



## 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 April and Cumulative for 4 Months, 2002, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of March 2002 Relative to Industry Results or Levels, Compared with Prior Year Periods.

[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 April and Cumulative for 4 Months, 2002,  
And Indicators of North American Dealer Inventory Levels for  
Selected Agricultural  
Equipment at the End of March 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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April N.A.Activity

## SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY

CATEGORY	TOTAL NORTH AMERICAN INDUSTRY	CNH RELATIVE PER (ALL BRAND
RETAIL UNIT SALES: MONTH OF APR. 2002		
Agricultural Tractors: under 40 horsepower (2WD)	+ 14.6%	up moderately more tha
40 to 100 horsepower (2WD)	+ 3.2%	down low double
over 100 horsepower (2WD)	(22.6%)	up low double
4 wheel drive tractors	(23.0%)	down slightly less th
Total tractors	+ 4.2%	up equal to the
Combines	+ 16.2%	up significantly more t
Loader/backhoes	(26.8%)	down moderately more th
Skid Steer Loaders	(10.0%)	down slightly more tha
Total Heavy Construction Equipment	(0.3%)	up high sing
RETAIL UNIT SALES: 4 MONTHS, 2002		
Agricultural Tractors: under 40 horsepower (2WD)	+ 10.9%	up moderately more tha
40 to 100 horsepower (2WD)	+ 4.5%	down mid single
over 100 horsepower (2WD)	(19.1%)	up mid single
4 wheel drive tractors	(19.1%)	down slightly more tha
Total tractors	+ 3.1%	up in line with t
Combines	(7.6%)	up significantly more
Loader/backhoes	(7.6%)	down in line with
Skid Steer Loaders	(11.2%)	down moderately more th
Total Heavy Construction Equipment	(4.0%)	down low single digits, le
DEALER INVENTORIES: END OF MARCH 2002		

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Agricultural Tractors: under 40 horsepower (2WD)	6.9 months supply	1 month less than
40 to 100 horsepower (2WD)	5.7 months supply	> 1 month less than
over 100 horsepower (2WD)	4.2 months supply	1 month less than
4 wheel drive tractors	3.6 months supply	in line with th
Total tractors	6.1 months supply	> 1 month less than
Combines	2.9 months supply	1/2 month more than

Dated: May 14, 2002

APRIL 2002 AG FLASH REPORT  
U.S. UNIT RETAIL SALES  
(REPORT RELEASED MAY 13, 2002)

EQUIPMENT	April 2002	April 2001	% Chg.	Y-T-D 2002	Y-T-D 2001	%
2 Wheel Drive						
Under 40 HP	12,145	10,507	15.60%	27,583	24,725	1
40 & Under 100 HP	5,684	5,571	2.00%	15,935	15,359	
100 HP & Over	2,078	2,785	-25.40%	5,682	7,426	-2
Total	19,907	18,863	5.50%	49,200	47,510	
4 Wheel Drive						
	458	612	-25.20%	1,161	1,497	-2
Total Farm Wheel Tractors	20,365	19,475	4.60%	50,361	49,007	

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Combines (Self-Propelled)	419	365	14.80%	1,268	1,391
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[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.

Note: Ag Flash Report is updated every 15th of the month.

For further information, please contact Mary Matimore, AEM Statistical Assistant.

(C) AEM 2002 - ASSOCIATION OF EQUIPMENT MANUFACTURERS  
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[CFIEI LOGO]

APRIL 2002 FLASH REPORT

CANADA REPORT - RETAIL SALES IN UNITS  
 (Report released May 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.

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.

APRIL

APRIL  
 YEAR-TO-DATE

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EQUIPMENT	2002	2001	% CHG.	2002	2001	% CHG.	2002 CANADIAN (FIELD) INVENTORY
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2 WHEEL TRACTORS							
UNDER 40 HP	445	477	-6.7%	1,151	1,189	-3.2%	3,209
40& UNDER 100 HP	781	691	13.0%	2,012	1,810	11.2%	3,217
100 HP & OVER	468	503	-7.0%	1,234	1,125	9.7%	1,487
TOTAL	1,694	1,671	1.4%	4,397	4,124	6.6%	7,913
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4 WD TRACTORS	106	120	-11.7%	232	225	3.1%	202
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TOTAL FARM WHEEL TRACTORS	1,800	1,791	0.5%	4,629	4,349	6.4%	8,115
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COMBINES (SELF-PROPELLED)	62	120	-48.3%	232	225	3.1%	373
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CFIEI Industry News

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LAST MODIFIED: MAY 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.

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By: /s/ Debra E. Kuper

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Debra E. Kuper  
Assistant Secretary

May 16, 2002