

2009 Dealer Statistics

As Reported

Disclaimer:

Caterpillar is providing supplemental information concerning deliveries to users for its Machinery and Engines lines of business. We sell the majority of our machinery and engines to independently owned and operated dealers and OEMs to meet the demands of their customers, the end users. Due to time lags between our sales to dealers and dealers' deliveries to end users, we believe this information may help readers better understand our business and the industries we serve. This information is based on unaudited reports provided by our independent dealers and is not subject to our internal control over financial reporting. As such, we cannot warrant the accuracy of this data, nor do we adjust prior period information. All information provided in the Dealer Statistics section is calculated in Constant dollars.

Dealer Reported Retail Statistics- Machines ¹						
by marketing region for the 3-month rolling period compared to same months of prior year						
Period Ended	Asia/Pacific	EAME	Latin America	ROW	North America	World
January	DOWN 15%	DOWN 27%	UP 4%	DOWN 17%	DOWN 30%	DOWN 22%
January with Cat Japan	DOWN 21%					DOWN 23%
February	DOWN 8%	DOWN 37%	DOWN 2%	DOWN 22%	DOWN 35%	DOWN 27%
February with Cat Japan	DOWN 17%					DOWN 28%
March	DOWN 13%	DOWN 44%	DOWN 6%	DOWN 28%	DOWN 41%	DOWN 33%
March with Cat Japan	DOWN 21%					DOWN 34%
April	DOWN 21%	DOWN 47%	DOWN 9%	DOWN 32%	DOWN 51%	DOWN 39%
May	DOWN 30%	DOWN 46%	DOWN 12%	DOWN 35%	DOWN 57%	DOWN 43%
June	DOWN 27%	DOWN 51%	DOWN 23%	DOWN 38%	DOWN 59%	DOWN 47%
July	DOWN 30%	DOWN 50%	DOWN 28%	DOWN 40%	DOWN 59%	DOWN 48%
August	DOWN 33%	DOWN 50%	DOWN 37%	DOWN 42%	DOWN 57%	DOWN 48%
September	DOWN 40%	DOWN 55%	DOWN 41%	DOWN 47%	DOWN 60%	DOWN 52%
October	DOWN 36%	DOWN 53%	DOWN 41%	DOWN 45%	DOWN 58%	DOWN 50%
November	DOWN 31%	DOWN 53%	DOWN 27%	DOWN 40%	DOWN 54%	DOWN 45%
December	DOWN 12%	DOWN 41%	DOWN 24%	DOWN 28%	DOWN 46%	DOWN 35%

Reciprocating & Turbine Engine Retail Statistics ²						
by business sector for the 3-month rolling period compared to the same month of the prior year						
Period Ended	Truck & Bus	Electric Power	Industrial	Marine	Petroleum	Total
January	DOWN 55%	UP 1%	DOWN 19%	UP 13%	UP 16%	UP 1%
February	DOWN 56%	UP 1%	DOWN 25%	UP 19%	UP 13%	DOWN 1%
March	DOWN 62%	UP 15%	DOWN 30%	UP 12%	UP 13%	DOWN 2%
April	DOWN 69%	DOWN 12%	DOWN 32%	UP 48%	UP 7%	DOWN 9%
May	DOWN 75%	DOWN 25%	DOWN 37%	UP 20%	DOWN 5%	DOWN 21%
June	DOWN 75%	DOWN 33%	DOWN 43%	UP 15%	DOWN 25%	DOWN 32%
July	DOWN 72%	DOWN 29%	DOWN 46%	UP 1 %	DOWN 28%	DOWN 33%
August	DOWN 69%	DOWN 21%	DOWN 47%	UP 13%	DOWN 25%	DOWN 27%
September	DOWN 68%	DOWN 26%	DOWN 49%	DOWN 8%	DOWN 13%	DOWN 27%
October	DOWN 63%	DOWN 27%	DOWN 49%	DOWN 25%	DOWN 19%	DOWN 30%
November	DOWN 48%	DOWN 35%	DOWN 47%	DOWN 35%	DOWN 29%	DOWN 36%
December	DOWN 16%	DOWN 27%	DOWN 44%	DOWN 29%	DOWN 46%	DOWN 36%

Footnotes:

1 Reported in constant dollars and based on unit sales as reported by dealers.

2 Reported in constant dollars based on reporting from dealers and direct sales to OEMs.