

tion. Products include tractors, scrapers, graders, compactors, loaders, off-highway truck engines, and pipelayers. Also makes diesel & turbine engines and lift trucks. Foreign sales 67% of total;

Group, 5.4% (4/14 proxy). Chairman & Chief Executive Officer: Douglas R. Oberhelman. Inc.: DE. Addr.: 100 Northeast Adams St., Peoria, IL 61629. Tel.: 309-675-1000. Web: www.caterpillar.com.

27297 29755 Current Liab. **ANNUAL RATES** Past Est'd '11-'13 Past 5 Yrs. 4.5% to '17-'19 of change (per sh) 10 Yrs. 4.0% 2.5% 5.0% Sales "Cash Flow" 12.0% 11.0% 7.0% 8.0% 17.5% 16.5% 19.5% Earnings Dividends Book Value 3.5% 8.5% 11.5%

6753

12391

10611

6560

9706

11031

6860 7382

15499

29741

Accts Payable Debt Due

Cal- endar	QU Mar.31	ARTERLY Jun.30	SALES (\$ 1 Sep.30		Full Year
2011	12949	14230	15716	17243	60138
2012	15981	17374	16445	16075	65875
2013	13210	14621	13423	14402	55656
2014	13241	14150	13800	13909	55100
2015	14040	15020	14600	14440	58100
Cal-	EARNINGS PER SHARE A				Full
endar	Mar.31	Jun.30	Sep.30		Year
2011	1.84	1.72	1.93	2.32	7.81
2012	2.37	2.54	2.54	1.91	9.36
2013	1.31	1.45	1.45	1.58	5.79
2014	1.61	1.69	1.38	1.62	6.30
2015	1.81	1.75	1.65	1.99	7.20
Cal-	QUARTERLY DIVIDENDS PAID B				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2010	.42	.42	.44	.44	1.72
2011	.44	.44	.46	.46	1.80
2012	.46	.46	.52	1.04	2.48
2013		.52	.60	.60	1.72
2014	.60	.60	.70		

Caterpillar reported solid secondquarter operating results in the face of a challenging operating environ-ment. Sales of \$14.15 billion fell below the \$14.62 billion reported during the yearearlier period, as weakness in Resource Industries, which is essentially mining operations, cast a shadow over the company's top line. This is not surprising, though. Caterpillar's mining-related sales are often a bellwether of companywide results. With end-user demand from mining entities still soft, Caterpillar's dealers have cut back on orders. Diversification helped this entity to mitigate this weakness, though. Improvement within Caterpillar's Construction Industries division and record profit at the Energy & Transportation segment loomed large.

Despite a secular downturn in the company's bread-and-butter mining business, a tight rein on expenses buoyed Caterpillar's bottom line. In fact, strict cost controls enabled CAT to save \$500 million in the manufacturing, Excluding and R&D realms. SG&A. costs, this Illinois-based restructuring entity reported share earnings of \$1.69,

which eclipsed our \$1.50 estimate and the year-earlier profit of \$1.45 a share.

A lower share count should buffer some of the pressure on the bottom line. The recent performance enabled Caterpillar to shore up its balance sheet. Increased financial wherewithal led this company's board of directors to return capital to shareholders, including the planned repurchase \$2.5 billion worth of CAT stock during the third quarter. This is part of a \$10 billion share-buyback initiative previously approved. With the first half of 2014 in the rearview mirror, management is now looking for sales in a range of \$54 billion to \$56 billion, compared to a previous range of \$53 billion to \$59 billion. Too, the company's revised profit outlook is \$6.20 per share, an improvement from the \$6.10 previously expected. We have increased our bottom-line estimate by \$0.05, to \$6.30, on sales of \$55.10 billion.

This equity is not appealing at the **current juncture.** Despite a likely acceleration in earnings growth, this issue's appreciation potential falls below that of the Value Line median.

Dominic B. Silva August 22, 2014

(A) Diluted earnings. Excl. net nonrecurring gain (losses): '03, (6¢); '06, (8¢); '07, 5¢; '08, (5¢); '11, (41¢); '12, (88¢). Includes 75¢ of restructuring costs in '09; est'd Health Care

Reform chg of 11¢ in 1Q, '10. Next egs report late October. (B) Div'ds historically paid mid-February, May, August, November. '13 1Q Divd's paid in '12 4Q. ■ Div'd reinvestment plan | basis.

avail. (C) Incl. equip. purch. for leasing.
(D) Incl. intang. In '13: \$10.6 bill., \$16.43/sh.
(E) In mill., adjusted for split. (F) Accelerated

Company's Financial Strength Stock's Price Stability A+ 60 Price Growth Persistence **Earnings Predictability** 45