

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

1. Registrant's Summary North American Retail Unit Sales Activity For Selected Agricultural and Construction Equipment, During the Month of May and Cumulative for 5 Months, 2002, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of April 2002 Relative to Industry Results or Levels, Compared with Prior Year Periods.

[CNH LOGO]

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, 2002,
And Indicators of North American Dealer Inventory Levels for Selected
Agricultural Equipment at the End of April 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.

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

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

Page 2

CNH Global N.V.

May N.A. Activity

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY		
CATEGORY	TOTAL NORTH AMERICAN INDUSTRY	CNH RELATIVE (ALL BR)
RETAIL UNIT SALES: MONTH OF MAY 2002		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 6.0%	up moderately more
40 to 100 horsepower (2WD)	+ 5.0%	down low do
over 100 horsepower (2WD)	+ 0.7%	down moderate
4 wheel drive tractors	(9.1%)	down moderate
Total tractors	+ 5.0%	down low si
Combines	(11.7%)	down in line wi
Loader/backhoes	(19.9%)	down equal to
Skid Steer Loaders	(17.2%)	down slightly more
Total Heavy Construction Equipment	(11.5%)	down slightly less
RETAIL UNIT SALES: 5 MONTHS, 2002		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 9.5%	up moderately more
40 to 100 horsepower (2WD)	+ 4.3%	down high si
over 100 horsepower (2WD)	(15.8%)	down less than the indu
4 wheel drive tractors	(17.3%)	down moderately mor
Total tractors	+ 3.7%	up equal to
Combines	(8.5%)	up moderate d

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

Loader/backhoes	(10.4%)	down slightly less
Skid Steer Loaders	(12.5%)	down moderately more
Total Heavy Construction Equipment	(5.4%)	down slightly less

DEALER INVENTORIES:
END OF APRIL 2002

Agricultural Tractors:		
under 40 horsepower (2WD)	6.5 months supply	> 1 month less t
40 to 100 horsepower (2WD)	5.6 months supply	> 1 month less t
over 100 horsepower (2WD)	4.2 months supply	1 month less th
4 wheel drive tractors	3.1 months supply	in line with
Total tractors	5.9 months supply	> 1 month less t

Combines	2.9 months supply	1/2 month more t
----------	-------------------	------------------

Dated: June 14, 2002

May 2002 Flash Report
U.S. Unit Retail Sales
(Report released June 11, 2002)

Equipment	May 2002	May 2001	% Chg.	Y-T-D 2002	Y-T-D 2001
2 WHEEL DRIVE					
Under 40 HP	13,288	12,552	5.90%	40,977	37,274
40 & Under 100 HP	6,021	5,661	6.40%	21,872	21,018
100 HP & Over	1,225	1,279	-4.20%	6,915	8,704
TOTAL	20,534	19,492	5.30%	69,764	66,996

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

4 WHEEL DRIVE	250	300	-16.70%	1,411	1,797
TOTAL FARM WHEEL TRACTORS	20,784	19,792	5.00%	71,175	68,793
COMBINES (Self-Propelled)	380	444	-14.40%	1,649	1,835

[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.

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

For further information, please contact Mary Matimore at 312-321-1470.

Chicago Office
10 S. Riverside Plaza Suite 1220
Chicago, IL 60606-3710
Phone: 312-321-1470 Fax: 312-321-1480

(C) AEM 2002 -- Association of Equipment
Manufacturers
Toll Free: 866-AEM-0442

111
Phone

CFIEI Industry News

Page 1 of 2

[CFIEI LOGO]

May 2002 Flash Report
Canada Report - Retail Sales in Units
(Report released June 12, 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 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.

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

Equipment	MAY			MAY YEAR-TO-DATE		
	2002	2001	% Chg.	2002	2001	% Chg.

2 WHEEL TRACTORS						

UNDER 40 HP	693	635	9.1%	1,840	1,824	0.9
40& UNDER 100 HP	688	731	-5.9%	2,705	2,541	6.5
100 HP & OVER	481	415	15.9%	1,715	1,540	11.4
TOTAL	1,862	1,781	4.5%	6,260	5,905	6.0

4 WD TRACTORS	100	85	17.6%	332	310	7.1

TOTAL FARM WHEEL TRACTORS	1,962	1,866	5.1%	6,592	6,215	6.1

COMBINES (SELF-PROPELLED)	43	35	22.9%	236	225	4.9

Back to Top
Main Menu

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) 2002 Canadian Farm & Industrial Equipment Institute.
All rights reserved.

SEND MAIL TO WEBMASTER WITH QUESTIONS OR COMMENTS ABOUT THIS WEBSITE.

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

LAST MODIFIED: JUNE 12, 2002

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

June 17, 2002