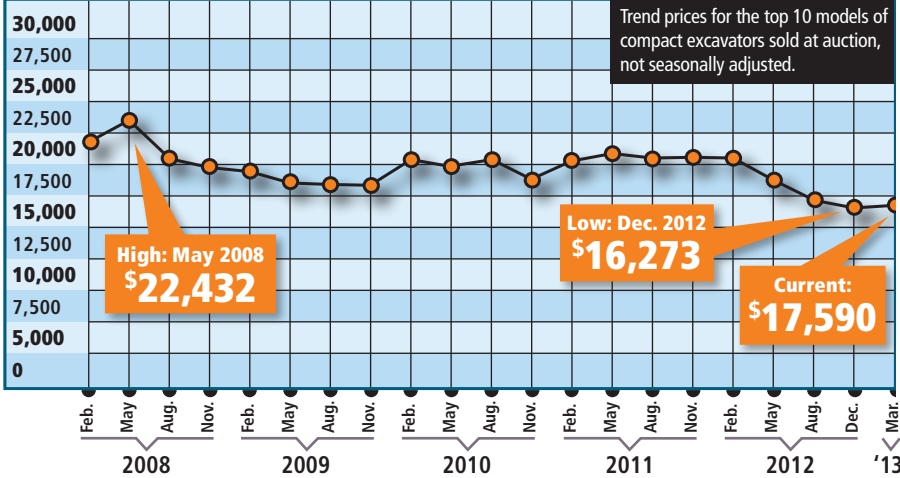


Compact excavators

A snapshot of new and used sales trends from Randall-Reilly's Equipment Data Associates and TopBid auction price service.

Auctions

Auction prices, 2008-March, 2013



\$86,000 Top auction price, paid for a 2011 **Caterpillar 308D CR** sold on June 15, 2012, by Petrowsky Auctioneers in North Franklin, Connecticut. *

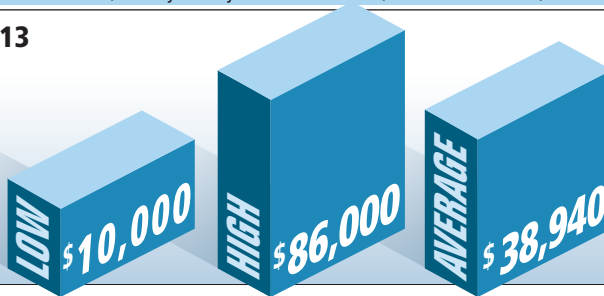
OTHER TOP BIDS **\$72,000**, 2010 **Komatsu PC88MR-8**, sold by Ritchie Bros Auctioneers on September 20, 2012 in Atlanta, Georgia.
\$69,000, 2010 **Cat 308D CR**, sold by Alex Lyon & Son on Feb. 8, 2013 in Kissimmee, Florida.

March 2012-March 2013

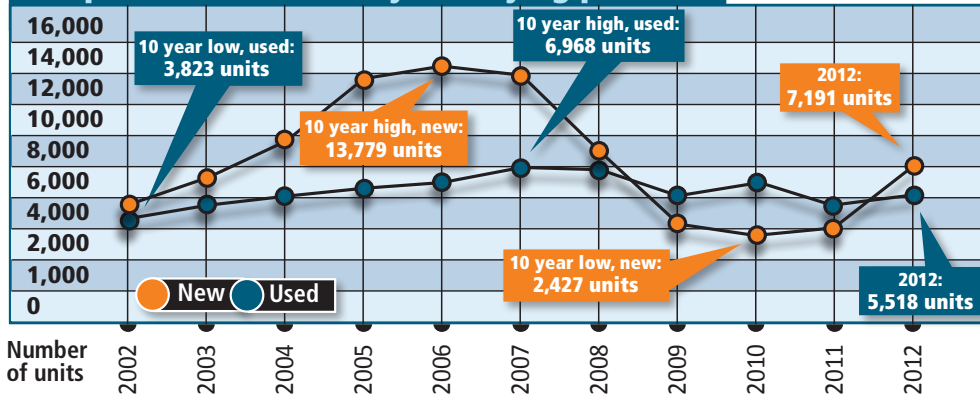
final bids

Compact excavators,
unit count: 70

* Mar. 2012-Mar. 2013; prices for compact excavators 5 years old and newer, U.S. sales only. Source: TopBid, topbid.com



Compact excavators, 10-year buying pattern*



*Financed equipment, 2002-Dec. 2012. Source: EDA, edadata.com

Top financed new compact excavator*

Kubota KX121-3,
559 units



Top financed used compact excavator*

Bobcat 331,
181 units

*New and used financed sales, March 1, 2012-March 1, 2013. Source: EDA, edadata.com (Note: EDA reports are continually updated.)

Top compact excavator buying states*

- 1 Texas, 1,168 units
- 2 Pennsylvania, 953 units
- 3 New York, 924 units

Top compact excavator buyer categories*

- 1 Excavation work, 2,747 units
- 2 Heavy construction, 2,143 units
- 3 Landscaping contractors, 1,841 units

*2012-March 31, 2013, includes both new and used financed sales.