CNH GLOBAL N V Form 6-K April 15, 2008

# 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 2008

Commission File No. 333-05752

# 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 x Form 40-F "

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule101(b)(1): "

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule101(b)(7): "

(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-\_\_\_\_\_\_.)

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

#### CNH GLOBAL N.V.

Form	6-K	for	the	month	of	April	2008
------	-----	-----	-----	-------	----	-------	------

List of Exhibits:

- 1. Registrant s Summary North American Retail Unit Sales Activity For Selected Agricultural Equipment During the Month of March and Cumulative for 3 Months 2008, Compared with Prior Year Periods, and Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of February 2008 Relative to Industry Results or Levels.
- 2. Registrant s Estimated North American Retail Unit Sales Activity for Selected Construction Equipment During the Month of March and cumulative for 3 Months of 2008, Relative to Industry Results or Levels, Compared with Prior Year Periods.

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

#### CNH Global N.V.

Summary North American Retail Unit Sales Activity

For Selected Agricultural Equipment

During the Month of March and Cumulative for 3 Months 2008, Compared with Prior Year Periods,

and Indicators of North American Dealer Inventory Levels for Selected Agricultural

Equipment at the End of February 2008

Relative to Industry Results or Levels

The following table summarizes selected agricultural 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 monthly Agricultural Flash reports from AEM and CFIEI follow the table.

Page 2 CNH Global N.V. March N.A. Activity

## SUMMARY OF NORTH AMERICAN RETAIL ACTIVITY

CNH RELATIVE PERFORMANCE

American

	7 Illier Team	
CATEGORY	INDUSTRY	(All Brands)
RETAIL UNIT SALES:		
MONTH of March 2008		
Agricultural Tractors:		
Agriculturar Tractors.		
under 40 horsepower (2WD)	(27.8)%	Down high double digits, significantly worse than the industry
40 to 100 horsepower (2WD)	(24.4)%	Down high double digits, significantly worse than the industry
over 100 horsepower (2WD)	+16.1%	Up low double digits, slightly worse than the industry
4 wheel drive tractors	+31.0%	Down mid single digits, significantly worse than the industry
Sub total tractors over 40 hp	(13.1)%	Down moderate double digits, moderately worse than the industry
Total Ag tractors	(20.8)%	Down moderate double digits, moderately worse than the industry
Combines	+12.0%	Down mid-single digits, significantly worse than the industry
DETAIL LINET CALEC.		
RETAIL UNIT SALES:		
3 MONTHS 2008		
Agricultural Tractors:		
under 40 horsepower (2WD)	(18.5)%	Down moderate double digits, moderately worse than the industry
40 to 100 horsepower (2WD)	(15.3)%	Down low double digits, slightly worse than the industry
over 100 horsepower (2WD)	+29.7%	Up moderate double digits, slightly worse than the industry
4 wheel drive tractors	+32.5%	Up low double digits, significantly worse than the industry
Sub total tractors over 40 hp	(3.5)%	Down mid single digits, slightly worse than the industry
Total Ag tractors	(10.9)%	Down low double digits, slightly worse than the industry
Combines	+12.1%	Up low double digits, equal to the industry
AG DEALER INVENTORIES:		
END OF February 2008		
Agricultural Tractors:		
1 401 (2007)	65 4 1	
under 40 horsepower (2WD)	6.5 months supply	·
40 to 100 horsepower (2WD)	5.4 months supply	in line with the industry
over 100 horsepower (2WD)	3.4 months supply	in line with the industry
4 wheel drive tractors	2.7 months supply	1/2 month less than the industry
Total tractors	5.7 months supply	in line with the industry
Combines	1.8 months supply	<sup>1</sup> /2 month more than the industry

Page 3

# March 2008 Flash Report

### **U.S. Unit Retail Sales**

(Report Released 4/10/2008)

Copyright. AEM. All rights reserved If data is referenced, please acknowledge AEM as the source.

	March 2008 2007 %Chg		YTD -March 2008 2007 % Chg			Beginning Inventory March 2008	
2WD Farm Tractors	2300	2007	/CONG	2000	2007	/C Clig	2000
< 40 HP	8,277	11,961	-30.8	17,260	22,138	-22.0	62,584
40 < 100 HP	5,715	7,806	-26.8	13,580	16,643	-18.4	35,075
100 + HP	2,572	2,287	12.5	6,127	4,776	28.3	5,837
Total 2WD Farm Tractors	16,564	22,054	-24.9	36,967	43,557	-15.1	103,496
4WD Farm Tractors	468	363	28.9	957	731	30.9	844
Total Farm Tractors	17,032	22,417	-24.0	37,924	44,288	-24.0	104,340
Self-Prop Combines	443	410	8.0	1,275	1,151	10.8	965

These data are, in part, estimates that are subject to revisions when final detail data becomes 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 beging sold at retail in the fifty states and District of Columbia

Page 4

### Association of Equipment Manufacturers - Industry Data

## **Trade Press and Flash Report Subscribers**

## Farm Equipment Monthly Sales Flash - Canada

Contact Rex Sprietsma, Director of Statistics

Month Ending March 31, 2008

(Debbie Carson, Manager of Statistics)

Phone 414.272.0943

	March		YTD -March			Beginning Inventory March	
	2008	2007	%Chg	2008	2007	%Chg	2008
2WD Farm Tractors							
< 40 HP	853	686	24.3	1,869	1,322	41.4	6,174
40 < 100 HP	649	611	6.2	1,511	1,167	29.5	3,085
100 + HP	442	310	42.6	853	604	41.2	1,629
Total 2WD Farm Tractors	1,944	1,607	21.0	4,233	3,093	36.9	10,888
4WD Farm Tractors	120	86	39.5	192	136	41.2	195
Total Farm Tractors	2,064	1,693	21.9	4,425	3,229	21.9	11,083
Self-Prop Combines	108	82	31.7	204	168	21.4	363

These data are, in part, estimates that are subject to revisions when final detail data becomes 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 beging sold at retail in Canada

Copyright AEM. All rights reserved. If data is referenced, please achknowledge AEM as the source.

Page 5

### CNH Global N.V.

Estimated North American Retail Unit Sales Activity

For Selected Construction Equipment

During the Month of March and cumulative for 3 Months of 2008,

Relative to Industry Results or Levels, Compared with Prior Year Periods

The following table summarizes CNH s estimates of selected construction equipment industry retail unit sales results in North America as compared with prior year periods. Estimated industry results for the current periods are expressed in terms of the percentage change from the prior year periods, by major product category.

These industry preliminary estimates are based on unit sales and are believed to include most, but not all, of the equipment sold in each of the categories. The estimates 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 also 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.

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.

#### Estimated North American Retail Activity March 2008

**Total North** 

CNH RELATIVE PERFORMANCE American

**CATEGORY INDUSTRY** (All Brands) **RETAIL UNIT SALES:** 

MONTH of March 2008		
Loader/backhoes	Down moderate double digits	Down high double digits, significantly more than the industry
Skid Steer Loaders	Down moderate double digits	Down moderate double digits, moderately better than the industry
Total Light Equipment	Down moderate double digits	Down moderate double digits, slightly better than the industry
Total Heavy Equipment	Down moderate double digits	Down moderate double digits, moderately more than the industry

#### **RETAIL UNIT SALES:**

#### **3 MONTHS 2008**

Loader/backhoes	Down low double digits	Down moderate double digits, moderately more than the industry
Skid Steer Loaders	Down low double digits	Down low double digits, equal to the industry
Total Light Equipment	Down moderate double digits	Down moderate double digits, in-line with the industry
Total Heavy Equipment	Down moderate double digits	Down moderate double digits, moderately more than the industry

### **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/ Rubin J. McDougal Rubin J. McDougal

Chief Financial Officer

April 15, 2008