

THE GLOBAL VOLUME AND VALUE SERVICE

2011

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THE GLOBAL VOLUME AND VALUE SERVICE

2011

INTRODUCTION AND METHODOLOGY

Welcome to Off-Highway Research's **Global Volume and Value Service**. This hard copy provides you with tables that are displayed in Excel, which are available on the companion CD-Rom. The data is based on a detailed analysis of Off-Highway Research's other databases and published reports, but it might be useful to outline the methodology that has been used in compiling this Service's data.

Volumes

- Unit sales in Europe, North America, China, Japan and India have been derived from Off-Highway Research's International, Chinese and Indian Database Services. These detail sales and production, broken down by product, company, country and year. These databases are the result of an estimated 1,500 interviews each year with dealers and manufacturers.
- For the years 2004-2007, units for 'Rest of the World' have been estimated by subtracting the known sales data in the five areas mentioned above, from Off-Highway Research's estimates of global production. In these years it has been assumed that world production equates to world sales, and Off-Highway Research has discounted any element of machines in stock or in shipment. In 2008, the global downturn meant that stock was a common feature in all dealers' and manufacturers' premises. As a result, total world sales have been assumed equal to total world production, less 25 per cent, equating to an average of 3 months' stock being held. The Rest of the World figure for 2008 has been evaluated by subtracting the known European, North American, Japanese, Chinese and Indian retail sales from the re-calculated Total Sales figure.
- In 2010, the Rest of the World total had to be calculated rather differently. As China was the only region showing substantial growth that year, we took that country out of any equation in formulating a 'rest of the world' total. Instead we took the ratio of sales accounted for by Europe, North America, Japan and India compared to the rest of world in each product grouping in 2008, and applied the same ratio in 2010. As result, the rest of the world total more accurately reflects the changes that took place in these regions.

Values

- The value is shown in US\$ for each year, and corresponds to the rate of the US\$ at the beginning of each year.
- The exchange rate of the US \$ against the Euro, Sterling, Japanese Yen and Chinese RMB has been calculated on 1 January each year, and the average transaction price in each country has been then converted to the ruling dollar rate.
- The ruling exchange rates are as follows:

US \$ Exchange Rates: 1 January, 2006-2011

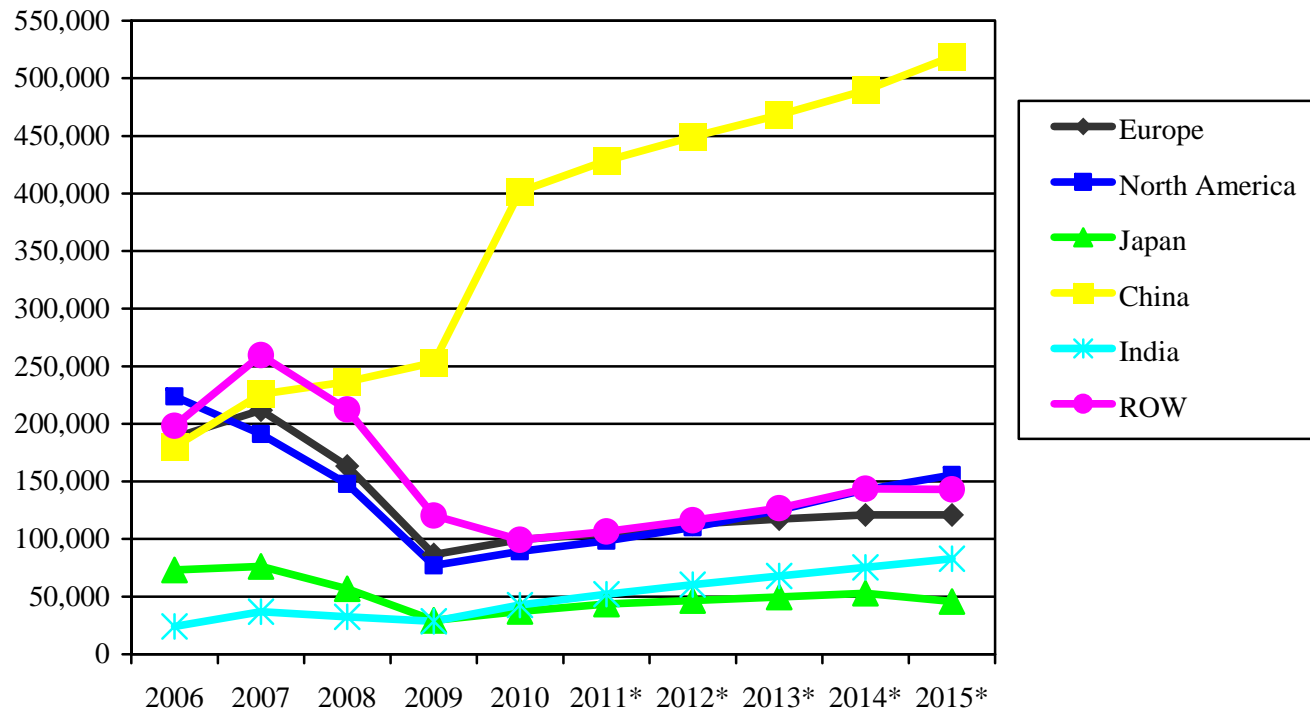
	2006	2007	2008	2009	2010	2011
£ Sterling	1.7200	1.9600	1.9800	1.4400	1.6129	1.6142
€Euro	1.1800	1.3200	1.4600	1.3800	1.4369	1.4389
Japanese Yen	0.0090	0.0080	0.0080	0.0100	0.0108	0.0108
Chinese RMB	0.1200	0.1200	0.1300	0.1400	0.1465	0.1465
Indian Rupee	0.0222	0.0227	0.0253	0.0203	0.0215	0.0226

- Unit sales of each product have been broken down by weight and horsepower categories. The number of categories varies between products: for example, there are six categories for crawler excavators, three for mini excavators, and seven for wheeled loaders, while some products have as few as two categories.
- Within each size category for each product and country, an average retail price was then arrived at.
- A formula consisting of the number of units and the average retail was then constructed to calculate total values.
- Forecast values are calculated by using the same product values achieved in the latest year. These forecasts assume no prices increases, but utilising the \$ exchange rate as 1st January 2011.
- The key point about the table above is the strengthening of the dollar in 2009 compared to both Sterling and the Euro, and this exaggerated the decline in the value of the European market in 2009. The strengthening of the dollar against the other three currencies is more marginal, but nevertheless had an impact.

EXECUTIVE SUMMARY

Chart 1: Global Sales by Region, 2006-2015

(Units)

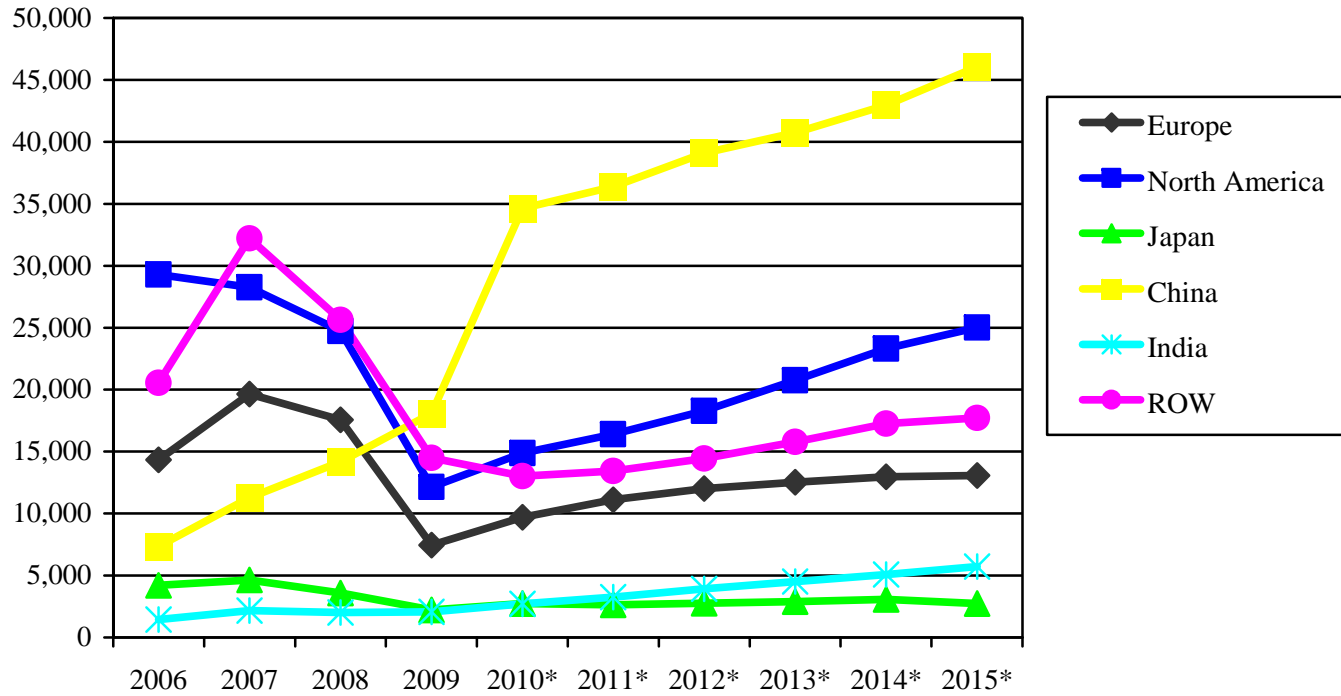


* Forecast

Source: Off-Highway Research

Chart 2: Global Sales by Region, 2006-2015

(US\$ Million)



* Forecast

Source: Off-Highway Research

GLOBAL SALES BY REGION

Table 1. Global Sales by Region, 2006-2015

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
2006	188,059	223,815	73,227	179,942	24,154	198,412	887,609
2007	212,028	191,165	76,169	225,709	36,752	259,486	1,001,309
2008	163,463	147,805	56,975	236,643	32,512	212,512	849,910
2009	86,400	77,225	29,310	253,152	28,618	120,408	595,113
2010	99,435	89,215	37,090	401,532	42,834	99,175	769,281
2011*	104,821	98,490	43,447	428,620	52,070	106,540	833,988
2012*	112,804	110,145	46,597	449,420	60,365	116,250	895,581
2013*	117,440	125,150	49,747	468,270	67,990	126,885	955,482
2014*	120,927	142,950	52,972	489,420	75,550	143,590	1,025,409
2015*	121,005	155,605	45,847	518,820	82,805	143,105	1,067,187

* Forecast

Source: Off-Highway Research

Table 2. Global Sales by Region, 2006-2015

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
2006	14,337.1	29,304.1	4,210.5	7,360.0	1,443.4	20,546.5	77,201.6
2007	19,646.6	28,268.9	4,645.7	11,265.3	2,171.9	32,203.3	98,201.7
2008	17,559.6	24,722.6	3,582.5	14,170.6	2,002.9	25,637.4	87,675.6
2009	7,459.8	12,149.9	2,229.9	18,063.8	2,067.7	14,500.2	56,471.3
2010	9,683.3	14,872.0	2,729.6	34,636.3	2,707.0	13,027.5	77,655.7
2011*	11,103.1	16,390.5	2,628.2	36,372.8	3,245.8	13,423.7	83,164.1
2012*	12,017.4	18,273.6	2,770.4	39,085.6	3,911.9	14,446.2	90,505.1
2013*	12,544.7	20,745.6	2,896.1	40,742.8	4,512.8	15,774.7	97,216.7
2014*	12,974.4	23,307.9	3,080.6	42,965.3	5,092.2	17,246.6	104,666.9
2015*	13,072.7	25,025.7	2,732.8	46,052.8	5,727.5	17,703.1	110,314.7

* Forecast

Source: Off-Highway Research

Table 3. Global Sales of Construction Equipment, by Region, 2010

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	929	1,240	15	66	60	1,010	3,320
Asphalt Finishers	831	650	180	2,480	874	1,900	6,915
Backhoe Loaders	4,409	9,700	0	580	25,300	15,250	55,239
Crawler Dozers	738	5,600	900	11,480	688	8,000	27,406
Crawler Excavators	15,605	11,200	13,900	143,220	11,454	23,940	219,319
Crawler Loaders	181	230	20	20	8	100	559
Mini Excavators	33,588	11,800	14,100	35,900	89	11,010	106,487
Motor Graders	221	3,200	150	2,588	524	4,250	10,933
Motor Scrapers	-	190	20	-	-	-	210
Rigid Dump Trucks	224	1,000	60	770	582	2,900	5,536
RTLs – Masted	508	1,115	-	-	-	30	1,653
RTLs – Telescopic	15,722	3,780	5	250	41	4,115	23,913
Skid-Steer Loaders	4,196	26,700	780	698	540	10,725	43,639
Wheeled Excavators	6,341	525	70	1,850	0	3,685	12,471
Wheeled Loaders < 80 Hp	8,376	985	3,100	6,427	30	1,135	20,053
Wheeled Loaders > 80 Hp	7,566	11,300	3,790	195,203	2,644	11,125	231,628
Total	99,435	89,215	37,090	401,532	42,834	99,175	769,281

Source: Off-Highway Research

Table 4. Global Sales of Construction Equipment, by Region, 2010

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	262.4	538.0	5.9	32.2	24.3	366.1	1,228.9
Asphalt Finishers	171.1	138.1	25.9	719.8	72.7	351.7	1,479.4
Backhoe Loaders	322.2	1,003.6	0.0	31.6	813.6	1,288.1	3,459.1
Crawler Dozers	212.6	1,335.4	129.5	781.5	175.3	1,613.0	4,247.4
Crawler Excavators	2,407.4	2,931.1	1,393.3	19,468.7	1,089.2	3,425.1	30,714.7
Crawler Loaders	51.6	67.5	3.0	2.7	0.9	22.4	148.1
Mini Excavators	1,183.4	631.5	543.7	1,790.1	3.8	507.5	4,659.9
Motor Graders	58.0	1,012.5	17.7	750.2	82.6	727.3	2,648.3
Motor Scrapers	-	105.9	11.3	-	-	-	117.2
Rigid Dump Trucks	130.1	2,235.1	11.1	385.6	215.8	1,789.8	4,767.3
RTLs – Masted	32.6	67.8	-	-	-	1.1	101.5
RTLs – Telescopic	1,217.2	369.2	0.5	15.7	3.6	291.7	1,898.0
Skid-Steer Loaders	143.4	1,317.0	28.7	36.3	17.8	510.2	2,053.3
Wheeled Excavators	1,137.2	137.6	11.9	304.3	-	547.1	2,138.2
Wheeled Loaders < 80 Hp	637.3	59.0	123.3	94.1	1.2	45.0	959.9
Wheeled Loaders > 80 Hp	1,716.8	2,922.7	423.8	10,223.4	206.3	1,541.4	17,034.4
Total	9,683.3	14,872.0	2,729.6	34,636.3	2,707.0	13,027.5	77,655.7

Source: Off-Highway Research

GLOBAL SUMMARY, BY REGION, 2006-2015

Table 5. Global Sales of Construction Equipment, by Region, 2006

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	2,520	4,650	50	68	19	2,562	9,869
Asphalt Finishers	1,379	2,150	185	1,065	687	1,627	7,093
Backhoe Loaders	12,668	25,050	-	295	13,797	29,714	81,524
Crawler Dozers	1,482	17,570	1,130	4,968	550	7,371	33,071
Crawler Excavators	29,851	30,400	30,590	33,659	5,904	50,496	180,900
Crawler Loaders	343	1,320	80	10	3	306	2,062
Mini Excavators	62,432	29,500	27,700	11,939	24	34,840	166,435
Motor Graders	416	4,810	220	1,381	360	5,358	12,545
Motor Scrapers	5	775	20	-	-	23	823
Rigid Dump Trucks	516	870	190	485	749	981	3,791
RTLs – Masted	2,305	4,150	-	-	-	1,246	7,701
RTLs – Telescopic	28,638	21,625	2	16	3	10,002	60,286
Skid-Steer Loaders	12,390	57,990	1,250	206	175	26,690	98,701
Wheeled Excavators	10,356	955	110	547	4	4,848	16,820
Wheeled Loaders < 80 Hp	10,189	1,875	6,430	6,022	2	1,886	26,404
Wheeled Loaders > 80 Hp	12,569	20,125	5,270	119,281	1,877	20,462	179,584
Total	188,059	223,815	73,227	179,942	24,154	198,412	887,609

Source: Off-Highway Research

Table 6. Global Sales of Construction Equipment, by Region, 2006

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	626.0	1,534.0	8.8	18.5	4.3	1,092.8	3,284.4
Asphalt Finishers	223.9	567.0	27.1	128.2	45.4	192.2	1,183.8
Backhoe Loaders	802.5	2,295.0	0.8	15.8	622.7	2,940.1	6,676.9
Crawler Dozers	300.0	3,873.2	116.6	255.5	134.0	1,467.9	6,147.2
Crawler Excavators	3,436.3	7,171.0	2,426.9	3,073.0	308.1	6,802.5	23,217.8
Crawler Loaders	82.0	355.5	9.5	-	0.3	81.2	528.5
Mini Excavators	1,866.9	1,278.0	840.7	465.7	0.9	1,114.4	5,566.6
Motor Graders	82.8	1,165.7	9.0	78.0	44.1	1,622.0	3,001.6
Motor Scrapers	3.1	387.5	20.8	-	-	0.7	412.1
Rigid Dump Trucks	282.2	1,463.3	27.8	69.3	127.3	1,394.8	3,364.7
RTLs – Masted	89.3	228.3	-	-	-	98.4	416.0
RTLs – Telescopic	1,809.9	1,555.6	0.4	1.1	0.2	690.4	4,057.6
Skid-Steer Loaders	393.5	2,246.4	46.1	9.7	5.1	844.1	3,544.9
Wheeled Excavators	1,549.8	186.7	13.6	34.2	0.4	777.1	2,561.8
Wheeled Loaders < 80 Hp	471.5	126.5	204.5	42.0	-	54.0	898.5
Wheeled Loaders > 80 Hp	2,317.4	4,870.4	457.9	3,169.0	150.6	1,373.9	12,339.2
Total	14,337.1	29,304.1	4,210.5	7,360.0	1,443.4	20,546.5	77,201.6

Source: Off-Highway Research

Table 7. Global Sales of Construction Equipment, by Region, 2007

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	3,066	3,745	53	91	13	2,939	9,907
Asphalt Finishers	1,578	1,750	210	1,020	954	2,124	7,636
Backhoe Loaders	13,793	21,125	4	590	21,769	40,825	98,106
Crawler Dozers	1,917	14,355	1,500	5,245	599	10,025	33,641
Crawler Excavators	35,911	24,600	33,070	49,053	9,606	62,308	214,548
Crawler Loaders	384	835	80	10	6	488	1,803
Mini Excavators	70,553	26,500	29,200	16,850	22	40,103	183,228
Motor Graders	526	4,675	230	1,398	544	8,835	16,208
Motor Scrapers	7	600	20	-	-	46	673
Rigid Dump Trucks	551	980	180	703	594	2,911	5,919
RTLs – Masted	2,555	3,375	-	-	-	1,209	7,139
RTLs – Telescopic	31,628	16,300	2	20	11	14,954	62,915
Skid-Steer Loaders	11,980	52,600	1,130	230	265	15,400	81,605
Wheeled Excavators	11,262	870	190	806	5	8,355	21,488
Wheeled Loaders < 80 Hp	12,346	1,700	5,565	7,573	-	4,460	31,644
Wheeled Loaders > 80 Hp	13,971	17,155	4,735	142,120	2,364	44,504	224,849
Total	212,028	191,165	76,169	225,709	36,752	259,486	1,001,309

Source: Off-Highway Research

Table 8. Global Sales of Construction Equipment, by Region, 2007

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	900.7	1,526.7	27.7	29.8	3.1	1,034.8	3,522.8
Asphalt Finishers	300.7	537.1	27.8	124.2	66.4	309.4	1,365.6
Backhoe Loaders	1,018.8	2,008.1	0.3	40.1	1,034.3	4,437.5	8,539.1
Crawler Dozers	511.3	3,397.7	162.3	377.4	153.7	1,892.4	6,494.8
Crawler Excavators	4,991.1	5,972.5	2,760.0	5,125.7	528.6	8,971.2	28,349.1
Crawler Loaders	107.0	232.0	9.9	-	0.6	134.6	484.1
Mini Excavators	2,612.7	1,327.2	925.2	733.8	0.8	1,553.6	7,153.3
Motor Graders	116.2	1,340.2	20.8	102.7	70.2	1,938.8	3,588.9
Motor Scrapers	5.2	314.7	9.5	-	-	24.7	354.1
Rigid Dump Trucks	347.4	2,632.4	27.7	163.4	106.2	4,556.2	7,833.3
RTLs – Masted	175.0	254.6	-	-	-	84.4	514.0
RTLs – Telescopic	2,308.6	1,650.0	0.2	2.8	0.8	1,838.8	5,801.2
Skid-Steer Loaders	465.6	2,339.2	33.9	10.9	7.0	658.7	3,515.3
Wheeled Excavators	2,094.1	210.3	24.7	48.9	0.5	1,544.8	3,923.3
Wheeled Loaders < 80 Hp	684.3	87.5	184.6	58.6	-	177.8	1,192.8
Wheeled Loaders > 80 Hp	3,007.9	4,438.7	431.1	4,447.0	199.7	3,045.6	15,570.0
Total	19,646.6	28,268.9	4,645.7	11,265.3	2,171.9	32,203.3	98,201.7

Source: Off-Highway Research

Table 9. Global Sales of Construction Equipment, by Region, 2008

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	2,442	2,360	50	59	33	2,444	7,388
Asphalt Finishers	1,493	1,000	180	945	879	2,126	6,623
Backhoe Loaders	8,272	16,250	5	630	16,673	28,105	69,935
Crawler Dozers	1,643	10,800	1,250	5,239	608	13,461	33,001
Crawler Excavators	26,178	18,000	24,600	58,152	9897	47,894	184,721
Crawler Loaders	325	525	70	20	5	265	1,210
Mini Excavators	51,558	18,650	20,950	19,030	64	20,421	130,673
Motor Graders	569	4,445	220	1,464	553	9,774	17,025
Motor Scrapers	2	400	20	-	-	18	440
Rigid Dump Trucks	631	1,100	200	749	771	2,106	5,557
RTLs – Masted	1,494	2,150	-	-	-	735	4,379
RTLs – Telescopic	26,961	11,000	2	50	6	9,731	47,750
Skid-Steer Loaders	7,739	43,300	933	260	480	19,050	71,762
Wheeled Excavators	10,166	900	165	798	-	8,162	20,191
Wheeled Loaders < 80 Hp	11,495	1,810	4,505	7,995	3	3,129	28,937
Wheeled Loaders > 80 Hp	12,495	15,115	3,825	141,252	2,540	45,091	220,318
Total	163,463	147,805	56,975	236,643	32,512	212,512	849,910

Source: Off-Highway Research

Table 10. Global Sales of Construction Equipment, by Region, 2008

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	790.0	1,025.8	16.1	21.0	7.9	860.4	2,721.2
Asphalt Finishers	316.4	346.7	22.1	136.3	61.2	382.0	1,264.7
Backhoe Loaders	693.7	1,595.7	0.4	56.1	792.2	2,304.8	5,442.9
Crawler Dozers	506.1	4,324.0	147.7	436.1	156.0	2,634.9	8,204.8
Crawler Excavators	4,175.9	4,637.0	2,059.6	6,855.8	544.4	6,652.6	24,925.3
Crawler Loaders	102.3	150.1	8.9	1.2	0.5	57.5	320.5
Mini Excavators	1,969.8	921.3	689.7	966.7	2.5	914.0	5,464.0
Motor Graders	143.7	1,326.2	22.3	99.8	71.3	1,623.8	3,287.1
Motor Scrapers	1.6	215.0	9.6	-	-	7.1	233.3
Rigid Dump Trucks	561.9	3,111.0	32.0	273.7	137.9	1,261.9	5,378.4
RTLs – Masted	114.9	126.1	-	-	-	26.1	267.1
RTLs – Telescopic	1,998.4	968.8	0.2	4.4	0.5	669.7	3,642.0
Skid-Steer Loaders	360.3	2,078.1	29.2	14.2	13.9	879.8	3,375.5
Wheeled Excavators	2,162.0	230.1	24.1	57.1	-	1,176.7	3,650.0
Wheeled Loaders < 80 Hp	772.4	102.4	152.4	64.7	-	120.5	1,212.4
Wheeled Loaders > 80 Hp	2,890.2	3,564.3	368.2	5,183.5	214.6	6,065.6	18,286.4
Total	17,559.6	24,722.6	3,582.5	14,170.6	2,002.9	25,637.4	87,675.6

Source: Off-Highway Research

Table 11. Global Sales of Construction Equipment, by Region, 2009

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	702	1,135	35	53	11	922	2,858
Asphalt Finishers	908	675	125	1,491	920	1,441	5,560
Backhoe Loaders	4,559	8,700	2	400	15,731	19,929	49,321
Crawler Dozers	623	5,100	790	6,911	562	6,754	20,740
Crawler Excavators	13,693	9,600	10,100	79,874	7,950	25,235	146,452
Crawler Loaders	155	200	20	20	4	109	508
Mini Excavators	29,802	10,000	11,200	22,250	73	11,469	84,794
Motor Graders	213	2,600	120	1,967	342	5,555	10,797
Motor Scrapers	-	175	20	-	-	-	203
Rigid Dump Trucks	280	850	100	810	808	1,586	4,434
RTLs – Masted	525	950	-	-	-	323	1,798
RTLs – Telescopic	13,349	3,500	8	100	15	4,522	21,494
Skid-Steer Loaders	4,357	22,700	680	299	290	9,815	38,141
Wheeled Excavators	5,003	495	50	1,120	-	4,063	10,731
Wheeled Loaders < 80 Hp	6,215	945	2,920	5,854	10	1,850	17,794
Wheeled Loaders > 80 Hp	6,016	9,600	3,140	132,003	1,902	26,827	179,488
Total	86,400	77,225	29,310	253,152	28,618	120,408	595,113

Source: Off-Highway Research

Table 12. Global Sales of Construction Equipment, by Region, 2009

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	178.2	482.7	13.9	21.2	4.5	324.5	1,025.0
Asphalt Finishers	184.0	150.3	18.7	245.7	73.1	259.0	930.8
Backhoe Loaders	296.0	881.0	0.2	35.7	544.6	1,634.3	3,391.8
Crawler Dozers	169.3	1,208.6	121.7	615.0	139.5	1,322.1	3,576.2
Crawler Excavators	1,779.3	2,471.2	1,045.9	9,799.5	771.7	3,505.2	19,372.8
Crawler Loaders	45.5	60.8	3.1	-	0.4	23.7	133.5
Mini Excavators	999.9	545.1	453.0	1,232.6	2.9	513.3	3,746.8
Motor Graders	53.3	787.8	14.9	143.5	60.6	922.9	1,983.0
Motor Scrapers	-	95.3	11.9	-	-	3.3	110.5
Rigid Dump Trucks	174.0	1,670.4	19.7	308.8	337.5	950.3	3,460.7
RTLs – Masted	46.1	56.4	-	-	-	11.5	114.0
RTLs – Telescopic	847.4	270.9	0.8	14.7	1.2	311.2	1,446.2
Skid-Steer Loaders	140.4	1,077.1	26.3	34.8	6.7	453.3	1,738.6
Wheeled Excavators	1,000.1	115.2	8.7	170.6	-	585.7	1,880.3
Wheeled Loaders < 80 Hp	209.7	77.0	121.8	56.3	-	71.2	536.0
Wheeled Loaders > 80 Hp	1,336.6	2,200.1	369.3	5,385.4	125.0	3,608.7	13,025.1
Total	7,459.8	12,149.9	2,229.9	18,063.8	2,067.7	14,500.2	56,471.3

Source: Off-Highway Research

Table 13. Global Sales of Construction Equipment, by Region, 2010

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	929	1,240	15	66	60	1,010	3,320
Asphalt Finishers	831	650	180	2,480	874	1,900	6,915
Backhoe Loaders	4,409	9,700	-	580	25,300	15,250	55,239
Crawler Dozers	738	5,600	900	11,480	688	8,000	27,406
Crawler Excavators	15,605	11,200	13,900	143,220	11,454	23,940	219,319
Crawler Loaders	181	230	20	20	8	100	559
Mini Excavators	33,588	11,800	14,100	35,900	89	11,010	106,487
Motor Graders	221	3,200	150	2,588	524	4,250	10,933
Motor Scrapers	-	190	20	-	-	-	210
Rigid Dump Trucks	224	1,000	60	770	582	2,900	5,536
RTLs – Masted	508	1,115	-	-	-	30	1,653
RTLs – Telescopic	15,722	3,780	5	250	41	4,115	23,913
Skid-Steer Loaders	4,196	26,700	780	698	540	10,725	43,639
Wheeled Excavators	6,341	525	70	1,850	0	3,685	12,471
Wheeled Loaders < 80 Hp	8,376	985	3,100	6,427	30	1,135	20,053
Wheeled Loaders > 80 Hp	7,566	11,300	3,790	195,203	2,644	11,125	231,628
Total	99,435	89,215	37,090	401,532	42,834	99,175	769,281

Source: Off-Highway Research

Table 14. Global Sales of Construction Equipment, by Region, 2010

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	262.4	538.0	5.9	32.2	24.3	366.1	1,228.9
Asphalt Finishers	171.1	138.1	25.9	719.8	72.7	351.7	1,479.4
Backhoe Loaders	322.2	1,003.6	-	31.6	813.6	1,288.1	3,459.1
Crawler Dozers	212.6	1,335.4	129.5	781.5	175.3	1,613.0	4,247.4
Crawler Excavators	2,407.4	2,931.1	1,393.3	19,468.7	1,089.2	3,425.1	30,714.7
Crawler Loaders	51.6	67.5	3.0	2.7	0.9	22.4	148.1
Mini Excavators	1,183.4	631.5	543.7	1,790.1	3.8	507.5	4,659.9
Motor Graders	58.0	1,012.5	17.7	750.2	82.6	727.3	2,648.3
Motor Scrapers	-	105.9	11.3	-	-	-	117.2
Rigid Dump Trucks	130.1	2,235.1	11.1	385.6	215.8	1,789.8	4,767.3
RTLs – Masted	32.6	67.8	-	-	-	1.1	101.5
RTLs – Telescopic	1,217.2	369.2	0.5	15.7	3.6	291.7	1,898.0
Skid-Steer Loaders	143.4	1,317.0	28.7	36.3	17.8	510.2	2,053.3
Wheeled Excavators	1,137.2	137.6	11.9	304.3	-	547.1	2,138.2
Wheeled Loaders < 80 Hp	637.3	59.0	123.3	94.1	1.2	45.0	959.9
Wheeled Loaders > 80 Hp	1,716.8	2,922.7	423.8	10,223.4	206.3	1,541.4	17,034.4
Total	9,683.3	14,872.0	2,729.6	34,636.3	2,707.0	13,027.5	77,655.7

Source: Off-Highway Research

Table 15. Forecast Global Sales of Construction Equipment, by Region, 2011

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,082	1,325	20	60	50	1,205	3,742
Asphalt Finishers	883	675	150	2,600	1,000	1,025	6,333
Backhoe Loaders	4,398	10,500	5	670	30,000	17,380	62,953
Crawler Dozers	836	6,100	800	12,500	800	7,500	28,536
Crawler Excavators	16,255	12,500	14,000	160,000	15,000	26,510	244,265
Crawler Loaders	225	275	50	20	5	100	675
Mini Excavators	35,715	13,300	19,000	41,000	100	12,590	121,705
Motor Graders	270	3,500	150	2,850	600	4,400	11,770
Motor Scrapers	2	215	20	-	-	10	247
Rigid Dump Trucks	303	1,100	100	800	750	2,400	5,453
RTLs – Masted	622	1,225	-	-	-	35	1,882
RTLs – Telescopic	16,000	4,150	2	270	60	4,255	24,737
Skid-Steer Loaders	4,340	29,500	850	850	500	11,720	47,760
Wheeled Excavators	7,090	575	100	2,000	5	4,125	13,895
Wheeled Loaders < 80 Hp	9,075	1,050	4,500	6,534	60	1,320	22,539
Wheeled Loaders > 80 Hp	7,725	12,500	3,700	198,466	3,140	11,965	237,496
Total	104,821	98,490	43,447	428,620	52,070	106,540	833,988

Source: Off-Highway Research

Table 16. Forecast Global Sales of Construction Equipment, by Region, 2011

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	325.3	574.9	6.9	28.3	19.6	436.8	1,391.9
Asphalt Finishers	196.2	143.4	19.1	730.5	80.7	189.8	1,359.7
Backhoe Loaders	344.9	1,086.3	0.4	35.3	936.1	1,468.0	3,871.0
Crawler Dozers	259.8	1,454.7	101.6	823.7	197.8	1,512.2	4,349.8
Crawler Excavators	2,736.4	3,271.3	1,238.8	21,053.8	1,383.9	3,792.8	33,476.9
Crawler Loaders	69.2	80.7	6.6	2.6	0.5	22.4	182.0
Mini Excavators	1,360.9	711.7	646.7	1,979.0	4.1	580.4	5,282.9
Motor Graders	73.7	1,107.5	15.7	799.7	91.7	752.9	2,841.1
Motor Scrapers	1.2	119.8	10.0	-	-	4.2	135.3
Rigid Dump Trucks	190.1	2,458.6	16.3	387.8	269.7	1,481.2	4,803.7
RTLs – Masted	43.5	74.5	-	-	-	1.3	119.2
RTLs – Telescopic	1,312.3	405.4	0.2	16.5	5.1	301.6	2,041.1
Skid-Steer Loaders	159.1	1,455.1	27.6	42.8	16.0	557.5	2,258.0
Wheeled Excavators	1,372.4	150.7	15.1	318.5	0.5	612.5	2,469.6
Wheeled Loaders < 80 Hp	744.5	62.9	158.0	92.6	2.3	52.3	1,112.6
Wheeled Loaders > 80 Hp	1,913.7	3,233.1	365.3	10,061.7	237.7	1,657.8	17,469.2
Total	11,103.1	16,390.5	2,628.2	36,372.8	3,245.8	13,423.7	83,164.1

Source: Off-Highway Research

Table 17. Forecast Global Sales of Construction Equipment, by Region, 2012

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,432	1,450	20	60	40	1,435	4,437
Asphalt Finishers	952	775	150	2,700	1,150	1,000	6,727
Backhoe Loaders	4,892	11,500	5	790	32,000	18,825	68,012
Crawler Dozers	1,022	7,000	800	14,000	900	7,000	30,722
Crawler Excavators	17,205	14,000	14,700	180,000	20,000	31,250	277,155
Crawler Loaders	241	325	50	20	5	75	716
Mini Excavators	37,510	15,000	21,000	45,000	125	13,610	132,245
Motor Graders	322	3,900	200	2,700	700	4,000	11,822
Motor Scrapers	1	230	20	-	-	-	251
Rigid Dump Trucks	378	1,200	100	850	850	2,400	5,778
RTLs – Masted	714	1,350	-	-	-	40	2,104
RTLs – Telescopic	17,880	4,500	2	300	90	4,730	27,502
Skid-Steer Loaders	5,145	33,000	900	900	600	13,200	53,745
Wheeled Excavators	7,480	640	150	2,100	5	4,395	14,770
Wheeled Loaders < 80 Hp	9,485	1,275	5,000	6,375	100	1,400	23,635
Wheeled Loaders > 80 Hp	8,145	14,000	3,500	193,625	3,800	12,890	235,960
Total	112,804	110,145	46,597	449,420	60,365	116,250	895,581

Source: Off-Highway Research

Table 18. Forecast Global Sales of Construction Equipment, by Region, 2012

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	430.5	629.1	6.9	28.3	15.7	520.2	1,630.8
Asphalt Finishers	211.5	164.7	19.1	758.6	92.8	185.1	1,431.9
Backhoe Loaders	383.6	1,189.8	0.4	41.6	998.5	1,590.1	4,204.0
Crawler Dozers	317.6	1,669.3	101.6	922.6	222.5	1,411.4	4,644.9
Crawler Excavators	2,896.3	3,663.8	1,300.8	23,685.5	1,845.2	4,470.9	37,862.5
Crawler Loaders	74.1	95.4	6.6	2.6	0.5	16.8	196.0
Mini Excavators	1,429.3	802.7	714.8	2,172.1	5.2	627.4	5,751.5
Motor Graders	87.9	1,234.0	20.9	757.6	107.0	684.5	2,891.8
Motor Scrapers	0.6	128.2	10.0	-	-	-	138.8
Rigid Dump Trucks	237.1	2,682.1	16.3	412.0	305.7	1,481.2	5,134.5
RTLs – Masted	49.9	82.1	-	-	-	1.5	133.4
RTLs – Telescopic	1,466.5	439.6	0.2	18.3	7.7	335.3	2,267.5
Skid-Steer Loaders	188.6	1,627.8	29.3	45.3	19.1	627.9	2,537.9
Wheeled Excavators	1,447.9	167.7	22.6	334.4	0.5	652.6	2,625.6
Wheeled Loaders < 80 Hp	778.1	76.3	175.6	90.4	3.8	55.5	1,179.7
Wheeled Loaders > 80 Hp	2,017.8	3,621.1	345.5	9,816.3	287.6	1,785.9	17,874.2
Total	12,017.4	18,273.6	2,770.4	39,085.6	3,911.9	14,446.2	90,505.1

Source: Off-Highway Research

Table 19. Forecast Global Sales of Construction Equipment, by Region, 2013

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,595	1,650	20	50	50	1,615	4,980
Asphalt Finishers	1,010	900	200	2,500	1,250	1,100	6,960
Backhoe Loaders	5,863	13,000	5	950	33,500	20,335	73,653
Crawler Dozers	1,080	8,500	1,000	15,000	1,000	8,000	34,580
Crawler Excavators	17,320	16,000	14,000	190,000	25,000	33,195	295,515
Crawler Loaders	260	400	50	20	5	50	785
Mini Excavators	38,475	17,000	23,000	50,000	150	14,530	143,155
Motor Graders	331	4,300	200	2,500	800	4,800	12,931
Motor Scrapers	2	275	20	-	-	-	297
Rigid Dump Trucks	415	1,300	100	800	800	2,500	5,915
RTLs – Masted	884	1,550	-	-	-	50	2,484
RTLs – Telescopic	18,510	5,100	2	300	130	5,000	29,042
Skid-Steer Loaders	5,585	37,000	1,000	950	700	14,700	59,935
Wheeled Excavators	8,100	725	150	2,200	5	4,870	16,050
Wheeled Loaders < 80 Hp	9,550	1,450	6,000	6,471	150	1,560	25,181
Wheeled Loaders > 80 Hp	8,460	16,000	4,000	196,529	4,450	14,580	244,019
Total	117,440	125,150	49,747	468,270	67,990	126,885	955,482

Source: Off-Highway Research

Table 20. Forecast Global Sales of Construction Equipment, by Region, 2013

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	479.5	715.9	6.9	23.6	19.6	585.5	1,831.0
Asphalt Finishers	224.4	191.3	25.4	702.4	100.9	203.6	1,448.1
Backhoe Loaders	459.8	1,345.0	0.4	50.1	1,045.3	1,717.6	4,618.1
Crawler Dozers	335.6	2,027.0	127.0	988.5	247.3	1,613.0	5,338.3
Crawler Excavators	2,915.6	4,187.2	1,238.8	25,001.3	2,306.5	4,749.2	40,398.8
Crawler Loaders	80.0	117.4	6.6	2.6	0.5	11.2	218.3
Mini Excavators	1,466.1	909.7	782.9	2,413.5	6.2	669.8	6,248.1
Motor Graders	90.3	1,360.6	20.9	701.5	122.3	821.4	3,116.9
Motor Scrapers	1.2	153.3	10.0	-	-	-	164.5
Rigid Dump Trucks	260.4	2,905.6	16.3	387.8	287.7	1,542.9	5,400.7
RTLTs – Masted	61.8	94.2	-	-	-	1.8	157.9
RTLTs – Telescopic	1,518.2	498.2	0.2	18.3	11.1	354.4	2,400.4
Skid-Steer Loaders	204.7	1,825.1	32.5	47.8	22.3	699.3	2,831.7
Wheeled Excavators	1,567.9	190.0	22.6	350.3	0.5	723.1	2,854.4
Wheeled Loaders < 80 Hp	783.5	86.8	210.7	91.7	5.7	61.8	1,240.2
Wheeled Loaders > 80 Hp	2,095.8	4,138.3	394.9	9,963.5	336.8	2,020.1	18,949.4
Total	12,544.7	20,745.6	2,896.1	40,742.8	4,512.8	15,774.7	97,216.7

Source: Off-Highway Research

Table 21. Forecast Global Sales of Construction Equipment, by Region, 2014

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,910	1,900	20	50	60	1,910	5,850
Asphalt Finishers	1,140	1,000	250	2,600	1,325	1,150	7,465
Backhoe Loaders	6,585	15,000	5	1,100	35,000	21,900	79,590
Crawler Dozers	1,121	9,800	1,200	14,000	1,050	8,100	35,271
Crawler Excavators	17,865	18,400	15,000	205,000	30,000	37,300	323,565
Crawler Loaders	252	475	50	20	5	45	847
Mini Excavators	39,095	19,600	25,000	55,000	200	21,430	160,325
Motor Graders	337	4,700	200	2,300	900	4,800	13,237
Motor Scrapers	-	300	20	-	-	-	320
Rigid Dump Trucks	479	1,300	100	750	725	2,500	5,854
RTLs – Masted	923	1,750	-	-	-	50	2,723
RTLs – Telescopic	18,975	5,850	2	300	180	5,625	30,932
Skid-Steer Loaders	5,770	42,000	1,000	1,000	800	16,500	67,070
Wheeled Excavators	7,980	800	125	2,300	5	4,725	15,935
Wheeled Loaders < 80 Hp	9,920	1,675	6,000	6,534	200	1,615	25,944
Wheeled Loaders > 80 Hp	8,575	18,400	4,000	198,466	5,100	15,940	250,481
Total	120,927	142,950	52,972	489,420	75,550	143,590	1,025,409

Source: Off-Highway Research

Table 22. Forecast Global Sales of Construction Equipment, by Region, 2014

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	574.2	824.3	6.9	23.6	23.6	692.4	2,145.0
Asphalt Finishers	253.3	212.5	31.8	730.5	107.0	212.9	1,548.0
Backhoe Loaders	516.4	1,551.9	0.4	58.0	1,092.1	1,849.8	5,068.6
Crawler Dozers	348.4	2,337.0	152.4	922.6	259.6	1,633.1	5,653.1
Crawler Excavators	3,007.4	4,815.3	1,327.3	26,975.1	2,767.8	5,336.5	44,229.5
Crawler Loaders	77.5	139.4	6.6	2.6	0.5	10.1	236.7
Mini Excavators	1,489.7	1,048.9	851.0	2,654.8	8.3	987.9	7,040.5
Motor Graders	91.9	1,487.2	20.9	645.3	137.6	821.4	3,204.3
Motor Scrapers	-	167.2	10.0	-	-	-	177.2
Rigid Dump Trucks	300.5	2,905.6	16.3	363.5	260.8	1,542.9	5,389.6
RTLs – Masted	64.5	106.4	-	-	-	1.8	172.7
RTLs – Telescopic	1,556.3	571.4	0.2	18.3	15.4	398.7	2,560.3
Skid-Steer Loaders	211.5	2,071.7	32.5	50.3	25.5	784.9	3,176.4
Wheeled Excavators	1,544.7	209.7	18.8	366.2	0.5	701.6	2,841.4
Wheeled Loaders < 80 Hp	813.8	100.3	210.7	92.6	7.6	64.0	1,289.0
Wheeled Loaders > 80 Hp	2,124.3	4,759.1	394.9	10,061.7	386.0	2,208.5	19,934.5
Total	12,974.4	23,307.9	3,080.6	42,965.3	5,092.2	17,246.6	104,666.9

Source: Off-Highway Research

Table 23. Forecast Global Sales of Construction Equipment, by Region, 2015

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,872	2,100	20	50	70	1,960	6,072
Asphalt Finishers	1,141	1,100	200	2,800	1,400	1,600	8,241
Backhoe Loaders	6,464	16,500	5	1,250	36,000	22,790	83,009
Crawler Dozers	1,157	10,800	1,000	13,000	1,100	8,100	35,157
Crawler Excavators	18,370	20,200	14,000	225,000	35,000	40,195	352,765
Crawler Loaders	231	525	50	20	5	45	876
Mini Excavators	38,280	21,500	20,000	60,000	250	14,790	154,820
Motor Graders	325	5,100	170	2,200	1,000	4,800	13,595
Motor Scrapers	2	330	20	-	-	-	352
Rigid Dump Trucks	464	1,200	80	700	850	2,500	5,794
RTLs – Masted	814	1,900	-	-	-	50	2,764
RTLs – Telescopic	19,675	6,425	2	300	225	5,540	32,167
Skid-Steer Loaders	5,810	45,000	1,000	1,100	900	17,550	71,360
Wheeled Excavators	7,840	875	100	2,400	5	4,680	15,900
Wheeled Loaders < 80 Hp	9,730	1,850	5,500	6,694	250	1,585	25,609
Wheeled Loaders > 80 Hp	8,830	20,200	3,700	203,306	5,750	16,920	258,706
Total	121,005	155,605	45,847	518,820	82,805	143,105	1,067,187

Source: Off-Highway Research

Table 24. Forecast Global Sales of Construction Equipment, by Region, 2015

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	562.8	911.1	6.9	23.6	27.5	710.5	2,242.4
Asphalt Finishers	253.5	233.8	25.4	786.7	113.0	296.2	1,708.6
Backhoe Loaders	506.9	1,707.1	0.4	65.9	1,123.3	1,925.0	5,328.6
Crawler Dozers	359.6	2,575.5	127.0	856.7	272.0	1,633.1	5,823.8
Crawler Excavators	3,092.4	5,286.4	1,238.8	29,606.8	3,229.1	5,750.7	48,204.3
Crawler Loaders	71.0	154.0	6.6	2.6	0.5	10.1	244.9
Mini Excavators	1,458.6	1,150.6	680.8	2,896.2	10.3	681.8	6,878.2
Motor Graders	88.7	1,613.7	17.7	617.3	152.9	821.4	3,311.7
Motor Scrapers	1.2	183.9	10.0	-	-	-	195.1
Rigid Dump Trucks	291.1	2,682.1	13.1	339.3	305.7	1,542.9	5,174.2
RTLs – Masted	56.9	115.5	-	-	-	1.8	174.2
RTLs – Telescopic	1,613.7	627.6	0.2	18.3	19.3	392.7	2,671.8
Skid-Steer Loaders	212.9	2,219.7	32.5	55.3	28.7	834.9	3,384.0
Wheeled Excavators	1,517.6	229.3	15.1	382.2	0.5	694.9	2,839.5
Wheeled Loaders < 80 Hp	798.2	110.8	193.1	94.9	9.5	62.8	1,269.3
Wheeled Loaders > 80 Hp	2,187.5	5,224.7	365.3	10,307.1	435.2	2,344.3	20,864.0
Total	13,072.7	25,025.7	2,732.8	46,052.8	5,727.5	17,703.1	110,314.7

Source: Off-Highway Research

SALES BY COUNTRY BY PRODUCT, 2006-2015

Table 25. Austria: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	60	59	52	19	12	30	40	45	50	50
Asphalt Finishers	48	52	45	25	27	35	45	40	40	35
Backhoe Loaders	103	123	93	62	43	55	75	75	80	80
Crawler Dozers	25	24	32	19	9	20	25	25	30	30
Crawler Excavators	1,032	982	940	641	752	775	800	800	850	900
Crawler Loaders	6	9	7	8	6	8	8	8	10	8
Mini Excavators	715	696	535	338	332	360	400	500	500	475
Motor Graders	36	29	31	19	17	25	30	25	25	25
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	2	9	5	4	9	7	8	8	5	5
RTLs – Masted	35	30	25	23	26	25	30	35	35	30
RTLs – Telescopic	96	89	79	61	109	100	90	100	100	110
Skid-Steer Loaders	129	107	105	81	70	90	110	110	120	100
Wheeled Excavators	262	253	217	158	177	200	225	225	240	240
Wheeled Loaders < 80 Hp	239	243	226	130	137	150	175	200	200	225
Wheeled Loaders > 80 Hp	409	415	404	214	266	300	300	325	325	340
Total	3,197	3,120	2,796	1,802	1,992	2,180	2,361	2,521	2,610	2,653

Source: Off-Highway Research

Table 26. Austria: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	14.1	16.3	15.9	5.8	3.2	8.5	11.4	12.8	14.2	14.2
Asphalt Finishers	7.6	9.7	9.6	5.0	5.3	10.3	13.2	11.7	11.7	10.3
Backhoe Loaders	5.3	7.5	6.5	3.9	2.7	3.7	5.1	5.1	5.4	5.4
Crawler Dozers	6.3	5.9	8.9	4.5	2.1	5.1	6.4	6.4	7.7	7.7
Crawler Excavators	122.2	153.7	149.0	94.8	129.1	143.9	148.5	148.5	157.8	167.1
Crawler Loaders	1.2	2.1	1.9	2.0	1.5	2.2	2.2	2.2	2.7	2.2
Mini Excavators	24.4	26.6	23.6	14.1	13.3	15.6	17.3	21.7	21.7	20.6
Motor Graders	6.6	6.2	7.5	4.4	3.9	6.1	7.4	6.1	6.1	6.1
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	1.6	4.6	3.7	3.0	8.0	6.7	7.7	7.7	4.8	4.8
RTLs – Masted	3.2	3.2	3.2	2.4	1.7	1.8	2.2	2.5	2.5	2.2
RTLs – Telescopic	7.1	7.2	8.4	6.7	9.7	9.6	8.7	9.6	9.6	10.6
Skid-Steer Loaders	3.6	5.2	4.6	3.6	2.4	3.4	4.1	4.1	4.5	3.8
Wheeled Excavators	39.6	48.2	45.8	31.4	30.9	37.8	42.5	42.5	45.3	45.3
Wheeled Loaders < 80 Hp	8.5	9.2	13.1	8.8	10.7	12.7	14.8	16.9	16.9	19.1
Wheeled Loaders > 80 Hp	85.8	107.3	107.3	52.1	72.1	87.9	87.9	95.3	95.3	99.7
Total	337.1	412.9	409.0	242.5	296.7	355.4	379.3	393.2	406.4	418.9

Source: Off-Highway Research

Table 27. Belgium: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	74	102	105	17	25	30	45	45	55	55
Asphalt Finishers	8	25	25	21	21	20	20	20	25	25
Backhoe Loaders	62	96	45	22	29	30	35	40	40	40
Crawler Dozers	41	66	87	11	41	30	30	40	40	45
Crawler Excavators	835	1,100	1,020	575	620	675	720	750	800	800
Crawler Loaders	2	-	2	-	-	2	-	2	-	-
Mini Excavators	1,260	1,625	1,525	746	965	1,000	1,050	1,100	1,200	1,200
Motor Graders	5	6	8	2	2	2	2	5	5	5
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	25	15	25	8	9	10	15	15	20	20
RTLTs – Masted	67	45	43	7	23	25	25	25	25	25
RTLTs – Telescopic	910	870	1,085	505	630	700	750	800	800	800
Skid-Steer Loaders	360	365	370	205	185	200	225	250	300	300
Wheeled Excavators	370	350	375	213	205	220	240	270	315	315
Wheeled Loaders < 80 Hp	95	145	175	115	110	110	120	120	140	140
Wheeled Loaders > 80 Hp	385	430	425	185	260	300	325	325	350	350
Total	4,499	5,240	5,315	2,632	3,125	3,354	3,602	3,807	4,115	4,120

Source: Off-Highway Research

Table 28. Belgium: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	19.8	31.3	38.2	19.8	7.0	9.1	13.7	13.7	16.8	16.8
Asphalt Finishers	1.3	4.7	5.3	4.2	4.1	4.3	4.3	4.3	5.3	5.3
Backhoe Loaders	3.3	5.9	3.2	1.4	1.8	2.0	2.4	2.7	2.7	2.7
Crawler Dozers	8.9	16.8	25.2	2.7	10.1	8.0	8.0	10.7	10.7	12.0
Crawler Excavators	99.8	157.8	164.0	89.4	107.4	126.5	134.9	140.5	149.9	149.9
Crawler Loaders	0.5	0.6	0.6	0.6	-	-	-	-	-	-
Mini Excavators	39.6	63.8	63.5	27.6	35.7	40.0	42.0	44.0	48.0	48.0
Motor Graders	1.0	1.4	2.1	0.5	0.5	0.5	0.5	1.3	1.3	1.3
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	15.2	10.1	26.0	5.6	6.6	7.9	11.9	11.9	15.8	15.8
RTLs – Masted	1.3	2.9	5.6	0.4	1.6	1.9	1.9	1.9	1.9	1.9
RTLs – Telescopic	51.4	61.6	68.9	29.8	55.7	66.9	71.7	76.4	76.4	76.4
Skid-Steer Loaders	11.1	13.4	15.4	6.7	6.6	7.7	8.7	9.6	11.6	11.6
Wheeled Excavators	56.9	12.9	80.4	43.7	38.1	44.2	48.2	54.3	63.3	63.3
Wheeled Loaders < 80 Hp	5.2	8.6	11.7	7.5	8.0	8.6	9.4	9.4	11.0	11.0
Wheeled Loaders > 80 Hp	82.7	89.6	120.7	48.3	63.7	79.5	86.2	86.2	92.8	92.8
Total	398.0	481.4	630.8	288.2	346.9	407.1	443.6	466.8	507.4	508.7

Source: Off-Highway Research

Table 29. Denmark: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	43	53	31	4	4	5	10	10	20	20
Asphalt Finishers	25	25	34	16	14	15	20	25	25	25
Backhoe Loaders	646	627	385	130	100	140	150	190	225	225
Crawler Dozers	48	57	37	12	3	5	10	15	20	20
Crawler Excavators	580	585	420	105	75	90	120	150	175	200
Crawler Loaders	-	-	-	-	1	1	-	-	-	-
Mini Excavators	2,450	2,650	1,540	575	420	475	550	600	700	725
Motor Graders	-	1	7	-	-	-	5	-	1	2
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	-	-	-	-	-	-	-	-	-	-
RTLs – Masted	10	19	20	10	10	10	10	10	10	10
RTLs – Telescopic	652	682	525	100	125	140	180	225	250	275
Skid-Steer Loaders	146	145	100	38	28	40	60	75	100	100
Wheeled Excavators	40	40	59	14	15	15	20	30	40	40
Wheeled Loaders < 80 Hp	665	680	625	231	225	225	250	290	350	375
Wheeled Loaders > 80 Hp	360	435	400	100	90	100	120	140	200	200
Total	5,665	5,999	4,183	1,335	1,110	1,261	1,505	1,760	2,116	2,217

Source: Off-Highway Research

Table 30. Denmark: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	10.8	15.5	9.5	0.8	0.9	1.3	2.6	2.6	5.1	5.1
Asphalt Finishers	2.4	3.2	7.2	3.2	2.8	3.2	4.3	5.3	5.3	5.3
Backhoe Loaders	36.8	41.6	29.0	8.8	6.7	10.2	10.9	13.8	16.4	16.4
Crawler Dozers	10.0	13.9	10.3	2.9	0.7	1.3	2.6	3.8	5.1	5.1
Crawler Excavators	76.5	90.3	76.4	17.4	12.9	16.8	22.3	27.9	32.6	37.2
Crawler Loaders	-	-	-	-	0.3	0.3	-	-	-	-
Mini Excavators	80.9	90.4	55.8	17.4	13.3	16.2	18.8	20.5	23.9	24.8
Motor Graders	-	0.2	1.7	-	-	-	1.2	-	0.2	0.5
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	-	-	-	-	-	-	-	-	-	-
RTLs – Masted	0.8	1.1	1.1	0.7	0.7	0.7	0.7	0.7	0.7	0.7
RTLs – Telescopic	42.2	50.7	30.2	11.0	8.6	10.5	13.5	16.8	18.7	20.6
Skid-Steer Loaders	4.9	5.8	4.6	1.6	1.0	1.5	2.3	2.9	3.8	3.8
Wheeled Excavators	6.2	7.6	12.8	2.9	2.4	2.5	3.4	5.1	6.8	6.8
Wheeled Loaders < 80 Hp	28.9	35.2	37.9	14.7	16.3	17.7	19.6	22.8	27.5	29.4
Wheeled Loaders > 80 Hp	69.9	96.5	93.8	21.0	20.9	25.1	30.1	35.2	50.2	50.2
Total	370.4	452.0	370.3	102.4	87.5	107.2	132.3	157.4	196.4	206.0

Source: Off-Highway Research

Table 31. Finland: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	21	31	14	14	8	20	25	25	25	20
Asphalt Finishers	21	30	18	10	11	10	12	15	10	11
Backhoe Loaders	119	111	81	73	89	80	85	85	75	70
Crawler Dozers	5	4	5	5	5	3	4	5	3	3
Crawler Excavators	746	820	783	310	400	400	410	420	420	420
Crawler Loaders	-	1	1	-	-	-	1	-	-	-
Mini Excavators	348	472	404	155	245	250	255	275	275	280
Motor Graders	9	8	8	2	3	2	2	3	4	2
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	1	5	4	7	2	5	4	2	5	4
RTLTs – Masted	1	6	2	2	3	2	-	1	-	1
RTLTs – Telescopic	122	169	193	32	55	70	75	80	80	90
Skid-Steer Loaders	139	192	108	55	55	50	65	85	80	70
Wheeled Excavators	148	139	164	78	96	90	100	110	100	90
Wheeled Loaders < 80 Hp	177	219	210	178	266	245	205	180	170	170
Wheeled Loaders > 80 Hp	370	389	425	183	188	200	210	220	220	210
Total	2,227	2,596	2,420	1,104	1,426	1,427	1,453	1,506	1,467	1,441

Source: Off-Highway Research

Table 32. Finland: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	5.0	8.7	4.4	3.6	2.1	5.7	7.1	7.1	7.1	5.7
Asphalt Finishers	3.3	5.6	3.8	3.2	2.2	2.1	2.6	3.2	2.1	2.3
Backhoe Loaders	7.0	7.6	6.3	5.1	6.2	6.0	6.4	6.4	5.6	5.3
Crawler Dozers	0.6	1.0	1.4	1.2	1.2	0.8	1.0	1.3	0.8	0.8
Crawler Excavators	100.3	131.7	144.1	51.9	72.2	78.1	80.0	82.0	82.0	82.0
Crawler Loaders	-	0.2	0.3	-	-	-	0.3	-	-	-
Mini Excavators	11.7	18.4	17.2	5.9	9.9	10.9	11.1	12.0	12.0	12.2
Motor Graders	1.6	1.7	1.9	0.5	0.7	0.5	0.5	0.7	1.0	0.5
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	-	2.2	1.9	3.8	1.1	3.0	2.4	1.2	3.0	2.4
RTLTs – Masted	-	-	0.1	0.1	0.2	0.1	-	0.1	-	0.1
RTLTs – Telescopic	8.2	12.2	16.4	4.2	4.5	6.2	6.7	7.1	7.1	8.0
Skid-Steer Loaders	5.1	6.4	4.5	1.9	2.1	2.1	2.7	3.5	3.3	2.9
Wheeled Excavators	24.2	28.2	37.6	17.2	19.5	19.8	22.0	24.2	22.0	19.8
Wheeled Loaders < 80 Hp	9.0	11.3	12.4	11.4	18.9	18.8	15.7	13.8	13.1	13.1
Wheeled Loaders > 80 Hp	65.3	82.1	97.1	40.1	45.4	52.2	54.8	57.4	57.4	54.8
Total	241.4	317.4	349.5	150.3	186.0	206.2	213.2	219.9	216.4	209.7

Source: Off-Highway Research

Table 33. France: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	395	596	575	105	193	200	350	350	350	300
Asphalt Finishers	193	225	239	115	123	130	130	130	130	130
Backhoe Loaders	2,741	2,850	1,906	979	1036	1100	1,300	1,500	1,500	1,300
Crawler Dozers	230	293	304	85	115	150	220	200	190	180
Crawler Excavators	3,900	5,135	4,520	1,750	2,178	2,600	2,700	2,400	2,400	2,400
Crawler Loaders	139	159	156	29	63	85	90	90	80	80
Mini Excavators	10,310	12,250	9,955	4,405	6,044	7,300	8,000	8,000	8,000	7,000
Motor Graders	116	130	154	42	38	80	100	110	110	100
Motor Scrapers	-	2	2	-	-	-	-	-	-	-
Rigid Dump Trucks	71	59	104	32	26	90	100	110	110	100
RTLs – Masted	361	409	349	136	147	250	300	400	400	300
RTLs – Telescopic	8,470	9,340	9,143	4,400	4,899	5,550	6,500	6,500	6,500	6,500
Skid-Steer Loaders	1,555	1,527	1,072	435	433	800	1000	1,100	1,100	1,000
Wheeled Excavators	2,110	2,200	2,230	820	1135	1350	1,500	2,000	2,000	1,700
Wheeled Loaders < 80 Hp	1,695	2,080	1,885	482	978	1000	1,100	1,000	1,000	700
Wheeled Loaders > 80 Hp	1,290	1,531	1,472	678	909	900	1000	1,000	1,000	900
Total	33,576	38,786	34,066	14,493	18,317	21,585	24,390	24,890	24,870	22,690

Source: Off-Highway Research

Table 34. France: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	101.4	180.6	197.4	28.9	55.7	62.4	109.2	109.2	109.2	93.6
Asphalt Finishers	30.3	43.1	52.0	23.5	24.5	28.0	28.0	28.0	28.0	28.0
Backhoe Loaders	210.2	254.3	190.0	85.1	93.7	107.7	127.2	146.8	146.8	127.2
Crawler Dozers	52.1	83.0	101.5	27.4	37.5	52.9	77.6	70.5	67.0	63.5
Crawler Excavators	451.5	404.4	619.5	279.6	363.1	468.8	486.8	432.7	432.7	432.7
Crawler Loaders	33.5	44.8	50.0	8.8	19.1	27.9	29.5	29.5	26.3	26.3
Mini Excavators	310.4	482.1	406.2	165.1	231.6	302.6	331.6	331.6	331.6	290.2
Motor Graders	23.2	30.4	37.1	10.5	9.4	21.5	26.8	29.5	29.5	26.8
Motor Scrapers	-	1.5	1.6	-	-	-	-	-	-	-
Rigid Dump Trucks	37.5	33.7	93.7	18.7	14.7	55.0	61.1	67.3	67.3	61.1
RTLs – Masted	16.5	35.3	37.1	17.5	10.2	18.7	22.4	29.9	29.9	22.4
RTLs – Telescopic	548.3	676.9	713.5	296.0	320.7	392.9	460.2	460.2	460.2	460.2
Skid-Steer Loaders	46.7	65.6	49.2	13.6	14.6	29.1	36.4	40.0	40.0	36.4
Wheeled Excavators	292.1	377.5	435.7	162.6	203.4	261.6	290.7	387.5	387.5	329.4
Wheeled Loaders < 80 Hp	78.2	116.3	129.9	33.3	73.3	81.1	89.2	81.1	81.1	56.8
Wheeled Loaders > 80 Hp	257.0	353.5	376.9	168.5	236.9	253.7	281.9	281.9	281.9	253.7
Total	2,488.9	3,183.0	3,491.2	1,339.1	1,708.5	2,163.8	2,458.7	2,525.8	2,519.0	2,308.3

Source: Off-Highway Research

Table 35. Germany: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	439	490	406	83	197	250	350	375	375	400
Asphalt Finishers	293	363	381	273	251	295	325	325	350	350
Backhoe Loaders	97	144	135	62	66	85	100	110	110	110
Crawler Dozers	436	560	482	208	277	325	375	385	385	400
Crawler Excavators	3,870	4,895	3,845	2,165	2,377	2,800	3,250	3,250	3,500	3,500
Crawler Loaders	39	41	28	15	29	35	35	35	35	40
Mini Excavators	11,031	12,692	9,428	6,400	8,071	9,495	9,750	9,500	9,500	9,000
Motor Graders	64	106	127	64	67	75	75	70	70	65
Motor Scrapers	-	-	-	-	-	-	1	-	-	-
Rigid Dump Trucks	64	99	97	29	44	55	80	85	90	90
RTLTs – Masted	95	109	117	45	49	60	75	100	90	90
RTLTs – Telescopic	2,106	2,441	2,727	1,674	2,193	2,250	2,500	2,500	2,400	2,400
Skid-Steer Loaders	814	780	634	340	365	425	475	500	500	500
Wheeled Excavators	3,372	3,897	3,450	1,863	2,549	3,100	3,250	3,250	3,000	3,000
Wheeled Loaders < 80 Hp	5,907	7,383	6,659	3,992	5,478	6,250	6,500	6,500	6,750	6,750
Wheeled Loaders > 80 Hp	3,071	3,563	3,203	1,452	2,076	2,350	2,500	2,500	2,250	2,250
Total	31,698	37,563	31,719	18,665	24,089	27,850	29,641	29,485	29,405	28,945

Source: Off-Highway Research

Table 36. Germany: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	110.7	143.2	130.5	22.2	56.2	77.1	108.0	115.7	115.7	123.4
Asphalt Finishers	49.2	71.8	85.1	58.4	53.3	67.7	74.6	74.6	80.3	80.3
Backhoe Loaders	5.1	8.9	9.5	3.9	4.1	5.7	6.8	7.4	7.4	7.4
Crawler Dozers	62.7	141.4	138.3	53.8	80.3	101.9	117.6	120.8	120.8	125.5
Crawler Excavators	532.0	837.0	714.1	368.0	436.7	556.3	645.7	645.7	695.4	695.4
Crawler Loaders	7.8	9.6	7.4	3.8	7.3	9.5	9.5	9.5	9.5	10.9
Mini Excavators	323.8	458.4	373.6	225.0	291.9	371.4	381.4	371.6	371.6	352.0
Motor Graders	11.7	22.7	30.8	14.7	15.2	18.4	18.4	17.2	17.2	16.0
Motor Scrapers	-	-	-	-	-	-	0.8	-	-	-
Rigid Dump Trucks	28.2	52.7	76.5	16.3	25.8	34.8	50.7	53.8	57.0	57.0
RTLs – Masted	10.0	12.6	12.8	6.8	3.3	4.3	5.4	7.2	6.5	6.5
RTLs – Telescopic	145.0	190.4	231.3	152.9	183.2	203.2	225.8	225.8	216.8	216.8
Skid-Steer Loaders	20.8	28.7	25.2	11.0	12.7	16.0	17.9	18.9	18.9	18.9
Wheeled Excavators	526.7	787.1	768.8	391.1	461.4	606.8	636.2	636.2	587.2	587.2
Wheeled Loaders < 80 Hp	271.5	411.3	430.6	268.5	420.0	518.3	539.0	539.0	559.7	559.7
Wheeled Loaders > 80 Hp	581.0	715.9	771.4	330.2	511.2	625.8	665.7	665.7	599.1	599.1
Total	2,686.4	3,891.5	3,805.8	1,926.4	2,562.5	3,217.5	3,503.5	3,509.2	3,463.2	3,456.2

Source: Off-Highway Research

Table 37. Ireland: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	143	194	120	5	39	30	35	40	75	75
Asphalt Finishers	41	45	24	10	10	15	20	20	20	20
Backhoe Loaders	254	300	160	43	38	50	75	90	125	150
Crawler Dozers	55	60	25	2	6	5	15	15	20	25
Crawler Excavators	1,350	1,425	425	110	92	130	175	200	225	250
Crawler Loaders	1	-	-	-	-	-	-	-	-	-
Mini Excavators	1,435	1,685	625	155	138	180	260	325	350	350
Motor Graders	2	15	-	-	-	1	-	1	-	1
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	5	4	7	1	1	2	5	5	5	5
RTLs – Masted	10	20	6	5	5	10	15	15	15	15
RTLs – Telescopic	1,000	900	334	110	71	100	140	200	250	250
Skid-Steer Loaders	150	170	90	25	31	30	50	75	100	120
Wheeled Excavators	85	95	60	23	23	30	40	50	60	60
Wheeled Loaders < 80 Hp	23	18	22	9	11	15	20	25	25	25
Wheeled Loaders > 80 Hp	270	275	175	51	55	60	75	100	150	175
Total	4,824	5,206	2,073	549	520	658	925	1,161	1,420	1,521

Source: Off-Highway Research

Table 38. Ireland: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	36.5	59.6	39.7	1.5	15.0	12.5	14.6	16.6	31.2	31.2
Asphalt Finishers	6.5	8.4	5.1	2.0	2.0	3.2	4.3	4.3	4.3	4.3
Backhoe Loaders	14.4	19.8	12.0	2.9	2.5	3.6	5.4	6.5	9.1	10.9
Crawler Dozers	13.7	17.5	8.3	0.6	1.9	1.7	5.0	5.0	6.7	8.3
Crawler Excavators	138.6	185.3	66.5	14.3	12.2	18.7	25.2	28.8	32.4	36.0
Crawler Loaders	0.3	-	-	-	-	-	-	-	-	-
Mini Excavators	44.0	60.0	24.4	4.2	4.1	5.8	8.4	10.6	11.4	11.4
Motor Graders	0.2	1.5	-	-	-	0.3	-	0.3	-	0.3
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	2.8	2.6	6.6	0.5	0.6	1.2	3.0	3.0	3.0	3.0
RTLs – Masted	0.8	1.9	0.7	0.4	0.3	0.7	1.1	1.1	1.1	1.1
RTLs – Telescopic	62.1	64.1	26.4	7.8	5.0	7.7	10.8	15.4	19.2	19.2
Skid-Steer Loaders	5.0	6.7	4.0	0.7	0.9	1.0	1.6	2.4	3.2	3.8
Wheeled Excavators	11.7	16.6	12.2	4.8	3.4	4.8	6.4	8.0	9.6	9.6
Wheeled Loaders < 80 Hp	1.4	1.3	1.4	0.4	0.6	0.9	1.2	1.5	1.5	1.5
Wheeled Loaders > 80 Hp	50.3	73.3	42.8	12.0	10.0	11.8	14.8	19.7	29.6	34.5
Total	388.3	518.5	250.1	52.1	58.7	73.9	101.8	123.1	162.1	175.1

Source: Off-Highway Research

Table 39. Italy: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	76	113	116	54	42	45	50	55	65	60
Asphalt Finishers	286	280	237	162	152	140	145	155	160	150
Backhoe Loaders	1,496	1,479	1,041	537	423	400	450	500	550	500
Crawler Dozers	121	151	112	63	70	60	65	70	70	60
Crawler Excavators	4,603	4,765	3,660	2,416	2,131	1,950	2,000	2,100	2,100	2,200
Crawler Loaders	84	75	68	65	46	50	60	65	70	60
Mini Excavators	13,921	14,341	10,700	6,939	6,950	6,800	6,900	7,000	7,000	7,500
Motor Graders	23	19	24	12	29	20	15	15	15	18
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	50	43	44	37	31	28	30	35	40	40
RTLTs – Masted	73	100	71	51	63	60	50	40	35	30
RTLTs – Telescopic	2,817	2,821	2,835	1,613	1,580	1,350	1,400	1,500	1,600	1,750
Skid-Steer Loaders	3,964	3,725	2,647	1,592	1,589	1,260	1,300	1,400	1,450	1,450
Wheeled Excavators	452	435	499	244	267	220	230	185	200	200
Wheeled Loaders < 80 Hp	401	426	349	289	255	220	250	320	330	350
Wheeled Loaders > 80 Hp	1,777	1,906	1,489	909	1026	950	900	900	1000	1,100
Total	30,144	30,679	23,892	14,983	14,654	13,553	13,845	14,340	14,685	15,468

Source: Off-Highway Research

Table 40. Italy: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	19.6	35.6	42.3	15.6	14.9	17.3	19.2	21.1	25.0	23.1
Asphalt Finishers	53.1	59.6	58.3	37.1	33.5	33.4	34.6	37.0	38.2	35.8
Backhoe Loaders	112.9	127.7	104.0	48.4	37.7	38.5	43.4	48.2	53.0	48.2
Crawler Dozers	22.0	33.6	33.1	18.2	20.0	18.6	20.1	21.7	21.7	18.6
Crawler Excavators	525.1	668.8	574.3	375.3	349.2	345.5	354.4	372.1	372.1	389.8
Crawler Loaders	21.3	22.2	22.9	20.7	14.7	17.2	20.7	22.4	24.1	20.7
Mini Excavators	403.9	537.8	401.3	240.0	249.4	263.9	267.8	271.7	271.7	291.1
Motor Graders	7.8	5.4	11.2	5.3	12.7	9.5	7.1	7.1	7.1	8.5
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	23.4	24.9	28.4	17.1	13.7	13.4	14.4	16.8	19.1	19.1
RTLTs – Masted	4.9	6.1	4.8	2.4	4.3	4.4	3.7	2.9	2.6	2.2
RTLTs – Telescopic	131.1	156.8	183.3	80.5	123.5	114.2	118.4	126.8	135.3	148.0
Skid-Steer Loaders	138.3	152.6	141.3	51.9	55.7	47.7	49.2	53.0	54.9	54.9
Wheeled Excavators	64.0	79.4	104.3	50.8	49.4	44.0	46.0	37.0	40.0	40.0
Wheeled Loaders < 80 Hp	19.3	24.5	22.7	20.2	18.9	17.6	20.0	25.6	26.4	28.0
Wheeled Loaders > 80 Hp	295.9	421.0	364.4	211.4	183.2	183.5	173.8	173.8	193.2	212.5
Total	1,842.4	2,355.8	2,096.6	1,194.8	1,180.8	1,168.8	1,192.8	1,237.3	1,284.4	1,340.5

Source: Off-Highway Research

Table 41. Netherlands: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	33	40	46	10	17	20	25	35	35	35
Asphalt Finishers	49	55	61	26	25	25	30	30	30	30
Backhoe Loaders	14	29	4	-	-	3	5	3	5	3
Crawler Dozers	29	34	31	10	22	25	20	25	20	25
Crawler Excavators	915	950	725	285	330	350	400	400	500	525
Crawler Loaders	-	1	-	-	-	-	-	-	-	-
Mini Excavators	1,966	2,610	2,250	1,010	950	1,000	1,200	1,400	1,500	1,500
Motor Graders	4	5	8	4	-	-	4	4	4	4
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	-	-	2	-	-	-	-	-	-	-
RTLTs – Masted	120	81	200	19	26	25	25	30	30	30
RTLTs – Telescopic	630	775	825	215	260	275	300	300	400	425
Skid-Steer Loaders	263	230	190	85	75	90	125	140	150	150
Wheeled Excavators	860	975	790	355	425	450	475	500	500	550
Wheeled Loaders < 80 Hp	210	235	375	140	130	140	150	180	200	200
Wheeled Loaders > 80 Hp	725	635	620	265	375	400	425	450	500	525
Total	5,818	6,655	6,127	2,424	2,635	2,803	3,184	3,497	3,874	4,002

Source: Off-Highway Research

Table 42. Netherlands: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	7.6	10.8	14.4	3.3	4.8	6.2	7.7	10.8	10.8	10.8
Asphalt Finishers	7.8	9.3	8.9	5.2	4.9	5.3	6.4	6.4	6.4	6.4
Backhoe Loaders	0.8	1.9	0.3	-	-	0.2	0.4	0.2	0.4	0.2
Crawler Dozers	6.1	8.3	8.6	2.6	5.7	7.0	5.6	7.0	5.6	7.0
Crawler Excavators	128.0	176.6	150.6	59.0	70.6	81.0	92.6	92.6	115.7	121.5
Crawler Loaders	-	0.3	-	-	-	-	-	-	-	-
Mini Excavators	63.3	93.0	84.1	33.5	32.8	37.3	44.8	52.2	55.9	55.9
Motor Graders	0.7	1.1	1.9	0.9	-	-	1.0	1.0	1.0	1.0
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	-	-	1.3	-	-	-	-	-	-	-
RTLs – Masted	0.6	5.1	5.4	1.3	1.7	1.8	1.8	2.2	2.2	2.2
RTLs – Telescopic	38.6	64.1	57.7	17.9	22.1	25.3	27.6	27.6	36.8	39.1
Skid-Steer Loaders	8.5	8.8	8.1	2.8	2.6	3.3	4.6	5.2	5.6	5.6
Wheeled Excavators	132.3	192.9	176.5	72.5	76.4	87.5	92.4	97.3	97.3	107.0
Wheeled Loaders < 80 Hp	10.4	13.4	23.7	9.3	9.8	11.4	12.2	14.7	16.3	16.3
Wheeled Loaders > 80 Hp	120.0	130.4	140.9	58.4	89.2	102.9	109.3	115.8	128.6	135.1
Total	524.7	716.0	682.4	266.7	320.7	369.3	406.3	432.8	482.5	508.0

Source: Off-Highway Research

Table 43. Norway: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	96	99	92	45	27	60	60	70	70	60
Asphalt Finishers	34	52	58	33	29	38	40	45	45	40
Backhoe Loaders	5	13	13	7	6	10	7	10	5	6
Crawler Dozers	21	23	8	7	1	5	6	3	5	3
Crawler Excavators	1,678	1,877	1,330	670	750	770	800	800	800	820
Crawler Loaders	1	3	-	1	1	1	2	-	1	-
Mini Excavators	948	1,162	976	526	537	500	520	650	620	600
Motor Graders	17	15	39	8	11	10	10	7	5	6
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	15	6	20	26	10	20	14	10	12	8
RTLTs – Masted	3	2	2	-	1	5	1	2	2	-
RTLTs – Telescopic	69	148	151	50	68	85	80	75	75	65
Skid-Steer Loaders	100	113	62	41	40	55	65	75	65	60
Wheeled Excavators	199	190	243	143	150	150	150	150	155	160
Wheeled Loaders < 80 Hp	163	195	184	97	114	100	110	100	100	105
Wheeled Loaders > 80 Hp	501	489	581	299	362	280	300	320	330	335
Total	3,850	4,387	3,759	1,953	2,107	2,089	2,165	2,317	2,290	2,268

Source: Off-Highway Research

Table 44. Norway: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	24.7	29.3	26.5	12.7	7.5	17.9	17.9	20.9	20.9	17.9
Asphalt Finishers	5.4	9.7	9.6	6.6	5.7	8.1	8.5	9.6	9.6	8.5
Backhoe Loaders	0.3	0.9	0.6	0.5	0.4	0.7	0.5	0.7	0.4	0.4
Crawler Dozers	4.4	5.6	2.2	1.8	0.3	1.4	1.7	0.8	1.4	0.8
Crawler Excavators	199.8	279.6	225.1	109.9	132.3	146.9	152.6	152.6	152.6	156.4
Crawler Loaders	0.2	0.7	-	0.3	0.3	0.3	0.5	-	0.3	-
Mini Excavators	30.9	46.5	39.9	21.8	23.6	23.8	24.7	30.9	29.5	28.5
Motor Graders	3.1	3.4	7.0	1.8	2.5	2.5	2.5	1.7	1.2	1.5
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	6.2	2.8	15.0	20.9	7.4	16.0	11.2	8.0	9.6	6.4
RTLs – Masted	0.1	0.1	-	0.1	0.1	0.4	0.1	0.1	0.1	-
RTLs – Telescopic	7.8	11.5	11.1	5.0	6.4	8.7	8.2	7.7	7.7	6.6
Skid-Steer Loaders	3.3	4.4	2.9	1.2	1.7	2.5	2.9	3.4	2.9	2.7
Wheeled Excavators	31.0	39.4	56.3	29.5	27.2	29.4	29.4	29.4	30.4	31.4
Wheeled Loaders < 80 Hp	7.5	9.4	44.4	6.6	8.7	8.3	9.1	8.3	8.3	8.7
Wheeled Loaders > 80 Hp	95.0	109.8	145.5	70.7	94.3	78.9	84.5	90.2	93.0	94.4
Total	419.9	553.1	586.2	289.4	318.3	345.7	354.4	364.4	367.9	364.4

Source: Off-Highway Research

Table 45. Portugal: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	45	84	68	31	56	60	60	60	60	60
Asphalt Finishers	20	37	37	36	23	20	20	20	30	30
Backhoe Loaders	855	1,127	768	477	402	400	500	700	1,000	1,000
Crawler Dozers	43	40	62	59	28	60	60	60	60	70
Crawler Excavators	427	484	458	257	271	300	350	450	450	450
Crawler Loaders	2	-	2	-	-	-	-	2	-	2
Mini Excavators	327	413	339	240	222	220	250	250	250	300
Motor Graders	24	47	49	18	22	25	50	50	50	50
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	7	9	11	1	6	10	10	10	10	10
RTLs – Masted	22	33	35	12	13	15	20	30	50	50
RTLs – Telescopic	322	520	529	120	102	120	300	350	300	300
Skid-Steer Loaders	360	351	370	200	198	200	450	500	450	500
Wheeled Excavators	112	122	106	66	64	80	80	80	70	70
Wheeled Loaders < 80 Hp	8	22	21	11	7	5	10	20	20	20
Wheeled Loaders > 80 Hp	143	185	217	90	85	100	120	160	150	150
Total	2,717	3,474	3,072	1,618	1,499	1,615	2,280	2,742	2,950	3,062

Source: Off-Highway Research

Table 46. Portugal: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	9.9	21.5	18.8	9.9	15.1	17.5	17.5	17.5	17.5	17.5
Asphalt Finishers	2.2	6.9	5.5	7.2	4.5	4.3	4.3	4.3	6.4	6.4
Backhoe Loaders	48.7	72.9	58.1	32.5	27.0	29.1	36.4	50.9	72.7	72.7
Crawler Dozers	9.4	10.2	17.6	16.1	7.6	17.5	17.5	17.5	17.5	20.4
Crawler Excavators	69.7	123.4	104.9	66.3	72.1	86.4	100.7	129.5	129.5	129.5
Crawler Loaders	0.5	-	0.6	-	-	-	-	0.7	-	0.7
Mini Excavators	10.1	15.7	15.4	9.1	8.9	9.6	10.9	10.9	10.9	13.1
Motor Graders	4.8	11.0	12.7	4.5	5.5	6.7	13.4	13.4	13.4	13.4
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	3.7	5.6	9.9	0.5	3.3	6.0	6.0	6.0	6.0	6.0
RTLTs – Masted	1.2	2.1	2.5	0.8	0.9	1.1	1.5	2.2	3.7	3.7
RTLTs – Telescopic	24.1	43.5	49.9	11.0	9.3	11.8	29.6	34.6	29.6	29.6
Skid-Steer Loaders	11.9	12.1	16.6	6.2	6.5	7.1	15.9	17.7	15.9	17.7
Wheeled Excavators	16.3	24.9	27.1	14.7	13.2	17.8	17.8	17.8	15.6	15.6
Wheeled Loaders < 80 Hp	0.4	1.4	1.4	0.8	0.6	0.4	0.9	1.7	1.7	1.7
Wheeled Loaders > 80 Hp	26.8	43.9	56.3	23.0	16.5	21.0	25.2	33.6	31.5	31.5
Total	239.8	395.1	397.4	202.8	191.0	236.3	297.6	358.3	372.1	379.6

Source: Off-Highway Research

Table 47. Spain: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	196	258	111	40	16	15	25	50	100	100
Asphalt Finishers	149	155	106	61	30	25	20	50	100	100
Backhoe Loaders	3,683	4,196	1,037	490	442	400	450	700	900	1,000
Crawler Dozers	143	214	112	35	15	15	25	35	50	70
Crawler Excavators	1,883	2,540	865	396	320	300	350	450	500	500
Crawler Loaders	13	19	5	7	4	5	5	10	10	10
Mini Excavators	2,744	2,610	837	440	424	400	400	450	600	700
Motor Graders	109	132	91	32	23	20	15	25	35	35
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	210	217	197	85	20	20	50	80	100	100
RTLTs – Masted	1,225	1,200	245	110	70	50	60	70	80	80
RTLTs – Telescopic	3,520	3,480	1,330	364	319	300	350	400	500	500
Skid-Steer Loaders	3,250	3,041	900	466	342	300	350	400	450	550
Wheeled Excavators	1,248	1,300	470	148	140	120	130	200	250	350
Wheeled Loaders < 80 Hp	125	150	112	30	55	50	50	60	80	100
Wheeled Loaders > 80 Hp	1,350	1,541	708	264	241	200	250	350	400	600
Total	19,848	21,053	7,126	2,968	2,461	2,220	2,530	3,330	4,155	4,795

Source: Off-Highway Research

Table 48. Spain: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	50.6	81.5	42.3	12.4	5.3	5.3	8.9	17.8	35.5	35.5
Asphalt Finishers	21.9	27.6	21.2	11.9	5.8	5.2	4.2	10.5	20.9	20.9
Backhoe Loaders	210.2	278.5	80.6	33.4	29.7	29.1	32.7	50.9	65.5	72.7
Crawler Dozers	33.8	55.8	34.2	10.5	4.3	4.7	7.8	10.9	15.6	21.9
Crawler Excavators	278.2	471.2	191.7	93.1	77.0	78.1	91.1	117.2	130.2	130.2
Crawler Loaders	3.1	5.4	1.6	2.1	1.2	1.6	1.6	3.3	3.3	3.3
Mini Excavators	82.2	112.3	36.1	18.3	18.3	18.6	18.6	21.0	28.0	32.6
Motor Graders	20.8	28.5	24.1	8.0	5.7	5.4	4.0	6.7	9.4	9.4
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	121.3	145.6	192.9	56.1	12.4	13.4	33.5	53.5	66.9	66.9
RTLTs – Masted	35.4	71.5	16.5	7.0	4.4	3.4	4.1	4.8	5.5	5.5
RTLTs – Telescopic	252.5	292.8	95.4	24.5	27.2	27.6	32.2	36.9	46.1	46.1
Skid-Steer Loaders	95.8	106.6	37.7	14.1	10.9	10.4	12.1	13.8	15.6	19.0
Wheeled Excavators	197.3	264.1	107.2	33.3	28.7	26.6	28.9	44.4	55.5	77.7
Wheeled Loaders < 80 Hp	6.2	11.0	6.8	2.0	3.6	3.6	3.6	4.3	5.7	7.2
Wheeled Loaders > 80 Hp	250.2	341.4	178.6	62.5	43.6	39.1	48.9	68.4	78.2	117.3
Total	1,659.7	2,293.8	1,067.0	389.2	278.2	272.2	332.3	464.3	581.8	666.2

Source: Off-Highway Research

Table 49. Sweden: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	61	51	73	45	33	35	37	60	55	65
Asphalt Finishers	35	37	67	25	23	30	35	45	45	40
Backhoe Loaders	238	248	203	122	135	145	160	160	170	180
Crawler Dozers	13	16	22	8	9	8	7	7	8	6
Crawler Excavators	620	745	727	274	353	365	380	400	420	430
Crawler Loaders	4	-	5	1	-	-	2	3	1	1
Mini Excavators	656	863	839	475	639	385	400	600	600	650
Motor Graders	6	12	17	9	8	8	9	10	8	7
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	8	2	13	9	7	8	10	4	6	5
RTLs – Masted	1	1	1	1	1	2	1	-	-	2
RTLs – Telescopic	116	117	159	74	100	100	100	110	100	95
Skid-Steer Loaders	156	153	103	46	41	50	60	50	55	60
Wheeled Excavators	353	395	506	168	266	250	240	235	250	265
Wheeled Loaders < 80 Hp	126	190	239	123	222	165	170	180	180	190
Wheeled Loaders > 80 Hp	805	766	1076	532	640	585	600	610	620	600
Total	3,198	3,596	4,050	1,912	2,477	2,136	2,211	2,474	2,518	2,596

Source: Off-Highway Research

Table 50. Sweden: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	14.7	14.4	20.7	10.5	8.5	9.7	10.3	16.7	15.3	18.1
Asphalt Finishers	5.6	6.9	14.2	5.0	4.5	6.4	7.5	9.6	9.6	8.5
Backhoe Loaders	13.6	16.4	15.3	8.3	9.1	10.5	11.6	11.6	12.4	13.1
Crawler Dozers	2.7	3.4	6.1	2.1	2.3	2.2	2.0	2.0	2.2	1.7
Crawler Excavators	101.1	124.2	122.2	49.9	69.4	77.6	80.8	85.1	89.3	91.4
Crawler Loaders	1.0	-	1.3	0.3	-	-	0.5	0.8	0.3	0.3
Mini Excavators	20.1	34.6	33.6	16.8	22.4	14.6	15.2	22.8	22.8	24.7
Motor Graders	1.1	2.6	4.1	2.1	1.8	2.0	2.2	2.5	2.0	1.7
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	3.2	0.9	8.9	6.1	4.4	5.5	6.8	2.7	4.1	3.4
RTLs – Masted	0.1	-	0.1	-	0.1	0.1	0.1	-	-	0.1
RTLs – Telescopic	7.7	9.2	14.8	8.1	9.2	9.9	9.9	10.9	9.9	9.4
Skid-Steer Loaders	5.1	6.0	4.6	1.3	1.2	1.6	1.9	1.6	1.8	1.9
Wheeled Excavators	47.2	77.3	120.4	35.1	48.6	49.4	47.4	46.4	49.4	52.3
Wheeled Loaders < 80 Hp	6.2	11.0	14.7	8.5	17.0	13.6	14.1	14.9	14.9	15.7
Wheeled Loaders > 80 Hp	132.4	147.5	244.4	113.3	151.2	149.5	153.3	155.9	158.4	153.3
Total	361.8	454.4	625.6	267.3	349.7	352.7	363.6	383.4	392.3	395.7

Source: Off-Highway Research

Table 51. Switzerland: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	23	26	23	17	19	22	20	25	25	22
Asphalt Finishers	28	31	28	50	52	45	45	30	30	35
Backhoe Loaders	-	-	1	-	-	-	-	-	-	-
Crawler Dozers	29	40	24	24	25	25	20	15	20	20
Crawler Excavators	812	808	785	629	686	750	750	750	725	725
Crawler Loaders	18	34	17	9	13	18	18	15	15	0
Mini Excavators	1,521	1,634	1,770	1,623	1,541	1,600	1,575	1,575	1,500	1,500
Motor Graders	-	1	1	-	-	1	-	1	-	-
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	2	3	2	-	3	3	2	1	1	2
RTLTs – Masted	2	5	3	2	1	3	2	1	1	1
RTLTs – Telescopic	108	91	101	108	111	110	115	120	120	115
Skid-Steer Loaders	165	141	113	98	84	100	110	125	125	125
Wheeled Excavators	300	329	312	245	326	325	300	290	275	275
Wheeled Loaders < 80 Hp	190	225	232	257	248	250	225	225	225	230
Wheeled Loaders > 80 Hp	223	256	205	169	173	200	200	210	220	220
Total	3,421	3,624	3,617	3,231	3,282	3,452	3,382	3,383	3,282	3,270

Source: Off-Highway Research

Table 52. Switzerland: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	5.1	6.7	7.6	4.5	5.2	6.5	5.9	7.4	7.4	6.5
Asphalt Finishers	4.5	5.6	5.9	5.0	10.3	9.6	9.6	6.4	6.4	7.5
Backhoe Loaders	-	0.1	0.1	-	-	-	-	-	-	-
Crawler Dozers	6.1	9.8	6.7	6.3	6.5	7.0	5.6	4.2	5.6	5.6
Crawler Excavators	102.6	208.4	131.2	96.5	112.0	132.5	132.5	132.5	128.1	128.1
Crawler Loaders	3.6	7.9	4.5	2.3	3.3	4.9	4.9	4.1	4.1	-
Mini Excavators	48.1	63.6	63.9	53.8	53.9	60.6	59.6	59.6	56.8	56.8
Motor Graders	-	0.2	0.2	-	-	0.2	-	0.2	-	-
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	0.8	1.3	1.3	-	1.7	1.8	1.2	0.6	0.6	1.2
RTLs – Masted	1.4	1.9	2.5	1.4	0.1	0.2	0.1	0.1	0.1	0.1
RTLs – Telescopic	7.0	6.7	6.7	7.4	9.1	9.8	10.2	10.7	10.7	10.2
Skid-Steer Loaders	5.1	5.2	5.0	2.8	2.5	3.2	3.5	4.0	4.0	4.0
Wheeled Excavators	45.0	47.0	47.6	49.2	59.2	63.8	58.9	56.9	54.0	54.0
Wheeled Loaders < 80 Hp	9.6	12.2	9.9	17.3	18.9	20.6	18.5	18.5	18.5	18.9
Wheeled Loaders > 80 Hp	37.5	55.0	40.0	41.5	46.7	58.4	58.4	61.3	64.2	64.2
Total	276.3	431.7	333.2	287.9	329.2	379.0	368.9	366.4	360.3	357.0

Source: Off-Highway Research

Table 53. United Kingdom: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	815	870	610	213	241	260	300	350	550	550
Asphalt Finishers	149	166	133	45	40	40	45	60	100	120
Backhoe Loaders	2,355	2,450	2,400	1,555	1,600	1,500	1,500	1,700	1,800	1,800
Crawler Dozers	243	335	300	75	112	100	140	180	200	200
Crawler Excavators	6,600	8,800	5,675	3,110	4,270	4,000	4,000	4,000	4,000	4,250
Crawler Loaders	34	42	34	20	18	20	20	30	30	30
Mini Excavators	12,800	14,850	9,835	5,775	6,110	5,750	6,000	6,250	6,500	6,500
Motor Graders	1	-	5	1	1	1	5	5	5	5
Motor Scrapers	5	5	-	-	-	2	-	2	-	2
Rigid Dump Trucks	56	80	100	41	56	45	50	50	75	75
RTLs – Masted	280	495	375	102	70	80	100	125	150	150
RTLs – Telescopic	7,700	9,185	6,945	3,923	5,100	4,750	5,000	5,250	5,500	6,000
Skid-Steer Loaders	839	940	875	650	660	650	700	700	725	725
Wheeled Excavators	445	542	685	465	503	490	500	525	525	525
Wheeled Loaders < 80 Hp	165	135	181	131	140	150	150	150	150	150
Wheeled Loaders > 80 Hp	890	1,155	1,095	625	820	800	820	850	860	875
Total	33,377	40,050	29,248	16,731	19,741	18,638	19,330	20,227	21,170	21,957

Source: Off-Highway Research

Table 54. United Kingdom: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	195.3	245.8	181.7	44.6	61.0	68.2	78.7	91.8	144.3	144.3
Asphalt Finishers	23.0	28.6	24.5	6.6	7.6	7.9	8.9	11.8	19.7	23.7
Backhoe Loaders	133.8	174.9	178.2	61.8	100.6	97.7	97.7	110.7	117.3	117.3
Crawler Dozers	61.2	105.2	103.9	18.5	32.2	29.8	41.7	53.6	59.5	59.5
Crawler Excavators	627.5	978.9	742.4	277.1	391.1	379.4	379.4	379.4	379.4	403.1
Crawler Loaders	9.0	13.3	11.1	4.8	4.0	4.6	4.6	6.9	6.9	6.9
Mini Excavators	373.6	509.5	331.2	147.3	172.8	168.4	175.7	183.1	190.4	190.4
Motor Graders	0.2	-	1.2	0.2	0.2	0.2	0.8	0.8	0.8	0.8
Motor Scrapers	3.1	3.7	-	-	-	1.2	-	1.2	-	1.2
Rigid Dump Trucks	38.3	59.6	95.9	28.2	30.5	25.4	28.2	28.2	42.3	42.3
RTLs – Masted	12.9	31.1	22.4	4.9	3.2	3.7	4.7	5.8	7.0	7.0
RTLs – Telescopic	476.9	660.9	484.3	186.3	422.9	408.0	429.5	450.9	472.4	515.3
Skid-Steer Loaders	28.3	38.2	36.6	21.0	22.1	22.5	24.2	24.2	25.1	25.1
Wheeled Excavators	59.1	90.9	129.3	53.3	75.5	76.2	77.7	81.6	81.6	81.6
Wheeled Loaders < 80 Hp	9.1	8.1	11.7	5.9	9.8	10.9	10.9	10.9	10.9	10.9
Wheeled Loaders > 80 Hp	167.5	240.8	213.8	83.6	142.5	144.3	147.9	153.3	155.2	157.9
Total	2,218.7	3,189.5	2,568.4	944.0	1,475.9	1,448.3	1,510.6	1,594.4	1,712.7	1,787.2

Source: Off-Highway Research

Table 55. North America: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	4,650	3,745	2,360	1,135	1,240	1,325	1,450	1,650	1,900	2,100
Asphalt Finishers	2,150	1,750	1,000	675	650	675	775	900	1,000	1,100
Backhoe Loaders	25,050	21,125	16,250	8,700	9,700	10,500	11,500	13,000	15,000	16,500
Crawler Dozers	17,570	14,355	10,800	5,100	5,600	6,100	7,000	8,500	9,800	10,800
Crawler Excavators	30,400	24,600	18,000	9,600	11,200	12,500	14,000	16,000	18,400	20,200
Crawler Loaders	1,320	835	525	200	230	275	325	400	475	525
Mini Excavators	29,500	26,500	18,650	10,000	11,800	13,300	15,000	17,000	19,600	21,500
Motor Graders	4,810	4,675	4,445	2,600	3,200	3,500	3,900	4,300	4,700	5,100
Motor Scrapers	775	600	400	175	190	215	230	275	300	330
Rigid Dump Trucks	870	980	1,100	850	1,000	1,100	1,200	1,300	1,300	1,200
RTLs – Masted	4,150	3,375	2,150	950	1,115	1,225	1,350	1,550	1,750	1,900
RTLs – Telescopic	21,625	16,300	11,000	3,500	3,780	4,150	4,500	5,100	5,850	6,425
Skid-Steer Loaders	57,990	52,600	43,300	22,700	26,700	29,500	33,000	37,000	42,000	45,000
Wheeled Excavators	955	870	900	495	525	575	640	725	800	875
Wheeled Loaders < 80 Hp	1,875	1,700	1,810	945	985	1,050	1,275	1,450	1,675	1,850
Wheeled Loaders > 80 Hp	20,125	17,155	15,115	9,600	11,300	12,500	14,000	16,000	18,400	20,200
Total	223,815	191,165	147,805	77,225	89,215	98,490	110,145	125,150	142,950	155,605

Source: Off-Highway Research

Table 56. North America: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	1,534.0	1,526.7	1,025.8	482.7	538.0	574.9	629.1	715.9	824.3	911.1
Asphalt Finishers	567.0	537.1	346.7	150.3	138.1	143.4	164.7	191.3	212.5	233.8
Backhoe Loaders	2,295.0	2,008.1	1,595.7	881.0	1,003.6	1,086.3	1,189.8	1,345.0	1,551.9	1,707.1
Crawler Dozers	3,873.2	3,397.7	4,324.0	1,208.6	1,335.4	1,454.7	1,669.3	2,027.0	2,337.0	2,575.5
Crawler Excavators	7,171.0	5,972.5	4,637.0	2,471.2	2,931.1	3,271.3	3,663.8	4,187.2	4,815.3	5,286.4
Crawler Loaders	355.5	232.0	150.1	60.8	67.5	80.7	95.4	117.4	139.4	154.0
Mini Excavators	1,278.0	1,327.2	921.3	545.1	631.5	711.7	802.7	909.7	1,048.9	1,150.6
Motor Graders	1,165.7	1,340.2	1,326.2	787.8	1,012.5	1,107.5	1,234.0	1,360.6	1,487.2	1,613.7
Motor Scrapers	387.5	314.7	215.0	95.3	105.9	119.8	128.2	153.3	167.2	183.9
Rigid Dump Trucks	1,463.3	2,632.4	3,111.0	1,670.4	2,235.1	2,458.6	2,682.1	2,905.6	2,905.6	2,682.1
RTLs – Masted	228.3	254.6	126.1	56.4	67.8	74.5	82.1	94.2	106.4	115.5
RTLs – Telescopic	1,555.6	1,650.0	968.8	270.9	369.2	405.4	439.6	498.2	571.4	627.6
Skid-Steer Loaders	2,246.4	2,339.2	2,078.1	1,077.1	1,317.0	1,455.1	1,627.8	1,825.1	2,071.7	2,219.7
Wheeled Excavators	186.7	210.3	230.1	115.2	137.6	150.7	167.7	190.0	209.7	229.3
Wheeled Loaders < 80 Hp	126.5	87.5	102.4	77.0	59.0	62.9	76.3	86.8	100.3	110.8
Wheeled Loaders > 80 Hp	4,870.4	4,438.7	3,564.3	2,200.1	2,922.7	3,233.1	3,621.1	4,138.3	4,759.1	5,224.7
Total	29,304.0	28,268.7	24,722.6	12,149.8	14,872.0	16,390.5	18,273.6	20,745.6	23,307.9	25,025.7

Source: Off-Highway Research

Table 57. Japan: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	50	53	50	35	15	20	20	20	20	20
Asphalt Finishers	185	210	180	125	180	150	150	200	250	200
Backhoe Loaders	-	4	5	2	-	5	5	5	5	5
Crawler Dozers	1,130	1,500	1,250	790	900	800	800	1,000	1,200	1,000
Crawler Excavators	30,590	33,070	24,600	10,100	13,900	14,000	14,700	14,000	15,000	14,000
Crawler Loaders	80	80	70	20	20	50	50	50	50	50
Mini Excavators	27,700	29,200	20,950	11,200	14,100	19,000	21,000	23,000	25,000	20,000
Motor Graders	220	230	220	120	150	150	200	200	200	170
Motor Scrapers	20	20	20	20	20	20	20	20	20	20
Rigid Dump Trucks	190	180	200	100	60	100	100	100	100	80
RTLTs – Masted	-	-	-	-	-	-	-	-	-	-
RTLTs – Telescopic	2	2	2	8	5	2	2	2	2	2
Skid-Steer Loaders	1,250	1,130	933	680	780	850	900	1,000	1,000	1,000
Wheeled Excavators	110	190	165	50	70	100	150	150	125	100
Wheeled Loaders < 80 Hp	6,430	5,565	4,505	2,920	3,100	4,500	5,000	6,000	6,000	5,500
Wheeled Loaders > 80 Hp	5,270	4,735	3,825	3,140	3,790	3,700	3,500	4,000	4,000	3,700
Total	73,227	76,169	56,975	29,310	37,090	43,447	46,597	49,747	52,972	45,847

Source: Off-Highway Research

Table 58. Japan: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	8.8	27.7	16.1	13.9	5.9	6.9	6.9	6.9	6.9	6.9
Asphalt Finishers	27.1	27.8	22.1	18.7	25.9	19.1	19.1	25.4	31.8	25.4
Backhoe Loaders	0.8	0.3	0.4	0.2	-	0.4	0.4	0.4	0.4	0.4
Crawler Dozers	116.6	162.3	147.7	121.7	129.5	101.6	101.6	127.0	152.4	127.0
Crawler Excavators	2,426.9	2,760.0	2,059.6	1,045.9	1,393.3	1,238.8	1,300.8	1,238.8	1,327.3	1,238.8
Crawler Loaders	9.5	9.9	8.9	3.1	3.0	6.6	6.6	6.6	6.6	6.6
Mini Excavators	840.7	925.2	689.7	453.0	543.7	646.7	714.8	782.9	851.0	680.8
Motor Graders	20.8	20.8	22.3	14.9	17.7	15.7	20.9	20.9	20.9	17.7
Motor Scrapers	9.0	9.5	9.6	11.9	11.3	10.0	10.0	10.0	10.0	10.0
Rigid Dump Trucks	27.8	27.7	32.0	19.7	11.1	16.3	16.3	16.3	16.3	13.1
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	0.4	0.2	0.2	0.8	0.5	0.2	0.2	0.2	0.2	0.2
Skid-Steer Loaders	46.1	33.9	29.2	26.3	28.7	27.6	29.3	32.5	32.5	32.5
Wheeled Excavators	13.6	24.7	24.1	8.7	11.9	15.1	22.6	22.6	18.8	15.1
Wheeled Loaders < 80 Hp	204.5	184.6	152.4	121.8	123.3	158.0	175.6	210.7	210.7	193.1
Wheeled Loaders > 80 Hp	457.9	431.1	368.2	369.3	423.8	365.3	345.5	394.9	394.9	365.3
Total	4,210.2	4,645.7	3,582.3	2,229.8	2,729.6	2,628.2	2,770.4	2,896.1	3,080.6	2,732.8

Source: Off-Highway Research

Table 59. China: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	68	91	59	53	66	60	60	50	50	50
Asphalt Finishers	1,065	1,020	945	1,491	2,480	2,600	2,700	2,500	2,600	2,800
Backhoe Loaders	295	590	630	400	580	670	790	950	1,100	1,250
Crawler Dozers	4,968	5,245	5,239	6,911	11,480	12,500	14,000	15,000	14,000	13,000
Crawler Excavators	33,659	49,053	58,152	79,874	143,220	160,000	180,000	190,000	205,000	225,000
Crawler Loaders	10	10	20	20	20	20	20	20	20	20
Mini Excavators	11,939	16,850	19,030	22,250	35,900	41,000	45,000	50,000	55,000	60,000
Motor Graders	1,381	1,398	1,464	1,967	2,588	2,850	2,700	2,500	2,300	2,200
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	485	703	749	810	770	800	850	800	750	700
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	16	20	50	100	250	270	300	300	300	300
Skid-Steer Loaders	206	230	260	299	698	850	900	950	1,000	1,100
Wheeled Excavators	547	806	798	1,120	1,850	2,000	2,100	2,200	2,300	2,400
Wheeled Loaders < 80 Hp	6,022	7,573	7,995	5,854	6,427	6,534	6,375	6,471	6,534	6,694
Wheeled Loaders > 80 Hp	119,281	142,120	141,252	132,003	195,203	198,466	193,625	196,529	198,466	203,306
Total	179,916	225,679	236,573	253,032	401,262	428,330	449,100	467,950	489,100	518,500

Source: Off-Highway Research

Table 60. China: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	18.5	29.8	21.0	21.2	32.2	28.3	28.3	23.6	23.6	23.6
Asphalt Finishers	128.2	124.2	136.3	245.7	719.8	730.5	758.6	702.4	730.5	786.7
Backhoe Loaders	15.8	40.1	56.1	35.7	31.6	35.3	41.6	50.1	58.0	65.9
Crawler Dozers	255.5	377.4	436.1	615.0	781.5	823.7	922.6	988.5	922.6	856.7
Crawler Excavators	3,073.0	5,125.7	6,855.8	9,799.5	19,468.7	21,053.8	23,685.5	25,001.3	26,975.1	29,606.8
Crawler Loaders	-	-	1.2	-	2.7	2.6	2.6	2.6	2.6	2.6
Mini Excavators	465.7	733.8	966.7	1,232.6	1,790.1	1,979.0	2,172.1	2,413.5	2,654.8	2,896.2
Motor Graders	78.0	102.7	99.8	143.5	750.2	799.7	757.6	701.5	645.3	617.3
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	69.3	163.4	273.7	308.8	385.6	387.8	412.0	387.8	363.5	339.3
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	1.1	2.8	4.4	14.7	15.7	16.5	18.3	18.3	18.3	18.3
Skid-Steer Loaders	9.7	10.9	14.2	34.8	36.3	42.8	45.3	47.8	50.3	55.3
Wheeled Excavators	34.2	48.9	57.1	170.6	304.3	318.5	334.4	350.3	366.2	382.2
Wheeled Loaders < 80 Hp	42.0	58.6	64.7	56.3	94.1	92.6	90.4	91.7	92.6	94.9
Wheeled Loaders > 80 Hp	3,169.0	4,447.0	5,183.5	5,385.4	10,223.4	10,061.7	9,816.3	9,963.5	10,061.7	10,307.1
Total	7,360.1	11,265.2	14,170.7	18,063.6	34,636.3	36,372.8	39,085.6	40,742.8	42,965.3	46,052.8

Source: Off-Highway Research

Table 61. India: Sales of Construction Equipment, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	19	13	33	11	60	50	40	50	60	70
Asphalt Finishers	687	954	879	920	874	1,000	1,150	1,250	1,325	1,400
Backhoe Loaders	13,797	21,769	16,673	15,731	25,300	30,000	32,000	33,500	35,000	36,000
Crawler Dozers	550	599	608	562	688	800	900	1000	1,050	1,100
Crawler Excavators	5,904	9,606	9,897	7,950	11,454	15,000	20,000	25,000	30,000	35,000
Crawler Loaders	3	6	5	4	8	5	5	5	5	5
Mini Excavators	24	22	64	73	89	100	125	150	200	250
Motor Graders	360	544	553	342	524	600	700	800	900	1000
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	749	594	771	808	582	750	850	800	725	850
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	3	11	6	15	41	60	90	130	180	225
Skid-Steer Loaders	175	265	480	290	540	500	600	700	800	900
Wheeled Excavators	4	5	-	-	-	5	5	5	5	5
Wheeled Loaders < 80 Hp	2	-	3	10	30	60	100	150	200	250
Wheeled Loaders > 80 Hp	1,877	2,364	2,540	1,902	2,644	3,140	3,800	4,450	5,100	5,750
Total	24,154	36,752	32,512	28,618	42,834	52,070	60,365	67,990	75,550	82,805

Source: Off-Highway Research

Table 62. India: Sales of Construction Equipment, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Articulated Dump Trucks	4.3	3.1	7.9	4.5	24.3	19.6	15.7	19.6	23.6	27.5
Asphalt Finishers	45.4	66.4	61.2	73.1	72.7	80.7	92.8	100.9	107.0	113.0
Backhoe Loaders	622.7	1,034.3	792.2	544.6	813.6	936.1	998.5	1,045.3	1,092.1	1,123.3
Crawler Dozers	134.0	153.7	156.0	139.5	175.3	197.8	222.5	247.3	259.6	272.0
Crawler Excavators	308.1	528.6	544.4	771.7	1,089.2	1,383.9	1,845.2	2,306.5	2,767.8	3,229.1
Crawler Loaders	0.3	0.6	0.5	0.4	0.9	0.5	0.5	0.5	0.5	0.5
Mini Excavators	0.9	0.8	2.5	2.9	3.8	4.1	5.2	6.2	8.3	10.3
Motor Graders	44.1	70.2	71.3	60.6	82.6	91.7	107.0	122.3	137.6	152.9
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	127.3	106.2	137.9	337.5	215.8	269.7	305.7	287.7	260.8	305.7
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	0.2	0.8	0.5	1.2	3.6	5.1	7.7	11.1	15.4	19.3
Skid-Steer Loaders	5.1	7.0	13.9	6.7	17.8	16.0	19.1	22.3	25.5	28.7
Wheeled Excavators	0.4	0.5	-	-	-	0.5	0.5	0.5	0.5	0.5
Wheeled Loaders < 80 Hp	-	-	-	-	1.2	2.3	3.8	5.7	7.6	9.5
Wheeled Loaders > 80 Hp	150.6	199.7	214.6	125.0	206.3	237.7	287.6	336.8	386.0	435.2
Total	1,443.5	2,171.8	2,002.7	2,067.6	2,707.0	3,245.8	3,911.9	4,512.8	5,092.2	5,727.5

Source: Off-Highway Research

EUROPE: SALES BY PRODUCT BY COUNTRY, 2006-2015

Table 63. Europe: Sales of Articulated Dump Trucks by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	60	59	52	19	12	30	40	45	50	50
Belgium	74	102	105	17	25	30	45	45	55	55
Denmark	43	53	31	4	4	5	10	10	20	20
Finland	21	31	14	14	8	20	25	25	25	20
France	395	596	575	105	193	200	350	350	350	300
Germany	439	490	406	83	197	250	350	375	375	400
Ireland	143	194	120	5	39	30	35	40	75	75
Italy	76	113	116	54	42	45	50	55	65	60
Netherlands	33	40	46	10	17	20	25	35	35	35
Norway	96	99	92	45	27	60	60	70	70	60
Portugal	45	84	68	31	56	60	60	60	60	60
Spain	196	258	111	40	16	15	25	50	100	100
Sweden	61	51	73	45	33	35	37	60	55	65
Switzerland	23	26	23	17	19	22	20	25	25	22
United Kingdom	815	870	610	213	241	260	300	350	550	550
Total	2,520	3,066	2,442	702	929	1,082	1,432	1,595	1,910	1,872

Source: Off-Highway Research

Table 64. Europe: Sales of Articulated Dump Trucks by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	14.1	16.3	15.9	5.8	3.2	8.5	11.4	12.8	14.2	14.2
Belgium	19.8	31.3	38.2	4.4	7.0	9.1	13.7	13.7	16.8	16.8
Denmark	10.8	15.5	9.5	0.8	0.9	1.3	2.6	2.6	5.1	5.1
Finland	5.0	8.7	4.4	3.6	2.1	5.7	7.1	7.1	7.1	5.7
France	101.4	180.6	197.4	28.9	55.7	62.4	109.2	109.2	109.2	93.6
Germany	110.7	143.2	130.5	22.2	56.2	77.1	108.0	115.7	115.7	123.4
Ireland	36.5	59.6	39.7	1.5	15.0	12.5	14.6	16.6	31.2	31.2
Italy	19.6	35.6	42.3	15.6	14.9	17.3	19.2	21.1	25.0	23.1
Netherlands	7.6	10.8	14.4	3.3	4.8	6.2	7.7	10.8	10.8	10.8
Norway	24.7	29.3	26.5	12.7	7.5	17.9	17.9	20.9	20.9	17.9
Portugal	9.9	21.5	18.8	7.5	15.1	17.5	17.5	17.5	17.5	17.5
Spain	50.6	81.5	42.3	12.4	5.3	5.3	8.9	17.8	35.5	35.5
Sweden	14.7	14.4	20.7	10.5	8.5	9.7	10.3	16.7	15.3	18.1
Switzerland	5.1	6.7	7.6	4.5	5.2	6.5	5.9	7.4	7.4	6.5
United Kingdom	195.3	245.8	181.7	44.6	61.0	68.2	78.7	91.8	144.3	144.3
Total	626.0	900.7	790.0	178.2	262.4	325.3	432.6	481.7	576.0	563.6

Source: Off-Highway Research

Table 65. Europe: Sales of Asphalt Finishers by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	48	52	45	25	27	35	45	40	40	35
Belgium	8	25	25	21	21	20	20	20	25	25
Denmark	25	25	34	16	14	15	20	25	25	25
Finland	21	30	18	10	11	10	12	15	10	11
France	193	225	239	115	123	130	130	130	130	130
Germany	293	363	381	273	251	295	325	325	350	350
Ireland	41	45	24	10	10	15	20	20	20	20
Italy	286	280	237	162	152	140	145	155	160	150
Netherlands	49	55	61	26	25	25	30	30	30	30
Norway	34	52	58	33	29	38	40	45	45	40
Portugal	20	37	37	36	23	20	20	20	30	30
Spain	149	155	106	61	30	25	20	50	100	100
Sweden	35	37	67	25	23	30	35	45	45	40
Switzerland	28	31	28	50	52	45	45	30	30	35
United Kingdom	149	166	133	45	40	40	45	60	100	120
Total	1,379	1,578	1,493	908	831	883	952	1,010	1,140	1,141

Source: Off-Highway Research

Table 66. Europe: Sales of Asphalt Finishers by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	7.6	9.7	9.6	5.0	5.3	7.5	9.6	8.5	8.5	7.5
Belgium	1.3	4.7	5.3	4.2	4.1	4.3	4.3	4.3	5.3	5.3
Denmark	2.4	3.2	7.2	3.2	2.8	3.2	4.3	5.3	5.3	5.3
Finland	3.3	5.6	3.8	2.0	2.2	2.1	2.6	3.2	2.1	2.3
France	30.3	43.1	52.0	23.5	24.5	28.0	28.0	28.0	28.0	28.0
Germany	49.2	71.8	85.1	58.4	53.3	67.7	74.6	74.6	80.3	80.3
Ireland	6.5	8.4	5.1	2.0	2.0	3.2	4.3	4.3	4.3	4.3
Italy	53.1	59.6	58.3	37.1	33.5	33.4	34.6	37.0	38.2	35.8
Netherlands	7.8	9.3	8.9	5.2	4.9	5.3	6.4	6.4	6.4	6.4
Norway	5.4	9.7	9.6	6.6	5.7	8.1	8.5	9.6	9.6	8.5
Portugal	2.2	6.9	5.5	7.2	4.5	4.3	4.3	4.3	6.4	6.4
Spain	21.9	27.6	21.2	11.9	5.8	5.2	4.2	10.5	20.9	20.9
Sweden	5.6	6.9	14.2	5.0	4.5	6.4	7.5	9.6	9.6	8.5
Switzerland	4.5	5.6	5.9	5.0	10.3	9.6	9.6	6.4	6.4	7.5
United Kingdom	23.0	28.6	24.5	6.6	7.6	7.9	8.9	11.8	19.7	23.7
Total	223.9	300.7	316.4	183.1	171.1	196.2	211.5	223.7	251.2	250.8

Source: Off-Highway Research

Table 67. Europe: Sales of Backhoe Loaders by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	103	123	93	62	43	55	75	75	80	80
Belgium	62	96	45	22	29	30	35	40	40	40
Denmark	646	627	385	130	100	140	150	190	225	225
Finland	119	111	81	73	89	80	85	85	75	70
France	2,741	2,850	1,906	979	1,036	1,100	1,300	1,500	1,500	1,300
Germany	97	144	135	62	66	85	100	110	110	110
Ireland	254	300	160	43	38	50	75	90	125	150
Italy	1,496	1,479	1,041	537	423	400	450	500	550	500
Netherlands	14	29	4	-	-	3	5	3	5	3
Norway	5	13	13	7	6	10	7	10	5	6
Portugal	855	1,127	768	477	402	400	500	700	1,000	1,000
Spain	3,683	4,196	1,037	490	442	400	450	700	900	1,000
Sweden	238	248	203	122	135	145	160	160	170	180
Switzerland	-	-	1	-	-	-	-	-	-	-
United Kingdom	2,355	2,450	2,400	1,555	1,600	1,500	1,500	1,700	1,800	1,800
Total	12,668	13,793	8,272	4,559	4,409	4,398	4,892	5,863	6,585	6,464

Source: Off-Highway Research

Table 68. Europe: Sales of Backhoe Loaders by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	5.3	7.5	6.5	3.9	2.5	3.7	5.1	5.1	5.4	5.4
Belgium	3.3	5.9	3.2	1.4	1.8	2.0	2.4	2.7	2.7	2.7
Denmark	36.8	41.6	29.0	8.8	6.7	10.2	10.9	13.8	16.4	16.4
Finland	7.0	7.6	6.3	5.1	6.2	6.0	6.4	6.4	5.6	5.3
France	210.2	254.3	190.0	85.1	93.7	107.7	127.2	146.8	146.8	127.2
Germany	5.1	8.9	9.5	3.9	4.1	5.7	6.8	7.4	7.4	7.4
Ireland	14.4	19.8	12.0	2.9	2.5	3.6	5.4	6.5	9.1	10.9
Italy	112.9	127.7	104.0	48.4	37.7	38.5	43.4	48.2	53.0	48.2
Netherlands	0.8	1.9	0.3	-	-	0.2	0.4	0.2	0.4	0.2
Norway	0.3	0.9	0.6	0.5	0.4	0.7	0.5	0.7	0.4	0.4
Portugal	48.7	72.9	58.1	32.5	27.0	29.1	36.4	50.9	72.7	72.7
Spain	210.2	278.5	80.6	33.4	29.7	29.1	32.7	50.9	65.5	72.7
Sweden	13.6	16.4	15.3	8.3	9.1	10.5	11.6	11.6	12.4	13.1
Switzerland	-	0.1	0.1	-	-	-	-	-	-	-
United Kingdom	133.8	174.9	178.2	61.8	100.6	97.7	97.7	110.7	117.3	117.3
Total	802.5	1,018.8	693.7	296.0	322.2	344.9	386.8	462.1	514.9	499.9

Source: Off-Highway Research

Table 69. Europe: Sales of Crawler Dozers by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	25	24	32	19	9	20	25	25	30	30
Belgium	41	66	87	11	41	30	30	40	40	45
Denmark	48	57	37	12	3	5	10	15	20	20
Finland	5	4	5	5	5	3	4	5	3	3
France	230	293	304	85	115	150	220	200	190	180
Germany	436	560	482	208	277	325	375	385	385	400
Ireland	55	60	25	2	6	5	15	15	20	25
Italy	121	151	112	63	70	60	65	70	70	60
Netherlands	29	34	31	10	22	25	20	25	20	25
Norway	21	23	8	7	1	5	6	3	5	3
Portugal	43	40	62	59	28	60	60	60	60	70
Spain	143	214	112	35	15	15	25	35	50	70
Sweden	13	16	22	8	9	8	7	7	8	6
Switzerland	29	40	24	24	25	25	20	15	20	20
United Kingdom	243	335	300	75	112	100	140	180	200	200
Total	1,482	1,917	1,643	623	738	836	1022	1,080	1,121	1,157

Source: Off-Highway Research

Table 70. Europe: Sales of Crawler Dozers by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	6.3	5.9	8.9	4.5	2.1	5.1	6.4	6.4	7.7	7.7
Belgium	8.9	16.8	25.2	2.7	10.1	8.0	8.0	10.7	10.7	12.0
Denmark	10.0	13.9	10.3	2.9	0.7	1.3	2.6	3.8	5.1	5.1
Finland	0.6	1.0	1.4	1.2	1.2	0.8	1.0	1.3	0.8	0.8
France	52.1	83.0	101.5	27.4	37.5	52.9	77.6	70.5	67.0	63.5
Germany	62.7	141.4	138.3	53.8	80.3	101.9	117.6	120.8	120.8	125.5
Ireland	13.7	17.5	8.3	0.6	1.9	1.7	5.0	5.0	6.7	8.3
Italy	22.0	33.6	33.1	18.2	20.0	18.6	20.1	21.7	21.7	18.6
Netherlands	6.1	8.3	8.6	2.6	5.7	7.0	5.6	7.0	5.6	7.0
Norway	4.4	5.6	2.2	1.8	0.3	1.4	1.7	0.8	1.4	0.8
Portugal	9.4	10.2	17.6	16.1	7.6	17.5	17.5	17.5	17.5	20.4
Spain	33.8	55.8	34.2	10.5	4.3	4.7	7.8	10.9	15.6	21.9
Sweden	2.7	3.4	6.1	2.1	2.3	2.2	2.0	2.0	2.2	1.7
Switzerland	6.1	9.8	6.7	6.3	6.5	7.0	5.6	4.2	5.6	5.6
United Kingdom	61.2	105.2	103.9	18.5	32.2	29.8	41.7	53.6	59.5	59.5
Total	300.0	511.3	506.1	169.3	212.6	259.8	320.1	336.1	347.8	358.3

Source: Off-Highway Research

Table 71. Europe: Sales of Crawler Excavators by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	1,032	982	940	641	752	775	800	800	850	900
Belgium	835	1,100	1,020	575	620	675	720	750	800	800
Denmark	580	585	420	105	75	90	120	150	175	200
Finland	746	820	783	310	400	400	410	420	420	420
France	3,900	5,135	4,520	1,750	2,178	2,600	2,700	2,400	2,400	2,400
Germany	3,870	4,895	3,845	2,165	2,377	2,800	3,250	3,250	3,500	3,500
Ireland	1,350	1,425	425	110	92	130	175	200	225	250
Italy	4,603	4,765	3,660	2,416	2,131	1,950	2,000	2,100	2,100	2,200
Netherlands	915	950	725	285	330	350	400	400	500	525
Norway	1,678	1,877	1,330	670	750	770	800	800	800	820
Portugal	427	484	458	257	271	300	350	450	450	450
Spain	1,883	2,540	865	396	320	300	350	450	500	500
Sweden	620	745	727	274	353	365	380	400	420	430
Switzerland	812	808	785	629	686	750	750	750	725	725
United Kingdom	6,600	8,800	5,675	3,110	4,270	4,000	4,000	4,000	4,000	4,250
Total	29,851	35,911	26,178	13,693	15,605	16,255	17,205	17,320	17,865	18,370

Source: Off-Highway Research

Table 72. Europe: Sales of Crawler Excavators by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	122.2	153.7	149.0	94.8	129.1	143.9	148.5	148.5	157.8	167.1
Belgium	179.4	157.8	164.0	89.4	107.4	126.5	134.9	140.5	149.9	149.9
Denmark	76.5	90.3	76.4	17.4	12.9	16.8	22.3	27.9	32.6	37.2
Finland	100.3	131.7	144.1	51.9	72.2	78.1	80.0	82.0	82.0	82.0
France	451.5	404.4	619.5	279.6	363.1	468.8	486.8	432.7	432.7	432.7
Germany	532.0	837.0	714.1	368.0	436.7	556.3	645.7	645.7	695.4	695.4
Ireland	138.6	185.3	66.5	14.3	12.2	18.7	25.2	28.8	32.4	36.0
Italy	525.1	668.8	574.3	375.3	349.2	345.5	354.4	372.1	372.1	389.8
Netherlands	128.0	176.6	150.6	59.0	70.6	81.0	92.6	92.6	115.7	121.5
Norway	199.8	279.6	225.1	109.9	132.3	146.9	152.6	152.6	152.6	156.4
Portugal	69.7	123.4	104.9	66.3	72.1	86.4	100.7	129.5	129.5	129.5
Spain	278.2	471.2	191.7	93.1	77.0	78.1	91.1	117.2	130.2	130.2
Sweden	101.1	124.2	122.2	49.9	69.4	77.6	80.8	85.1	89.3	91.4
Switzerland	102.6	127.0	131.2	96.5	112.0	132.5	132.5	132.5	128.1	128.1
United Kingdom	627.5	978.9	742.4	277.1	391.1	379.4	379.4	379.4	379.4	403.1
Total	3,632.6	4,909.7	4,175.9	2,042.2	2,407.4	2,736.4	2,927.6	2,967.1	3,079.7	3,150.4

Source: Off-Highway Research

Table 73. Europe: Sales of Crawler Loaders by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	6	9	7	8	6	8	8	8	10	8
Belgium	2	-	2	-	-	2	-	2	-	-
Denmark	-	-	-	-	1	1	-	-	-	-
Finland	-	1	1	-	-	-	1	-	-	-
France	139	159	156	29	63	85	90	90	80	80
Germany	39	41	28	15	29	35	35	35	35	40
Ireland	1	-	-	-	-	-	-	-	-	-
Italy	84	75	68	65	46	50	60	65	70	60
Netherlands	-	1	-	-	-	-	-	-	-	-
Norway	1	3	-	1	1	1	2	-	1	-
Portugal	2	-	2	-	-	-	-	2	-	2
Spain	13	19	5	7	4	5	5	10	10	10
Sweden	4	-	5	1	-	-	2	3	1	1
Switzerland	18	34	17	9	13	18	18	15	15	-
United Kingdom	34	42	34	20	18	20	20	30	30	30
Total	343	384	325	155	181	225	241	260	252	231

Source: Off-Highway Research

Table 74. Europe: Sales of Crawler Loaders by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	1.2	2.1	1.9	2.0	1.5	2.2	2.2	2.2	2.9	2.2
Belgium	0.5	0.6	0.6	0.6	-	0.7	-	0.7	-	-
Denmark	-	-	-	-	0.3	0.3	-	-	-	-
Finland	-	0.2	0.3	-	-	-	0.3	-	-	-
France	33.5	44.8	50.0	8.8	19.1	27.9	29.5	29.5	28.4	26.3
Germany	7.8	9.6	7.4	3.8	7.3	9.5	9.5	9.5	10.3	10.9
Ireland	0.3	-	-	-	-	-	-	-	-	-
Italy	21.3	22.2	22.9	20.7	14.7	17.2	20.7	22.4	26.1	20.7
Netherlands	0.2	0.3	-	-	-	-	-	-	-	-
Norway	-	0.7	-	0.3	0.3	0.3	0.5	-	0.3	-
Portugal	0.5	-	0.6	-	-	-	-	0.7	-	0.7
Spain	3.1	5.4	1.6	2.1	1.2	1.6	1.6	3.3	3.6	3.3
Sweden	1.0	-	1.3	0.3	-	-	0.5	0.8	0.3	0.3
Switzerland	3.6	7.9	4.5	2.3	3.3	4.9	4.9	4.1	4.4	-
United Kingdom	9.0	13.3	11.1	4.8	4.0	4.6	4.6	6.9	7.2	6.9
Total	82.0	107.0	102.3	45.5	51.6	69.2	74.4	80.1	83.5	71.1

Source: Off-Highway Research

Table 75. Europe: Sales of Mini Excavators by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	715	696	535	338	332	360	400	500	500	475
Belgium	1,260	1,625	1,525	746	965	1,000	1,050	1,100	1,200	1,200
Denmark	2,450	2,650	1,540	575	420	475	550	600	700	725
Finland	348	472	404	155	245	250	255	275	275	280
France	10,310	12,250	9,955	4,405	6,044	7,300	8,000	8,000	8,000	7,000
Germany	11,031	12,692	9,428	6,400	8,071	9,495	9,750	9,500	9,500	9,000
Ireland	1,435	1,685	625	155	138	180	260	325	350	350
Italy	13,921	14,341	10,700	6,939	6,950	6,800	6,900	7,000	7,000	7,500
Netherlands	1,966	2,610	2,250	1,010	950	1,000	1,200	1,400	1,500	1,500
Norway	948	1,162	976	526	537	500	520	650	620	600
Portugal	327	413	339	240	222	220	250	250	250	300
Spain	2,744	2,610	837	440	424	400	400	450	600	700
Sweden	656	863	839	475	639	385	400	600	600	650
Switzerland	1,521	1,634	1,770	1,623	1,541	1,600	1,575	1,575	1,500	1,500
United Kingdom	12,800	14,850	9,835	5,775	6,110	5,750	6,000	6,250	6,500	6,500
Total	62,432	70,553	51,558	29,802	33,588	35,715	37,510	38,475	39,095	38,280

Source: Off-Highway Research

Table 76. Europe: Sales of Mini Excavators by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	24.4	26.6	23.6	14.5	13.3	15.6	17.3	21.7	21.7	20.6
Belgium	39.6	63.8	63.5	27.6	37.0	41.5	43.6	45.7	49.8	49.8
Denmark	80.9	90.4	55.8	17.4	13.3	16.2	18.8	20.5	23.9	24.8
Finland	11.7	18.4	17.2	5.9	9.9	10.9	11.1	12.0	12.0	12.2
France	310.4	482.1	406.2	165.1	231.6	302.6	331.6	331.6	331.6	290.2
Germany	323.8	458.4	373.6	225.0	291.9	371.4	381.4	371.6	371.6	352.0
Ireland	44.0	60.0	24.4	4.2	4.1	5.8	8.4	10.6	11.4	11.4
Italy	403.9	537.8	401.3	240.0	249.4	263.9	267.8	271.7	271.7	291.1
Netherlands	63.3	93.0	84.1	33.5	32.8	37.3	44.8	52.2	55.9	55.9
Norway	30.9	46.5	39.9	21.8	23.6	23.8	24.7	30.9	29.5	28.5
Portugal	10.1	15.7	15.4	9.1	8.9	9.6	10.9	10.9	10.9	13.1
Spain	82.2	112.3	36.1	18.3	18.3	18.6	18.6	21.0	28.0	32.6
Sweden	20.1	34.6	33.6	16.8	22.4	14.6	15.2	22.8	22.8	24.7
Switzerland	48.1	63.6	63.9	53.8	53.9	60.6	59.6	59.6	56.8	56.8
United Kingdom	373.6	509.5	331.2	147.3	172.8	168.4	175.7	183.1	190.4	190.4
Total	1,866.9	2,612.7	1,969.8	1,000.3	1,183.4	1,360.9	1,429.6	1,465.7	1,487.9	1,454.0

Source: Off-Highway Research

Table 77. Europe: Sales of Motor Graders by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	36	29	31	19	17	25	30	25	25	25
Belgium	5	6	8	2	2	2	2	5	5	5
Denmark	-	1	7	-	-	-	5	-	1	2
Finland	9	8	8	2	3	2	2	3	4	2
France	116	130	154	42	38	80	100	110	110	100
Germany	64	106	127	64	67	75	75	70	70	65
Ireland	2	15	-	-	-	1	-	1	-	1
Italy	23	19	24	12	29	20	15	15	15	18
Netherlands	4	5	8	4	-	-	4	4	4	4
Norway	17	15	39	8	11	10	10	7	5	6
Portugal	24	47	49	18	22	25	50	50	50	50
Spain	109	132	91	32	23	20	15	25	35	35
Sweden	6	12	17	9	8	8	9	10	8	7
Switzerland	-	1	1	-	-	1	-	1	-	-
United Kingdom	1	-	5	1	1	1	5	5	5	5
Total	416	526	569	213	221	270	322	331	337	325

Source: Off-Highway Research

Table 78. Europe: Sales of Motor Graders by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	6.6	6.2	7.5	4.4	3.9	6.1	7.4	6.1	6.1	6.1
Belgium	1.0	1.4	2.1	0.5	0.5	0.5	0.5	1.3	1.3	1.3
Denmark	-	0.2	1.7	-	-	-	1.2	-	0.2	0.5
Finland	1.6	1.7	1.9	0.5	0.7	0.5	0.5	0.7	1.0	0.5
France	23.2	30.4	37.1	10.5	9.4	21.5	26.8	29.5	29.5	26.8
Germany	11.7	22.7	30.8	14.7	15.2	18.4	18.4	17.2	17.2	16.0
Ireland	0.2	1.5	-	-	-	0.3	-	0.3	-	0.3
Italy	7.8	5.4	11.2	5.3	12.7	9.5	7.1	7.1	7.1	8.5
Netherlands	0.7	1.1	1.9	0.9	-	-	1.0	1.0	1.0	1.0
Norway	3.1	3.4	7.0	1.8	2.5	2.5	2.5	1.7	1.2	1.5
Portugal	4.8	11.0	12.7	4.5	5.5	6.7	13.4	13.4	13.4	13.4
Spain	20.8	28.5	24.1	8.0	5.7	5.4	4.0	6.7	9.4	9.4
Sweden	1.1	2.6	4.1	2.1	1.8	2.0	2.2	2.5	2.0	1.7
Switzerland	-	0.2	0.2	-	-	0.2	-	0.2	-	-
United Kingdom	0.2	-	1.2	0.2	0.2	0.2	0.8	0.8	0.8	0.8
Total	82.8	116.2	143.7	53.3	58.0	73.7	85.8	88.6	90.3	87.8

Source: Off-Highway Research

Table 79. Europe: Sales of Motor Scrapers by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	-	-	-	-	-	-	-	-	-	-
Belgium	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-
France	-	2	2	-	-	-	-	-	-	-
Germany	-	-	-	-	-	-	1	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-
Italy	-	-	-	-	-	-	-	-	-	-
Netherlands	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-
Portugal	-	-	-	-	-	-	-	-	-	-
Spain	-	-	-	-	-	-	-	-	-	-
Sweden	-	-	-	-	-	-	-	-	-	-
Switzerland	-	-	-	-	-	-	-	-	-	-
United Kingdom	5	5	-	-	-	2	-	2	-	2
Total	5	7	2	-	-	2	1	2	-	2

Source: Off-Highway Research

Table 80. Europe: Sales of Motor Scrapers by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	-	-	-	-	-	-	-	-	-	-
Belgium	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-
France	-	1.5	1.6	-	-	-	-	-	-	-
Germany	-	-	-	-	-	-	0.8	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-
Italy	-	-	-	-	-	-	-	-	-	-
Netherlands	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-
Portugal	-	-	-	-	-	-	-	-	-	-
Spain	-	-	-	-	-	-	-	-	-	-
Sweden	-	-	-	-	-	-	-	-	-	-
Switzerland	-	-	-	-	-	-	-	-	-	-
United Kingdom	3.1	3.7	-	-	-	1.2	-	1.2	-	1.2
Total	3.1	5.2	1.6	-	-	1.2	0.8	1.2	-	1.2

Source: Off-Highway Research

Table 81. Europe: Sales of Rigid Dump Trucks by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	2	9	5	4	9	7	8	8	5	5
Belgium	25	15	25	8	9	10	15	15	20	20
Denmark	-	-	-	-	-	-	-	-	-	-
Finland	1	5	4	7	2	5	4	2	5	4
France	71	59	104	32	26	90	100	110	110	100
Germany	64	99	97	29	44	55	80	85	90	90
Ireland	5	4	7	1	1	2	5	5	5	5
Italy	50	43	44	37	31	28	30	35	40	40
Netherlands	-	-	2	-	-	-	-	-	-	-
Norway	15	6	20	26	10	20	14	10	12	8
Portugal	7	9	11	1	6	10	10	10	10	10
Spain	210	217	197	85	20	20	50	80	100	100
Sweden	8	2	13	9	7	8	10	4	6	5
Switzerland	2	3	2	-	3	3	2	1	1	2
United Kingdom	56	80	100	41	56	45	50	50	75	75
Total	516	551	631	280	224	303	378	415	479	464

Source: Off-Highway Research

Table 82. Europe: Sales of Rigid Dump Trucks by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	1.6	4.6	3.7	3.0	8.0	6.7	7.7	7.7	4.8	4.8
Belgium	15.2	10.1	26.0	5.6	6.6	7.9	11.9	11.9	15.8	15.8
Denmark	-	-	-	-	-	-	-	-	-	-
Finland	-	2.2	1.9	3.8	1.1	3.0	2.4	1.2	3.0	2.4
France	37.5	33.7	93.7	18.7	14.7	55.0	61.1	67.3	67.3	61.1
Germany	28.2	52.7	76.5	16.3	25.8	34.8	50.7	53.8	57.0	57.0
Ireland	2.8	2.6	6.6	0.5	0.6	1.2	3.0	3.0	3.0	3.0
Italy	23.4	24.9	28.4	34.2	13.7	13.4	14.4	16.8	19.1	19.1
Netherlands	-	-	1.3	-	-	-	-	-	-	-
Norway	6.2	2.8	15.0	20.9	7.4	16.0	11.2	8.0	9.6	6.4
Portugal	3.7	5.6	9.9	0.5	3.3	6.0	6.0	6.0	6.0	6.0
Spain	121.3	145.6	192.9	56.1	12.4	13.4	33.5	53.5	66.9	66.9
Sweden	3.2	0.9	8.9	6.1	4.4	5.5	6.8	2.7	4.1	3.4
Switzerland	0.8	1.3	1.3	0.0	1.7	1.8	1.2	0.6	0.6	1.2
United Kingdom	38.3	59.6	95.9	28.2	30.5	25.4	28.2	28.2	42.3	42.3
Total	282.2	346.5	561.9	193.9	130.1	190.1	238.0	260.6	299.5	289.5

Source: Off-Highway Research

Table 83. Europe: Sales of Masted Rough Terrain Lift Trucks by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	35	30	25	23	26	25	30	35	35	30
Belgium	67	45	43	7	23	25	25	25	25	25
Denmark	10	19	20	10	10	10	10	10	10	10
Finland	1	6	2	2	3	2	-	1	-	1
France	361	409	349	136	147	250	300	400	400	300
Germany	95	109	117	45	49	60	75	100	90	90
Ireland	10	20	6	5	5	10	15	15	15	15
Italy	73	100	71	51	63	60	50	40	35	30
Netherlands	120	81	200	19	26	25	25	30	30	30
Norway	3	2	2	0	1	5	1	2	2	0
Portugal	22	33	35	12	13	15	20	30	50	50
Spain	1,225	1,200	245	110	70	50	60	70	80	80
Sweden	1	1	1	1	1	2	1	-	-	2
Switzerland	2	5	3	2	1	3	2	1	1	1
United Kingdom	280	495	375	102	70	80	100	125	150	150
Total	2,305	2,555	1,494	525	508	622	714	884	923	814

Source: Off-Highway Research

Table 84. Europe: Sales of Masted Rough Terrain Lift Trucks by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	3.2	3.2	3.2	2.4	1.7	1.8	2.2	2.5	2.5	2.2
Belgium	1.3	2.9	5.6	0.4	1.6	1.9	1.9	1.9	1.9	1.9
Denmark	0.8	1.1	1.1	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Finland	-	-	0.1	0.1	0.2	0.1	-	0.1	-	0.1
France	16.5	35.3	37.1	17.5	10.2	18.7	22.4	29.9	29.9	22.4
Germany	10.0	12.6	12.8	6.8	3.3	4.3	5.4	7.2	6.5	6.5
Ireland	0.8	1.9	0.7	0.4	0.3	0.7	1.1	1.1	1.1	1.1
Italy	4.9	6.1	4.8	2.4	4.3	4.4	3.7	2.9	2.6	2.2
Netherlands	0.6	5.1	5.4	1.3	1.7	1.8	1.8	2.2	2.2	2.2
Norway	0.1	0.1	-	0.1	0.1	0.4	0.1	0.1	0.1	-
Portugal	1.2	2.1	2.5	0.8	0.9	1.1	1.5	2.2	3.7	3.7
Spain	35.4	71.5	16.5	7.0	4.4	3.4	4.1	4.8	5.5	5.5
Sweden	0.1	-	0.1	-	0.1	0.1	0.1	-	-	0.1
Switzerland	1.4	1.9	2.5	1.4	0.1	0.2	0.1	0.1	0.1	0.1
United Kingdom	12.9	31.1	22.4	4.9	3.2	3.7	4.7	5.8	7.0	7.0
Total	89.3	175.0	114.9	46.1	32.6	43.5	49.7	61.6	63.7	55.6

Source: Off-Highway Research

Table 85. Europe: Sales of Telescopic Rough Terrain Lift Trucks by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	96	89	79	61	109	100	90	100	100	110
Belgium	910	870	1085	505	630	700	750	800	800	800
Denmark	652	682	525	100	125	140	180	225	250	275
Finland	122	169	193	32	55	70	75	80	80	90
France	8,470	9,340	9,143	4,400	4,899	5,550	6,500	6,500	6,500	6,500
Germany	2,106	2,441	2,727	1,674	2,193	2,250	2,500	2,500	2,400	2,400
Ireland	1,000	900	334	110	71	100	140	200	250	250
Italy	2,817	2,821	2,835	1,613	1,580	1,350	1,400	1,500	1,600	1,750
Netherlands	630	775	825	215	260	275	300	300	400	425
Norway	69	148	151	50	68	85	80	75	75	65
Portugal	322	520	529	120	102	120	300	350	300	300
Spain	3,520	3,480	1,330	364	319	300	350	400	500	500
Sweden	116	117	159	74	100	100	100	110	100	95
Switzerland	108	91	101	108	111	110	115	120	120	115
United Kingdom	7,700	9,185	6,945	3,923	5,100	4,750	5,000	5,250	5,500	6,000
Total	28,638	31,628	26,961	13,349	15,722	16,000	17,880	18,510	18,975	19,675

Source: Off-Highway Research

Table 86. Europe: Sales of Telescopic Rough Terrain Lift Trucks by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	7.1	7.2	8.4	5.1	9.7	9.6	8.7	9.6	9.6	10.6
Belgium	51.4	61.6	68.9	29.8	55.7	66.9	71.7	76.4	76.4	76.4
Denmark	42.2	50.7	30.2	11.0	8.6	10.5	13.5	16.8	18.7	20.6
Finland	8.2	12.2	16.4	4.2	4.5	6.2	6.7	7.1	7.1	8.0
France	548.3	676.9	713.5	296.0	320.7	392.9	460.2	460.2	460.2	460.2
Germany	145.0	190.4	231.3	152.9	183.2	203.2	225.8	225.8	216.8	216.8
Ireland	62.1	64.1	26.4	7.8	5.0	7.7	10.8	15.4	19.2	19.2
Italy	131.1	156.8	183.3	80.5	123.5	114.2	118.4	126.8	135.3	148.0
Netherlands	38.6	64.1	57.7	17.9	22.1	25.3	27.6	27.6	36.8	39.1
Norway	7.8	11.5	11.1	5.0	6.4	8.7	8.2	7.7	7.7	6.6
Portugal	24.1	43.5	49.9	11.0	9.3	11.8	29.6	34.6	29.6	29.6
Spain	252.5	292.8	95.4	24.5	27.2	27.6	32.2	36.9	46.1	46.1
Sweden	7.7	9.2	14.8	8.1	9.2	9.9	9.9	10.9	9.9	9.4
Switzerland	7.0	6.7	6.7	7.4	9.1	9.8	10.2	10.7	10.7	10.2
United Kingdom	476.9	660.9	484.3	186.3	422.9	408.0	429.5	450.9	472.4	515.3
Total	1,809.9	2,308.6	1,998.4	847.4	1,217.2	1,312.3	1,462.8	1,517.4	1,556.4	1,616.1

Source: Off-Highway Research

Table 87. Europe: Sales of Skid-Steer Loaders by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	129	107	105	81	70	90	110	110	120	100
Belgium	360	365	370	205	185	200	225	250	300	300
Denmark	146	145	100	38	28	40	60	75	100	100
Finland	139	192	108	55	55	50	65	85	80	70
France	1,555	1,527	1,072	435	433	800	1000	1,100	1,100	1,000
Germany	814	780	634	340	365	425	475	500	500	500
Ireland	150	170	90	25	31	30	50	75	100	120
Italy	3,964	3,725	2,647	1,592	1,589	1,260	1,300	1,400	1,450	1,450
Netherlands	263	230	190	85	75	90	125	140	150	150
Norway	100	113	62	41	40	55	65	75	65	60
Portugal	360	351	370	200	198	200	450	500	450	500
Spain	3,250	3,041	900	466	342	300	350	400	450	550
Sweden	156	153	103	46	41	50	60	50	55	60
Switzerland	165	141	113	98	84	100	110	125	125	125
United Kingdom	839	940	875	650	660	650	700	700	725	725
Total	12,390	11,980	7,739	4,357	4,196	4,340	5,145	5,585	5,770	5,810

Source: Off-Highway Research

Table 88. Europe: Sales of Skid-Steer Loaders by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	3.6	5.2	4.6	3.6	2.4	3.4	4.1	4.1	4.5	3.8
Belgium	11.1	13.4	15.4	6.7	6.6	7.7	8.7	9.6	11.6	11.6
Denmark	4.9	5.8	4.6	1.6	1.0	1.5	2.3	2.9	3.8	3.8
Finland	5.1	6.4	4.5	1.9	2.1	2.1	2.7	3.5	3.3	2.9
France	46.7	65.6	49.2	13.6	14.6	29.1	36.4	40.0	40.0	36.4
Germany	20.8	28.7	25.2	11.0	12.7	16.0	17.9	18.9	18.9	18.9
Ireland	5.0	6.7	4.0	0.7	0.9	1.0	1.6	2.4	3.2	3.8
Italy	138.3	152.6	141.3	51.9	55.7	47.7	49.2	53.0	54.9	54.9
Netherlands	8.5	8.8	8.1	2.8	2.6	3.3	4.6	5.2	5.6	5.6
Norway	3.3	4.4	2.9	1.2	1.7	2.5	2.9	3.4	2.9	2.7
Portugal	11.9	12.1	16.6	6.2	6.5	7.1	15.9	17.7	15.9	17.7
Spain	95.8	106.6	37.7	14.1	10.9	10.4	12.1	13.8	15.6	19.0
Sweden	5.1	6.0	4.6	1.3	1.2	1.6	1.9	1.6	1.8	1.9
Switzerland	5.1	5.2	5.0	2.8	2.5	3.2	3.5	4.0	4.0	4.0
United Kingdom	28.3	38.2	36.6	21.0	22.1	22.5	24.2	24.2	25.1	25.1
Total	393.5	465.6	360.3	140.4	143.4	159.1	188.2	204.3	211.0	212.0

Source: Off-Highway Research

Table 89. Europe: Sales of Wheeled Excavators by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	262	253	217	158	177	200	225	225	240	240
Belgium	370	350	375	213	205	220	240	270	315	315
Denmark	40	40	59	14	15	15	20	30	40	40
Finland	148	139	164	78	96	90	100	110	100	90
France	2,110	2,200	2,230	820	1,135	1,350	1,500	2,000	2,000	1,700
Germany	3,372	3,897	3,450	1,863	2,549	3,100	3,250	3,250	3,000	3,000
Ireland	85	95	60	23	23	30	40	50	60	60
Italy	452	435	499	244	267	220	230	185	200	200
Netherlands	860	975	790	355	425	450	475	500	500	550
Norway	199	190	243	143	150	150	150	150	155	160
Portugal	112	122	106	66	64	80	80	80	70	70
Spain	1,248	1,300	470	148	140	120	130	200	250	350
Sweden	353	395	506	168	266	250	240	235	250	265
Switzerland	300	329	312	245	326	325	300	290	275	275
United Kingdom	445	542	685	465	503	490	500	525	525	525
Total	10,356	11,262	10,166	5,003	6,341	7,090	7,480	8,100	7,980	7,840

Source: Off-Highway Research

Table 90. Europe: Sales of Wheeled Excavators by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	39.6	48.2	45.8	31.4	30.9	37.8	42.5	42.5	45.3	45.3
Belgium	56.9	65.0	80.4	43.7	38.1	44.2	48.2	54.3	63.3	63.3
Denmark	6.2	7.6	12.8	2.9	2.4	2.5	3.4	5.1	6.8	6.8
Finland	24.2	28.2	37.6	17.2	19.5	19.8	22.0	24.2	22.0	19.8
France	292.1	377.5	435.7	162.6	203.4	261.6	290.7	387.5	387.5	329.4
Germany	526.7	787.1	768.8	391.1	461.4	606.8	636.2	636.2	587.2	587.2
Ireland	11.7	16.6	12.2	4.8	3.5	4.9	6.5	8.1	9.8	9.8
Italy	64.0	79.4	104.3	50.8	49.4	44.0	46.0	37.0	40.0	40.0
Netherlands	132.3	192.9	176.5	72.5	76.4	87.5	92.4	97.3	97.3	107.0
Norway	31.0	39.4	56.3	29.5	27.2	29.4	29.4	29.4	30.4	31.4
Portugal	16.3	24.9	27.1	14.7	13.2	17.8	17.8	17.8	15.6	15.6
Spain	197.3	264.1	107.2	33.3	28.7	26.6	28.9	44.4	55.5	77.7
Sweden	47.2	77.3	120.4	35.1	48.6	49.4	47.4	46.4	49.4	52.3
Switzerland	45.0	47.0	47.6	49.2	59.2	63.8	58.9	56.9	54.0	54.0
United Kingdom	59.1	90.9	129.3	53.3	75.5	76.2	77.7	81.6	81.6	81.6
Total	1,549.8	2,146.2	2,162.0	992.1	1,137.2	1,372.4	1,448.0	1,568.8	1,545.7	1,521.2

Source: Off-Highway Research

Table 91. Europe: Sales of Wheeled Loaders Under 80 Horsepower by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	239	243	226	130	137	150	175	200	200	225
Belgium	95	145	175	115	110	110	120	120	140	140
Denmark	665	680	625	231	225	225	250	290	350	375
Finland	177	219	210	178	266	245	205	180	170	170
France	1,695	2,080	1,885	482	978	1,000	1,100	1,000	1,000	700
Germany	5,907	7,383	6,659	3,992	5,478	6,250	6,500	6,500	6,750	6,750
Ireland	23	18	22	9	11	15	20	25	25	25
Italy	401	426	349	289	255	220	250	320	330	350
Netherlands	210	235	375	140	130	140	150	180	200	200
Norway	163	195	184	97	114	100	110	100	100	105
Portugal	8	22	21	11	7	5	10	20	20	20
Spain	125	150	112	30	55	50	50	60	80	100
Sweden	126	190	239	123	222	165	170	180	180	190
Switzerland	190	225	232	257	248	250	225	225	225	230
United Kingdom	165	135	181	131	140	150	150	150	150	150
Total	10,189	12,346	11,495	6,215	8,376	9,075	9,485	9,550	9,920	9,730

Source: Off-Highway Research

Table 92. Europe: Sales of Wheeled Loaders Under 80 Horsepower by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	8.5	9.2	13.1	8.8	10.7	12.7	14.8	16.9	16.9	19.1
Belgium	5.2	8.6	11.7	7.5	8.0	8.6	9.4	9.4	11.0	11.0
Denmark	28.9	35.2	37.9	14.7	16.3	17.7	19.6	22.8	27.5	29.4
Finland	9.0	11.3	12.4	11.4	18.9	18.8	15.7	13.8	13.1	13.1
France	78.2	116.3	129.9	33.3	73.3	81.1	89.2	81.1	81.1	56.8
Germany	271.5	411.3	430.6	268.5	420.0	518.3	539.0	539.0	559.7	559.7
Ireland	1.4	1.3	1.6	0.4	0.6	0.9	1.2	1.5	1.5	1.5
Italy	19.3	24.5	22.7	20.2	18.9	17.6	20.0	25.6	26.4	28.0
Netherlands	10.4	13.4	23.7	9.3	9.8	11.4	12.2	14.7	16.3	16.3
Norway	7.5	9.4	9.9	6.6	8.7	8.3	9.1	8.3	8.3	8.7
Portugal	0.4	1.4	1.4	0.8	0.6	0.4	0.9	1.7	1.7	1.7
Spain	6.2	11.0	7.6	2.0	3.6	3.6	3.6	4.3	5.7	7.2
Sweden	6.2	11.0	14.7	8.5	17.0	13.6	14.1	14.9	14.9	15.7
Switzerland	9.6	12.2	9.9	17.3	18.9	20.6	18.5	18.5	18.5	18.9
United Kingdom	9.1	8.1	11.7	5.9	9.8	10.9	10.9	10.9	10.9	10.9
Total	471.5	684.3	738.8	415.1	635.2	744.5	778.3	783.4	813.5	798.0

Source: Off-Highway Research

Table 93. Europe: Sales of Wheeled Loaders Over 80 Horsepower by Country, 2006-2015

(Units)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	409	415	404	214	266	300	300	325	325	340
Belgium	385	430	425	185	260	300	325	325	350	350
Denmark	360	435	400	100	90	100	120	140	200	200
Finland	370	389	425	183	188	200	210	220	220	210
France	1,290	1,531	1,472	678	909	900	1000	1,000	1,000	900
Germany	3,071	3,563	3,203	1,452	2,076	2,350	2,500	2,500	2,250	2,250
Ireland	270	275	175	51	55	60	75	100	150	175
Italy	1,777	1,906	1,489	909	1,026	950	900	900	1000	1,100
Netherlands	725	635	620	265	375	400	425	450	500	525
Norway	501	489	581	299	362	280	300	320	330	335
Portugal	143	185	217	90	85	100	120	160	150	150
Spain	1,350	1,541	708	264	241	200	250	350	400	600
Sweden	805	766	1,076	532	640	585	600	610	620	600
Switzerland	223	256	205	169	173	200	200	210	220	220
United Kingdom	890	1,155	1,095	625	820	800	820	850	860	875
Total	12,569	13,971	12,495	6,016	7,566	7,725	8,145	8,460	8,575	8,830

Source: Off-Highway Research

Table 94. Europe: Sales of Wheeled Loaders Over 80 Horsepower by Country, 2006-2015

(US\$ Million)

	Actual					Forecast				
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Austria	85.8	107.3	107.3	52.1	72.1	87.9	87.9	95.3	95.3	99.7
Belgium	82.7	103.4	120.7	48.3	63.7	79.5	86.2	86.2	92.8	92.8
Denmark	69.9	96.5	93.8	21.0	20.9	25.1	30.1	35.2	50.2	50.2
Finland	65.3	82.1	97.1	40.1	45.4	52.2	54.8	57.4	57.4	54.8
France	257.0	353.5	376.9	168.5	236.9	253.7	281.9	281.9	281.9	253.7
Germany	581.0	715.9	771.4	330.2	511.2	625.8	665.7	665.7	599.1	599.1
Ireland	50.3	73.3	42.8	12.0	10.0	11.8	14.8	19.7	29.6	34.5
Italy	295.9	421.0	364.4	211.4	183.2	183.5	173.8	173.8	193.2	212.5
Netherlands	120.0	130.4	140.9	58.4	89.2	102.9	109.3	115.8	128.6	135.1
Norway	95.0	109.8	145.5	70.7	94.3	78.9	84.5	90.2	93.0	94.4
Portugal	26.8	43.9	56.3	23.0	16.5	21.0	25.2	33.6	31.5	31.5
Spain	250.2	341.4	178.6	62.5	43.6	39.1	48.9	68.4	78.2	117.3
Sweden	132.4	147.5	244.4	113.3	151.2	149.5	153.3	155.9	158.4	153.3
Switzerland	37.5	55.0	57.3	41.5	46.7	58.4	58.4	61.3	64.2	64.2
United Kingdom	167.5	240.8	213.8	83.6	142.5	144.3	147.9	153.3	155.2	157.9
Total	2,317.4	3,021.6	3,011.2	1,336.6	1,727.4	1,913.7	2,022.9	2,093.7	2,108.6	2,151.0

Source: Off-Highway Research