



To Doosan Portable Power
To the attention of the Parts Manager
Copy to the General Manager

Waterloo, May 2010

2010 Parts Contest

ICELAND, LAND OF FIRE AND ICE

October 22 - 25

Dear Parts Partner,

The 2009 Moroccan Great South Contest has been an unforgettable experience during which all participants showed such an enthusiasm that we decided to organize another Parts contest for 2010. So with great pleasure we announce **The Iceland Contest!**

The decision and agreement to organize this year's parts contest in Iceland was taken well before the volcano eruption. We have been advised by the travel agency that there would not be any negative consequences that could jeopardize this event.

The Iceland Contest will be the final reward for 3 Portable Power Dealer Parts Managers from EMEA.

Last year, the Parts Managers had the opportunity to drive themselves a 4x4 through the Atlas Mountains and the Desert of Sand Dunes in Morocco.

This year, they will have the opportunity to drive themselves a Super Jeep, on glaciers and snow, tough tracks, crossing rivers, discovering the National Park Thingvellir, the volcano Skjaldbreid, the breathtaking waterfall Gullfoss, the famous Geyser area. After that, Icelandic horseback riding and relaxing in the Blue Lagoon... (See attached program).

We kindly ask all General Managers to motivate their Parts Managers to dramatically increase their parts business by authorizing them to participate in this program.

Participation Conditions:

- For Parts Managers only, maximum 1 person per company.
- For official Portable Power distributors distributing Portable Power for at least 1 year (distribution contract must be dated 1st January 2009 or earlier).
- Minimum Parts sales volume in 2009 must be at least €50,000.

Winners:

- Top 1 per zone - best progression rate in Portable Power Parts sales.

Zones:

- Zone 1: UK, Eastern and Central Europe, Middle East.
- Zone 2: Iberia, Italy, BENELUX, Greece, Turkey, Israel, Cyprus, Austria, Switzerland
- Zone 3: France, Scandinavia, Baltic countries, Africa, Dom Tom, Germany.

Program time frame: May 1st, 2010 until September 30st 2010 included.

Performances will be communicated on a monthly basis via the Bobcat Net-ESA website and via the Parts Mailings.

The winners will be contacted by phone and e-mail the first week of October. For obvious organizational reasons, we will ask the winners to confirm their participation to the event within 5 days max, allowing us to organize the event in due manner and time.

Don't miss this exceptional opportunity.

Win your seat !

Hoping to see you in Iceland,

Nicolas Demeester
Parts Sales & Marketing Manager EMEA

