<u>Alt</u>	RF	γLL	<u>AR I</u>	<u>NC.</u>	YSE-	CAT	P	ecent Rice	72.5	1 P/E RATI	o <b>20.</b>	4 (Traili Media	ng: 21.1 an: 14.0)	RELATIVI P/E RATI		2 DIV'D YLD	4.2	%	/ALUI LINE		
IMELINES			/29/16	High: Low:	59.9 41.3	82.0 57.1	87.0 <u>5</u> 8.0	86.0 32.0	61.3 21.7	94.9 50.5	116.6 67.5	116.9 78.3	99.7 79.5	111.5 85.9	92.4 63.0	80.9 56.4				t Price 2020	
AFETY	2			LEGEN 8.0	0 x "Cash	Flow" p sh	ı												2010		20
ECHNICA ETA 1.25			6/16	2-for-1 sp Options: 1	olit 7/05	e Strength															+10
		DJECTI				ates recess	sion					H	31								10
Pric		Gain	nn'l Total Return							Luff"		՝ կլիդյ 	**- <sub>1</sub> +		i، ا <sup>ر</sup> ا <sup>ب</sup>	-  <sup>1</sup> ●					80
igh 120 bw 90	D (+	·65%) ·25%)	16% 9%								*************	••••									+60 +50
nsider D			JFM	+11+11+1++++++++++++++++++++++++++++++	********	•		T I		•••••		···	·. ······								40 30
Buy O	0 0	0 0 0	0 1 0 0 13										•		•••••••••	•••					20
Sell 1 Stitutio			000 ns						ulll									% TO	T. RETUR	2N 4/16 VL ARITH.*	
	202015 463	3Q2015 457	4Q2015 397	Percent									1		IIL.			1 yr.	STOCK -6.7	INDEX -3.4	+
Sell d's(000) 397	543	560 398234	594 409312	shares traded	20 - 10 -													3 yr. 5 yr.	-0.2 -23.6	29.5 47.7	F
	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017		UE LINE PI	UB. LLC	19-2
9.38 2 3.02	29.78	29.27 2.93	33.11 3.62	44.11 5.00	54.17 6.46	64.29 8.03	73.22 8.64	85.32 9.25	51.86 5.17	66.67 7.82	92.87 11.93	100.57 13.87	87.26 10.82	91.04 11.82	80.73 10.00	68.45 8.85	67.10 9.05	Sales pe	er sh low" per s	ch	92 13.
1.51	1.16	2.95	1.62	2.88	4.04	5.25	5.32	5.71	1.43	4.15	7.81	9.36	5.79	6.37	4.62	3.55	3.55		s per sh <sup>/</sup>		7.
.67 1.35	.70 1.60	.70 2.58	.71 2.57	.80 3.08	.96 3.60	1.15 4.14	1.38 4.95	1.62	1.68 3.71	1.74 4.05	1.82	2.02	2.32	2.70	3.01 5.60	3.08 2.50	3.08 2.40		ecl'd per ending pe		3.
8.15	8.17	2.56 7.95	8.84	10.89	12.57	10.62	14.95	10.12	14.12	4.05	19.97	26.84	32.73	27.76	25.56	2.50	27.55		lue per sh		36
6.79 68 12.8	86.75 21.0	688.51 20.9	687.52 18.8	685.87 13.9	670.87 12.6	645.81 13.1	613.99 13.7	601.53 11.4	624.72 29.4	638.82 16.6	647.53 12.4	655.05 10.0	637.82 15.1	606.17 15.8	582.32 17.1	583.80	580.00		n Shs Out	•	565 1
.83	1.08	20.9 1.14	1.07	.73	.67	.71	.73	.69	1.96	1.06	.78	.64	.85	.83	.86	Value	ures are Line	-	'I P/E Rat P/E Ratio		1
	2.9%	2.9%	2.3%	2.0%	1.9%	1.7%	1.9%	2.5%	4.0%	2.5%	1.9%	2.2%	2.7%	2.7%	3.8%		nates	Avg Anr	n'l Div'd Yi	ield	3.
PITAL S			as of 3/31 Due in 5 \		bill.	41517 18.3%	44958 17.5%	51324 14.8%	32396 12.2%	42588 16.8%	60138 19.3%	65875 20.1%	55656 18.7%	55184 19.5%	47011 19.0%	39960 18.5%	38910 19.0%	Sales (\$ Operation	mill) ng Margin		52 19.
Debt \$2			T Interes			1602.0	1797.0	1980.0	2336.0	2296.0	2527.0	2813.0	3087.0	3163.0	3046.0	3090	3180	Deprecia	ation (\$mi		3
interest	st earne	ed: 6.8x;				3587.0 28.9%	3509.0 30.0%	3586.0 21.3%	895.0	2700.0 25.8%	5201.0 24.6%	6270.0 28.6%	3815.0 25.6%	4003.0 25.6%	2778.0 21.0%	2090 28.0%	2075 28.0%	Net Prof			<u>4</u> 28.
al intere	est cov	erage: 4	.2X)	(63% o	r Cap'i)	8.6%	7.8%	7.0%	2.8%	23.0 % 6.3%	8.6%	9.5%	6.9%	7.3%	5.9%	5.2%	5.3%		it Margin		20. 8.
			nnual ren 15.9 bill. (			3841.0 17680	3232.0 17829	5564.0 22834	7497.0 21847	9790.0 20437	9567.0 24944	12769 27752	11038 26719	10990 27784	8115.0 25247	7535 24370	7765 24210		) Cap'l (\$n rm Debt (		9) 23(
d Stock						6859.0	8883.0	6087.0	8823.0	10824	12929	17582	20719	16826	14885	15680		-	ity (\$mill)		200
mmon S	Stock	583,868	,746 shs.			16.3%	14.8% 39.5%	14.0%	4.5%	10.1%	14.8% 40.2%	14.7% 35.7%	8.8%	9.7%	7.7% 18.7%	6.5%	6.5%		on Total C		11.0 20.5
RKET (	CAP: \$	642.3 bil	lion (Larg	ge Cap)		52.3% 41.7%	39.5%	58.9% 43.3%	10.1% NMF	24.9% 14.9%	31.3%	26.5%	18.3% 13.0%	23.8%	6.9%	13.5% 2.0%	13.0% 2.0%		on Shr. Eq d to Com I		12.
RRENT (\$MILL.)		TION	2014	2015	3/31/16	20%	24%	27%	115%	40%	22%	26%	29%	40%	63%	86%	86%	All Div'd	ls to Net P	Prof	4
sh Asse ceivable	les	1	7341 6764 ´	6460 15686	5886 16166				ncorporate										on rate: 9 own less		
entory her	(LIFO		2205 2557	9700 2572	9849 1847	ing, mi	ning, log	ging, agi	iculture, p	betroleur	n, and ge	eneral co	onstruc-	common	n stock;	State St	treet, 9.9	%; The	Vanguar	d Group	, 6.3
rrent As			8867 3 6515	34418 5023	33748 5101	highwa	y truck e	ngines, a	actors, so ind pipela	yers. Als	o makes	diesel &	turbine	helman.	Inc.: D	E. Addr	.: 100 N	lortheast	Officer: Do Adams	St., Pe	
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irrent Lia	iab.	2			26215				epare xpect										In fa a ste		
INUAL F hange (pe		5 Past 10 Yrs		st Est'd ′s. to'	l '13-'15 '19-'21	Mare	ch, tl	he co	mpany	y wa	rned	that	soft	decli	ne at	the	Energ	sy &	Trans	sporta	atio
les ash Flo		7.0 8.0		0% 3	1.0% 3.5%	stum	nbling	bloo	a stro :ks. N	More	recei	ntly,	and						r. More g aren		
rnings ⁄idends		7.0 12.5 10.5	)% 8. 5% 10.	0% 3	5.0% 3.0%				opointi 1ent d										ess th		
ok Valu					4.0%				ons for										15%-2 Indust		
al- dar Ma			SALES (\$ r Sep.30		Full Year	-		0	es for ver-yea	-									he mi by 2%		
		14621 14150		14402 14244	55656 55184	13%	and	21%.	Despit	e an	impro	vemer	nt in	the o	čurren	it ran	ige at	\$40	Ďillio	n-\$42	bi
15 12	2702	12317	10962	11030	47011				arkets, dest re										now 1 rest		
	9461 9 <b>350</b>	10000 9970	10000 9590	10499 10000	39960 38910	Ŭ.S.	dolla	ar, ine	dustry	wide	inves	tment	on	costs	of \$5	550 n	nillion	. We	have	temp	ere
al-	EAF	RNINGS F	PER SHARE	A	Full	new depr	long- essed	term levels	energy s. In fa	/ proj act re	ects r etail s	emain ales t	is at here						-line e l \$3.55		
	a <b>r.31</b> 1.31	Jun.30 1.45	Sep.30 1.45	Dec.31 1.58	Year 5.79	fell	more	than	40%	in th	e firs	t qua	rter,	respe	ctivel	у.					
u a - L ^	1.61	1.69	1.72	1.35	6.37				a 50% the										e con given		
14   1	1.86	1.27 <b>.98</b>	.75 <b>.92</b>	.74 <b>.98</b>	4.62 3.55	unit	were	also	poor,	as te	pid de	emand	l for	comp	any fa	aces n	nyriad	chall	lenges	resu	ltin
14 1 15 1	.67		.90	.95	3.55				in the resulte					-					es mai nent s		
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14 1 115 1 116 117 al- ( dar Ma	.75 QUART	ERLY DI	/IDENDS P. Sep.30 .52		Full Year 2.48	Eve	n the		mana ilizati					tile f	or Ca	terpill	lar sto	ock. F	or the	juite ose wi	ith
)14 1 )15 1 )16 )17 (dar Ma )12 .4 )13 -	.75 QUART ar.31 .46	ERLY DIV Jun.30 .46 .52	<b>Sep.30</b> .52 .60	Dec.31 1.04 .60	Year 2.48 1.72	Ever sign caut	n the s of tious	stabi stan	ilizati ce for	on, i the	it is rema	takin ainde	ng a r of	tile f longe quali	or Ca r-tern ty sto	terpill n inve ock o	lar sto estmen ffers	ock. F 1t hor decen		luite ose wi this g	ith 3000
014 1   015 1   016 1   017 1   dar Ma   012 .4   013 -   014 .6   015 .7	.75 QUART ar.31 .46	ERLY DIN Jun.30 .46	Sep.30 .52	Dec.31	Year 2.48	Ever sign caut this	n the is of tious year	stabi stan Cruo	ilizati	on, i the ces ha	i <b>t is</b> <b>rema</b> ave im	<b>takin</b> ainde iprove	<b>g a</b> <b>r of</b> d in	tile f longe quali capit	or Ca r-tern ty sto	terpill n inve ock o ns pot	lar sto estmer ffers tential	ock. F 1t hor decen	or tho izon, t t risk	luite ose wi this g	ith good iste

Company's Financial Strength	A+
Stock's Price Stability	65
Price Growth Persistence	50
Earnings Predictability	45

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