



**Doosan Infracore**  
Portable Power

## Parts News - April 2009

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Doosan Infracore  
Portable Power



**Bobcat**

### Introduction to your new parts team

Subsequent to the acquisition of Portable Power and Bobcat by Doosan and as part of the integration effort into the new mother company, your parts team has been reshaped, in order to leverage all possible synergies within the new organization.

#### **Parts Sales & Marketing Support**

The Aftermarket Sales and Marketing Department, based in the Waterloo offices (Belgium), is responsible to provide you with tools to develop your aftermarket parts business. A dedicated Parts Sales & Marketing Manager (one person per region) is there to help you with your parts marketing related activities such as:

- ✓ Special campaigns or promotions
- ✓ Parts training
- ✓ Fairs
- ✓ Incentive programs

For Sales and Marketing subjects, the Regional Parts Sales and Marketing Managers work in close cooperation with the District Aftermarket Manager.

On the next page, you will find the Who's Who chart of your parts support team.

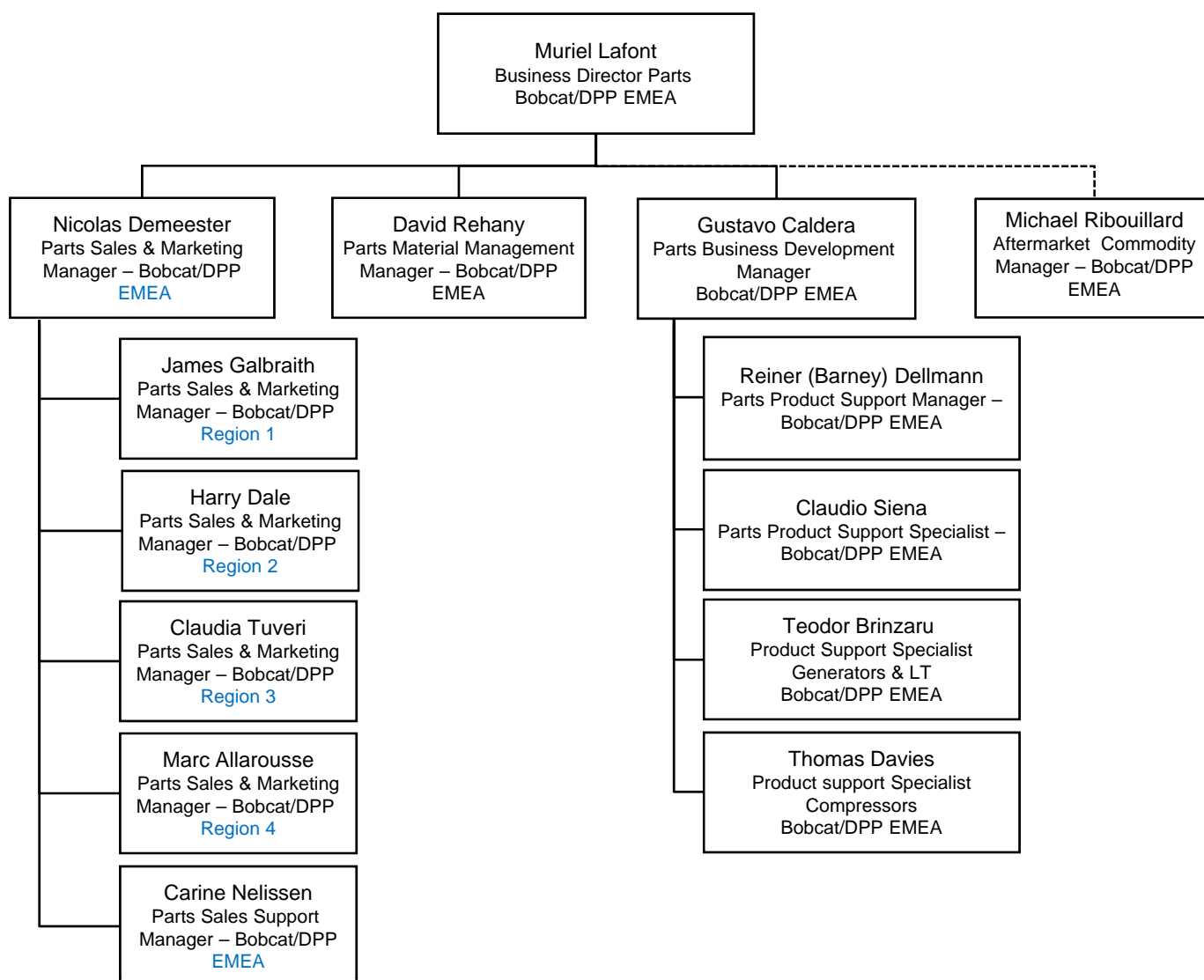


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## Introduction to your new parts team (cont.)

### New parts team org chart





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### **Introduction to your new parts team (cont.)**

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#### **Parts Sales & Marketing Regions:**



#### **Region 1 :**

**James GALBRAITH**

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Germany, Austria, Switzerland, Middle East,  
Egypt, Libya



#### **Region 2 :**

**Harry DALE**

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UK, Ireland, Poland, Czech Republic, Hungary,  
Ex-Yugoslavia , Slovakia, Bulgaria, Romania,  
Russia, CIS



#### **Region 3 :**

**Claudia TUVERI**

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mob.: +32 499 98 89 31

e-mail : [claudiatuveri@dii.doosan.com](mailto:claudiatuveri@dii.doosan.com)

Italy, Spain, Portugal, Benelux, Israel, Cyprus,  
Turkey, Greece



#### **Region 4 :**

**Marc ALLAROUSSE**

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France, Scandinavia, Baltics, DOM TOM, Africa

**It's our goal to  
provide you  
with the best  
parts service  
support in the  
industry.**

**Your Parts  
Sales and  
Marketing  
Manager will  
assist you in  
any parts  
marketing or  
pricing  
enquiry.**



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## **Promotions Planner discontinued**

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In the past years, Portable power used to send you a Promotions Planner, summarizing all parts promotions over the year.

This calendar will be discontinued. You will regularly receive **e-mailings** about Portable Power parts news, organization changes, operational information and **punctual promotions**.

This will allow you to better plan your marketing actions according to your specific market conditions and needs.

The first promotions of this type are included in this e-mailing.



### **Punctual promotions can be of different types:**

- new products
- seasonal items (like batteries in the winter)
- special marketing actions
- excess inventory sales
- price drops



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**INTERMAT**

From 20 to 25 April 2009  
Paris Nord-Villepinte - France



Your Portable Power Parts Team on



Intermat is the world largest construction fair in 2009.

Our Doosan stand will be 4355 m<sup>2</sup> large. The outside demo area has been extended to 2500 m<sup>2</sup> !

This year, we will have a dedicated Parts and Service corner, where your Portable Power parts team will be delighted to meet you.

**BE PREPARED AND TAKE ADVANTAGE OF OUR  
SPECIAL INTERMAT OFFERS.**

***We hope to see  
you in Paris.***

*Come and visit us on Hall 6,  
Stand N°6H081*







## Doosan Infracore Portable Power



### Protec Oils



#### PROTEC Advantages

- Specifically formulated to maximize airend performance
- Overall protection for the airend bearings and component parts
- Extends equipment service life
- Superior lubricating film strength
- Excellent low-temperature performance
- Reduced foaming and fluid loss in severe service conditions
- Excellent lubrication under normal and severe operating conditions
- Designed especially for Doosan Portable Power



### Filter kits



Take advantage of these special  
Intermat offers !

Offer valid from 20 April till 31 May 2009. Discount applies on the net price.  
Prices are ex-works and subject to change without prior notification.



**Doosan Infracore**  
Portable Power

**FIRE  
SALES**

### Fire Sales Compressor Modules



**HP185CMH**

**Limited Stock**

**Don't miss the opportunity,  
ORDER NOW !**

**Both models  
for a net unit price of :**

**€ 4,200.00**

**US\$ 5,376.00**

**GB£ 3,696.00**

**ZAR 53,760.00**



**VHP90CMH**

**Offer valid until stock depletion. Prices are ex-works and subject to change without prior notification.**