

2001 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- Machines¹						
by marketing region for the 3-month rolling period compared to same months of prior year						
Period Ended	Asia/Pacific	EAME	Latin America	Subtotal	North America	World
January	UP 2-7%	UP 16-24%	UP 2-7%	UP 8-15%	DOWN LESS THAN 2%	UP 2-7%
February	UP 2-7%	UP 8-15%	UP OVER 25%	UP 8-15%	DOWN 2-7%	UP 2-7%
March	UP 2-7%	UP 8-15%	UP OVER 25%	UP 8-15%	DOWN LESS THAN 2%	UP 2-7%
April	DOWN 2-7%	UP 2-7%	UP LESS THAN 2%	FLAT	DOWN LESS THAN 2%	FLAT
May	UP 2-7%	UP 8-15%	DOWN 8-15%	UP 2-7%	DOWN 2-7%	FLAT
June	UP 2-7%	UP 2-7%	FLAT	UP 2-7%	DOWN LESS THAN 2%	UP LESS THAN 2%
July	UP 2-7%	UP 2-7%	UP OVER 25%	UP 8-15%	FLAT	UP 2-7%
August	UP 8-15%	UP 8-15%	UP 8-15%	UP 8-15%	UP 2-7%	UP 2-7%
September	UP 2-7%	UP 16-24%	DOWN 8-15%	UP 8-15%	UP 2-7%	UP 2-7%
October	DOWN 8-15%	UP 16-24%	DOWN 2-7%	UP 2-7%	UP 2-7%	UP 2-7%
November	DOWN LESS THAN 2%	UP 2-7%	UP 16-24%	UP 8-15%	UP LESS THAN 2%	UP 2-7%
December	UP 8-15%	FLAT	UP 8-15%	UP 2-7%	UP 2-7%	UP 2-7%

Reciprocating & Turbine Engine Retail Statistics²						
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 OVER 25%	DOWN 8-15%	DOWN 2-7%	UP 8-15%	UP 16-24%	DOWN 8-15%
February	DOWN OVER 25%	DOWN 2-7%	DOWN 2-7%	UP 8-15%	UP 16-24%	DOWN 8-15%
March	DOWN OVER 25%	UP 2-7%	DOWN 8-15%	UP OVER 25%	UP OVER 25%	DOWN 8-15%
April	DOWN OVER 25%	UP 8-15%	DOWN 8-15%	UP 16-24%	UP 16-24%	DOWN 8-15%
May	DOWN OVER 25%	UP 16-24%	DOWN 8-15%	UP 16-24%	UP OVER 25%	DOWN 2-7%
June	DOWN OVER 25%	UP 2-7%	DOWN 8-15%	UP 16-24%	UP OVER 25%	DOWN 2-7%
July	DOWN OVER 25%	DOWN 2-7%	DOWN 8-15%	UP 8-15%	UP OVER 25%	DOWN 2-7%
August	DOWN 16-25%	DOWN 2-7%	DOWN 8-15%	UP LESS THAN 2%	UP 16-25%	DOWN 2-7%
September	DOWN 16-24%	UP 8-15%	DOWN 8-15%	UP 8-15%	UP OVER 24%	UP 2-7%
October	DOWN 8-15%	UP 16-24%	DOWN 8-15%	UP 2-7%	UP 8-15%	UP 2-7%
November	DOWN 8-15%	UP 8-15%	DOWN 2-7%	DOWN LESS THAN 2%	UP 16-24%	UP 2-7%
December	DOWN 2-7%	DOWN LESS THAN 2%	DOWN 2-7%	UP 8-15%	UP 8-15%	UP 2-7%

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.