

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

CFIEI Industry News

Page 2 of 2

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