

CNH GLOBAL N V  
Form 6-K  
November 15, 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 November, 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  Form 40-F

(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

(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 November, 2002

List of Exhibits:

1. Registrant's Summary North American Retail Unit Sales Activity For Selected Agricultural and Construction Equipment, During the Month of October and Cumulative for 10 Months, 2002, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of September 2002 Relative to Industry Results or Levels, Compared with Prior Year Periods.
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CNH Global N.V.

Summary North American Retail Unit Sales Activity  
For Selected Agricultural and Construction Equipment,  
During the Month of October and Cumulative for 10 Months, 2002,  
And Indicators of North American Dealer Inventory Levels for Selected Agricultural  
Equipment at the End of September 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.

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| <b>SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY</b>    |  |  |
|---|--|--|
| <b>CATEGORY</b>                                     | <b>Total North American<br/>INDUSTRY</b> | <b>CNH RELATIVE PERFORMANCE<br/>(All Brands)</b>               |
| <b>RETAIL UNIT SALES:<br/>MONTH OF OCT. 2002</b>    |  |  |
| Agricultural Tractors:<br>under 40 horsepower (2WD) | + 1.5%                                   | down low single digits   |
| 40 to 100 horsepower (2WD)                          | + 6.9%                                   | down low double digits   |
| over 100 horsepower (2WD)                           | (9.3%)                                   | down high double digits  |
| 4 wheel drive tractors                              | + 6.5%                                   | up moderate double digits                                      |
| Total tractors                                      | + 1.8%                                   | down low double digits   |
| Combines  | (8.1%)                                   | down moderate double digits                                    |
| Loader/backhoes                                     | (15.5%)                                  | down low double digits, slightly worse than the industry       |
| Skid Steer Loaders                                  | (23.3%)                                  | down mid single digits   |
| Total Heavy<br>Construction Equipment               | (4.8%)                                   | down low single digits, slightly better than the industry      |
| <b>RETAIL UNIT SALES:<br/>10 MONTHS, 2002</b>       |  |  |
| Agricultural Tractors:<br>under 40 horsepower (2WD) | + 7.8%                                   | up high single digits, equal to the industry                   |
| 40 to 100 horsepower (2WD)                          | + 2.1%                                   | down low double digits   |
| over 100 horsepower (2WD)                           | (14.3%)                                  | down low double digits, in line with the industry              |
| 4 wheel drive tractors                              | (15.8%)                                  | down moderate double digits, moderately more than the industry |
| Total tractors                                      | + 2.9%                                   | down mid single digits   |
| Combines  | (22.1%)                                  | down low double digits, moderately better than the industry    |

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|                                       |         |   |
|---------------------------------------|---------|---|
| Loader/backhoes                       | (16.3%) | down moderate double digits, moderately worse than the industry |
| Skid Steer Loaders                    | (13.8%) | down low double digits, slightly worse than the industry        |
| Total Heavy<br>Construction Equipment | (6.1%)  | down low double digits, moderately worse than the industry      |

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**DEALER INVENTORIES:  
END OF SEPTEMBER 2002**

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|   |                   |                                  |
|---|-------------------|----------------------------------|
| Agricultural Tractors:<br>under 40 horsepower (2WD) | 4.9 months supply | 1 month less than the industry   |
| 40 to 100 horsepower (2WD)                          | 5.3 months supply | 1 month less than the industry   |
| over 100 horsepower (2WD)                           | 5.1 months supply | > 1 month less than the industry |
| 4 wheel drive tractors                              | 4.6 months supply | in line with the industry        |
| Total tractors                                      | 5.0 months supply | 1 month less than the industry   |
| Combines  | 3.7 months supply | in line with the industry        |

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Dated: November 14, 2002

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## Industry Trends

## U.S. Ag Flash Reports

**October 2002 Flash Report**  
**U.S. Unit Retail Sales**  
**(Report released November 12, 2002)**

| Equipment                            | October<br>2002 | October<br>2001 | % Chg.        | Y-T-D<br>2002  | Y-T-D<br>2001  | % Chg.         | September<br>2002<br>U.S. Field<br>Inventory |
|--------------------------------------|-----------------|-----------------|---------------|----------------|----------------|----------------|--|
| <b>2 Wheel Drive</b>                 |                 |                 |               |                |                |                |  |
| Under 40 HP                          | 7,806           | 7,687           | 1.5%          | 86,609         | 80,102         | 8.1%           | 38,642                                       |
| 40 & Under 100 HP                    | 5,157           | 4,906           | 5.1%          | 46,528         | 45,667         | 1.9%           | 23,716                                       |
| 100 HP & Over                        | 2,002           | 2,191           | (8.6%)        | 11,987         | 14,582         | (17.8%)        | 6,316  |
| <b>Total</b>                         | <b>14,965</b>   | <b>14,784</b>   | <b>1.2%</b>   | <b>145,124</b> | <b>140,351</b> | <b>3.4%</b>    | <b>68,674</b>                                |
| <b>4 Wheel Drive</b>                 |                 |                 |               |                |                |                |  |
|                                      | 403             | 383             | 5.2%          | 2,375          | 2,943          | (19.3%)        | 1,097  |
| <b>Total Farm Wheel<br/>Tractors</b> | <b>15,368</b>   | <b>15,167</b>   | <b>1.3%</b>   | <b>147,499</b> | <b>143,294</b> | <b>2.9%</b>    | <b>69,771</b>                                |
| <b>Combines<br/>(Self-Propelled)</b> | <b>779</b>      | <b>823</b>      | <b>(5.3%)</b> | <b>4,136</b>   | <b>5,374</b>   | <b>(23.0%)</b> | <b>1,536</b>                                 |

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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.

[Back To U.S. Ag Reports Home](#)

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## Industry Trends

## Canadian Ag Flash Reports

**October 2002 Flash Report  
Canada Unit Retail Sales  
(Report released November 14, 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

| Equipment                            | October      |              |             | October<br>Year-To-Date |               |             | September                                |  |
|--------------------------------------|--------------|--------------|-------------|-------------------------|---------------|-------------|--|--|
|                                      | 2002         | 2001         | % Chg.      | 2002                    | 2001          | % Chg.      | 2002<br>Canadian<br>(Field)<br>Inventory | 2001<br>Canadian<br>(Field)<br>Inventory |
| <b>2 Wheel Tractors</b>              |              |              |             |                         |               |             |  |  |
| Under 40 HP                          | 491          | 488          | 0.6%        | 4,309                   | 4,257         | 1.2%        | 2,833                                    | 2,833                                    |
| 40 & Under 100 HP                    | 1,066        | 916          | 16.4%       | 5,815                   | 5,590         | 4.0%        | 3,622                                    | 3,801                                    |
| 100 HP & Over                        | 434          | 496          | (12.5%)     | 3,106                   | 3,029         | 2.5%        | 1,474                                    | 1,479                                    |
| <b>Total</b>                         | <b>1,991</b> | <b>1,900</b> | <b>4.8%</b> | <b>13,230</b>           | <b>12,876</b> | <b>2.7%</b> | <b>7,929</b>                             | <b>8,113</b>                             |
| <b>4 WD Tractors</b>                 |              |              |             |                         |               |             |  |  |
|                                      | 54           | 46           | 17.4%       | 478                     | 444           | 7.7%        | 208                                      | 185                                      |
| <b>Total Farm Wheel Tractors</b>     | <b>2,045</b> | <b>1,946</b> | <b>5.1%</b> | <b>13,708</b>           | <b>13,320</b> | <b>2.9%</b> | <b>8,137</b>                             | <b>8,298</b>                             |
| <b>Combines<br/>(Self-Propelled)</b> |              |              |             |                         |               |             |  |  |
|                                      | 127          | 163          | (22.1%)     | 833                     | 1,006         | (17.2%)     | 387                                      | 428                                      |

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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

November 15, 2002