



Agricultural and Construction
Equipment



CNH Global N.V.

Summary North American Retail Unit Sales Activity
For Selected Agricultural and Construction Equipment
During the Month of May and Cumulative for 5 Months 2007,
and Indicators of North American Dealer Inventory Levels for Selected Agricultural
Equipment at the End of April 2007
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 MAY 2007		
Agricultural Tractors:		
under 40 horsepower (2WD)	(5.0)%	down mid single digits, equal to the industry
40 to 100 horsepower (2WD)	(0.4)%	up mid single digits, moderately better than the industry
over 100 horsepower (2WD)	+13.3%	up low double digits, in line with the industry
4 wheel drive tractors	+32.0%	up low double digits, moderately less than the industry
Sub total tractors over 40 hp	+2.8%	up high single digits, moderately better than the industry
Total Ag tractors	(2.1)%	up low single digits, slightly better than the industry
Combines	+7.1%	up triple digits, significantly more than the industry
Loader/backhoes	down low double digits	down high single digits, moderately less than the industry
Skid Steer Loaders	down low double digits	down low double digits, in line with the industry
Total Heavy Construction Equipment	down low double digits	down low double digits, moderately less than the industry
RETAIL UNIT SALES:		
5 MONTHS 2007		
Agricultural Tractors:		
under 40 horsepower (2WD)	(3.6)%	down low single digits, slightly better than the industry
40 to 100 horsepower (2WD)	+6.1%	up low double digits, moderately more than the industry
over 100 horsepower (2WD)	+5.7%	up low double digits, moderately more than the industry
4 wheel drive tractors	+11.2%	up high double digits, significantly more than the industry
Sub total tractors over 40 hp	+6.2%	up low double digits, moderately more than the industry
Total Ag tractors	+0.7%	up low double digits, moderately more than the industry
Combines	+2.7%	up moderate double digits, significantly more than the industry
Loader/backhoes	down low double digits	down low double digits, slightly less than the industry
Skid Steer Loaders	down low double digits	down low double digits, moderately more than the industry
Total Heavy Construction Equipment	down low double digits	down low double digits, equal to the industry
DEALER INVENTORIES:		
END OF APRIL 2007		
Agricultural Tractors:		
under 40 horsepower (2WD)	6.5 months supply	1 month less than the industry
40 to 100 horsepower (2WD)	6.0 months supply	½ month less than the industry
over 100 horsepower (2WD)	4.1 months supply	in line with the industry
4 wheel drive tractors	3.1 months supply	1 month less than the industry
Total tractors	6.0 months supply	1 month less than the industry
Combines	2.3 months supply	1 month more than the industry

Dated: June 14, 2007



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

Search Here

60

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

U.S. Ag Flash Reports

May 2007 Flash Report
U.S. Unit Retail Sales
(Report released 6/11/2007)

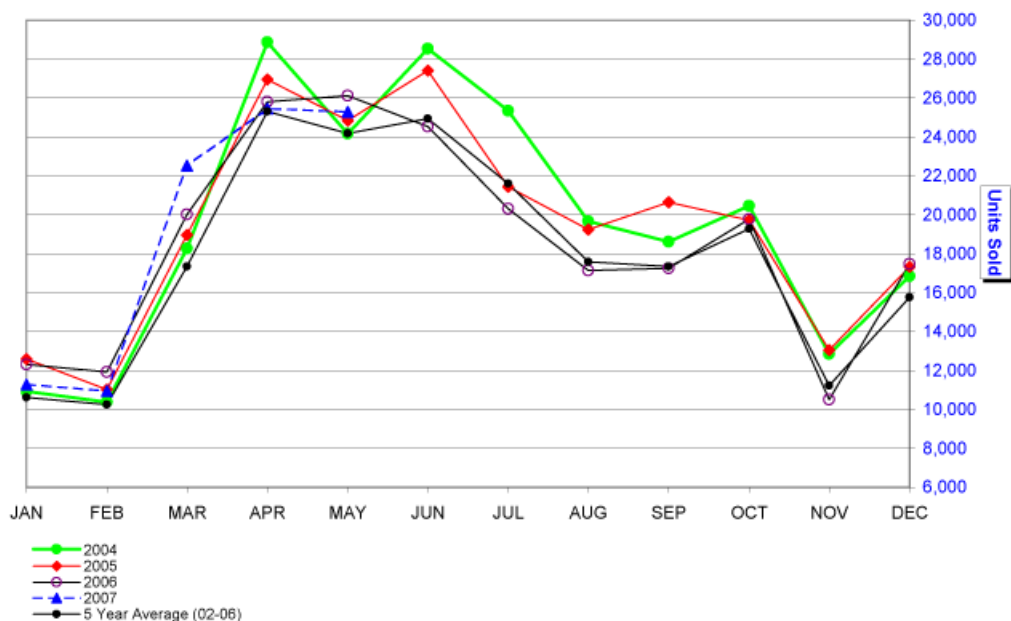
To download a PDF of this report, please [click here](#).

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

Equipment	May 2007	May 2006	% Chg.	Y-T-D 2007	Y-T-D 2006	% Chg.	April 2007 U.S. Field Inventory
Farm Wheel Tractors - 2 Wheel Drive							
Under 40 HP	15,127	16,249	-6.9	51,000	53,869	-5.3	64,589
40 & Under 100 HP	7,784	7,842	-0.7	32,759	30,728	6.6	38,840
100 HP & Over	1,592	1,354	17.6	8,980	8,302	8.2	5,573
Total - 2 Wheel Drive	24,503	25,445	-3.7	92,739	92,899	-0.2	109,002
Total - 4 Wheel Drive	307	242	26.9	1,554	1,416	9.7	787
Total Farm Wheel Tractors	24,810	25,687	-3.4	94,293	94,315	0	109,789
Combines (Self-Propelled)	463	421	10.0	1,928	1,837	5.0	1,005

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 >

 GO
[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

May 2007 Flash Report Canada Unit Retail Sales

(Report released 6/11/2007)

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.

	May			May YTD			April	
Equipment	2007	2006	% Chg.	2007	2006	% Chg.	2007 Canadian (Field) Inventory	2006 Canadian (Field) Inventory
Farm Wheel Tractors - 2 Wheel Drive								
Under 40 HP	1,858	1,623	14.5	4,402	3,625	21.4	5,987	5,623
40 & Under 100 HP	745	720	3.5	2,659	2,646	0.5	3,313	3,229
100 HP & Over	427	428	-0.2	1,509	1,625	-7.1	1,547	1,623
Total - 2 Wheel Drive	3,030	2,771	9.3	8,570	7,896	8.5	10,847	10,475
Total - 4 Wheel Drive	89	58	53.4	389	332	17.2	173	215
Total Farm Wheel Tractors	3,119	2,829	10.3	8,959	8,228	8.9	11,020	10,690
Combines (Self-Propelled)	79	85	-7.1	316	349	-9.5	501	583

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

