

THE GLOBAL VOLUME AND VALUE SERVICE
AUGUST 2012 UPDATE

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THE GLOBAL VOLUME AND VALUE SERVICE

AUGUST 2012 UPDATE

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' were 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 was 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 reflected 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, 2007-2012

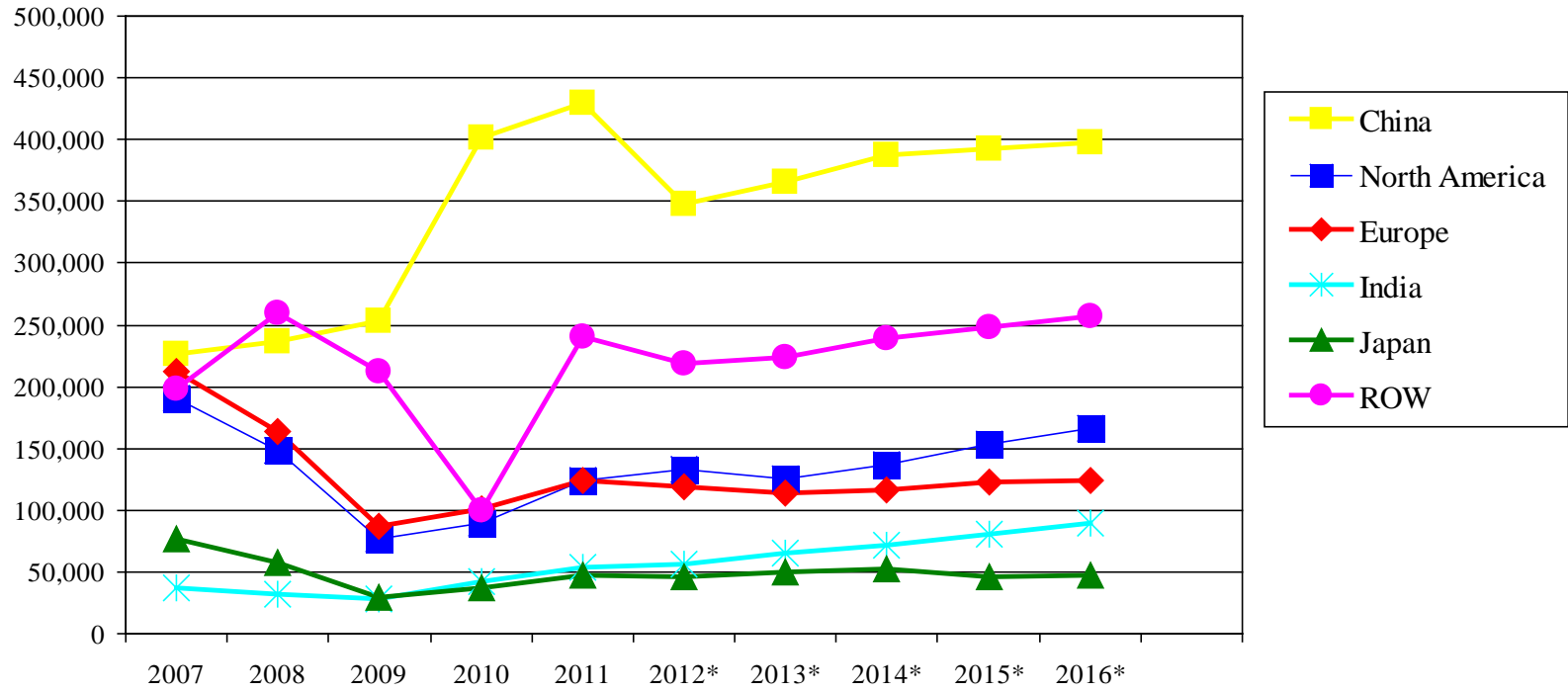
	2008	2009	2010	2011	2012
£ Sterling	1.97	1.47	1.60	1.55	1.57
€Euro	1.47	1.35	1.44	1.31	1.31
Japanese Yen	0.01	0.01	0.01	0.01	0.01
Chinese RMB	0.14	0.15	0.15	0.15	0.16
Indian Rupee	0.03	0.02	0.02	0.02	0.02

- 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 2012.
- 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, 2007-2016*

(Units)

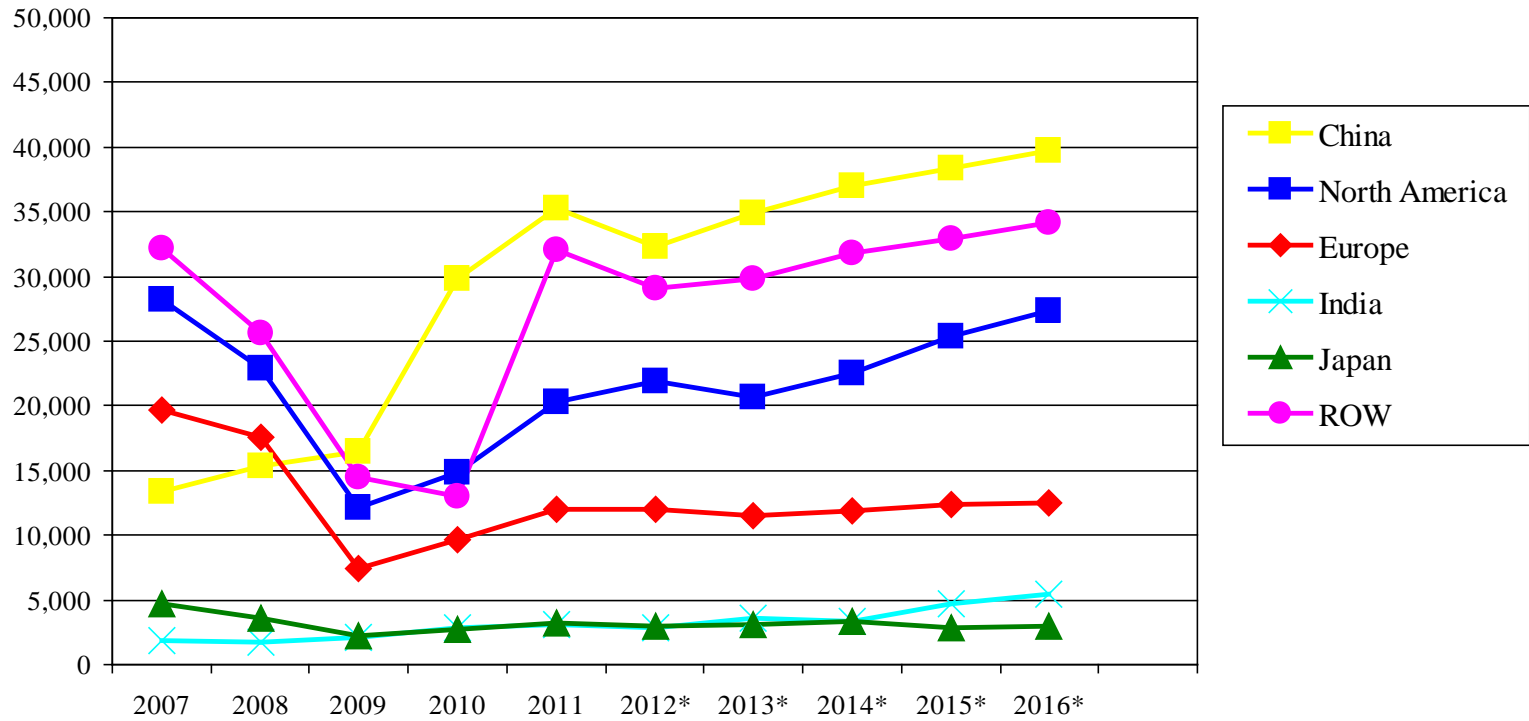


* Forecast

Source: Off-Highway Research

Chart 2. Global Sales by Region, 2007-2016*

(US\$ Million)



* Forecast

Source: Off-Highway Research

GLOBAL SALES BY REGION

Table 1. Global Sales by Region, 2007-2016

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
2007	211,952	191,045	76,169	225,788	36,708	198,412	940,074
2008	163,366	148,210	56,975	236,546	32,487	259,486	897,070
2009	86,385	76,855	29,310	253,306	28,582	212,512	686,950
2010	100,650	89,591	37,090	401,470	42,815	99,175	770,791
2011	123,455	124,399	47,085	434,100	54,063	240,810	1,023,912
2012*	119,341	132,625	46,597	347,620	56,355	218,669	921,207
2013*	113,729	125,925	49,747	365,230	64,950	223,917	943,498
2014*	116,483	137,150	52,972	387,725	71,290	239,099	1,004,719
2015*	122,500	153,650	45,847	393,025	80,435	247,754	1,043,211
2016*	124,322	165,625	47,527	398,115	89,665	256,747	1,082,001

* Forecast

Source: Off-Highway Research

Table 2. Global Sales by Region, 2007-2016

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
2007	19,646.6	28,268.9	4,645.7	13,362.0	1,856.5	32,203.3	99,982.9
2008	17,559.6	22,948.8	3,582.5	15,340.1	1,761.5	25,637.4	86,829.9
2009	7,459.8	12,149.9	2,229.9	16,488.8	2,057.3	14,500.2	54,885.9
2010	9,683.3	14,872.0	2,729.6	29,789.8	2,875.4	13,027.5	72,977.6
2011	12,039.3	20,329.5	3,192.9	37,113.7	3,113.6	32,029.1	107,818.2
2012*	12,007.3	21,868.6	2,941.9	32,263.7	2,817.4	29,084.3	100,983.2
2013*	11,526.1	20,678.0	3,080.3	34,850.4	3,547.7	29,782.3	103,464.8
2014*	11,848.2	22,552.5	3,280.1	37,035.9	3,999.9	31,801.5	110,518.1
2015*	12,350.0	25,322.5	2,908.0	38,402.1	4,710.3	32,952.7	116,645.6
2016*	12,548.5	27,376.6	3,012.5	39,774.0	5,411.8	34,148.9	122,272.3

* Forecast

Source: Off-Highway Research

Table 3. Global Sales of Construction Equipment, by Region, 2011

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,106	1,900	10	43	8	3,000	6,067
Asphalt Finishers	937	730	150	2,880	738	1,450	6,885
Backhoe Loaders	4,477	14,270	1	700	33,595	31,250	84,293
Crawler Dozers	946	8,100	650	9,646	468	10,300	30,110
Crawler Excavators	18,824	17,000	19,200	157,000	14,940	80,000	306,964
Crawler Loaders	129	225	50	20	10	60	494
Mini Excavators	41,735	17,750	18,200	38,600	215	19,010	135,510
Motor Graders	235	3,300	180	2,337	528	11,500	18,080
Motor Scrapers	-	200	20	-	-	-	220
Rigid Dump Trucks	321	775	100	755	575	2,900	5,426
RTLs – Masted	581	2,155	-	-	-	1,030	3,766
RTLs – Telescopic	21,746	7,825	4	200	26	11,750	41,551
Skid-Steer Loaders	3,699	33,300	750	639	504	14,175	53,067
Wheeled Excavators	7,775	399	60	1,300	10	6,250	15,794
Wheeled Loaders < 80 Hp	11,551	1,490	3,550	11,190	33	2,135	29,949
Wheeled Loaders > 80 Hp	9,393	14,980	4,160	208,790	2,413	46,000	285,736
Total	123,455	124,399	47,085	434,100	54,063	240,810	1,023,912

Source: Off-Highway Research

Table 4. Global Sales of Construction Equipment, by Region, 2011

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	375.2	888.4	3.6	17.6	3.2	1,120.2	2,408.2
Asphalt Finishers	216.6	165.8	19.6	802.4	73.7	276.5	1,554.8
Backhoe Loaders	394.3	1,581.1	0.1	36.0	1,092.0	2,718.8	5,822.2
Crawler Dozers	297.2	2,157.3	104.1	888.3	100.5	2,139.0	5,686.3
Crawler Excavators	2,716.1	4,592.3	1,770.8	20,435.9	1,326.3	11,788.9	42,630.2
Crawler Loaders	37.7	70.5	6.9	2.4	1.0	13.8	132.4
Mini Excavators	1,476.0	1,075.3	645.7	1,892.6	7.9	902.6	6,000.1
Motor Graders	60.1	1,122.6	19.6	171.2	122.2	2,026.9	3,522.6
Motor Scrapers	-	119.8	10.4	-	-	-	130.2
Rigid Dump Trucks	228.2	1,730.0	17.7	721.2	206.8	1,843.4	4,747.3
RTLs – Masted	38.0	140.8	-	-	-	38.9	217.7
RTLs – Telescopic	1,829.3	663.4	0.3	12.7	2.2	857.9	3,366.0
Skid-Steer Loaders	116.0	1,664.2	25.4	38.9	13.8	694.5	2,552.8
Wheeled Excavators	1,301.8	112.9	9.5	1,140.8	0.1	955.8	3,520.8
Wheeled Loaders < 80 Hp	917.4	95.1	132.3	186.7	1.2	87.2	1,420.0
Wheeled Loaders > 80 Hp	2,035.4	4,149.9	426.9	10,767.0	162.8	6,564.6	24,106.7
Total	12,039.3	20,329.5	3,192.9	37,113.7	3,113.6	32,029.1	107,818.2

Source: Off-Highway Research

GLOBAL SUMMARY, BY REGION, 2007-2016

Table 5. 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	925	2,124	7,607
Backhoe Loaders	13,793	21,125	4	590	21,754	40,825	98,091
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	2	-	46	675
Rigid Dump Trucks	551	980	180	713	594	2,911	5,929
RTLs – Masted	2,556	3,375	-	-	-	1,209	7,140
RTLs – Telescopic	31,628	16,300	2	50	11	14,954	62,945
Skid-Steer Loaders	11,903	52,600	1,130	230	265	15,400	81,528
Wheeled Excavators	11,262	750	190	806	5	8,355	21,368
Wheeled Loaders < 80 Hp	12,346	1,700	5,565	7,573	0	4,460	31,644
Wheeled Loaders > 80 Hp	13,971	17,155	4,735	142,157	2,364	44,504	224,886
Total	211,952	191,045	76,169	225,788	36,708	259,486	1,001,148

Source: Off-Highway Research

Table 6. 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	718.9	4,437.5	8,223.7
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	5,938.8	528.6	8,971.2	29,162.2
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	104.4	0.0	177.8	1,238.6
Wheeled Loaders > 80 Hp	3,007.9	4,438.7	431.1	5,684.8	199.7	3,045.6	16,807.8
Total	19,646.6	28,268.9	4,645.7	13,362.0	1,856.5	32,203.3	99,983.0

Source: Off-Highway Research

Table 7. 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	872	2,126	6,616
Backhoe Loaders	8,272	16,250	5	630	16,648	28,105	69,910
Crawler Dozers	1,643	10,800	1,250	5,239	608	13,461	33,001
Crawler Excavators	26,178	18,450	24,600	58,152	9,904	47,894	185,178
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	1,495	2,055	-	-	-	735	4,285
RTLs – Telescopic	26,966	11,000	2	100	6	9,731	47,805
Skid-Steer Loaders	7,636	43,300	933	260	480	19,050	71,659
Wheeled Excavators	10,166	775	165	798	-	8,162	20,066
Wheeled Loaders < 80 Hp	11,495	1,985	4,505	7,995	3	3,129	29,112
Wheeled Loaders > 80 Hp	12,495	15,115	3,825	141,105	2,540	45,091	220,171
Total	163,366	148,210	56,975	236,546	32,487	212,512	850,096

Source: Off-Highway Research

Table 8. 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	550.8	2,304.8	5,201.5
Crawler Dozers	506.1	2,550.2	147.7	436.1	156.0	2,634.9	6,431.0
Crawler Excavators	4,175.9	4,637.0	2,059.6	7,157.1	544.4	6,652.6	25,226.6
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	106.3	-	120.5	1,254.0
Wheeled Loaders > 80 Hp	2,890.2	3,564.3	368.2	6,010.0	214.6	6,065.6	19,112.9
Total	17,559.6	22,948.8	3,582.5	15,340.0	1,761.5	25,637.4	86,829.8

Source: Off-Highway Research

Table 9. 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	685	125	1,491	905	1,441	5,555
Backhoe Loaders	4,559	8,700	2	400	15,708	19,929	49,298
Crawler Dozers	623	5,100	790	6,900	562	6,754	20,729
Crawler Excavators	13,693	9,600	10,100	79,874	7,952	25,235	146,454
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	2	-	8	205
Rigid Dump Trucks	280	550	100	810	808	1,586	4,134
RTLs – Masted	525	975	-	-	-	323	1,823
RTLs – Telescopic	13,370	3,500	8	250	15	4,522	21,665
Skid-Steer Loaders	4,321	22,700	680	299	290	9,815	38,105
Wheeled Excavators	5,003	320	50	1,120	0	4,063	10,556
Wheeled Loaders < 80 Hp	6,215	1,015	2,920	5,854	10	1,850	17,864
Wheeled Loaders > 80 Hp	6,016	9,600	3,140	132,016	1,902	26,827	179,501
Total	86,385	76,855	29,310	253,306	28,582	120,408	594,846

Source: Off-Highway Research

Table 10. 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	71.9	259.0	929.6
Backhoe Loaders	296.0	881.0	0.2	35.7	534.6	1,634.3	3,381.8
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	8,120.5	772.5	3,505.2	17,694.6
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	3.0	513.3	3,746.9
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	20.1	6.7	453.3	1,723.9
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	81.5	-	71.2	561.2
Wheeled Loaders > 80 Hp	1,336.6	2,200.1	369.3	5,478.9	125.0	3,608.7	13,118.6
Total	7,459.8	12,149.9	2,229.9	16,488.8	2,057.3	14,500.2	54,885.9

Source: Off-Highway Research

Table 11. Global Sales of Construction Equipment, by Region, 2010

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	930	1,240	15	66	60	1,010	3,321
Asphalt Finishers	867	680	180	2,480	865	1,900	6,972
Backhoe Loaders	4,416	9,700	0	585	25,296	15,250	55,247
Crawler Dozers	738	5,600	900	11,495	688	8,000	27,421
Crawler Excavators	15,824	11,200	13,900	143,220	11,453	23,940	219,537
Crawler Loaders	181	230	20	20	8	100	559
Mini Excavators	33,840	11,906	14,100	35,900	89	11,010	106,845
Motor Graders	221	3,200	150	2,528	529	4,250	10,878
Motor Scrapers	-	190	20	3	-	-	213
Rigid Dump Trucks	224	600	60	745	582	2,900	5,111
RTLs – Masted	508	1,430	0	0	0	30	1,968
RTLs – Telescopic	16,212	4,200	5	250	41	4,115	24,823
Skid-Steer Loaders	4,265	26,700	780	698	540	10,725	43,708
Wheeled Excavators	6,482	330	70	1,850	4	3,685	12,421
Wheeled Loaders < 80 Hp	8,375	1,085	3,100	6,877	32	1,135	20,604
Wheeled Loaders > 80 Hp	7,567	11,300	3,790	194,753	2,628	11,125	231,163
Total	100,650	89,591	37,090	401,470	42,815	99,175	770,791

Source: Off-Highway Research

Table 12. 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	8.5	366.1	1,213.1
Asphalt Finishers	171.1	138.1	25.9	719.8	96.0	351.7	1,502.7
Backhoe Loaders	322.2	1,003.6	0.0	31.6	821.9	1,288.1	3,467.3
Crawler Dozers	212.6	1,335.4	129.5	781.5	182.4	1,613.0	4,254.4
Crawler Excavators	2,407.4	2,931.1	1,393.3	16,663.5	1,071.0	3,425.1	27,891.3
Crawler Loaders	51.6	67.5	3.0	2.7	0.6	22.4	147.7
Mini Excavators	1,183.4	631.5	543.7	1,790.1	4.3	507.5	4,660.5
Motor Graders	58.0	1,012.5	17.7	750.2	111.6	727.3	2,677.2
Motor Scrapers	-	105.9	11.3	-	-	-	117.2
Rigid Dump Trucks	130.1	2,235.1	11.1	385.6	394.7	1,789.8	4,946.3
RTLs – Masted	32.6	67.8	-	-	-	1.1	101.5
RTLs – Telescopic	1,217.2	369.2	0.5	15.7	2.9	291.7	1,897.3
Skid-Steer Loaders	143.4	1,317.0	28.7	36.3	8.4	510.2	2,044.0
Wheeled Excavators	1,137.2	137.6	11.9	304.3	0.5	547.1	2,138.7
Wheeled Loaders < 80 Hp	637.3	59.0	123.3	94.2	0.0	45.0	958.8
Wheeled Loaders > 80 Hp	1,716.8	2,922.7	423.8	8,182.1	172.5	1,541.4	14,959.4
Total	9,683.3	14,872.0	2,729.6	29,789.8	2,875.4	13,027.5	72,977.6

Source: Off-Highway Research

Table 13. Global Sales of Construction Equipment, by Region, 2011

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,106	1,900	10	43	8	3,000	6,067
Asphalt Finishers	937	730	150	2,880	738	1,450	6,885
Backhoe Loaders	4,477	14,270	1	700	33,595	31,250	84,293
Crawler Dozers	946	8,100	650	9,646	468	10,300	30,110
Crawler Excavators	18,824	17,000	19,200	157,000	14,940	80,000	306,964
Crawler Loaders	129	225	50	20	10	60	494
Mini Excavators	41,735	17,750	18,200	38,600	215	19,010	135,510
Motor Graders	235	3,300	180	2,337	528	11,500	18,080
Motor Scrapers	-	200	20	-	-	-	220
Rigid Dump Trucks	321	775	100	755	575	2,900	5,426
RTLs – Masted	581	2,155	-	-	-	1,030	3,766
RTLs – Telescopic	21,746	7,825	4	200	26	11,750	41,551
Skid-Steer Loaders	3,699	33,300	750	639	504	14,175	53,067
Wheeled Excavators	7,775	399	60	1,300	10	6,250	15,794
Wheeled Loaders < 80 Hp	11,551	1,490	3,550	11,190	33	2,135	29,949
Wheeled Loaders > 80 Hp	9,393	14,980	4,160	208,790	2,413	46,000	285,736
Total	123,455	124,399	47,085	434,100	54,063	240,810	1,023,912

Source: Off-Highway Research

Table 14. Global Sales of Construction Equipment, by Region, 2011

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	375.2	888.4	3.6	17.6	3.2	1,120.2	2,408.2
Asphalt Finishers	216.6	165.8	19.6	802.4	73.7	276.5	1,554.8
Backhoe Loaders	394.3	1,581.1	0.1	36.0	1,092.0	2,718.8	5,822.2
Crawler Dozers	297.2	2,157.3	104.1	888.3	100.5	2,139.0	5,686.3
Crawler Excavators	2,716.1	4,592.3	1,770.8	20,435.9	1,326.3	11,788.9	42,630.2
Crawler Loaders	37.7	70.5	6.9	2.4	1.0	13.8	132.4
Mini Excavators	1,476.0	1,075.3	645.7	1,892.6	7.9	902.6	6,000.1
Motor Graders	60.1	1,122.6	19.6	171.2	122.2	2,026.9	3,522.6
Motor Scrapers	-	119.8	10.4	-	-	-	130.2
Rigid Dump Trucks	228.2	1,730.0	17.7	721.2	206.8	1,843.4	4,747.3
RTLs – Masted	38.0	140.8	-	-	-	38.9	217.7
RTLs – Telescopic	1,829.3	663.4	0.3	12.7	2.2	857.9	3,366.0
Skid-Steer Loaders	116.0	1,664.2	25.4	38.9	13.8	694.5	2,552.8
Wheeled Excavators	1,301.8	112.9	9.5	1,140.8	0.1	955.8	3,520.8
Wheeled Loaders < 80 Hp	917.4	95.1	132.3	186.7	1.2	87.2	1,420.0
Wheeled Loaders > 80 Hp	2,035.4	4,149.9	426.9	10,767.0	162.8	6,564.6	24,106.7
Total	9,683.3	20,329.5	3,192.9	37,113.7	3,113.6	32,029.1	107,818.2

Source: Off-Highway Research

Table 15. Forecast Global Sales of Construction Equipment, by Region, 2012

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,219	2,000	20	40	10	2,724	6,013
Asphalt Finishers	924	825	150	1,800	700	1,317	5,716
Backhoe Loaders	4,452	15,500	5	850	33,500	28,377	82,684
Crawler Dozers	1,013	8,600	800	4,900	400	9,353	25,066
Crawler Excavators	18,995	18,200	14,700	110,000	16,500	72,644	251,039
Crawler Loaders	122	250	50	20	10	54	506
Mini Excavators	40,055	18,500	21,000	33,000	250	17,262	130,067
Motor Graders	252	3,600	200	1,400	375	10,443	16,270
Motor Scrapers	1	225	20	-	-	-	246
Rigid Dump Trucks	351	850	100	730	375	2,633	5,039
RTLTs – Masted	612	2,000	-	-	-	935	3,547
RTLTs – Telescopic	19,630	8,700	2	200	25	10,670	39,227
Skid-Steer Loaders	3,290	35,000	900	500	600	12,872	53,162
Wheeled Excavators	7,970	750	150	1,000	10	5,675	15,555
Wheeled Loaders < 80 Hp	11,055	1,625	5,000	8,180	50	1,939	27,849
Wheeled Loaders > 80 Hp	9,400	16,000	3,500	185,000	2,050	41,771	257,721
Total	119,341	132,625	46,597	347,620	54,855	218,669	921,207

Source: Off-Highway Research

Table 16. Forecast Global Sales of Construction Equipment, by Region, 2012
(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	417.7	935.2	7.2	15.7	3.6	1,017.2	2,396.6
Asphalt Finishers	215.8	187.4	19.8	693.4	63.4	251.1	1,431.0
Backhoe Loaders	396.0	1,717.4	0.4	41.8	988.3	2,468.8	5,612.8
Crawler Dozers	321.4	2,290.5	129.4	881.5	77.9	1,942.4	5,643.0
Crawler Excavators	2,768.1	4,916.4	1,369.3	18,689.0	1,329.5	10,705.0	39,777.4
Crawler Loaders	36.1	78.3	6.9	2.3	0.9	12.6	137.1
Mini Excavators	1,430.7	1,120.8	752.5	1,924.2	8.3	819.6	6,056.1
Motor Graders	65.1	1,224.6	22.0	147.2	78.8	1,840.6	3,378.3
Motor Scrapers	-	134.8	10.5	-	-	-	145.3
Rigid Dump Trucks	252.1	1,897.4	17.8	667.4	122.4	1,674.0	4,631.1
RTLs – Masted	40.4	130.7	-	-	-	35.3	206.5
RTLs – Telescopic	1,667.8	737.6	0.2	12.2	2.0	779.0	3,198.8
Skid-Steer Loaders	104.2	1,749.1	30.8	40.8	14.9	630.7	2,570.5
Wheeled Excavators	1,347.7	212.2	23.9	1,008.0	0.1	868.0	3,459.8
Wheeled Loaders < 80 Hp	886.8	103.7	188.3	155.6	1.7	79.2	1,415.2
Wheeled Loaders > 80 Hp	2,057.3	4,432.5	362.8	7,984.6	125.5	5,961.1	20,923.7
Total	12,007.3	21,868.6	2,941.9	32,263.7	2,817.4	29,084.3	100,983.2

Source: Off-Highway Research

Table 17. Forecast Global Sales of Construction Equipment, by Region, 2013

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,265	1,925	20	40	15	2,790	6,055
Asphalt Finishers	918	750	200	1,500	900	1,348	5,616
Backhoe Loaders	4,563	15,000	5	1,000	36,500	29,058	86,126
Crawler Dozers	945	8,000	1,000	5,300	550	9,577	25,372
Crawler Excavators	18,385	17,300	14,000	120,000	22,000	74,388	266,073
Crawler Loaders	141	200	50	20	10	56	477
Mini Excavators	37,145	17,600	23,000	38,000	300	17,676	133,721
Motor Graders	247	3,300	200	1,600	550	10,693	16,590
Motor Scrapers	2	200	20	-	-	-	222
Rigid Dump Trucks	299	800	100	750	575	2,697	5,221
RTLs – Masted	671	1,900	-	-	-	958	3,529
RTLs – Telescopic	19,003	8,000	2	220	40	10,926	38,191
Skid-Steer Loaders	3,300	33,500	1,000	600	700	13,181	52,281
Wheeled Excavators	7,755	700	150	1,200	10	5,812	15,627
Wheeled Loaders < 80 Hp	10,145	1,550	6,000	9,535	75	1,985	29,290
Wheeled Loaders > 80 Hp	8,945	15,200	4,000	185,465	2,725	42,773	259,108
Total	113,729	125,925	49,747	365,230	64,950	223,917	943,498

Source: Off-Highway Research

Table 18. Forecast Global Sales of Construction Equipment, by Region, 2013
(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	433.4	900.1	7.2	15.7	5.4	1,041.6	2,403.5
Asphalt Finishers	214.4	170.4	26.5	640.1	81.6	257.1	1,390.0
Backhoe Loaders	405.8	1,662.0	0.4	49.2	1,076.9	2,528.0	5,722.4
Crawler Dozers	299.8	2,130.7	161.7	969.6	107.2	1,989.0	5,657.9
Crawler Excavators	2,679.2	4,673.3	1,304.1	20,557.9	1,772.6	10,961.9	41,949.1
Crawler Loaders	41.7	62.6	6.9	2.3	0.9	12.9	127.4
Mini Excavators	1,326.8	1,066.3	824.2	2,252.7	10.0	839.3	6,319.2
Motor Graders	63.8	1,122.6	22.0	140.2	115.6	1,884.8	3,348.9
Motor Scrapers	-	119.8	10.5	-	-	-	130.3
Rigid Dump Trucks	214.7	1,785.8	17.8	685.7	187.7	1,714.1	4,605.9
RTLs – Masted	44.3	124.2	-	-	-	36.2	204.7
RTLs – Telescopic	1,614.6	678.3	0.2	13.4	3.1	797.7	3,107.2
Skid-Steer Loaders	104.5	1,674.2	34.2	46.7	17.4	645.8	2,522.8
Wheeled Excavators	1,311.4	198.0	23.9	1,176.0	0.1	888.8	3,598.2
Wheeled Loaders < 80 Hp	813.8	98.9	225.9	159.4	2.6	81.1	1,381.7
Wheeled Loaders > 80 Hp	1,957.7	4,210.8	414.6	8,141.6	166.8	6,104.1	20,995.7
Total	11,526.1	20,678.0	3,080.3	34,850.4	3,547.7	29,782.3	103,464.8

Source: Off-Highway Research

Table 19. Forecast Global Sales of Construction Equipment, by Region, 2014

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,395	2,100	20	45	20	2,979	6,559
Asphalt Finishers	1,000	800	250	1,600	950	1,440	6,040
Backhoe Loaders	5,101	16,500	5	1,150	38,000	31,028	91,784
Crawler Dozers	1,001	9,000	1,200	6,000	600	10,227	28,028
Crawler Excavators	18,910	18,700	15,000	130,000	26,000	79,431	288,041
Crawler Loaders	162	250	50	20	10	60	552
Mini Excavators	37,675	19,000	25,000	44,000	375	18,875	144,925
Motor Graders	254	3,600	200	1,700	625	11,418	17,797
Motor Scrapers	-	225	20	-	-	-	245
Rigid Dump Trucks	391	875	100	760	650	2,879	5,655
RTLs – Masted	689	2,050	-	-	-	1,023	3,762
RTLs – Telescopic	18,975	9,000	2	250	50	11,666	39,943
Skid-Steer Loaders	4,000	36,200	1,000	800	800	14,074	56,874
Wheeled Excavators	7,580	750	125	1,400	10	6,206	16,071
Wheeled Loaders < 80 Hp	10,325	1,700	6,000	9,750	110	2,120	30,005
Wheeled Loaders > 80 Hp	9,025	16,400	4,000	190,250	3,090	45,673	268,438
Total	116,483	137,150	52,972	387,725	71,290	239,099	1,004,719

Source: Off-Highway Research

Table 20. Forecast Global Sales of Construction Equipment, by Region, 2014

(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	478.0	981.9	7.2	17.6	7.3	1,112.2	2,604.2
Asphalt Finishers	233.5	181.7	33.1	666.8	86.1	274.5	1,475.7
Backhoe Loaders	453.7	1,828.2	0.4	56.6	1,121.1	2,699.4	6,159.5
Crawler Dozers	317.6	2,397.0	194.0	1,013.7	116.9	2,123.8	6,163.0
Crawler Excavators	2,755.8	5,051.5	1,397.3	22,426.8	2,094.9	11,705.1	45,431.4
Crawler Loaders	47.9	78.3	6.9	2.3	0.9	13.7	150.1
Mini Excavators	1,345.7	1,151.1	895.9	2,581.2	12.5	896.2	6,882.5
Motor Graders	65.7	1,224.6	22.0	147.2	131.3	2,012.5	3,603.3
Motor Scrapers	-	134.8	10.5	-	-	-	145.3
Rigid Dump Trucks	280.8	1,953.2	17.8	694.9	212.1	1,830.3	4,989.2
RTLTLs – Masted	45.5	134.0	-	-	-	38.6	218.1
RTLTLs – Telescopic	1,612.2	763.1	0.2	15.2	3.9	851.8	3,246.4
Skid-Steer Loaders	126.7	1,809.1	34.2	55.4	19.8	689.6	2,734.9
Wheeled Excavators	1,281.8	212.2	19.9	1,260.0	0.1	949.0	3,723.0
Wheeled Loaders < 80 Hp	828.3	108.5	225.9	155.7	3.7	86.6	1,408.7
Wheeled Loaders > 80 Hp	1,975.2	4,543.3	414.6	7,942.4	189.2	6,518.0	21,582.7
Total	11,848.2	22,552.5	3,280.1	37,035.9	3,999.9	31,801.5	110,518.1

Source: Off-Highway Research

Table 21. Forecast Global Sales of Construction Equipment, by Region, 2015

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,512	2,300	20	45	20	3,087	6,984
Asphalt Finishers	1,036	925	200	1,700	1,025	1,492	6,378
Backhoe Loaders	5,565	18,500	5	1,300	39,000	32,151	96,521
Crawler Dozers	1,049	10,000	1,000	6,500	700	10,597	29,846
Crawler Excavators	19,960	21,000	14,000	140,000	33,000	82,307	310,267
Crawler Loaders	179	300	50	20	10	62	621
Mini Excavators	40,355	21,300	20,000	48,000	450	19,558	149,663
Motor Graders	279	4,000	170	1,900	700	11,832	18,881
Motor Scrapers	-	275	20	-	-	-	295
Rigid Dump Trucks	384	1,000	80	780	750	2,984	5,978
RTLs – Masted	741	2,300	-	-	-	1,060	4,101
RTLs – Telescopic	19,750	10,000	2	280	70	12,089	42,191
Skid-Steer Loaders	4,455	40,500	1,000	1,000	900	14,584	62,439
Wheeled Excavators	7,745	850	100	1,500	10	6,430	16,635
Wheeled Loaders < 80 Hp	10,330	1,900	5,500	9,450	150	2,197	29,527
Wheeled Loaders > 80 Hp	9,160	18,500	3,700	180,550	3,650	47,326	262,886
Total	122,500	153,650	45,847	393,025	80,435	247,754	1,043,211

Source: Off-Highway Research

Table 22. Forecast Global Sales of Construction Equipment, by Region, 2015
(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	518.1	1,075.5	7.2	17.6	7.3	1,152.5	2,778.1
Asphalt Finishers	241.9	210.1	26.5	720.1	92.9	284.5	1,576.0
Backhoe Loaders	495.0	2,049.8	0.4	64.0	1,150.6	2,797.2	6,557.0
Crawler Dozers	332.8	2,663.3	161.7	925.5	136.4	2,200.7	6,420.5
Crawler Excavators	2,908.8	5,672.8	1,304.1	23,672.7	2,658.9	12,128.9	48,346.2
Crawler Loaders	52.9	94.0	6.9	2.3	0.9	14.2	171.3
Mini Excavators	1,441.4	1,290.4	716.7	2,815.9	15.0	928.6	7,208.0
Motor Graders	72.1	1,360.7	18.7	154.2	147.1	2,085.4	3,838.2
Motor Scrapers	-	164.8	10.5	-	-	-	175.3
Rigid Dump Trucks	275.8	2,232.2	14.3	713.1	244.8	1,896.6	5,376.8
RTLs – Masted	49.0	150.3	-	-	-	40.0	239.3
RTLs – Telescopic	1,678.0	847.8	0.2	17.1	5.5	882.6	3,431.2
Skid-Steer Loaders	141.1	2,024.0	34.2	58.3	22.3	714.6	2,994.5
Wheeled Excavators	1,309.7	240.5	15.9	1,344.0	0.1	983.4	3,893.6
Wheeled Loaders < 80 Hp	828.7	121.3	207.1	150.9	5.1	89.7	1,402.7
Wheeled Loaders > 80 Hp	2,004.8	5,125.0	383.5	7,746.2	223.5	6,753.9	22,236.9
Total	12,350.0	25,322.5	2,908.0	38,402.1	4,710.3	32,952.7	116,645.6

Source: Off-Highway Research

Table 23. Forecast Global Sales of Construction Equipment, by Region, 2016

(Units)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	1,632	2,500	20	45	20	3,199	7,416
Asphalt Finishers	1,115	1,000	200	1,800	1,100	1,546	6,761
Backhoe Loaders	5,673	20,000	5	1,450	40,000	33,318	100,446
Crawler Dozers	1,055	11,500	1,000	7,000	800	10,982	32,337
Crawler Excavators	19,990	22,600	15,000	150,000	40,000	85,295	332,885
Crawler Loaders	174	350	50	20	10	64	668
Mini Excavators	41,625	22,800	20,000	52,000	550	20,268	157,243
Motor Graders	268	4,300	150	2,000	775	12,261	19,754
Motor Scrapers	-	300	20	-	-	-	320
Rigid Dump Trucks	388	1,050	80	800	800	3,092	6,210
RTLs – Masted	757	2,450	-	-	-	1,098	4,305
RTLs – Telescopic	19,480	11,000	2	300	100	12,528	43,410
Skid-Steer Loaders	4,715	43,000	900	1,100	1,000	15,113	65,828
Wheeled Excavators	8,190	925	100	1,600	10	6,664	17,489
Wheeled Loaders < 80 Hp	9,840	2,050	6,500	8,730	200	2,276	29,596
Wheeled Loaders > 80 Hp	9,420	19,800	3,500	171,270	4,300	49,044	257,334
Total	124,322	165,625	47,527	398,115	89,665	256,747	1,082,001

Source: Off-Highway Research

Table 24. Forecast Global Sales of Construction Equipment, by Region, 2016
(US\$ Million)

	EUROPE	NORTH AMERICA	JAPAN	CHINA	INDIA	REST OF WORLD	TOTAL
Articulated Dump Trucks	559.2	1,169.0	7.2	17.6	7.3	1,194.3	2,954.6
Asphalt Finishers	260.4	227.2	26.5	746.8	99.7	294.8	1,655.3
Backhoe Loaders	504.6	2,216.0	0.4	71.4	1,180.1	2,898.7	6,871.2
Crawler Dozers	334.7	3,062.8	161.7	969.6	155.9	2,280.6	6,965.3
Crawler Excavators	2,913.1	6,105.0	1,397.3	24,918.7	3,222.9	12,569.1	51,126.2
Crawler Loaders	51.4	109.6	6.9	2.3	0.9	14.8	186.0
Mini Excavators	1,486.8	1,381.3	716.7	2,956.7	18.3	962.4	7,522.1
Motor Graders	69.3	1,462.7	16.5	154.2	162.8	2,161.1	4,026.6
Motor Scrapers	-	179.8	10.5	-	-	-	190.3
Rigid Dump Trucks	278.6	2,343.9	14.3	731.4	261.1	1,965.4	5,594.7
RTLTs – Masted	50.0	160.1	-	-	-	41.5	251.6
RTLTs – Telescopic	1,655.1	932.6	0.2	18.3	7.9	914.6	3,528.7
Skid-Steer Loaders	149.3	2,148.9	30.8	64.2	24.8	740.5	3,158.5
Wheeled Excavators	1,384.9	261.7	15.9	1,428.0	0.1	1,019.1	4,109.7
Wheeled Loaders < 80 Hp	789.4	130.8	244.7	146.9	6.8	92.9	1,411.6
Wheeled Loaders > 80 Hp	2,061.7	5,485.2	362.8	7,547.9	263.3	6,999.1	22,719.9
Total	12,548.5	27,376.6	3,012.5	39,774.0	5,411.8	34,148.9	122,272.3

Source: Off-Highway Research

SALES BY COUNTRY BY PRODUCT, 2007-2016

Table 25. Austria: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	59	52	19	12	19	20	25	30	35	35
Asphalt Finishers	52	45	25	27	24	25	28	35	35	35
Backhoe Loaders	123	93	62	43	55	55	60	75	75	80
Crawler Dozers	24	32	19	9	15	15	20	20	20	20
Crawler Excavators	982	940	641	761	777	780	790	800	800	775
Crawler Loaders	9	7	8	6	2	5	5	8	10	10
Mini Excavators	696	535	338	347	422	425	430	475	475	500
Motor Graders	29	31	19	17	12	15	20	25	25	18
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	9	5	4	9	5	8	8	5	5	8
RTLs – Masted	30	25	23	26	22	25	30	30	25	25
RTLs – Telescopic	89	79	61	111	99	90	100	100	100	100
Skid-Steer Loaders	107	105	81	70	79	80	90	110	105	90
Wheeled Excavators	253	217	158	177	169	160	175	200	200	180
Wheeled Loaders < 80 Hp	243	226	130	137	137	135	145	175	175	150
Wheeled Loaders > 80 Hp	415	404	214	269	348	350	375	375	340	325
Total	3,120	2,796	1,802	2,021	2,185	2,188	2,301	2,463	2,425	2,351

Source: Off-Highway Research

Table 26. Austria: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	16.3	15.9	5.8	3.2	6.5	8.7	10.4	10.4	12.1	12.1
Asphalt Finishers	9.7	9.6	5.0	5.3	5.7	7.2	9.6	8.4	8.4	8.4
Backhoe Loaders	7.5	6.5	3.9	2.7	4.5	5.4	5.4	6.2	6.2	6.6
Crawler Dozers	5.9	8.9	4.5	2.1	3.8	5.1	6.4	5.1	5.1	5.1
Crawler Excavators	153.7	149.0	94.8	129.1	120.6	129.3	129.3	125.4	125.4	121.5
Crawler Loaders	2.1	1.9	2.0	1.5	0.5	1.3	2.1	2.1	2.6	2.6
Mini Excavators	26.6	23.6	14.1	13.3	17.1	17.4	18.4	19.4	19.4	20.4
Motor Graders	6.2	7.5	4.4	3.9	2.8	3.5	4.7	5.8	5.8	4.2
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	4.6	3.7	3.0	8.0	4.1	6.6	6.6	4.1	4.1	6.6
RTLs – Masted	3.2	3.2	2.4	1.7	1.5	1.7	2.1	2.1	1.7	1.7
RTLs – Telescopic	7.2	8.4	6.7	9.7	8.9	9.5	7.3	9.1	9.1	9.1
Skid-Steer Loaders	5.2	4.6	3.6	2.4	2.6	2.8	3.3	3.7	3.5	3.0
Wheeled Excavators	48.2	45.8	31.4	30.9	27.9	31.7	32.6	33.4	33.4	30.1
Wheeled Loaders < 80 Hp	9.2	13.1	8.8	10.7	11.4	12.6	14.7	14.7	14.7	12.6
Wheeled Loaders > 80 Hp	107.3	107.3	52.1	72.1	98.1	105.4	106.8	106.8	96.8	92.6
Total	412.9	409.0	242.5	296.7	316.1	348.3	359.6	356.8	348.5	336.7

Source: Off-Highway Research

Table 27. Belgium: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	102	105	17	25	46	50	55	65	70	70
Asphalt Finishers	25	25	21	21	19	20	20	25	25	25
Backhoe Loaders	96	45	22	29	47	45	45	45	45	45
Crawler Dozers	66	87	11	41	55	50	40	40	45	45
Crawler Excavators	1,100	1,020	575	620	789	800	825	850	850	850
Crawler Loaders	-	2	-	-	4	-	2	-	2	-
Mini Excavators	1,625	1,525	746	979	1,302	1,300	1,150	1,350	1,400	1,400
Motor Graders	6	8	2	2	5	5	5	5	5	5
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	15	25	8	9	9	12	15	15	20	20
RTLs – Masted	45	43	7	23	24	25	25	25	25	25
RTLs – Telescopic	870	1,085	505	700	981	925	825	875	900	1,000
Skid-Steer Loaders	365	370	205	207	191	200	180	200	250	250
Wheeled Excavators	350	375	213	205	331	315	275	300	315	315
Wheeled Loaders < 80 Hp	145	175	115	110	187	150	160	165	165	165
Wheeled Loaders > 80 Hp	430	425	185	260	365	350	375	400	400	400
Total	5,240	5,315	2,632	3,231	4,355	4,247	3,997	4,360	4,517	4,615

Source: Off-Highway Research

Table 28. Belgium: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	31.3	38.2	19.8	7.0	15.2	16.7	18.4	21.7	23.4	23.4
Asphalt Finishers	4.7	5.3	4.2	4.1	4.5	4.8	4.8	6.0	6.0	6.0
Backhoe Loaders	5.9	3.2	1.4	1.8	3.9	3.7	3.7	3.7	3.7	3.7
Crawler Dozers	16.8	25.2	2.7	10.1	14.5	13.3	10.6	10.6	12.0	12.0
Crawler Excavators	157.8	164.0	89.4	107.4	131.5	134.7	138.9	143.1	143.1	143.1
Crawler Loaders	0.6	0.6	0.6	-	1.3	-	0.6	-	0.6	-
Mini Excavators	63.8	63.5	27.6	35.7	50.2	50.6	44.7	52.5	54.5	54.5
Motor Graders	1.4	2.1	0.5	0.5	1.3	1.3	1.3	1.3	1.3	1.3
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	10.1	26.0	5.6	6.6	6.8	9.2	11.5	11.5	15.3	15.3
RTLTs – Masted	2.9	5.6	0.4	1.6	1.7	1.8	1.8	1.8	1.8	1.8
RTLTs – Telescopic	61.6	68.9	29.8	55.7	94.3	89.8	80.1	84.9	87.3	97.0
Skid-Steer Loaders	13.4	15.4	6.7	6.6	6.3	6.6	6.0	6.6	8.3	8.3
Wheeled Excavators	12.9	80.4	43.7	38.1	58.0	55.7	48.7	53.1	55.7	55.7
Wheeled Loaders < 80 Hp	8.6	11.7	7.5	8.0	15.0	12.1	12.9	13.3	13.3	13.3
Wheeled Loaders > 80 Hp	89.6	120.7	48.3	63.7	80.6	78.0	83.6	89.2	89.2	89.2
Total	481.4	630.8	288.2	346.9	484.9	478.4	467.6	499.4	515.6	524.6

Source: Off-Highway Research

Table 29. Denmark: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	53	31	4	5	9	10	10	20	20	20
Asphalt Finishers	25	34	16	14	12	15	20	25	25	25
Backhoe Loaders	627	385	130	100	175	200	210	220	225	225
Crawler Dozers	57	37	12	3	5	7	10	15	20	20
Crawler Excavators	585	420	105	75	157	175	200	225	275	275
Crawler Loaders	-	-	-	1	1	-	-	-	-	-
Mini Excavators	2,650	1,540	575	437	720	825	900	1,000	1,000	1,000
Motor Graders	1	7	-	-	-	5	-	1	2	-
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	-	-	-	-	-	-	-	-	-	-
RTLTs – Masted	19	20	10	10	5	5	10	10	10	10
RTLTs – Telescopic	682	525	100	125	255	300	325	350	350	350
Skid-Steer Loaders	145	100	38	28	53	60	75	100	100	100
Wheeled Excavators	40	59	14	15	22	25	30	30	35	35
Wheeled Loaders < 80 Hp	680	625	231	225	310	340	375	400	425	425
Wheeled Loaders > 80 Hp	435	400	100	90	135	150	175	200	225	225
Total	5,999	4,183	1,335	1,128	1,859	2,117	2,340	2,596	2,712	2,710

Source: Off-Highway Research

Table 30. Denmark: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	15.5	9.5	0.8	0.9	2.5	2.8	2.8	5.6	5.6	5.6
Asphalt Finishers	3.2	7.2	3.2	2.8	2.8	3.6	4.8	6.0	6.0	6.0
Backhoe Loaders	41.6	29.0	8.8	6.7	15.1	17.4	18.2	19.1	19.5	19.5
Crawler Dozers	13.9	10.3	2.9	0.7	1.3	1.8	2.6	3.8	5.1	5.1
Crawler Excavators	90.3	76.4	17.4	12.9	23.5	26.4	30.2	34.0	41.6	41.6
Crawler Loaders	-	-	-	0.3	0.3	-	-	-	-	-
Mini Excavators	90.4	55.8	17.4	13.3	20.4	23.6	25.8	28.6	28.6	28.6
Motor Graders	0.2	1.7	-	-	-	1.2	-	0.2	0.5	-
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	-	-	-	-	-	-	-	-	-	-
RTLTs – Masted	1.1	1.1	0.7	0.7	0.3	0.3	0.7	0.7	0.7	0.7
RTLTs – Telescopic	50.7	30.2	11.0	8.6	20.2	24.0	26.0	28.0	28.0	28.0
Skid-Steer Loaders	5.8	4.6	1.6	1.0	1.8	2.0	2.5	3.4	3.4	3.4
Wheeled Excavators	7.6	12.8	2.9	2.4	3.8	4.4	5.3	5.3	6.2	6.2
Wheeled Loaders < 80 Hp	35.2	37.9	14.7	16.3	24.2	26.8	29.6	31.5	33.5	33.5
Wheeled Loaders > 80 Hp	96.5	93.8	21.0	20.9	26.6	29.9	34.9	39.8	44.8	44.8
Total	452.0	370.3	102.4	87.5	142.9	164.3	183.4	206.2	223.6	223.1

Source: Off-Highway Research

Table 31. Finland: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	31	14	14	8	5	8	10	10	15	12
Asphalt Finishers	30	18	10	11	13	12	15	10	11	15
Backhoe Loaders	111	81	73	89	70	75	85	75	70	70
Crawler Dozers	4	5	5	5	3	4	5	3	3	5
Crawler Excavators	820	783	310	400	531	500	475	525	525	550
Crawler Loaders	1	1	-	-	-	1	-	-	-	-
Mini Excavators	472	404	155	245	306	255	275	275	280	275
Motor Graders	8	8	2	3	2	2	3	4	2	4
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	5	4	7	2	13	10	7	7	5	5
RTLs – Masted	6	2	2	3	-	-	1	-	1	-
RTLs – Telescopic	169	193	32	55	108	90	100	100	110	110
Skid-Steer Loaders	192	108	55	55	58	65	85	80	70	70
Wheeled Excavators	139	164	78	96	126	100	110	100	90	100
Wheeled Loaders < 80 Hp	219	210	178	266	362	275	300	300	275	275
Wheeled Loaders > 80 Hp	389	425	183	188	315	275	300	325	300	300
Total	2,596	2,420	1,104	1,426	1,912	1,672	1,771	1,814	1,757	1,791

Source: Off-Highway Research

Table 32. Finland: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	8.7	4.4	3.6	2.1	1.5	2.4	3.0	3.0	4.5	3.6
Asphalt Finishers	5.6	3.8	3.2	2.2	3.1	2.8	3.6	2.4	2.6	3.6
Backhoe Loaders	7.6	6.3	5.1	6.2	6.0	6.5	7.4	6.5	6.1	6.1
Crawler Dozers	1.0	1.4	1.2	1.2	0.8	1.0	1.3	0.8	0.8	1.3
Crawler Excavators	131.7	144.1	51.9	72.2	88.8	84.4	80.2	88.7	88.7	92.9
Crawler Loaders	0.2	0.3	-	-	-	0.3	-	-	-	-
Mini Excavators	18.4	17.2	5.9	9.9	11.4	9.6	10.3	10.3	10.5	10.3
Motor Graders	1.7	1.9	0.5	0.7	0.5	0.5	0.7	0.9	0.5	0.9
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	2.2	1.9	3.8	1.1	9.3	7.2	5.1	5.1	3.6	3.6
RTLs – Masted	-	0.1	0.1	0.2	-	-	0.1	-	0.1	-
RTLs – Telescopic	12.2	16.4	4.2	4.5	9.2	7.8	8.6	8.6	9.5	9.5
Skid-Steer Loaders	6.4	4.5	1.9	2.1	2.0	2.3	3.0	2.8	2.4	2.4
Wheeled Excavators	28.2	37.6	17.2	19.5	24.6	19.7	21.7	19.7	17.7	19.7
Wheeled Loaders < 80 Hp	11.3	12.4	11.4	18.9	28.2	21.6	23.6	23.6	21.6	21.6
Wheeled Loaders > 80 Hp	82.1	97.1	40.1	45.4	66.2	58.4	63.7	69.0	63.7	63.7
Total	317.3	349.4	150.1	186.0	251.5	224.5	232.1	241.3	232.2	239.2

Source: Off-Highway Research

Table 33. France: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	596	575	105	193	234	250	250	200	200	250
Asphalt Finishers	225	239	115	123	176	180	160	150	150	150
Backhoe Loaders	2,850	1,906	979	1,036	1,241	1,200	1,300	1,200	1,100	1,000
Crawler Dozers	293	304	85	115	209	220	150	150	150	150
Crawler Excavators	5,135	4,520	1,750	2,178	2,800	3,000	3,000	2,800	2,900	2,800
Crawler Loaders	159	156	29	63	69	60	70	70	70	60
Mini Excavators	12,250	9,955	4,405	6,091	8,350	9,000	7,500	7,000	7,500	8,000
Motor Graders	130	154	42	38	47	50	40	40	40	40
Motor Scrapers	2	2	-	-	-	-	-	-	-	-
Rigid Dump Trucks	59	104	32	26	39	80	60	60	50	50
RTLTs – Masted	409	349	136	147	158	250	250	250	250	250
RTLTs – Telescopic	9,340	9,143	4,400	5,299	7,100	6,500	6,500	5,500	5,500	5,000
Skid-Steer Loaders	1,527	1,072	435	497	600	700	600	600	550	550
Wheeled Excavators	2,200	2,230	820	1,135	1,508	1,650	1,700	1,500	1,500	1,500
Wheeled Loaders < 80 Hp	2,080	1,885	482	978	1,180	1,200	1,200	1,100	1,000	1,000
Wheeled Loaders > 80 Hp	1,531	1,472	678	909	1,170	1,050	1,000	900	900	900
Total	38,786	34,066	14,493	18,828	24,881	25,390	23,780	21,520	21,860	21,700

Source: Off-Highway Research

Table 34. France: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	180.6	197.4	28.9	55.7	83.7	90.3	90.3	72.3	72.3	90.3
Asphalt Finishers	43.1	52.0	23.5	24.5	40.7	42.0	37.4	35.0	35.0	35.0
Backhoe Loaders	254.3	190.0	85.1	93.7	130.3	127.3	137.9	127.3	116.7	106.1
Crawler Dozers	83.0	101.5	27.4	37.5	74.6	79.3	54.1	54.1	54.1	54.1
Crawler Excavators	404.4	619.5	279.6	363.1	429.0	464.3	464.3	433.3	448.8	433.3
Crawler Loaders	44.8	50.0	8.8	19.1	21.8	19.1	22.3	22.3	22.3	19.1
Mini Excavators	482.1	406.2	165.1	231.6	316.1	344.1	286.8	267.7	286.8	305.9
Motor Graders	30.4	37.1	10.5	9.4	11.9	12.8	10.2	10.2	10.2	10.2
Motor Scrapers	1.5	1.6	-	-	-	-	-	-	-	-
Rigid Dump Trucks	33.7	93.7	18.7	14.7	27.9	57.7	43.3	43.3	36.1	36.1
RTLTs – Masted	35.3	37.1	17.5	10.2	11.3	18.1	18.1	18.1	18.1	18.1
RTLTs – Telescopic	676.9	713.5	296.0	320.7	525.4	485.8	485.8	411.0	411.0	373.7
Skid-Steer Loaders	65.6	49.2	13.6	14.6	18.6	22.0	18.8	18.8	17.3	17.3
Wheeled Excavators	377.5	435.7	162.6	203.4	242.7	268.2	276.3	243.8	243.8	243.8
Wheeled Loaders < 80 Hp	116.3	129.9	33.3	73.3	93.7	96.2	96.2	88.2	80.2	80.2
Wheeled Loaders > 80 Hp	353.5	376.9	168.5	236.9	294.6	267.0	254.3	228.8	228.8	228.8
Total	3,183.0	3,491.3	1,339.1	1,708.5	2,322.2	2,394.1	2,296.0	2,074.2	2,081.4	2,051.9

Source: Off-Highway Research

Table 35. Germany: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	490	406	83	197	238	300	325	375	400	400
Asphalt Finishers	363	381	273	251	226	275	250	250	240	240
Backhoe Loaders	144	135	62	66	76	85	100	105	90	90
Crawler Dozers	560	482	208	277	370	410	430	400	400	380
Crawler Excavators	4,895	3,845	2,165	2,575	3,862	4,100	4,000	3,800	3,800	3,500
Crawler Loaders	41	28	15	29	8	15	15	20	20	25
Mini Excavators	12,692	9,428	6,400	8,071	11,225	10,000	9,500	9,000	9,000	8,500
Motor Graders	106	127	64	67	89	95	100	80	80	75
Motor Scrapers	-	-	-	-	-	1	-	-	-	-
Rigid Dump Trucks	99	97	29	44	58	72	85	85	75	75
RTLs – Masted	109	117	45	49	57	75	100	90	90	100
RTLs – Telescopic	2,441	2,727	1,674	2,193	3,355	2,750	2,500	2,400	2,400	2,100
Skid-Steer Loaders	710	543	309	344	279	310	350	375	375	400
Wheeled Excavators	3,897	3,450	1,863	2,686	3,144	3,400	3,250	3,000	3,000	3,250
Wheeled Loaders < 80 Hp	7,383	6,659	3,992	5,478	7,802	7,500	6,500	6,750	6,750	6,250
Wheeled Loaders > 80 Hp	3,563	3,203	1,452	2,076	2,920	3,200	3,000	2,750	2,500	2,500
Total	37,493	31,628	18,634	24,403	33,709	32,588	30,505	29,480	29,220	27,885

Source: Off-Highway Research

Table 36. Germany: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	143.2	130.5	22.2	56.2	81.7	106.1	114.9	132.6	141.4	141.4
Asphalt Finishers	71.8	85.1	58.4	53.3	53.6	67.2	61.1	61.1	58.7	58.7
Backhoe Loaders	8.9	9.5	3.9	4.1	6.5	7.5	8.9	9.3	8.0	8.0
Crawler Dozers	141.4	138.3	53.8	80.3	113.7	129.8	136.1	126.6	126.6	120.3
Crawler Excavators	837.0	714.1	368.0	436.7	611.1	668.3	652.0	619.4	619.4	570.5
Crawler Loaders	9.6	7.4	3.8	7.3	2.1	4.0	4.0	5.4	5.4	6.7
Mini Excavators	458.4	373.6	225.0	291.9	375.8	344.8	327.6	310.3	310.3	293.1
Motor Graders	22.7	30.8	14.7	15.2	20.6	22.7	23.8	19.1	19.1	17.9
Motor Scrapers	-	-	-	-	-	0.8	-	-	-	-
Rigid Dump Trucks	52.7	76.5	16.3	25.8	41.4	52.9	62.4	62.4	55.1	55.1
RTLs – Masted	12.6	12.8	6.8	3.3	3.9	5.3	7.1	6.4	6.4	7.1
RTLs – Telescopic	190.4	231.3	152.9	183.2	290.7	245.4	223.1	214.2	214.2	187.4
Skid-Steer Loaders	28.7	25.2	11.0	12.7	8.5	9.7	11.0	11.8	11.8	12.6
Wheeled Excavators	787.1	768.8	391.1	461.4	543.3	605.2	578.5	534.0	534.0	578.5
Wheeled Loaders < 80 Hp	411.3	430.6	268.5	420.0	616.2	610.1	528.8	549.1	549.1	508.4
Wheeled Loaders > 80 Hp	715.9	771.4	330.2	511.2	609.4	687.9	644.9	591.2	537.4	537.4
Total	3,891.7	3,805.9	1,926.6	2,562.5	3,378.6	3,567.7	3,384.2	3,252.8	3,196.8	3,103.0

Source: Off-Highway Research

Table 37. Ireland: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	194	120	5	39	5	10	10	20	30	40
Asphalt Finishers	45	24	10	10	1	5	10	10	15	20
Backhoe Loaders	300	160	43	38	55	60	75	100	120	120
Crawler Dozers	60	25	2	6	12	15	15	20	25	25
Crawler Excavators	1,425	425	110	100	56	75	75	100	150	150
Crawler Loaders	-	-	-	-	-	-	-	-	-	-
Mini Excavators	1,685	625	155	139	150	175	200	225	250	300
Motor Graders	15	-	-	-	1	-	1	-	1	-
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	4	7	1	1	1	2	2	5	5	5
RTLTs – Masted	20	6	5	5	2	5	5	5	10	10
RTLTs – Telescopic	900	334	110	71	94	110	125	175	250	250
Skid-Steer Loaders	170	90	25	31	5	25	50	50	75	75
Wheeled Excavators	95	60	23	23	13	15	20	25	25	25
Wheeled Loaders < 80 Hp	18	22	9	11	3	10	15	15	20	20
Wheeled Loaders > 80 Hp	275	175	51	55	90	100	100	125	125	150
Total	5,206	2,073	549	529	488	607	703	875	1,101	1,190

Source: Off-Highway Research

Table 38. Ireland: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	59.6	39.7	1.5	15.0	1.9	3.8	3.8	7.5	11.3	15.0
Asphalt Finishers	8.4	5.1	2.0	2.0	0.2	1.2	2.4	2.4	3.6	4.7
Backhoe Loaders	19.8	12.0	2.9	2.5	4.7	5.2	6.5	8.7	10.4	10.4
Crawler Dozers	17.5	8.3	0.6	1.9	4.0	5.0	5.0	6.7	8.3	8.3
Crawler Excavators	185.3	66.5	14.3	12.2	7.2	9.7	9.7	12.9	19.4	19.4
Crawler Loaders	-	-	-	-	-	-	-	-	-	-
Mini Excavators	60.0	24.4	4.2	4.1	5.1	6.1	6.9	7.8	8.7	10.4
Motor Graders	1.5	-	-	-	0.3	-	0.3	-	0.3	-
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	2.6	6.6	0.5	0.6	0.7	1.4	1.4	3.4	3.4	3.4
RTLTs – Masted	1.9	0.7	0.4	0.3	0.1	0.4	0.4	0.4	0.7	0.7
RTLTs – Telescopic	64.1	26.4	7.8	5.0	6.8	8.0	9.1	12.8	18.3	18.3
Skid-Steer Loaders	6.7	4.0	0.7	0.9	0.1	0.7	1.5	1.5	2.2	2.2
Wheeled Excavators	16.6	12.2	4.8	3.4	2.1	2.5	3.3	4.1	4.1	4.1
Wheeled Loaders < 80 Hp	1.3	1.4	0.4	0.6	0.2	0.8	1.2	1.2	1.6	1.6
Wheeled Loaders > 80 Hp	73.3	42.8	12.0	10.0	17.3	19.4	19.4	24.2	24.2	29.0
Total	518.6	250.1	52.1	58.7	50.7	64.0	70.7	93.5	116.4	127.7

Source: Off-Highway Research

Table 39. Italy: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	113	116	54	42	31	16	20	35	45	60
Asphalt Finishers	280	237	162	152	159	110	115	130	150	200
Backhoe Loaders	1,479	1,041	537	423	324	325	340	400	450	500
Crawler Dozers	151	112	63	70	51	50	50	60	60	75
Crawler Excavators	4,765	3,660	2,416	2,131	1,658	1,260	1,320	1,500	2,000	2,400
Crawler Loaders	75	68	65	46	7	7	7	15	25	25
Mini Excavators	14,341	10,700	6,939	6,950	5,253	4,305	4,520	5,000	6,750	7,750
Motor Graders	19	24	12	29	18	12	12	15	18	18
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	43	44	37	31	31	25	25	40	40	40
RTLs – Masted	100	71	51	63	51	35	35	35	30	35
RTLs – Telescopic	2,821	2,835	1,613	1,580	1,599	1,070	1,150	1,500	2,000	2,400
Skid-Steer Loaders	3,725	2,647	1,592	1,589	1,140	580	600	900	1,250	1,400
Wheeled Excavators	435	499	244	267	200	175	185	225	225	240
Wheeled Loaders < 80 Hp	426	349	289	255	220	190	200	250	300	300
Wheeled Loaders > 80 Hp	1,906	1,489	909	1,026	719	620	630	800	1,000	1,100
Total	30,679	23,892	14,983	14,654	11,461	8,780	9,209	10,905	14,343	16,543

Source: Off-Highway Research

Table 40. Italy: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	35.6	42.3	15.6	14.9	11.0	5.7	7.2	12.5	16.1	21.5
Asphalt Finishers	59.6	58.3	37.1	33.5	35.9	25.1	26.2	29.7	34.2	45.6
Backhoe Loaders	127.7	104.0	48.4	37.7	29.8	30.2	31.6	37.2	41.8	46.5
Crawler Dozers	33.6	33.1	18.2	20.0	16.4	16.3	16.3	19.5	19.5	24.4
Crawler Excavators	668.8	574.3	375.3	349.2	267.2	205.1	214.8	244.1	325.5	390.6
Crawler Loaders	22.2	22.9	20.7	14.7	2.4	2.5	2.5	5.3	8.8	8.8
Mini Excavators	537.8	401.3	240.0	249.4	175.0	144.8	152.1	168.2	227.1	260.7
Motor Graders	5.4	11.2	5.3	12.7	8.0	5.4	5.4	6.8	8.1	8.1
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	24.9	28.4	17.1	13.7	17.2	14.0	14.0	22.4	22.4	22.4
RTLs – Masted	6.1	4.8	2.4	4.3	3.6	2.5	2.5	2.5	2.1	2.5
RTLs – Telescopic	156.8	183.3	80.5	123.5	126.8	85.7	92.1	120.1	160.1	192.2
Skid-Steer Loaders	152.6	141.3	51.9	55.7	36.6	18.8	19.5	29.2	40.5	45.4
Wheeled Excavators	79.4	104.3	50.8	49.4	34.5	30.5	32.2	39.2	39.2	41.8
Wheeled Loaders < 80 Hp	24.5	22.7	20.2	18.9	18.9	16.4	17.3	21.6	26.0	26.0
Wheeled Loaders > 80 Hp	421.0	364.4	211.4	183.2	158.8	138.3	140.5	178.4	223.0	245.4
Total	2,356.0	2,096.6	1,194.9	1,180.8	942.1	741.3	774.1	936.8	1,194.6	1,381.9

Source: Off-Highway Research

Table 41. Netherlands: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	40	46	10	17	29	30	35	35	35	35
Asphalt Finishers	55	61	26	25	32	27	30	30	30	30
Backhoe Loaders	29	4	-	-	2	2	3	3	3	3
Crawler Dozers	34	31	10	22	36	25	25	20	25	25
Crawler Excavators	950	725	285	330	351	350	315	400	525	525
Crawler Loaders	1	-	-	-	1	-	-	-	1	-
Mini Excavators	2,610	2,250	1,010	967	1,427	1,400	1,250	1,400	1,500	1,500
Motor Graders	5	8	4	-	3	2	2	5	5	5
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	-	2	-	-	1	-	-	1	-	-
RTLs – Masted	81	200	19	26	84	30	30	30	30	30
RTLs – Telescopic	775	825	215	270	430	450	475	475	500	500
Skid-Steer Loaders	230	190	85	75	91	90	100	120	150	150
Wheeled Excavators	975	790	355	425	580	500	450	525	600	650
Wheeled Loaders < 80 Hp	235	375	140	130	337	210	220	225	230	230
Wheeled Loaders > 80 Hp	635	620	265	375	501	475	425	475	525	525
Total	6,655	6,127	2,424	2,662	3,905	3,591	3,360	3,744	4,159	4,208

Source: Off-Highway Research

Table 42. Netherlands: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	10.8	14.4	3.3	4.8	9.4	9.8	11.5	11.5	11.5	11.5
Asphalt Finishers	9.3	8.9	5.2	4.9	7.5	6.4	7.1	7.1	7.1	7.1
Backhoe Loaders	1.9	0.3	-	-	0.2	0.2	0.3	0.3	0.3	0.3
Crawler Dozers	8.3	8.6	2.6	5.7	10.0	7.0	7.0	5.6	7.0	7.0
Crawler Excavators	176.6	150.6	59.0	70.6	65.3	65.8	59.2	65.8	98.7	98.7
Crawler Loaders	0.3	-	-	-	0.3	-	-	-	0.3	-
Mini Excavators	93.0	84.1	33.5	32.8	49.1	48.6	43.4	52.1	52.1	52.1
Motor Graders	1.1	1.9	0.9	-	0.7	0.5	0.5	1.2	1.2	1.2
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	-	1.3	-	-	0.7	-	-	0.7	-	-
RTLs – Masted	5.1	5.4	1.3	1.7	5.8	2.1	2.1	2.1	2.1	2.1
RTLs – Telescopic	64.1	57.7	17.9	22.1	36.7	38.8	40.9	40.9	43.1	43.1
Skid-Steer Loaders	8.8	8.1	2.8	2.6	1.8	1.8	2.0	2.4	3.0	3.0
Wheeled Excavators	192.9	176.5	72.5	76.4	99.2	86.4	77.7	82.1	103.7	112.3
Wheeled Loaders < 80 Hp	13.4	23.7	9.3	9.8	28.7	18.1	18.9	19.4	19.8	19.8
Wheeled Loaders > 80 Hp	130.4	140.9	58.4	89.2	98.9	94.7	84.7	94.7	104.7	104.7
Total	716.0	682.4	266.7	320.7	414.2	380.1	355.3	385.7	454.3	462.6

Source: Off-Highway Research

Table 43. Norway: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	99	92	45	27	45	50	60	70	60	70
Asphalt Finishers	52	58	33	29	36	40	45	45	40	40
Backhoe Loaders	13	13	7	6	18	10	10	8	7	10
Crawler Dozers	23	8	7	1	7	10	12	10	12	15
Crawler Excavators	1,877	1,330	670	750	1,055	1,050	1,000	1,100	1,200	1,100
Crawler Loaders	3	-	1	1	2	2	-	1	-	2
Mini Excavators	1,162	976	526	537	804	800	750	800	850	850
Motor Graders	15	39	8	11	13	15	12	15	18	15
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	6	20	26	10	19	14	10	12	12	15
RTLs – Masted	2	2	-	1	7	5	2	2	5	5
RTLs – Telescopic	148	151	50	68	128	120	130	150	150	150
Skid-Steer Loaders	113	62	41	40	54	55	65	65	60	60
Wheeled Excavators	190	243	143	150	198	175	150	175	190	175
Wheeled Loaders < 80 Hp	195	184	97	114	218	175	180	200	175	190
Wheeled Loaders > 80 Hp	489	581	299	362	460	450	450	475	475	500
Total	4,387	3,759	1,953	2,107	3,064	2,971	2,876	3,128	3,254	3,197

Source: Off-Highway Research

Table 44. Norway: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	29.3	26.5	12.7	7.5	15.2	18.7	17.0	20.4	20.4	23.8
Asphalt Finishers	9.7	9.6	6.6	5.7	8.5	11.9	10.7	10.7	9.5	9.5
Backhoe Loaders	0.9	0.6	0.5	0.4	1.5	1.2	1.2	0.7	0.6	0.8
Crawler Dozers	5.6	2.2	1.8	0.3	1.9	2.8	2.2	2.8	3.4	4.2
Crawler Excavators	279.6	225.1	109.9	132.3	173.5	228.4	199.3	182.7	199.3	182.7
Crawler Loaders	0.7	-	0.3	0.3	0.5	0.5	-	0.3	-	0.5
Mini Excavators	46.5	39.9	21.8	23.6	31.9	44.0	40.0	32.0	34.0	34.0
Motor Graders	3.4	7.0	1.8	2.5	3.0	4.0	3.5	3.5	4.2	3.5
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	2.8	15.0	20.9	7.4	15.7	14.2	10.8	10.0	10.0	12.5
RTLTLs – Masted	0.1	-	0.1	0.1	0.5	0.3	0.1	0.1	0.3	0.3
RTLTLs – Telescopic	11.5	11.1	5.0	6.4	11.9	16.0	14.9	14.1	14.1	14.1
Skid-Steer Loaders	4.4	2.9	1.2	1.7	1.6	2.1	1.9	1.9	1.8	1.8
Wheeled Excavators	39.4	56.3	29.5	27.2	34.5	44.9	37.0	30.8	33.5	30.8
Wheeled Loaders < 80 Hp	9.4	44.4	6.6	8.7	17.7	24.6	22.2	16.4	14.4	15.6
Wheeled Loaders > 80 Hp	109.8	145.5	70.7	94.3	102.5	123.8	108.1	106.9	106.9	112.6
Total	553.1	586.1	289.4	318.3	420.4	537.5	469.0	433.4	452.4	446.9

Source: Off-Highway Research

Table 45. Portugal: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	84	68	31	56	15	5	15	15	15	15
Asphalt Finishers	37	37	36	23	14	20	25	25	20	20
Backhoe Loaders	1,127	768	477	409	202	180	170	200	300	450
Crawler Dozers	40	62	59	28	17	5	5	10	10	10
Crawler Excavators	484	458	257	275	161	80	90	120	130	140
Crawler Loaders	-	2	-	-	-	-	-	-	-	-
Mini Excavators	413	339	240	226	173	120	120	150	200	250
Motor Graders	47	49	18	22	15	15	15	15	15	15
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	9	11	1	6	2	5	5	5	5	5
RTLTs – Masted	34	36	12	13	4	5	5	10	10	15
RTLTs – Telescopic	520	529	128	96	96	80	90	100	120	150
Skid-Steer Loaders	351	370	200	207	96	90	90	130	150	150
Wheeled Excavators	122	106	66	68	46	45	30	25	40	70
Wheeled Loaders < 80 Hp	22	21	11	6	6	5	5	10	10	10
Wheeled Loaders > 80 Hp	185	217	90	82	74	70	70	80	100	120
Total	3,475	3,073	1,626	1,517	921	725	735	895	1,125	1,420

Source: Off-Highway Research

Table 46. Portugal: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	21.5	18.8	9.9	15.1	6.4	2.2	6.5	6.5	6.5	6.5
Asphalt Finishers	6.9	5.5	7.2	4.5	3.3	4.7	5.9	5.9	4.7	4.7
Backhoe Loaders	72.9	58.1	32.5	27.0	16.6	14.9	14.1	16.6	24.8	37.3
Crawler Dozers	10.2	17.6	16.1	7.6	4.9	1.5	1.5	2.9	2.9	2.9
Crawler Excavators	123.4	104.9	66.3	72.1	28.1	14.1	15.9	21.2	22.9	24.7
Crawler Loaders	-	0.6	-	-	-	-	-	-	-	-
Mini Excavators	15.7	15.4	9.1	8.9	6.0	4.2	4.2	5.2	6.9	8.7
Motor Graders	11.0	12.7	4.5	5.5	3.8	3.8	3.8	3.8	3.8	3.8
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	5.6	9.9	0.5	3.3	1.4	3.4	3.4	3.4	3.4	3.4
RTLs – Masted	2.1	2.5	0.8	0.9	0.3	0.4	0.4	0.7	0.7	1.1
RTLs – Telescopic	43.5	49.9	11.0	9.3	9.4	8.0	8.9	9.9	11.9	14.9
Skid-Steer Loaders	12.1	16.6	6.2	6.5	2.8	2.6	2.6	3.8	4.4	4.4
Wheeled Excavators	24.9	27.1	14.7	13.2	9.1	9.0	6.0	5.0	8.0	13.9
Wheeled Loaders < 80 Hp	1.4	1.4	0.8	0.6	0.5	0.5	0.5	0.9	0.9	0.9
Wheeled Loaders > 80 Hp	43.9	56.3	23.0	16.5	16.3	15.6	15.6	17.8	22.2	26.7
Total	395.1	397.3	202.6	191.0	108.8	84.7	89.2	103.7	124.3	154.0

Source: Off-Highway Research

Table 47. Spain: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	258	111	40	16	56	60	25	50	100	100
Asphalt Finishers	155	106	61	30	24	20	50	100	100	100
Backhoe Loaders	4,196	1,037	490	442	274	250	300	700	1,000	1,000
Crawler Dozers	214	112	35	15	26	40	15	25	50	50
Crawler Excavators	2,540	865	396	320	273	200	250	450	600	700
Crawler Loaders	19	5	7	4	2	-	-	-	-	-
Mini Excavators	2,610	837	440	424	307	300	400	600	700	800
Motor Graders	132	91	32	23	19	25	20	30	50	50
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	217	197	85	20	47	50	20	70	80	80
RTLs – Masted	1,200	245	110	70	55	50	50	50	100	100
RTLs – Telescopic	3,480	1,330	364	319	298	250	300	400	500	500
Skid-Steer Loaders	3,041	900	466	342	230	200	250	400	450	550
Wheeled Excavators	1,300	470	148	140	78	70	100	200	250	350
Wheeled Loaders < 80 Hp	150	112	30	55	38	40	40	60	100	100
Wheeled Loaders > 80 Hp	1,541	708	264	241	247	300	200	250	350	400
Total	21,053	7,126	2,968	2,461	1,974	1,855	2,020	3,385	4,430	4,880

Source: Off-Highway Research

Table 48. Spain: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	81.5	42.3	12.4	5.3	21.6	23.4	9.7	19.5	39.0	39.0
Asphalt Finishers	27.6	21.2	11.9	5.8	5.7	4.8	11.9	23.8	23.8	23.8
Backhoe Loaders	278.5	80.6	33.4	29.7	23.6	21.7	26.1	60.8	86.9	86.9
Crawler Dozers	55.8	34.2	10.5	4.3	8.1	12.6	4.7	7.9	15.8	15.8
Crawler Excavators	471.2	191.7	93.1	77.0	44.2	32.7	40.9	73.6	98.2	114.6
Crawler Loaders	5.4	1.6	2.1	1.2	0.6	-	-	-	-	-
Mini Excavators	112.3	36.1	18.3	18.3	12.2	12.0	16.0	24.0	28.0	32.0
Motor Graders	28.5	24.1	8.0	5.7	4.8	6.4	5.1	7.7	12.8	12.8
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	145.6	192.9	56.1	12.4	35.8	38.4	15.4	53.8	61.5	61.5
RTLTs – Masted	71.5	16.5	7.0	4.4	3.6	3.3	3.3	3.3	6.6	6.6
RTLTs – Telescopic	292.8	95.4	24.5	27.2	25.7	21.8	26.1	34.8	43.5	43.5
Skid-Steer Loaders	106.6	37.7	14.1	10.9	7.0	6.1	7.7	12.3	13.8	16.9
Wheeled Excavators	264.1	107.2	33.3	28.7	15.5	14.0	20.0	40.1	50.1	70.2
Wheeled Loaders < 80 Hp	11.0	6.8	2.0	3.6	3.0	3.2	3.2	4.8	7.9	7.9
Wheeled Loaders > 80 Hp	341.4	178.6	62.5	43.6	53.6	65.8	43.9	54.8	76.8	87.7
Total	2,293.8	1,066.9	389.2	278.2	265.0	266.3	234.0	421.2	564.7	619.1

Source: Off-Highway Research

Table 49. Sweden: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	51	73	45	33	65	55	60	55	65	55
Asphalt Finishers	37	67	25	23	30	35	45	45	40	40
Backhoe Loaders	248	203	122	135	173	160	160	170	180	180
Crawler Dozers	16	22	8	9	5	7	7	8	9	10
Crawler Excavators	745	727	274	353	508	500	525	550	525	550
Crawler Loaders	-	5	1	-	2	-	2	3	1	2
Mini Excavators	863	839	475	639	728	700	750	800	850	900
Motor Graders	12	17	9	8	7	8	12	14	16	20
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	2	13	9	7	17	8	8	10	10	8
RTLs – Masted	1	1	1	1	-	-	2	-	-	-
RTLs – Telescopic	117	159	74	100	207	170	180	200	220	220
Skid-Steer Loaders	153	103	46	41	69	60	60	70	70	70
Wheeled Excavators	395	506	168	266	401	360	380	400	400	425
Wheeled Loaders < 80 Hp	190	239	123	222	411	360	350	300	325	350
Wheeled Loaders > 80 Hp	766	1,076	532	640	888	800	800	750	800	850
Total	3,596	4,050	1,912	2,477	3,511	3,223	3,341	3,375	3,511	3,680

Source: Off-Highway Research

Table 50. Sweden: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	14.4	20.7	10.5	8.5	21.2	18.1	19.8	18.1	21.4	18.1
Asphalt Finishers	6.9	14.2	5.0	4.5	7.1	8.3	10.7	10.7	9.5	9.5
Backhoe Loaders	16.4	15.3	8.3	9.1	14.9	13.9	13.9	14.8	15.6	15.6
Crawler Dozers	3.4	6.1	2.1	2.3	1.4	2.0	2.0	2.2	2.5	2.8
Crawler Excavators	124.2	122.2	49.9	69.4	91.4	90.8	95.4	99.9	95.4	99.9
Crawler Loaders	-	1.3	0.3	-	0.5	-	0.5	0.8	0.3	0.5
Mini Excavators	34.6	33.6	16.8	22.4	28.2	27.4	29.4	31.3	33.3	35.2
Motor Graders	2.6	4.1	2.1	1.8	1.6	1.9	2.8	3.3	3.7	4.7
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	0.9	8.9	6.1	4.4	12.7	6.0	6.0	7.6	7.6	6.0
RTLs – Masted	-	0.1	-	0.1	-	-	0.1	-	-	-
RTLs – Telescopic	9.2	14.8	8.1	9.2	17.8	14.8	15.6	17.4	19.1	19.1
Skid-Steer Loaders	6.0	4.6	1.3	1.2	2.0	1.8	1.8	2.1	2.1	2.1
Wheeled Excavators	77.3	120.4	35.1	48.6	66.5	60.3	63.7	67.0	67.0	71.2
Wheeled Loaders < 80 Hp	11.0	14.7	8.5	17.0	33.6	29.7	28.9	24.7	26.8	28.9
Wheeled Loaders > 80 Hp	147.5	244.4	113.3	151.2	188.2	171.2	171.2	160.5	171.2	181.9
Total	454.4	625.4	267.4	349.7	487.1	446.3	461.8	460.4	475.5	495.7

Source: Off-Highway Research

Table 51. Switzerland: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	26	23	17	19	28	25	25	25	22	20
Asphalt Finishers	31	28	50	52	76	45	30	30	35	35
Backhoe Loaders	-	1	-	-	-	-	-	-	-	-
Crawler Dozers	40	24	24	25	14	20	15	20	20	25
Crawler Excavators	808	785	629	686	696	700	720	690	680	675
Crawler Loaders	34	17	9	13	11	12	10	15	20	20
Mini Excavators	1,634	1,770	1,623	1,541	1,773	1,650	1,650	1,600	1,600	1,600
Motor Graders	1	1	-	-	4	-	1	-	-	1
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	3	2	-	3	-	2	1	1	2	2
RTLs – Masted	5	3	2	1	4	2	1	2	5	2
RTLs – Telescopic	91	106	121	125	236	175	175	150	150	150
Skid-Steer Loaders	134	101	93	70	73	80	80	75	75	75
Wheeled Excavators	329	312	245	326	361	350	340	325	325	325
Wheeled Loaders < 80 Hp	225	232	257	248	205	200	225	225	230	225
Wheeled Loaders > 80 Hp	256	205	169	173	200	210	210	220	220	225
Total	3,617	3,610	3,239	3,282	3,681	3,471	3,483	3,378	3,384	3,380

Source: Off-Highway Research

Table 52. Switzerland: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	6.7	7.6	4.5	5.2	9.2	8.3	8.3	8.3	7.3	6.6
Asphalt Finishers	5.6	5.9	5.0	10.3	17.9	10.7	7.1	7.1	8.3	8.3
Backhoe Loaders	0.1	0.1	-	-	-	-	-	-	-	-
Crawler Dozers	9.8	6.7	6.3	6.5	3.9	5.6	4.2	5.6	5.6	7.0
Crawler Excavators	208.4	131.2	96.5	112.0	98.7	100.3	103.1	98.8	97.4	96.7
Crawler Loaders	7.9	4.5	2.3	3.3	2.9	3.2	2.6	4.0	5.3	5.3
Mini Excavators	63.6	63.9	53.8	53.9	62.7	58.9	58.9	57.1	57.1	57.1
Motor Graders	0.2	0.2	-	-	0.9	-	0.2	-	-	0.2
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	1.3	1.3	-	1.7	-	1.4	0.7	0.7	1.4	1.4
RTLs – Masted	1.9	2.5	1.4	0.1	0.3	0.1	0.1	0.1	0.3	0.1
RTLs – Telescopic	6.7	6.7	7.4	9.1	20.2	15.1	15.1	13.0	13.0	13.0
Skid-Steer Loaders	5.2	5.0	2.8	2.5	2.2	2.4	2.4	2.2	2.2	2.2
Wheeled Excavators	47.0	47.6	49.2	59.2	62.1	60.8	59.1	56.5	56.5	56.5
Wheeled Loaders < 80 Hp	12.2	9.9	17.3	18.9	16.8	16.6	18.7	18.7	19.1	18.7
Wheeled Loaders > 80 Hp	55.0	40.0	41.5	46.7	49.8	52.9	52.9	55.4	55.4	56.6
Total	431.6	333.1	288.0	329.2	347.5	336.2	333.4	327.5	328.9	329.8

Source: Off-Highway Research

Table 53. United Kingdom: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	870	610	213	241	281	325	350	400	400	450
Asphalt Finishers	166	133	45	76	95	85	75	90	120	140
Backhoe Loaders	2,450	2,400	1,555	1,600	1,765	1,800	1,700	1,800	1,900	1,900
Crawler Dozers	335	300	75	112	121	135	150	200	200	200
Crawler Excavators	8,800	5,675	3,110	4,270	5,150	5,100	4,600	5,000	5,000	5,000
Crawler Loaders	42	34	20	18	20	20	30	30	30	30
Mini Excavators	14,850	9,835	5,775	6,247	8,795	8,500	7,500	8,000	8,000	8,000
Motor Graders	-	5	1	1	-	1	1	5	2	2
Motor Scrapers	5	-	-	-	-	-	2	-	-	-
Rigid Dump Trucks	80	100	41	56	79	60	50	75	75	75
RTLs – Masted	495	375	102	70	108	100	125	150	150	150
RTLs – Telescopic	9,185	6,945	3,923	5,100	6,760	6,500	6,000	6,500	6,500	6,500
Skid-Steer Loaders	940	875	650	669	681	680	625	725	725	725
Wheeled Excavators	542	685	465	503	598	550	500	550	550	550
Wheeled Loaders < 80 Hp	135	181	131	140	135	140	140	150	150	150
Wheeled Loaders > 80 Hp	1,155	1,095	625	821	961	900	825	900	900	900
Total	40,050	29,248	16,731	19,924	25,549	24,896	22,673	24,575	24,702	24,772

Source: Off-Highway Research

Table 54. United Kingdom: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	245.8	181.7	44.6	61.0	88.3	103.1	111.1	126.9	126.9	142.8
Asphalt Finishers	28.6	24.5	6.6	7.6	20.3	18.4	16.2	19.5	25.9	30.3
Backhoe Loaders	174.9	178.2	61.8	100.6	151.8	156.3	147.7	156.3	165.0	165.0
Crawler Dozers	105.2	103.9	18.5	32.2	38.0	42.8	47.5	63.4	63.4	63.4
Crawler Excavators	978.9	742.4	277.1	391.1	535.9	536.0	483.5	525.5	525.5	525.5
Crawler Loaders	13.3	11.1	4.8	4.0	4.6	4.7	7.0	7.0	7.0	7.0
Mini Excavators	509.5	331.2	147.3	172.8	315.0	307.5	271.3	289.4	289.4	289.4
Motor Graders	-	1.2	0.2	0.2	-	0.2	0.2	0.8	0.3	0.3
Motor Scrapers	3.7	-	-	-	-	-	1.2	-	-	-
Rigid Dump Trucks	59.6	95.9	28.2	30.5	54.7	41.9	35.0	52.4	52.4	52.4
RTLs – Masted	31.1	22.4	4.9	3.2	5.0	4.7	5.9	7.1	7.1	7.1
RTLs – Telescopic	660.9	484.3	186.3	422.9	625.3	607.2	560.5	607.2	607.2	607.2
Skid-Steer Loaders	38.2	36.6	21.0	22.1	22.0	22.2	20.4	23.7	23.7	23.7
Wheeled Excavators	90.9	129.3	53.3	75.5	77.9	72.4	65.8	72.4	72.4	72.4
Wheeled Loaders < 80 Hp	8.1	11.7	5.9	9.8	9.4	9.8	9.8	10.5	10.5	10.5
Wheeled Loaders > 80 Hp	240.8	213.8	83.6	142.5	174.5	165.0	151.3	165.0	165.0	165.0
Total	3,189.5	2,568.2	944.1	1,475.9	2,122.7	2,092.3	1,934.3	2,127.1	2,141.8	2,162.0

Source: Off-Highway Research

Table 55. North America: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	3,745	2,360	1,135	1,240	1,900	2,000	1,925	2,100	2,300	2,500
Asphalt Finishers	1,750	1,000	685	680	730	825	750	800	925	1,000
Backhoe Loaders	21,125	16,250	8,700	9,700	14,270	15,500	15,000	16,500	18,500	20,000
Crawler Dozers	14,355	10,800	5,100	5,600	8,100	8,600	8,000	9,000	10,000	11,500
Crawler Excavators	24,600	18,450	9,600	11,200	17,000	18,200	17,300	18,700	21,000	22,600
Crawler Loaders	835	525	200	230	225	250	200	250	300	350
Mini Excavators	26,500	18,650	10,000	11,906	17,750	18,500	17,600	19,000	21,300	22,800
Motor Graders	4,675	4,445	2,600	3,200	3,300	3,600	3,300	3,600	4,000	4,300
Motor Scrapers	600	400	175	190	200	225	200	225	275	300
Rigid Dump Trucks	980	1,100	550	600	775	850	800	875	1,000	1,050
RTLs – Masted	3,375	2,055	975	1,430	2,155	2,000	1,900	2,050	2,300	2,450
RTLs – Telescopic	16,300	11,000	3,500	4,200	7,825	8,700	8,000	9,000	10,000	11,000
Skid-Steer Loaders	52,600	43,300	22,700	26,700	33,300	35,000	33,500	36,200	40,500	43,000
Wheeled Excavators	750	775	320	330	399	750	700	750	850	925
Wheeled Loaders < 80 Hp	1,700	1,985	1,015	1,085	1,490	1,625	1,550	1,700	1,900	2,050
Wheeled Loaders > 80 Hp	17,155	15,115	9,600	11,300	14,980	16,000	15,200	16,400	18,500	19,800
Total	191,045	148,210	76,855	89,591	124,399	132,625	125,925	137,150	153,650	165,625

Source: Off-Highway Research

Table 56. North America: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	1,526.7	1,025.8	482.7	538.0	888.4	935.2	900.1	981.9	1,075.5	1,169.0
Asphalt Finishers	537.1	346.7	150.3	138.1	165.8	187.4	170.4	181.7	210.1	227.2
Backhoe Loaders	2,008.1	1,595.7	881.0	1,003.6	1,581.1	1,717.4	1,662.0	1,828.2	2,049.8	2,216.0
Crawler Dozers	3,397.7	2,550.2	1,208.6	1,335.4	2,157.3	2,290.5	2,130.7	2,397.0	2,663.3	3,062.8
Crawler Excavators	5,972.5	4,637.0	2,471.2	2,931.1	4,592.3	4,916.4	4,673.3	5,051.5	5,672.8	6,105.0
Crawler Loaders	232.0	150.1	60.8	67.5	70.5	78.3	62.6	78.3	94.0	109.6
Mini Excavators	1,327.2	921.3	545.1	631.5	1,075.3	1,120.8	1,066.3	1,151.1	1,290.4	1,381.3
Motor Graders	1,340.2	1,326.2	787.8	1,012.5	1,122.6	1,224.6	1,122.6	1,224.6	1,360.7	1,462.7
Motor Scrapers	314.7	215.0	95.3	105.9	119.8	134.8	119.8	134.8	164.8	179.8
Rigid Dump Trucks	2,632.4	3,111.0	1,670.4	2,235.1	1,730.0	1,897.4	1,785.8	1,953.2	2,232.2	2,343.9
RTLs – Masted	254.6	126.1	56.4	67.8	140.8	130.7	124.2	134.0	150.3	160.1
RTLs – Telescopic	1,650.0	968.8	270.9	369.2	663.4	737.6	678.3	763.1	847.8	932.6
Skid-Steer Loaders	2,339.2	2,078.1	1,077.1	1,317.0	1,664.2	1,749.1	1,674.2	1,809.1	2,024.0	2,148.9
Wheeled Excavators	210.3	230.1	115.2	137.6	112.9	212.2	198.0	212.2	240.5	261.7
Wheeled Loaders < 80 Hp	87.5	102.4	77.0	59.0	95.1	103.7	98.9	108.5	121.3	130.8
Wheeled Loaders > 80 Hp	4,438.7	3,564.3	2,200.1	2,922.7	4,149.9	4,432.5	4,210.8	4,543.3	5,125.0	5,485.2
Total	28,268.9	22,948.8	12,149.9	14,872.0	20,329.5	21,868.6	20,678.0	22,552.5	25,322.5	27,376.6

Source: Off-Highway Research

Table 57. Japan: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	53	50	35	15	10	20	20	20	20	20
Asphalt Finishers	210	180	125	180	150	150	200	250	200	200
Backhoe Loaders	4	5	2	-	1	5	5	5	5	5
Crawler Dozers	1,500	1,250	790	900	650	800	1,000	1,200	1,000	1,000
Crawler Excavators	33,070	24,600	10,100	13,900	19,200	14,700	14,000	15,000	14,000	15,000
Crawler Loaders	80	70	20	20	50	50	50	50	50	50
Mini Excavators	29,200	20,950	11,200	14,100	18,200	21,000	23,000	25,000	20,000	20,000
Motor Graders	230	220	120	150	180	200	200	200	170	150
Motor Scrapers	20	20	20	20	20	20	20	20	20	20
Rigid Dump Trucks	180	200	100	60	100	100	100	100	80	80
RTLTs – Masted	-	-	-	-	-	-	-	-	-	-
RTLTs – Telescopic	2	2	8	5	4	2	2	2	2	2
Skid-Steer Loaders	1,130	933	680	780	750	900	1,000	1,000	1,000	900
Wheeled Excavators	190	165	50	70	60	150	150	125	100	100
Wheeled Loaders < 80 Hp	5,565	4,505	2,920	3,100	3,550	5,000	6,000	6,000	5,500	6,500
Wheeled Loaders > 80 Hp	4,735	3,825	3,140	3,790	4,160	3,500	4,000	4,000	3,700	3,500
Total	76,169	56,975	29,310	37,090	47,085	46,597	49,747	52,972	45,847	47,527

Source: Off-Highway Research

Table 58. Japan: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	27.7	16.1	13.9	5.9	3.6	7.2	7.2	7.2	7.2	7.2
Asphalt Finishers	27.8	22.1	18.7	25.9	19.6	19.8	26.5	33.1	26.5	26.5
Backhoe Loaders	0.3	0.4	0.2	-	0.1	0.4	0.4	0.4	0.4	0.4
Crawler Dozers	162.3	147.7	121.7	129.5	104.1	129.4	161.7	194.0	161.7	161.7
Crawler Excavators	2,760.0	2,059.6	1,045.9	1,393.3	1,770.8	1,369.3	1,304.1	1,397.3	1,304.1	1,397.3
Crawler Loaders	9.9	8.9	3.1	3.0	6.9	6.9	6.9	6.9	6.9	6.9
Mini Excavators	925.2	689.7	453.0	543.7	645.7	752.5	824.2	895.9	716.7	716.7
Motor Graders	20.8	22.3	14.9	17.7	19.6	22.0	22.0	22.0	18.7	16.5
Motor Scrapers	9.5	9.6	11.9	11.3	10.4	10.5	10.5	10.5	10.5	10.5
Rigid Dump Trucks	27.7	32.0	19.7	11.1	17.7	17.8	17.8	17.8	14.3	14.3
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	0.2	0.2	0.8	0.5	0.3	0.2	0.2	0.2	0.2	0.2
Skid-Steer Loaders	33.9	29.2	26.3	28.7	25.4	30.8	34.2	34.2	34.2	30.8
Wheeled Excavators	24.7	24.1	8.7	11.9	9.5	23.9	23.9	19.9	15.9	15.9
Wheeled Loaders < 80 Hp	184.6	152.4	121.8	123.3	132.3	188.3	225.9	225.9	207.1	244.7
Wheeled Loaders > 80 Hp	431.1	368.2	369.3	423.8	426.9	362.8	414.6	414.6	383.5	362.8
Total	4,645.7	3,582.5	2,229.9	2,729.6	3,192.9	2,941.9	3,080.3	3,280.1	2,908.0	3,012.5

Source: Off-Highway Research

Table 59. China: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	91	59	53	66	43	40	40	45	45	45
Asphalt Finishers	1,020	945	1,491	2,480	2,880	2,600	2,400	2,500	2,700	2,800
Backhoe Loaders	590	630	400	585	700	850	1,000	1,150	1,300	1,450
Crawler Dozers	5,245	5,239	6,900	11,495	9,646	10,000	11,000	11,500	10,500	11,000
Crawler Excavators	49,053	58,152	79,874	143,220	157,000	150,000	165,000	180,000	190,000	200,000
Crawler Loaders	10	20	20	20	20	20	20	20	20	20
Mini Excavators	16,850	19,030	22,250	35,900	38,600	41,000	48,000	55,000	60,000	63,000
Motor Graders	1,398	1,464	1,967	2,528	2,337	2,100	2,000	2,100	2,200	2,200
Motor Scrapers	2	-	2	3	-	2	2	2	2	2
Rigid Dump Trucks	713	749	810	745	755	730	750	760	780	800
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	50	100	250	250	200	200	220	250	280	300
Skid-Steer Loaders	230	260	299	698	639	700	800	950	1,000	1,100
Wheeled Excavators	806	798	1,120	1,850	1,300	1,200	1,400	1,500	1,600	1,700
Wheeled Loaders < 80 Hp	7,573	7,995	5,854	6,877	11,190	9,740	9,980	9,750	9,450	9,200
Wheeled Loaders > 80 Hp	142,157	141,105	132,016	194,753	208,790	191,260	195,020	190,250	185,550	180,800
Total	225,788	236,546	253,306	401,470	434,100	410,442	437,632	455,777	465,427	474,417

Source: Off-Highway Research

Table 60. China: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	29.8	21.0	21.2	32.2	17.6	15.7	15.7	17.6	17.6	17.6
Asphalt Finishers	124.2	136.3	245.7	719.8	802.4	693.4	640.1	666.8	720.1	746.8
Backhoe Loaders	40.1	56.1	35.7	31.6	36.0	41.8	49.2	56.6	64.0	71.4
Crawler Dozers	377.4	436.1	615.0	781.5	888.3	881.5	969.6	1,013.7	925.5	969.6
Crawler Excavators	5,938.8	7,157.1	8,120.5	16,663.5	20,435.9	18,689.0	20,557.9	22,426.8	23,672.7	24,918.7
Crawler Loaders	-	1.2	-	2.7	2.4	2.3	2.3	2.3	2.3	2.3
Mini Excavators	733.8	966.7	1,232.6	1,790.1	1,892.6	1,924.2	2,252.7	2,581.2	2,815.9	2,956.7
Motor Graders	102.7	99.8	143.5	750.2	171.2	147.2	140.2	147.2	154.2	154.2
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	163.4	273.7	308.8	385.6	721.2	667.4	685.7	694.9	713.1	731.4
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	2.8	4.4	14.7	15.7	12.7	12.2	13.4	15.2	17.1	18.3
Skid-Steer Loaders	10.9	14.2	20.1	36.3	38.9	40.8	46.7	55.4	58.3	64.2
Wheeled Excavators	48.9	57.1	170.6	304.3	1,140.8	1,008.0	1,176.0	1,260.0	1,344.0	1,428.0
Wheeled Loaders < 80 Hp	104.4	106.3	81.5	94.2	186.7	155.6	159.4	155.7	150.9	146.9
Wheeled Loaders > 80 Hp	5,684.8	6,010.0	5,478.9	8,182.1	10,767.0	7,984.6	8,141.6	7,942.4	7,746.2	7,547.9
Total	13,362.0	15,340.1	16,488.8	29,789.8	37,113.7	32,263.7	34,850.4	37,035.9	38,402.1	39,774.0

Source: Off-Highway Research

Table 61. India: Sales of Construction Equipment, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	13	33	11	60	8	10	15	20	20	20
Asphalt Finishers	925	872	905	865	738	700	900	950	1,025	1,100
Backhoe Loaders	21,754	16,648	15,708	25,296	33,595	33,500	36,500	38,000	39,000	40,000
Crawler Dozers	599	608	562	688	468	400	550	600	700	800
Crawler Excavators	9,606	9,904	7,952	11,453	14,940	16,500	22,000	26,000	33,000	40,000
Crawler Loaders	6	5	4	8	10	10	10	10	10	10
Mini Excavators	22	64	73	89	215	250	300	375	450	550
Motor Graders	544	553	342	529	528	375	550	625	700	775
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	594	771	808	582	575	375	575	650	750	800
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	11	6	15	41	26	25	40	50	70	100
Skid-Steer Loaders	265	480	290	540	504	600	700	800	900	1,000
Wheeled Excavators	5	-	-	4	10	10	10	10	10	10
Wheeled Loaders < 80 Hp	-	3	10	32	33	50	75	110	150	200
Wheeled Loaders > 80 Hp	2,364	2,540	1,902	2,628	2,413	2,050	2,725	3,090	3,650	4,300
Total	36,708	32,487	28,582	42,815	54,063	54,855	64,950	71,290	80,435	89,665

Source: Off-Highway Research

Table 62. India: Sales of Construction Equipment, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Articulated Dump Trucks	3.1	7.9	4.5	8.5	3.2	3.6	5.4	7.3	7.3	7.3
Asphalt Finishers	66.4	61.2	71.9	96.0	73.7	63.4	81.6	86.1	92.9	99.7
Backhoe Loaders	718.9	550.8	534.6	821.9	1,092.0	988.3	1,076.9	1,121.1	1,150.6	1,180.1
Crawler Dozers	153.7	156.0	139.5	182.4	100.5	77.9	107.2	116.9	136.4	155.9
Crawler Excavators	528.6	544.4	772.5	1,071.0	1,326.3	1,329.5	1,772.6	2,094.9	2,658.9	3,222.9
Crawler Loaders	0.6	0.5	0.4	0.6	1.0	0.9	0.9	0.9	0.9	0.9
Mini Excavators	0.8	2.5	3.0	4.3	7.9	8.3	10.0	12.5	15.0	18.3
Motor Graders	70.2	71.3	60.6	111.6	122.2	78.8	115.6	131.3	147.1	162.8
Motor Scrapers	-	-	-	-	-	-	-	-	-	-
Rigid Dump Trucks	106.2	137.9	337.5	394.7	206.8	122.4	187.7	212.1	244.8	261.1
RTLs – Masted	-	-	-	-	-	-	-	-	-	-
RTLs – Telescopic	0.8	0.5	1.2	2.9	2.2	2.0	3.1	3.9	5.5	7.9
Skid-Steer Loaders	7.0	13.9	6.7	8.4	13.8	14.9	17.4	19.8	22.3	24.8
Wheeled Excavators	0.5	-	-	0.5	0.1	0.1	0.1	0.1	0.1	0.1
Wheeled Loaders < 80 Hp	-	-	-	-	1.2	1.7	2.6	3.7	5.1	6.8
Wheeled Loaders > 80 Hp	199.7	214.6	125.0	172.5	162.8	125.5	166.8	189.2	223.5	263.3
Total	1,856.5	1,761.5	2,057.3	2,875.4	3,113.6	2,817.4	3,547.7	3,999.9	4,710.3	5,411.8

Source: Off-Highway Research

EUROPE: SALES BY PRODUCT BY COUNTRY, 2007-2016

Table 63. Europe: Sales of Articulated Dump Trucks by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	59	52	19	12	19	20	25	30	35	35
Belgium	102	105	17	25	46	50	55	65	70	70
Denmark	53	31	4	5	9	10	10	20	20	20
Finland	31	14	14	8	5	8	10	10	15	12
France	596	575	105	193	234	250	250	200	200	250
Germany	490	406	83	197	238	300	325	375	400	400
Ireland	194	120	5	39	5	10	10	20	30	40
Italy	113	116	54	42	31	16	20	35	45	60
Netherlands	40	46	10	17	29	30	35	35	35	35
Norway	99	92	45	27	45	55	50	60	60	70
Portugal	84	68	31	56	15	5	15	15	15	15
Spain	258	111	40	16	56	60	25	50	100	100
Sweden	51	73	45	33	65	55	60	55	65	55
Switzerland	26	23	17	19	28	25	25	25	22	20
United Kingdom	870	610	213	241	281	325	350	400	400	450
Total	3,066	2,442	702	930	1,106	1,219	1,265	1,395	1,512	1,632

Source: Off-Highway Research

Table 64. Europe: Sales of Articulated Dump Trucks by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	16.3	15.9	5.8	3.2	6.5	6.9	8.7	10.4	12.1	12.1
Belgium	31.3	38.2	4.4	7.0	15.2	16.7	18.4	21.7	23.4	23.4
Denmark	15.5	9.5	0.8	0.9	2.5	2.8	2.8	5.6	5.6	5.6
Finland	8.7	4.4	3.6	2.1	1.5	2.4	3.0	3.0	4.5	3.6
France	180.6	197.4	28.9	55.7	83.7	90.3	90.3	72.3	72.3	90.3
Germany	143.2	130.5	22.2	56.2	81.7	104.0	112.7	130.0	138.7	138.7
Ireland	59.6	39.7	1.5	15.0	1.9	3.8	3.8	7.5	11.3	15.0
Italy	35.6	42.3	15.6	14.9	11.0	5.7	7.2	12.5	16.1	21.5
Netherlands	10.8	14.4	3.3	4.8	9.4	9.8	11.5	11.5	11.5	11.5
Norway	29.3	26.5	12.7	7.5	15.2	18.7	17.0	20.4	20.4	23.8
Portugal	21.5	18.8	7.5	15.1	6.4	2.2	6.5	6.5	6.5	6.5
Spain	81.5	42.3	12.4	5.3	21.6	23.4	9.7	19.5	39.0	39.0
Sweden	14.4	20.7	10.5	8.5	21.2	18.1	19.8	18.1	21.4	18.1
Switzerland	6.7	7.6	4.5	5.2	9.2	8.3	8.3	8.3	7.3	6.6
United Kingdom	245.8	181.7	44.6	61.0	88.3	103.1	111.1	126.9	126.9	142.8
Total	900.7	790.0	178.2	262.4	375.2	416.3	430.5	474.2	516.9	558.5

Source: Off-Highway Research

Table 65. Europe: Sales of Asphalt Finishers by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	52	45	25	27	24	25	28	35	35	35
Belgium	25	25	21	21	19	20	20	25	25	25
Denmark	25	34	16	14	12	15	20	25	25	25
Finland	30	18	10	11	13	12	15	10	11	15
France	225	239	115	123	176	180	160	150	150	150
Germany	363	381	273	251	226	275	250	250	240	240
Ireland	45	24	10	10	1	5	10	10	15	20
Italy	280	237	162	152	159	110	115	130	150	200
Netherlands	55	61	26	25	32	27	30	30	30	30
Norway	52	58	33	29	36	50	45	45	40	40
Portugal	37	37	36	23	14	20	25	25	20	20
Spain	155	106	61	30	24	20	50	100	100	100
Sweden	37	67	25	23	30	35	45	45	40	40
Switzerland	31	28	50	52	76	45	30	30	35	35
United Kingdom	166	133	45	76	95	85	75	90	120	140
Total	1,578	1,493	908	867	937	924	918	1,000	1,036	1,115

Source: Off-Highway Research

Table 66. Europe: Sales of Asphalt Finishers by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	9.7	9.6	5.0	5.3	5.6	5.9	6.7	8.3	8.3	8.3
Belgium	4.7	5.3	4.2	4.1	4.5	4.7	4.8	5.9	5.9	5.9
Denmark	3.2	7.2	3.2	2.8	2.8	3.6	4.8	5.9	5.9	5.9
Finland	5.6	3.8	2.0	2.2	3.1	2.8	3.6	2.4	2.6	3.6
France	43.1	52.0	23.5	24.5	40.7	42.0	37.7	35.0	35.0	35.0
Germany	71.8	85.1	58.4	53.3	53.6	65.9	60.5	59.9	57.5	57.5
Ireland	8.4	5.1	2.0	2.0	0.2	1.2	2.4	2.4	3.6	4.7
Italy	59.6	58.3	37.1	33.5	35.9	25.1	26.5	29.7	34.2	45.6
Netherlands	9.3	8.9	5.2	4.9	7.5	6.4	7.2	7.1	7.1	7.1
Norway	9.7	9.6	6.6	5.7	8.5	11.9	10.8	10.7	9.5	9.5
Portugal	6.9	5.5	7.2	4.5	3.3	4.7	6.0	5.9	4.7	4.7
Spain	27.6	21.2	11.9	5.8	5.7	4.8	12.0	23.8	23.8	23.8
Sweden	6.9	14.2	5.0	4.5	7.1	8.3	10.8	10.7	9.5	9.5
Switzerland	5.6	5.9	5.0	10.3	17.9	10.7	7.2	7.1	8.3	8.3
United Kingdom	28.6	24.5	6.6	7.6	20.3	18.4	16.4	19.5	25.9	30.3
Total	300.7	316.4	183.1	171.1	216.6	216.5	217.4	234.3	242.0	259.9

Source: Off-Highway Research

Table 67. Europe: Sales of Backhoe Loaders by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	123	93	62	43	55	55	60	75	75	80
Belgium	96	45	22	29	47	45	45	45	45	45
Denmark	627	385	130	100	175	200	210	220	225	225
Finland	111	81	73	89	70	75	85	75	70	70
France	2,850	1,906	979	1,036	1,241	1,200	1,300	1,200	1,100	1,000
Germany	144	135	62	66	76	85	100	105	90	90
Ireland	300	160	43	38	55	60	75	100	120	120
Italy	1,479	1,041	537	423	324	325	340	400	450	500
Netherlands	29	4	-	-	2	2	3	3	3	3
Norway	13	13	7	6	18	15	15	8	7	10
Portugal	1,127	768	477	409	202	180	170	200	300	450
Spain	4,196	1,037	490	442	274	250	300	700	1,000	1,000
Sweden	248	203	122	135	173	160	160	170	180	180
Switzerland	-	1	-	-	-	-	-	-	-	-
United Kingdom	2,450	2,400	1,555	1,600	1,765	1,800	1,700	1,800	1,900	1,900
Total	13,793	8,272	4,559	4,416	4,477	4,452	4,563	5,101	5,565	5,673

Source: Off-Highway Research

Table 68. Europe: Sales of Backhoe Loaders by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	7.5	6.5	3.9	2.5	4.5	4.6	5.0	6.2	6.2	6.6
Belgium	5.9	3.2	1.4	1.8	3.9	3.7	3.7	3.7	3.7	3.7
Denmark	41.6	29.0	8.8	6.7	15.1	17.4	18.2	19.1	19.5	19.5
Finland	7.6	6.3	5.1	6.2	6.0	6.5	7.4	6.5	6.1	6.1
France	254.3	190.0	85.1	93.7	130.3	127.3	137.9	127.3	116.7	106.1
Germany	8.9	9.5	3.9	4.1	6.5	7.4	8.7	9.1	7.8	7.8
Ireland	19.8	12.0	2.9	2.5	4.7	5.2	6.5	8.7	10.4	10.4
Italy	127.7	104.0	48.4	37.7	29.8	30.2	31.6	37.2	41.8	46.5
Netherlands	1.9	0.3	-	-	0.2	0.2	0.3	0.3	0.3	0.3
Norway	0.9	0.6	0.5	0.4	1.5	1.2	1.2	0.7	0.6	0.8
Portugal	72.9	58.1	32.5	27.0	16.6	14.9	14.1	16.6	24.8	37.3
Spain	278.5	80.6	33.4	29.7	23.6	21.7	26.1	60.8	86.9	86.9
Sweden	16.4	15.3	8.3	9.1	14.9	13.9	13.9	14.8	15.6	15.6
Switzerland	0.1	0.1	-	-	-	-	-	-	-	-
United Kingdom	174.9	178.2	61.8	100.6	136.8	140.9	133.1	140.9	148.7	148.7
Total	1,018.8	693.7	296.0	322.2	394.3	395.1	407.6	451.7	495.0	504.6

Source: Off-Highway Research

Table 69. Europe: Sales of Crawler Dozers by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	24	32	19	9	15	15	20	20	20	20
Belgium	66	87	11	41	55	50	40	40	45	45
Denmark	57	37	12	3	5	7	10	15	20	20
Finland	4	5	5	5	3	4	5	3	3	5
France	293	304	85	115	209	220	150	150	150	150
Germany	560	482	208	277	370	410	430	400	400	380
Ireland	60	25	2	6	12	15	15	20	25	25
Italy	151	112	63	70	51	50	50	60	60	75
Netherlands	34	31	10	22	36	25	25	20	25	25
Norway	23	8	7	1	7	10	8	10	12	15
Portugal	40	62	59	28	17	5	5	10	10	10
Spain	214	112	35	15	26	40	15	25	50	50
Sweden	16	22	8	9	5	7	7	8	9	10
Switzerland	40	24	24	25	14	20	15	20	20	25
United Kingdom	335	300	75	112	121	135	150	200	200	200
Total	1,917	1,643	623	738	946	1,013	945	1,001	1,049	1,055

Source: Off-Highway Research

Table 70. Europe: Sales of Crawler Dozers by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	5.9	8.9	4.5	2.1	3.8	3.8	5.1	5.1	5.1	5.1
Belgium	16.8	25.2	2.7	10.1	14.5	13.3	10.6	10.6	12.0	12.0
Denmark	13.9	10.3	2.9	0.7	1.3	1.8	2.6	3.8	5.1	5.1
Finland	1.0	1.4	1.2	1.2	0.8	1.0	1.3	0.8	0.8	1.3
France	83.0	101.5	27.4	37.5	74.6	79.3	54.1	54.1	54.1	54.1
Germany	141.4	138.3	53.8	80.3	113.7	127.3	133.5	124.1	124.1	117.9
Ireland	17.5	8.3	0.6	1.9	4.0	5.0	5.0	6.7	8.3	8.3
Italy	33.6	33.1	18.2	20.0	16.4	16.3	16.3	19.5	19.5	24.4
Netherlands	8.3	8.6	2.6	5.7	10.0	7.0	7.0	5.6	7.0	7.0
Norway	5.6	2.2	1.8	0.3	1.9	2.8	2.2	2.8	3.4	4.2
Portugal	10.2	17.6	16.1	7.6	4.9	1.5	1.5	2.9	2.9	2.9
Spain	55.8	34.2	10.5	4.3	8.1	12.6	4.7	7.9	15.8	15.8
Sweden	3.4	6.1	2.1	2.3	1.4	2.0	2.0	2.2	2.5	2.8
Switzerland	9.8	6.7	6.3	6.5	3.9	5.6	4.2	5.6	5.6	7.0
United Kingdom	105.2	103.9	18.5	32.2	38.0	42.8	47.5	63.4	63.4	63.4
Total	511.3	506.1	169.3	212.6	297.2	321.4	299.8	317.6	332.8	334.7

Source: Off-Highway Research

Table 71. Europe: Sales of Crawler Excavators by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	982	940	641	761	777	780	790	800	800	775
Belgium	1,100	1,020	575	620	789	800	825	850	850	850
Denmark	585	420	105	75	157	175	200	225	275	275
Finland	820	783	310	400	531	500	475	525	525	550
France	5,135	4,520	1,750	2,178	2,800	3,000	3,000	2,800	2,900	2,800
Germany	4,895	3,845	2,165	2,575	3,862	4,100	4,000	3,800	3,800	3,500
Ireland	1,425	425	110	100	56	75	75	100	150	150
Italy	4,765	3,660	2,416	2,131	1,658	1,260	1,320	1,500	2,000	2,400
Netherlands	950	725	285	330	351	350	315	400	525	525
Norway	1,877	1,330	670	750	1,055	1,375	1,200	1,100	1,200	1,100
Portugal	484	458	257	275	161	80	90	120	130	140
Spain	2,540	865	396	320	273	200	250	450	600	700
Sweden	745	727	274	353	508	500	525	550	525	550
Switzerland	808	785	629	686	696	700	720	690	680	675
United Kingdom	8,800	5,675	3,110	4,270	5,150	5,100	4,600	5,000	5,000	5,000
Total	35,911	26,178	13,693	15,824	18,824	18,995	18,385	18,910	19,960	19,990

Source: Off-Highway Research

Table 72. Europe: Sales of Crawler Excavators by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	153.7	149.0	94.8	129.1	120.6	122.2	123.8	125.4	125.4	121.5
Belgium	157.8	164.0	89.4	107.4	131.5	134.7	138.9	143.1	143.1	143.1
Denmark	90.3	76.4	17.4	12.9	23.5	26.4	30.2	34.0	41.6	41.6
Finland	131.7	144.1	51.9	72.2	88.8	84.4	80.2	88.7	88.7	92.9
France	404.4	619.5	279.6	363.1	429.0	464.3	464.3	433.3	448.8	433.3
Germany	837.0	714.1	368.0	436.7	611.1	655.3	639.3	607.3	607.3	559.4
Ireland	185.3	66.5	14.3	12.2	7.2	9.7	9.7	12.9	19.4	19.4
Italy	668.8	574.3	375.3	349.2	267.2	205.1	214.8	244.1	325.5	390.6
Netherlands	176.6	150.6	59.0	70.6	65.3	65.8	59.2	75.2	98.7	98.7
Norway	279.6	225.1	109.9	132.3	173.5	228.4	199.3	182.7	199.3	182.7
Portugal	123.4	104.9	66.3	72.1	28.1	14.1	15.9	21.2	22.9	24.7
Spain	471.2	191.7	93.1	77.0	44.2	32.7	40.9	73.6	98.2	114.6
Sweden	124.2	122.2	49.9	69.4	91.4	90.8	95.4	99.9	95.4	99.9
Switzerland	127.0	131.2	96.5	112.0	98.7	100.3	103.1	98.8	97.4	96.7
United Kingdom	978.9	742.4	277.1	391.1	535.9	536.0	483.5	525.5	525.5	525.5
Total	4,909.7	4,175.9	2,042.2	2,407.4	2,716.1	2,768.1	2,679.2	2,755.8	2,908.8	2,913.1

Source: Off-Highway Research

Table 73. Europe: Sales of Crawler Loaders by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	9	7	8	6	2	5	8	8	10	10
Belgium	-	2	-	-	4	-	2	-	2	-
Denmark	-	-	-	1	1	-	-	-	-	-
Finland	1	1	-	-	-	1	-	-	-	-
France	159	156	29	63	69	60	70	70	70	60
Germany	41	28	15	29	8	15	15	20	20	25
Ireland	-	-	-	-	-	-	-	-	-	-
Italy	75	68	65	46	7	12	15	20	25	25
Netherlands	1	-	-	-	1	-	-	-	1	-
Norway	3	-	1	1	2	2	-	1	-	2
Portugal	-	2	-	-	-	-	-	-	-	-
Spain	19	5	7	4	2	2	2	2	2	2
Sweden	-	5	1	-	2	-	2	3	1	2
Switzerland	34	17	9	13	11	12	10	15	20	20
United Kingdom	42	34	20	18	20	20	30	30	30	30
Total	384	325	155	181	129	127	152	167	179	174

Source: Off-Highway Research

Table 74. Europe: Sales of Crawler Loaders by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	2.1	1.9	2.0	1.5	0.5	1.3	2.1	2.1	2.6	2.6
Belgium	0.6	0.6	0.6	--	1.3	-	0.6	-	0.6	-
Denmark	-	-	-	0.3	0.3	-	-	-	-	-
Finland	0.2	0.3	-	-	-	0.3	-	-	-	-
France	44.8	50.0	8.8	19.1	21.8	19.1	22.3	22.3	22.3	19.1
Germany	9.6	7.4	3.8	7.3	2.1	4.0	4.0	5.3	5.3	6.6
Ireland	-	-	-	-	-	-	-	-	-	-
Italy	22.2	22.9	20.7	14.7	2.3	4.0	5.0	6.7	8.4	8.4
Netherlands	0.3	-	-	-	0.3	-	-	-	0.3	-
Norway	0.7	-	0.3	0.3	0.5	0.5	-	0.3	-	0.5
Portugal	-	0.6	-	-	-	-	-	-	-	-
Spain	5.4	1.6	2.1	1.2	0.6	0.6	0.6	0.6	0.6	0.6
Sweden	-	1.3	0.3	-	0.5	-	0.5	0.8	0.3	0.5
Switzerland	7.9	4.5	2.3	3.3	2.9	3.2	2.6	4.0	5.3	5.3
United Kingdom	13.3	11.1	4.8	4.0	4.6	4.7	7.0	7.0	7.0	7.0
Total	107.0	102.3	45.5	51.6	37.7	37.1	44.2	48.5	52.1	50.7

Source: Off-Highway Research

Table 75. Europe: Sales of Mini Excavators by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	696	535	338	347	422	425	430	475	475	500
Belgium	1,625	1,525	746	979	1,302	1,300	1,150	1,350	1,400	1,400
Denmark	2,650	1,540	575	437	720	825	900	1,000	1,000	1,000
Finland	472	404	155	245	306	255	275	275	280	275
France	12,250	9,955	4,405	6,091	8,350	9,000	7,500	7,000	7,500	8,000
Germany	12,692	9,428	6,400	8,071	11,225	10,000	9,500	9,000	9,000	8,500
Ireland	1,685	625	155	139	150	175	200	225	250	300
Italy	14,341	10,700	6,939	6,950	5,253	4,305	4,520	5,000	6,750	7,750
Netherlands	2,610	2,250	1,010	967	1,427	1,400	1,250	1,400	1,500	1,500
Norway	1,162	976	526	537	804	1,100	1,000	800	850	850
Portugal	413	339	240	226	173	120	120	150	200	250
Spain	2,610	837	440	424	307	300	400	600	700	800
Sweden	863	839	475	639	728	700	750	800	850	900
Switzerland	1,634	1,770	1,623	1,541	1,773	1,650	1,650	1,600	1,600	1,600
United Kingdom	14,850	9,835	5,775	6,247	8,795	8,500	7,500	8,000	8,000	8,000
Total	70,553	51,558	29,802	33,840	41,735	40,055	37,145	37,675	40,355	41,625

Source: Off-Highway Research

Table 76. Europe: Sales of Mini Excavators by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	26.6	23.6	14.5	13.3	17.1	17.4	17.6	19.4	19.4	20.4
Belgium	63.8	63.5	27.6	37.0	50.2	50.6	44.7	52.5	54.5	54.5
Denmark	90.4	55.8	17.4	13.3	20.4	23.6	25.8	28.6	28.6	28.6
Finland	18.4	17.2	5.9	9.9	11.4	9.6	10.3	10.3	10.5	10.3
France	482.1	406.2	165.1	231.6	316.1	344.1	286.8	267.7	286.8	305.9
Germany	458.4	373.6	225.0	291.9	375.8	338.1	321.2	304.3	304.3	287.4
Ireland	60.0	24.4	4.2	4.1	5.1	6.1	6.9	7.8	8.7	10.4
Italy	537.8	401.3	240.0	249.4	175.0	144.8	152.1	168.2	227.1	260.7
Netherlands	93.0	84.1	33.5	32.8	49.1	48.6	43.4	48.6	52.1	52.1
Norway	46.5	39.9	21.8	23.6	31.9	44.0	40.0	32.0	34.0	34.0
Portugal	15.7	15.4	9.1	8.9	6.1	4.3	4.3	5.4	7.2	9.0
Spain	112.3	36.1	18.3	18.3	11.9	11.8	15.7	23.5	27.5	31.4
Sweden	34.6	33.6	16.8	22.4	28.2	27.4	29.4	31.3	33.3	35.2
Switzerland	63.6	63.9	53.8	53.9	62.7	58.9	58.9	57.1	57.1	57.1
United Kingdom	509.5	331.2	147.3	172.8	315.0	307.5	271.3	289.4	289.4	289.4
Total	2,612.7	1,969.8	1,000.3	1,183.4	1,476.0	1,436.8	1,328.4	1,346.3	1,440.4	1,486.5

Source: Off-Highway Research

Table 77. Europe: Sales of Motor Graders by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	29	31	19	17	12	15	20	25	25	18
Belgium	6	8	2	2	5	5	5	5	5	5
Denmark	1	7	-	-	-	5	-	1	2	-
Finland	8	8	2	3	2	2	3	4	2	4
France	130	154	42	38	47	50	40	40	40	40
Germany	106	127	64	67	89	95	100	80	80	75
Ireland	15	-	-	-	1	-	1	-	1	-
Italy	19	24	12	29	18	15	15	15	18	18
Netherlands	5	8	4	-	3	2	2	5	5	5
Norway	15	39	8	11	13	15	12	15	18	15
Portugal	47	49	18	22	15	15	15	15	15	15
Spain	132	91	32	23	19	25	20	30	50	50
Sweden	12	17	9	8	7	8	12	14	16	20
Switzerland	1	1	-	-	4	-	1	-	-	1
United Kingdom	-	5	1	1	-	1	1	5	2	2
Total	526	569	213	221	235	253	247	254	279	268

Source: Off-Highway Research

Table 78. Europe: Sales of Motor Graders by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	6.2	7.5	4.4	3.9	2.8	3.5	4.7	5.8	5.8	4.2
Belgium	1.4	2.1	0.5	0.5	1.3	1.3	1.3	1.3	1.3	1.3
Denmark	0.2	1.7	-	-	-	1.2	-	0.2	0.5	-
Finland	1.7	1.9	0.5	0.7	0.5	0.5	0.7	0.9	0.5	0.9
France	30.4	37.1	10.5	9.4	11.9	12.8	10.2	10.2	10.2	10.2
Germany	22.7	30.8	14.7	15.2	20.6	22.2	23.4	18.7	18.7	17.5
Ireland	1.5	-	-	-	0.3	-	0.3	-	0.3	-
Italy	5.4	11.2	5.3	12.7	8.0	6.8	6.8	6.8	8.1	8.1
Netherlands	1.1	1.9	0.9	-	0.7	0.5	0.5	1.2	1.2	1.2
Norway	3.4	7.0	1.8	2.5	3.0	3.5	2.8	3.5	4.2	3.5
Portugal	11.0	12.7	4.5	5.5	3.8	3.8	3.8	3.8	3.8	3.8
Spain	28.5	24.1	8.0	5.7	4.8	6.4	5.1	7.7	12.8	12.8
Sweden	2.6	4.1	2.1	1.8	1.6	1.9	2.8	3.3	3.7	4.7
Switzerland	0.2	0.2	-	-	0.9	-	0.2	-	-	0.2
United Kingdom	-	1.2	0.2	0.2	-	0.2	0.2	0.8	0.3	0.3
Total	116.2	143.7	53.3	58.0	60.1	64.4	62.7	64.2	71.4	68.8

Source: Off-Highway Research

Table 79. Europe: Sales of Motor Scrapers by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	-	-	-	-	-	-	-	-	-	-
Belgium	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-
France	2	2	-	-	-	-	-	-	-	-
Germany	-	-	-	-	-	1	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-
Italy	-	-	-	-	-	-	-	-	-	-
Netherlands	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-
Portugal	-	-	-	-	-	-	-	-	-	-
Spain	-	-	-	-	-	-	-	-	-	-
Sweden	-	-	-	-	-	-	-	-	-	-
Switzerland	-	-	-	-	-	-	-	-	-	-
United Kingdom	5	-	-	-	-	-	2	-	-	-
Total	7	2	-	-	-	1	2	-	-	-

Source: Off-Highway Research

Table 80. Europe: Sales of Motor Scrapers by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	-	-	-	-	-	-	-	-	-	-
Belgium	-	-	-	-	-	-	-	-	-	-
Denmark	-	-	-	-	-	-	-	-	-	-
Finland	-	-	-	-	-	-	-	-	-	-
France	1.5	1.6	-	-	-	-	-	-	-	-
Germany	-	-	-	-	-	0.8	-	-	-	-
Ireland	-	-	-	-	-	-	-	-	-	-
Italy	-	-	-	-	-	-	-	-	-	-
Netherlands	-	-	-	-	-	-	-	-	-	-
Norway	-	-	-	-	-	-	-	-	-	-
Portugal	-	-	-	-	-	-	-	-	-	-
Spain	-	-	-	-	-	-	-	-	-	-
Sweden	-	-	-	-	-	-	-	-	-	-
Switzerland	-	-	-	-	-	-	-	-	-	-
United Kingdom	3.7	-	-	-	-	-	1.2	-	-	-
Total	5.2	1.6	-	-	-	0.8	1.2	-	-	-

Source: Off-Highway Research

Table 81. Europe: Sales of Rigid Dump Trucks by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	9	5	4	9	5	8	8	5	5	8
Belgium	15	25	8	9	9	12	15	15	20	20
Denmark	-	-	-	-	-	-	-	-	-	-
Finland	5	4	7	2	13	10	7	7	5	5
France	59	104	32	26	39	80	60	60	50	50
Germany	99	97	29	44	58	72	85	85	75	75
Ireland	4	7	1	1	1	2	2	5	5	5
Italy	43	44	37	31	31	25	25	40	40	40
Netherlands	-	2	-	-	1	-	-	1	-	-
Norway	6	20	26	10	19	17	13	12	12	15
Portugal	9	11	1	6	2	5	5	5	5	5
Spain	217	197	85	20	47	50	20	70	80	80
Sweden	2	13	9	7	17	8	8	10	10	8
Switzerland	3	2	-	3	-	2	1	1	2	2
United Kingdom	80	100	41	56	79	60	50	75	75	75
Total	551	631	280	224	321	351	299	391	384	388

Source: Off-Highway Research

Table 82. Europe: Sales of Rigid Dump Trucks by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	4.6	3.7	3.0	8.0	4.1	6.6	6.6	4.1	4.1	6.6
Belgium	10.1	26.0	5.6	6.6	6.8	9.2	11.5	11.5	15.3	15.3
Denmark	-	-	-	-	-	-	-	-	-	-
Finland	2.2	1.9	3.8	1.1	9.3	7.2	5.1	5.1	3.6	3.6
France	33.7	93.7	18.7	14.7	27.9	57.7	43.3	43.3	36.1	36.1
Germany	52.7	76.5	16.3	25.8	41.4	51.8	61.2	61.2	54.0	54.0
Ireland	2.6	6.6	0.5	0.6	0.7	1.4	1.4	3.4	3.4	3.4
Italy	24.9	28.4	34.2	13.7	17.2	14.0	14.0	22.4	22.4	22.4
Netherlands	-	1.3	-	-	0.7	-	-	0.7	-	-
Norway	2.8	15.0	20.9	7.4	15.7	14.2	10.8	10.0	10.0	12.5
Portugal	5.6	9.9	0.5	3.3	1.4	3.4	3.4	3.4	3.4	3.4
Spain	145.6	192.9	56.1	12.4	35.8	38.4	15.4	53.8	61.5	61.5
Sweden	0.9	8.9	6.1	4.4	12.7	6.0	6.0	7.6	7.6	6.0
Switzerland	1.3	1.3	-	1.7	-	1.4	0.7	0.7	1.4	1.4
United Kingdom	59.6	95.9	28.2	30.5	54.7	41.9	35.0	52.4	52.4	52.4
Total	346.5	561.9	193.9	130.1	228.2	253.4	214.4	279.7	275.3	278.8

Source: Off-Highway Research

Table 83. Europe: Sales of Masted Rough Terrain Lift Trucks by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	30	25	23	26	22	25	30	30	25	25
Belgium	45	43	7	23	24	25	25	25	25	25
Denmark	19	20	10	10	5	5	10	10	10	10
Finland	6	2	2	3	-	-	1	-	1	-
France	409	349	136	147	158	250	250	250	250	250
Germany	109	117	45	49	57	75	100	90	90	100
Ireland	20	6	5	5	2	5	5	5	10	10
Italy	100	71	51	63	51	35	35	35	30	35
Netherlands	81	200	19	26	84	30	30	30	30	30
Norway	2	2	-	1	7	5	2	2	5	5
Portugal	34	36	12	13	4	5	5	10	10	15
Spain	1,200	245	110	70	55	50	50	50	100	100
Sweden	1	1	1	1	-	-	2	-	-	-
Switzerland	5	3	2	1	4	2	1	2	5	2
United Kingdom	495	375	102	70	108	100	125	150	150	150
Total	2,556	1,495	525	508	581	612	671	689	741	757

Source: Off-Highway Research

Table 84. Europe: Sales of Masted Rough Terrain Lift Trucks by Country, 2007-2016
(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	3.2	3.2	2.4	1.7	1.5	1.7	2.1	2.1	1.7	1.7
Belgium	2.9	5.6	0.4	1.6	1.7	1.8	1.8	1.8	1.8	1.8
Denmark	1.1	1.1	0.7	0.7	0.3	0.3	0.7	0.7	0.7	0.7
Finland	-	0.1	0.1	0.2	-	-	0.1	-	0.1	-
France	35.3	37.1	17.5	10.2	11.3	18.1	18.1	18.1	18.1	18.1
Germany	12.6	12.8	6.8	3.3	3.9	5.2	7.0	6.3	6.3	7.0
Ireland	1.9	0.7	0.4	0.3	0.1	0.4	0.4	0.4	0.7	0.7
Italy	6.1	4.8	2.4	4.3	3.6	2.5	2.5	2.5	2.1	2.5
Netherlands	5.1	5.4	1.3	1.7	5.8	2.1	2.1	2.1	2.1	2.1
Norway	0.1	-	0.1	0.1	0.5	0.3	0.1	0.1	0.3	0.3
Portugal	2.1	2.5	0.8	0.9	0.3	0.4	0.4	0.7	0.7	1.1
Spain	71.5	16.5	7.0	4.4	3.6	3.3	3.3	3.3	6.6	6.6
Sweden	-	0.1	-	0.1	-	-	0.1	-	-	-
Switzerland	1.9	2.5	1.4	0.1	0.3	0.1	0.1	0.1	0.3	0.1
United Kingdom	31.1	22.4	4.9	3.2	5.0	4.7	5.9	7.1	7.1	7.1
Total	175.0	114.9	46.1	32.6	38.0	41.0	44.5	45.2	48.7	49.8

Source: Off-Highway Research

Table 85. Europe: Sales of Telescopic Rough Terrain Lift Trucks by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	89	79	61	111	99	90	100	100	100	100
Belgium	870	1,085	505	700	981	925	825	875	900	1,000
Denmark	682	525	100	125	255	300	325	350	350	350
Finland	169	193	32	55	108	90	100	100	110	110
France	9,340	9,143	4,400	5,299	7,100	6,500	6,500	5,500	5,500	5,000
Germany	2,441	2,727	1,674	2,193	3,355	2,750	2,500	2,400	2,400	2,100
Ireland	900	334	110	71	94	110	125	175	250	250
Italy	2,821	2,835	1,613	1,580	1,599	1,070	1,150	1,500	2,000	2,400
Netherlands	775	825	215	270	430	450	475	475	500	500
Norway	148	151	50	68	128	170	158	150	150	150
Portugal	520	529	128	96	96	80	90	100	120	150
Spain	3,480	1,330	364	319	298	250	300	400	500	500
Sweden	117	159	74	100	207	170	180	200	220	220
Switzerland	91	106	121	125	236	175	175	150	150	150
United Kingdom	9,185	6,945	3,923	5,100	6,760	6,500	6,000	6,500	6,500	6,500
Total	31,628	26,966	13,370	16,212	21,746	19,630	19,003	18,975	19,750	19,480

Source: Off-Highway Research

Table 86. Europe: Sales of Telescopic Rough Terrain Lift Trucks by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	7.2	8.4	5.1	9.7	8.9	8.2	9.1	9.1	9.1	9.1
Belgium	61.6	68.9	29.8	55.7	94.3	89.8	80.1	84.9	87.3	97.0
Denmark	50.7	30.2	11.0	8.6	20.2	24.0	26.0	28.0	28.0	28.0
Finland	12.2	16.4	4.2	4.5	9.2	7.8	8.6	8.6	9.5	9.5
France	676.9	713.5	296.0	320.7	525.4	485.8	485.8	411.0	411.0	373.7
Germany	190.4	231.3	152.9	183.2	290.7	240.6	218.8	210.0	210.0	183.8
Ireland	64.1	26.4	7.8	5.0	6.8	8.0	9.1	12.8	18.3	18.3
Italy	156.8	183.3	80.5	123.5	126.8	85.7	92.1	120.1	160.1	192.2
Netherlands	64.1	57.7	17.9	22.1	36.7	38.8	40.9	40.9	43.1	43.1
Norway	11.5	11.1	5.0	6.4	11.9	16.0	14.9	14.1	14.1	14.1
Portugal	43.5	49.9	11.0	9.3	9.4	8.0	8.9	9.9	11.9	14.9
Spain	292.8	95.4	24.5	27.2	25.7	21.8	26.1	34.8	43.5	43.5
Sweden	9.2	14.8	8.1	9.2	17.8	14.8	15.6	17.4	19.1	19.1
Switzerland	6.7	6.7	7.4	9.1	20.2	15.1	15.1	13.0	13.0	13.0
United Kingdom	660.9	484.3	186.3	422.9	625.3	607.2	560.5	607.2	607.2	607.2
Total	2,308.6	1,998.4	847.4	1,217.2	1,829.2	1,671.5	1,611.7	1,622.0	1,685.4	1,666.5

Source: Off-Highway Research

Table 87. Europe: Sales of Skid-Steer Loaders by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	107	105	81	70	79	80	90	110	105	90
Belgium	365	370	205	207	191	200	180	200	250	250
Denmark	145	100	38	28	53	60	75	100	100	100
Finland	192	108	55	55	58	65	85	80	70	70
France	1,527	1,072	435	497	600	700	600	600	550	550
Germany	710	543	309	344	279	310	350	375	375	400
Ireland	170	90	25	31	5	25	50	50	75	75
Italy	3,725	2,647	1,592	1,589	1,140	580	600	900	1,250	1,400
Netherlands	230	190	85	75	91	90	100	120	150	150
Norway	113	62	41	40	54	70	65	65	60	60
Portugal	351	370	200	207	96	90	90	130	150	150
Spain	3,041	900	466	342	230	200	250	400	450	550
Sweden	153	103	46	41	69	60	60	70	70	70
Switzerland	134	101	93	70	73	80	80	75	75	75
United Kingdom	940	875	650	669	681	680	625	725	725	725
Total	11,903	7,636	4,321	4,265	3,699	3,290	3,300	4,000	4,455	4,715

Source: Off-Highway Research

Table 88. Europe: Sales of Skid-Steer Loaders by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	5.2	4.6	3.6	2.4	2.6	2.7	3.0	3.7	3.5	3.0
Belgium	13.4	15.4	6.7	6.6	6.3	6.6	6.0	6.6	8.3	8.3
Denmark	5.8	4.6	1.6	1.0	1.8	2.0	2.5	3.4	3.4	3.4
Finland	6.4	4.5	1.9	2.1	2.0	2.3	3.0	2.8	2.4	2.4
France	65.6	49.2	13.6	14.6	18.6	22.0	18.8	18.8	17.3	17.3
Germany	28.7	25.2	11.0	12.7	8.5	9.5	10.8	11.5	11.5	12.3
Ireland	6.7	4.0	0.7	0.9	0.1	0.7	1.5	1.5	2.2	2.2
Italy	152.6	141.3	51.9	55.7	36.6	18.8	19.5	29.2	40.5	45.4
Netherlands	8.8	8.1	2.8	2.6	1.8	1.8	2.0	2.4	3.0	3.0
Norway	4.4	2.9	1.2	1.7	1.6	2.1	1.9	1.9	1.8	1.8
Portugal	12.1	16.6	6.2	6.5	2.8	2.6	2.6	3.8	4.4	4.4
Spain	106.6	37.7	14.1	10.9	7.0	6.1	7.7	12.3	13.8	16.9
Sweden	6.0	4.6	1.3	1.2	2.0	1.8	1.8	2.1	2.1	2.1
Switzerland	5.2	5.0	2.8	2.5	2.2	2.4	2.4	2.2	2.2	2.2
United Kingdom	38.2	36.6	21.0	22.1	22.0	22.2	20.4	23.7	23.7	23.7
Total	465.6	360.3	140.4	143.4	115.9	103.7	103.9	125.9	140.2	148.4

Source: Off-Highway Research

Table 89. Europe: Sales of Wheeled Excavators by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	253	217	158	177	169	160	175	200	200	180
Belgium	350	375	213	205	331	315	275	300	315	315
Denmark	40	59	14	15	22	25	30	30	35	35
Finland	139	164	78	96	126	100	110	100	90	100
France	2,200	2,230	820	1,135	1,508	1,650	1,700	1,500	1,500	1,500
Germany	3,897	3,450	1,863	2,686	3,144	3,400	3,250	3,000	3,000	3,250
Ireland	95	60	23	23	13	15	20	25	25	25
Italy	435	499	244	267	200	175	185	225	225	240
Netherlands	975	790	355	425	580	500	450	525	600	650
Norway	190	243	143	150	198	255	210	175	190	175
Portugal	122	106	66	68	46	45	30	25	40	70
Spain	1,300	470	148	140	78	70	100	200	250	350
Sweden	395	506	168	266	401	360	380	400	400	425
Switzerland	329	312	245	326	361	350	340	325	325	325
United Kingdom	542	685	465	503	598	550	500	550	550	550
Total	11,262	10,166	5,003	6,482	7,775	7,970	7,755	7,580	7,745	8,190

Source: Off-Highway Research

Table 90. Europe: Sales of Wheeled Excavators by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	48.2	45.8	31.4	30.9	27.9	26.7	29.2	33.4	33.4	30.1
Belgium	65.0	80.4	43.7	38.1	58.0	55.7	48.7	53.1	55.7	55.7
Denmark	7.6	12.8	2.9	2.4	3.8	4.4	5.3	5.3	6.2	6.2
Finland	28.2	37.6	17.2	19.5	24.6	19.7	21.7	19.7	17.7	19.7
France	377.5	435.7	162.6	203.4	242.7	268.2	276.3	243.8	243.8	243.8
Germany	787.1	768.8	391.1	461.4	543.3	593.4	567.2	523.6	523.6	567.2
Ireland	16.6	12.2	4.8	3.5	2.1	2.5	3.3	4.1	4.1	4.1
Italy	79.4	104.3	50.8	49.4	34.5	30.5	32.2	39.2	39.2	41.8
Netherlands	192.9	176.5	72.5	76.4	99.2	86.4	77.7	90.7	112.3	112.3
Norway	39.4	56.3	29.5	27.2	34.5	44.9	37.0	30.8	33.5	30.8
Portugal	24.9	27.1	14.7	13.2	9.1	9.0	6.0	5.0	8.0	13.9
Spain	264.1	107.2	33.3	28.7	15.5	14.0	20.0	40.1	50.1	70.2
Sweden	77.3	120.4	35.1	48.6	66.5	60.3	63.7	67.0	67.0	71.2
Switzerland	47.0	47.6	49.2	59.2	62.1	60.8	59.1	56.5	56.5	56.5
United Kingdom	90.9	129.3	53.3	75.5	77.9	72.4	65.8	72.4	72.4	72.4
Total	2,146.2	2,162.0	992.1	1,137.2	1,301.8	1,348.9	1,313.2	1,284.6	1,323.4	1,395.9

Source: Off-Highway Research

Table 91. Europe: Sales of Wheeled Loaders Under 80 Horsepower by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	243	226	130	137	137	135	145	175	175	150
Belgium	145	175	115	110	187	150	160	165	165	165
Denmark	680	625	231	225	310	340	375	400	425	425
Finland	219	210	178	266	362	275	300	300	275	275
France	2,080	1,885	482	978	1,180	1,200	1,200	1,100	1,000	1,000
Germany	7,383	6,659	3,992	5,478	7,802	7,500	6,500	6,750	6,750	6,250
Ireland	18	22	9	11	3	10	15	15	20	20
Italy	426	349	289	255	220	190	200	250	300	300
Netherlands	235	375	140	130	337	210	220	225	230	230
Norway	195	184	97	114	218	300	270	200	175	190
Portugal	22	21	11	6	6	5	5	10	10	10
Spain	150	112	30	55	38	40	40	60	100	100
Sweden	190	239	123	222	411	360	350	300	325	350
Switzerland	225	232	257	248	205	200	225	225	230	225
United Kingdom	135	181	131	140	135	140	140	150	150	150
Total	12,346	11,495	6,215	8,375	11,551	11,055	10,145	10,325	10,330	9,840

Source: Off-Highway Research

Table 92. Europe: Sales of Wheeled Loaders Under 80 Horsepower by Country, 2007-2016
(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	9.2	13.1	8.8	10.7	11.4	12.3	13.2	16.0	16.0	13.7
Belgium	8.6	11.7	7.5	8.0	15.0	13.2	14.1	14.5	14.5	14.5
Denmark	35.2	37.9	14.7	16.3	24.2	29.2	32.2	34.3	36.5	36.5
Finland	11.3	12.4	11.4	18.9	28.2	23.6	25.7	25.7	23.6	23.6
France	116.3	129.9	33.3	73.3	93.7	104.8	104.8	96.0	87.3	87.3
Germany	411.3	430.6	268.5	420.0	616.2	651.6	564.7	586.4	586.4	543.0
Ireland	1.3	1.6	0.4	0.6	0.2	0.9	1.3	1.3	1.7	1.7
Italy	24.5	22.7	20.2	18.9	18.9	17.9	18.9	23.6	28.3	28.3
Netherlands	13.4	23.7	9.3	9.8	28.7	19.7	20.6	21.1	21.6	21.6
Norway	9.4	9.9	6.6	8.7	17.7	26.8	24.1	17.9	15.6	17.0
Portugal	1.4	1.4	0.8	0.6	0.5	0.5	0.5	1.0	1.0	1.0
Spain	11.0	7.6	2.0	3.6	3.0	3.5	3.5	5.2	8.6	8.6
Sweden	11.0	14.7	8.5	17.0	33.6	32.3	31.4	27.0	29.2	31.4
Switzerland	12.2	9.9	17.3	18.9	16.8	18.1	20.3	20.3	20.8	20.3
United Kingdom	8.1	11.7	5.9	9.8	9.4	10.7	10.7	11.5	11.5	11.5
Total	684.2	738.8	415.2	635.2	917.4	965.0	886.0	901.8	902.6	860.0

Source: Off-Highway Research

Table 93. Europe: Sales of Wheeled Loaders Over 80 Horsepower by Country, 2007-2016

(Units)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	415	404	214	269	348	350	375	375	340	325
Belgium	430	425	185	260	365	350	375	400	400	400
Denmark	435	400	100	90	135	150	175	200	225	225
Finland	389	425	183	188	315	275	300	325	300	300
France	1,531	1,472	678	909	1,170	1,050	1,000	900	900	900
Germany	3,563	3,203	1,452	2,076	2,920	3,200	3,000	2,750	2,500	2,500
Ireland	275	175	51	55	90	100	80	125	125	150
Italy	1,906	1,489	909	1,026	719	620	630	800	1,000	1,100
Netherlands	635	620	265	375	501	475	425	475	525	525
Norway	489	581	299	362	460	550	480	475	475	500
Portugal	185	217	90	82	74	70	70	80	100	120
Spain	1,541	708	264	241	247	300	200	250	350	400
Sweden	766	1,076	532	640	888	800	800	750	800	850
Switzerland	256	205	169	173	200	210	210	220	220	225
United Kingdom	1,155	1,095	625	821	961	900	825	900	900	900
Total	13,971	12,495	6,016	7,567	9,393	9,400	8,945	9,025	9,160	9,420

Source: Off-Highway Research

Table 94. Europe: Sales of Wheeled Loaders Over 80 Horsepower by Country, 2007-2016

(US\$ Million)

	Actual					Forecast				
	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Austria	107.3	107.3	52.1	72.1	98.1	99.7	106.8	106.8	96.8	92.6
Belgium	103.4	120.7	48.3	63.7	80.6	78.0	83.6	89.2	89.2	89.2
Denmark	96.5	93.8	21.0	20.9	26.6	29.9	34.9	39.8	44.8	44.8
Finland	82.1	97.1	40.1	45.4	66.2	58.4	63.7	69.0	63.7	63.7
France	353.5	376.9	168.5	236.9	294.6	267.0	254.3	228.8	228.8	228.8
Germany	715.9	771.4	330.2	511.2	609.4	674.6	632.4	579.7	527.0	527.0
Ireland	73.3	42.8	12.0	10.0	17.3	19.4	15.5	24.2	24.2	29.0
Italy	421.0	364.4	211.4	183.2	158.8	138.3	140.5	178.4	223.0	245.4
Netherlands	130.4	140.9	58.4	89.2	98.9	94.7	84.7	94.7	104.7	104.7
Norway	109.8	145.5	70.7	94.3	102.5	123.8	108.1	106.9	106.9	112.6
Portugal	43.9	56.3	23.0	16.5	16.3	15.6	15.6	17.8	22.2	26.7
Spain	341.4	178.6	62.5	43.6	53.6	65.8	43.9	54.8	76.8	87.7
Sweden	147.5	244.4	113.3	151.2	188.2	171.2	171.2	160.5	171.2	181.9
Switzerland	55.0	57.3	41.5	46.7	49.8	52.9	52.9	55.4	55.4	56.6
United Kingdom	240.8	213.8	83.6	142.5	174.5	165.0	151.3	165.0	165.0	165.0
Total	3,021.6	3,011.2	1,336.6	1,727.4	2,035.4	2,054.2	1,959.2	1,971.2	1,999.8	2,055.7

Source: Off-Highway Research