

CNH GLOBAL N V  
Form 6-K  
September 15, 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 September, 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 September, 2004

List of Exhibits:

1. Registrant's Summary North American Retail Unit Sales Activity For Selected Agricultural and Construction Equipment, During the Month of August and Cumulative for 8 Months, 2004, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of July 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 August and Cumulative for 8 Months, 2004,  
And Indicators of North American Dealer Inventory Levels for Selected Agricultural  
Equipment at the End of July 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 or 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**


---

<b>CATEGORY</b>	<b>Total North American INDUSTRY</b>	<b>CNH RELATIVE PERFORMANCE (All Brands)</b>
<b>RETAIL UNIT SALES: MONTH OF August 2004</b>		
Agricultural Tractors: under 40 horsepower (2WD)	(4.9)%	Down high single digits
40 to 100 horsepower (2WD)	+20.5%	Up high double digits, significantly more than the industry
over 100 horsepower (2WD)	+51.0%	Up high double digits, moderately less than the industry
4 wheel drive tractors	+35.9%	Up triple digits
Sub total tractors over 40 hp	+24.7%	Up high double digits, significantly more than the industry
Total Ag tractors	+5.3%	Up low double digits, moderately more than the industry
Combines	+77.3%	Up moderate double digits, significantly less than the industry
Loader/backhoes	Up low single digits	Up low double digits
Skid Steer Loaders	Up low single digits	Down mid single digits
Total Heavy		
Construction Equipment	Up moderate double digits	Up low double digits
<b>RETAIL UNIT SALES: 8 MONTHS, 2004</b>		
Agricultural Tractors: under 40 horsepower (2WD)	+8.3%	Up mid single digits
40 to 100 horsepower (2WD)	+15.0%	Up low double digits, in line with the industry

over 100 horsepower (2WD)	+31.2%	Up moderate double digits, slightly less than the industry
4 wheel drive tractors	+22.6%	Up moderate double digits, slightly more than the industry
Sub total tractors over 40 hp	+18.5%	Up low double digits, equal to the industry
Total Ag tractors	+12.2%	Up low double digits, equal to the industry
Combines	+38.1%	Up low double digits, significantly less than the industry
Loader/backhoes	Up moderate double digits	Up moderate double digits, equal to the industry
Skid Steer Loaders	Up low double digits	Up high single digits
Total Heavy Construction Equipment	Up moderate double digits	Up moderate double digits, slightly less than the industry

**DEALER INVENTORIES:  
END OF July 2004**

Agricultural Tractors: under 40 horsepower (2WD)	5.3 months supply	1/2 month higher than the industry
40 to 100 horsepower (2WD)	5.1 months supply	1 month higher than the industry
over 100 horsepower (2WD)	4.3 months supply	In line with the industry
4 wheel drive tractors	3.5 months supply	1 month less than the industry
Total tractors	5.1 months supply	1/2 month higher than the industry
Combines Dated: September 15, 2004	5.4 months supply	> 1 month higher than the industry

---

**U.S. Ag Flash Reports**


---

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

(Report released 9/10/2004)

---

<b>Equipment</b>	<b>August 2004</b>	<b>August 2003</b>	<b>% Chg.</b>	<b>Y-T-D 2004</b>	<b>Y-T-D 2003</b>	<b>% Chg.</b>	<b>July 2004 U.S. Field Inventory</b>
<hr/>							
<b>Farm Wheel Tractors - 2 Wheel Drive</b>							
Under 40 HP	11,098	11,678	-5.0	99,297	92,193	7.7	58,790
40 & Under 100 HP	6,197	5,088	22.3	47,655	40,718	17.0	28,002
100 HP & Over	1,049	631	66.2	13,287	9,141	45.4	6,065
<b>Total - 2 Wheel Drive</b>	<b>18,342</b>	<b>17,377</b>	<b>5.6</b>	<b>160,239</b>	<b>142,052</b>	<b>12.8</b>	<b>92,857</b>
<b>Total - 4 Wheel Drive</b>	<b>157</b>	<b>115</b>	<b>36.5</b>	<b>2,199</b>	<b>1,703</b>	<b>29.1</b>	<b>996</b>
<b>Total Farm Wheel Tractors</b>	<b>18,499</b>	<b>17,492</b>	<b>5.8</b>	<b>162,438</b>	<b>143,755</b>	<b>13.0</b>	<b>93,853</b>
<b>Combines (Self-Propelled)</b>	<b>928</b>	<b>414</b>	<b>124.2</b>	<b>3,698</b>	<b>2,596</b>	<b>42.4</b>	<b>2,190</b>

---

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

---



## Industry Trends

### Canadian Ag Flash Reports

#### August 2004 Flash Report Canada Unit Retail Sales

(Report released 9/10/2004)

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.

	August			August YTD			July	
	2004	2003	% Chg.	2004	2003	% Chg.	2004 Canadian (Field) Inventory	2003 Canadian (Field) Inventory
<b>Equipment</b>								
<b>Farm Wheel Tractors - 2 Wheel Drive</b>								
Under 40 HP	432	439	-1.6	4,617	3,758	22.9	2,933	3,282
40 & Under 100 HP	345	359	-3.9	3,741	3,991	-6.3	2,949	3,400
100 HP & Over	171	177	-3.4	2,216	2,672	-17.1	1,531	1,579
<b>Total - 2 Wheel Drive</b>	<b>948</b>	<b>975</b>	<b>-2.8</b>	<b>10,574</b>	<b>10,421</b>	<b>1.5</b>	<b>7,413</b>	<b>8,261</b>
<b>Total - 4 Wheel Drive</b>	<b>17</b>	<b>13</b>	<b>30.8</b>	<b>485</b>	<b>486</b>	<b>-0.2</b>	<b>171</b>	<b>222</b>
<b>Total Farm Wheel Tractors</b>	<b>965</b>	<b>988</b>	<b>-2.3</b>	<b>11,059</b>	<b>10,907</b>	<b>1.4</b>	<b>7,584</b>	<b>8,483</b>
<b>Combines (Self-Propelled)</b>	<b>292</b>	<b>274</b>	<b>6.6</b>	<b>966</b>	<b>782</b>	<b>23.5</b>	<b>764</b>	<b>561</b>

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.

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

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

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

September 15, 2004