

Edgar Filing: CNH GLOBAL N V - Form 6-K

CNH GLOBAL N V  
Form 6-K  
December 13, 2001

SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, DC 20549

FORM 6-K

REPORT OF FOREIGN PRIVATE ISSUER  
PURSUANT TO RULE 13a-16 OR 15d-16 OF  
THE SECURITIES EXCHANGE ACT OF 1934

FOR THE MONTH OF DECEMBER, 2001.

CNH GLOBAL N.V.

(TRANSLATION OF REGISTRANT'S NAME INTO ENGLISH)

WORLD TRADE CENTER  
TOWER B, 10TH FLOOR  
AMSTERDAM AIRPORT  
THE NETHERLANDS

(ADDRESS OF PRINCIPAL EXECUTIVE OFFICES)

(Indicate by check mark whether the registrant files or will file  
annual reports under cover of Form 20-F or Form 40-F.)

Form 20-F  Form 40-F  
--- ---

(Indicate by check mark whether the registrant by furnishing the  
information contained in this form is also thereby furnishing the information to  
the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of  
1934.)

Yes No   
-----

(If "Yes" is marked, indicate below the file number assigned to the  
registrant in connection with Rule 12g3-2(b): 82- \_\_\_\_\_.)

CNH GLOBAL N.V.

## Edgar Filing: CNH GLOBAL N V - Form 6-K

Form 6-K for the month of December, 2001

### List of Exhibits:

1. Registrant's Summary North American Retail Unit Sales Activity For Selected Agricultural and Construction Equipment, During the Month of November and Cumulative for 11 Months, 2001, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of October 2001 Relative to Industry Results or Levels, Compared with Prior Year Periods

CNH Global N.V.

Summary North American Retail Unit Sales Activity  
For Selected Agricultural and Construction Equipment,  
During the Month of November and Cumulative for 11 Months, 2001,  
And Indicators of North American Dealer Inventory Levels for  
Selected Agricultural Equipment at the End of October 2001  
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. Equipment Manufacturers Institute ('EMI') and of the Canadian Farm and Industrial Equipment Institute ('CFIEI').

These industry data are based on unit sales as preliminarily reported by EMI 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 EMI 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 EMI and CFIEI follow the table.

Edgar Filing: CNH GLOBAL N V - Form 6-K

Page 2

CNH Global N.V.

November N.A. Activity

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY

CATEGORY -----	TOTAL NORTH AMERICAN INDUSTRY -----	CNH RELATIVE PERFO (ALL BRANDS) -----
RETAIL UNIT SALES:		
MONTH OF (NOV. 2001)		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 17.0%	up significantly more
40 to 100 horsepower (2WD)	+ 37.9%	up slightly more than
over 100 horsepower (2WD)	+ 30.2%	up low single digits
4 wheel drive tractors	+ 57.6%	up significantly more
Total tractors	+ 26.9%	up moderately more th
Combines	(25.5%)	down significantly mo
Loader/backhoes	(10.8%)	down moderately more
Skid Steer Loaders	(23.5%)	down moderately more
Total Heavy Construction Equipment	(7.7%)	down low single digit
RETAIL UNIT SALES:		
11 MONTHS, 2001		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 9.3%	up moderately more th
40 to 100 horsepower (2WD)	+ 6.9%	up in line with the i
over 100 horsepower (2WD)	+ 8.4%	up slightly more than
4 wheel drive tractors	+ 10.9%	up significantly more
Total tractors	+ 8.4%	up moderately more th
Combines	+ 13.0%	up in line with the i

Edgar Filing: CNH GLOBAL N V - Form 6-K

Loader/backhoes	(15.9%)	down moderately more
Skid Steer Loaders	(10.6%)	down in line with the
Total Heavy Construction Equipment	(10.9%)	down mid single digit

DEALER INVENTORIES:

END OF OCTOBER 2001

Agricultural Tractors:

under 40 horsepower (2WD)	5.6 months supply	1/2 month lower than the
40 to 100 horsepower (2WD)	5.4 months supply	> 1 month lower than
over 100 horsepower (2WD)	3.7 months supply	in line with the indu
4 wheel drive tractors	2.9 months supply	1/2 month lower than the
Total tractors	5.2 months supply	1 month lower than th
Combines	2.2 months supply	in line with the indu

Dated: December 13, 2001

NOVEMBER 2001 FLASH REPORT  
U.S. UNIT RETAIL SALES  
(REPORT RELEASED DECEMBER 11, 2001)

EQUIPMENT	NOVEMBER 2001	NOVEMBER 2000	% CHG.	Y-T-D 2001	Y-T-D 2000
2 WHEEL DRIVE					
Under 40 HP	5,027	4,384	14.70%	85,189	78,218
40 & Under 100 HP	4,103	3,003	36.60%	49,833	46,854
100 HP & Over	983	671	46.50%	15,561	14,667
TOTAL	10,113	8,058	25.50%	150,583	139,739

## Edgar Filing: CNH GLOBAL N V - Form 6-K

4 WHEEL DRIVE	202	125	61.60%	3,148	2,849
TOTAL FARM WHEEL TRACTORS	10,315	8,183	26.10%	153,731	142,588
COMBINES (SELF-PROPELLED)	417	543	(23.20)%	5,774	4,916

[Graphic data included at this point in the Flash Report has been omitted due to the inability of it being reproduced in the Edgarization process. Such data is available from the Equipment Manufacturers Institute.]

Published monthly, the EMI 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.

Note: Ag Flash Report is updated every 15th of the month.

For further information, please contact Jeffrey Arnold, EMI Director of Statistics Administration or Mary Matimore, EMI Statistical Assistant.

Equipment Manufacturers Institute  
 10 S. Riverside Plaza o Chicago, IL 60606-3710  
 Phone: 312-321-1470 o Fax: 312-321-1480  
 E-mail: emi@emi.org

Copyright (C) 2001 by the Equipment Manufacturers Institute. All rights reserved.

## Edgar Filing: CNH GLOBAL N V - Form 6-K

NOVEMBER 2001 FLASH REPORT  
CANADA REPORT - RETAIL SALES IN UNITS  
(Report released December 11, 2001)

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.

EQUIPMENT	NOVEMBER			NOVEMBER YEAR-TO-DATE		
	2001	2000	% CHG.	2001	2000	% CHG.
2 WHEEL TRACTORS						
UNDER 40 HP	367	227	61.7%	4,626	3,962	16.8%
40& UNDER 100 HP	735	506	45.3%	6,341	5,674	11.8%
100 HP & OVER	279	298	(6.4)%	3,316	2,754	20.4%
TOTAL	1,381	1,031	33.9%	14,283	12,390	15.3%
4 WD TRACTORS	25	19	31.6%	470	412	14.1%
TOTAL FARM WHEEL TRACTORS	1,406	1,050	33.9%	14,753	12,802	15.2%
COMBINES (SELF-PROPELLED)	56	92	(39.1)%	1,059	1,132	(6.4)%

CANADIAN FARM & INDUSTRIAL EQUIPMENT INSTITUTE  
3350 South Service Road, Garden Level  
Burlington, Ontario, Canada, L7N 3M6  
Phone: 905-632-8483 \* Fax: 905-632-7138 E-Mail: info@cfiei.ca

Copyright (C) 2001 Canadian Farm & Industrial Equipment Institute.  
All rights reserved.

SEND MAIL TO WEBMASTER WITH QUESTIONS OR COMMENTS ABOUT THIS WEBSITE.  
LAST MODIFIED: DECEMBER 11, 2001

Edgar Filing: CNH GLOBAL N V - Form 6-K

SIGNATURES

PURSUANT TO THE REQUIREMENTS OF THE SECURITIES EXCHANGE ACT OF 1934,  
THE REGISTRANT HAS DULY CAUSED THIS REPORT TO BE SIGNED ON ITS BEHALF BY THE  
UNDERSIGNED, THEREUNTO DULY AUTHORIZED.

CNH Global N.V.

By: /s/ DEBRA E. KUPER

-----  
Debra E. Kuper  
Assistant Secretary

December 13, 2001