

CNH GLOBAL N V
Form 6-K
October 15, 2003

Table of Contents

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 October, 2003.

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-_____ .

TABLE OF CONTENTS

CNH Global N.V.
SIGNATURES

Table of Contents

CNH GLOBAL N.V.

Form 6-K for the month of October, 2003

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, 2003, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of August 2003 Relative to Industry Results or Levels, Compared with Prior Year Periods.
-

Table of Contents

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, 2003,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural
Equipment at the End of August 2003
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.

Table of Contents

Page 2

CNH Global N.V

September N.A. Activity

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY

CATEGORY	Total North American INDUSTRY	CNH RELATIVE PERFORMANCE (All Brands)
RETAIL UNIT SALES: MONTH OF SEPT. 2003		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 51.2%	up moderate double digits, but less than the industry
40 to 100 horsepower (2WD)	+ 36.1%	up high double digits, more than the industry
over 100 horsepower (2WD)	+ 33.4%	up high double digits, more than the industry
4 wheel drive tractors	+ 50.6%	down moderate double digits
Total tractors	+ 44.8%	up high double digits, slightly less than the industry
Combines	+ 9.9%	up high double digits
Loader/backhoes	+ 1.6%	down moderate double digits
Skid Steer Loaders	+ 10.1%	up low double digits, moderately more than the industry
Total Heavy Construction Equipment	+ 10.1%	up moderate double digits, significantly more than the industry
RETAIL UNIT SALES: 9 MONTHS, 2003		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 27.7%	up high single digits
40 to 100 horsepower (2WD)	+ 9.3%	up low double digits, moderately more than the industry
over 100 horsepower (2WD)	+ 3.5%	flat
4 wheel drive tractors	+ 2.3%	down high single digits
Total tractors	+ 19.3%	up high single digits
Combines	+ 4.2%	up low double digits
Loader/backhoes	+ 2.8%	down low double digits

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

Skid Steer Loaders	(0.8%)	down high single digits
Total Heavy Construction Equipment	+ 5.7%	up mid single digits, equal to the industry
DEALER INVENTORIES: END OF August 2003		
Agricultural Tractors:		
under 40 horsepower (2WD)	4.4 months supply	in line with the industry
40 to 100 horsepower (2WD)	4.9 months supply	1 month less than the industry
over 100 horsepower (2WD)	4.7 months supply	1 month less than the industry
4 wheel drive tractors	4.3 months supply	1 month less than the industry
Total tractors	4.6 months supply	1/2 month less than the industry
Combines	3.8 months supply	1 month more than the industry

Dated: October 15, 2003

Table of Contents

September 2003 Flash Report
U.S. Unit Retail Sales
 (Report released October 14, 2003)

Equipment	Sept 2003	Sept 2002	% Chg.	Y-T-D 2003	Y-T-D 2002	% Chg.	August 2003 U.S. Field Inventory
Farm Wheel Tractors -							
2 Wheel Drive							
Under 40 HP	10,328	6,773	52.5	102,396	79,618	28.6	41,281
40 & Under 100 HP	5,359	3,892	37.7	46,082	41,531	11.0	22,645
100 HP & Over	975	708	37.7	10,144	9,926	2.2	5,302
Total - 2 Wheel Drive	16,662	11,373	46.5	158,622	131,075	21.0	69,228
Total - 4 Wheel Drive	239	157	52.2	1,943	1,971	-1.4	929
Total Farm Wheel Tractors	16,901	11,530	46.6	160,565	133,046	20.7	70,157
Combines (Self-Propelled)	664	619	7.3	3,275	3,345	-2.1	1,497

Table of Contents

These data are, in part, estimates that 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. These data represent most, but not all, of the manufacturers in each product category being sold at retail in the fifty states and the District of Columbia.

Ag Flash Report is updated by the 15th of the month.

For further information, please contact Deb Carson at 414-298-4146.

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

(C)AEM 2003 Association of Equipment Manufacturers
Toll Free: 866-AEM-0442
[Click here to read our Legal and Privacy Information](#)
[Contact Us](#)

Headquarters Office
111 E. Wisconsin Ave. Suite 1000
Milwaukee, WI 53202-4806
Phone: 414-272-0943 Fax: 414-272-1170

Table of Contents**Industry Trends****Canadian Ag Flash Reports****September 2003 Flash Report Canada Unit Retail Sales**

(Report released 10/14/2003)

These data are, in part, estimates that 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. These data represent most, but not all, of the manufacturers in each product category being sold at retail in the Provinces of Canada.

Equipment	September			September YTD			August	
	2003	2002	% Chg.	2003	2002	% Chg.	2003 Canadian (Field) Inventory	2002 Canadian (Field) Inventory
Farm Wheel Tractors - 2 Wheel Drive								
Under 40 HP	440	347	26.8	4,179	3,833	9.0	3,191	3,202
40 & Under 100 HP	477	396	20.5	4,481	4,743	-5.5	3,472	3,683
100 HP & Over	195	169	15.4	2,893	2,669	8.4	1,558	1,380
Total - 2 Wheel Drive	1,112	912	21.9	11,553	11,245	2.7	8,221	8,265
Total - 4 Wheel Drive	20	15	33.3	506	423	19.6	222	176
Total Farm Wheel Tractors	1,132	927	22.1	12,059	11,668	3.4	8,443	8,441
Combines (Self-Propelled)	159	130	22.3	947	705	34.3	470	469

(C)AEM 2003 Association of Equipment Manufacturers
Toll Free: 866-AEM-0442
[Click here to read our Legal and Privacy Information](#)
Contact Us

Headquarters Office
111 E. Wisconsin Ave. Suite 1000
Milwaukee, WI 53202-4806
Phone: 414-272-0943 Fax: 414-272-1170

Table of Contents

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/ Darlene M. Roback

Darlene M. Roback
Assistant Secretary

October 15, 2003