

2008 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. This information is not filed with the Securities and Exchange Commission. 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	UP 16%	UP 21%	UP 50%	UP 25%	DOWN 13%	UP 7%
January with Cat Japan	UP 11%					UP 7%
February	UP 11%	UP 18%	UP 43%	UP 20%	DOWN 15%	UP 4%
February with Cat Japan	UP 5%					UP 4%
March	UP 10%	UP 14%	UP 14%	UP 13%	DOWN 20%	DOWN 1%
March with Cat Japan	UP 2%					DOWN 2%
April	UP 19%	UP 21%	UP 15%	UP 19%	DOWN 18%	UP 2%
April with Cat Japan	UP 9%					UP 1%
May	UP 24%	UP 9%	UP 11%	UP 13%	DOWN 17%	DOWN 1%
May with Cat Japan	UP 13%					DOWN 1%
June	UP 31%	UP 12%	UP 23%	UP 18%	DOWN 15%	UP 2%
June with Cat Japan	UP 20%					UP 2%
July	UP 28%	FLAT	UP 18%	UP 9%	DOWN 13%	DOWN 1%
July with Cat Japan	UP 16%					DOWN 1%
August	UP 32%	DOWN 2%	UP 23%	UP 10%	DOWN 18%	DOWN 3%
August with Cat Japan	UP 17%					DOWN 3%
September	UP 32%	DOWN 4%	UP 34%	UP 11%	DOWN 13%	UP 1%
September with Cat Japan	UP 17%					FLAT
October	UP 16%	DOWN 9%	UP 35%	UP 5%	DOWN 12%	DOWN 2%
October with Cat Japan	UP 4%					DOWN 2%
November	UP 5%	DOWN 15%	UP 18%	DOWN 3%	DOWN 11%	DOWN 6%
November with Cat Japan	DOWN 4%					DOWN 6%
December	DOWN 13%	DOWN 20%	UP 11%	DOWN 12%	DOWN 21%	DOWN 15%
December with Cat Japan	DOWN 19%					DOWN 16%

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 69%	UP 18%	UP 8%	UP 30%	UP 31%	UP 1%
February	DOWN 52%	UP 20%	UP 13%	UP 13%	UP 39%	UP 10%
March	UP 14%	UP 11%	UP 12%	UP 1%	UP 31%	UP 16%
April	UP 46%	UP 33%	UP 20%	DOWN 5%	UP 19%	UP 23%
May	UP 31%	UP 32%	UP 10%	FLAT	UP 24%	UP 22%
June	UP 28%	UP 34%	UP 19%	UP 1%	UP 35%	UP 28%
July	UP 15%	UP 21%	UP 14%	UP 1%	UP 24%	UP 18%
August	UP 4%	UP 9%	UP 8%	DOWN 9%	UP 13%	UP 8%
September	DOWN 3%	UP 15%	UP 2%	UP 11%	DOWN 7%	UP 3%
October	UP 1%	UP 15%	DOWN 1%	UP 18%	FLAT	UP 6%
November	DOWN 8%	UP 19%	DOWN 2%	UP 28%	DOWN 1%	UP 8%
December	DOWN 30%	UP 3%	DOWN 7%	UP 35%	UP 13%	UP 6%

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.