

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

CNH GLOBAL N V  
Form 6-K  
April 19, 2002

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 APRIL, 2002.

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 X      Form 40-F  
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(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 X  
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(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.

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Form 6-K for the month of April, 2002

### List of Exhibits:

1. Registrant's Summary North American Retail Unit Sales Activity For Selected Agricultural and Construction Equipment, During the Month of March and Cumulative for 3 Months, 2002, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of February 2002 Relative to Industry Results or Levels, Compared with Prior Year Periods.

[CNH LOGO]

CNH Global N.V.  
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Summary North American Retail Unit Sales Activity  
For Selected Agricultural and Construction Equipment,  
During the Month of March and Cumulative for 3 Months, 2002,  
And Indicators of North American Dealer Inventory Levels for Selected  
Agricultural Equipment at the End of February 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.

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Copies of the relevant Agricultural Flash report from AEM and CFIEI follow the table.

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CNH Global N.V.

March N.A. Activity

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY		
CATEGORY	Total North American INDUSTRY	CNH RELATI (AL
RETAIL UNIT SALES: MONTH OF MAR. 2002		
Agricultural Tractors: under 40 horsepower (2WD)	+ 4.0%	up moderate double digits, sig
40 to 100 horsepower (2WD)	(0.8%)	up low
over 100 horsepower (2WD)	(17.2%)	flat - sam
4 wheel drive tractors	(23.6%)	down low single digits, sig
Total tractors	(2.0%)	up high
Combines	+ 8.0%	up high double digits, sign
Loader/backhoes	(5.3%)	up low
Skid Steer Loaders	(11.3%)	down low double digits, mode
Total Heavy Construction Equipment	(8.6%)	flat - sa
RETAIL UNIT SALES: 3 MONTHS, 2002		
Agricultural Tractors: under 40 horsepower (2WD)	+ 7.9%	up low double digits, moder
40 to 100 horsepower (2WD)	+ 6.5%	up low s
over 100 horsepower (2WD)	(17.1%)	flat - sam
4 wheel drive tractors	(16.2%)	down moderate
Total tractors	+ 2.6%	up mid s

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Combines	(15.6%)	up high double digits, sign
Loader/backhoes	+ 0.8%	up mid s
Skid Steer Loaders	(11.9%)	down moderate double digits, m
Total Heavy Construction Equipment	(6.3%)	down equal
DEALER INVENTORIES: END OF FEBRUARY 2002		
Agricultural Tractors: under 40 horsepower (2WD)	6.5 months supply	1 month less
40 to 100 horsepower (2WD)	5.2 months supply	> 1 month less
over 100 horsepower (2WD)	4.1 months supply	1/2 month less t
4 wheel drive tractors	3.3 months supply	in line wi
Total tractors	5.7 months supply	> 1 month less
Combines	2.6 months supply	1 month more t

Dated: April 18, 2002

MARCH 2002 FLASH REPORT  
U.S. UNIT RETAIL SALES  
(Report released APRIL 11, 2002)

	March 2002	March 2001	% Chg.	Y-T-D 2002	Y-T-D 2001
EQUIPMENT					
2 Wheel Drive					
Under 40 HP	7,026	6,708	4.70%	15,404	14,220
40 & Under 100 HP	4,116	4,219	-2.40%	10,398	9,791

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100 HP & Over	1,604	2,091	-23.30%	3,606	4,641
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Total	12,746	13,018	-2.10%	29,408	28,652
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4 Wheel Drive	317	436	-27.30%	704	885
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Total Farm Wheel Tractors	13,063	13,454	-2.90%	30,112	29,537
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Combines (Self-Propelled)	360	326	10.40%	853	1,026
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[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 Association of Equipment Manufacturers.]

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.

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

For further information, please contact Mary Matimore, AEM Statistical Assistant.

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[CFIEI LOGO]

MARCH 2002 FLASH REPORT

CANADA REPORT - RETAIL SALES IN UNITS  
 (Report released April 16, 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

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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	March			March Year-To-Date		
	2002	2001	% Chg.	2002	2001	% Chg.
<b>2 Wheel Tractors</b>						
Under 40 HP	249	285	-12.6%	709	712	-0.4%
40& Under 100 HP	506	441	14.7%	1,223	1,119	9.3%
100 HP & Over	378	303	24.8%	759	622	22.0%
<b>Total</b>	<b>1,133</b>	<b>1,029</b>	<b>10.1%</b>	<b>2,691</b>	<b>2,453</b>	<b>9.7%</b>
<b>4 WD Tractors</b>						
	58	55	5.5%	126	105	20.0%
<b>Total Farm Wheel Tractors</b>	<b>1,191</b>	<b>1,084</b>	<b>9.9%</b>	<b>2,817</b>	<b>2,558</b>	<b>10.1%</b>
<b>Combines (Self-Propelled)</b>						
	46	50	-8.0%	132	141	-6.4%

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LAST MODIFIED: APRIL 16, 2002

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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

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Debra E. Kuper  
Assistant Secretary

April 19, 2002