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, 2002,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of August 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.

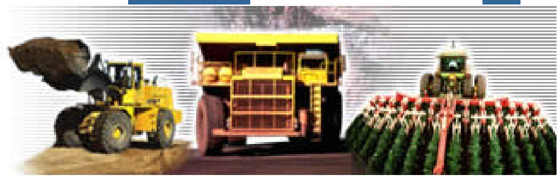
Also included in the table are indicators of North American dealer inventory levels. Industry data are derived from the flash, or preliminary actual, data of the AEM and CFIEI and expressed as the number of months of inventory on hand, based on the simple average of the previous 12 months retail unit 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 SEPT. 2002		
Agricultural Tractors: under 40 horsepower (2WD)	(7.1%)	down low double digits, slightly more than the industry
40 to 100 horsepower (2WD)	(9.8%)	down moderate double digits
over 100 horsepower (2WD)	(26.3%)	down high double digits, moderately more than the industry
4 wheel drive tractors	+ 1.8%	up triple digits
Total tractors	(9.6%)	down moderate double digits, moderately more than the industry
Combines	(27.1%)	down moderate double digits but slightly better than the industry
Loader/backhoes	(10.6%)	down low double digits, moderately more than the industry
Skid Steer Loaders	(5.7%)	down low double digits, moderately more than the industry
Total Heavy Construction Equipment	(5.1%)	down high double digits
RETAIL UNIT SALES: 9 MONTHS, 2002		
Agricultural Tractors: under 40 horsepower (2WD)	+ 8.3%	up high single digits, in line with the industry
40 to 100 horsepower (2WD)	+ 1.7%	down low double digits
over 100 horsepower (2WD)	(15.1%)	down low double digits but slightly better than the industry
4 wheel drive tractors	(19.0%)	down moderate double digits, moderately worse than the industry
Total tractors	+ 3.0%	down mid single digits
Combines	(24.7%)	down high single digits, moderately better than the industry
Loader/backhoes	(16.4%)	down moderate double digits, moderately more than the industry
Skid Steer Loaders	(12.7%)	down low double digits, moderately more than the industry
Total Heavy Construction Equipment	(6.9%)	down low double digits, moderately more than the industry
DEALER INVENTORIES: END OF AUGUST 2002		
Agricultural Tractors: under 40 horsepower (2WD)	5.1 months supply	> 1 month less than the industry
40 to 100 horsepower (2WD)	5.3 months supply	1 month less than the industry
over 100 horsepower (2WD)	4.6 months supply	1 month less than the industry
4 wheel drive tractors	3.9 months supply	in line with the industry
Total tractors	5.1 months supply	1 month less than the industry
Combines	4.0 months supply	½ month more than the industry

Dated: October 15, 2002

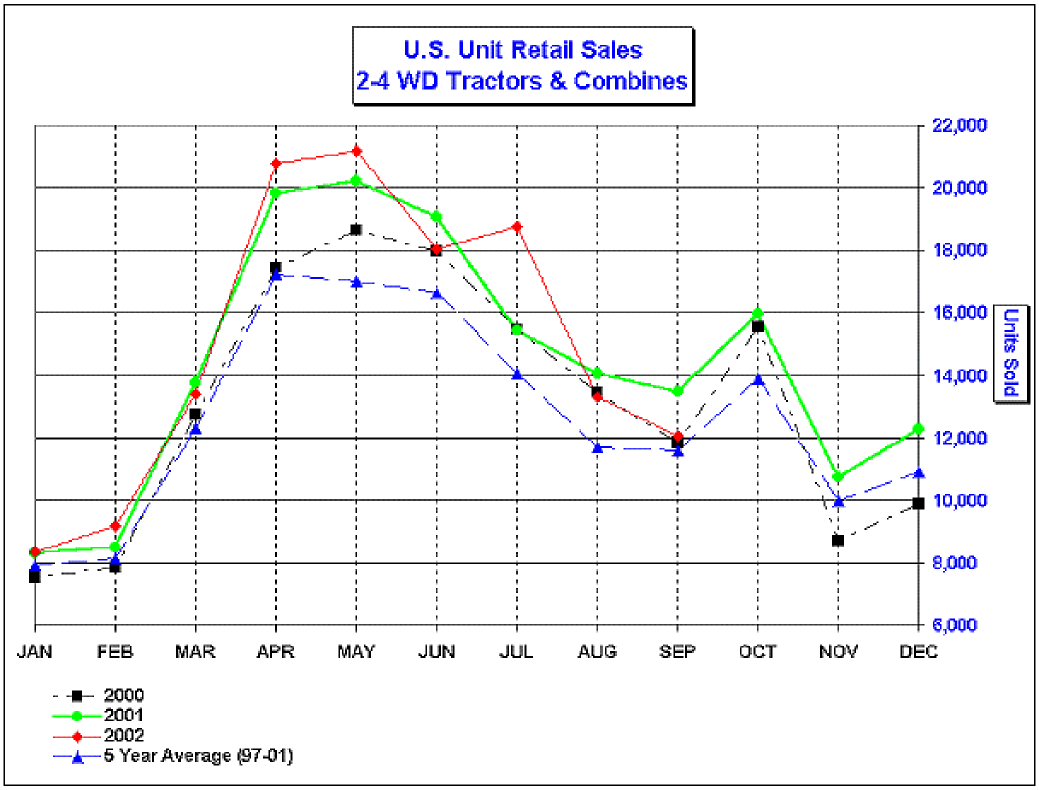


Industry Trends

U.S. Ag Flash Reports

September 2002 Flash Report
U.S. Unit Retail Sales
(Report released October 11, 2002)

Equipment	September 2002	September 2001	% Chg.	Y-T-D 2002	Y-T-D 2001	% Chg.	August 2002 U.S. Field Inventory
2 Wheel Drive							
Under 40 HP	6,621	7,065	(6.3%)	78,674	72,419	8.6%	40,188
40 & Under 100 HP	3,953	4,366	(9.5%)	41,453	40,765	1.7%	23,981
100 HP & Over	719	997	(27.9%)	9,993	12,391	(19.4%)	5,857
Total	11,293	12,428	(9.1%)	130,120	125,575	3.6%	70,026
4 Wheel Drive	157	157	0.0%	1,973	2,560	(22.9%)	948
Total Farm Wheel Tractors	11,450	12,585	(9.0%)	132,093	128,135	3.1%	70,974
Combines (Self-Propelled)	625	914	(31.6%)	3,359	4,551	(26.2%)	1,715



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.

Ag Flash Report is updated by the 15th of the month.

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

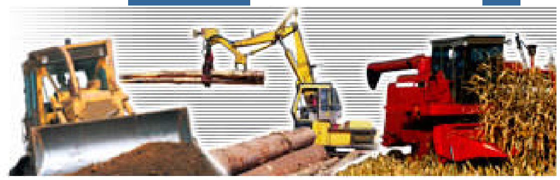
<< Back To U.S. Ag Reports Home

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

HOME HELP SITEMAP MY AEM SEARCH GO

ASSOCIATION OF EQUIPMENT MANUFACTURERS



HOME > INDUSTRY TRENDS > CANADIAN 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

Canadian Ag Flash Reports

September 2002 Flash Report
Canada Unit Retail Sales

(Report released October 11, 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

	September			September Year-To-Date			August	
Equipment	**2002**	**2001**	**% Chg.**	**2002**	**2001**	**% Chg.**	**2002 Canadian (Field) Inventory**	**2001 Canadian (Field) Inventory**
2Wheel Tractors								
Under 40 HP	334	419	(20.3%)	3,814	3,769	1.2%	3,226	3,010
40& Under 100 HP	398	459	(13.3%)	4,749	4,674	1.6%	3,685	3,892
100 HP & Over	166	204	(18.6%)	2,671	2,533	5.4%	1,380	1,447
Total	898	1,082	(17.0%)	11,234	10,976	2.4%	8,291	8,349
4 WD Tractors	15	12	25.0%	423	398	6.3%	176	183
Total Farm Wheel Tractors	913	1,094	(16.5%)	11,657	11,374	2.5%	8,467	8,532
Combines (Self-Propelled)	130	122	6.6%	705	843	(16.4%)	469	481

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