



CNH Global N.V.

Summary North American Retail Unit Sales Activity  
For Selected Agricultural and Construction Equipment  
During the Month of January and Cumulative for 1 Month 2007,  
and Indicators of North American Dealer Inventory Levels for Selected Agricultural  
Equipment at the End of December 2006  
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 or 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 monthly Agricultural Flash reports 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 JANUARY 2007		
Agricultural Tractors: under 40 horsepower (2WD)	(12.8)%	down low single digits
40 to 100 horsepower (2WD)	(1.8)%	up high single digits
over 100 horsepower (2WD)	(17.7)%	up high double digits
4 wheel drive tractors	(7.6)%	up triple digits
Sub total tractors over 40 hp	(6.1)%	up moderate double digits
Total Ag tractors	(9.1)%	up low double digits
Combines	+17.8%	up high double digits
Loader/backhoes	down moderate double digits	down high single digits, moderately better than the industry
Skid Steer Loaders	down low double digits	down low double digits, slightly worse than the industry
Total Heavy Construction Equipment	down mid single digits	down low double digits, moderately worse than the industry
RETAIL UNIT SALES: 1 MONTH, 2007		
Agricultural Tractors: under 40 horsepower (2WD)	(12.8)%	down low single digits
40 to 100 horsepower (2WD)	(1.8)%	up high single digits
over 100 horsepower (2WD)	(17.7)%	up high double digits
4 wheel drive tractors	(7.6)%	up triple digits
Sub total tractors over 40 hp	(6.1)%	up moderate double digits
Total Ag tractors	(9.1)%	up low double digits
Combines	+17.8%	up high double digits
Loader/backhoes	down moderate double digits	down high single digits, moderately better than the industry
Skid Steer Loaders	down low double digits	down low double digits, slightly worse than the industry
Total Heavy Construction Equipment	down mid single digits	down low double digits, moderately worse than the industry
DEALER INVENTORIES: END OF DECEMBER 2006		
Agricultural Tractors: under 40 horsepower (2WD)	5.7 months supply	in line with the industry
40 to 100 horsepower (2WD)	5.7 months supply	in line with the industry
over 100 horsepower (2WD)	4.3 months supply	½ month more than the industry
4 wheel drive tractors	2.9 months supply	in line with the industry
Total tractors	5.5 months supply	in line with the industry
Combines	2.0 months supply	1 month more than the industry

Dated: February 19, 2007


[HOME](#) > [INDUSTRY TRENDS](#) > U.S. AG FLASH REPORTS >

[PS](#) [PICTORIALS](#) [HELP](#) [SITEMAP](#)

 [GO](#)
[Member Login](#)
[About Us](#)
[AEM Offices](#)
[News & Information](#)
[Calendar](#)
[Industry Trends](#)

[InfomaEcon Daily Ag Report](#)  
[U.S. Ag Flash Report](#)   
[Canadian Ag Flash Report](#)  
[Annual Ag Business Outlook](#)  
[Quarterly Trends Reports](#)  
[Construction Equipment Index](#)  
[Annual CE Business Outlook](#)  
[Industry Resources](#)  
[Economic Trends & Reports](#)  
[Rental Resources](#)  
[Surveys](#)

[Technical](#)
[Safety & Training](#)
[Statistics](#)
[Government Affairs](#)
[Global Public Policy](#)
[Education](#)
[Trade Shows](#)
[International Services](#)
[Councils, Bureaus,  
& Committees](#)
[AEM Store](#)
[Links & Directories](#)

## Industry Trends

## U.S. Ag Flash Reports

### January 2007 Flash Report

#### U.S. Unit Retail Sales

(Report released 2/13/2007)

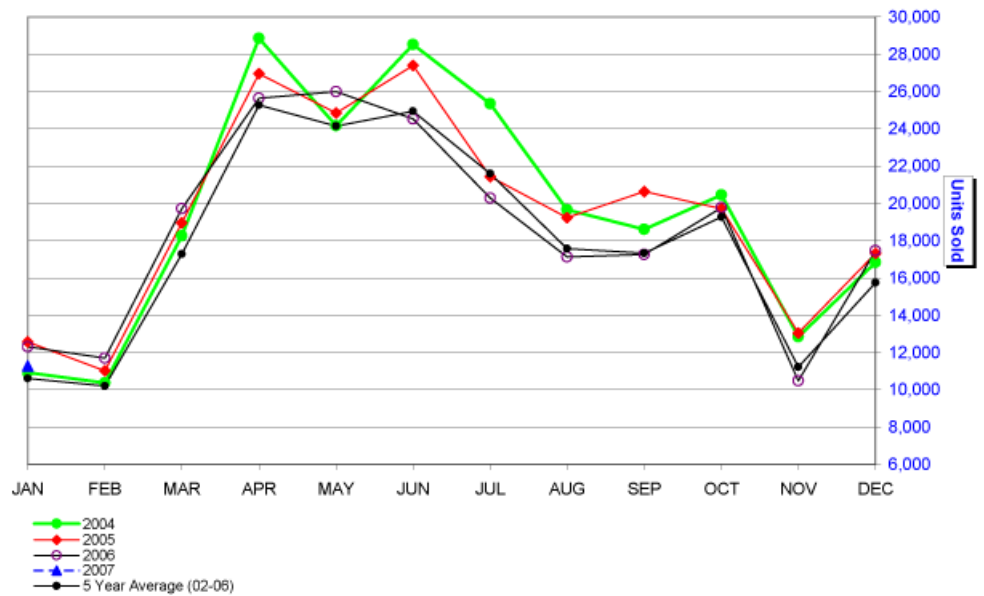
To download a PDF of this report, please [click here](#).

Copyright, AEM. All rights reserved. If data is referenced, please acknowledge AEM as the source.

Equipment	January 2007	January 2006	% Chg.	Y-T-D 2007	Y-T-D 2006	% Chg.	December 2006 U.S. Field Inventory
<b>Farm Wheel Tractors - 2 Wheel Drive</b>							
Under 40 HP	4,681	5,423	-13.7	4,681	5,423	-13.7	58,477
40 & Under 100 HP	4,631	4,638	-0.2	4,631	4,638	-0.2	36,542
100 HP & Over	1,357	1,695	-19.9	1,357	1,695	-19.9	5,818
<b>Total - 2 Wheel Drive</b>	<b>10,669</b>	<b>11,756</b>	<b>-9.2</b>	<b>10,669</b>	<b>11,756</b>	<b>-9.2</b>	<b>100,837</b>
<b>Total - 4 Wheel Drive</b>	<b>204</b>	<b>222</b>	<b>-8.1</b>	<b>204</b>	<b>222</b>	<b>-8.1</b>	<b>782</b>
<b>Total Farm Wheel Tractors</b>	<b>10,873</b>	<b>11,978</b>	<b>-9.2</b>	<b>10,873</b>	<b>11,978</b>	<b>-9.2</b>	<b>101,619</b>
<b>Combines (Self-Propelled)</b>	<b>403</b>	<b>335</b>	<b>20.3</b>	<b>403</b>	<b>335</b>	<b>20.3</b>	<b>941</b>

Association of  
Equipment Manufacturers

**U.S. Unit Retail Sales  
2-4 WD Tractors & Combines**



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.

Interested in subscribing to market data reports? [Click here](#). For further information, please contact [Deb Carson](#) at 414-298-4146.

[To U.S. Ag Flash Report Archive >>](#)

© 2007, AEM  
Association of Equipment Manufacturers  
Toll Free: 866-AEM-0442  
Click [here](#) to read our Legal and Privacy  
Information  
[Contact Us](#)



[Headquarters Office](#)  
6737 W. Washington Street, Suite 2400  
Milwaukee, WI 53214-5647  
Phone: 414-272-0943 Fax: 414-272-1170



[HOME](#) > [INDUSTRY TRENDS](#) > [CANADIAN AG FLASH REPORTS](#) >

Search Here

[Member Login](#)

[About Us](#)

[AEM Offices](#)

[News & Information](#)

[Calendar](#)

**Industry Trends**

[InformaEcon Daily Ag Report](#)  
[U.S. Ag Flash Report](#)  
[Canadian Ag Flash Report](#)  
[Annual Ag Business Outlook](#)  
[Quarterly Trends Reports](#)  
[Construction Equipment Index](#)  
[Annual CE Business Outlook](#)  
[Industry Resources](#)  
[Economic Trends & Reports](#)  
[Rental Resources](#)  
[Surveys](#)

[Technical](#)

[Safety & Training](#)

[Statistics](#)

[Government Affairs](#)

[Global Public Policy](#)

[Education](#)

[Trade Shows](#)

[International Services](#)

[Councils, Bureaus,  
& Committees](#)

[AEM Store](#)

[Links & Directories](#)

## Industry Trends

# Canadian Ag Flash Reports

## January 2007 Flash Report Canada Unit Retail Sales

(Report released 2/13/2007)

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.

To download a PDF of this report, please [click here](#).

Copyright, AEM. All rights reserved. If data is referenced, please acknowledge AEM as the source.

	January			January YTD			December	
Equipment	2007	2006	% Chg.	2007	2006	% Chg.	2006 Canadian (Field) Inventory	2005 Canadian (Field) Inventory
<b>Farm Wheel Tractors - 2 Wheel Drive</b>								
Under 40 HP	305	296	3.0	305	296	3.0	4,373	3,718
40 & Under 100 HP	314	396	-20.7	314	396	-20.7	2,785	2,612
100 HP & Over	168	158	6.3	168	158	6.3	1,512	1,445
<b>Total - 2 Wheel Drive</b>	<b>787</b>	<b>850</b>	<b>-7.4</b>	<b>787</b>	<b>850</b>	<b>-7.4</b>	<b>8,670</b>	<b>7,775</b>
<b>Total - 4 Wheel Drive</b>	<b>28</b>	<b>29</b>	<b>-3.4</b>	<b>28</b>	<b>29</b>	<b>-3.4</b>	<b>113</b>	<b>216</b>
<b>Total Farm Wheel Tractors</b>	<b>815</b>	<b>879</b>	<b>-7.3</b>	<b>815</b>	<b>879</b>	<b>-7.3</b>	<b>8,783</b>	<b>7,991</b>
<b>Combines (Self-Propelled)</b>	<b>33</b>	<b>35</b>	<b>-5.7</b>	<b>33</b>	<b>35</b>	<b>-5.7</b>	<b>371</b>	<b>373</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.

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

Interested in subscribing to market data reports? [Click here](#). For further information, please contact Deb Carson at 414-298-4146.

[Go To Canadian Ag Flash Reports Archive >>](#)

© 2007, AEM  
 Association of Equipment Manufacturers  
 Toll Free: 866-AEM-0442  
 Click [here](#) to read our Legal and Privacy  
 Information  
[Contact Us](#)



[Headquarters Office](#)  
 6737 W. Washington Street, Suite 2400  
 Milwaukee, WI 53214-5647  
 Phone: 414-272-0943 Fax: 414-272-1170

