

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

CNH GLOBAL N V  
Form 6-K  
September 14, 2001

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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 SEPTEMBER, 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                      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- \_\_\_\_\_.)

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CNH GLOBAL N.V.

Form 6-K for the month of September, 2001

List of Exhibits:

## 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 August and Cumulative for 8 Months, 2001, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of July 2001 Relative to Industry Results or Levels, Compared with Prior Year Periods

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[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 August and Cumulative for 8 Months, 2001,  
And Indicators of North American Dealer Inventory Levels  
for Selected Agricultural  
Equipment at the End of July 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.

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SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY		
CATEGORY	TOTAL NORTH AMERICAN INDUSTRY	CNH RELATIVE PERFO (All Brands)
RETAIL UNIT SALES: MONTH OF AUGUST 2001		
Agricultural Tractors: under 40 horsepower (2WD)	+ 8.0%	up moderate double digits, significa
40 to 100 horsepower (2WD)	+ 1.4%	up, in line with th
over 100 horsepower (2WD)	(10.5%)	up high double digits, significant
4 wheel drive tractors	(15.5%)	up high double digits, significant
Total tractors	+ 4.1%	up low double digits, moderately m
Combines	+ 24.3%	up moderate double digits, slightl
Loader/backhoes	(12.0%)	flat
Skid Steer Loaders	(9.0%)	up mid single
Total Heavy Construction Equipment	(16.7%)	flat
RETAIL UNIT SALES: 8 MONTHS, 2001		
Agricultural Tractors: under 40 horsepower (2WD)	+ 7.9%	up moderate double digits, moderatel
40 to 100 horsepower (2WD)	+ 5.5%	up low single d
over 100 horsepower (2WD)	+ 6.1%	up low double digits, slightly m
4 wheel drive tractors	+ 14.3%	up high double digits, significantl
Total tractors	+ 7.0%	up low double digits, moderately m
Combines	+ 23.7%	up moderate double digits, equ
Loader/backhoes	(19.1%)	down moderate double
Skid Steer Loaders	(8.1%)	down low single digits, slightl

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Total Heavy Construction Equipment	(12.0%)	down low double digits, equal
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DEALER INVENTORIES:  
END OF JULY 2001

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Agricultural Tractors:		
under 40 horsepower (2WD)	6.8 months supply	1 month less than the
40 to 100 horsepower (2WD)	5.9 months supply	more than 1 month less than
over 100 horsepower (2WD)	4.4 months supply	in line with the
4 wheel drive tractors	3.5 months supply	more than 1 month less than
Total tractors	6.2 months supply	more than 1 month less than

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Combines	4.8 months supply	1 month more than the
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Dated: August 14, 2001

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## AUGUST 2001 FLASH REPORT U.S. UNIT RETAIL SALES (REPORT RELEASED SEPTEMBER 12, 2001)

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EQUIPMENT	AUGUST 2001	AUGUST 2000	% CHG.	Y-T-D 2001	Y-T-D 2000	% CHG.
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2 WHEEL DRIVE						
Under 40 HP	8,149	7,531	8.20%	65,294	60,642	7.70%
40 & Under 100 HP	4,455	4,409	1.00%	36,524	34,772	5.00%
100 HP & Over	683	846	-19.30%	11,400	11,124	2.50%
TOTAL	13,287	12,786	3.90%	113,218	106,538	6.30%

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4 WHEEL DRIVE	147	179	-17.90%	2,402	2,099	14.40%
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TOTAL FARM WHEEL TRACTORS	13,434	12,965	3.60%	115,620	108,637	6.40
COMBINES (SELF- PROPELLED)	660	478	38.10%	3,631	2,795	29.90

[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.

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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, Chicago, IL 60606-3710  
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CFIEI Industry News

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[CFIEI LOGO]

AUGUST 2001 FLASH REPORT

CANADA REPORT - RETAIL SALES IN UNITS  
(Report released September 13, 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.

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EQUIPMENT	AUGUST			AUGUST YEAR-TO-DATE			JULY	
	2001	2000	% CHG.	2001	2000	% CHG.	2001 CANADIAN (FIELD) INVENTORY	2000 CANADIAN (FIELD) INVENTORY
2 WHEEL TRACTORS								
UNDER 40 HP	359	344	4.4%	3,344	2,982	12.1%	3,218	2,279
40& UNDER 100 HP	434	411	5.6%	4,236	3,861	9.7%	3,855	3,471
100 HP & OVER	216	159	35.8%	2,335	1,825	27.9%	1,418	1,332
TOTAL	1,009	914	10.4%	9,915	8,668	14.4%	8,491	7,082
4 WD TRACTORS								
	11	8	37.5%	386	341	13.2%	172	134
TOTAL FARM WHEEL TRACTORS								
	1,020	922	10.6%	10,301	9,009	14.3%	8,663	7,216
COMBINES (SELF-PROPELLED)								
	265	266	-0.4%	723	726	-0.4%	685	747

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CFIEI Industry News

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SEND MAIL TO WEBMASTER WITH QUESTIONS OR COMMENTS ABOUT THIS WEBSITE.  
LAST MODIFIED: SEPTEMBER 13, 2001

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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

September 14, 2001