

CATERPILLAR INC
Form 8-K
February 13, 2018

UNITED STATES
SECURITIES AND EXCHANGE
COMMISSION
Washington, D.C. 20549
FORM 8-K
Current Report

Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event
reported): February 13, 2018

CATERPILLAR INC.
(Exact name of registrant as specified
in its charter)

Delaware
(State or other jurisdiction of
incorporation)

1-768
(Country Code)
37-0602744
(IRS Employer Identification No.)
File Number)

510
Lake
Cook
Road,
Suite
100
60015
Deerfield,
Illinois
(Zip Code)
(Address
of
principal
executive
offices)

Registrant's telephone number,
including area code: (224) 551-4000

Former name or former address, if
changed since last report: N/A

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

Written communications pursuant
 to Rule 425 under the Securities Act (17 CFR 230.425)

Soliciting material pursuant to
 Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

Pre-commencement
communications pursuant to Rule
 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

Pre-commencement
communications pursuant to Rule
 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined by Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b02 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 7.01. Regulation FD Disclosure.

Caterpillar Inc. (“Caterpillar”, “we” or “our”) is furnishing supplemental information concerning (i) retail sales of machines to end users and (ii) retail sales of power systems (including reciprocating and turbine engines and locomotives) to end users and Original Equipment Manufacturers (“OEMs”). Caterpillar sells the majority of its machinery and power systems to independently owned and operated dealers and OEMs to meet the demands of their customers, the end users. Caterpillar believes that this supplemental information may help readers better understand Caterpillar’s business and the industries it serves, particularly in light of the time delay between Caterpillar’s sales to dealers and dealers’ sales to end users.

In this report we are providing information by geographic region for retail sales of machines in each of our Resource Industries and Construction Industries reportable segments, as well as information regarding total retail sales of our machines globally. For our Energy & Transportation reportable segment, we are providing retail sales information by major end use.

The information presented in this report is primarily based on unaudited reports that are voluntarily provided to Caterpillar by its independent dealers and which are not subject to Caterpillar’s internal controls over financial reporting. Accordingly, the data collected from such third parties may not be accurate and/or complete. As such, the information presented in this report is intended solely to convey an approximate indication of the trends, direction and magnitude of retail sales and is not intended to be an estimate, approximation or prediction of, or substitute for, Caterpillar’s audited financial statements filed with the U.S. Securities and Exchange Commission. This information is furnished under this report with the U.S. Securities and Exchange Commission. Caterpillar does not undertake to update or adjust prior period information.

Caterpillar Inc.
Rolling 3 Month Retail Sales Statistics

Retail Sales of Machines by geographic region for the 3-month rolling period ended as of the month indicated compared

with the same period of the prior year:

Total Machines	January 2018	December 2017	November 2017
Asia/Pacific	UP 51%	UP 50%	UP 43%
EAME	UP 31%	UP 37%	UP 32%
Latin America	UP 49%	UP 55%	UP 48%
North America	UP 23%	UP 23%	UP 12%
World	UP 34%	UP 34%	UP 26%
Resources Industries	January 2018	December 2017	November 2017
Asia/Pacific	UP 24%	UP 38%	UP 9%
EAME	UP 66%	UP 81%	UP 86%
Latin America	UP 99%	UP 107%	UP 68%
North America	UP 38%	UP 23%	UP 5%
World	UP 49%	UP 50%	UP 35%
Construction Industries	January 2018	December 2017	November 2017
Asia/Pacific	UP 59%	UP 53%	UP 52%
EAME	UP 19%	UP 23%	UP 17%
Latin America	UP 28%	UP 37%	UP 40%
North America	UP 22%	UP 24%	UP 14%
World	UP 30%	UP 31%	UP 25%

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

Energy & Transportation Retail Sales by industry for the 3-month rolling period ended as of the month indicated compared with the same period of the prior year:

	January 2018	December 2017	November 2017
Power Gen	UP 8%	UP 1%	DOWN 7%
Industrial	UP 13%	UP 21%	UP 30%
Transportation	UNCHANGED	UP 10%	