



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 2006,
and Indicators of North American Dealer Inventory Levels for Selected Agricultural
Equipment at the End of June 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 JULY 2006		
Agricultural Tractors: under 40 horsepower (2WD)	(0.5)%	Down high single digits
40 to 100 horsepower (2WD)	(4.0)%	Down moderate double digits
over 100 horsepower (2WD)	(23.4)%	Down high double digits
4 wheel drive tractors	(3.8)%	Down moderate double digits
Sub total tractors over 40 hp	(7.1)%	Down moderate double digits
Total Ag tractors	(3.5)%	Down moderate double digits
Combines	(1.1)%	Down moderate double digits
Loader/backhoes	Down moderate double digits	Down mid-single digits
Skid Steer Loaders	Down moderate double digits	Down moderate double digits, in line with the industry
Total Heavy Construction Equipment	Down mid-single digits	Down mid-single digits, in line with the industry
RETAIL UNIT SALES: 7 MONTHS, 2006		
Agricultural Tractors: under 40 horsepower (2WD)	+0.5%	Down low single digits
40 to 100 horsepower (2WD)	+2.1%	Up mid-single digits
over 100 horsepower (2WD)	(12.0)%	Down low single digits
4 wheel drive tractors	(12.2)%	Down low double digits, equal to the industry
Sub total tractors over 40 hp	(1.5)%	Up low single digits
Total Ag tractors	(0.4)%	Flat
Combines	+1.3%	Up mid-single digits
Loader/backhoes	Down low double digits	Down mid-single digits
Skid Steer Loaders	Down mid-single digits	Up high single digits
Total Heavy Construction Equipment	Up mid-single digits	Up mid-single digits, in line with the industry
DEALER INVENTORIES: END OF JUNE 2006		
Agricultural Tractors: under 40 horsepower (2WD)	6.4 months supply	½ month more than the industry
40 to 100 horsepower (2WD)	5.4 months supply	in line with the industry
over 100 horsepower (2WD)	4.1 months supply	½ month more than the industry
4 wheel drive tractors	3.5 months supply	in line with the industry
Total tractors	5.8 months supply	in line with the industry
Combines	3.7 months supply	> 1 month more than the industry

Dated: August 11, 2006


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

Search Here

60

Member Login

About Us

AEM Offices

What's New

News & Information

Calendar

Industry Trends

[InformaEcon Daily Ag Report](#)
[U.S. Ag Flash Report](#) 
[Canadian Ag Flash Report](#)
[State of Ag Industry Report](#)
[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

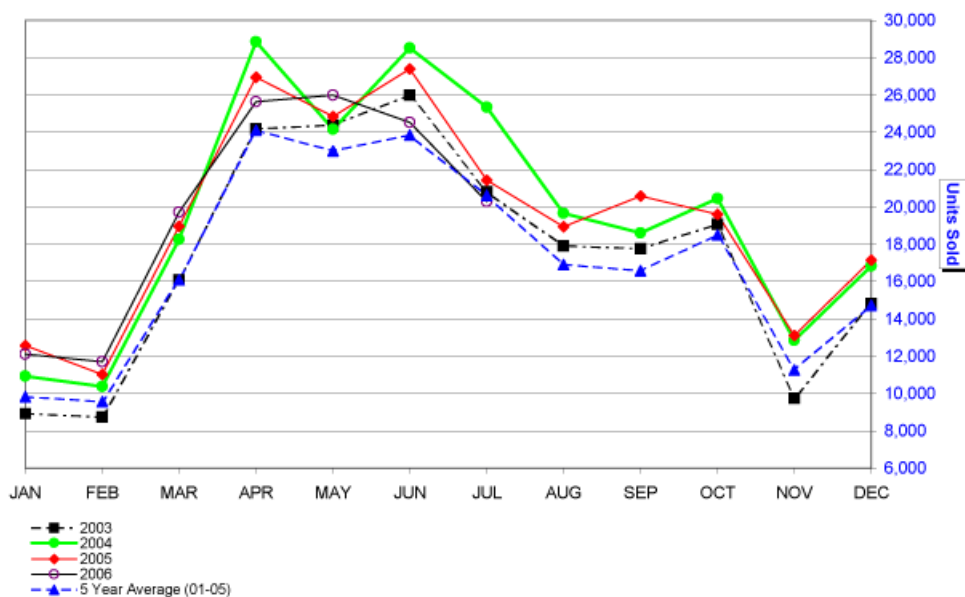
Links & Directories

Industry Trends**U.S. Ag Flash Reports****July 2006 Flash Report****U.S. Unit Retail Sales**

(Report released 8/10/2006)

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

Equipment	July 2006	July 2005	% Chg.	Y-T-D 2006	Y-T-D 2005	% Chg.	June 2006 U.S. Field Inventory
Farm Wheel Tractors - 2 Wheel Drive							
Under 40 HP	11,207	11,431	-2.0	79,257	79,914	-0.8	66,687
40 & Under 100 HP	7,264	7,654	-5.1	46,445	45,700	1.6	34,318
100 HP & Over	954	1,379	-30.8	10,459	12,330	-15.2	6,100
Total - 2 Wheel Drive	19,425	20,464	-5.1	136,161	137,944	-1.3	107,105
Total - 4 Wheel Drive	209	224	-6.7	1,854	2,185	-15.1	989
Total Farm Wheel Tractors	19,634	20,688	-5.1	138,015	140,129	-1.5	108,094
Combines (Self-Propelled)	661	744	-11.2	3,136	3,161	-0.8	1,700

Association of
Equipment Manufacturers**U.S. Unit Retail Sales
2-4 WD Tractors & Combines**

111 East Wisconsin Avenue
 Milwaukee, WI 53202-4806
 (414) 298-4146 (414) 272-2464/FAX
 Web Site: www.aem.org
 E-mail: dcarson@aem.org

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 >>](#)

© 2006, 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](#) > ARCHIVE >

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](#)

[Workforce Development](#)

[Global Public Policy](#)

[Education](#)

[Trade Shows](#)

[International Services](#)

[Councils, Bureaus,
& Committees](#)

[AEM Store](#)

[Links & Directories](#)

Industry Trends

Canadian Ag Flash Reports - Archive

July 2006 Flash Report Canada Unit Retail Sales

(Report released 8/10/2006)

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](#).

	July			July YTD			June	
Equipment	2006	2005	% Chg.	2006	2005	% Chg.	2006 Canadian (Field) Inventory	2005 Canadian (Field) Inventory
Farm Wheel Tractors - 2 Wheel Drive								
Under 40 HP	942	778	21.1	5,964	4,925	21.1	5,306	4,253
40 & Under 100 HP	582	519	12.1	3,960	3,680	7.6	3,190	3,042
100 HP & Over	276	226	22.1	2,244	2,103	6.7	1,579	1,549
Total - 2 Wheel Drive	1,800	1,523	18.2	12,168	10,708	13.6	10,075	8,844
Total - 4 Wheel Drive	22	16	37.5	407	391	4.1	186	224
Total Farm Wheel Tractors	1,822	1,539	18.4	12,575	11,099	13.3	10,261	9,068
Combines (Self-Propelled)	348	276	26.1	860	784	9.7	901	734

[<< Back To Archive Listing](#)

© 2008, 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