

CNH GLOBAL N V
Form 6-K
November 13, 2003

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

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CNH GLOBAL N.V.

Form 6-K for the month of November, 2003

List of Exhibits:

1. Registrant's Summary North American Retail Unit Sales Activity For Selected Agricultural and Construction Equipment, During the Month of October and Cumulative for 10 Months, 2003, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of September 2003 Relative to Industry Results or Levels, Compared with Prior Year Periods.
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Summary North American Retail Unit Sales Activity
For Selected Agricultural and Construction Equipment,
During the Month of October and Cumulative for 10 Months, 2003,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural
Equipment at the End of September 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.

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October N.A. Activity

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY

CATEGORY	Total North American INDUSTRY	CNH RELATIVE PERFORMANCE (All Brands)
RETAIL UNIT SALES: MONTH OF OCT. 2003		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 24.9%	up mid single digits
40 to 100 horsepower (2WD)	+ 14.0%	down low double digits
over 100 horsepower (2WD)	+ 10.0%	up high double digits, significantly more than the industry
4 wheel drive tractors	+ 26.9%	up moderate double digits
Sub total tractors over 40 hp	+ 13.6%	up low double digits, in line with the industry
Total Ag tractors	+ 19.1%	up low double digits
Combines	(26.6%)	up moderate double digits
Loader/backhoes	+ 6.0%	down mid single digits
Skid Steer Loaders	+ 10.2%	down mid single digits
Total Heavy Construction Equipment	+ 21.7%	up, equal to the industry
RETAIL UNIT SALES: 10 MONTHS, 2003		
Agricultural Tractors:		
under 40 horsepower (2WD)	+ 27.5%	up high single digits
40 to 100 horsepower (2WD)	+ 9.8%	up low double digits, slightly better than the industry
over 100 horsepower (2WD)	+ 4.5%	up mid single digits, slightly better than the industry
4 wheel drive tractors	+ 6.2%	down low single digits
Sub total tractors over 40 hp	+ 8.5%	up low double digits
Total Ag tractors	+ 19.3%	up high single digits

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Combines	(1.6%)	up low double digits
Loader/backhoes	+ 3.1%	down low double digits
Skid Steer Loaders	+ 0.4%	down high single digits
Total Heavy Construction Equipment	+ 7.5%	up high single digits, equal to the industry

DEALER INVENTORIES: END OF September 2003

Agricultural Tractors:

under 40 horsepower (2WD)	4.1 months supply	in line with the industry
40 to 100 horsepower (2WD)	4.6 months supply	> 1 month lower than the industry
over 100 horsepower (2WD)	5.0 months supply	1/2 month lower than the industry
4 wheel drive tractors	4.5 months supply	in line with the industry
Total tractors	4.4 months supply	1/2 month lower than the industry
Combines	3.7 months supply	1/2 month higher than the industry

Dated: November 13, 2003

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October 2003 Flash Report
U.S. Unit Retail Sales
 (Report released November 12, 2003)

Equipment	Oct 2003	Oct 2002	% Chg.	Y-T-D 2003	Y-T-D 2002	% Chg.	Sept 2003 U.S. Field Inventory
Farm Wheel Tractors -							
2 Wheel Drive							
Under 40 HP	9,909	7,965	24.4	112,400	87,618	28.3	40,242
40 & Under 100 HP	5,822	5,006	16.3	51,911	46,539	11.5	21,837
100 HP & Over	2,162	1,979	9.2	12,302	11,905	3.3	5,845
Total - 2 Wheel Drive	17,893	14,950	19.7	176,613	146,062	20.9	67,924
Total - 4 Wheel Drive	498	401	24.2	2,441	2,372	2.9	1,006
Total - Farm Wheel Tractors	18,391	15,351	19.8	179,054	148,434	20.6	68,930
Combines (Self-Propelled)	546	778	-29.8	3,816	4,123	-7.4	1,495

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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](#)

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Manufacturers
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(Report released 11/12/2003)

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	October			October YTD			September	
	2003	2002	% Chg.	2003	2002	% Chg.	2003 Canadian (Field) Inventory	2002 Canadian (Field) Inventory
Farm Wheel Tractors - 2 Wheel Drive								
Under 40 HP	655	492	33.1	4,852	4,325	12.2	3,081	2,796
40 & Under 100 HP	1,063	1,035	2.7	5,550	5,778	-3.9	3,313	3,619
100 HP & Over	482	425	13.4	3,373	3,094	9.0	1,693	1,474
Total - 2 Wheel Drive	2,200	1,952	12.7	13,775	13,197	4.4	8,087	7,889
Total - 4 Wheel Drive	78	53	47.2	584	476	22.7	236	208
Total Farm Wheel Tractors	2,278	2,005	13.6	14,359	13,673	5.0	8,323	8,097
Combines (Self-Propelled)	118	127	-7.1	1,061	832	27.5	397	387

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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/ Darlene M. Roback
Darlene M. Roback
Assistant Secretary

November 13, 2003