

CNH GLOBAL N V
Form 6-K
April 19, 2004

**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 April, 2004.

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-____.)

CNH GLOBAL N.V.

Form 6-K for the month of April, 2004

List of Exhibits:

1. Registrant's Summary North American Retail Unit Sales Activity For Selected Agricultural and Construction Equipment, During the Month of March and Cumulative for 3 Months, 2004, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of February 2004 Relative to Industry Results or Levels, Compared with Prior Year Periods.
-

CNH Global N.V.

Summary North American Retail Unit Sales Activity
For Selected Agricultural and Construction Equipment,
During the Month of March and Cumulative for 3 Months, 2004,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural
Equipment at the End of February 2004
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.

SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY

CATEGORY	Total North American INDUSTRY	CNH RELATIVE PERFORMANCE (All Brands)
RETAIL UNIT SALES: MONTH OF MARCH 2004		
Agricultural Tractors: under 40 horsepower (2WD)	11.5%	down low double digits
40 to 100 horsepower (2WD)	4.5%	flat
over 100 horsepower (2WD)	9.7%	up low double digits
4 wheel drive tractors	37.9%	up moderate double digits, but moderately less than the industry
Sub total tractors over 40 hp	7.4%	up mid single digits, in line with the industry
Total Ag tractors	9.8%	down low single digits
Combines	(2.5)%	up moderate double digits
Loader/backhoes	up significantly	up significantly, but significantly less than the industry
Skid Steer Loaders	up significantly	up significantly, but moderately less than the industry
Total Heavy Construction Equipment	up significantly	up significantly, slightly better than the industry

**RETAIL UNIT SALES:
3 MONTHS, 2004**

Agricultural Tractors: under 40 horsepower (2WD)	16.9%	down mid single digits
40 to 100 horsepower (2WD)	15.2%	up low double digits, moderately less than the industry
over 100 horsepower (2WD)	21.7%	down low single digits
4 wheel drive tractors	29.4%	up high double digits, moderately more than the industry
Sub total tractors over 40 hp	17.5%	up high single digits
Total Ag tractors	17.2%	up low single digits
Combines	2.6%	up low double digits
Loader/backhoes	up significantly	up moderately
Skid Steer Loaders	up significantly	up significantly, but slightly less than the industry
Total Heavy Construction Equipment	up significantly	up significantly, but moderately less than the industry

**DEALER INVENTORIES:
END OF February 2004**

Agricultural Tractors: under 40 horsepower (2WD)	5.7 months supply	1/2 month lower than the industry
40 to 100 horsepower (2WD)	5.2 months supply	1/2 month lower than the industry

over 100 horsepower (2WD)	5.0 months supply	1/2 month lower than the industry
---------------------------	-------------------	-----------------------------------

4 wheel drive tractors	3.8 months supply	1 month lower than the industry
------------------------	-------------------	---------------------------------

Total tractors	5.5 months supply	1/2 month lower than the industry
----------------	-------------------	-----------------------------------

Combines Dated: April 15, 2004	3.6 months supply	> 1 month higher than the industry
-----------------------------------	-------------------	------------------------------------

U.S. Ag Flash Reports

March 2004 Flash Report**U.S. Unit Retail Sales**

(Report released 4/13/2004)

				Y-T-D	Y-T-D		Feb. 2004
Equipment	March	March		Y-T-D	Y-T-D	% Chg.	U.S. Field
	2004	2003	% Chg.	2004	2003		Inventory
Farm Wheel Tractors 2							
Wheel Drive							
Under 40 HP	10,521	9,451	11.3	21,197	18,128	16.9	60,786
40 & Under 100 HP	4,892	4,560	7.3	11,982	10,161	17.9	27,262
100 HP & Over	1,907	1,524	25.1	4,847	3,499	38.5	6,196
Total - 2 Wheel Drive	17,320	15,535	11.5	38,026	31,788	19.6	94,244
Total - 4 Wheel Drive	395	277	42.6	794	607	30.8	941
Total Farm Wheel							
Tractors	17,715	15,812	12.0	38,820	32,395	19.8	95,185
Combines							
(Self-Propelled)	265	268	-1.1	648	650	-0.3	1,296

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.

To U.S. Ag Flash Report Archive >>

© AEM 2004 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

Canadian Ag Flash Reports

March 2004 Flash Report Canada Unit Retail Sales

(Report released 4/13/2004)

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	March			March YTD			February	
	2004	2003	% Chg.	2004	2003	% Chg.	2004 Canadian (Field) Inventory	2003 Canadian (Field) Inventory
Farm Wheel Tractors - 2 Wheel Drive								
Under 40 HP	356	301	18.3	813	704	15.5	2,741	3,472
40 & Under 100 HP	346	454	-23.8	938	1,059	-11.4	2,575	2,950
100 HP & Over	221	416	-46.9	486	884	-45.0	1,643	1,672
Total - 2 Wheel Drive	923	1,171	-21.2	2,237	2,647	-15.5	6,959	8,094
Total - 4 Wheel Drive	67	58	15.5	144	118	22.0	198	239
Total Farm Wheel Tractors	990	1,229	-19.4	2,381	2,765	-13.9	7,157	8,333
Combines (Self-Propelled)	53	58	-8.6	131	109	20.2	487	311

Go To Canadian Ag Flash Reports Archive >>

© AEM 2004 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

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/ Richard R. Dykhous
Richard R. Dykhous
Assistant Secretary

April 19, 2004