



## 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 January and Cumulative for 1 Month, 2002, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of December 2001 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 January and Cumulative for 1 Month, 2002,  
And Indicators of North American Dealer Inventory Levels for Selected  
Agricultural Equipment at the End of December 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.

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

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

Page 2

CNH Global N.V.

January N.A. Activity

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY		
CATEGORY	TOTAL NORTH AMERICAN INDUSTRY	CNH RELAT (AL
RETAIL UNIT SALES: MONTH OF JAN. 2002		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 8.3%	up low
40 to 100 horsepower (2WD)	+ 7.1%	up mid
over 100 horsepower (2WD)	(13.1%)	down slightly
4 wheel drive tractors	+ 5.1%	down hi
Total tractors	+ 4.4%	down lo
Combines	(52.7%)	down significant
Loader/backhoes	+ 8.1%	down mi
Skid Steer Loaders	(12.3%)	down moderately
Total Heavy Construction Equipment	(3.3%)	down significant
RETAIL UNIT SALES: 1 MONTH, 2002		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 8.3%	up low
40 to 100 horsepower (2WD)	+ 7.1%	up mid
over 100 horsepower (2WD)	(13.1%)	down slightly
4 wheel drive tractors	+ 5.1%	down hi
Total tractors	+ 4.4%	down lo
Combines	(52.7%)	down significant

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

Loader/backhoes	+ 8.1%	down mi
Skid Steer Loaders	(12.3%)	down moderately
Total Heavy Construction Equipment	(3.3%)	down significant

DEALER INVENTORIES:  
END OF DECEMBER 2001

Agricultural Tractors: under 40 horsepower (2WD)	5.8 months supply	about 1 month
40 to 100 horsepower (2WD)	5.1 months supply	more than 1 mont
over 100 horsepower (2WD)	3.4 months supply	about 1 month
4 wheel drive tractors	2.3 months supply	in line
Total tractors	5.2 months supply	more than 1 mont

Combines	2.1 months supply	in line
----------	-------------------	---------

Dated: February 18, 2002

JANUARY 2002 FLASH REPORT  
U.S. UNIT RETAIL SALES  
(REPORT RELEASED FEBRUARY 14, 2002)

EQUIPMENT	JANUARY 2002	JANUARY 2001	% CHG.	Y-T-D 2002	Y-T-D 2001	% CHG.
2 WHEEL DRIVE						
Under 40 HP	3,907	3,604	8.40%	3,907	3,604	8.40%
40 & Under 100 HP	3,069	2,867	7.00%	3,069	2,867	7.00%
100 HP & Over	988	1,195	-17.30%	988	1,195	-17.30%

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

TOTAL	7,964	7,666	3.90%	7,964	7,666	3.90%
4 WHEEL DRIVE	214	234	-8.50%	214	234	-8.50%
TOTAL FARM WHEEL TRACTORS	8,178	7,900	3.50%	8,178	7,900	3.50%
COMBINES (SELF- PROPELLED)	184	415	-55.70%	184	415	-55.70%

[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.

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  
 Phone: 312-321-1470 / Fax: 312-321-1480  
 E-mail: emi@emi.org

Copyright (C) 2002 by the Equipment Manufacturers Institute. All rights reserved.

[CFIEI LOGO]

JANUARY 2002 FLASH REPORT

CANADA REPORT - RETAIL SALES IN UNITS  
 (Report released February 15, 2002)

The Canadian Farm & Industrial Equipment Institute, Burlington, Ontario today announced retail sales of farm tractors and combine harvesters in Canada for the month.

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

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	JANUARY			JANUARY YEAR-TO-DATE		
	2002	2001	% CHG.	2002	2001	% CHG.
<b>2 WHEEL TRACTORS</b>						
Under 40 HP	235	220	6.8%	235	220	6.8%
40& Under 100 HP	370	343	7.9%	370	343	7.9%
100 HP & Over	206	179	15.1%	206	179	15.1%
<b>TOTAL</b>	<b>811</b>	<b>742</b>	<b>9.3%</b>	<b>811</b>	<b>742</b>	<b>9.3%</b>
<b>4 WD TRACTORS</b>	<b>56</b>	<b>23</b>	<b>143.5%</b>	<b>56</b>	<b>23</b>	<b>143.5%</b>
<b>TOTAL FARM WHEEL TRACTORS</b>	<b>867</b>	<b>765</b>	<b>13.3%</b>	<b>867</b>	<b>765</b>	<b>13.3%</b>
<b>COMBINES (SELF-PROPELLED)</b>	<b>35</b>	<b>48</b>	<b>-27.1%</b>	<b>35</b>	<b>48</b>	<b>-27.1%</b>

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

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

-----  
Copyright (C) 2002 Canadian Farm & Industrial Equipment Institute.  
All rights reserved.

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

-----  
LAST MODIFIED: FEBRUARY 15, 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

February 19, 2002