



## 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 June and Cumulative for 6 Months, 2002, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of May 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 June and Cumulative for 6 Months, 2002,  
And Indicators of North American Dealer Inventory Levels for Selected  
Agricultural Equipment at the End of May 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.

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

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

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY		
CATEGORY	TOTAL NORTH AMERICAN INDUSTRY	CNH RELATIVE PERFORMANCE (ALL BUSINESS)
RETAIL UNIT SALES: MONTH OF JUNE 2002		
Agricultural Tractors:		
under 40 horsepower (2WD)	(1.6%)	up mid single digits,
40 to 100 horsepower (2WD)	(6.0%)	down low double digits, moderate
over 100 horsepower (2WD)	(6.7%)	down moderate double digits, moderate
4 wheel drive tractors	(16.4%)	down moderate double digits, moderate
Total tractors	(3.6%)	down mid single digits, moderate
Combinders		
	(41.1%)	down moderate double digits, moderate
Loader/backhoes		
	(32.0%)	down moderate double digits, moderate
Skid Steer Loaders		
	(21.1%)	down low double digits, moderate
Total Heavy Construction Equipment		
	(13.4%)	down mid single digits, moderate
RETAIL UNIT SALES: 6 MONTHS, 2002		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 7.2%	up low double digits, moderate
40 to 100 horsepower (2WD)	+ 1.7%	down high single digits,
over 100 horsepower (2WD)	(14.8%)	down mid single digits, moderate
4 wheel drive tractors	(17.2%)	down moderate double digits, moderate
Total tractors	+ 2.2%	up low single digits,
Combinders		
	(16.9%)	up low single digits,
Loader/backhoes		
	(15.0%)	down equal

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

Skid Steer Loaders	(13.9%)	down low double digits, m
-----		
Total Heavy Construction Equipment	(6.2%)	down mid single digit
-----		

DEALER INVENTORIES:  
END OF MAY 2002

Agricultural Tractors: under 40 horsepower (2WD)	6.0 months supply	> 1 month low
40 to 100 horsepower (2WD)	5.6 months supply	> 1 month low
over 100 horsepower (2WD)	4.2 months supply	1 month lowe
4 wheel drive tractors	3.2 months supply	1/2 month mor
Total tractors	5.6 months supply	> 1 month low
-----		

Combines	3.1 months supply	1 month more
-----		

Dated: July 17, 2002

JUNE 2002 FLASH REPORT  
U.S. UNIT RETAIL SALES  
(Report released July 11, 2002)

Equipment	June 2002	June 2001	% Chg.	Y-T-D 2002	Y-T-D 2001	% Chg.	May 2002 U.S. Field Inventory
-----							
2 WHEEL DRIVE							
Under 40 HP	11,066	11,334	-2.40%	52,184	48,605	7.40%	46,83
40 & Under 100 HP	5,521	5,889	-6.20%	27,288	26,905	1.40%	25,58
100 HP & Over	928	1,009	-8.00%	7,837	9,713	-19.30%	5,23
TOTAL	17,515	18,232	-3.90%	87,309	85,223	2.40%	77,65
-----							

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

4 WHEEL DRIVE	190	245	-22.40%	1,600	2,042	-21.60%	79
TOTAL FARM WHEEL TRACTORS	17,705	18,477	-4.20%	88,909	87,265	1.90%	78,44
COMBINES (Self-Propelled)	338	584	-42.10%	1,984	2,419	-18.00%	1,45

[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

11  
Phone

[CFIEI LOGO]

JUNE 2002 FLASH REPORT  
CANADA REPORT - RETAIL SALES IN UNITS  
(Report released July 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	JUNE			JUNE YEAR-TO-DATE		
	2002	2001	% CHG.	2002	2001	% CHG.
2 WHEEL TRACTORS						
Under 40 HP	716	643	11.4%	2,549	2,466	3.4
40& Under 100 HP	630	652	-3.4%	3,332	3,193	4.4
100 HP & Over	330	339	-2.7%	2,040	1,879	8.6
TOTAL	1,676	1,634	2.6%	7,921	7,538	5.1
4 WD TRACTORS						
	45	36	25.0%	377	346	9.0
TOTAL FARM WHEEL TRACTORS						
	1,721	1,670	3.1%	8,298	7,884	5.3
COMBINES (SELF-PROPELLED)						
	76	119	-36.1%	312	344	-9.3

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.

-----  
LAST MODIFIED: JULY 15, 2002

SIGNATURES

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

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

July 17, 2002