

CNH GLOBAL N V  
Form 6-K  
April 13, 2010

# **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 2010**

**Commission File No. 333-05752**

# **CNH GLOBAL N.V.**

**(Translation of Registrant's Name Into English)**

**World Trade Center**

**Tower B, 10<sup>th</sup> Floor**

**Amsterdam Airport**

**The Netherlands**

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

(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 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 ☒

(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 2010

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 of 2010, Compared with Prior Year Periods, and Indicators of North American Dealer Inventory Levels for Selected Agricultural Equipment at the End of February 2010 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 2010, Relative to Industry Results or Levels, Compared with Prior Year Periods.

**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 Tobin  
Richard Tobin  
Chief Financial Officer

April 13, 2010

Summary North American Retail Unit Sales Activity

For Selected Agricultural Equipment

During the Month of March and Cumulative for 3 Months 2010, Compared with Prior Year

Periods, and Indicators of North American Dealer Inventory Levels for Selected Agricultural

Equipment at the End of February 2010

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.

## 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:</b>		
<b>Month to Date</b>		
<i>Agricultural Tractors:</i>		
<i>under 40 horsepower (2WD)</i>	<i>14.6%</i>	<i>Down moderate double digits, significantly worse than the industry</i>
<i>40 to 100 horsepower (2WD)</i>	<i>(10.5)%</i>	<i>Down high double digits, significantly more than the industry</i>
<i>over 100 horsepower (2WD)</i>	<i>5.2%</i>	<i>Down mid single digits, moderately worse than the industry</i>
<i>4 wheel drive tractors</i>	<i>41.7%</i>	<i>Up low double digits, significantly less than the industry</i>
<i>Subtotal tractors over 40 hp</i>	<i>(1.8)%</i>	<i>Down moderate double digits, significantly more than the industry</i>
<i>Total Ag tractors</i>	<i>5.8%</i>	<i>Down moderate double digits, significantly worse than the industry</i>
<i>Combines</i>	<i>(2.0)%</i>	<i>Up low double digits, significantly better than the industry</i>
<b>Year to Date</b>		
<i>Agricultural Tractors:</i>		
<i>under 40 horsepower (2WD)</i>	<i>3.9%</i>	<i>Down moderate double digits, significantly worse than the industry</i>
<i>40 to 100 horsepower (2WD)</i>	<i>(11.9)%</i>	<i>Down moderate double digits, significantly more than the industry</i>
<i>over 100 horsepower (2WD)</i>	<i>14.0%</i>	<i>Flat, moderately worse than the industry</i>
<i>4 wheel drive tractors</i>	<i>24.8%</i>	<i>Up low double digits, moderately less than the industry</i>
<i>Subtotal tractors over 40 hp</i>	<i>(0.8)%</i>	<i>Down low double digits, significantly more than the industry</i>
<i>Total Ag tractors</i>	<i>1.3%</i>	<i>Down moderate double digits, significantly worse than the industry</i>
<i>Combines</i>	<i>0.7%</i>	<i>Up low double digits, moderately more than the industry</i>
<b>AG DEALER INVENTORIES:</b>		
<b>End of the month</b>		
<i>Agricultural Tractors:</i>		
<i>under 40 horsepower (2WD)</i>	<i>7.1 months supply</i>	<i>1 month less than the industry</i>
<i>40 to 100 horsepower (2WD)</i>	<i>6.0 months supply</i>	<i>&gt; 1 month less than the industry</i>
<i>over 100 horsepower (2WD)</i>	<i>3.9 months supply</i>	<i>1/2 months less than the industry</i>
<i>4 wheel drive tractors</i>	<i>2.4 months supply</i>	<i>1/2 months less than the industry</i>
<i>Total tractors</i>	<i>6.1 months supply</i>	<i>&gt; 1 month less than the industry</i>
<i>Combines</i>	<i>1.3 months supply</i>	<i>In line with the industry</i>

## March 2010 Flash Report

## United States Unit Retail Sales

(Report Released 4/9/2010)

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	2010	March 2009	% Chg	YTD - March 2010	2009	% Chg	Beginning Inventory March 2010
<b>2WD Farm Tractors</b>							
< 40 HP	7,467	6,417	16.4	14,304	13,538	5.7	46,311
40 < 100 HP	3,839	4,198	-8.6	9,007	10,134	-11.1	24,268
100+ HP	2,571	2,437	5.5	6,682	5,822	14.8	7,182
<b>Total 2WD Farm Tractors</b>	<b>13,877</b>	<b>13,052</b>	<b>6.3</b>	<b>29,993</b>	<b>29,494</b>	<b>1.7</b>	<b>77,761</b>
4WD Farm Tractors	558	381	46.5	1,191	903	31.9	834
<b>Total Farm Tractors</b>	<b>14,435</b>	<b>13,433</b>	<b>7.5</b>	<b>31,184</b>	<b>30,397</b>	<b>2.6</b>	<b>78,595</b>
<b>Self-Prop Combines</b>	<b>622</b>	<b>584</b>	<b>6.5</b>	<b>1,677</b>	<b>1,626</b>	<b>3.1</b>	<b>1,017</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 District of Columbia.*

**March 2010 Flash Report****Canada Unit Retail Sales****(Report Released 4/9/2010)**

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

	March			YTD - March			Beginning Inventory March 2010
	2010	2009	% Chg	2010	2009	% Chg	
<b>2WD Farm Tractors</b>							
< 40 HP	551	581	-5.2	1,285	1,460	-12.0	6,760
40 < 100 HP	414	556	-25.5	1,077	1,314	-18.0	3,142
100+ HP	359	348	3.2	795	736	8.0	1,852
<b>Total 2WD Farm Tractors</b>	<b>1,324</b>	<b>1,485</b>	<b>-10.8</b>	<b>3,157</b>	<b>3,510</b>	<b>-10.1</b>	<b>11,754</b>
4WD Farm Tractors	149	118	26.3	299	291	2.7	320
<b>Total Farm Tractors</b>	<b>1,473</b>	<b>1,603</b>	<b>-8.1</b>	<b>3,456</b>	<b>3,801</b>	<b>-9.1</b>	<b>12,074</b>
<b>Self-Prop Combines</b>	<b>124</b>	<b>177</b>	<b>-29.9</b>	<b>285</b>	<b>323</b>	<b>-11.8</b>	<b>341</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 Canada.*



Estimated North American Retail Unit Sales Activity

For Selected Construction Equipment

During the Month of March and cumulative for 3 Months of 2010,

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**

**Total North American**

<b>CATEGORY</b>	<b>Industry</b>	<b>CNH RELATIVE PERFORMANCE (All Brands)</b>
<b>RETAIL UNIT SALES:</b>	<b>March 2010</b>	
<b>Month to Date</b>		
<i>Loader/backhoes</i>	<i>Down low double digits</i>	<i>Down moderate double digits, significantly more than the industry</i>
<i>Skid Steer Loaders</i>	<i>Up mid single digits</i>	<i>Up mid single digits, in line with the industry</i>
<i>Total Light Equipment*</i>	<i>Up low single digits</i>	<i>Down low double digits, moderately worse than the industry</i>
<i>Total Heavy Equipment**</i>	<i>Down low single digits</i>	<i>Flat, slightly better than the industry</i>
<b>Year to Date</b>		
<i>Loader/backhoes</i>	<i>Down low double digits</i>	<i>Down low double digits, moderately more than the industry</i>
<i>Skid Steer Loaders</i>	<i>Down low single digits</i>	<i>Down low double digits, moderately more than the industry</i>
<i>Total Light Equipment*</i>	<i>Down mid single digits</i>	<i>Down low double digits, moderately more than the industry</i>
<i>Total Heavy Equipment**</i>	<i>Down low double digits</i>	<i>Down low double digits, slightly more than the industry</i>

\* As of January 1, 2009 compact track loaders and rough terrain forklift have been included in light equipment, as industry volume estimates are available for both 2008 and 2009.

\*\* As of January 1, 2009 crawler loaders have been excluded from heavy equipment, as units volumes are no longer significant.