

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

CNH GLOBAL N V
Form 6-K
June 19, 2001

1

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 JUNE, 2001.

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 X 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 X
 --- ---

(If "Yes" is marked, indicate below the file number assigned to the
registrant in connection with Rule 12g3-2(b): 82- _____.)

2

CNH GLOBAL N.V.

Form 6-K for the month of June, 2001

List of Exhibits:

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, 2001, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of April 2001 Relative to Industry Results or Levels, Compared with Prior Year Periods

3

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, 2001,
And Indicators of North American Dealer Inventory Levels for
Selected Agricultural Equipment at the End of April 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.

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

4

Page 2

CNH Global N.V.

May N.A. Activity

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY

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

| CATEGORY | TOTAL NORTH AMERICAN INDUSTRY | CNH RELATIVE PERFORMANCE (ALL BRANDS) |
|---|----------------------------------|---|
| RETAIL UNIT SALES: MONTH OF MAY 2001 | | |
| Agricultural Tractors: under 40 horsepower (2WD) | 9.2 | Up moderately more than the industry |
| 40 to 100 horsepower (2WD) | 8.9 | Up in line with the industry |
| over 100 horsepower (2WD) | 1.4 | Up significantly more than the industry |
| 4 wheel drive tractors | 30.3 | Up significantly more than the industry |
| Total tractors | 8.8 | Up moderately more than the industry |
| Combines | 28.9 | Up significantly more than the industry |
| Loader/backhoes | (32.1) | Down, moderately more than the industry |
| Skid Steer Loaders | (8.1) | Down low double digits |
| Total Heavy Construction Equipment | (18.4) | Down slightly more than the industry |
| RETAIL UNIT SALES: 5 MONTHS, 2001 | | |
| Agricultural Tractors: under 40 horsepower (2WD) | 9.4 | Up moderately more than the industry |
| 40 to 100 horsepower (2WD) | 9.0 | Down low single digits |
| over 100 horsepower (2WD) | 8.0 | Down low single digits |
| 4 wheel drive tractors | 19.1 | Up significantly more than the industry |
| Total tractors | 9.3 | Up equal to the industry |
| Combines | 27.4 | Up mid single digits |
| Loader/backhoes | (25.6) | Down moderately more than the industry |
| Skid Steer Loaders | (10.6) | Down, less than the industry, high single |
| Total Heavy Construction Equipment | (15.9) | Down in line with the industry |

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

DEALER INVENTORIES:
END OF APRIL 2001

| Agricultural Tractors: | | |
|----------------------------|-------------------|---|
| under 40 horsepower (2WD) | 9.0 months supply | More than 1 Month lower than the industry |
| 40 to 100 horsepower (2WD) | 6.5 months supply | More than 1 Month lower than the industry |
| over 100 horsepower (2WD) | 4.4 months supply | About 1/2 Month lower than the industry |
| 4 wheel drive tractors | 3.8 months supply | 1 Month lower than the industry |
| Total tractors | 7.5 months supply | More than 1 Month lower than the industry |
| Combindes | | |
| | 4.1 months supply | About 1 Month higher than the industry |

Dated: June 18, 2001
5

MAY 2001 FLASH REPORT
U.S. UNIT RETAIL SALES
(REPORT RELEASED JUNE 12, 2001)

| EQUIPMENT | May 2001 | May 2000 | % Chg. | Y-T-D 2001 | Y-T-D 2000 | % Chg. | April 2001 U.S. Field Inventory (*) |
|-----------------------------------|-------------|-------------|-----------|---------------|---------------|-----------|--|
| 2 Wheel Drive | | | | | | | |
| Under 40 HP | 12,459 | 11,440 | 8.90% | 37,209 | 34,074 | 9.20% | 63,541 |
| 40 & Under 100 HP | 5,742 | 5,263 | 9.10% | 21,172 | 19,378 | 9.30% | 27,339 |
| 100 HP & Over | 1,282 | 1,369 | -6.40% | 8,714 | 8,275 | 5.30% | 5,689 |
| Total | 19,483 | 18,072 | 7.80% | 67,095 | 61,727 | 8.70% | 96,569 |
| 4 Wheel Drive | | | | | | | |
| | 299 | 236 | 26.70% | 1,794 | 1,471 | 22.00% | 978 |
| Total Farm Wheel Tractors | | | | | | | |
| | 19,782 | 18,308 | 8.10% | 68,889 | 63,198 | 9.00% | 97,547 |
| Combindes (Self- Propelled) | | | | | | | |
| | 447 | 332 | 34.60% | 1,822 | 1,366 | 33.40% | 1,910 |

[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.]

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

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.

6

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

For further information, please contact Jeanine Conwell, EMI Director of Statistics 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 2001 by the Equipment Manufacturers Institute. All rights reserved.

7

CFIEI Industry News

Page 1 of 2

CFIEI Canadian Farm and Industrial Equipment Institute
Institut canadien de l'equipemnet agricole et industriel
The Canadian Equipment Council of EMI (Progress Through Excellence)

MAY 2001 FLASH REPORT
CANADA REPORT - RETAIL SALES IN UNITS
(Report released June 13, 2001)

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.

| | MAY | | | MAY YEAR-TO-DATE | | | APRIL | |
|---------------------|------|------|--------|---------------------|-------|--------|--|--|
| | 2001 | 2000 | % CHG. | 2001 | 2000 | % CHG. | 2001 CANADIAN (FIELD) INVENTORY | 2000 CANADIAN (FIELD) INVENTO |
| ----- | | | | | | | | |
| EQUIPMENT | 2001 | 2000 | % CHG. | 2001 | 2000 | % CHG. | 3,842 | 2,874 |
| ----- | | | | | | | | |
| 2 WHEEL TRACTORS | | | | | | | | |
| ----- | | | | | | | | |
| UNDER 40 HP | 626 | 538 | 16.4% | 1,809 | 1,596 | 13.3% | 3,842 | 2,874 |
| ----- | | | | | | | | |

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

| | | | | | | | | |
|------------------------------|-------|-------|--------|-------|-------|-------|-------|-------|
| 40 & UNDER | | | | | | | | |
| 100 HP | 742 | 692 | 7.2% | 2,559 | 2,400 | 6.6% | 3,740 | 3,726 |
| 100 HP & OVER | 417 | 307 | 35.8% | 1,542 | 1,218 | 26.6% | 1,446 | 1,304 |
| TOTAL | 1,785 | 1,537 | 16.1% | 5,910 | 5,214 | 13.3% | 9,028 | 7,904 |
| 4 WD TRACTORS | 84 | 58 | 44.8% | 306 | 292 | 4.8% | 205 | 166 |
| TOTAL FARM | | | | | | | | |
| WHEEL TRACTORS | 1,869 | 1,595 | 17.2% | 6,216 | 5,506 | 12.9% | 9,233 | 8,070 |
| COMBINES (SELF-PROPELLED) | 35 | 42 | -16.7% | 225 | 241 | -6.6% | 547 | 603 |

8

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) 2001 Canadian Farm & Industrial Equipment Institute.
 All rights reserved.

Send mail to webmaster with questions or comments about this website.

LAST MODIFIED: JUNE 18, 2001

9

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 19, 2001