</b>	<b>1,112</b>	<b>912</b>	<b>21.9</b>	<b>11,553</b>	<b>11,245</b>	<b>2.7</b>	<b>8,221</b>	<b>8,265</b>
<b>Total - 4 Wheel Drive</b>	<b>20</b>	<b>15</b>	<b>33.3</b>	<b>506</b>	<b>423</b>	<b>19.6</b>	<b>222</b>	<b>176</b>
<b>Total Farm Wheel Tractors</b>	<b>1,132</b>	<b>927</b>	<b>22.1</b>	<b>12,059</b>	<b>11,668</b>	<b>3.4</b>	<b>8,443</b>	<b>8,441</b>
<b>Combines (Self-Propelled)</b>	<b>159</b>	<b>130</b>	<b>22.3</b>	<b>947</b>	<b>705</b>	<b>34.3</b>	<b>470</b>	<b>469</b>

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