



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

Form 6-K for the month of October, 2001

### List of Exhibits:

1. Registrant's Summary North American Retail Unit Sales Activity For Selected Agricultural and Construction Equipment, During the Month of September and Cumulative for 9 Months, 2001, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of August 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 September and Cumulative for 9 Months, 2001,  
And Indicators of North American Dealer Inventory Levels for Selected  
Agricultural Equipment at the End of August 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.

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

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SEPTEMBER N.A. ACTIVITY

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### SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY

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| CATEGORY                              | TOTAL NORTH AMERICAN<br>INDUSTRY | CNH RELATIV<br>(ALL              |
|---------------------------------------|----------------------------------|----------------------------------|
| <hr/>                                 |                                  |                                  |
| RETAIL UNIT SALES:                    |                                  |                                  |
| MONTH OF (SEPT. 2001)                 |                                  |                                  |
| <hr/>                                 |                                  |                                  |
| Agricultural Tractors:                |                                  |                                  |
| under 40 horsepower (2WD)             | + 16.4%                          | up significantly more            |
| 40 to 100 horsepower (2WD)            | + 16.2%                          | up high sin                      |
| over 100 horsepower (2WD)             | + 7.8%                           | up significantly more            |
| 4 wheel drive tractors                | (21.3%)                          | down less than the indu          |
| Total tractors                        | + 14.9%                          | up moderately more               |
| <hr/>                                 |                                  |                                  |
| Combines                              | +21.7%                           | up significantly more            |
| <hr/>                                 |                                  |                                  |
| Loader/backhoes                       | (2.7%)                           | up mid sin                       |
| Skid Steer Loaders                    | (21.1%)                          | down less than the indu          |
| Total Heavy<br>Construction Equipment | (18.3%)                          | down less than the indus         |
| <hr/>                                 |                                  |                                  |
| RETAIL UNIT SALES:                    |                                  |                                  |
| 9 MONTHS, 2001                        |                                  |                                  |
| <hr/>                                 |                                  |                                  |
| Agricultural Tractors:                |                                  |                                  |
| under 40 horsepower (2WD)             | + 8.7%                           | up significantly more            |
| 40 to 100 horsepower (2WD)            | + 6.4%                           | up slightly less than the i      |
| over 100 horsepower (2WD)             | + 6.2%                           | up moderately more than the      |
| 4 wheel drive tractors                | + 11.4%                          | up significantly more than the i |
| Total tractors                        | + 7.7%                           | up moderately more than the      |
| <hr/>                                 |                                  |                                  |
| Combines                              | + 23.2%                          | up slightly more t               |

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|                                    |         |                             |
|------------------------------------|---------|-----------------------------|
| Loader/backhoes                    | (17.5%) | down slightly more          |
| Skid Steer Loaders                 | (9.2%)  | down slightly less than the |
| Total Heavy Construction Equipment | (12.5%) | down, in line wi            |

DEALER INVENTORIES:  
END OF AUGUST 2001

|                            |                   |                       |
|----------------------------|-------------------|-----------------------|
| Agricultural Tractors:     |                   |                       |
| under 40 horsepower (2WD)  | 6.4 months supply | 1 month less tha      |
| 40 to 100 horsepower (2WD) | 5.8 months supply | more than 1 month les |
| over 100 horsepower (2WD)  | 4.5 months supply | about 1/2 month les   |
| 4 wheel drive tractors     | 3.3 months supply | more than 1 month le  |
| Total tractors             | 5.9 months supply | more than 1 month le  |

|          |                   |                  |
|----------|-------------------|------------------|
| Combines | 4.2 months supply | 1 month more tha |
|----------|-------------------|------------------|

Dated: October 17, 2001

SEPTEMBER 2001 FLASH REPORT  
U.S. UNIT RETAIL SALES  
(Report released October 11, 2001)

| EQUIPMENT            | SEPTEMBER<br>2001 | SEPTEMBER<br>2000 | %<br>CHG. | Y-T-D 2001 | Y-T-D<br>2000 | %<br>CHG. |
|----------------------|-------------------|-------------------|-----------|------------|---------------|-----------|
| 2 WHEEL DRIVE        |                   |                   |           |            |               |           |
| Under 40 HP          | 6,999             | 6,042             | 15.80%    | 72,337     | 66,682        | 8.50%     |
| 40 & Under<br>100 HP | 4,443             | 3,862             | 15.00%    | 40,901     | 38,629        | 5.90%     |
| 100 HP & Over        | 1,000             | 992               | 0.80%     | 12,400     | 12,116        | 2.30%     |

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|                                  |        |        |         |         |         |        |
|----------------------------------|--------|--------|---------|---------|---------|--------|
| TOTAL                            | 12,442 | 10,896 | 14.20%  | 125,638 | 117,427 | 7.00%  |
| 4 WHEEL DRIVE                    | 154    | 200    | -23.00% | 2,555   | 2,299   | 11.10% |
| TOTAL FARM<br>WHEEL<br>TRACTORS  | 12,596 | 11,096 | 13.50%  | 128,193 | 119,726 | 7.10%  |
| COMBINES<br>(SELF-<br>PROPELLED) | 917    | 736    | 24.60%  | 4,544   | 3,531   | 28.70% |

[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.

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[CFIEI Logo]

September 2001 Flash Report

Canada Report - Retail Sales in Units  
 (Report released October 11, 2001)

The Canadian Farm & Industrial Equipment Institute, Burlington, Ontario today

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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                        | September    |            |              | September<br>Year-To-Date |              |              | August                                   |  |
|----------------------------------|--------------|------------|--------------|---------------------------|--------------|--------------|--|--|
|                                  | 2001         | 2000       | % Chg.       | 2001                      | 2000         | % Chg.       | 2001<br>Canadian<br>(Field)<br>Inventory | 2000<br>Canadian<br>(Field)<br>Inventory |
| <b>2 Wheel Tractors</b>          |              |            |              |                           |              |              |  |  |
| Under 40 HP                      | 429          | 329        | 30.4%        | 3,768                     | 3,311        | 13.8         | 3,017                                    | 2,267                                    |
| 40 & Under 100 HP                | 462          | 360        | 28.3%        | 4,688                     | 4,221        | 11.1%        | 3,914                                    | 3,443                                    |
| 100 HP & Over                    | 205          | 126        | 62.7%        | 2,537                     | 1,951        | 30.0%        | 1,445                                    | 1,382                                    |
| <b>Total</b>                     | <b>1,096</b> | <b>815</b> | <b>34.5%</b> | <b>10,993</b>             | <b>9,483</b> | <b>15.9%</b> | <b>8,376</b>                             | <b>7,092</b>                             |
| <b>4 WD Tractors</b>             |              |            |              |                           |              |              |  |  |
|                                  | 12           | 11         | 9.1%         | 398                       | 352          | 13.1%        | 183                                      | 141                                      |
| <b>Total Farm Wheel Tractors</b> |              |            |              |                           |              |              |  |  |
|                                  | 1,108        | 826        | 34.1%        | 11,391                    | 9,835        | 15.8%        | 8,559                                    | 7,233                                    |
| <b>Combines (Self-Propelled)</b> |              |            |              |                           |              |              |  |  |
|                                  | 120          | 116        | 3.4%         | 843                       | 842          | 0.1%         | 481                                      | 592                                      |

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 LAST MODIFIED: OCTOBER 17, 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

October 17, 2001