CNH GLOBAL N V Form 6-K June 24, 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 June, 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 file	es or will file annu	al 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-\_\_\_\_\_.)

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## CNH GLOBAL N.V.

Form 6-K for the month of June, 2004

## List of Exhibits:

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, 2004, And Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of April 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 May and Cumulative for 5 Months, 2004,
And Indicators of North American Dealer Inventory Levels for Selected Agricultural
Equipment at the End of April 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.

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May N.A. Activity

SUMMA	ARY OF NORTH AMERIC	CAN RETAIL ACTIVITY		
CATEGORY	Total North American INDUSTRY	CNH RELATIVE PERFORMANCE (All Brands)		
RETAIL UNIT SALES: MONTH OF May 2004				
Agricultural Tractors: under 40 horsepower (2WD)	(1.3)%	down high single digits		
40 to 100 horsepower (2WD)	(8.1)%	down mid single digits, slightly better than the industry		
over 100 horsepower (2WD)	(6.0)%	down low double digits		
4 wheel drive tractors	(12.0)%	down moderate double digits		
Sub total tractors over 40 hp	(7.9)%	down high single digits, in line with the industry		
Total Ag tractors	(3.6)%	down high single digits		
Combines	+72.9%	up high double digits		
Loader/backhoes	up moderate double digits	up moderate double digits, moderately better than the industry		
Skid Steer Loaders	up high single digits	down mid single digits		
Total Heavy  Construction Equipment	up moderate double digits	up high double digits		
RETAIL UNIT SALES: 5 MONTHS, 2004				
Agricultural Tractors: under 40 horsepower (2WD)	+10.5%	down mid single digits		
40 to 100 horsepower (2WD)	+11.1%	up mid single digits		
over 100 horsepower (2WD)	+22.2%	up mid single digits		

4 wheel drive tractors	+14.2%	up mid single digits			
Sub total tractors over 40 hp	+14.0%	up mid single digits			
Total Ag tractors	+11.9%	flat			
Combines	+14.3%	down low double digits			
Loader/backhoes	up moderate double digits	up low double digits			
Skid Steer Loaders	up moderate double digits	up low double digits			
Total Heavy		un madante dauble dicite eliabele less than the			
Construction Equipment	up high double digits	up moderate double digits, slightly less than the industry			
DEALER INVENTORIES: END OF April 2004					
Agricultural Tractors: under 40 horsepower (2WD)	6.2 months supply	in line with the industry			
40 to 100 horsepower (2WD)	5.1 months supply	in line with the industry			
over 100 horsepower (2WD)	4.0 months supply	1/2 month more than the industry			
4 wheel drive tractors	2.7 months supply	1 month less than the industry			
Total tractors	5.6 months supply	in line with the industry			
Combines	4.5 months supply	more than 1 month more than the industry			

# **U.S. Ag Flash Reports**

# May 2004 Flash Report U.S. Unit Retail Sales (Report released 6/10/2004)

**April 2004** U.S. Y-T-D Y-T-D **Field Equipment** May 2004 May 2003 2004 2003 % Chg. % Chg. **Inventory** Farm Wheel Tractors -2 Wheel Drive Under 40 HP 16,441 16,068 (2.3%)54,839 49,839 10.0% 67,031 40 & Under 100 HP 5,978 6,300 25,570 22,491 13.7% 27,268 (5.1%)100 HP & Over 8,990 1,222 1,184 3.2% 6,642 35.4% 5,167 **Total - 2 Wheel Drive** 23,925 23,268 (2.7%)89,399 78,972 13.2% 99,466 **Total - 4 Wheel Drive** 220 219 0.5% 1,557 1,291 20.6% 688 **Total Farm Wheel Tractors** 23,488 24,144 (2.7%)90,956 80,263 13.3% 100,154 **Combines** (Self-Propelled) 372 248 50.0% 1,490 1,369 8.8% 1,629

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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.

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# **Industry Trends**

# **Canadian Ag Flash Reports**

# May 2004 Flash Report Canada Unit Retail Sales

(Report released 6/10/2004)

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.

	May		May YTD			April		
Equipment	2004	2003	% Chg.	2004	2003	% Chg.	(Field)	2003 nCanadian (Field) yInventory
Farm Wheel								
Tractors -								
2 Wheel Drive								
Under 40 HP	974	824	18.2%	2,457	2,002	22.7%	3,545	4,025
40 & Under 100 HP	559	814	(31.3%)	2,174	2,472	(12.1%)	2,769	3,557
100 HP & Over	332	469	(29.2%)	1,397	1,858	(24.8%)	1,401	1,662
<b>Total - 2 Wheel Drive</b>	1,865	2,107	(11.5%)	6,028	6,332	(4.8%)	7,715	9,244
<b>Total - 4 Wheel Drive</b>	80	122	(34.4%)	393	417	(5.8%)	160	276
<b>Total Farm Wheel</b>								
Tractors	1,945	2,229	(12.7%)	6,421	6,749	(4.9%)	7,875	9,520
Combines			•					
(Self-Propelled)	112	32	250.0%	345	237	45.6%	591	357

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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/ Richard R. Dykhouse Richard R. Dykhouse Assistant Secretary

June 24, 2004