

## 2000 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.

<b>Dealer Reported Retail Statistics- Machines<sup>1</sup></b>						
<b>by marketing region for the 3-month rolling period compared to same months of prior year</b>						
<b>Period Ended</b>	<b>Asia/Pacific</b>	<b>EAME</b>	<b>Latin America</b>	<b>Subtotal</b>	<b>North America</b>	<b>World</b>
January	N/A	N/A	N/A	N/A	N/A	N/A
February	N/A	N/A	N/A	N/A	N/A	N/A
March	Up over 25%	Up 8-15%	Down more than 25%	Up 2-7%	Down 8-15%	Down 2-7%
April	Up over 25%	Up 2-7%	Up 16-24%	Up 8-15%	Down 16-24%	Down 2-7%
May	Up over 25%	Up 8-15%	Up 8-15%	Up 16-24%	Down 16-24%	Down 2-7%
June	Up over 25%	Up 8-15%	Down 8-15%	Up 8-15%	Down 8-15%	Down 2-7%
July	Up 2-7%	Up 16-24%	Down 16-24%	Up 8-15%	Down 8-15%	Down less than 2%
August	Down 2-7%	Up 2-7%	Up over 24%	Up 2-7%	Down 2-7%	Down less than 2%
September	Down over 25%	Up 2-7%	Up over 25%	Flat	Down 2-7%	Down less than 2%
October	Down 16-24%	Up 16-24%	Up over 25%	Up 8-15%	Flat	Up 2-7%
November	Down 16-24%	Up 16-24%	Up over 25%	Up 8-15%	Up less than 2%	Up 2-7%
December	Down 8-15%	Up 16-24%	Up 8-15%	Up 8-15%	Flat	Up 2-7%

<b>Reciprocating &amp; Turbine Engine Retail Statistics<sup>2</sup></b>						
<b>by business sector for the 3-month rolling period compared to the same month of the prior year</b>						
<b>Period Ended</b>	<b>Truck &amp; Bus</b>	<b>Electric Power</b>	<b>Industrial</b>	<b>Marine</b>	<b>Petroleum</b>	<b>Total</b>
January	N/A	N/A	N/A	N/A	N/A	N/A
February	N/A	N/A	N/A	N/A	N/A	N/A
March	Up 16-24%	Up more than 25%	Up 8-15%	Up 8-15%	Down 2-7%	UP over 25%
April	Up 8-15%	Up over 25%	Up 2-7%	Down 2-7%	Down 8-15%	Up 8-15%
May	Up 2-7%	Up over 25%	Up 2-7%	Down 2-7%	Down 16-24%	Up 8-15%
June	Down 2-7%	Up over 25%	Up 2-7%	Down 16-24%	Down 2-7%	Up 8-15%
July	Down 8-15%	Up over 25%	Up 8-15%	Down 8-15%	Up less than 2%	Up 2-7%
August	Down over 24%	Up over 24%	Up 2-7%	Down 8-15%	Up 16-24%	Up 2-7%
September	Down over 25%	Up 2-7%	Down less than 2%	Down 8-15%	Up 16-24%	Down 2-7%
October	Down over 25%	Down 2-7%	Down less than 2%	Up 2-7%	Up 16-24%	Down 8-15%
November	Down over 25%	Down 8-15%	Down 2-7%	Up 2-7%	Up 8-15%	Down 8-15%
December	Down over 25%	Down 8-15%	Down 2-7%	Up 8-15%	Up 2-7%	Down 8-15%

**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.